

Col PR Confab Sees With '20-20' Vision; Clive Davis: Investment In All-Stereo Paid Off...

Metromedia Into Music & Disks, Buys

Valando Pubs... WB/7 Arts Sales Meet In Hawaii... Jamie Diversifies In Pop Area... Peak Sales, Profit At CBS Int'l

Aug. 3, 1968

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Julie Driscoll

TRINI LOPEZ: STILL HIGH IN THE SADDLE

Int'l. Section Begins Pg. 54



The next twenty years are going to be bigger than the last twenty. If that's possible.

Twenty years ago, when Columbia introduced the LP, records were a two-hundred-million-dollar-a-year business. Today, they're a billion-dollar-a-year industry.

And what's happened in between is half of what this year's Columbia Records Convention was all about.

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And you'll see it start to unfold next week, with the most powerful Convention Release in our company's history.

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Questions The Near Future May Answer

It's been said that the music industry will soon answer to a dozen or so companies. Be that as it may, the business is far enough along the road of "acquisitions and mergers" for an evaluation of the impact of such moves to be made in the near future. That "near future," as we see it, is right around the corner. The fall-winter selling season, to be precise.

The impact, in terms of competition, finance and even creativity, is likely to be dramatically underscored during a season when the business enjoys its greatest sales, relying on the "best foot forward" product that is now being introduced at various label conventions and sales meetings. It is safe to assume that much of this product is the creation of and will flow through the facilities of firms that in one way or another have allied themselves with "parents" that have decided to make the "leisure-time" field an integral part of their operations.

Right now, we can only raise the questions. Time—which now boils down to only months—is going to supply the long-awaited answers. With parental financing said to amount to a blank-check, how far will the advertising and merchandising techniques expand to assure greater trade-and-consumer response to new product, whether it be a disk, a tape or a song? Will increased expenditure create a new kind of competition that will stimulate the development of now untapped and unrealized ad-merchandising tools? Backtracking a bit, will the creative process itself un-

dergo evolution at a greater pace under the pressure of "being different" as consumers choose among product that is being revealed to them through high-powered promotional tools? How will the retail end of the business react to greater demands for display space, taking into account that some point-of-sale material may reach the stage of minor spectacles? As for the wholesaling function, a number of questions have already been put forward. Norm Racusin, vp and general manager of RCA Records, raised them six months ago at the NARM wholesaler convention: "is acquiring rack merchandisers and distributors the answer to the problems of the record manufacturer? Will such subsidiaries move more of the affiliated company's product to the detriment of others. Will the other manufacturers sit by and watch their distribution pass into the hands of their competitors? Can or will they devise other alternatives? What of conglomerates? Can they succeed in welding diverse distributors and personalities into an efficient, smoothly functioning merchandising entity through the application of computer technology and 'scientific' management methods?"

So many vital questions to be answered. Maybe they cannot possibly be answered to full satisfaction in the months ahead. Maybe as the "acquisitions and mergers" process continues it will yield new questions of merit. We're on the brink of finding out.

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Tetragrammaton-DGG Complete Int'l Deals

HOLLYWOOD—Artie Mogull, president of Tetragrammaton Records, has announced completion of negotiations with Deutsche Grammophon of Germany which will result in the European company handling both the publishing and distribution of all Tetragrammaton product abroad.

According to Mogull, deal was one of the largest and most lucrative of its kind. It allows Deutsche Grammophon to publish Tetragrammaton material in all countries but the U.S., Canada and England, and to distribute the firm's product in all countries outside of the U.S.

Agreement was reached during recent European meetings between Mogull, DGG's Heinz Voigt (publishing), Kurt Kinkele (records) and Roy Silver, president of Cambell, Silver-Cosby, which owns Tetragrammaton.

Metromedia Moves Into Music Biz With Acquisition Of Valando Pubs; Record Label Among Future Plans

NEW YORK — Metromedia, Inc. the diversified communications and service corporation has created a music division and has acquired the Tommy Valando Music Publishing Companies. Simultaneous with the announcement of the formation of the Metromedia Music Division, which also plans to enter the recording field, John W. Kluge, Chairman of the Board and President of Metromedia, Inc., also announced the appointment of a well known figure in music and record industry circles, Harvey Glascock as Chairman of the music division and the liaison between the broader parent company and new music set-up. Valando has been named President of the new organization. Jay Morgans, who has been with Valando for

the past ten years, has been named V.P. Prior to being named to his new post, Glascock had been vice president and general manager of New York radio station WNEW.

Although the official announcement reports that the Valando pubbery's assets were acquired for an undisclosed number of shares of Metromedia common stock plus cash, the Wall St. Journal said that industry sources estimated the price of the sale at \$4½ million.

Commenting on the agreement, Valando sounded far more enthused about the potential of his set-up than he was about the sale of a company he spent more than thirty years building.

He emphasized the spirit in the

Metromedia organization, saying that they intend to build a dynamic music division, entering all phases of music publishing. In time, he said, people will be brought in who will develop the teen publishing area of the division. And when the proper manpower can be obtained and the time is right, Metromedia will enter the recording field.

But the Valando companies will continue to do what they know best, music publishing. His firms, Valando, Laurel, Sunbeam and Columbine have published a tremendous chain of hits in the pop music field through the years and in the past decade have been the most successful "new" publisher in the field of Broadway Music. "Fiddler on the Roof," "Cabaret" and "Fiorello" are just a few of their most successful properties.

The Valando companies are also deeply involved in the film field with four of the company's musicals already claimed. United Artists has "Fiddler On The Roof," the announcement of an agreement for "Cabaret" will be made soon; "She Loves Me" will be released through MGM; and the film rights to "Fiorello" have been purchased by CBS Theatricals. "Fiddler" and "Cabaret" will probably hit the screen some time in 1971. The date will be determined when the

(Continued on Page 10)

'20-20' Vision Sales Glow Cast Over Col. Confab

SAN JUAN, PUERTO RICO — A convention-to-convention period of unprecedented sales and profits cast a rosy glow over Columbia Records Sales convention here last week (24-28).

This prosperity, in fact, emerged as the undeclared theme of the confab, which, appropriately enough, was the largest convention in the label's history, with more than 600 in attendance. Such a turnout, the biggest representation of any label ever drawn to a single spot, seemed in itself a justification of surveys that put Columbia in the number 1 spot among the giants of the U.S. record industry. The convention also celebrated the 20th anniversary of the LP as developed by Columbia. (The LP industry alone is expected to reach sales of over \$1 billion this year).

England Keynote

To Don England, vp of sales and distribution, the task was given of informing the gathering of Columbia's past showing and present momentum. In his keynote speech on Thursday (25), England reported 1. at the present time, Columbia is more than 20% over forecast; 2. as of June 30, the label is more than 20% over in singles and more than 10% over in LP sales; 3. tapes have registered a significant increase versus quota, as well as a major increase over the same period last year; 4. phonographs have also come to the over-quota area and registered "great gains" over the forecast and over 1967. The rash of 20% figures are "all . . . in the 20/20 vision class . . . more than 20% over quota for this year, and more than 20% over the same period last year." This

concept of 20/20 perfect vision was carried through a special "20/20 souvenir LP given to conventioners (see separate story).

Amplifying Columbia's impact on the market, England noted that in 1967 the label had a total of 15 gold records certified by the RIAA, all for LP sales. "This year, at midpoint, we've already racked up 13 gold records

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Davis: All-Stereo Investment Paid Off

PUERTO RICO—Columbia Records' investment to achieve an all-stereo industry has been fully paid back, Clive Davis, president of CBS Records told the label's 600 delegates to its 1968 sales convention here.

Acknowledging that "we had to sweat out . . . for some time," the

decision to erase the price differential between mono and stereo disks in June of 1967, Davis said that the move to stereo, to a one \$4.79 list "has paid for itself in record time."

Reveals Study

Davis referred to a study "made of our own situation" right before the convention. "We looked at the year period that elapsed since the effective date of the price change. The results are eye opening." The company, Davis declared, evaluated the full cost of our total obsolescence of mono records, including the cost of handling returns. The label then computed the increased profit of selling a \$4.79 record over a \$3.79 record. "Assuming that our sales this year would have been in the same proportionate mono-stereo relationship and assuming our volume has stayed the same as 1967, our cost—our investment—would have been repaid in less than one year." Davis noted, however, that Columbia's business "is way up" and the label had actually achieved a full return on its investment in less than nine months.

" . . . We now enjoy virtually an all stereo industry," Davis stated. "Our investment to achieve this has been fully paid back. A long overdue price rise for an economically reeling industry has been accomplished . . . I would say we've come out of this issue not only on our feet, but I wouldn't at all if there's an extra springier bounce in each step anyone of you take."

That 'Bottom Line'

Earlier in his speech, Davis told the conventioners that the most recent market share figures show that Columbia is outdistancing its next nearest competitive label by 50%. His concluding remarks touched on "profits, the bottom line." "For a long time, many of you operated on a tonnage philosophy. The gross mattered; the net was an unknown quantity. Well, those days are gone forever. Sure we have to sell all we

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Harmony Gets WB Product

Harmony Record, the \$1.89 LP line from Columbia, will begin releasing product originating from the Warner Bros. label, starting in Oct.

Releases will consist of sessions no longer available under the Warner Bros. tag.

Herb Linsky, merchandising manager of Harmony, said that the initial release will consist of 3 or 4 LPs. The announcement was made at last week's Columbia confab in Puerto Rico.

FRONT COVER:



Trini Lopez is a youthful veteran on the disk scene. He has been responsible for the sale of five million records for Reprise Records. His LP catalog is 15 albums strong, with a new set, his 16th, to put him in a new dimension. It's called "Welcome to Trini Country," a country music-slanted offering. Under a new pact just negotiated, Trini and Reprise will continue to be a team in the years ahead.

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Elkins Voted President Of ITCC

NEW YORK—Jim Elkins has been elected as president of International Tape Cartridge Corp., succeeding Larry Finley, who recently left to form North American Leisure Corp. Announcement was made by ITCC board chairman H. Earl Smalley. Elkins had served as executive vice president of ITCC since joining the company in May, 1968.

Elkins previously held various executive positions with the business equipment group of Litton Industries,

and had been secretary and counsel of Royal McBee Corporation until its merger into Litton in 1965. A graduate of Columbia University's Graduate School of Business Executive Program in Business Administration. Elkins also holds degrees from New York University Graduate School of Law and Brooklyn Law School. He took his pre-law at CCNY's School of Business.

A resident of Monsey, New York, Elkins is married and has two children.

CBS International Sales Meet Caps Division's Most Successful Year

SAN JUAN, Puerto Rico—CBS International's 2-day meeting (23-24), prior to Columbia Records sales convention here, topped off the division's most successful year to date in terms of sales and product.

Participants in the sessions chaired by Harvey Schein, president of CBS International, included representatives of the company's affiliates in many parts of the world.

Execs from Europe, Latin America, Australia and South Africa were in attendance. Present for the first time was Norio Ohga, managing director of CBS Sony, CBS International's newest subsidiary.

In addition to the local foreign representatives, the convention delegates included Peter deRougemont, vice president European operations; Manuel Villarreal, vice president of Latin American operations; Bill Smith, vice president of Australasian operations.

Local Product Presentations

The presentation of local foreign product formed one high point of CBS International's meetings. Subsidiaries from various parts of the world presented samples of their latest pop and classical product.

Mexico

Leading off the pop presentations, CBS Mexico in an audio-visual presentation, emphasized the upcoming Olympic games, which will place that country and its music in the world

spotlight this fall. The company highlighted folk music as performed by such established artists as the Sonora Santanera and Linda Vera, as well as introducing new talent like Conchita Solis. In a slightly different vein, Discos CBS unveiled a new album that combines the talents of the Trio Los Panchos with those of CBS Italiana's songstress Gigiola Cinquetti.

Canada

Columbia Records of Canada's audio-visual presentation illustrated the various selections being pursued within that company's A&R department. Canada's new product ran the gamut from French chansons (Monique Leyrac) to French rock (Andre Gagnon); from English Rock (the Copper Penny) to country (the Mersey Brothers) to folk (Micael), plus many more.

Germany

The keynote of CBS Germany's presentation was Slavic Soul, as performed by such artists as Gunja Rajter, Ivan Redroff and his Singers and Tatania Ivanov. Germany's slide and tape presentation also stressed the jazz of Albert Mangelsdorff and the orchestral rhythms of Ralph Dolkin.

England

CBS United Kingdom began its product presentation by recapping the new labels the company has introduced in the British market over the past

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Col Unveils Mammoth Tape, LP Release

SAN JUAN, Puerto Rico—At its 1968 national sales convention, held here in San Juan, Puerto Rico, July 24-28, Columbia Records revealed a huge August album and tape release, and as a special highlight, the Masterworks division announced plans to begin the fall season early with a "massive promotion campaign" on its catalog and new LP's.

61 albums, 5 reel-to-reel tapes, 5 four-track and 13 eight-track stereo cartridge tapes were unveiled at the convention.

Pop LP's

Columbia's August release of twenty popular albums is highlighted by the debut set on the label of Big Brother and the Holding Company, the highly-acclaimed rock group which features the earthy vocal talents of Janis Joplin.

At the July 25th convention banquet show, where Big Brother and The Holding Company performed, Clive J. Davis, president of CBS Records, introduced Janis Joplin by stating: "Every few years a giant star emerges—the trades sense it, the public feels it, and the whole industry comes alive. It is our good fortune to have the next giant star."

The other new Columbia pop albums are: "Gordon's Buster," by Gordon Alexander; "Yesterday I Heard The

Millenium Arrives For Convention

PUERTO RICO—A fresh promotional avenue is being explored by Columbia Records in the arrival of the label's Millennium, a new seven-man west coast group. Produced by Curt Boettcher and Keith Olsen for Mee Moo Productions Ltd., outfit creates "something beyond music," according to Gary Usher, Columbia west coast A&R producer.

'Public Hearing'

In conjunction with the release of the group's debut Columbia album, "Begin," which took over a year to record, Columbia is sponsoring public hearings of the album—or seminars—in three key cities: Hollywood, Chicago and New York. Each seminar will be attended by AM and FM disk jockeys in the area, as well as key program directors, representatives from the college and underground press, and other key people in the music industry. In addition, members of The Millennium will be present at each seminar to meet personally with members of the press.

After a recent private preview of the album, Usher reported that "Twenty-seven people stormed my house the following evening and wanted to hear the record again. Strangers call me at all hours and ask if I'll play the album for them. It's really an incredible scene." The music reaches everyone—housewives, musicians, people in the street . . .

On the national level, specially designed artwork will appear in ads which will run in trade publications to conclude with the release of the album.

Davis: All Stereo

(Continued from Page 7)

can, but we also have to make an intelligent evaluation of what it cost to get there."

Davis said the label had to maintain "musical creativity with market awareness, artist sensitivity with economic responsibility, practical common sense with soaring imagination." "We have to strive to make Columbia synonymous with phonograph records—all that's good about a volatile, dynamic, exciting and challenging part of American culture."

Davis also retraced Columbia's sales gains in terms of artists, outlining the steady flow of "exciting product" that had resulted in the label's success pattern over the past year. He cited such artists as Simon & Garfunkel, Bob Dylan, the Electric Flag, Blood, Sweat & Tears, Leonard Cohen, the Moby Grape, the Chambers Bros., Johnny Mathis, Ray Conniff, Jim Nabors, Leonard Bernstein, Gary Puckett & the Union Gap, Johnny Cash, among others.

Rain," by Tony Bennett; "Super Sessions," by Mike Bloomfield, Al Kooper and Steve Sills; "How Great Thou Art," by Anita Bryant; "In One Ear And Gone Tomorrow," by the Buckinghams; "Sweetheart Of The Rodeo," by the Byrds; "Revival Time," by the Chuck Wagon Gang; "The Clancy Brothers And Tommy Makem Sing Of The Sea"; "L'Amour Est Bleu/Love Is Blue—Les Compagnons De La Chanson Sing France's Greatest Hits"; "Miles In The Sky," by Miles Davis; "Angel Of The Morning/Hit Themes For Young Lovers," by Percy Faith, His Orchestra and Chorus; "Woman, Woman," by Robert Goulet; "What Can I Say," by Arlene Harden;

(Continued on Page 34)

Conventioneers See With '20-20' Vision

PUERTO RICO—Columbia Records gave away approximately seven hundred special two-record sets entitled "20/20: Vision for the Future" as souvenirs to all personnel in attendance at the label's 1968 sales convention.

The album set, written and produced by Charles Burr, director of editorial services at CBS Records, and David Swaney, product manager of west coast operations, is boxed in packaging designed by Kathryn Stein and Ann Raychel, designers in CBS Records' merchandising department. Included in the set is a special edition of Columbia's "Insight" digest.

Narrated by Walter Cronkite, of the CBS News Division, "20/20" traces the history of the LP from the introduction of Columbia's microgroove disk in 1948 through the subsequent record-industry changeover to 33 $\frac{1}{3}$ -rpm recordings and the development of stereo. Some of the speakers appearing on "20/20" are Goddard Lieberson, President, CBS/Columbia Group; Dr. Peter Goldmark, inventor of the 33 $\frac{1}{3}$ -rpm microgroove disk; Ted Wallerstein, president of Columbia Records in 1948; and Paul Southerd, the label's vice president of sales, in 1948. Dr. Goldmark describes the disconcerting situation existing before the advent of the LP by commenting on his own experience of listening to the Horowitz-Toscanini recording of Brahms'

'Funny Girl' Track, Film Highlight Meet

PUERTO RICO—Columbia Records is releasing the soundtrack LP of "Funny Girl," which, like its Broadway predecessor, stars Barbra Streisand. Guests at the Columbia convention here were treated to a private showing of a 30-minute excerpt from the film, which premieres in New York and Boston on Sept. 18.

In addition to Barbra Streisand, "Funny Girl" stars such well-known film personalities as Omar Sharif, Kay Medford, Anne Francis and Walter Pidgeon.

Some New Songs

Producer Ray Stark, originator of the Broadway play based on the life of his mother-in-law, Fanny Brice, surrounding Barbra with top talent including Jule Styne and Bob Merrill, writers of the play's original score and composers of several new songs expressly for the film: "The Swan," "Roller Skate Rag," and the title song, "Funny Girl." Isobel Lennart, writer of the story and book for the play, fashioned the movie screenplay, while William Wyler, three-time Academy Award Winner, directed the film version of "Funny Girl."

Some of the other songs included on the soundtrack are "His Love Makes Me Beautiful"; "You Are Woman, I Am Man," a duet sung with Omar Sharif; "I'm the Greatest Star"; "I'd Rather Be Blue Over You (Than

Loren Coleman Heads Chess Label's PR

CHICAGO—Loren Coleman has joined the Chess-Checker-Cadet operation as head of publicity and public relations. He comes to the label after a similar post at WBKB-TV, the ABC affiliate in Chicago.

Columbia's Book-Record Library Aimed

At Under-12 Market, Sets First Release

PUERTO RICO—Citing the population explosion of children under age 11 (86 million), Columbia Records is introducing a new book and record line for this market. Series was unveiled last week at the label's convention here by Arthur Shimkin, vet moppet disk man who was recently named director of Columbia's children's book and record library.

The newly conceived series will not only offer a line of colorfully illustrated books with companion records on which the fine texts are read word for word by skilled narrators, but it

is also designed to correspond to the child's developing awareness of the world around him and his growing ability to read.

Richard Lionetti, manager of new product development/sales at Columbia, who introduced Shimkin, stated that "from 1963 to 1967, children's book sales jumped from \$103 million to \$169 million. This represents 15% of the book industry." He also went on to say that in the billion-dollar record industry, "children's record sales accounted for less than 1%." However under the guiding force of Shimkin, CBS Records hopes to increase the sales of records "in this very important product category, which educates and entertains children."

Joining CBS with a strong background in the children's book and record field, Shimkin has been responsible for planning and directing the development and advising in connection with the distribution of book

Noonan Offers 'Nitty Gritty' Comments

PUERTO RICO—A "nitty gritty" talk on the singles market was advanced by Tommy Noonan, director of national promo for Columbia, during the company's singles presentation at its confab here last week.

The Big Top 10

Noonan termed the "top 10 single hit" the "only profitable sales left in singles." "Every one of our top 5 records in the past year registered about 40% of their total sale at the point when they reached top 10 . . . then they went on to more than double that sales figure while climbing up to number 1 on the charts. So 60% of the total sale was the direct result of reaching top 10 and turning the whole world on to the fact that it was a big, big hit in the making."

Noonan said that Columbia had four number 1 singles over the past year, each one selling well over a million. ". . . top 10 is where it's at in singles and no place else," he stated.

Noonan said that the "nitty gritty" aspect of getting airplay was only as important as the follow-up to see that retailers and racks were advised as to the "legitimate best sellers when they are our hit artists."

One Stop-Op Area

He also emphasized the importance of the juke-box operator, and the need to "cement relations" with the one-stop, who, according to recent surveys, makes recommendations to operators on 88% of their purchases. He said that Columbia is losing out on an additional 3 million singles sales a year by not having the proper representation on the boxes. He underscored this area with particular reference to country music singles because "today country hits primarily live on the juke boxes."

"Single sales," Noonan explained, "require attention, concentration, study, research and follow-through."

Liberty Meet Stresses Sales, Salesmen

LOS ANGELES—The importance of sales and the salesman in the recording industry was constantly emphasized during the Liberty Records national sales meeting last week (23-27).

The theme of the convention was "Liberty Records Distributing College" and the meeting was unique in the recording industry in that emphasis was placed on education rather than product presentation.

More than 200 salesmen, promotion men, branch managers and corporate personnel from all the Liberty divisions, including United Artists Records, heard Liberty president Al Bennett outline the goals of the convention and stress the theme.

Following Bennett's talk, UA vice president Dave Picker outlined the role that Liberty would play in the Trans-

america leisure services division. (Liberty recently merged with Transamerica).

Sales experts from other industries, in addition to corporate personnel, conducted extensive seminars in the art of marketing. Other subjects covered included advertising, public relations and promotion.

The sales theme was summarized by Liberty's vice president Lee Mendell on the last day of the meet, "The continuing success of any organization is directly related to the strength of the sales personnel and this convention is aimed in improving what is already the strongest sales force in the record industry."

The convention officially closed Saturday with a banquet and show by Liberty and UA artists.

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Warner Brothers-7 Arts Greet 350 At 10th Anniversary Meet

HAWAII—With the firm's 10th anniversary as the happy bait, Warner Bros.-Seven Arts Records lured more than 350 conventioners to the Hawaiian Islands' isle of Kauai for a three-day convention (18-21).

Two chartered United Airlines jets took off from Los Angeles International Airport for the Kauai Surf Resort, the convention HQ. There, conventioners learned of new WB-7 Arts product for Aug. and Sept. (see separate story), attended various meetings and seminars and took full advantage of the exotic locale on a social level.

Execs from the United States and 38 other countries were in attendance. Bulk of those attending comprised domestic distributors, foreign licensees of the company and home office executives. Additionally, everyone of the company's 18 U.S. and Canadian regional promotion directors attended.

Most Extensive Gathering

The record company has had annual meetings of its domestic and foreign

personnel since its formation, but the first decade celebration was far and away its most extensive gathering. The official convention agenda entailed the following activities:

A reception on the night of July 18 at the Kauai Surf for all those attending.

On Friday, July 19, guests met at 2 p.m. for a fall product presentation at the resort's new Convention Hall. The filmed presentation involved an elaborate 2½ hour preview of coming album releases for August and September. In many cases, advance pressings of the albums were distributed for the guests' personal use. Speakers at the fall product presentation included:

"Mike" Maitland, company president; Dick Sherman, national sales manager; Mo Ostin, Reprise general manager; Joe Smith, Warner Bros. general manager, and Joel Friedman, director of merchandising.

That night, the company's tenth anniversary banquet was held at the resort and opened with a short wel-

coming speech by Maitland. The banquet, like all other activities at the three-day meet, was informal in dress and the wives and children who accompanied some of the attendees were invited.

Also, Don Ho and the Aliis, currently headlining in Honolulu, was flown to Kauai to entertain at the banquet. Immediately afterwards they returned to Waikiki for their regular Friday night shows.

On Saturday, July 20, various meetings and seminars were held at the resort.

Two of these meetings were a morning one chaired by Bill Casady, national promotion manager, who discussed some of the company's new-found approaches to album and single promotion. Phil Rose, vice president and director of overseas operations, also chaired an informal get-together with the foreign licensees in attendance.

That night, and still on the beach, the company hosted a cocktail party and orthodox, old-fashioned Hawaiian Luau.

At the close of the Luau, citations were presented by company executives to outstanding distributors, licensees and promotion men. Delegates left Kauai on Sunday afternoon for Los Angeles, where they made connections for return trip to their home-bases.

WB Holds Post-Hawaii Trek for Distribs & Retailers

HOLLYWOOD — Some 3,000 retail dealers, rack jobbers and one-stop operators will view the Warner Bros.-Seven Arts Records August/September film presentation. Starting last Wed. (24) key execs of the company fanned out throughout the country and staged a round of meetings.

The presentation is a shortened and telescoped version of the 2½ hour film which was exhibited at the company's Tenth Anniversary sales convention in Kauai, Hawaii, July 18-21. The most elaborate in the company's history, the film was the highlight of the convention.

Reach 70% Of Market

"In staging this series of dealer meetings, Warner Bros. will reach approximately 70% of the total disk market," said Joel Friedman, vice

Sy Lesser Named VP In Big 3 Expansion

NEW YORK—Sy Lesser, recently assistant controller with MGM, has been named vice president of administration and finance by The Big 3 (Robbins-Feist-Miller), working out of the firm's New York headquarters.

The appointment of the 38 year old Lesser is part of an overall plan projected by Big 3's top executive Arnold Maxin to extend the firm's operations through more creative administrative and financial planning. Under Maxin, The Big 3 has been steadily increasing its international acquisitions and activities, the leasing of copyrights for its music print division and recently, the firm has wrapped up a number of major writing, talent and production deals intended to move the company even further into the pop orbit. According to Maxin, "Lesser will control these investments in our future music scene and will be responsible for the broadest administrative and financial utilization of our wealth of copyrights." In commenting on Lesser's appointment, Maxin also indicated that "a sound financial view is essential to the most effective development of new talent in today's market."



Sy Lesser

president and director of marketing. It was at the urging of many distributors that Warner Bros.-Seven Arts Records decided to bring in dealers, rack jobbers and one-stops in an at-

(Continued on Page 31)

WB-7 Meet: Cosby Goes, Martin Stays

HOLLYWOOD—Warner Bros.-7 Arts prexy Mike Maitland had his Mo-Jo working at the 10th anniversary product presentation on Hawaii's garden island of Kauai.

General managers Mo Ostin (Reprise) and Joe Smith (Warners) were assigned the tasks of announcing that Bill Cosby was leaving the label (a fact which music biz insiders had suspected since last March when Tetragrammaton Records was formed by Campbell-Silver-Cosby) but that Dean

Martin had elected to remain.

Ostin, in introducing a new single by Martin, said, "I guess that's the best way to dispel the rumor."

Smith, a few moments later, said, "It's true that Cosby will no longer be an active member of our family (Continued on Page 31)"

A&M Hosts New Int'l Affiliates

LOS ANGELES — A&M Records hosted label managers from seven new international affiliates for a week-long orientation meeting this past week. Dave Hubert, international director for the label handled the program. The purpose of the meeting was to introduce the label reps to key personnel, new product, label operation and merchandising methods.

Those attending included: Ken and Gloria Khouri, Federal Records, Jamaica; Bill Infante, RCA Victor Mexicana, Mexico; Ramon Villanueva, EMI Suppliers, Argentina; Mike Von Winterfeldt, Deutsche Grammophon, Germany; Ernesto Aue, El Palacio de la Musica, Venezuela; Andre Poulain, Polydor, France.

Jamie Looks To Diversified Pop Scene

PHILADELPHIA—Jamie Records is setting a new course of marketing a more diversified line-up of pop sounds. Symbol of this new direction, reports Larry Cohen, national sales & promo manager of Jamie/Guyden Distributing Corp., is the creation of a new logo (see cut).

As far as the artist phase of this new policy, Jamie is ready to roll with new product. This includes dates by the Edge of Darkness, a progressive rock group from upstate New York; the Ballistics, a psychedelic underground team from Houston, and the Magic Reign, out of Washington, D.C.

Also, Joe Renzetti and Howard Boggs have just finished producing the Kit Kats' "Hey Saturday Noon" and a new Crispian St. Peters single, "Look into My Teardrops," and an LP is ready for release.

Jamie is also in the process of releasing the first U.S. LP by the Groop,

the big Australian group.

R&B Product

On the R&B level, the company is currently hot with "The Horse" by Cliff Nobles & Co. on the Phil-L.A. of Soul label, Jamie's R&B outlet. Other R&B sides include "Hitch It to the Horse" by The Fantastic Johnny C, a new instrumental, "The Mule" by the James Boys. Another Jamie subsid, Arctic, has just shipped Barbara Mason's "(I Can Feel Your Love) Slipping Away" and the Dionn label, yet another affiliate, will soon release the new Brenda & the Tabulations' lid, "That's in the Past."



Croninger To WNEW; Carr Joins WIP

NEW YORK—With the announcement of Harvey Glascock's being named head of Metromedia's new music division last week, two major changes at the radio level were announced by Metromedia.

Replacing Glascock at WNEW will be David Croninger, who has been vice president and general manager of Metromedia's WIP radio station in Philadelphia.

Succeeding Croninger at WIP will be Richard Carr, who has been program director of WNEW.

Metromedia Buys Valando

(Continued from Page 7)

Broadway shows have run their course. "She Loves Me" and "Fiorello" and readying for production.

Although a number of companies were interested in purchasing the Valando firms, Tommy said he decided to join Metromedia because he believed that with them he would be the first entity in a new venture in the music direction rather than another property owned by someone in an unrelated field.

Metromedia also owns the Wolper film companies, seven AM and FM stations, TV outlets, the Ice Capades, all of which are closely related to the music world.

In the near future the Laurel Music firm will be merged into Valando music leaving only Valando Music as the ASCAP affiliate. Sunbeam will be the remaining BMI outlet with Columbine music being phased out.

In making the announcement, Kluge said, "Metromedia has long been interested in entering the music field. Our acquisition of the respected Valando music companies and our plans to diversify further into the recording field is an affirmation of Metromedia's confidence in its own future and that of the musical entertainment industry. The establishment of a separate Metromedia music publishing and recording organization is a natural extension of our other prospering creative entertainment activities."

Immediate projects of the Valando companies include three Broadway bound musicals: "Zorba," expected to debut in November starring Hershel Bernardi in a Hal Prince production with a score by Fred Ebb and John Kander; "Maggie Flynn," scheduled for September with a score by Hugo Peretti, Luigi Creatore and George Weiss and starring Jack Cassidy; and "The Rothschilds," Jerry Bock and Sheldon Harnick's first show since "Fiddler" scheduled to open this season.

Valando feels that in the Metromedia fold and with more manpower he will be able to devote more time to developing more shows, lay plans for a Nashville operation, examine expansion into the educational field, look into the scoring possibilities of some of Metromedia's TV productions as well as the Wolper films.

ABC Convention Agenda

NEW YORK—ABC Records has announced the agenda for its convention in Los Angeles, August 2, 3 and 4. According to Bud Katzel, vice president and director of marketing at the label, the meet will start off with a cocktail party and reception in the Bel Air Room of the Century Plaza Hotel at 6 PM on Fri., (2) followed by a private screening of the Julie Andrews' "Star" flick at 9 PM at the 20th Century Fox studios.

Saturday's activities include a sales meeting in the Pacific Palisades Room of the Century-Plaza in the morning and individual meetings with distributors in the afternoon. A Saturday evening dinner-show in the hotel's Beverly Hills Room will feature live performances by Mama Cass, Richard Harris, Jim Webb and Steppenwolf.

Sunday will be devoted to the conclusion of scheduled individual distributor meetings.

a great new voice
turns on a great new song!

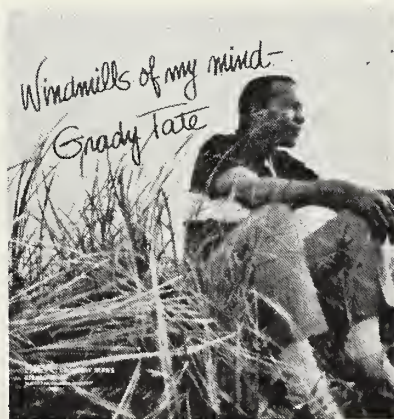
GRADY TATE "THE WINDMILLS OF YOUR MIND"

(Theme From
"The Thomas Crown Affair")

ON SKYE RECORD #455
PRODUCED BY GARY McFARLAND

"Exquisite performance . . . Reading highlights
the lyric and arrangements are
just too much . . . Deserves extra consideration."—CASH-BOX
"Impressive singing bow"—RECORD WORLD
"Sensitive, dramatic reading"—BILLBOARD

NEXT!



GRADY TATE'S
"WINDMILLS
OF MY MIND"
ALBUM SK-4D



SKYE
SKYE RECORDING CO., LTD.
40 WEST 55TH STREET
NEW YORK, N. Y. 10019



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.

TALLY COMPLETED JULY 24, 1968—COVERS PRECEDING WEEK

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
46%	Light My Fire—Jose Feliciano—RCA			85%
39%	Mr. Businessman—Ray Stevens—Monument			39%
37%	Do It Again—Beach Boys—Capitol			68%
35%	You're All I Need—Marvin Gaye & Tammi Terrell—Tamla			77%
33%	You Keep Me Hangin' On—Vanilla Fudge—Atco			62%
30%	Don't Give Up—Petula Clark—Warner Bros.			98%
29%	On The Road Again—Canned Heat—Liberty			53%
28%	Sealed With A Kiss—Gary Lewis—Liberty			73%
27%	Down At Lulu's—Ohio Express—Buddah			50%
27%	The Impossible Dream—Roger Williams—Kapp			71%
25%	Journey To The Center Of The Mind—Amboy Dukes—Mainstream			97%
24%	Prayer Meetin'—Willie Mitchell—Hi			32%
24%	I Get The Sweetest Feeling—Jackie Wilson—Brunswick			32%
23%	Slip Away—Clarence Carter—Atlantic			76%
22%	Please Return Your Love To Me—Temptations—Gordy			64%
20%	Hush—Deep Purple—Tetragrammaton			20%
20%	Love Makes A Woman—Barbara Acklin—Brunswick			47%
19%	Morning Dew—Lulu—Epic			19%
18%	Mr. Bojangles—Jerry Jeff Walker—Atco			63%
18%	I Never Found A Girl—Eddie Floyd—Stax			18%
15%	Alice Long—Tommy Boyce & Bobby Hart—A & M			95%
15%	Brown Eyed Woman—Bill Medley—MGM			15%
15%	I Guess I'll Have To Cry, Cry, Cry—James Brown—King			52%
14%	The Fool On The Hill—Sergio Mendes & Brasil 66—A & M			14%
12%	Breaking Up Is Hard To Do—Happenings—B. T. Puppy			58%
11%	1,2,3 Red Light—1910 Fruitgum Co.—Buddah			87%
10%	Soul Limbo—Booker T & MG's—Stax			96%
10%	Hitch It To A Horse—Fantastic Johnny C—Phil L. A. Of Soul			76%

LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

Animal—Tokens—Warner Bros.	9%	Anyway You Want Me—American Breed—Acta	18%	Mrs. Bluebird—Eternity's Children—Tower	30%
God Bless Our Love—Ballads—Venture	28%	And Suddenly—Cherry People—Heritage	70%	I Need Love—Third Booth—Independence	12%

PIGMEAT MARKHAM

HERE COMES THE JUDGE

CHESS 2049

THE DELLS

STAY IN MY CORNER

CADET 5612

THE STATUS QUO

PICTURES OF MATCH STICK MEN

CADET CONCEPT 7001

LAURA LEE

NEED TO BELONG

CHESS 2052

WILDWEEDS

I'M DREAMING

CADET CONCEPT 7004

BILLY STEWART

TELL ME THE TRUTH

CHESS 2053

CHESS
RECORDS

Turn this page and the Tenth Anniversary of Warner Bros. - Seven Arts Records will whoosh under way --- as one of the great, great Album Releases of this - or any-year will demonstrate again (as for 10 years past) the merchandising skill of the most chart-oriented staff in the industry.

For in the ten years of its fruitful existence, the surging growth of W7 Records has been characterized by an uncanny affinity for the best-seller lists! For ten solid years -in ratio of Released Product to Chart Incidence -the W7 story is quite without parallel in all the history of the Record Business.

And it is precisely this kind of Chart Thrust! Chart Power! Chart Involvement! which is presaged by the names, material and ideas of a towering 10th Anniversary Release! 17 album presentations to cap a decade of unexampled Chart Action! --- 17, to touch off W7's new, big 10 to come!



WARNER BROS. - SEVEN ARTS RECORDS INC.



CHART THRUST!



EACH OF US ALONE Glenn Yarbrough

WS 1736



THE SECRET LIFE OF HARPERS BIZARRE Harpers Bizarre

WS 1739



PETULA Petula Clark

WS 1743



KENSINGTON MARKET Kensington Market

WS 1754



PETULIA Original Motion Picture Sound Track

WS 1755



FRANK SINATRA'S GREATEST HITS Frank Sinatra

FS 1025



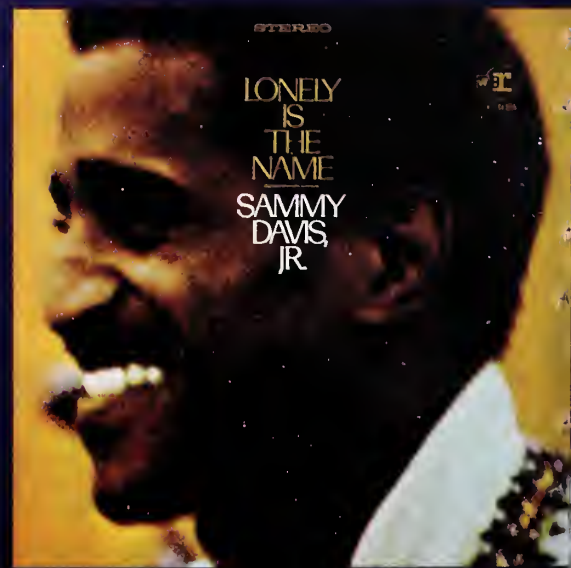
IT CRAWLED INTO MY HAND, HONEST The Fugs

RS 6305



JIMI HENDRIX EXPERIENCE

RS 6307



LONELY IS THE NAME Sammy Davis, Jr.

RS 6308



WARNER BROS. - SEVEN ARTS, RECORDS INC.

---and Warner Bros.-Seven Arts pulls out all the stops TV, Radio, Magazine, Newspapers, Advertising and Streamers; Mailings; Window - Counter-Wall & Aisle most explosive promotional team the industry

CHART POWER!



WALANCHE Eric Andersen WS 1748



ANTHEM OF THE SUN The Grateful Dead WS 1749



LATE AGAIN Peter, Paul & Mary WS 1751



WELCOME TO TRINI COUNTRY Trini Lopez RS 6300



THE FIRST EDITION'S 2ND The First Edition RS 6302



FATS IS BACK Fats Domino RS 6304



DEAN MARTIN'S GREATEST HITS, VOL. 2 Dean Martin RS 6320

and coming soon - the
sound track of the decade
FINIAN'S RAINBOW ➡



FINIAN'S RAINBOW Original Motion Picture Sound Track BS 2550

to tell about its talented tenth! Ceaseless DJ Excitation;
Publicity; Co-Op Ads; TV & Radio Guest Shots; Banners;
Displays; Browser Boxes; the siege guns of the
has ever known ---trained on the W7 Tenth!



ON THE OCCASION OF ITS
TENTH ANNIVERSARY,
WARNER BROS.-SEVEN ARTS RECORDS
PROCLAIMS ITS GRATITUDE TO
THE COUNTLESS CUSTOMERS,
DISK JOCKEYS, DOMESTIC AND
FOREIGN DISTRIBUTORS,
AND ALL THOSE IN EVERY PHASE OF
THE MUSIC AND RECORD BUSINESS
WITHOUT WHOSE KINDNESSES AND
ENERGIES W7'S ARTISTIC
AND MERCHANDISING EMINENCE
COULD NOT HAVE BEEN ACCOMPLISHED.

John K Maitland

J. K. MAITLAND, President
Warner Bros.-Seven Arts Records, Inc.



In The Great Joe Tex Tradition!

**"KEEP THE ONE
YOU GOT"**

JOE TEX

Dial 4083

Produced by BUDDY KILLEN • Written by JOE TEX • Published by TREE MUSIC, BMI



Best selling album...
SOUL COUNTRY



Atlantic SD 8187

Dial Distributed by... 

RIAA Certifies 10

NEW YORK—Six albums and four singles have received RIAA certification as million sellers so far this month, with at least one more single due for certification in the immediate future.

The six LP's are "Wheels Of Fire," Cream, Atco; "Beat Of The Brass," Herb Alpert, A&M; "Groovin'," the Rascals, Atlantic; "Vanilla Fudge," Atco; "To Russell My Brother Whom I Slept With," Bill Cosby, Warner Bros.-7 Arts; and "Glenn Miller Plays Selections From The Glenn Miller Story And Other Hits," RCA.

Singles certified this month include "Grazin' In The Grass," Hugh Masekela, Uni; "Think," Aretha Franklin, Atlantic; "This Guy's In Love With You," Herb Alpert, A&M; and "Lady Willpower," Gary Puckett & Union Gap, Columbia.

RIAA certification for the 5th Dimension single, "Stoned Soul Picnic," on Liberty's Soul City label, is due shortly.

Ann Margret Joins LHI

HOLLYWOOD—Producer/writer Lee Hazlewood, who gained national fame for his work with Nancy Sinatra, has signed movie star Ann Margret, absent from the disk scene for some time, to his LHI label.

"She is a talented, pretty young lady and I know I can cut hits with her," commented Hazlewood, currently writing special material to be cut upon the lark's return from Europe.

David Wilkes Named GPM In New Fredana Pub Chain

NEW YORK—Fredana Management, which through its subsid firms, Sennett-Weintraub and Fields-Weintraub, manages such acts as the Four Seasons, Neil Diamond, the Serendipity Singers, Jake Holmes, Lori Burton and new discovery Jerry Jeff Walker, has named David Wilkes as general professional manager of the Fredana Publishing Group, a new umbrella organization which will handle all of the firm's publishing interests.

Wilkes joined the Fred Weintraub organization after graduating from Illinois Wesleyan with a B.S. degree, then left to open his own publishing and management firm. He is now returning to head the new publishing setup.

Firms in the group include Serendipity (BMI) Jakolm (ASCAP) and After Glow (BMI). Offices of the Fredana Publishing Group are located at 300 West 55th St., but will move to larger quarters at 40 West 45th St. on September 1st.

'Sun' Shines On Action At Pineywood Workshop

NEW YORK—Pineywood Productions, the Ellie Greenwich, Mike Rashkow firm, announced the rush-release of the first Pineywood-produced single by the Fuzzy Bunnies, "The Sun Ain't Gonna Shine Anymore." Group is the only other act handled by Rascals' manager Sid Bernstein.

Discovered and brought to Bernstein by Pineywood, the Fuzzy Bunnies are launching a large promotional push by Decca that includes a 13 city tour with a stop in Hawaii. The firm has also produced "Everything" by the Daily News on Parrot Records and is negotiating with several labels for distribution of two other groups.

Forest Hills Adds Show For Simon & Garfunkel

NEW YORK—Ticket demand for the upcoming Simon & Garfunkel concert at the Forest Hills Music Festival on Aug. 17 created an unprecedented sell-out six weeks in advance and has caused producer Leonard Ruskin to sign the high-riding duo for an additional concert on Sunday, Aug. 18. The pair have not made a New York appearance in over a year and, since that time, their popularity has risen to even greater heights as a result of their soundtrack work for "The Graduate."



CAUGHT IN THE WEBB hit line, Ed Ames has just gone into release with "All My Love's Laughter" written especially for him by Jim Webb. Photo was taken as Ames and Webb discussed the song at the RCA Victor recording session.



Looking Ahead

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- 1 **MAGIC BUS**
(Fabulous—BMI)
The Who (Decca 32362)
- 2 **SOUL MEETING**
(Cotillion, Ragmop—BMI)
The Soul Clan (Atlantic 2530)
- 3 **THE WINDMILLS OF YOUR MIND**
(United Artists—ASCAP)
Noel Harrison (Reprise 0758)
- 4 **HUSH**
(Lowery—BMI)
Deep Purple (Tetragrammaton 1503)
- 5 **BREAKIN' DOWN THE WALLS OF HEARTACHE**
(Screen Gems/Columbia—BMI)
Bandwagon (Epic 10352)
- 5 **ALL MY LOVE'S LAUGHTER**
(Canopy—ASCAP)
Ed Ames (RCA Victor 9589)
- 7 **OPEN MY EYES**
(Screen Gems/Columbia—BMI)
The Hazz
- 8 **FOOL ON THE HILL**
(Comet—ASCAP)
Sergio Mendes & Brasil 66 (A&M 961)
- 9 **THIS WHEEL'S ON FIRE**
(Dwarf—ASCAP)
Julie Driscoll (Atco 6593)
- 10 **DOWN AT TENNESSEE**
(Peanut Butter—BMI)
Kasnetz-Katz Singing Orchestral Circus
Buddah 52
- 11 **"M'LADY"**
(Daly City—BMI)
Sly & The Family Stone (Epic 10353)
- 12 **HOLD ON**
(Chevis—BMI)
Radiants (Chess 2037)
- 13 **WHO WILL ANSWER**
(Sunbury—ASCAP)
Hesitations (Kapp 926)
- 14 **GEORGIA ON MY MIND**
(Peer Int'l—BMI)
Wes Montgomery (A&M 940)
- 15 **MISTER NICO**
(Milene—ASCAP)
Four Jacks & A Jill (RCA Victor 9572)
- 16 **SNOOPY FOR PRES**
(Roznique—BMI)
Royal Guardsmen (Lourie 3451)
- 17 **GIVE A DAMN**
(Tokoya—ASCAP)
Spanky & Our Gong (Mercury DJ-101)
- 18 **BRING BACK THOSE ROCKABYE BABY DAYS**
(Leo Feist—ASCAP)
Tiny Tim (Reprise 0760)
- 19 **SANDCASTLES**
(Press—BMI)
31st Of February (Vanguard 35066)
- 20 **UNDERSTANDING**
(Metric—BMI)
Ray Charles (ABC 11090)
- 21 **WHAT MADE MILWAUKEE FAMOUS**
(Al Gallico—BMI)
Jrry Lee Lewis (Smash 2164)
- 22 **4-5-6 (NOW I'M ALONE)**
(Double Diamond—BMI)
Len Barry (Amy 11026)
- 23 **LITTLE GREEN APPLES**
(Russell-Cason—ASCAP)
Patti Page (Columbia 44556)
- 24 **SUNDAY MORNING 6 O'Clock**
(Rockin' Chair—BMI)
Camel Drivers (Buddah 61)
- 25 **SHELIA ANN**
(LeBill/Duchess—BMI)
Bobby Skey (Uni 55071)
- 26 **THE DOCTOR**
(Welwom—BMI)
Mary Wells (Jubilee 5621)
- 27 **FIRE**
(Seo-Lork—BMI)
Five by Five (Paulo 302)
- 28 **LULLABY FROM ROSEMARY'S BABY, Part I**
(Famous—ASCAP)
Mio Farrow (Dot 17126)
- 29 **PEOPLE MAKE THE WORLD**
(Tracebab, Press—BMI)
Roosevelt Grier (Amy 11029)
- 30 **HE GIVE ME LOVE**
(Dick Jones—BMI)
Lesley Gore (Mercury 72819)
- 31 **YOU'RE TUFF ENOUGH**
(Jadan, MRC—BMI)
Junior Wells (Blue Rock 4052)
- 32 **YOUNG BOY**
(Conrad—BMI)
Borboro Green (Renee 5001)
- 33 **HUSHABYE MOUNTAIN**
(Unart—BMI)
Tonny Bennett (Columbia 44584)
- 34 **KID GAMES & NURSERY RHYMES**
(Big Shot—ASCAP)
Shirley & Alfred (Whiz 605)
- 35 **RIVER DEEP, MOUNTAIN HIGH**
(Trio—BMI)
Leslie Uggams (Atlantic 2524)
- 36 **JERUSALEM**
(Meagar—BMI)
Hello People (Philips 40531)
- 37 **THE MIGHTY QUINN**
(Dwarf—ASCAP)
Joe Harnell (Columbia 44571)
- 38 **MECHANICAL WORLD**
(Hollenbeck—BMI)
Spirit (Ode 708)
- 39 **OLD COUPLE**
(Famous—ASCAP)
Neal Hefti (Dot 17105)
- 40 **I HEARD IT THROUGH THE GRAPEVINE**
(Jobete—BMI)
King Curtis & The Kingpins (Atco 6598)
- 41 **MAIN STREET MISSION**
(Four Star—BMI)
O. C. Smith (Columbia 44555)
- 42 **YOU HAD BETTER TIMES**
(Felicia—BMI)
Peter & Gordon (Capitol 2214)
- 43 **EVERYBODY'S GOING TO THE LOVE IN**
(Casargo—BMI)
Bob Brady & Con Chords (Chariot 526)
- 44 **RAIN & TEARS**
(MRC—BMI)
Aphrodite's Child (Philips 40549)
- 45 **SHE'S ABOUT A MOVER**
(Crazy Cajun—BMI)
Otis Clay (Cotillion 44001)
- 46 **ON A BEAUTIFUL DAY**
(Unart—BMI)
Sunshine Co. (Imperial 663CB)
- 47 **LONELY LONELY MAN AM I**
(Jobete—BMI)
Jimmy Ruffin (Soul 35406)
- 48 **WALK ON**
(Acuff-Rose—BMI)
Ray Orbison (MGM 13950)
- 49 **I'M DREAMING**
(Nessel—BMI)
Wildseeds (Cadet Concept 7004)
- 50 **MISTER SANDMAN**
(E. H. Morris—ASCAP)
Bert Kaempfert (Decca 32329)

- YOUR TIME HASN'T COME YET, BABY
ELVIS PRESLEY RCA
Elvis Presley Music, Inc.
- LET YOURSELF GO
ELVIS PRESLEY RCA
Elvis Presley Music, Inc.
- WONDER BOY
KINKS REPRIS
Noma Music, Inc.
HiCount Music
- LOVE IS KIND
SEEKERS CAPITOL
Noma Music, Inc.
Jumito Music
- SKY PILOT
ERIC BURDON & ANIMALS MGM
Slamina Music, Inc.
Sea Lark Music
- TURN AROUND, LOOK AT ME
THE VOGUES REPRIS
Rumbalero Music, Inc.
Elvis Presley Music, Inc.
- HONEY HUSH
HENRY LUMKIN BUDDAH
Progressive Music Pub. Co., Inc.
- GONE
TIMOTHY CARR HOT BISCUIT
Hill & Range Songs, Inc.
Dallas
- CRYING IN THE CHAPEL
STAPLE SINGERS EPIC
Valley Publishers, Inc.
- ANOTHER DAY GOES BY
SETH MARTIN PAGE ONE
Hill & Range Songs, Inc.
The Shadows
- N'GHT OWL
HOWARD TATE VERVE
Rumbalero Music, Inc.
Ragmar Musc, Inc.
- THE BED
WALTER JACKSON EPIC
EDDIE RABBITT DATE
KARON RONDELL COLUMBIA
Noma Music, Inc.
S-P-R Music, Corp.
- THINK ABOUT IT
YARDGOODS EPIC
Noma Musc, Inc.
Inquiry Music, Inc.
- OH WHAT IT SEEMED TO BE
JIMMY ROSELLI U.A.
Anne-Rachel Musc
- DO I LOVE YOU
MAGIC RING MUSIC FACTORY
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Mother Bertha Music, Inc.
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**MARVIN GAYE
&
TAMMI TERRELL**



**“YOU’RE ALL
I NEED
TO GET BY”**

Tamla 54169

MOTOWN
RECORD CORPORATION
The Sound of Young America

Picks of the Week

SERGIO MENDES & BRASIL '66 (A&M 961)

The Fool on the Hill (3:14) [Comet, ASCAP—Lennon, McCartney]
The impeccable styling of Sergio Mendes & Brasil '66 turn this Lennon-McCartney song into a magical mastery tour-de-force that will carry the team once more into the best seller ranks. Presenting the tune in a samba frame-of-mind, the sextet swirls into a blockbuster finish that will knock out pop and easy listeners turned on to the Sergio Mendes wave length by "The Look of Love." Flip: "So Many Stars" [Berna, ASCAP-Mendes, Bergman, Bergman]

BOBBY VEE (Liberty 56057)

Do What You Gotta Do (2:48) [Johnny Rivers, BMI-Webb]
Softening of the arterial throb that sparked r&b sales on "Do What You Gotta Do" for Al Wilson, (and drew response in the Johnny Rivers LP track version) turns the song into a teen's rendition from Bobby Vee. Songster's booming popularity will continue with this easybeat offering. Flip: "Thank You" (2:30) [Salma, BMI-Villine]

THE BEE GEES (Atco 6603)

I've Gotta Get a Message to you (2:59) [Casseroles, BMI-B., R. & M. Gibb]
One of the most powerful outings from the Bee Gees in a while, this phenomenal arrangement tells a tale straight out of c&w of a condemned man who is desperately trying to prepare a message for a loved one. Celestial strains and a brilliant performance could make this the biggest Bee Gee hit yet. Flip: "Kitty Can" (2:35) [Same credits.]

JOE TEX (Dial 4083)

Keep the One You Got (2:38) [Tree, BMI-Tex]
Something of a continuation from his last outing, Joe Tex goes on strong with knockout lyrics in the humor train of "I'll Never Do You Wrong." Refrain drops the funning for a sturdy soul break that rounds out the overall appeal of this jewel. Especially good track that will keep the artist's hitline going. Flip: "Go Home & Do It" (3:16) [Same credits.]

JAMES & BOBBY PURIFY (Bell 735)

Help Yourself (To All of My Lovin') (2:18) [Helios, BMI-English, Barkan, Ross]
The Purifys are hardly themselves in this new side, working in a new style that jams a lot more pop commercial appeal into their performance. Lively song balances delicately between soul and bubble gum markets capturing the appeal of both in a side that should crash the best seller lists. Flip: "Last Piece of Love" (2:21) [Papa Don, BMI-Boyce, Schroeder]

JR. WALKER & THE ALL STARS (Soul 35048)

Hip City—Part 1 (2:52) [Jobete, BMI-DeWalt, Hollis]
With soul instrumentals hotter than ever before on the pop circuit, Jr. Walker & the All Stars have a hit path already carved out for this moving set. Team rockets along with the dynamite sax of Jr. Walker opening the sales throttle for a ride up the pop and r&b charts. Flip: "Part 2" (2:57) [Same credits.]

DEAN MARTIN (Reprise 0761)

April Again (2:50) [Pomona, BMI-Hardin]
Thundering tympani plus brass backdrop give a Bacharachian feel to this new ballad from Dean Martin. The chanter's popularity and his choice of material here combine forces to produce a magnetic sales power that will have him soaring on the easy listening front with his pop fans adding icing to a hefty sales cake. Flip: "That Old Time Feelin'" (2:43) [Pomona, BMI-Knight]

TINY TIM (Reprise 0760)

Bring Back Those Rockabye Baby Days (2:01) [Leo Feist, ASCAP-Silver]
Forsaking his falsetto style, Tiny Tim booms back from his "Tip-Toe" jaunt on a good-music-rock romp that revives an old-fashioned showpiece with belting bassdrum, and a mixture of dixie, country and rock orchestration which should have the lid gaining exposure for pop and middle-of-the-road listeners. Solid side with exceptional sales prospects. Flip: "This is All I Ask" (2:37) [Massey, ASCAP-Jenkins] Straight ballad performance here.

THE HOLLIES (Epic 10361)

Do the Best You Can (2:38) [Maribus, BMI-Nash, Clarke, Hicks]
Funky folk handling by the Hollies opens the door to bustling action from their new single, "Do the Best You Can." Cleverly lyricized and carrying a beat for dance appeal, the team pours out a highly commercial side that is bound for a big ride on the best seller lists. Flip: "Elevated Observations" (2:29) [Same credits.]

HERMAN'S HERMITS (MGM 13973)

Sunshine Girl (2:38) [Peer Int'l, BMI-Carter, Stephens]
Pounding rock takes over from the calypso-tinged opening to turn this new side from Herman's Hermits into a teen dance item with tremendous sales prospects. Big awakening from the "Sleepy Joe" and other soft-rock offerings that the group has turned out lately, and one that should have the Hermits clicking big again. Flip: "Nobody Needs to Know" (2:31) [Hermits, BMI-Leckenby, Hopwood, Brook]

ANDY KIM (Steed 710)

Shoot 'Em Up Baby (2:40) [Unart, Joachim, BMI-Barry, Kim]
High stepping pop side that comes on strong from Andy Kim, "Shoot 'Em Up Baby" packs the sales power to keep the artist's hit string on the go. Comeback paved by "How'd We Ever Get This Way" maintains its impetus through the summery softened-rock styling of this dance set. Flip: "Ordinary Kind Of Girl" (2:29) [Unart, BMI-Barry, Kim] Ballad with good teen appeal.

JUDY CLAY & WILLIAM BELL (Stax 0005)

Private Number (2:40) [East, BMI-Jones, Bell]
Judy Clay and William Bell, both notable performers in their own right, come on with the added impact of a duo showing on this outstanding side. Track is a medium speed work boosted by some very fine instrumental support and a blistering vocal showing that should have the side climbing on both blues and pop charts. Flip: "Love-Eye-Tis" (2:35) [Same credits.]

Picks of the Week

HERB ALPERT (A&M 960)

Yo Soy Ese Amor (3:35) [Blue Seas, Jac, ASCAP-Bacharach, David, Montiel]
Only the words have been changed in this return of Herb Alpert. "This Guy's in Love with You" done in Spanish has powerhouse Latin appeal and a shot at also renewing the saturation programming already reached in the song's two-month stand as #1. Flip: "Love So Fine" (2:14) [Irving, BMI—Asher, Nichols]

BARBARA MASON (Arctic 142)

Slipping Away (3:05) [Blockbuster, BMI-Mason]
Making her biggest arrival since "Oh, How It Hurts," Barbara Mason has a powerhouse ballad here that is a strong shot for breakout receptions across the teen listening board. Track is an easy moving lament which should make a bright sales showing with r&b listeners, and could hit with more-than-sleeper impact on the pop scene. Flip: "Half a Love" (3:07) [Blockbuster, BMI-Bishop, Mason]

JACKIE DE SHANNON (Imperial 66313)

The Weight (2:58) [Callee, ASCAP-Robertson]
Relying heavily on gospel stylings and a piece of material that features spiritual imagery, Jackie DeShannon moves in a new direction that points toward pop and blues breakout action. Outstanding arrangement and performance set up an immediate response blast that should have the lid coasting up the sales charts. Flip: "Splendor in the Grass" (2:24) [Metric, BMI-DeShannon]

JIMMY DELPHS (Karen 1541)

Mrs. Percy Please Have Mercy (2:16) [McLaughlin, Ala King, BMI-Wylie, Hester]
Regional action for Jimmy Delphs' premiere side, "Don't Sign the Letter" has kicked off a rising reaction for the artist that should bring home a winner for this tremendous outing. Plenty of power in the vocal and a fine rhythmic bottom set the stage for an r&b blockbuster with pop break likely. Flip: "Feels Like Summer's Coming On" (2:24) [Same credits.]

JOHN FRED & HIS PLAYBOY BAND (Paula 310)

Little Dum Dum (2:22) [Bengal Tunes, BMI-Fred, Bernard, Goodson]
Turning on the heavy dance rhythms again, John Fred drives home another winner that should create new action for the team. Lid has the rhythmic throb to become a teeny-pop hit and the instrumental flair to score added sales on the more sophisticated rock scenes. Flip: "Tissue Paper" (2:58) [Bengal Tunes, BMI-Fred, Bernard]

THE NEWBEATS (Hickory 1510)

Michelle De Ann (2:59) [Acuff-Rose, BMI-Melson, Melson]
Instrumental drive with just a trace of electric sitar (a la "Cry Like a Baby") and the good old-fashioned rock vocal work of the Newbeats build up a teen-dance side on this new single that should have the team back on the best seller lists. Flip: "I've Been a Long Time Loving You" (2:00) [Acuff-Rose, BMI-Folger]

HARPERS BIZARRE (Warner-7 Arts 7223)

Battle Of New Orleans (2:34) [Warden, BMI-Driftwood]
Refreshing modernization of the Johnny Horton hit of some years back gives the Harpers Bizarre a solid change-of-pace outing that will quickly find a welcome at adult and teen stations. Humorous lyrics are enhanced by an orchestral romp that brightens the polished vocal glitter of this up-dated folk favorite. Flip: "Green Apple Tree" (2:28) [Temco, BMI-Templeman, Scopettone]

SAMMY DAVIS, JR. (United Artists 50334)

Salt & Pepper (2:13) [Unart, BMI-Bricusse]
New movie song from Sammy Davis' forthcoming film pairs the performer talent of Mr. D with a song by Oscar winner Leslie Bricusse. Breezy orchestrations by Johnny Dankworth and a pleasant band set add the right appeal for easy listening breakouts and a hefty adult location jukebox turnout on the side. Flip: "I Like the Way You Dance" (2:56) [Unart, BMI-Davis, Jr., Rhodes]

SANDIE SHAW (RCA Victor 9594)

Together (2:17) [Dunbar, BMI-Nilsson]
Delightful vocal sound from Sandie Shaw in the English songstress' debut with RCA. The performance is matched with a potent song from the Harry Nilsson catalog, featuring a string of words that force listener attention to the showcase. Add the excellent production and arrangement, and the sum totals a hit breakout that should have Miss Shaw back on the U.S. hit lists. Flip: "One More Lie" (2:10) [Dunbar, BMI-Andrews]

FRED NEIL (Capitol 2256)

Everybody's Talkin' (2:43) [Third Story, BMI-Neil]
Booming vocal from Fred Neil and his solid underground reputation as writer and artist give him a headstart in picking up progressive station exposure for his own "Everybody's Talkin'." As in his former outings, the guitar performance is outstanding, putting the finishing touch to a marvelous sound experience. Flip: "That's the Bag I'm In" (3:33) [January, BMI-Neil]

JOHN D. LOUDERMILK (RCA Victor 9592)

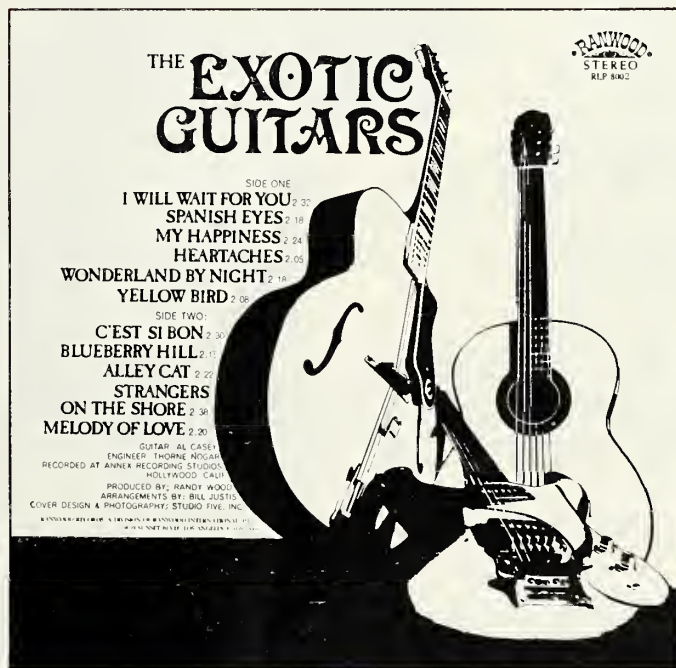
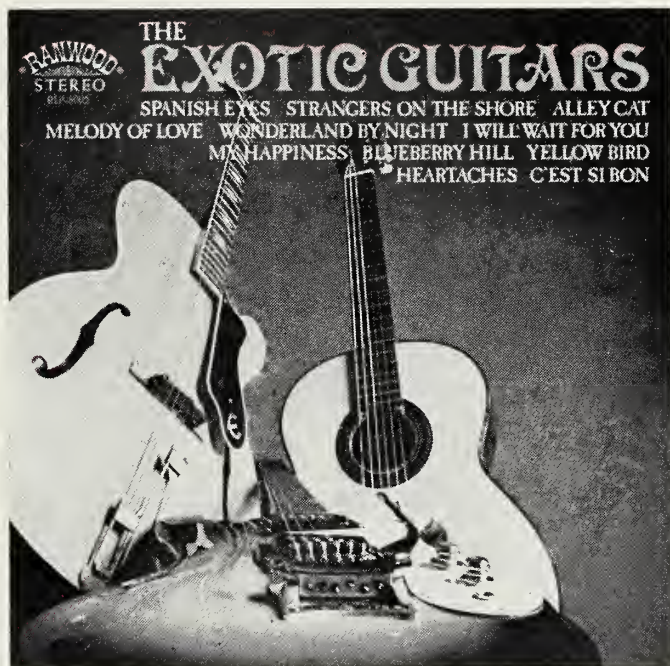
Sidewalk (2:34) [Windward Side, BMI-Loudermilk]
No introduction is needed for John D. Loudermilk, but this spotlight of his performer talent features a pretty bit of memory-lane lyric in a middle-of-the-road framework that should have J.D. getting exposure through both pop and easy listening channels. Very attractive side with fine sales prospects. Flip: "The Odd Folks of Okracoke" (2:02) [Same credits.] Delightful instrumental that could come in for adult listening play.

IKE & TINA TURNER (Pompeii 6675)

We Need an Understanding (2:43) [Pompeii, Placid, BMI-Turner, Northern]
Locomoting shuffle breaks into an up-tempo breakout on this blazing side from the Turners. As usual, the pair is on top of the vocal with a terrific boost from their supporting group in a session that should steal the show on r&b rating sheets, and could come up for a break into many of the top 40 programming lists. Flip: "It Sho Ain't Me" (3:08) [Pompeii, Placid, BMI-Rice]

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Newcomer Picks

ALAN COPELAND (ABC 11088)
Mission: Impossible/Norwegian Wood (3:00) [Bruin/Maclen, BMI-Schifrin, Milano, D'Aleo/Lennon, McCartney]
 Knockout coupling of the television theme and Beatles "Rubber Soul" cut comes on with the immediate punch of a belting instrumental and a more subtle impact with the expert adaptation of the lyric over Lalo Schifrin's "Grammy" rhythmic. Sensational track that has all the makings of a pop blockbuster and much middle-of-the-road potential. Flip: "Quincy Park" (2:52) [Monogram, ASCAP-Alan, Copeland]

THE POP EXPLOSION (We Make Rock 'Roll 1603)
Fill My Soul (2:50) [Big Seven, BMI-Goodman, Grasso]
 Throbbing rock track that packs a wallop in the instrumental drive and a good vocal punch to set things moving with teen listeners. Arrangements center attention on the rhythmic might with fine brass and organ spots and a building volume that is bound to click on the discotheque circuit with top forty repercussions and a sales blast. Flip: "In the Early Evening Time" (2:51) [Chardon, BMI-Benedikt, Small]

FUZZY BUNNIES (Decca 32364)
The Sun Ain't Gonna Shine Anymore (4:25) [Saturday/Seasons Four, BMI-Crewe, Gaudio]
 Sudden explosion of interest in "The Sun Ain't Gonna Shine Anymore" brings this second revival in the last two weeks. Totally different from the one commented on last issue, the Fuzzy Bunnies forego dance-appeal for a more emotive, dramatic session with an underground conclusion that segues into a Beethoven-fuzz finale that stamps blockbuster on the track. Flip: "Lemons & Limes" (2:41) [Pineywood, BMI-Levinson]

FRATERNITY OF MAN (ABC 11106)
Wisp' Paisley Skies (2:22) [Terrible Tunes, BMI-Fraternity of Man]
 Singled out from the introductory LP for the Fraternity of Man, the team is already on the road breaking this easybeat teen-aimed track. Side is an attractive tune with lyrics and an instrumental performance that should bring enthusiastic responses on the sales front. Flip: "Don't Bogart Me" (3:00) [Same credits.]

RAYMOND FROGGATT (Atco. 6600)
Callow-La-Vita (2:32) [E. H. Morris, ASCAP-Froggatt]
 Joyous romp with a lively rhythmic perk and off-the-wall lyric that could be the catalyst in a chemical chain reaction that will lead to a pop explosion for this tidbit. Carefree side that has a happiness which grows with every successive listen. Could become a monster. Flip: "Lost Autumn" (4:09) [Same credits.]

STAMPEDEERS (MGM 13970)
Be a Woman (2:31) [Corral, BMI-Dodson]
 Constant undercurrent of rhythmic bass work and a very fine vocal from the Stampedeers brings the act on strong for its American debut. Good teen appeal in the medium-paced dance side should be the start of a fine run at the charts. Kind of work record that takes three or four listens to clinch. Flip: "I Don't Believe" (2:47) [Corral, BMI-King]

COLOURS (Dot 17132)
Love Heals (2:38) [Hastings, Speed, BMI-Dalton, Montgomery]
 Psych-touched rock side with a brotherhood message to put icing on a highly commercial cake. Team has a polished vocal and instrumental performance here that is sure to earn extra attention along the top forty and underground routes, with sales prompting a best seller list run. Flip: "Bad Day at Black Rock, Baby" (2:42) [Same credits.]

MOVERS (1-2-3 1700)
Birmingham (2:35) [Low-Twi, BMI-Roe, Weller]
 Good rock workout with a very fine instrumental showing that should capture dance-stand spotlights for the deck. Team's performance is well suited to the Tommy Roe and Freddy Weller (of the Raiders) material and makes a strong start for the new Capitol distributed label. Flip: "Leave Me Loose" (2:07) [Lowery, Low-Twi, Rico, BMI-Weller, Cartey]

Best Bets

STRAWBERRY ALARM CLOCK (Uni 55076)
Barefoot In Baltimore (2:39) [Alarm Clock/Claridge, ASCAP-Freeman, King, Weitz] Familiar pop-psychodelic sound from the Strawberry Alarm Clock could stir up some teen excitement. Lyric is more down to earth than previous releases. Flip: "An Angry Young Man" (2:25) [Screen Gems-Columbia, BMI-Stone]

REPARATA & DELRONS (Mala 12016)
Weather Forecast (2:26) [Unart, BMI-Michaels, Gormann] As usual, the latest Reparata & the Delrons disk is a sophisticated combination of strong harmony, interesting arrangement and intricate studio work. Group has recently found favor on the British Isles and could reestablish themselves on our shores as well. Deserves good exposure. Flip: "You Can't Change A Young Boy's Mind" (3:00) [Goodness & Truth, BMI-Ciotti]

BETTY BARNES (Kapp 930)
Destiny's Child (2:30) [Dunbar, BMI-Ross, Crane] Betty Barnes turns in a forceful, persuasive effort on this mid-tempo ballad offering, which could find a chart home as a result of Top 40 and R&B spins. One to watch. Flip: "I'd Be Lost Without You" (3:07) [Same credits.]

BUD SHANK (World Pacific 77893)
Theme From 'Bandolero' (There's Got To Be A Better Way) (2:17) [Fox Fanfare, BMI-Cahn, Goldsmith] Bud Shank and flute lead this smart-sounding reading of the theme from the current James Stewart, Dean Martin flick, which should see some strong MOR play. Flip: "Tour D'Amour" (2:49) [Bourne, ASCAP-Sebastiani]

Best Bets

JANIS IAN (Verve Forecast 5090)
Friends Again (1:42) [Dialogue, BMI-Ian] Janis Ian turns her pen towards Nashville and comes up with a slice of pop/country love that should become as popular as apple pie with Top 40 jocks across the nation. Should be another big one for the talented young songstress. Flip: "Lady Of The Night" (3:26) [Same credits.]

SIX MILE CHASE (Dot 17130)
A Sunday Kind Of Sunshine (2:58) [Famous, ASCAP-Bernstein, Millrose] The Six Mile Chase, a talented new group in the 5th Dimension pop/rock bag, debuts on Dot with two strong sides. We'll give a slight nod to "Sunday Kind Of Sunshine," an infectious easy-going effort, but the flip: "Never In A Month Of Sundays" (2:26) by the same writers, could also make some noise.

BETTY HARRIS (Sansu 480)
Ride Your Pony (3:07) [Jarb, BMI-Neville] Betty Harris, whose seen the green, green grass of chartsville before, could return there and at the same time bring back the pony, a dance which rode to popularity during the early days of the twist, but has since been put out to pasture. Flip: "Trouble With My Lover" (2:47) [Marsaint, BMI-Toussaint]

MIKE STOLLER (Amy 11027)
Silver Sea Horse (3:07) [Trio, BMI-Leiber, Stoller] Vet rock producer/writer Mike Stoller, together with the Stoller System, premieres in a cute mariachi styled instrumental which should make some MOR playlists. Flip: [No info available.]

CARNIVAL CONNECTION (Capitol 2244)
Poster Man (2:19) [Luvlin, BMI-Duboff, Kornfeld] Carnival Connection turns in an interesting tribute to the purveyor of psychedelic posters, who brings happiness to so many. Offbeat sound could also bring happiness to many, especially producer Artie Kornfeld. Flip: "Alfred Appleby" (2:20) [Beechwood/Musical Complex, BMI-Nicholls, Hill, Sicilia]

SONNY CHILDE (Music Factory 411)
Inside, Outside, Upside Down (2:21) [Yuma, ASCAP-Maskell, Post] Chanter Sonny Childe could score with this building, bouncy rock date. Ditty describes the pleasant mental unbalance resulting from love. Flip: "Come On Home" (1:53) [Kita, BMI-Childe]

FORMATIONS (MGM 13963)
Lonely Voice Of Love (2:42) [Double Diamond/Mured, BMI-Akines, Turner, Bellow] Still well remembered for their "At The Top Of The Stairs" click, the Formations could break through the walls of tedium with this strong not-quite-Motown-tinted side. Flip: "Love's Not Only For The Heart" (2:27) [Double Diamond/Mured, BMI-Akines]

DAILY NEWS (Parrot 331)
Everything (2:06) [T.M., BMI-Clark, Bailey, Northern] Underlined by a strong, memorable beat, the Daily News turns out some very strong lyrical copy which could create a major chart sensation in no time at all. Highly catchy outing which grows on you quickly. Flip: "Poor Man's Son" (2:05) [Pineywood, BMI-Dante]

JOE BARRY (Nugget 1023)
Today I Started Loving You Again (2:30) [Blue Book, BMI-Haggard] The recent Merle Haggard country hit gets put into a blues/country/pop framework by Joe Barry and could get some new sales life. Worth a listen. Flip: "California Bound" (2:02) [L & O, BMI-Barry, Reneau]

ERMA FRANKLIN (Shout 234)
I'm Just Not Ready For Love (2:25) [Web IV/Luvada, BMI-Harrison, Harrison] Already a strong R&B and pop artist in her own right, Aretha's sister could see further action with this dynamic soul outing produced by chanter Freddie Scott. Flip: "The Right To Cry" (3:15) [Screen Gems-Columbia, BMI-King, Goffin]

CHRIS MONTEZ (A&M 958)
Love Is Here To Stay (2:30) [Chappell, ASCAP-I. & G. Gershwin] The imaginative sound of Chris Montez has scored more than once before. Along with good MOR play, his reworking of the Gershwin standard could also find a home at teen-oriented outlets. Good summer sound. Flip: "Nothing To Hide" (2:43) [Irving/C. Montez, BMI-Montez]

DOC SEVERINSON (Command 4124)
Summer's Coming Back! (2:43) [Croma, ASCAP-Eliot, Wallowitch] Cute outing for Johnny Carson's favorite trumpet player features a vocal chorus supporting the instrumental theme. Should find favor at MOR outlets. Also a Juke Box natural. Flip: "That's What Love's About" (1:38) [Jockey, ASCAP-Evans.]

TED TAYLOR (Ronn 25)
Without A Woman (2:58) [Fame, BMI-Penn, Ivy Miller] Ted Taylor has had many a sip from the cup of success, and this latest outing, a gripping, persuasive tale of woe, could make his cup runneth over. Strong blues entry. Flip: "Honey Lou" (2:30) [Su Ma, BMI-Taylor]

MARA LYNN BROWN (Spiral 2585)
Lady Clown (1:50) [Spiral, ASCAP-Shelley] Should be lots of good-music play in store for this liting contrast in sound. Mara Lynn Brown spins her song of sadness against the happy-go-lucky carnival sounds with an ear-pleasing result. Flip: "How Did He Look" (2:13) [Lincoln, ASCAP-Shelley, Silver]

ILL WIND (ABC 11107)
In My Dark World (3:32) [Maudlin, ASCAP-K. & T. Frankel] The dark, mysterious sounds of the underworld are successfully translated into Top 40 idiom by the Ill Wind. Femme lead could find much flavor among teens. Flip: "Walkin' And Singing" (3:00) [Same credits.]

MANTOVANI (London 20040)
Theme From Villa Rides (2:14) [Famous, ASCAP-Jarre] "Villa Rides" is already picking up good play in other versions, and Mantovani's entry could break the tune into a national hit. Keep tabs on it. Flip: "Willow Tree" (2:41) [Mills, ASCAP-Laudan, Sobol]

JOE BATAAN (Uptite 003)
Ordinary Guy (2:35) [Fania, BMI-Bataan] Latin-soul has been becoming a big item, but this outing by Latin star Joe Bataan was so soulful that Fania Records created an R&B subside to release it. Bataan turns a better-than-usual voice loose and the results are gratifying. Flip: "Nobody's Coming Home" (3:10) [Same credits.]

CHRIS GANTRY (Monument 1087)
Jamaica Avenue (2:54) [Combine, BMI-Gantry] Nashville-styled chanter, who wrote the current "Dreams Of An Everyday Housewife" click, could parlay his own considerable vocal talents into a hot chart item. Tune is a character study of various people found on Jamaica Avenue. Flip: "Louisville-Nashville Southbound Train" (3:02) [Same credits.]

LPS 811

STEREO



Ramsey Lewis Maiden Voyage





NEW YORK

But Did You Hear The Flip Side

The art of turning singles over has been cultivated to such a degree of late, that when someone says "I flipped over the new record" you have to listen carefully in order to see if he means he liked it, or preferred the "B" side.

Prime examples over the past few months include the couplers "To Sir with Love" or "Tighten Up." (What were the "A" sides anyway?) But at several labels, the flipping phenomenon has become almost a science.

Where Motown singles used to arrive here in one-side-only samples, recent review copies have included both ends, much to the dismay of CB's pick-a-top-side listeners; Dionne Warwick's last three releases have become six

hits; Aretha Franklin has had follow-up flip action on her last few hits and Atlantic is seeing more action with Clarence Carter's "Slip Away" than several markets showed on the top side plugged originally.

Of course, there are always the major artists who have become noted for two hit sided singles: the Beatles, Monkees and Elvis Presley; but the recent explosion for never-before double-hit artists the boom is pointing up an interest on the part of deejays that is sorely overlooked in the complaint-filled atmosphere that always harps on the one side that never made it.

In fact, the firms that are aware of this listening interest have moved into

a new line of thought for some of their artists. Ray Charles brings prime thought with the coupling of "Eleanor Rigby" for pop listeners and "Understanding" on request from r&b deejays. And a few other singles have paired sides by an artist with appeal to two separate audiences.

The stigma of splitting the impact with two heavy sides from a new artist is still a problem, one that cut the overall showing for the Spirit's debut single and withheld the big-hit break from both "Mechanical World" and/or "Uncle Jack"; but at least newcomers are getting the consideration for whichever end of the deck their sound is on.

The promise that has created flip-hits remains tempting to new programmers and music directors looking for that shot-in-the-dark-side that will give them a reputation for picking winners. And companies that can't

complain about not getting a listen are grinding a new axe by losing the big-side impact. After all, the comment will be, "just think how big it could have been if they played the right side."

It's almost a reason to call for a change in chart listings to carry sellers to terms of Company-Number rather than Title-Artist, which can be expected from chronic complainers.

Optimists, though, will wind up being happy to get the extra exposure . . . and isn't that where it's really at? ? ?

VIEW FROM BROADWAY: MGM Records has opened an exposure campaign for the newly cut Kangaroo with its first multi-record release. The first (Continued on page 34)



Kangaroo Gloria Jones

Our "West Coast Girl of the Week" is petite and pretty Patti Johnson who arrived in Hollywood twelve years ago from Conway, Arkansas (she's just 20) and now heads her own Public relations firm. Clients include the Nitty Gritty Dirt Band, Sunshine Co., Hour Glass, Merry Go Round, Vance Records and the Iron Butterfly. Offices at 8833 Sunset Blvd. in L.A.

Academy award winning tunesmith Jay Livingston and Ray Evans have firmed a deal with George Schlatter calling for five of the team's songs to be used on upcoming segments of the Rowan and Martin "Laugh-In" TV'er on NBC.

Ian Whitcomb, composer-columnist and singer, has joined the producer's ranks—will be working on (of all people) Mae West's next LP. A modern hard rock album, we hear, that'll include "Light My Fire," "Rock Around the Clock" plus a couple of tunes ("Men" and "Naked Ape") concocted by Whitcomb.

Whitcomb's next for Tower is titled "Sock Me Some Rock."

That brassy bundle who found gold in "Goldfinger" will be a busy body in town come September. Shirley Bassey pacted to tape a guest appearance here for both the Jonathon Winters and Red Skelton Shows in addition to heardlining chores at the Greek Theater. In mid-September she jets to N.Y. to play the Empire Room. Next week she'll open at the Sahara in Vegas, closing on August 26th.

stations unless they're interviewed (2.) won't start station rounds until 3:00 P.M. and (3.) would like you to walk their poodle and pick up their laundry."

Warners-7 Arts v.p. Joe Smith summed it up at last year's Gavin seminar in Vegas—"It appears to me that we downgrade the position of promotion. As soon as a guy gets good at promotion we move him into a —quote—more important position . . . but the major problem lies with station management and an attitude towards the record business that borders, many times, upon contempt . . . would it not make sense for a radio station manager to occasionally pick up on Cash Box or Billboard or Record World or some of the underground newspapers—to get to know more about the product that occupies thirty to forty minutes of every broadcast hour . . . if we're going to make a stab at establishing some kind of relationship I think it's got to begin with a one word philosophy that's been embodied in the past couple of years by a couple of Jerry Wexler's people—Otis Redding and Aretha Franklin when they talk about R-E-S-P-E-C-T."



Patti Johnson Shirley Bassey

HOLLYWOOD

How Frustrated Song Pluggers Write Columns

Somebody once said that being the world's greatest disk jockey was a little like being the world's greatest avocado picker. It might impress the daylights out of your family and friends. But it was no great shakes. In the early and mid-fifties we were laboring for a grand young man in publishing, Georgie Joy, hitting stations along the eastern seaboard and occasionally visiting jocks in Pittsburgh, Detroit, Cleveland and points west. Exposing—or at least trying to expose—our product on disks.

Bob Clayton was the guy to land in Boston. If you couldn't get Clayton on the record you might have to settle for a combination of Norm Prescott and Stan Richards. If you bombed out with them you would wander down to Worcester or, and this was a most desperate move, you might even have to go to Providence. We wonder if the jocks knew how we rated them in those days? Two Norm Prescotts equal one Bob Clayton or six Sherm Fellers equal one Norm Prescott.

It was during that era that we were inspired to write our first trade paper column. It was titled "How Frustrated Song Pluggers Get Ulcers" and Variety printed what we considered the quotes most often used by jocks in discussions with pluggers.

For example: "What a sensational record! Too bad I'm taped for the next two weeks." Or "I'll be in N.Y. on the 13th—what Broadway shows do you think I should catch?"

"I love it. But it certainly isn't commercial."

"It's certainly commercial—but I

don't dig it."

"You say it's doing so well. Then you really don't need me."

"I don't claim to be a critic. But that one's lousy."

"But Mitch called me yesterday on the other side."

"When it makes top 10 I'll play it."

We thought of this the other day when we fell across "Bud" Hayden's comments in Tempo. "Bud" is national promotion director for Tom Wilson's Rasputin Production whose product is distributed through ABC. We met him in the early 60's when he had just arrived in S.F. from Canada and was doing local promotion for Chatton. Tempo notes that "he is among those in the trade that early recognized the accelerating significance of albums and the huge impact they would have on long established consumer and trade patterns."

Hayden defines promotion as "obtaining of sufficient product exposures to produce sales" adding that "this is an over-simplification . . . for promotion has developed into a highly diversified, complex career. It has also developed into the most vital area of the business, next to the actual production of product and is the single connecting link between two billion dollar industries."

"Promotion was, and often still is, the 'poor relation' of the industry . . . he (the promoman) must be a psychologist of no little ability to communicate and cope with P.D.'s, M.D.'s, D.J.'s, station managers and station salesmen; to placate artists on tour who (1) don't want to do any top 40

CHICAGO

CHICAGO—Dot Records practically took over Universal Recording studios last week for sessions with the Mills Bros. (appearing in the Sherman House), who worked with producer Tom Mac on a new LP, and Lyn Roman (currently appearing in Mister Kelly's), waxing a session, with Gerry Granahan producing . . . Jayde Enterprises prexy Al Williams, of the Four Step Bros., announced the signing of Cathy "Cookie" Scott, who records for Orr. Lark's upcoming release on the label is tagged "Funny Changes". Also from the Jayde roster, comedian Billy Wallace, who is skedded to open in Las Vegas' Tropicana, completed a new album "The Legend Of Black Bart" for release on the Met label . . . Chuck Manson was upped to manager of WOPA-FM, effective August 1 . . . Cannonball Adderley is skedded for an upcoming engagement in London House . . . The Aorta have just completed a single, "The Shape Of Things To Come" from the movie "Wild In

The Streets". Session was produced by Dunwich's Bill Trout and Skeet Bushor. Bill also worked with The Will-O-Pees on their first SGC release "Make Your Own Kind Of Music", penned by Barry Mann and Cynthia Weil. Latter item is scheduled for release next month . . . The American Breed, scoring with "Anyway You Want Me" (Acta) just wrapped up a new album which will be out in September . . . Buck Ram and The Platters are grooming a new group called The Prescription. They're currently appearing at the Crossway in Miami and recently completed their first coupling "Destination Loneliness" and "Don't Fall In Love" (Antler) . . . Among the new singles starting up at Garmisa Dist. are Linda Carr's "Didn't Want To Have To Do It" (Ranwood), "In My Dark World" by The Ill Wind (ABC) and "Mission Impossible Theme" by Alan Copeland (ABC). Bob Garmisa is all excited over an upcoming Dunhill outing written and per-

formed by Jim Webb! . . . Local firm, 8 Track Recording Co., landed the sound recording contract for "The Slaves", which is currently being filmed in Shreveport, La. Stars are Dionne Warwick and Stephen Boyd. Theater Guild Films, Inc. ("The Pawnbroker" and "Judgment At Neurenberg") is producing the film! . . . We hear from Decca's promo man Frank Scardino that he has a number of hot items going for him. Topping the list is Barbara Acklin's "Love Makes A Woman", which is very big here; Jackie Wilson's "I Get The Sweetest Feeling", "Whiskey On A Sunday" by the Irish Rovers "Magic Bus" by The Who and the Peter Duchin version of "Mrs. Robinson"!

The Wurlitzer Company recently hosted a summer service seminar in its San Francisco branch. In the past it has been the custom for the Wurlitzer service school team to take a breather during the summer months. But due to the large demand and increased interest on the part of Wurlitzer operators,

in the western territory especially, for more technical knowledge, C. B. Ross, who is Service Manager for The Wurlitzer Company, was recently forced into giving the go-ahead signal for two others. Representing Universal Music of San Francisco were Robley Robinson, Hal G. Oakden, Larry McCarthy, Tom Adam and Keith Ballard. Gene Hedrick of Umphrey's Music, W. B. Larson of A & B Music, Jerry Fyffe and Edward Engberg of S. F. Operators Service also attended the service seminar. Frank Entelisamo of Wilson Music, and Hugh Darnell of the Wurlitzer Company also attended. Following this service seminar, Servomation of Fresno, California hosted a one-day session with Edward Carey, Ben Sanders and Chuck Hewett. Both summer service seminars . . . at the Wurlitzer Company in San Francisco, and at Servomation in Fresno were conducted under the able direction of the Wurlitzer Company field service engineer, Leonard Hicks.

HOW MUCH
EXCITEMENT
CAN
AN ALBUM
CREATE?

LISTEN TO
THE
NEW
**RAMSEY
LEWIS.**

ON
CADET,
OF
COURSE

TIMING IS EVERYTHING



THE BEGINNING

NOW'S THE TIME FOR KAPP RECORDS
JULY AUGUST
1968



Skye Kicks Off 'Discovery Series'

NEW YORK—Skye Records will inaugurate its new LP "Discovery Series" this August in connection with the label's stated objective of bringing new artists to the attention of the record-buying public.

The series, whose first two releases will feature drummer-turned-singer

Wednesday's Child Has 3 July Releases

HOLLYWOOD—Before this month is out, Wednesday's Child Productions will have three new releases on Epic and Okeh Records.

On Okeh is "Just Love Me," a single by Major Harris who is currently touring the south promoting this release.

On Epic is Anna Black's LP, "Meet Anna Black." This set reportedly received good response at the Epic Convention in Las Vegas last month.

Also on Epic is the first single by the Mother Love, "Goodbye Mary" b/w "Sidewalks Of My Mind." The Mother Love formerly recorded for 20th Century-Fox Records, and had the title tune from the film "The Flim Flam Man" while with that label.

Jackie Mills, A&R director for Wednesday's Child, produced all three records and is currently in northern California scouting new talent for the production company.

Armstrong LP Soon On ABC

NEW YORK — Louis Armstrong, riding the crest of an international hit with "What A Wonderful World," a recent chart-topper in England, has just finished an LP for ABC in Las Vegas. LP will carry the same title. The Armstrong single was released late in 1967 and has been building ever since.

Grady Tate ("Windmills Of My Mind") and conga-player Armando Peraza ("Wild Thing"), will be packaged in single-fold jackets and volume-priced at \$4.79 list. Skye's regular line, in double-fold jackets, is priced at \$5.79.

The new price - and - bulk - trimmed package will enable the albums to be sold in a greater number of retail outlets, particularly those serviced by rack-jobbers, who need bulk kept to a minimum. However, Skye claims that the high level of production values for the label's regular releases—including precision engineering and packaging details such as acetate lamination and full-color front and back—will continue unchanged.

Tate has been writing his own material in collaboration with Ben Tucker. Two Tate/Tucker originals are included in "Windmills Of My Mind."

Peraza is the featured conga-player with Cal Tjader's group, whose most recent "name" graduate was Mongo Santamaria.

Morris, Kahl To London

NEW YORK—Edwin H. Morris execs Buddy Morris, president, and Phil Kahl, executive vice-president have slated a trip to London in early August to discuss current expansion plans with Stuart Reid, head of the firm's London branch.

Also on the agenda is a look at the forthcoming musical, "Mr. And Mrs.," based on two short Noel Coward plays, skedded to open in Manchester in Oct. and in London in November. The Morris organization has worldwide publishing rights to the score, written by John Taylor, and Capitol is set to record the original cast.

"Mr. And Mrs." is one of eleven theatrical projects, in current phases of production, with which E. H. Morris is involved.

FOCUS ON JAZZ

MORT FEGA

What I'm about to write here is the culmination of something that began about two months ago when I wrote a review of a new George Van Eps album on Capitol. Being an ardent Van Eps admirer, I found his album a wonderfully tasteful effort and said so in what few words I wrote. As a consequence of my review I received a nice note from Dave Dexter of Capitol Records telling me how pleased George was that I had found favor with his album. Dave also told me in his letter that George had recently suffered a heart attack and was at the time recuperating at home in Burbank. Dexter enclosed Van Eps' address where I sent a personal note wishing him a speedy recovery and a quick return to the musical scene. In my letter I mentioned that I would be in Los Angeles around the middle of July and, if his recovery had progressed sufficiently, that I would welcome the opportunity to visit with him in Burbank. Just before I left home I received a warm letter saying that nothing would please him more than visiting with me in his home. Last night I drove out to Burbank and visited with George Van Eps and his lovely wife, whose warmth and hospitality made the evening one of my most memorable experiences.

Highly respected by his fellow guitar players I'm determined, in whatever way I can, to make the name of George Van Eps infinitely more familiar than it is, or has been, for as long as this man has been making his extraordinary kind of music. Among guitar players he is held in the highest veneration, probably the most universally respected guitar player in the world. It seems ludicrous to me that someone as well known as George Van Eps is by his fellow musicians should be so comparatively unknown to the rest of the world of people who appreciate great music.

I suppose that much of the reason for Van Eps' relative obscurity stems from the fact that he has recorded only three albums in the past ten years, and of these, two have been released in the past year or so. Prior to these, there was a period of ten years when he didn't record at all. In this era when best-selling recordings are the catalyst to mass popularity it's virtually impossible to gain even a modest popularity when one records as seldom as George has. Then, too, he is a very modest man, not the kind who promotes himself. Very often we hear the terms, "self-effacing," "retiring," "shy," applied to persons; sometimes they're applicable, often they're not. In George Van Eps' case they haven't coined enough words to properly describe his honest humility. Sitting in his living room listening to him speak, I had to wonder if this man really was aware of what an extraordinary person he is. I might have said what an extraordinary musician he is, but he's extra in more than the musical sense. Yet, in spite of his quiet manner, he has very definite opinions about music and the role that the musician should play, but often doesn't. Compromise is a word George refuses to accept where the musicians' craft is concerned. This is not to say that he is unrealistic about the necessity for keeping busy, but he is obviously displeased with the musicians who have lent their endorsement to some of the popular music of the day. Particularly, he finds it difficult to reconcile the mouthings of many musicians who have made their reputation playing good music and who now, for whatever reason pander by extolling the virtues of music that Van Eps describes as "music that was elementary thirty years ago." During our lengthy discourse on music, this

was the only time that he voiced anything that might be considered a put-down.

We talked at some length about his activities and I discovered that until his indisposition on May 16th he kept quite busy doing record dates, TV shows and commercials. When I told him that I'd heard that whenever he played at a local club the room was usually full of local guitar players, he looked embarrassed and said, "Thanks." George spoke at great length about Frank Flynn, whom he calls a complete and inspired musician. Flynn, a percussionist, is heard on both of George's Capitol albums, "My Guitar" and "Seven String Guitar." Apparently, there is a great sympathy between the two and Flynn's marimba makes the perfect compliment for the seven string guitar. Further, there is an uncanny wedding of musical ideas between the two players, according to Van Eps. Listening to him speak, it's apparent that George has the highest regard for Frank Flynn as a musician and as a person. Coming from someone who has as high standards as he does, that's the highest possible praise. As I reflect on last night's visit, George spent more time talking about Frank Flynn, and the fact that he should be better known, than he did about himself.

Has designed new Seven String Guitar

In February George spent four days in New York City where the Gretsch Company introduced the new seven string guitar which was being made available to the public for the first time as a production model. This unique instrument was designed by Van Eps and has been used by him since 1937, originally as an acoustical guitar, subsequently as an amplified guitar for which George built the pick-up himself. He took pains to comment that it was the purest coincidence that the Gretsch demonstration and the release of his "Seven String Guitar" album were coincidental. Just before his hospitalization he completed a booklet which is being distributed in conjunction with the introduction of the new "George Van Eps Seven String Model."

I'm delighted to report that George is making a splendid recovery, at home in Burbank. Thankfully, he is paying strict attention to the doctor's orders, knowing that if he does he will be back at work as soon as possible, something that should please all of us who admire his work. He's looking forward to attending a guitar parley in Nashville in November, representing Gretsch. Dave Dexter, George's producer at Capitol, is waiting to do another album with George as soon as he's able to get back into harness. This new album will be a solo excursion, one that Dexter describes as, "Just letting George go into a studio and play anything he feels like playing."

Having read what I have written up to this point, you must get the idea that I think of George as a very special kind of person, not only a very special kind of musician. Unfortunately, not everyone can have the opportunity of meeting him in person, but anyone who wants to know about him can learn a lot from listening to his albums which, as I hear them, are a very good indicator.

A STORE FULL OF SILVER... MEANS A POCKET FULL OF GOLD.



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Silver's sensational new album features Stanley Turrentine, and the combined talents of these two Jazz giants has produced an LP with tremendous sales appeal

If you want the look of success, stock up with Silver... Horace, that is!

A Taste For Everyone On Blue Note Records



239

Artiles To Coast For SMI

MIAMI—Raul Artiles, Jr., has been promoted to the position of west coast manager of Sheet Music Institute, a subsid of Hansen Publications, supervising that firm's operations for the entire western area.

With Hansen for five years, Artiles had previously been heading up SMI activities in the Miami area, where the production and printing functions are centered. He has a thorough background in the popular and standard sheet music business and has been liaison man with all the major distributors. He will now be headquartering in the Los Angeles area.

Replacing Artiles will be another Hansen veteran, Arturo Rainerman, who will be moving to Miami from the firm's company warehouse division in Atlanta.

McCoys, Manager, Sign On With Stigwood-Fitzpatrick

NEW YORK—The McCoys, who after a long disk absence reappeared on Mercury with a well-received new progressive sound, have joined the talent stable of Stigwood-Fitzpatrick. Their personal manager, Mike Conwell, will assume a new management position within the firm, based in their New York office. The management office's clients include the Bee Gee's, the Cream, the Buckingham's, Dobie Gray and others.

"It is the intention of the agency," Bob Fitzpatrick stated, "for the McCoys to be included in as many as possible of the one night concerts by the Bee Gee's, who start a one month tour Aug. 1." In addition, the group will probably appear in concert with Cream, in their forthcoming tour kicking off Oct. 1.

Sherman At WB-7 Meet: Protect Territory As Distrib Scene Changes

HAWAII—"Distribution as we once knew it exists only in isolated areas and is now the exception rather than the rule." This point was stressed by Dick Sherman, sales manager of Warner Bros.-Seven Arts Records, at the company's 10th anniversary convention here July 18-21.

"The large national conglomerates," he told salesmen, "are in the process of gobbling up the large local distributors and racks. Accounts you normally considered money-in-the-bank no longer are buying locally and many of you have practically no dealer or-

ganization to call your own."

"If you don't find ways of protecting your territory," Sherman warned, "there won't be any territory left to protect, and we'll be insisting that a respectable volume be maintained."

Sherman also advised salesman of new display tools to back up the company's new product (see separate story). There are 12" back-to-back divider cards along with order forms, artist blow-ups and "Finian's Rainbow" kits (Warner is releasing the track of the Petula Clark-starred film version of classic musical).

Cosby Goes; Martin Stays

(Continued from Page 10)

after August. However, his next LP will be on Warners-7 Arts and there will not be a Cosby release on the other label until sometime after the 1st of the year. . . . We are pleased to announce we have signed an exclusive contract with poet-author Rod McKuen."

Other recently pacted artists with initial LP's due in the August release include Glenn Yarbrough, Eric Andersen, the Kensington Market and Fats Domino.

Two soundtrack scores—John Barry's composed and conducted background to "Petulia" and the Fred Astaire-Petula Clark film, "Finian's Rainbow" are also in the Aug. release.

The two hour forty minute 35mm film product presentation was visually exciting and was not without humor.

Utilizing the talents of several "Laugh-In" cast members, at one point the announcer suggested that Warners had gone to great, great lengths to promote the "Finian's Rainbow" LP. . . . "we've even made a full length feature."

Vice president Joel Friedman commented, "We won't dwell on the past—we're more concerned with tomorrow. It's our view that it's our job to keep up with the changes that take place and to constantly inquire about the changes that may be taking place in the future."

President Mike Maitland added, "We're considered a 'now' company. . . . the thing we want to emphasize is that as good as our new product is, I can assure you that in this calendar year there won't be another record company in the business with the major names and new talent we'll have in the remainder of '68."

WB Post-Hawaii Trek

(Continued from Page 10)

tempt to get the latter group more closely involved with product.

Ten regional meetings throughout the United States will be conducted, as well as 12 in Canada. The meetings will be held in Chicago, Los Angeles, New York, Philadelphia, San Francisco, Seattle, Cleveland, Washington, D.C., Hartford and Minneapolis.

Various teams of company executives will stage each of the meetings, utilizing 4-track stereo equipment as the condensed full color "mini film."

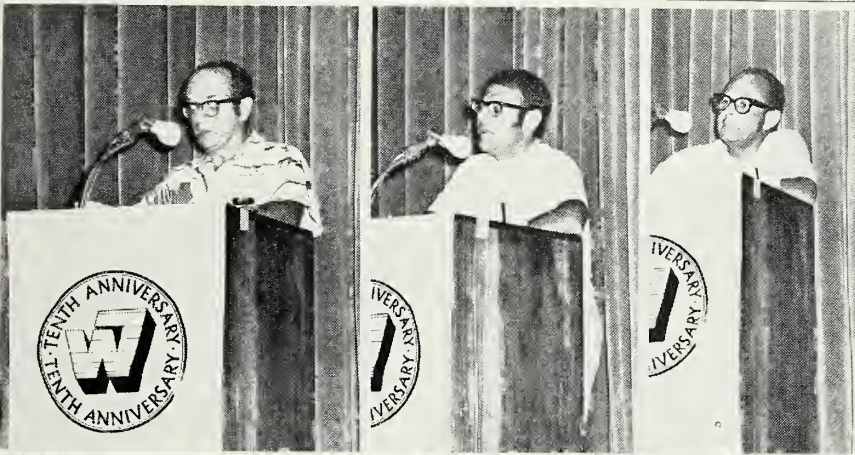
16 Aug., 10 Sept. LP's

A total of 16 August albums will be shown to the audience, as well as a preview of 10 new albums to be released in September. The August albums on Warner Bros.-Seven Arts label include: "Each Of Us Alone," Glenn Yarbrough; "The Secret Life Of Harpers Bizarre," Harpers Bizarre; "Petula," Petula Clark; "Avalanche," Eric Andersen; "Anthem Of The Sun," The Grateful Dead; "Late Again," Peter, Paul & Mary; "Avenue Road," Kensington Market; and the original sound track album "Petulia." On Reprise: "Frank Sinatra's Greatest Hits," Frank Sinatra; "Welcome To Trini Country," Trini Lopez; "Dean Martin's Greatest Hits (Vol. 2)," Dean Martin; "The First Edition's 2nd," The First Edition; "Fats Is Back," Fats Domino; "It Crawled Into My Hands, Honest," The Fugs; "Electric Circus Lady," Jimi Hendrix; and "Lonely Is The Name," Sammy Davis, Jr.

The albums scheduled for Sept. are: On Warner Bros.-Seven Arts the sound track album "Finian's Rainbow"; "Roots," The Everly Brothers; "This Wheel's On Fire," Hamilton Camp; "A Boy And His Dog," Leonard Schaeffer.

On Reprise: "Live At The Olympia—In Concert," Charles Aznavour; "Arlo," Arlo Guthrie; "Makeba," Miriam Makeba; "The Holy Mackerel," "Family," Family; and "Sweetwater," Sweetwater.

Company execs who will be on the road with the film include: Joe Smith, vice president and general manager of Warner Bros.-Seven Arts label; Joel Friedman, vice president and director of merchandising; Dick Sherman, national sales manager; Stan Cornyn, director of creative services; Don Schmitzerle, publicity and public relations manager; Ted Ponseti, district sales manager (west coast); Lou Dennis, district sales manager (east coast); Marty Hirsch, district sales manager, (midwest); and Hal Halverstadt, editorial director.



SCENES from the Warner Bros-7 Arts 10 anniversary meet: TOP—(l. to r.) Joel Friedman, vp and merchandising director; Joe Smith, vp and general manager (Warners); Mo Ostin, vp and general manager (Reprise). CENTER—(l.) Warners prexy Mike Maitland presents Art Godwin (of Godwin Sales, Atlanta) with the Good Guy (Dist.) Award. (r.) Dick Sherman, Warners national sales manager, presents a Good Guy Award to Nick Campanella (who also won the Low Net Trophy in Warners golf tourney) of Alpha Dist., N.Y. In the background are other Good Guys, Bill Burton of B&K Dist, Dallas and Al Bramy of Melody Sales, San Francisco. BOTTOM—WB-7 Arts prexy Mike Maitland (second from left) presents awards to the firm's 10 year men, Lowell Frank, chief engineer; Kipp Natiello, order service manager, East; Joel Friedman; and Matt Gilligan, operations manager. Missing are Gene Bensen, order service manager, West and Ed West, vp and treasurer.

EDWIN H. MORRIS

Music In Action

FACE IT GIRL, IT'S OVER	
Nancy Wilson	Capital
I PRETEND	
Des O'Connor	Diamond
MR. SANDMAN	
Bert Kaempfert	Decca
SWEET DREAMS, SWEET	
RUNAWAY CHILD	
Brothers Four	Columbia
CALLOW-LA-VITA	
Raymond Froggatt	Atlantic
STEP TO THE REAR	
Strawberry Street Singers	RCA
FUNKY LOVE	
Jimmy Mamou	Capital
THE DAY I SAY I LOVE YOU	
THERE IS A PLACE FOR LOVERS	
Mayfair Singers	Viva
NOT SO HARD	
Hard Water	Capital
LET THE TRUTH COME OUT	
The Sugar Shoppe	Capital
GROOVY TWO SHOES	
PUT IT IN MOTION	
Johnny Thunder	Diamond
I WANT ACTION	
Neighborhood Children	Acta
YOU MAY BE TOO MUCH FOR	
MEMPHIS, BABY	
Leroy Van Dyke	Kapp
THE PIG & THE PUSSYCAT	
Mickey Murray & Clarence Murray	SSS Int'l

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RCA's Stereo 8 Cartridge Release

NEW YORK—RCA's August release of 18 Stereo 8 tapes spans all musical categories and includes albums from the Crescendo and White Whale labels.

The August cartridges being released include: "Housing Project," by John Hartford; "Hometown Guitar," by Chet Atkins; "Cattle Call," by Eddy Arnold; "... And His Mother Called Him Bill," by Duke Ellington and His Orchestra; "People Get Ready For Group Therapy," by Group Therapy; "Only The Greatest," by Waylon Jennings; "The Best Of George Beverly Shea, Volume II"; "The Best Of Los Indios Tabajaras"; "The Best Of Benny Goodman—The Original Recordings!"; "The Wonderful Latin-American Sound Of Trinidad," by The Tradewinds; and "Pa' Todo El Ano,"

by Miguel Aceves Mejia.

The Crescendo label is represented with "Raw & Alive—The Seeds In Concert," by the Seeds, and on White Whale, J. K. & Co.'s "Suddenly One Summer."

The Red Seal Stereo 8 Tape Cartridges for August are: "The Art of Julian Bream"; and Jascha Heifetz performs with the New Symphony Orchestra of London, Malcolm Sargent conducting "Mozart's Concerto No. 4 in D, K. 218"/"Bruch's Concerto No. 1 in G Minor, Op. 26."

The Camden release is: "Hello Young Lovers" by Perry Como; "The Sound of Country Music" by Dottie West; and "The Country Side of Jim Reeves."

SGG Pacts Will-O-Bees

NEW YORK — The Will-O-Bees, a vocal trio (Steve Porter, Janet Blossom, Bob Merchanthouse) with previous chart success, are the second act to be signed by the recently-formed Screen Gems-Columbia Music subsid, SGC Records, distributed by Atlantic.

The Will-O-Bees' debut single for SGC will be "Make Your Own Kind Of Music" b/w "Listen To The Music," both by Barry Mann & Cynthia Weil. Produced by Bill Traut, the disk is skedded for July 29 release.



WILL-O-BEES BUZZ TO SGC: Shown with the newly pacted act are Emil La Viola, vp of the music division of Screen Gems-Columbia (3rd from left); Bill Traut (2nd from right); and Shorty Rogers, arranger (right).

Jimmy Hughes To Stax

MEMPHIS—Jimmy Hughes, remembered for his while-back "Steal Away" hit, has been signed to the Stax/Volt Records firm, according to label president Jim Stewart. Hughes, in addition to Linda Lyndell, Delaney and Bonnie, and Bobby Whitlock, brings the total of new artists signed to the firm to four since Jan.

First release, produced by Al Jackson Jr., drummer for Booker T. and the MG's, is "I Like Everything About You," already out on Stax.

Butterfly Track Cut

NEW YORK—"In A Gada-Da Vida," the 17:05 title tune from the second Iron Butterfly album, is being released by Atco Records in a shortened 2:40 version. Label credits Paul Cannon, music director at Detroit's WKNR, for the idea.

Cannon had been spinning his own shortened version on WKNR-FM, and the strong reaction caused him to spin it on the sister AM outlet which he also programs. Again reaction was strong and Cannon called Atco execs and sent them his shortened version. They liked the cuts Cannon had made and rushed it out as a single.

New York Ramblings

(Continued from page 28)

product includes three singles and an LP, each of the 45's highlighting a separate facet of the group. From the quartet as a team comes "Such a Long Long Time," "Daydream Stallion" spotlights Barbara Keith and the latest "Frog Giggin'" is a country-folk-rock conglomerate with N. D. Smart II centerstage... Bobby Goldsboro to co-host a week of Mike Douglas Shows in Aug. and readying a fall special. "Honey," by the way, has just passed the 3,000,000 mark and the LP is reported nearing certification... Sold out six weeks in advance, Simon & Garfunkel have just signed to do a second concert date at Forest Hills. No six left for the Aug. 17 show, but fresh box office stock has just been issued for the Aug. 18 program. The week after will see the Four Tops, Marvin Gaye & King Curtis at the stand for the season's finale... Hugo Montenegro will score the Screen Gems series "The Outcasts"... Mayor Lindsay last week presented an hour "Tribute to Pearl Bailey" for people in the City Hall area... Joan Baez doing Friday & Saturday night shows at Fillmore East (9 & 10)... Sly & the Family Stone, picking up play on both sides of the "Life" and "M'lady" single, coming into the Electric Circus (20-25) following a week at Boston's Sugar Shack... MGM's the Cowsills close the month at Atlantic City's Steel Pier... "That's Life," a new tv series starring Robert Morse will open airings with a guest spot by the Turtles... Kim Weston, at the close of her current tour with Harry Belafonte, will play Caesar's Palace for four weeks beginning Aug. 29... Indie producers Fred DiSipio and Richard Rome have just completed a production deal with Columbia under the Allert Productions banner.

The Doors are vacationing in Hawaii having just concluded one of the most successful rock presentations in the state. Future plans include completion and release of a movie now in production, a European tour and a conclusion of a book of poetry by lead Jim Morrison... ESP Disk's All That the Name Implies will be appearing with the Doors at the upcoming August 2nd show in Philadelphia... Julie Gregg will play two Sunday afternoons at Al Hirt's New Orleans showplace... Minit's Gloria Jones has just closed a two week stay at the Sands in Las Vegas. New release is "I Know"... Vanguard's blues guitarist Buddy Guy to do a concert at the sculpture garden of the Museum of Modern Art Aug. 15. The show is a departure from the normally jazz-only programs. Currently at work on his second LP, Guy will be playing at the Central Park Music Festival (3), Newport, the Canadian Exposition in Toronto (19-21) and Philadelphia's Music Fest (24-25)... Greetings from the Morrison family, dad Charlie back from vacation and greeted with breakouts on the Hello People's "Jerusalem" and now starting to build America's reception to "Rain & Tears" for Aphrodite's Child; and his heir Steve at Beta Distributors who has an r&b hit in the making with "Stop!" by Lonette on M-S and the new Strawberry Alarm Clock just out called "Barefoot in Baltimore"... Making it north of the border, Los 4 Hermanos Silva will be in New York at the Roosevelt Hotel in Sept. on a tour that will include dates at Washington, D.C. and as far north as Canada... Solid initial response indicated by Morty Wax for the new Ed Ames single "All My Love's Laughter." Tune was written by none other than Jim Webb... Julie Budd who was a knockout a la Streisand in her recent performance on Merv Griffin's "Sidewalks of N.Y." special, now one of William Morris' youngest and set for a telecast (13) on Showcase '68... Mike Shepherd predicts top 5 ratings for the new Ray Stevens side, "Mr. Businessman." Song is a complete reversal of character for the comic songwriter/artist, who comes on with a hard-line look at, well, at us.

Bios for Dee Jays

Jose Feliciano



Jose Feliciano, who was born in Puerto Rico, has embraced music with a fervor that is reflected in his performances. Blind since birth, he has mastered the guitar and learned to play many other instruments, including piano, harmonica, and bass. His first public performance was at the El Teatra Puerto Rico in New York's Spanish Harlem when he was nine years old. He received wider exposure when he appeared in Gerde's Folk City in New York's Greenwich Village. An RCA Victor A&R man dropped by there to see another act, saw Jose instead and signed him to a recording contract. Jose has enjoyed great popularity in this country with his Latin American records for RCA. Two singles, "La Copa Rota" and "Amor Gitano," and three LP's "Sombras... Una Voz, Una Guitarra," "Mas Exitos De Jose Feliciano," and "El Sentimiento, La Voz Y La Guitarra De Jose Feliciano" are big sellers for the artist. Jose is currently on the charts with his latest single, "Light My Fire," which is number 39 this week, and his latest album, "Feliciano," which is number 45.

Quicksilver Messenger Service



The Quicksilver Messenger Service consists of John Cipollina, guitar; Gary Duncan, guitar; David Freiberg, bass; and Gregory Elmore, drums. The foursome was assembled in Mill Valley, California, about three years ago. Although the Q.M.S. received many recording offers following their first appearances at the Fillmore, Avalon, and Matrix, they decided to wait until they felt they had developed a strong musical foundation which would allow them not only to sustain a future but also to deliver their own special brand of musical message. Cipollina, 24, was born in Berkeley and played in local pop groups. Duncan, 21, from San Diego, previously recorded with a local pop group, the Brogues. Freiberg, 29, was born in Boston and has been a folk singer for ten years. San Diego-born Elmore, 21, also recorded with the Brogues. The group's first album, released on Capitol, is number 56 on the charts this week.

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STEPPED UP Gospel action has been marked at Veep Records by the signing of three new groups represented by Robert Patterson (seated), manager of Pisces Entertainment. Shown with him at the contract signing are Veep's A&R producer George Butler (left) and Marty Hoffman, director of creative services. The acts just joined with Veep are the Mighty Gospel Giants, the Swindell Brothers with Bishop J. J. Wilkerson, and the Robert Patterson Singers.

New Tom Smothers Complex

LOS ANGELES—Tom Smothers and his managers, Ken Kragen and Ken Fritz have formed Kragen, Smothers & Fritz, a multi-faceted entertainment and communications company, to incorporate their present activities, as well as manage several new divisions and subsids recently acquired.

Smothers will serve as board chairman, Fritz as president and Kragen as executive vice president.

Existent operations include Kragen/Fritz, a personal management firm handling Smothers Brothers, Pat Paulsen, Mason Williams, the First Edition, John Hartford and Jennifer Warren, among others; Smo-Bro Productions, which produces the Summer Brothers Smothers Show" and has a number of other projects in development; and Group One, a fully integrated film production house now being acquired through agreement with its principals, Bob Collins, George Polsey, Jack Tellander and Keith Olson.

New divisions will include Convention Services; a music publishing division and record company, Rubicon River Records, under David Carroll; merchandising; and a public relations arm.

CBS Int'l Has Best Year

(Continued from Page 7)

year: Direction (Elmer Gantry's Velvet Opera), Blue Horizon (the Fleetwood Mac), Nens (Cupid Inspiration) and SND (Flamma Sherman). The British company also presented product by several newly recorded groups on the CBS label, including the Boots and James Royal.

Israel, Italy & So. Africa

CBS Israel displayed samples of recent product in the three languages recorded by the company: Hebrew, Yiddish and Ladino. CBS Italiana highlighted a variety of new pop product. CBS' South African affiliate presented an album by a hot local group, the Bats.

Following the pop presentation, Earl Price, manager of classical promotions for CBS International, introduced the highlights in local classical recordings over the past year. Samples of recordings by affiliates in Germany (Nelson Freire) and Brazil (Anna Stella Shic), as well as Argentina and Holland, were played.

Response to the product presentations were so favorable that, next year, CBS International plans to expand the format into a more extensive formal program.

In addition to the audio-visual product presentation business meetings were held. Among the topics discussed were CBS International's publishing operations. Plans were made for the coming year to build up the publishing operations around the world. The meeting also noted the recognition of publishing as a profitable operation in its own right. Other topics discussed included tape product, mono records, and promotional plans for the coming year.

Livingston-Evans Do Paris

HOLLYWOOD—Jay Livingston and Ray Evans have been set to collaborate on a stage musical version of Guy Endore's recent best-seller, "King of Paris. A book-of-the-month club selection, the epic has been translated into 18 languages, and just penetrated the Iron Curtain via its publication in Bulgaria.

'20-20' Sales Glow (Continued from Page 7)

ords for LP's and four for singles," he stated. Columbia total RIAA gold record awards, England noted, are the highest in the industry.

For the days ahead, England called upon label personnel to exhibit the characteristics of the total "record man." "You must be complete to compete . . . The Willy Lomans have really died, and it was the death of a certain type of salesman. There's a whole new world of selling out there now, but the divisor is still how much honest work the man puts into his job every day."

Summing up his comments, England listed what he termed "Columbia's Top Ten in Firsts," a compilation of those categories in which Columbia was the year's leader, according to label surveys. These included:

- 1 Gold Records
- 2 Record sales
- 3 Singles sales
- 4 LP sales
- 5 Breaking new artists
- 6 Underground
- 7 Pop sales (good music and "rock" sales)
- 8 Classical sales
- 9-10 More No. 1 singles and LP Sales on the charts than any other label

Davis Points To Leadership, Too

The label's strong market position also showed up in the speech of Clive Davis, president of CBS Records, which surveyed the successes of Columbia—past and present; in the words and presence of Goddard Lieberson, president of CBS/Columbia Group, in the souvenir two-record set "20/20 Vision For The Future"; distributed to all attending the meet; and in the various seminars, product presentations and general discussion meetings that occurred throughout the Convention's duration.

50% Ahead

It was Davis himself who stated that Columbia is maintaining an outstanding 50% lead over the next best-selling label in the industry (see separate story). Columbia's leading position was further demonstrated in two "live" banquet shows on Thursday and Saturday evenings, July 25 and 27. Columbia put some of its top stars on the stages of the El San Juan's Tropicoro Room, and the Americana's La Copa Room. The Thursday night show in the El San Juan presented a heavy rock lineup consisting of Big Brother and The Holding Company, featuring the dynamic Janis Joplin; Blood, Sweat and Tears; The Chambers Brothers and Spirit, a West Coast group currently breaking big on the Ode label. Saturday's banquet show at the Americana brought Johnny Mathis on stage along with O. C. Smith, Jack Bedient and The Chessmen, Debbie Lori Kaye, and The Glories—Date's contribution to the evening's events.

Delegates to the Columbia Convention had an opportunity throughout the week to analyze the many factors that contribute to the company's unprecedented success, and to realize the steps it is taking to insure even more remarkable and expanded success in the future.

Sales, Merchandising

The Sales and Merchandising Seminar was chaired by Bill Farr, vice president of marketing, and involved a panel comprised of Don England; Bruce Lundvall, director of merchandising; Joe Lyons, director of national accounts; Tom Noonan, director of national promotion; Arnold Levine, creative director, advertising and sales promotion; Paul Smith, director of

Revival Formed

NEW YORK—A new gospel subside, Revival Records, has been formed by Double U Sound Recording, in Ecorse, Mich. Heading up the new operation is Felton Williams Jr. First artist pacted is Shirley Ann Lee, a former member of the Jewell Gospel Trio.

merchandising, audio products and accessories; Bernie Burman, manager of sales promotion; George Novak, manager, of tape product/market development; and Morris Baumstein, account supervisor, Wunderman, Ricotta and Kline, the advertising agency for Columbia.

A&R Segment

One segment of the seminar was conducted by Jack Gold, vice president of A&R. Gold pointed out that there is no business faster changing than the record industry—and nowhere in the record business do decisions have to be made faster than in A&R. In closing, Gold remarked upon Columbia's varied staff of Producers capable of handling any type or form of material in the music world today.

John McClure, director, Masterworks A&R conducted the segment on classical recordings. In his remarks, McClure stated that Columbia's classical department is exposing to the public exciting new repertoire, some of which is just now coming into being. Masterworks is determined to stimulate strong interest among the younger members of the record-buying public who have heretofore shied away from classical repertoire.

Sales, Promo Seminars

The sales and promo departments held a seminar, chaired by Bill Farr, vice president of marketing, on sales and merchandising. The promotion seminars were conducted by Tom Noonan, director of national promotion; with the aid of Ron Alexenberg, assistant director of national promotion; Jim Brown, national LP promotion manager; and Gene Ferguson, national country promotion manager.

New Product

Columbia's creative services department, headed by Bob Cato developed film presentations used to launch the label's new Convention product—totaling 27 popular, three soundtracks & Masterwork, 10 Odyssey, and 8 Harmony releases. In addition, Columbia announced the release of 5 new reel-to-reel tapes and 22 four and eight-track cartridge tapes. (see separate story). Nearly 2,000 slides were used in the visual presentations. Product presentation covered a two day period.

Private Screenings

One of the highlights of the Convention took place on July 27, when Convention delegates were bussed to a downtown San Juan theater to attend a private showing of 4 films—including selected excerpts from the new, unreleased film version of "Funny Girl" starring Barbra Streisand. Columbia announced the convention release of the original soundtrack recording from the Streisand film, along with the soundtrack recording from a rock film, also unreleased, entitled "You Are What You Eat," with a score by Paul Simon & musical direction by Peter Yarrow. Simon & Yarrow sing several songs.

Two additional films were also viewed by the convention, including one featuring the Immediate label's Small Faces and another an edited film on Peggy Lipton, to star on ABC-TV's "Mod Squad" this fall. Lou Adler of Ode Records presented the film.

J. J. Harris, director of audio products and accessories introduced Masterwork Audio Products new 8-track tape cartridge playback equipment to Convention delegates on Saturday, July 27.

Sammy Davis Disk From UA

NEW YORK—Two songs from the forthcoming United Artists "Salt & Pepper" flick, starring Sammy Davis, Jr., and Peter Lawford, have been released as a single by United Artists Records. Davis is the featured artist on the sides. Both Davis and Lawford have heavily promoted the film and its score via appearances on several network television panel and variety shows in recent weeks. Music for the flick was penned by Johnny Dankworth.

Columbia Book Records

(Continued from Page 9)

and record products for the children's market.

He has worked closely with publishers, free-lance writers and illustrators, manufacturers and packaging designers, and distributors and dealers.

At the Convention with Shimkin was Larry Aronoff, who was introduced to the Columbia group as director of sales for CBS Children's Books and Records. His primary assignment is the national marketing and sales of the Columbia Children's Book and Record Library.

Five Categories

Presenting the new line with a series of slides, Shimkin explained that the Library is divided into five different categories.

The Little Library is a pre-school line with a suggested retail price of 69¢. Offered in this first line are eighteen titles, six catalog items plus twelve new releases for children of six and under. This series is geared for the pre-reader. Each book is short, colorfully illustrated, and is accompanied by a 45-rpm record, which reads aloud the text. Such titles as Jungle Animals, Sounds of the City, Love Is a Hug, Oinks Are for Pigs and Who's Polite? are included in this series.

A more advanced group is The Junior Library for the early reader, which offers 18 award-winning books, classics and best seller, accompanied by 45-rpm records narrating the stories. The suggested retail price is \$1.49. Among the books in this line are such titles as Jack and the Beanstalk, The Biggest Bear, Make Way for Ducklings and Harold and the Purple Crayon (packaged with its own purple crayon).

A more sophisticated line than the others is The Great Library. This category, which consists of 14 packages retailing at \$3.79, \$4.79 and \$5.79, features a 12" long-playing Columbia record packaged together with a fully illustrated Read-Along Book. One of the titles in this prestige series is Peter and the Wolf, wonderfully illustrated by the well-known artist Robert Sargent. Its accompanying stereo recording features the narration by Leonard Bernstein, with the New York Philharmonic. In addition, there are such well-known tales as Pinocchio, Cinderella and Kipling's The Elephant's Child, as well as children's versions of such famous classics as Don Quixote and Dickens' Oliver Twist.

The fourth section of the line includes 18 individual \$1.89 LP's which will be marketed under the Columbia Children's Library of Recorded Books logo.

Rounding out the fifth and last segment are 25 individual case-bound books, forming a Columbia Children's Library.

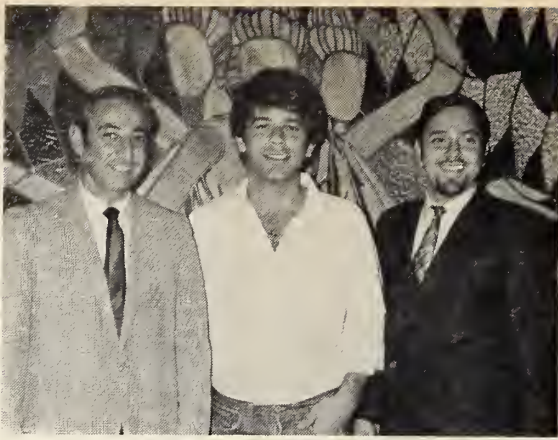
Adding a new dimension to the catalog of albums and books are three All About books, which combine 18 Little Library books into sets of six, each with a special 12" LP record in the package. Shimkin also announced that these All About books have also been packaged as Carryall-about, each one a collection of six little books with six 45-rpm records in illustrated carrying cases with strap handles.

Plans are also in the making to publish many of these books and records in French, Italian, Spanish and German for sale both here and abroad.

The Columbia Children's Book and Record Library list will be released during the fall and winter of 1968.

Re-Genesis

Lou Christie joins his new label's executives in preparation of his return-to-performance single, "Genesis & the Third Verse," now being rushed into release on the Buddah label. With the artist, whose career includes more than two dozen chart hitting singles, are Art Kass (left), executive vp of Kama Sutra/Buddah Records, and Buddah's general manager Neil Bogart.



Columbia Offers Massive LP Release

(Continued from Page 8)

"A Mighty Fortress," by Mahalia Jackson; "Begin," by the Millennium; "Shades Of Time," by the Pozo Seco; "Something Happening," by Paul Revere And The Raiders, featuring Mark Lindsay; "Don Shirley Trio In Concert"; and "Country On My Mind," by Carl Smith.

3 original soundtrack albums and 3 Latin American LP's are also being released by Columbia in August. The original soundtrack albums are: "Chappaqua," with Ravi Shankar; "Funny Girl," with Barbra Streisand and Omar Sharif; and "You Are What You Eat," with Tiny Tim, Father Malcolm Boyd, Paul Butterfield, Peter Yarrow, Frank Zappa and the Mothers of Invention, the Electric Flag and many others. The Latin American sets are: "Luis Demetrio Canta Sus Canciones," with the Orchestra of Mario Patron; "More Love In The Tropics-The Trio Los Panchos Sing Pedro Flores"; and "My Love Affair/Sabres Que Te Quiero," Roberto Yanes.

Date & Immediate LP's

Columbia's Date and Immediate labels are offering two albums each for August. The Date LP's are "Peaches And Herb's Greatest Hits"; and "Odyssey And Oracle," by the Zombies. The Immediate albums are "An Anthology Of British Blues," featuring John Mayall and the Bluesbreakers, Eric Clapton, the Savoy Brown Blues Band, T. S. McPhee, JoAnn Kelly and Stone's Masonry, and "Small Faces."

New Masterworks Sets

There are 8 new Masterworks sets. Heading the list in "The Four Symphonies Of Charles Ives," a bargain package, containing three records for the price of two. These recordings of the Ives symphonies (Symphony No. 1 by Eugene Ormandy and the Philadelphia Orchestra, Symphonies Nos. 2 and 3 by Leonard Bernstein and the New York Philharmonic and Symphony No. 4 by the American Symphony Orchestra, Leopold Stowkowski, conductor, David Katz and Jose Serebrier, associate conductors, and members of the Schola Cantorum of New York, Hugh Ross, director) have previously been issued singly but never before in one package.

Leonard Bernstein adds another recording to his Ives series with his reading of the composer's "Holidays Sympny." Berlioz' "Symphonie Fantastique," by Pierre Boulez and the London Symphony Orchestra, is presented for the first time with its sequel, "Lelio—The Return To Life." The two-record set is offered at a special reduced price of \$7.79.

Another August release, Dvorak's "New World" Symphony, introduces Eugene Ormandy recording without the Philadelphia Orchestra (he conducts the London Symphony Orchestra). Ormandy conducts his Philadelphia Orchestra in a light-classical album, "Greensleeves," a collection of "mood" music pieces including "Londonderry Air" and Schubert's "Serenade."

Also being released in August is "Gabrieli Canzonas For Brass, Winds, Strings and Organ," with organist E. Power Biggs, the Edward Tarr Brass Ensemble and the Gabrieli Consort La Penace under the direction of Vittorio Negri. Leonard Bernstein offers yet another album, "Ride Of The Val-

kyries," which highlights orchestral favorites from Wagner's operas. Rounding out the list of new releases is a recording of Brahms' "Piano Concerto No. 1 in D Minor," performed by Rudolf Serkin with George Szell conducting the Cleveland Orchestra.

Merchandising Programs

Peter Munves, director of classical albums merchandising, and Pierre Bourdain, associate manager of classical albums merchandising, announced several important merchandising programs for the fall season. In the offerings will be a series of special-priced two-record sets designed to expose the best-selling catalogs of Ormandy, Szell and Serkin to the widest possible audience. Dealers will make full markup on recordings by these artists.

Columbia will renew efforts on its "World's Favorite Music" catalog, which contains thirty albums that have already sold over \$15,000,000 at retail price and are still selling strong. Appealing to a mass market that has never before been interested in classics, the prepack program can be purchased two ways, as a giant 30-album prepack or as three 10-album minipaks.

The first minipak, "Bernstein's Greatest Hits," consists of ten of Bernstein's best-selling LP's such as "Bolero," "Rhapsody in Blue," "Grand Canyon Suite" and "Greatest Hits."

The second ten-LP minipak is "Ormandy's Greatest Hits" and includes volume sellers like "Reverie," "Clair de Lune," and the "Greatest Hits" albums. The third minipak, "The Mormons' Greatest Hits," includes top sellers like "The Lord's Prayer," "Greatest Hits" albums and "Anvil Chorus."

During August and September, dealers can purchase this top-turnover catalog at a special price incentive. With every two albums (in this series) that dealers purchase at regular price, they may in turn purchase three of Ormandy's new "Greensleeves" albums each at a 95¢ reduction in wholesale cost.

The program will be supported by ad mats, in-store streamers and illustrated divider cards.

In addition to the "World's Favorite Music" program and the three special-priced leaders, special emphasis will be placed on 101 catalog best sellers performed by artists ranging in age from 20-year-old pianist Andre Watts to 91-year-old cellist Pablo Casals.

In addition, Columbia will make available a special seven-pocket wire rack, complete with an attractive header card and designed to hold all 101 best sellers, to dealers who stock these top-turnover items for the first time. Later in the fall, Columbia will launch a special campaign on the successful bargain sets aimed at the peak Christmas selling season. Ad mats will be aimed at the big gift market, and exciting new releases by Bernstein and Ormandy will be added to the line.

Big Horowitz Album

In September, Columbia will release what it believes will be Vladimir Horowitz' biggest album, "Horowitz on Television"—the complete concert at Carnegie Hall to be seen in color by an estimated 35,000,000 people on Sunday evening September 22, over the CBS Television Network.

Peter Munves, speaking at the sales convention; said, "When Horowitz re-

Musicor Party Celebrates Chris Spinoso's 5th Year

NEW YORK — Musicor Records sprang a surprise party for Chris Spinoso last Wednesday (25) as he marked the beginning of his fifth year with the label.

The vice president and sales manager was presented with a gold LP for his work and devotion toward establishing Musicor Records as one of the strong indie companies on the scene. Spinoso has been with the label since its inception in 1964.

Present at the surprise anniversary held at Musicor's NYC offices were the entire staffs of the diskery, Groove Sound Studios and several artists including Inez & Charlie Foxx, Gene Pitney, Hugo Winterhalter and the Tinglyng Mothers Circus.

turned to the concert hall in 1965, the story made front-page news across America, skyrocketing demand for the album. "Now," Munves continued, "the CBS Television Network is going to dramatize that return with an immediacy and excitement that will create the same kind of furor by presenting one of the world's greatest virtuosos before a nationwide audience, many of whom have never had the opportunity to see him perform. Columbia is preparing to exploit this important occasion fully."

Columbia Masterworks will launch a major advertising program for the album that includes full-page ads in the October Schwann Catalog, HiFi/Stereo Review, High Fidelity, The American Record Guide, and the September recordings issue of Saturday Review. In addition, the album will be advertised in the last September issue of Time. It is estimated that over 15,000,000 readers will be exposed to this campaign. The label will have "See/Hear" posters featuring the album cover for stores, offices of General Telephone and Electronics (sponsors of the television concert) and Steinway dealers. Mounted album covers and ad mats will also be available. Distributors are already lining up key windows and sending out engraved invitations.

To promote the television concert, CBS and GT&E will distribute a four-page announcement brochure called "Curtain Time" to all television and good-music columnists. GT&E will feature special salutes to Horowitz on their "Symphony Hall" program for the entire week prior to the historic telecast. Radio programs featuring Horowitz will also be scheduled in New York, Washington, Boston, Los Angeles and San Francisco.

"In addition, CBS will run 800-line ads on the television pages in newspapers in the six markets covered by CBS-owned stations. GT&E will send bill stuffers to over 3,000,000 subscribers throughout the United States in August and will also run a full-page ad in the financial section of the Sunday New York Times the day of the show. Over 300 Steinway dealers will display posters in their showrooms throughout the United States, and on the night of the telecast, they will hold open house in their homes for all local VIP's from the mayor on down.

Odyssey Sets

Columbia's economy-priced Odyssey line is offering 10 albums for August: "Beethoven: The Complete Music For Cello And Piano," a three-record set by cellist Pablo Casals and pianist Rudolf Serkin; "Gershwin: 'Porgy And Bess,'" a three-record set with Lawrence Winters, Camilla Williams, Inez Matthews, Warren Coleman, Avon Long and full supporting cast and Lehman Engel conducting the orchestra and the J. Rosamond Johnson Chorus; Mahler: "Symphony No. 5 'Kindertotenlieder,'" a two-record set which showcases Bruno Walter conducting the New York Philharmonic on the Symphony No. 5 and the Vienna Philharmonic on "Kindertotenlieder" (contralto Kathleen Ferrier is the soloist on the latter); "Bartok: Excerpts from 'Mikrokosmos'/'Contrasts For Violin, Clarinet And Piano,'" with Bela Bartok, piano, Joseph Szigeti, violin, and Benny Goodman, clarinet;

Norelco's '175' Down \$10

NEW YORK—North American Philips has announced a \$10 reduction for its Norelco "175" cassette tape recorder, bringing the suggested list price to \$79.95. Adequate provisions have been made to protect trade inventory.

The popular "175", often referred to as "big brother" to the "Carry-Over 150" is a battery/AC adaptable portable. It features a larger speaker, transistor regulated motor and a built-in storage compartment for its remote control dynamic microphone. In addition, the "175" has a detachable handle, controls for volume, tone and record level, and complete input/output facilities.

"Berlioz: Te Deum, Op. 22," with Alexander Young, tenor; the London Philharmonic Choir; the Dulwich College Boys Choir; Denis Vaughan, organ; the Royal Philharmonic Orchestra, Sir Thomas Beecham conducting; the first complete recording, by the New Haven Symphony Orchestra, Frank Brieff conducting, of Mahler's Symphony No. 1 in D Major with the newly-discovered "Blumine" movement; "Dinu Lipatti Plays Chopin Waltzes"; "Barber: Knoxville: Summer Of 1915/Hermit Songs," which showcases soprano Eleanor Steber and the Dumbarton Oaks Chamber Orchestra, William Strickland conducting, on "Knoxville" and soprano Leontyne Price and Samuel Barber at the piano on "Hermit Songs"; "Mahler: Symphony No. 4 In G Major," by the New York Philharmonic, Bruno Walter conducting, featuring soprano Desi Halban; and "Final Scene From 'Salome' And Other Opera Favorites," starring soprano Ljuba Welitsch, with tenors Alessio de Paolis and Richard Tucker on one selection each, and the Orchestra of the Metropolitan Opera Association, alternately conducted by Fritz Reiner and Max Rudolf.

Harmony Albums

Columbia's economy-priced Harmony label is making 13 LP additions to its catalog in August. They are: "Queen Of Soul," by Aretha Franklin; "You'll Never Walk Alone," by Mahalia Jackson; "Onward Christian Soldiers," by the Mormon Tabernacle Choir; "Anita Bryant"; "Someone To Watch Over Me," by Frank Sinatra; "Everybody Sing Along With Mitch," by Mitch Miller; "Great Themes From Great Movies," by the Briarcliff Orchestra; "Back In The Saddle Again," by Gene Autry; "Whatever Will Be Will Be (Que Sera, Sera)," by Doris Day; "The Magic Of Music," by Andre Kostelanetz; "Music From The Motion Picture, 'Funny Girl,'" by the Briarcliff Strings, Eric Lars, conductor; "A Child's Christmas," by various artists; and "Merry Christmas," by the New Christy Minstrels.

New Tapes

Columbia's 5 new 4-track stereo tape cartridges are: "Popular Star Track, Volume IV," which contains selections by Ray Conniff, Percy Faith, Barbra Streisand and Andy Williams; "Teen Star Track, Volume V," which contains selections by the Buckingham, Gary Puckett and the Union Gap, Paul Revere and the Raiders and Simon and Garfunkel; "Country-And-Western Star Track, Volume VI," which contains selections by Johnny Cash, Jimmy Dean, Lester Flatt and Earl Scruggs and Ray Price; Wednesday Morning, 3 A.M., by Simon and Garfunkel; and "Country On My Mind," by Carl Smith.

The 13 August additions to Columbia's eight-track stereo tape cartridge catalog include all the titles available in 4-track form and, in addition, "Revival Time," by the Chuck Wagon Gang; "Woman, Woman," by Robert Goulet; "The Times They Are A-Changin'," by Burl Ives; "A Mighty Fortress," by Burl Ives; "If You Don't Want My Love," by Robert John; "More Love In The Tropics-Trio Los Panchos Canta Pedro Flores"; "This Guy's In Love With You," by Jerry Vale; and "Vienna, City Of Dreams," by Andre Kostelanetz and his Orchestra.

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CLOUDY
A MOST PECULIAR MAN
THE DANGLING CONVERSATION
HOMEWARD BOUND



CashBox Platter Spinner Patter

WNEW-New York has joined forces with the New York City Department of Recreation in a special campaign to provide sports equipment for needy youngsters in the city's more congested areas. Chip Cipolla, sports director of WNEW, said in making the announcement, "No matter how great an athlete you are, you can't win if you can't get into the game, and that's what's happening to countless youngsters who don't even own a baseball bat on any type of sports equipment." WNEW's campaign urges listeners to "put your old sports equipment back in the game by putting it in the hands of needy youngsters." The outlet has recruited a number of major sports figures to record the announcements, including Roosevelt Greer, Rod Gilbert of the New York Rangers, Bobby Hull of the Chicago Black Hawks, Tucker Frederickson of the New York Football Giants, Bill Mathis and Joe Namath of the New York Jets, and jockey Bobby Ussery. The New York City Department of Recreation has set up collection sites to receive old but still usable sports equipment in various spots throughout the five boroughs.



A BUSS FROM BRAVO: Mel Bly, vice president of Bravo Records, gives a Gallic greeting to Gary Owens, KMPC-Los Angeles deejay, at the outlet's new studios, and presents him with Bravo's debut album by the Midnight Voices, entitled "This Guy's In Love With You." Bravo is distributed through Dot Records, and Bravo hopes to duplicate the success of the Midnight String Quartet, which records for the mother label, Viva Records.

WLS-Chicago has initiated a mid-summer promotion to increase listeners. The outlet has crammed a giant mystery box with prizes and placed it where 1,800,000 will pass by in the passenger terminal of the Chicago & Northwestern Railroad Station. "The Big Mystery Box from the Big 89" give-away hit the air with teaser promos and teaser ads were placed in four Chicago metropolitan daily newspapers. Following this a series of three full page ads, planned for Chicago's four dailies, invite listeners to tune in to WLS for clues. Clues are given on the air once an hour, and listeners are requested to call in with their guesses as to what prizes the mystery box contains. The caller who names all the prizes in the box wins the box' contents. An added incentive in the promotion is the one hundred silver dollars awarded to the first correct guess of any prize in the box.

Silence was golden for Susan Seputas of Brooklyn, who won \$25 in WMCA-New York's "instant contest." The outlet recently invited listeners to clock exactly how long it would be off the air and then to describe the "Sound of Silence." Miss Seputas had the correct time and the best description. WMCA devised the contest

when it learned it would have to switch over to its own emergency generator while special electrical work affecting the station's transmitters was being done by the Public Service Corporation of New Jersey. The switchover to the generator involves a short period when the outlet is off the air. The "Sound of Silence" occurred during the Harry Harrison Show (10 P.M. to 1 A.M.). Miss Seputas' winning entry described the "Sound of Silence" as "the sound of an unemployed Avon lady." Other imaginative descriptions were: "A churchmouse tap-dancing barefoot on a pile of feathers," and "A marshmallow bouncing off a cloud."

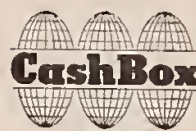
Barney Keep, morning personality at KEX-Portland, Ore., is knee-deep in a campaign to adorn the feminine form, specifically the knee. Keep is sending out what he calls "Knee-cals" to female listeners. The "Knee-cals" are transfers and come in a variety of colorful designs. Keep appears eminently qualified to be what may well be the world's first expert in knee fashions. "I have always been a knee man myself," he says. "They have always fascinated me and I've spent a great many hours studying them." The "Knee-cals" will help focus attention on feminine knees, according to Keep, and will add color and interest to this particular anatomical area. The veteran radio personality also plans to stage a "Most Beautiful Knees" contest sometime during the summer. The judging standards for the competition have not yet been established, but Keep is busily involved in research.

SPUTTERS: Clay Johnson, news director of KGDN-Seattle, has been selected as one of some thirty newsmen in Pacific Northwest who will participate in the Hill Foundation seminar on Law and Society at the University of Oregon at Eugene from August 5-9.



THE RECORD RIDE OF PAUL REVERE: Weary but triumphant, Paul Revere, air personality on CKPR-Port Arthur, Ontario, raises the sign proclaiming him holder of the new Canadian record for non-stop broadcasting, 101 hours. Revere broadcasted continuously from Friday, June 28 at 7 P.M. to Tuesday, July 2 at 12 midnight. The old Canadian mark was 78 hours and 5 minutes.

VITAL STATISTICS: David E. Lyman, program manager of CKXL-Calgary, Alberta, has been appointed stations operations manager of the outlet. . . . Bob Stoehr, under the name of Bob Lewis, has been named program director and afternoon drive personality at WKIX-Raleigh, N.C. . . . Joseph T. Conway, vice president of the Storer Broadcasting Co. and general manager of WIBG-Philadelphia, has been elected president of the Pennsylvania Association of Broadcasters for the coming year. At the same time, WIBG has added three deejays to its staff: Mike Taylor, formerly a KLZ-FM-Denver personality; Gary Mitchell, last with CKLW-Detroit; and Johnny Williams, who previously worked the evening slot at WPOP-Hartford, Conn. . . . Joe Taylor, most recently a news reporter for WAVZ-New Haven, Conn., has joined WJAS-Pittsburgh as a staff announcer.



Top 50 In R & B Locations

- | | | | | | |
|-----------|---|-----------|-----------|--|-----------|
| 1 | STONED SOUL PICNIC
5th Dimension (Soul City 766) | 3 | 26 | LOOK OVER YOUR SHOULDER
O'Jays (Bell 704) | 16 |
| 2 | STAY IN MY CORNER
Dells (Cadet 5612) | 4 | 27 | (YOU KEEP ME) HANGIN' ON
Joe Simmon (Sound Stage 7-2608) | 13 |
| 3 | LOVER'S HOLIDAY
Peggy Scott & Jo Jo Benson
(SSS International 736) | 5 | 28 | TO LOVE SOMEBODY
Sweet Inspiration (Atlantic 2529) | 28 |
| 4 | GRAZING IN THE GRASS
Hugh Mosekela (UNI 55066) | 1 | 29 | I'VE GOT TO HAVE YOU
Fantastic Four (Ric Tic 139) | 30 |
| 5 | THE HORSE
Cliff Nobles (Phil-La-of-Soul 313) | 2 | 30 | SAVE YOUR LOVE FOR ME
Bobby Bland (Duke 435) | 38 |
| 6 | I'M A MIDNIGHT MOVER
Wilson Pickett (Atlantic 2528) | 6 | 31 | IT SHOULD HAVE BEEN ME
Gladys Knight & The Pips (Soul 35045) | 19 |
| 7 | LOVE MAKES A WOMAN
Barbara Acklin (Brunswick 55379) | 11 | 32 | PLEASE RETURN YOUR LOVE TO ME
Temptations (Gordy 7074) | 43 |
| 8 | HERE COMES THE JUDGE
Pigmeat Markham (Chess 2049) | 8 | 33 | I'M GONNA DO WHAT THEY DO TO ME
B. B. King (Bluesway 61018) | 37 |
| 9 | YOU MET YOUR MATCH
Stevie Wonder (Tamla 54168) | 14 | 34 | I'VE NEVER FOUND A GIRL (TO LOVE ME LIKE YOU DO)
Eddie Floyd (Stax 0002) | 41 |
| 10 | SLIP AWAY
Clarence Carter (Atlantic 2508) | 18 | 35 | CAN'T YOU FIND ANOTHER WAY
Sam & Dave (Atlantic 2540) | — |
| 11 | NEVER GIVE YOU UP
Jerry Butler (Mercury 72798) | 7 | 36 | YOU'RE TOUGH ENOUGH
Jr Wells (Blue Rock 4052) | 29 |
| 12 | HITCH IT TO THE HORSE
Fantastic Johnny C.
(Phil La of Soul 315) | 9 | 37 | PRAYER MEETIN'
Willie Mitchell (Hi 2147) | 40 |
| 13 | YESTERDAY'S DREAM
4 Tops (Motown 1127) | 17 | 38 | TURN ON YOUR LOVE LIGHT
Bill Black (Hi 2145) | 35 |
| 14 | AMEN
Otis Redding (Atco 6592) | 12 | 39 | HERE COMES THE JUDGE
Shorty Long (Soul 35044) | 27 |
| 15 | LICKING STICK—LICKING STICK (Part I)
James Brown & Famous Flames
(King 6166) | 10 | 40 | GIRLS' CAN'T DO WHAT THE GUY'S DO
Betty Wright (Alston 4569) | — |
| 16 | I CAN'T STOP DANCING
Archie Bells & The Drells
(Atlantic 2534) | 25 | 41 | HARD TO HANDLE
Otis Redding (Atco 6592) | 48 |
| 17 | THE SNAKE
Al Wilson (Soul City 767) | 21 | 42 | BE YOUNG BE FOOLISH BE HAPPY
Tams (ABC 11066) | 36 |
| 18 | YOU'RE ALL I NEED TO GET BY
Morvin Gaye & Tammi Terrell
(Tamala 54169) | 34 | 43 | KEEP THE ONE YOU GOT
Joe Tex (Dial 4083) | — |
| 19 | GOD BLESS OUR LOVE
Ballads (Venture 615) | 23 | 44 | THERE WAS A TIME
The Dapps (King 6169) | 45 |
| 20 | UNDERSTANDING ELEANOR RIGBY
Ray Charles (ABC 11090) | 15 | 45 | SUDDEN STOP
Percy Sledge (Atlantic 2539) | — |
| 21 | SOUL LIMBO
Booker T & M. G.'s (Stax 0001) | 29 | 46 | FACE IT GIRL IT'S OVER
Nancy Wilson (Capitol 2136) | 22 |
| 22 | I GET THE SWEETEST FEELING
Jackie Wilson (Brunswick 55381) | 31 | 47 | M'LADY
Sly & The Family Stone (Epic 10353) | 50 |
| 23 | I GUESS I'LL HAVE TO CRY, CRY, CRY
James Brown & The Famous Flames
(King 6141) | 26 | 48 | RIVER OF TEARS
Gene Chandler (Checker 11951) | 46 |
| 24 | BREAKIN' DOWN THE WALLS OF HEARTACHES
Bandwagon (Epic 10352) | 49 | 49 | A LOVER'S HIDEAWAY
Al Greene (Hot Line 15002) | — |
| 25 | (LOVE IS LIKE) A BASEBALL GAME
Intruders (Gamble 217) | 33 | 50 | GOOD OLD MUSIC
Parliaments (Revilot 223) | 42 |

ORDERED FIRST THREE WEEKS!

40,000

...and

DOT'S GOT IT!

DOT
RECORDS





"Sally Leroy" recorded by

The Lettermen

featuring Tony Butala

available now on Capitol Records

"SALLY LEROY" by Barry Mann and Cynthia Weil

Sal-ly used to mod-el for i-vor-y soap as a child

lit-tle Sal-ly in her dia-per used to drive the oth-er bab-ies wild

at eight she was a mov-ie queen

and fold-ed out of Play-boy mag-a-zine oh

Sal-ly Le-roy Sal-ly Le-roy—she's old e-nough for con-gress boy

she could rep-re-sent us you bet she knows how

so give a cheer for Sal-ly ba-by

she ain't no ba-by now——now now

Sal-ly she de-cid-ed to tear up her con-tract at ten

sold her man-sion and her Cad-i-lac and set-tled down to stud-y zen

at twelve she took a trip they say

and Sal-ly has-n't come down since that day oh

© 1968 Screen Gems/Columbia Music Inc.

"Sally Leroy," from American International feature film "Wild In The Streets"



Published by SCREEN GEMS/COLUMBIA MUSIC Inc.

Super K, White Whale Enter Prod. Deal

LOS ANGELES—Finalization of arrangements between White Whale Records and Super K Productions, calling for the hot Kasenetz-Katz team

Micro-Mini Disk

In what is probably an industry first, White Whale is releasing a 32 second single. Culled from the "Suddenly One Summer" LP by J.K. & Company, which describes a man's life from birth to death, "Break Of Dawn" has received heavy air play.

Eddie Biscoe, label's promotion director, will leave on a major 10-city tour to meet with distributors regarding the distribution and promotion of the unusual release.

to provide the label with an undisclosed number of singles and albums.

First product under the new agreement, a single from Professor Morrison's Lollipop, "You Got The Love," is already in release. Other acts to

cut for the label are Bobby Jackson, the St. Louis Invisible Marching Band and a fourth group yet to be named.

White Whale toppers Ted Feigin and Lee Lasseff will fly to New York this week (29) for meeting with Kasenetz and Katz to plan extensive promotional and merchandising campaigns for the four acts as well as laying plans for the development of the acts to make them into far reaching recording artists. All four principals will meet with the respective agencies of the groups to lay plans for the forthcoming fall concert and TV seasons.

Kasenetz and Katz stated that "White Whale has displayed a superlative ability to sustain acts and we are happy to be associated with a company that has such enthusiasm and vitality." On the west coast, Feigin and Lasseff commented that "the Super K organization has shown a phenomenal ability to produce saleable merchandise and we are sure that this is only the first step in a long and successful relationship for both companies.

Supremes Swing To Humphrey

NEW YORK—At a recent press conference here, Motown's top act, Diana Ross and the Supremes announced their support for the presidential candidacy of Vice President Hubert Humphrey. The trio, Diana Ross, Mary Wilson and Cindy Birdsong, have become members of the National Entertainers Committee for Humphrey. It serves alongside the Committee on Arts and Letters, already announced, consisting of leading concert artists, conductors and composers.

Other recording artists supporting the Vice President include Frank and Nancy Sinatra, Ed Ames, Soupy Sales, Jane Morgan, Sarah Vaughan and Trini Lopez.

Hangtown Enterprises Debuts On West Coast

BEVERLY HILLS—Hangtown Enterprises, a record production and music publishing firm, has been formed by Lee Majors, star of ABC-TV's "The Big Valley," and Jim Weatherly, a member of the Gordian Knot pop group. The new company is located here at 430 North Rodeo Drive.

Both Majors and Weatherly will write exclusively for Hangtown, and the pair will immediately seek to add other writers, as well as artists, to the company roster. Additionally, Hangtown will be acquiring masters to place with major labels.

McCulloch & Briggs Exit Burdon & Animals

LOS ANGELES—Bass guitarist Danny McCulloch and arranger-guitarist Vic Briggs left the Animals on Friday, July 19. Both had been with Eric Burdon's group since its inception in October 1966.

Suffering from an ulcer caused by "nervous strain", McCulloch has been warned by doctors to stop touring. The musician is preparing an album of original songs to be released on MGM in September. He is currently organizing a backing group for playing dates in the west coast area.

Vic Briggs, 23, who was responsible for the production of the single, "Sky Pilot," and arrangements on Burdon's last three albums, stated:

"I felt I was working below my full potential. I find I can express myself more in arranging and producing." As an independent producer, he will concentrate on McCulloch's albums, and on production for the Yellow Payges. His decided ambition, however, lies in film scores and instrumental numbers.

Eric Burdon, recently-joined member Zoot Money, Barry Jenkins, and Johnny Weider will be joined by two replacement members, yet to be selected.

CashBox Album Plans

ATLANTIC-ATCO—SUPER HIT POWER PROGRAM: 15% discount with 30-60-90 days deferred billing; 100% exchange privilege (stereo for stereo by category).

AUDIO FIDELITY—2 on 10 for entire catalog except for First Component Series. No expiration date.

BELL—2 free with every 10 purchased. No termination date.

DIAMOND—One free for every 5 purchased. Offer continues through Sept.

DUKE-PEACOCK—Buy-7-get-one-free. No expiration date has been set.

FORTUNE—1 free when 6 are purchased in any combination. No time-limit.

GATEWAY—Two free for 10 purchased on entire catalog. No time limit.

JEWEL-PAULA—One free for five purchased on entire catalog. No expiration date.

LITTLE DARLIN'—15% discount on all LP's. Special added 2% for box lots. Until further notice.

ORIGINAL SOUND—15% discount on all LP's—until further notice.

PHILIPS—Discounts on entire catalog. SPM/SPS series are discounted 10%, all other classicals discounted 20%. No expiration date.

PRESTIGE—15% discount on all LP product until further notice.

ROULETTE—15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND—2 free with every 10 purchased. No termination date.

SIMS—3 free with every 10 purchased on entire catalog. No expiration date.

SMASH-FONTANA—Special discounts available through distrib. No expiration date.

TAMLA-MOTOWN-GORDY—Buy-7-get-one-free. No expiration date set.

TOWER—10% discount on all albums. No expiration date.

Wald Joins CSC Mgm't Team

HOLLYWOOD—Jeff Wald, former talent coordinator for George Marienthal Enterprises in Chicago, has joined the management division of Campbell, Silver, Cosby, according to CSC president Roy Silver.

Wald, who has also been affiliated with William Morris, will function in the management area with Bill Cosby, Tiny Tim, Hamilton Camp, and others. He takes his post with CSC on August 1.

Diamond's Soft Shoe Spots

NEW YORK—Uni Record's Neil Diamond just completed work on a series of new national radio spots for Thom McCann, the shoe firm. Produced by Herman Edel & Associates for Doyle Dane & Bernbach, the spot features lyrics by D.D. & B copywriter Marv Honig, with music by recording veteran Mike Stoller.

Scepter Pacts James

NEW YORK—Scepter Records has pacted singer/composer Mark James and has simultaneously released his first single, "Suspicious Minds." A James song, "Eyes Of A New York Woman," is a current chart rider by the label's B.J. Thomas.

James was signed out of Scepter's Houston office. Chips Moman handled productions chores on the artist's debut at his American Recording Sound Studio in Memphis.

Association Puts Pop In Tanglewood Festival

BEVERLY HILLS—The Tanglewood Music Festival in Lenox, Massachusetts, renowned for its classical music concerts, will present the Association this week (31) as the first pop music group to perform at the Festival. The Association was also the first rock group ever to play a major nightclub—The Coconut Grove.

The Association has played in every one of the United States. They have been recording a new single and left last week (25) on their summer tour, which started in Salt Lake City. The group will hit 24 cities, including Baltimore, Atlantic City, New Haven, and Chicago.



ELEVENTH GOLD RECORD for Glenn Miller material was recently presented to the late orchestra leader's estate for the million-selling album "Glenn Miller Plays Selections from 'The Glenn Miller Story.'" Making the presentation of this new gold album, Norman Racusin, vp & gm of RCA's record division, delivers the RIAA certification award to David MacKay, lawyer for the Miller estate.



STANDING ON THE CORNER—Of Haight-Ashbury is Sandy Harbin, former Dot promotion man. Harbin, currently promoting Beverly Garland's debut on Blue River Records, "A Letter To My Runaway Child," is taking the anti-drug narrative to the place where it will do the most good, San Francisco's famous hippie district. Song was written by veteran tunesmith Marian Kay.

Soul Explosion!

Sam & Dave

**“CAN'T
YOU
FIND
ANOTHER
WAY”**

(OF DOING IT)

Atlantic 2540



Produced by

ISSAC HAYES & DAVID PORTER

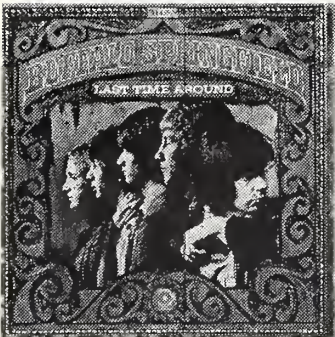


Pop Picks



WAITING FOR THE SUN—Doors—Elektra EKS 74024

The Doors are already beginning to make a tremendous impact with this album, which has hit the charts at #62. The group's usually frantic sound has been toned down for the most part for this set, and a new emphasis on lyrics has been added. The Doors seem to be successfully avoiding the dangers of repetition, and their fans should be greatly pleased.



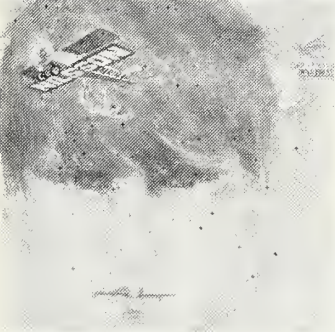
LAST TIME AROUND—Buffalo Springfield —Atco SD33-256

The third and last album from the original Buffalo Springfield, a long awaited set in many quarters, has already achieved chart status. While retaining a strong creative identity, the quintet manages, on the set, to produce ultra-commercial sides with wide appeal. Among the dozen tunes on the LP are "Uno Mundo," their last single, and "I Am A Child" and "Questions," both worthy of single release, and "The Hour Of Not Quite Rain." Worth a window display.



A MAN WITHOUT LOVE—Engelbert Humperdinck—Parrott PAS 71022

Songster Engelbert Humperdinck has enjoyed consistent chart success with his singles and LP's, and this set promises to be heavily charted as well. The title tune, a recent Top 100 entry for the artist, "A Man And A Woman," "Up, Up And Away," and "By The Time I Get To Phoenix" are among the melodies to which the chanter gives vital, rich readings. Watch this one go.



AERIAL BALLET—Nilsson—RCA LPM/LSP—3956

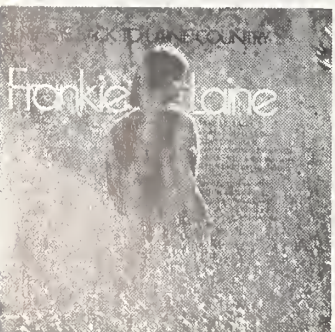
Beatle John Lennon's endorsement of Nilsson has helped boost the talented young singer from the realms of the underground to the fields of the best-selling album charts. This second effort by Nilsson finds the artist interpreting 12 numbers, 11 of them self-compositions. The 12th, a Fred Neil song, "Everybody's Talking," is currently stirring up noise as a single. Other noteworthy tunes include "Mr. Richland's Favorite Songs" and "Together." Cover art should help rack sales.

Pop Best Bets



WHAT THE WORLD NEEDS NOW IS LOVE—Staple Singers—Epic BN 26373

The Staple Singers, a family of gospel singers, render an LP of tunes filled with dynamism and spiritual fervor. In addition to the title song, the group offers "Place In The Sun," "Crying In The Chapel," Bob Dylan's "A Hard Rain's A-Gonna Fall," and seven others. The soaring harmonies on this album make for a rich listening experience, and this disk should strike a responsive chord with an appreciable audience.



TAKE ME BACK TO LAINE COUNTRY—Frankie Laine—ABC ABCS-657

Frankie Laine should please his numerous fans with his latest album. Operating at the top of his form on each selection, the vet songster lends his talents to 12 powerhouse selections, among them "Take Me Back," "The Wayward Wind," "By The Time I Get To Phoenix," and "Little Green Love." Could be a healthy amount of sales action in store for this set. Keep tabs on it.



FOR LOVE OF IVY—Original Soundtrack—ABC ABCS-OC-7

A lot of talent went into the making of this soundtrack LP from the film "For Love Of Ivy," starring Sidney Poitier and Abbey Lincoln. Quincy Jones has composed some lightly swinging, jazzy music which he also conducts. B. B. King sings two blues tunes in fine style and plays a guitar solo. Cashman, Pistilli & West vocalize on two songs to which they wrote the lyrics. Shirley Horn sings the end title in a smooth, smoky manner. Here's a set which stands on its own most impressively.



CURTAIN TIME—Jack Jones—Kapp KS 3566

Chanter Jack Jones, now recording for RCA Victor, is represented on this Kapp LP in a performance of top Broadway show tunes. Jones lends his warm, romantic voice to such showstoppers as "People Will Say We're In Love," "I Love Paris," "It Never Entered My Mind," and "A Lot Of Lovin' To Do." The artist's fans should greet this offering with enthusiasm.



LA LA LA (HE GIVES ME LOVE)—Raymond Lefevre—Four Corners FCS 4250

Leading off with the recent Eurovision winner, "La La La," (also a recent single entry from Lefevre), the popular French instrumentalist turns in a winning performance which should see strong sales. Among the 11 tunes on the album are such recent hits as "The Last Waltz," "Delilah," "I'm Coming Home," "The World We Knew," and "San Francisco (Be Sure To Wear Some Flowers In Your Hair)." Also included is the English, international hit, "Days Of Pearly Spencer." Expect good reaction.



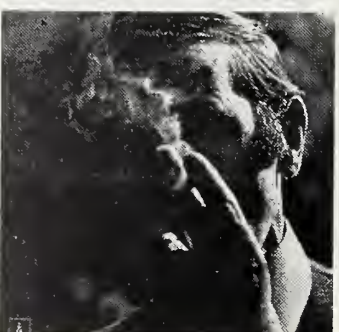
THE THOMAS CROWN AFFAIR—Original Motion Picture Score—United Artists UAL 4182/UAS 5182

Michel Legrand, one of the top composers of film music, has written and conducted the music for the Mirisch Corporation motion picture, "The Thomas Crown Affair." The film stars Steve McQueen and Fay Dunaway, and concerns a robbery undertaken by a man who already has everything. "Theme From The Thomas Crown Affair (The Windmills Of Your Mind)" is sung by Noel Harrison, and Legrand sings "His Eyes, Her Eyes." The music is stylish and effervescent, and this set should do quite well.



MAURICE CHEVALIER AT 80—Epic FXS 15117

Still going strong, the internationally famed French entertainer is showcased on a powerful entry from Epic, featuring his multilingual talents. One side finds Chevalier crooning in French, on such songs as "If That's Papa's Music," "If I Were Santa Claus," and "Good Year." Side two features a French-English medley of six recent international hits, among which are "A Man And A Woman" and "What Now My Love," and several selections in English. Should do well.



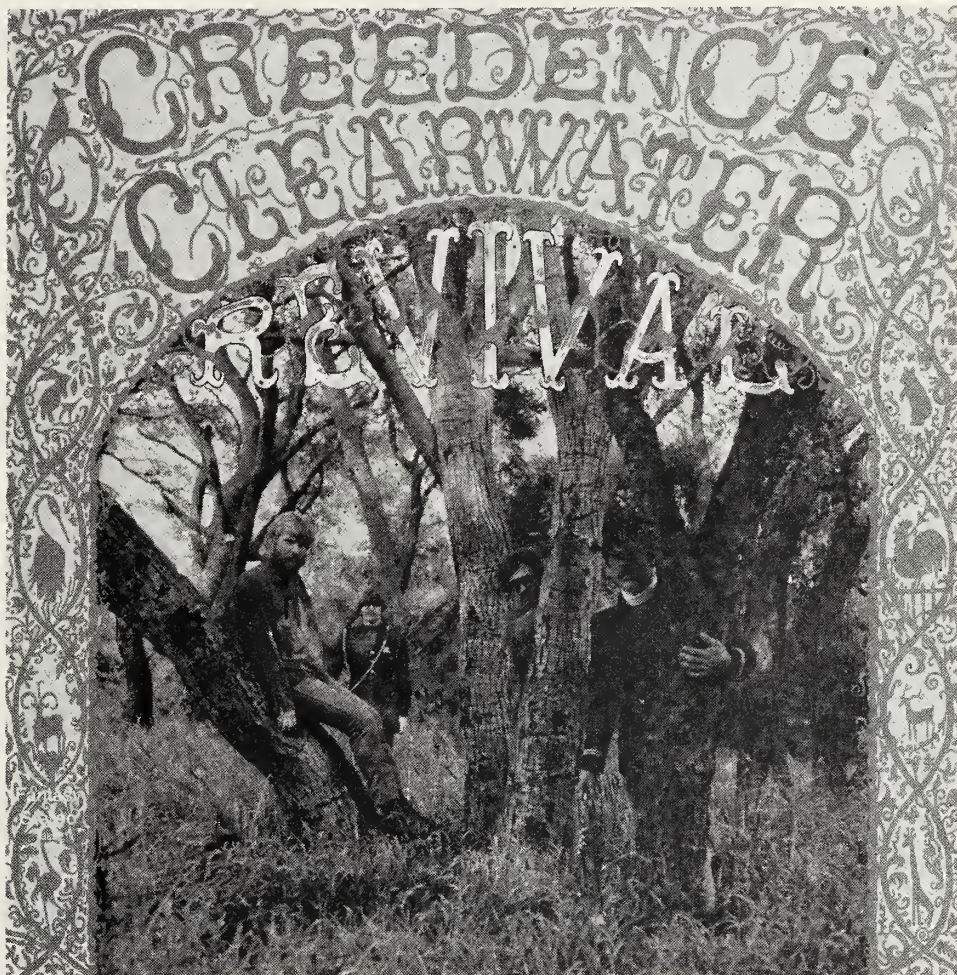
CHARLES AZNAVOUR CANTA EN ESPAÑOL, VOLUMEN 2—Monument SLP 18098

French chanter Charles Aznavour's first album in the Spanish language created a sales stir, and this second set should also find appeal with Spanish and English speaking Aznavour fans, of which there are many. An extra sales point on this album is the presence of Paul "Love Is Blue" Mauriat in the role of arranger and conductor. As usual, Aznavour handles his material with a style that effectively breaks down any language barriers.

The Shock OF RECOGNITION

**"FOR GENIUS ALL OVER THE
WORLD STANDS HAND IN
HAND AND ONE SHOCK OF
RECOGNITION RUNS THE
WHOLE CIRCLE ROUND."**

—HERMAN MELVILLE



"CREEDENCE CLEARWATER REVIVAL"

FANTASY 8382

The instant shock of recognition travelled throughout the United States literally from coast to coast and from border to border. To and from people like Tom Donahue, Bob McClay, Allen Stone, Tony Pigg, Milan Melvin, Bob Prescott, Hy Lit, John Small, Terry Chess, Jerry Cohen, Marv Jacobs, Howie Ring, Stefan Poniek, Bob Postle, Edward Bear, George Hocutt, and Tony Jacobs. From the trade papers: **BILLBOARD:** "Hit Pick." **CASH BOX:** "It's a power house. 'I Put a Spell on You' is one of the most potent rock sides we've ever heard . . . a smash."

"MINGUS AT MONTEREY"

JWS 1 & 2

Truly a world wide shock of recognition for one of the greatest jazz performances in history. **TIME**, **NEWSWEEK**, **DOWN BEAT**, **BILLBOARD**, and **CASH BOX** all found a common meeting ground in reviewing this epoch-making day for jazz. **TIME:** "The greatest virtuoso ever to thump a bass fiddle . . . must be ranked among the greatest jazz composers . . . A THUNDEROUS OVATION." **CASH BOX:** "A big one." **NEWSWEEK:** "Held everyone spellbound. The audience roared their approval over and over." **BILLBOARD:** "A great moment in jazz." **DOWN BEAT:** "The large audience went wild with enthusiasm and Mingus deserved it."



Pop Best Bets



THE LOOK OF LOVE—Stanley Turrentine—Blue Note BST 84286

Utilizing a string background for the first time, tenor sax man Stanley Turrentine, together with a strong group, tackles 10 strong tunes, including three of the most recorded songs in recent months, "This Guy's In Love With You," "MacArthur Park," and the title tune. Along with the Beatles' "Here There And Everywhere," other good numbers include "Blues For Stan" and "Emily." Always a good jazz seller, Turrentine could crack the pop market with this set.



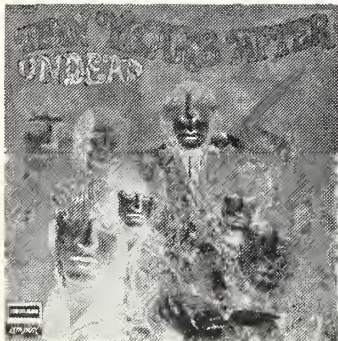
PRESENT TENSE—Sagittarius—Columbia CS 9644

Sagittarius could establish a sizable reputation with this album. The group comes across with some highly inventive rock sounds, particularly on such tracks as "My World Fell Down," "Hotel Indiscreet," "I'm Not Living Here," and "The Truth Is Not Real." With the proper exposure, "Present Tense" might well become a chart item. Give it a careful listen.



THE WIND IN THE WILLOWS—Capitol SKAO 2956

The Wind in the Willows, who have taken their name from Kenneth Grahame's children's book, serve up a set of gentle, infectious rock tunes. One of the tracks is a reading from the book. The Willows have written most of the melodies on the LP, including "Moments Spent," "The Friendly Lion," and "Little People." This most appealing album could create considerable interest in the group.



UNDEAD—Ten Years After—Deram DES 18016

Creating quite a storm on the "live" circuit in their native England, and set for an American tour very shortly, Ten Years After has a promising future. On their second LP, the group's sound, a combination of rock and swing, was captured live on Woody Herman's "Woodchopper's Ball," Gershwin's "Summertime" (in medley with a group original entitled "Shantung Cabbage"), and three other originals, all over 6 minutes. Underground FM play and personal appearances could produce healthy sales.



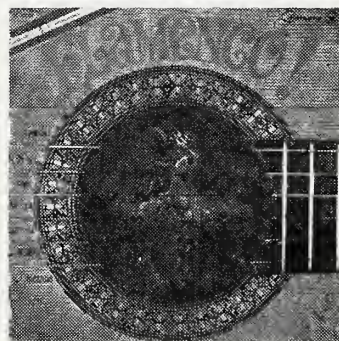
I CAN REMEMBER EVERYTHING—Jennifer—Parrot PAS 71020

Set for a series of spots on the Summer Brothers Smothers Show, and backed by an intensive promotion by the London organization, Jennifer (Warren) could be headed for success with her debut effort. Lark's unusual voice is complimented by inventive arrangements on a strong collection of material which cannot be categorized. Effective numbers include the Jagger-Richard "I'm Waiting," the Bee Gees' "Close Another Door," and Jennifer's current single, "Chelsea Morning."



WEST—Epic BN 26380

Not quite rock, not quite folk, almost close to good music, West could pick up play on a variety of formats and appeal to buyers of all tastes and ages. Group, which varies in size from four to six members, handles material from Dylan ("Just Like Tom Thumb's Blues" and "Baby You Been On My Mind"), Fred Neil, ("Dolphins" and "Everybody's Talkin'"), and Ian & Sylvia, ("Four Strong Winds") with care, and also turns in some fine original numbers, among them "Donald Duck" and "Summer Flower."



FLAMENCO!—Various Artists—Command RS 931 SD

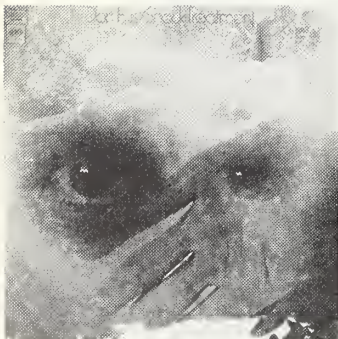
Seven distinguished Flamenco guitarists are spotlighted on this package, the first in a series of Command International Music of the World albums. The artists are Sabicas, Serranito, Manuel Cano, Luis Maravilla, Pepe Martinez, Mechor de Marchena, and Nini Ricardo. This fine disk should have great appeal for Flamenco fanciers.



TOOTS—Toots Thielemans—Command RS 930 SD

Through the process of overdubbing, Toots Thielemans is recorded on this set playing guitar and harmonica at the same time. Thielemans gives spirited interpretation to such familiar tunes as "O Susannah," "I Can't Get Started," "I'm Beginning To See The Light," and "Lover Man." This swinging, festive album could see plentiful sales activity.

Jazz Picks



SHOCK TREATMENT—Don Ellis—Columbia CS 9668

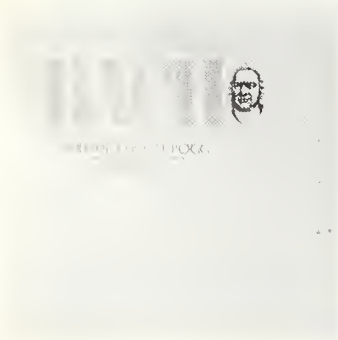
The electrified big band jazz sounds of Don Ellis are fresh and exciting, and this album should appeal to a wide variety of listeners, not all of them jazz buffs. Ellis composed five of the selections on the set, and he plays trumpet throughout, offering many fine solos. Should be a nice amount of action in the cards for this LP.



EAST!—Pat Martino—Prestige 7562

Pat Martino is a guitarist of great virtuosity, and he could, within the next few years, establish a reputation as one of the best axe men in the business. The feature track on his latest album is a long (12:40) Indian-flavored number called "East," written by Tyrone Brown, who plays bass on the piece. The rest of the set is good, straight jazz. Martino plays excellently throughout. "East!" should go over well in jazz circles.

Classical Picks



BACH: THE COMPLETE ORGAN MUSIC, VOL. 3—Lionel Rogg—Epic B3C 173

This third volume in Swiss organist Lionel Rogg's series, "Bach: The Complete Organ Music," contains six preludes and fugues, three sets of chorale partitas and eight chorales. Throughout the entire three-record set, Rogg demonstrates great technical skill and a sensitive understanding of Bach's music. Many Bach devotees will undoubtedly want to own this album.



SCHOECK: NOTTURNO/BARBER: DOVER BEACH—Fischer—Dieskau/Julliard Quartet—Columbia KS 7131

Baritone Dietrich Fischer-Dieskau and the Julliard String Quartet perform two striking modern works on this album: "Notturmo," a five movement song cycle by the Swiss composer Othmar Schoeck (1886-1957), and "Dover Beach," by American composer Samuel Barber (born 1910). "Notturmo," composed during the years 1931-33, is a serious, melancholy work. Barber's setting, written in 1931, of Matthew Arnold's famous poem, is sensitive and lyrical. Excellent album.



CLASSICAL GAS—might be Mozart's comment on the sales success of his second movement for the Concerto No. 21 in C Major, K. 467, now better known as the theme from Sweden's "Elvira Madigan." Commemorating the sales success achieved for the concerto through DGG's recording featuring pianist Geza Anda, Deutsche Gram-

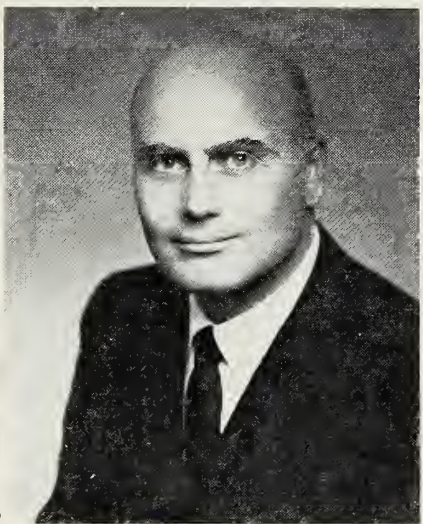
mophon's national sales manager Sid Love presented plaques to Harry Lew, head of Stanley-Lewis Distributors (DGG's distributor in the NYC area), and Morrie Price, MGM's recently appointed coordinator for rack jobber relations, operating out of Los Angeles.

March Joins MGM As Controller

NEW YORK—The appointment of Nathaniel March to the post of controller of MGM Records was announced by label president Mort Nasatir.

Prior to joining the MGM label, March was associated with Kapp Records for nine years in the capacities of controller and then as executive vice president and treasurer of that company. Before entering the record business, March also held the position of controller for the Brass Rail organization.

March is a certified public accountant, a graduate of Columbia College and the Columbia School of Business. He resides in New York City with his wife and son.



Nathaniel March

CRDC Ups 2 Admen

HOLLYWOOD—Jack Schnyder has been promoted to the post of advertising manager at Capitol Records Distributing Corp., according to an announcement by CRDC vice president and general manager Bob Yorke. The advertising department was recently created to provide specialized advertising, graphics and merchandising services for the CRDC marketing organization. Schnyder will report directly to Yorke.

In a coordinated move, Lew Marchese has been promoted to production manager within the advertising department. Marchese will be responsible for purchasing, traffic, and production of all graphics and merchandising materials created in merchandising and will report to Schnyder.

KHJ's Tripp Dead at 39

HOLLYWOOD—Bobby Tripp, top air personality at KHJ-Los Angeles, died of complications from a chronic blood disease on July 19 at U.C.L.A. Medical Center. He was 39.

Tripp, born in Oak Lynn, N.J., began his radio career in Atlantic City under the name of Bobby Mitchell and quickly moved to prominence with WPEN and WIBG in Philadelphia. Prior to joining the KHJ staff a year and a half ago, Tripp was a top personality at KYA-San Francisco. While in the Bay Area, Tripp launched many popular music groups on their way to stardom, as well as producing numerous concerts featuring such entertainers as the Beatles.

He is survived by his wife, Joyce, and five children. Funeral services were held in Cherry Hill, N.J., the present home of his parents.

The family, and KHJ request that, in lieu of flowers, contributions be made in the name of Bobby Tripp to the U.C.L.A. School of Medicine, Blood Research Fund.

Channing & Bailey In 2-Woman TV'er

NEW YORK—A two-woman show for one of Carol Channing's two TV specials for the ABC network this season will star Miss Channing, who won the Tony Award for her title role in "Hello, Dolly!" and Pearl Bailey, current star of the smash Broadway musical. The announcement was made by Leonard Goldberg, ABC-TV vice president in charge of TV network programming.

Miss Channing's other special will star Carol Burnett and Danny Thomas.

The two specials, to be taped later this year for telecast in 1969, will be produced and written by Saul Ilson and Ernest Chambers and directed by Clark Jones. Ilson and Chambers, whose credits include the popular "Smothers Brothers Comedy Hour," were recently signed by ABC to create new series program ideas and to produce a number of network specials.

Coincidentally, after working with Ilson on an early TV special and with Chambers in "Show Girl" on Broadway, Carol Channing encouraged them individually to go to Hollywood, where they subsequently met and began working in tandem.

The specials mark Miss Channing's second and third appearances on ABC-TV since her successful inaugural special, "Carol Channing and Her 101 Men," earlier this year.

DGC Enters Autumn With 7 Albums

NEW YORK—Deutsche Grammophon is moving into a pre-fall season with the release of seven albums for August. Now being prepared for shipment, the packages include recordings marking the debut of Charles Munch with the label; a new stereo recording of "Carmina Burana" by Eugen Jochum who was the first to record the opus; two new works by Hans Werner Henze and the completion of Herbert von Karajan's performances of Sibelius' symphonies.

The complete release will contain: Munch's debut in a performance of Berlioz' "Requiem (Grande Messe des Morts, Op. 5) as a sampling of the French impressionistic works that have become the cornerstone of Munch's reputation. Peter Schreier is featured as tenor soloist with the Bavarian Radio Chorus & Orchestra.

Mager Joins Viewlex As Pressing Director

NEW YORK—Mel Mager, formerly production manager and coordinator with Abbey Record Manufacturing, has joined Viewlex as director of their custom pressing division.

Viewlex, involved in the audio-visual and educational fields, is owner and operator of Allentown Records, Allentown, Pa., Sonic Recording Productions, Holbrook, L.I., and American Record Pressing, Owosso, Mich. Prior to his 9 year stint with Abbey, Mager was associated with Westminster Records.

Mager will be working directly with Sandy Wartell, president of Allentown Records and a member of the executive group of Viewlex. Together they will be servicing and soliciting custom pressing accounts. "They key to my new position," Mager stated, "lies in combining the need for a close relationship between production and customer service, thus affording the account much tighter control and efficiency."

Mager will be operating out of the firm's New York office at 330 West 58th St.

RCA Raises 'Bridge'

NEW YORK—"London Bridge Is Coming Down," an updated version of the old childrens favorite which now deals with the sale and shipment of the historic landmark to the McCulloch Oil Corp. in Arizona, is the new release by the Spectrum on RCA. Label is rush-releasing the deck, penned by the group's manager.

Also in the August product are: Eugen Jochum with "Carmina Burana" by Orff with soloists Gundula Janowitz, Gerhard Stolze and Dietrich Fischer-Dieskau; a package of Hans Werner Henze "The Sicilian Muses" and "Moralities" with liner notes by the composer; Herbert von Karajan conducting the 6th and 7th Symphonies by Sibelius to complete his recordings of the composer's symphonic canon; a performance of the seldom recorded Brahms "Serenade No. 2 in A Major" with the "Academic Festival Overture" conducted by Claudio Abbado; "Romantic Duets" with Evelyn Lear and Thomas Stewart with Erik Werba at the piano; and the Drolc Quartet's readings of Debussy's String Quartet in G Minor and Ravel's String Quartet in F Major.

AFA Opens in Chicago, Adds Three New Execs

NEW YORK—The growing acceptance of contemporary music, especially in the college concert field, has brought about three new executive appointments at Ashley Famous Agency.

Ted Ashley, president of AFA, in making the announcement, stated "These appointments are designed to further strengthen our company's position in the contemporary music areas and is a continuing effort on our part to extend our service and effectiveness worldwide."

Todd Shiffman, who for the past four years has been a vice president with the Agency for the Performing Arts in California, joins AFA to head its college concert department on the West Coast.

Bob Bonis, currently with GAC in Chicago will establish and head up a Chicago office for AFA. Although Bonis will concentrate his efforts on college concerts, he will also work in other areas of personal appearances, including cafes, fairs and promotion. The new Chicago office now gives AFA an important outlet in servicing the Mid-West.

David Geffen, who recently joined AFA from William Morris, will supervise the college concert department for the Eastern territory, operating out of the New York office of AFA.



STANDING ON THE OUTSIDE of the ring, a small circle of friends watch Brenda Jo Harris sign her exclusive recording contract with Roulette Records. Putting a rush on her first release, Roulette has prepared a single, "Standing on the Outside" to be sent into distribution by the end of the week. At the ceremony with Miss Benson are (from left): Marge

Monahan or Suron Productions; Morris Levy, Roulette president; Suron's Susan Leonard; "Red" Schwartz, national sales manager for the label; Johnny Harris, Brenda Jo's father and manager; and Ronny Savoy, who first heard the songstress at a church in Newark and has produced her first recording through Suron.

Talent On Stage

ALIZA KASHI

ROYAL BOX, AMERICANA HOTEL, NEW YORK—Aliza Kashi, the Israeli lark who has gained a considerable following as a result of frequent appearances on the Merv Griffin TV'er, proved to be a charming as well as polished nite-club performer in her opening at the Royal Box last week. Bedecked in a specially designed silver lame gown that converted into a mini-skirt, cape, culottes, as well as a few other fashionable configurations, the Jubilee recording artist handled herself confidently as she performed a dozen or so songs ranging from "I Didn't Know What Time It Was," to "If I Were A Rich Man" to "Born Free." She has a strong voice and can sell a dramatic lyric. She conversed with the audience continually and had them responding to her every request for a reply. She was particularly effective on foreign language material such as "Cuando Caliente El Sol" and "Mala Femina." And surprised everyone by not singing a single Israeli or Hebrew song. She opened her version

of the "Wiffenpoof Song" with Hebrew lyrics which broke up the crowd.

Aliza displayed a tremendous sense of humor and handled herself superbly when one guest decided to press his request for a Hebrew song by telling Aliza what he wanted to hear. It is understandable that the guest felt he had every right to talk to her from his table since Aliza engages in so much conversation with people surrounding the stage that one feels he's her pal by mid-way thru the show.

The only song that didn't lend itself to Miss Kashi's talents was "By The Time I Get To Phoenix." Because of its folk flavor and because it is typically American, (referring to such places as Phoenix, Albuquerque and Oklahoma) her Continental accent just didn't sit well with these names and was a bit distracting. Some coaching on the proper pronunciation of these cities can clear up this distraction.

Aliza is a pro and will undoubtedly enjoy a long and successful night club career in America.



HOUSE PACKERS at the opening night of Phil Flowers' run at New York's Arthur included WWRL's Jerry "B" and his wife (shown top left) with Mickey Addy, Dot Records' promotion manager and sales manager Murry Kaplan. Flowers himself was offered congratulations by Len Chapman, Dot's director of eastern operations, and Larry Finn, purchasing exec for E.J. Korvette's record department (top right). Bottom row shows the artist at work with a full floor of dancers and after the show with Sybil & Jordan Christopher, proprietors of the discotheque, Addy, Chapman; manager Ron Shifrin, and promoman Moe Shulman can be seen in the back row.



Backstage Beaus

Congratulations in order were delivered by a handful of men flanking Grace Markay on her New York debut at the Persian Room of the Plaza Hotel recently. At the reception the backstage beau lineup included (from left) Capitol's district promo manager Joe Maimone; dist. sales manager Ralph Schechtman; vp of eastern operations Tom Morgan, Miss Markay's manager G. David Schine and Capitol division manager Charlie Nuccio.

John Kurland Assoc. Names Friedman VP

NEW YORK—John Kurland Associates has appointed Michael Friedman executive vice president. The firm is a management company representing the Nazz, singer Chris Crosby, and singer-composers Barry Mann and Cynthia Weil.

In May of 1967, Friedman joined Ivor Associates, a public relations firm operated by Kurland, and in collaboration with Kurland and the firm's west coast representative, Ron Tepper, he was involved with clients such as the Mamas and the Papas, Bobbie Gentry, Glen Campbell, and those artists on the roster of the Atlantic Recording Corp. Prior to joining Ivor Associates, Friedman was an account executive for J. Walter Thompson in New York. He

Audio Devices Ups Saccacio

NEW YORK—Dominick Saccacio has been promoted to product manager for cartridges, cassettes and lube tape, as well as sound tape, with Audio Devices, according to the firm's vice president Herman Kornbrodt.

With the firm since 1961, Saccacio served in the production department before entering the marketing division as product manager for sound tape only.

joined that firm in 1965 after graduation from the University of Arizona.

Friedman, in collaboration with the Nazz, produced both sides of that group's new single on SGC Records, "Open My Eyes" and "Hello Its Me". While in college he managed a rock group called the Magic Mushroom which recorded for Warner Bros.

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TOP 100 Albums

AUGUST 3, 1968

- | | | | | | | | | | | | |
|----|--|--|----|----|---|--|----|-----|--|---|-----|
| 1 | WHEELS OF FIRE | Cream (Atco SD 2-700) | 1 | 33 | TO RUSSELL, MY BROTHER
WHOM I SLEPT WITH | Bill Cosby (Warner Bros./Seven Arts WS 1734) | 33 | 66 | DIANA ROSS & THE SUPREMES
GREATEST HITS | Motown M/MS 2-663 | 65 |
| 2 | BOOKENDS | Simon & Garfunkel (Columbia KC 9529) | 2 | 34 | BIRTHDAY | The Association (Warner Bros./Seven Arts WS 1733) | 27 | 67 | SOUND OF MUSIC | Original Soundtrack (RCA Victor LOCD/LOSD 2005) | 66 |
| 3 | THE BEAT OF THE BRASS | Herb Alpert & Tijuana Brass (A&M-SP 4146) | 3 | 35 | SPEEDWAY | Elvis Presley-Original Soundtrack
(RCA Victor LPM/LSP 3989) | 36 | 68 | THE ROMANTIC WORLD OF
EDDY ARNOLD | (RCA Victor LSP 4009) | 72 |
| 4 | ARETHA NOW | Aretha Franklin (Atlantic SD 8186) | 8 | 36 | SOUNDS OF SILENCE | Simon & Garfunkel (Columbia CL 2469/CS 9269) | 29 | 69 | THE DOCK OF THE BAY | Otis Redding (Volt S-419) | 57 |
| 5 | THE RASCAL'S GREATEST HITS
TIME PEACE | (Atlantic SD 8190) | 7 | 37 | FEVER ZONE | Tom Jones (Parrot PAS 71019) | 37 | 70 | REACH OUT | Burt Bacharach A&M 131/SP 4131) | 68 |
| 6 | LOOK AROUND | Sergio Mendes & Brasil '66 (A&M-SP 4137) | 4 | 38 | A NEW PLACE IN THE SUN | Glen Campbell (Capitol ST 2907) | 40 | 71 | THE TIME HAS COME | Chambers Bros. (Columbia CL 2722/CS 9522) | 78 |
| 7 | DISRAELI GEARS | Cream (Atco 232/SD 232) | 9 | 39 | MUSIC FROM FISTFUL OF
DOLLARS ETC. | Hugo Montenegro (RCA Victor LPM/LSP 3927) | 32 | 72 | MAGICAL MYSTERY TOUR | Beatles (Capitol MAL/SMAL 2835) | 77 |
| 8 | THE GRADUATE | Original Soundtrack (Columbia OS 3180) | 6 | 40 | THE IMMORTAL OTIS REDDING | (Atco 252) | 50 | 73 | BY THE TIME I GET TO PHOENIX | Glen Campbell (Capitol T/ST 2851) | 76 |
| 9 | A TRAMP SHINING | Richard Harris (Dunhill DS 50032) | 5 | 41 | BLOOMING HITS | Paul Mauriat (Philips PHM 200-248/PHS 600-248) | 39 | 74 | SMOKEY ROBINSON & THE
MIRACLES GREATEST HITS VOL. 2 | Tamla T/TS 280) | 81 |
| 10 | REALIZATION | Johnny Rivers (Imperial LP 12372) | 15 | 42 | DOWN HERE ON THE GROUND | Wes Montgomery (A&M LP 3006) | 38 | 75 | CHILDREN OF THE FUTURE | Steve Miller Band (Capitol SKOA 2920) | 80 |
| 11 | STEPPENWOLF | (Dunhill D/S 50029) | 30 | 43 | HELLO DUMMY | Don Rickles (Warner Bros./Seven Arts WS 1745) | 44 | 76 | A DAY IN THE LIFE | Wes Montgomery (A&M 2001/3001) | 83 |
| 12 | YOUNG GIRL | Gary Puckett & The Union Gap (Columbia CS 9664) | 13 | 44 | AXIS: BOLD AS LOVE | Jimi Hendrix Experience (Reprise RS 6281) | 42 | 77 | LIKE TO GET TO KNOW YOU | Spanky & Our Gang (Mercury SR 61161) | 74 |
| 13 | I WISH IT WOULD RAIN | Temptations (Gordy GS 927) | 16 | 45 | FELICIANO | Jose Feliciano (RCA Victor LPM/LSP 3957) | 61 | 78 | STRANGE DAYS | Doors (Elektra EKS 74014) | 90 |
| 14 | ARE YOU EXPERIENCED | Jimi Hendrix Experience (Reprise R/RS 6261) | 18 | 46 | LOVE IS BLUE | Johnny Mathis (Columbia CS 9637) | 51 | 79 | HEAVY | Iron Butterfly (Atco 227/SD 227) | 86 |
| 15 | RENAISSANCE | Vanilla Fudge (Atco 244) | 19 | 47 | TOGETHER | Country Joe & The Fish (Vanguard 79277) | 75 | 80 | THE SUPER HITS VOL. 2 | Various Artists (Atlantic SD 8188) | 82 |
| 16 | JOHNNY CASH AT FOLSOM
PRISON | (Columbia CS 9639) | 20 | 48 | THERE IS | Dells (Cadet LP/LSP 804) | 53 | 81 | THE HAPPENINGS GOLDEN HITS | (8. T. Puppy 8TPS 1004) | 85 |
| 17 | HONEY | Andy Williams (Columbia CS 9662) | 14 | 49 | DAYS OF FUTURE PASSED | The Moody Blues (Deram DE 16012/DE 3 18012) | 49 | 82 | HICKORY HOLLER REVISITED | O. C. Smith (Columbia CS 9680) | 84 |
| 18 | THE BIRDS THE BEES &
THE MONKEES | (Colgems COM/COS 109) | 11 | 50 | IN-A-GADDA-DA-VIDA | Iron Butterfly (Atco 250) | 63 | 83 | BAPTISM | Joan Baez (Vanguard VSD-79275) | 87 |
| 19 | HONEY | Bobby Goldsboro (United Artists UAS 6642) | 10 | 51 | EASY | Nancy Wilson (Capitol ST 2909) | 55 | 84 | HAIR | Original Cast (RCA Victor LS 01150) | 88 |
| 20 | THE PROMISE OF A FUTURE | Hugh Masekela (UNI 73028) | 21 | 52 | A LONG TIME COMIN' | Electric Flag (Columbia CS 9577) | 52 | 85 | 2001 A SPACE ODYSSEY | Original Soundtrack (MGM S 1E-13) | 89 |
| 21 | PAPAS & MAMAS | (Dunhill DS 50031) | 22 | 53 | WILD IN THE STREETS | Original Soundtrack (Tower 5307) | 67 | 86 | LAST TIME AROUND | Buffalo Springfield (Atco SD 256) | — |
| 22 | PARSLEY, SAGE, ROSEMARY &
THYME | Simon & Garfunkel (Columbia CL 2563/CS 9363) | 12 | 54 | JOURNEY TO THE CENTER
OF THE MIND | Amboy Dukes (Mainstream S 6112) | 58 | 87 | TIMELESS | Frankie Valli (Philips PHS 600-274) | 115 |
| 23 | LADY SOUL | Aretha Franklin (Atlantic 8167/SD 8167) | 23 | 55 | WOW | Moby Grape (Columbia CX 3) | 41 | 88 | FRESH CREAM | Cream (Atco 206/SD 206) | 96 |
| 24 | GOD BLESS TINY TIM | (Reprise RS 6292) | 17 | 56 | QUICKSILVER MESSENGER
SERVICE | (Capitol ST 2904) | 59 | 89 | COWBOYS TO GIRLS | Intruders (Gamble 5004) | 93 |
| 25 | DONOVAN IN CONCERT | (Epic 8N 26386) | 54 | 57 | DR. ZHIVAGO | Original Soundtrack (MGM E/ES 6 CT) | 47 | 90 | VANILLA FUDGE | (Atco 224/SD 224) | 97 |
| 26 | THE GOOD, THE BAD,
THE UGLY | Original Soundtrack (United Artists UAL 4172/UAS 5172) | 24 | 58 | FRIENDS | Beach Boys (Capitol ST 2895) | 60 | 91 | YOU'RE GOOD FOR ME | Lou Rawls (Capitol ST 2927) | 95 |
| 27 | DEAN MARTIN'S GREATEST HITS
VOL. 1 | (Reprise RS 6301) | 26 | 59 | ELECTRIFYING EDDIE HARRIS | (Atlantic (SD) 1495) | 48 | 92 | HANG 'EM HIGH | Hugo Montenegro (RCA Victor LSP 4022) | 94 |
| 28 | THE UNICORN | Irish Rovers (Decca DL 4951/DLS 74951) | 25 | 60 | HEY, LITTLE ONE | Glen Campbell (Capitol ST 2848) | 35 | 93 | I LOVE YOU | People (Capitol 2924) | — |
| 29 | THE DOORS | (Elektra EK 4007 EKS 7407) | 34 | 61 | STEVIE WONDER'S GREATEST
HITS | (Tamla TS 282) | 43 | 94 | TWAIN SHALL MEET | Animals (MGM) SE 4537) | 91 |
| 30 | MAURIAT MAGIC | Paul Mauriat (Philips 600-270) | 28 | 62 | WAITING FOR THE SUNSHINE | Doors (Elektra EKS 74024) | — | 95 | THE HORSE | Ventures (Liberty LST 8057) | — |
| 31 | THE MASON WILLIAMS
PHONOGRAPH RECORD | Mason Williams (Warner Bros. 1729) | 62 | 63 | GOIN' OUT OF MY HEAD | Lettermen (Capitol ST 2865) | 45 | 96 | MONY MONY | Tommy James & Shondells (Roulette SR 42012) | — |
| 32 | HONEY | Ray Conniff (Columbia CS 9661) | 31 | 64 | CAMELOT | Original Soundtrack (Warner Bros. 8/8S 1712) | 46 | 97 | APOLOGIZE | Ed Ames (RCA Victor LSP 4028) | 98 |
| | | | | 65 | REFLECTIONS | Diana Ross & The Supremes (Motown MS 665) | 56 | 98 | THE SOUL GOES ON | Jerry Butler (Mercury SR 61171) | — |
| | | | | | | | | 99 | AERIAL BALLET | Nilsson (RCA Victor LSP 3956) | — |
| | | | | | | | | 100 | NEIL DIAMOND'S GREATEST HITS | (Bang BLPS 219) | 92 |

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| 101 | THIS GUY'S IN LOVE WITH YOU | Jerry Vale (Columbia CS 9694) |
| 102 | TAKE GOOD CARE OF MY BABY | Bobby Vinton (Epic 8N 26382) |
| 103 | SILVER APPLES | (Kapp KS 3562) |
| 104 | A PORTRAIT OF RAY | Ray Charles (Tangerine ABCS 625) |
| 105 | CHILD IS FATHER TO THE MAN | Blood, Sweat & Tears (Columbia CS 9619) |
| 106 | HANG 'EM HIGH | Original Soundtrack (United Artist UAS 5179) |
| 107 | THE MIDNIGHT MOVER | Wilson Pickett (Atlantic SD-8183) |
| 108 | MR. FANTASY | Traffic (United Artists UAL 6351/UAS 6651) |
| 109 | THE SAVAGE SEVEN | Original Soundtrack (Atco SD 245) |
| 110 | TANGO | Mantovani (London PS 532) |
| 111 | 4 TOPS GREATEST HITS | (Motown M/S 622) |

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|-----|----------------------------|-----------------------------------|
| 112 | REVELATION | New Colony SLX (Mercury SR 61165) |
| 113 | ROTORY CONNECTION | Cadet Concept LP/LSP 312) |
| 114 | ANOTHER PLACE ANOTHER TIME | Jerry Lee Lewis (Smash 67104) |
| 115 | LOVE IS BLUE | Claudine Longet (A&M SP 4142) |
| 116 | WHO WILL ANSWER | Ed Ames (RCA Victor LPM/LSP 3961) |
| 117 | QUIETLY WILD: | Billy Vaughn (Dot 25857) |
| 118 | SPIRIT | (Ode Z12 44003/Z12 44004) |
| 119 | VALLEY OF THE DOLLS | Dionne Warwick (Scepter SPS 568) |
| 120 | CHERRY PEOPLE | Heritage HTS 35000) |
| 121 | HERE COMES THE JUDGE | Pigmeat Markham (Chess LPS 1523) |

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| 122 | ALICE'S RESTAURANT | Arlo Guthrie (Reprise R/RS 6267) |
| 123 | FORTUOSITY | Mills Bros. (Dot DLPS 25835) |
| 124 | CRY LIKE A BABY | Box Tops (Bell 6017) |
| 125 | JUNGLE BOOK | Original Soundtrack (Disneyland M/S 2948) |
| 126 | WEDNESDAY MORNING, 3 A.M. | Simon & Garfunkel (Columbia CL 2249/CS 9049) |
| 127 | YOU CAN'T BEAT PEOPLE UP ANR HAVE
THEM SAY I LOVE YOU | Murray Roman (Tetragrammaton 101) |
| 128 | BONNIE AND CLYDE | (Warner Bros./Seven Arts WS 1742) |
| 129 | SGT. PEPPER'S LONELY HEART'S
CLUB BAND | Beatles (Capitol T/TS 2653) |
| 130 | THE SEA | San Sebastian Strings (Warner Bros. WS 1670) |

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| 131 | TEMPTATIONS GREATEST HITS | (Gordy GM/GS 919) |
| 132 | BLUES ALONE | John Mayall (London PS 534) |
| 133 | ONCE UPON A DREAM | Rascals (Atlantic 8169/SD 8169) |
| 134 | OHIO EXPRESS | (Buddah BDS 5018) |
| 135 | THE BEAT GOES ON | Vanilla Fudge (Atco 237/OS 237) |
| 136 | MAN OF LA MANCHA | Original Cast (Kapp KRL 5405, KRS 5505) |
| 137 | BACCHANAL | Gabor Szaba (Skye SK 3) |
| 138 | MOZART CONCERTO 21 | (DGG 138783) |
| 139 | LOADING ZONE | (RCA Victor LSP 3959) |
| 140 | GEORGE M! | Original Broadway Cast (Columbia KOS 3200) |

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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.

A-BET

Jimmy Brown The Jimmy Brown Organ-ization 402
 Various Artists Records Galore 401

A & M

Herb Alpert & T.J. Brass:
 The Lonely Bull LP101/SP4101
 Vol. 11 LP103/SP4103
 South Of The Border LP108/SP4108
 Whipped Cream & Other Delights LP110/SP4110
 Going Places LP112/SP4112
 What Now My Love LP114/SP4114
 S.R.O. LP119/SP4119
 Sounds Like Herb Alpert T.J. Brass LP124/SP4124
 Herb Alpert's Ninth LP134/SP4134
 Beat Of The Brass LP146/SP4146

Julius Wechter & Baja Marimba Band:
 Baja Marimba Band LP104/SP4104
 Baja Marimba Band Rides Again LP109/SP4109
 For Animals Only LP113/SP4113
 Watch Out! LP118/SP4118
 Heads Up! LP123/SP4123
 Fowl Play LP136/SP4136
 Do You Know The Way To San Jose? LP150/SP4150

Sergio Mendes & Brasil '66:
 Sergio Mendes & Brasil '66 LP116/SP4116
 Equinox LP122/SP4122
 Look Around LP137/SP4137

Claudine Longet:
 Claudine LP121/SP4121
 The Look Of Love LP129/SP4129
 Love Is Blue LP142/SP4142

Chris Montez:
 The More I See You LP115/SP4115
 Time After Time LP120/SP4120
 Foolin' Around LP128/SP4128

The Sandpipers:
 Guantanamo LP117/SP4117
 The Sandpipers LP125/SP4125
 Misty Roses LP135/SP4135
 Softly LP147/SP4147

We Five You Were On My Mind LP111/SP4111
We Five Make Someone Happy LP138/SP4138
Boyce & Hart Test Patterns LP126/SP4126
 I Wonder What She's LP143/SP4143
 Doing Tonight LP130/SP4130
Child Of Clay LP131/SP4131
Burt Bacharach Reach Out LP132/SP4132
The Merry-Go-Round Merry-Go-Round LP133/SP4133
Phil Ochs Pleasures Of The Harbor LP135/SP4135
 Tape From California LP148/SP4148

Lucille Starr & Bob Regan Canadian Sweethearts LP106/SP4106
Lucille Starr The French Song LP107/SP4107
Small Circle of Friends Small Circle of Friends LP138/SP4138
Lee Michaels Carnival Of Life LP140/SP4140
Liza Minnelli Liza Minnelli LP141/SP4141
Bill Dana & Joey Forman Mashuganishi Yogi LP144/SP4144
Pete Jolly Herb Alpert Presents LP145/SP4145
 Pete Jolly LP149/SP4119

Merchants Of Dream Strange Night Voyage LP2001/SP3001
Wes Montgomery A Day In The Life LP2006/SP3006
 Down Here On The Ground LP2002/SP3002
 Jobim Wave LP2003/SP3003
 The Glory Of Love LP2004/SP3004
 We And The Sea LP2005/SP3005
 You, Baby LP2007/SP3007
 Have You Met Miss Jones? LP2008/SP3008

Israel Trust In Me LP2009/SP3009

ATLANTIC-ATCO

Super Hits Various Artists 501
Young Rascals Young Rascals 8123
Young Rascals Collections 8134
Aretha Franklin I Never Loved A Man The Way I Love You 8139
Young Rascals Groovin' 8148
Flip Wilson Cowboys & Colored People 8149
Aretha Franklin Aretha Arrives 8150
Wilson Pickett The Best Of Wilson Pickett 8151
The Rascals Once Upon A Dream 8169
Wilson Pickett I'm In Love 8175
Aretha Franklin Lady Soul 8176
Sergio Mendes Sergio Mendes' Favorite Things SD 8177
Flip Wilson Flip Wilson, You Devil You SD 8179
Darcy Sledge Take Time To Know Her SD 8180
Wilson Pickett The Midnight Mover SD 8183
Aretha Franklin Aretha Now SD 8186
Various Artists The Super Hits, Vol. 2 SD 8188
The Rascals The Rascals' Greatest Hits: Time Peace SD 8190
Various Artists History of Rhythm & Blues Vol. I-VI SD 8161, 8162, 8163, 8164, 8165, 8166

Cream Fresh Cream 33-206
Sonny & Cher The Best Of Sonny & Cher 33-219

ATLANTIC-ATCO (CONT'D)

Bee Gees Bee Gees 1st 33-223
Vanilla Fudge The Vanilla Fudge 33-224
Iron Butterfly Heavy 33-227
Cream Disreali Gears 33-232
Bee Gees Horizontal 33-233
Vanilla Fudge The Beat Goes On 33-237
Vanilla Fudge Renaissance SD 33-244
King Curtis Sweet Soul SD 33-247
Iron Butterfly In-A-Gadda-Da-Vida SD 33-250
Otis Redding The Immortal Otis Redding SD 33-252
Bee Gees Idea SD 33-253
Cream Wheels of Fire SD-2-700
Buffalo Springfield Last Time Around SD 33-256
Otis Redding Live In Europe Volt 416
Otis Redding History Of Otis Redding Volt 418
Otis Redding The Dock Of The Bay Volt 419
Charles Lloyd Forest Flower SD 1473
Eddie Harris The Electrifying Eddie Harris SD 1495
Eddie Harris Plug Me In SD 1506
Herbie Mann Windows Opened SD 1507

ALEGRE

Charlie Palmieri Either You Have It Or You Don't 858
Gilberto Monroig Concierto De Amor 859
Pete Rodriguez Oh That's Nice 860
Pete Rodriguez Boogaloo Navideno 861
Various Artists Polito Vega's Club De La Juventud 862
Ricardo Ray Jala Jala Boogaloo Volume II 863
Celio Gonzalez Arriba! 864
Orquesta Sakamoto Orquesta Sakamoto Del Japon 866
Ray Rodriguez Introducing Ray Rodriguez 867
J. Rodriguez Chacon Su Orquesta Y Su Sabor 871
Orquesta Sakamoto Orquesta Sakamoto En El Chateau Madrid 872

AUDIO FIDELITY

Beethoven The Nine Symphonies FCS-71
The Tremeloes The Tremeloes Are Here 2177 6177
Tony Tanner Something's Coming 2171 6171
Cesana Devotion 2182 6182
Winchester Corale Music Of The West 2164 6164
Alberto Rochi Somewhere, My Love 2163 6163
Dick Dia International Guitars 2129 6129
Cesana The Velvet Touch 2167 6167
Richard Davis Tequila A Go Go 2165 6165
Paul Eakins Belgian Band Organ 2147 6147
The Peels Juanita Banana 1402 5402
Alan Burke My Naked Soul 1705 1705
George Jessel Jessel At His Best! 1706 1706
Jo Basile & Orch. Acapulco With Love 5947 5947
Dukes of Dixieland Tailgating With The Dukes of Dixieland 6172 6172
Dukes of Dixieland Dukes Of Dixieland On Parade 6174 6174
Toni Arden-Johnny Desmond Carnevale 6178 6178

Paul Eakins Sadie Mae Of St. Louis 6181
Cabot Arden Desmond Carnevale! 6178
Eileen Romey Eileen Romey Sings 6183
The Unfolding Freakout Party 6184 6184
The Harmonikings Leaves In The Wind 6186 6186
Cesana I Remember 6188 6188
Fausto Papetti I Remember 6189 6189
Lary Adler Again George Jessel 6193 6193
Songs My Pals Sang Nirvana Sitar & String Group 1708 1708
Brave Bulls Vol. 1 Brave Bulls Vol. 1 8001 8001
Port Said Bakkar Vol. 1 5801 5801
Oscar Brand Vol. 4 Bawdy Songs 5833 5833
L. Armstrong Louie & Dukes Of Dixieland 5847 5847
Al Hirt Swingin' Dixie Vol. 3 5924 5924
Jo Basile & Orch. Paris With Love 5938 5938
 The Best of the Dukes of Dixieland 5956 5956
 The Wonderful Belgian Band Organ 5975 5975
Beethoven Nine Symphonies 71(7) 71(7)
 War of the Worlds 2355 2355
Lester Lanin Thoroughly Modern 6180 6180
Tony Osborne & Orch. A Kind of Hush 6185 6185
The Harmonikings Wired For Sound 6186 6186
Fausto Papetti I Remember 6189 6189
Lalo Shifrin The Other Side of Lalo Shifrin 6195 6195

Doc Severinson-Tony Mottola Stereo and All That Jazz 6196 6196
Lenny Kent The Put-Down Humor of Lenny Kent 6198 6198

Jo Basile Accordion & Orch. Madrid With Love 6199 6199
Tony Martin Tony Martin Sings 6200 6200
A. Mozzati A Chopin Recital 50033 50033
Angelicum Orch. Music of Mozart 50035 50035
Angelicum Orch. Music of Vivaldi 50036 50036
Sound Effects Series #1 thru 8

BACKBEAT

Joe Hinton Funny (How The Time Slips Away) 60
O. V. Wright Eight Men Four Women 66

CashBox Country Top 50

- | | | | | | |
|-----------|---|-----------|-----------|---|-----------|
| 1 | WHAT MADE MILWAUKEE FAMOUS
(Al Gallico—BMI)
Jerry Lee Lewis (Smash 2164) | 2 | 30 | THERE'S A FOOL BORN EVERY MINUTE
(Natson, Port—BMI)
Skeeter Davis (RCA Victor 9543) | 37 |
| 2 | FOLSOM PRISON BLUES
(Hilo—BMI)
Johnny Cash (Columbia-44513) | 1 | 31 | HOW IS HE
(Buckhorn—BMI)
Jeannie Seely (Monument 1075) | 38 |
| 3 | HEAVEN SAYS HELLO
(Four Star—BMI)
Sonny James (Capitol 2155) | 6 | 32 | GYPSY KING
(Bevis, Kitty Wells—BMI)
Kitty Wells (Decca 32343) | 34 |
| 4 | THE EASY PART'S OVER
(Hall—Clement—BMI)
Charlie Pride (RCA Victor 9514) | 3 | 33 | I'VE BEEN THERE BEFORE
(Gramitto—BMI)
Ray Price (Columbia 44505) | 18 |
| 5 | YOU JUST STEPPED IN (From Steppin' Out On Me)
(Sure-Fire—BMI)
Loretta Lynn (Decca 32332) | 8 | 34 | HOW SWEET IT IS
(Tree—BMI)
Jack Reno (Job 9015) | 26 |
| 6 | I'M GONNA MOVE ON
(Page Boy—SESAC)
Warner Mack (Decca 3208) | 7 | 35 | ONLY DADDY THAT'LL WALK THE LINE
(Central Songs—BMI)
Waylon Jennings (RCA Victor 9561) | 45 |
| 7 | D-I-V-O-R-C-E
(Tree—BMI)
Tammy Wynette (Epic 5-10315) | 4 | 36 | I KEEP COMING BACK FOR MORE
(Newkeys—BMI)
Dave Dudley (Mercury 72818) | 46 |
| 8 | ALREADY IT'S HEAVEN
(Al Gallico—BMI)
David Houston (Epic 10388) | 10 | 37 | I AIN'T GOT NOBODY
(M. M. Cole—BMI)
Dick Curless (Tower 415) | 43 |
| 9 | IT'S OVER
(Honey Comb—ASCAP)
Eddy Arnold (RCA Victor 9525) | 5 | 38 | TELL IT LIKE IT IS
Archie Campbell & Lorene Mann
(RCA Victor 9549) | 44 |
| 10 | RUN AWAY LITTLE TEARS
(Blue Crest—BMI)
Connie Smith (RCA Victor 9513) | 12 | 39 | RAMONA
(Leo Feist—ASCAP)
Billy Walker (Monument 1079) | 49 |
| 11 | WITH PEN IN HAND
(Unart—BMI)
Johnny Darrell (United Artists 50292) | 11 | 40 | STRANGER IN A STRANGE STRANGE CITY
Webb Pierce (Decca 32339) | 48 |
| 12 | BORN A FOOL
(Jack O'Diamonds—BMI)
Freddie Hart (Kapp 910) | 17 | 41 | I BELIEVE IN LOVE
(Turp Tunes—BMI)
Stonewall Jackson (Columbia 44501) | 35 |
| 13 | SWEET ROSIE JONES
(Bluebook—BMI)
Buck Owens (Capitol 2142) | 9 | 42 | ON TAP, IN THE CAN, OR IN THE BOTTLE
Hank Thompson (Dot 17108) | 50 |
| 14 | THE ENEMY
(Windown—BMI)
Jim Ed Brown (RCA Victor 9518) | 16 | 43 | A REAL GOOD WOMAN
(Central Songs—BMI)
Jean Shepard (Capitol 2180) | 39 |
| 15 | AUTUMN OF MY LIFE
(Unart—BMI)
Bobby Goldsboro (United Artists 50318) | 20 | 44 | TIE A TIGER DOWN
(Channel—ASCAP)
Sheb Wooley (MGM 13938) | 57 |
| 16 | LOVE IS IN THE AIR
(Wildwood—BMI)
Marty Robbins (Columbia 44509) | 14 | 45 | LET THE WORLD KEEP ON A-TURNIN'
(Blue Book—BMI)
Buck Owens & Buddy Alan (Capitol 2237) | — |
| 17 | I BELIEVE IN LOVE
(Ring-A-Ding, Vigilance—BMI)
Bonnie Guitar (Dot 17097) | 19 | 46 | BIG GIRLS DON'T CRY
(Yonah—BMI)
Lynn Anderson (Chart 1042) | 53 |
| 18 | SOMETHING SPECIAL
(Blue Echo—BMI)
Mel Tillis (Kapp 905) | 22 | 47 | LOCK, STOCK & TEARDROPS
(Tree—BMI)
Diana Trask (Dial 4077) | 47 |
| 19 | BE PROUD OF YOUR MAN
(Forest Hills—BMI)
Porter Wagoner (RCA Victor 9530) | 21 | 48 | YOU'VE CHANGED EVERYTHING ABOUT ME BUT MY NAME
(Pamper—BMI)
Norma Jean (RCA 47-9558) | 51 |
| 20 | AS LONG AS I LIVE
(Glad, Zanetis—BMI)
George Jones (Musicor 1298) | 30 | 49 | WE'LL GET AHEAD SOMEDAY
(Carreta—BMI)
Porter Wagoner & Dolly Parton
(RCA Victor 9577) | — |
| 21 | DREAMS OF AN EVERYDAY HOUSEWIFE
(Combine—BMI)
Glen Campbell (Capitol 2224) | 31 | 50 | THE STRAIGHT LIFE
(Viva—BMI)
Sonny Curtiss (Viva 630) | 58 |
| 22 | THE LATE AND GREAT LOVE
(Colombine—BMI)
Hank Snow (RCA Victor 9253) | 29 | 51 | MARRIAGE BIT
Lefty Frizzell (Columbia 4-44563) | 13 |
| 23 | AIN'T GOT TIME TO BE UNHAPPY
(Al Gallico—BMI)
Bob Luman (Epic—10312) | 13 | 52 | MAMA WHO WAS THAT MAN
Ernest Tubbs (Decca 32315) | 15 |
| 24 | I WANNA LIVE
(Windward Side—BMI)
Glen Campbell (Capitol 2146) | 15 | 53 | CHRISTOPHER ROBIN
Stonemans (MGM 13945) | 15 |
| 25 | I'M COMING BACK HOME TO STAY
(Blue Book—BMI)
Buckaroos (Capitol 2173) | 28 | 54 | FLOWER OF LOVE
Leon Ashley (Ashley 4000) | 15 |
| 26 | MAMA TRIED
(Blue Book—BMI)
Merle Haggard (Capitol 2219) | 42 | 55 | THE LOVERS
Bill Wilbourne & Kathy Morrison
(United Artists 50310) | 42 |
| 27 | JUST BECAUSE I'M A WOMAN
(Combine—BMI)
Dolly Parton (RCA Victor 9548) | 33 | 56 | JODY & THE KID
Roy Druskey (Mercury 72823) | 42 |
| 28 | PHONE CALL TO MAMA
(Al Gallico—BMI)
Joyce Paul (United Artists 50315) | 32 | 57 | HERE'S TO YOU & ME
Tex Williams (Boone 1072) | 33 |
| 29 | LOVE TAKES CARE OF ME
(Husky—BMI)
Jack Greene (Decca 32352) | 41 | 58 | TEXAS TEA
Dee Mullins (SSS Int'l 745) | 32 |
| | | | 59 | IT'S A LONG WAY TO GEORGIA
Don Gibson (RCA Victor 9563) | 32 |
| | | | 60 | GONNA MISS ME
Homesteaders (Little Darlin' 0045) | 41 |

CashBox Country Roundup

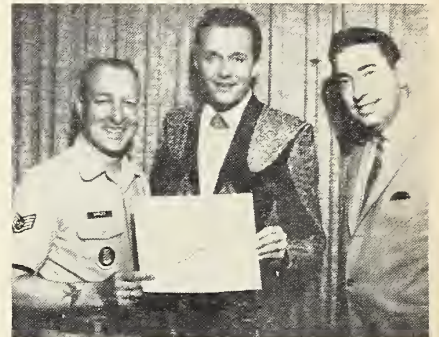
Red Sovine recently underwent major eye surgery at Vanderbilt Hospital in Nashville, and is making rapid progress toward recovery. Red wishes to thank all his friends in the trade, and fans, who have flooded his room with cards, flowers and gifts of well-wishing. Red plans to resume his busy road schedule within the next few weeks. . . . Other news along the same line includes word that one of countrydom's long-time veterans, Floyd Tillman, has suffered a heart attack and is currently hospitalized in Beaumont, Texas. . . . At the same time, former air personality Eddie Hill has been struck with a cerebral hemorrhage and is in extremely critical condition in a Nashville hospital.

On a brighter note, Nashville indie promotion man Bob Holliday informs us that wife Diane gave birth last week to the couple's first, a daughter named Shannon Diane. The newcomer arrived at Music City's St. Thomas Hospital on July 20, tipping the scales at a healthy 8 lbs. (most of which was feet, according to Bob).

Dottie West has just opened her own publishing firm, Third Generation. To kick things off, the songstress has cut a tune written by her first signed writer, Jimmy Johnson. The tune is scheduled for release as a single soon.

Rex Allen Enterprises has been contracted to produce a rodeo for the Watts Festival, which will be held Aug. 8 at Wrigley Field in Los Angeles. In addition to Rex and his Men of the West, a number of top cowboys have agreed to participate. . . . Freddie Hart, currently riding high with "Born A Fool," just completed a series of recording sessions in Nashville under the direction of Owen Bradley, who cut both a single and an album with Freddie. . . . Bobby Lewis, just returning from a month-long tour ranging from Canada to Florida, also took time out for some studio sessions, these guided by UA's Nashville chief Bob Montgomery and arranged by Don Tweedy. . . . Merle Haggard has been forced to cancel engagements for the last half of July due to a recurring back ailment. Set for appearances throughout Texas and Arizona with the Strangers and Bonnie Owens, Merle returned to Bakersfield for rest, under doctor's orders, following a show in Tulsa on July 13. . . . Lorene Mann and Archie Campbell have just finished cutting an album in the wake of two successful singles, "Dark End Of The Street" and "Tell It Like It Is." Lorene also made her debut on the Opry TV show when she and Archie taped a spot for that package. . . . Buck Owens and manager Jack McFadden took off recently for Ft. Leonard Wood, Mo., where they took part in the taping of a segment for ABC-TV's "Operation Entertainment." The Tiger will be featured on a package that includes Jimmy Dean and comic Richard Pryor, among others. From there Buck and the Buckaroos hit the East Coast for a short tour, followed by a return to California for the State Fair and Exposition in Sacramento on Aug. 3 & 4. . . . Judy Lynn recently completed a record-breaking 17-week stand at Harrah's in Reno and Lake Tahoe, beginning on Mar. 7 and winding up on Jul. 10. Immediately following the marathon gig, Judy's show hit the rodeo and fair circuit—with a tour of Europe sandwiched in — until mid-October, when they will return to Las Vegas for their final engagement at the Golden Nugget. . . . Mac Wiseman returned to the Horseshoe Tavern in Toronto where he played a week-long stand, followed by an appearance in

Hepworth, Ontario before returning to Wheeling. The appearance at the Horseshoe continues a 4-year long tradition for Wiseman, who highlights the club's show each July and December. . . . Hank Penny, formerly with Decca and Victor, has been signed to a Wasp recording contract after a long absence from the recording scene. Hank's first Wasp release will be forthcoming shortly. . . . At the same time, Boyd Wood has been signed to a Canary disk pact, with his first single, "I'll Always Be Blue," cut at the Fred Foster Studios, due out soon. . . . Onie Wheeler has re-signed with K-Ark Records after a recent stint with the Jab label. . . . Bruce Mullen, currently out on Dot with "Love And The Auctioneer," is off on a two-week tour of the West, with stops in Wyoming, Oklahoma and Colorado. . . . Dick Rich returned from the Country Music Festival in Aurora, Colo., where he received a plaque from the Country Awards Foundation and Gladys Hart, director of the Festival. . . . Bobby Parrish was recently awarded the Golden Guitar Award by the same Colorado Country Music Festival for his "dedication to Country Music."



FLYING HIGH was Bill Anderson's mood when he was presented with a special award officially appointing him an Honorary Air Force Recruiter. The tribute, only the second such ever made by the Seymour Johnson Air Force Base in Goldsboro, North Carolina, came at the end of Anderson's appearance (with the Po' Boys) before a packed house at the base's Alcom Club recently.

Sgt. Reb Newell was in turn the recipient of an award as Bill Anderson presented him with a certificate commending him for his great work on behalf of country music. Sgt. Newell handles all entertainment at the Air Force base and uses country music acts once a month year 'round.

Pictured above during the presentation are (l. to r.) Sgt. Newell (in civies), Anderson and Sgt. Barley of the base.

**TWO NEW
HIT RELEASES!**

"PLEASE MR. D.J."

5 WILLIAMSON BROS.

**"YOUR LOVE GOES
WITH ME"**

ELBERT SYKES

GOLDSTAR RECORDS

EVERGREEN, N. C.



CashBox Country Music Report



Wide Variety

Unlimited Appeal for C&W music was the point made by several distinguished show business figures during a recent Mike Douglas Show taping. Guests included (l. to r.) Liberace, Douglas, Capitol Records' Sonny James, Agnes Moorehead and Red Buttons. Air date for the syndicated outing will be sometime in September.

Darrell Glenn Named Pompeii A&R Topper

DALLAS—Darrell Glenn, well-known in country circles as a writer, artist and producer, has been named director of country and western, as well as popular, artists and repertoire, by Pompeii Music, the Dallas-based music complex. Glenn will also take over Pompeii's two publishing firms.

Glenn's most recent efforts were "He Ain't Country" by James Bell for Bell Records, and "Jimmy Jacob" by Carl Vaughn for Monument.

Pompeii, distributed by the Atlantic-Atco combine, has recently been active in the pop field.

In making the announcement, Pat Morgan, board chairman of Pompeii, indicated the label will soon release their first C&W effort by recently-pacted Dale McBride. Glenn will also be cut in the near future, most probably by Morgan himself. Glenn will

MCA's All Out Promo On New 'Fair Child'

NASHVILLE—MCA Music, whose production wing has recently cut the Barbara Fairchild waxing of "Remember The Alamo-ny," released by Kapp Records, is launching an intensive promotion effort on the deck. Only three weeks old, it is already starting to accumulate strong airplay, according to MCA.

Miss Fairchild, only 17, co-wrote the deck with Ruby Van Noy and Ann Burns. The trio is responsible for all Miss Fairchild's material (and as a regular on a weekly St. Louis TV show, she uses quite a lot), and also writes for acts on many other major labels.

continue to headquarter in Nashville. Glenn has high hopes for Dallas as a major center of C&W activity, and will be actively seeking new artists and writers here.

Ronnie Martin Signs Artist/Writer Deals

NASHVILLE—Oklahoman songwriter Ronnie Martin has been pacted as an exclusive writer with Yonah Music. At the same time, he will resume his recording career with MusicTown Records under the personal direction of Yonah's Joe Gibson.

Martin is a featured performer on the Kirk Hansard road show.

Little Darlin' Adds Two New Distributors

NASHVILLE—Aubrey Mayhew, president of Little Darlin' Records, announced the addition of two new distributors last week: P.M. Records of Pittsburgh, Pennsylvania and Music Sales of Miami, Florida.

Val Bartlett of P.M. is already off and running with the latest Johnny Paycheck single, "My Heart Keeps Running To You," in advance of most other markets.

Said Mayhew, "The addition of these two strong distributors will greatly increase our effectiveness in these vital markets. Good men who are working for you are the key to a successful record and Little Darlin' is always careful to protect the rapport between manufacturer and distributor."

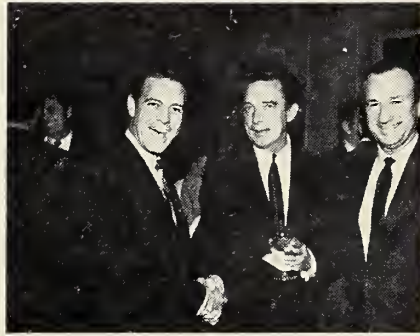
Cedarwood Pacts Self

NASHVILLE — Cedarwood Publishing has announced the pacting of noted writer Ronnie Self to a new contract. Cedarwood's founder, the late Jim Denny, was credited by Self with helping him during the beginnings of successful career. The 30-yr. old writer has written over 600 published songs, including a great many tunes cut by Brenda Lee. Most famous was "I'm Sorry," estimated to have sold over 3 million.

WSM Plans Seminar For Country Convention

NASHVILLE—The International Seminar of the Country Music Association will highlight WSM's Grand Ole Opry's 43rd birthday and will be held on Friday October 18, from 2:30 to 5:00. The seminar, taking place at the Municipal Auditorium, will feature a panel of local and foreign representatives discussing the international aspects of country music.

Special invitations have been issued



WHAT PRICE GLORY—Top Columbia Records country and western artist Ray Price recently made a heavy promotional tour throughout California to tout his latest Columbia album, "Take Me Just As I Am," and single, "I've Been There Before," both currently riding the Cash Box country charts.

Shown above at a recent party in Price's honor held at Chasens in Beverly Hills is Price, flanked by KFOX air personalities Jim Harrison (l.) and Dick Schofield.

to the foreign reps for talks on sales, promotion, booking, publicity, recording and publishing. The seminar will be open to all persons involved in these fields, with registration taking place at the CMA booth in the main entrance to the auditorium.

Nashville Chairlady for the seminar is Emily Bradshaw, president of Promotions by Emily, which will be handling all publicity and promotion for the event. Dick Broderick, vice president of MCA, is chairman for the CMA International Committee.

Glen Campbell Show Breaks Fair Mark

LOS ANGELES—Glen Campbell, currently riding high in both country and pop circles as a result of several top selling disks and his prime-time CBS stint as host of the Summer Brothers Smothers Show, drew a turnaway crowd estimated at more than 8,000, when the Glen Campbell Show made its West Coast debut at the Orange Country Fair, Sunday evening, July 21.

According to Al Lutjens, general manager of the fair, the crowd was the largest in the 20-year history of the highly popular Orange County event. The night before, Campbell grossed \$12,650 at Asbury Park, N.J. before a gathering of 2,500, with a ticket scale \$3.50-\$5.50.

The first appearance of the Glen Campbell Show set a house record of \$16,345 at the Barton Coliseum in Little Rock on July 12.



SANDI SCOTT

Sings

"FIST CITY # 2"

c/w

"JUST A TEAR AWAY FROM A REAL GOOD CRY"

#380

On Band Box

Personal Management:

Vicky Morosan

5136 W. 41st Ave.
Denver, Colorado 80212



CashBox Top Country Albums

1	JOHNNY CASH AT FOLSOM PRISON Johnny Cash (Columbia CS 9639)	1	16	ROMANTIC WORLD OF EDDY ARNOLD RCA Victor LPM/LSP 4009	13
2	ANOTHER TIME, ANOTHER PLACE Jerry Lee Lewis (Smash SRS 67104)	4	17	BOTTOM OF THE BOTTLE Parter Wagoner (RCA Victor LPM/LSP 3968)	19
3	FIST CITY Loretta Lynn (Decca DL 4997/74997)	2	18	SWEET ROSIE JONES Buck Owens (Capital ST 2962)	27
4	MAKE MINE COUNTRY Charlie Pride (RCA Victor LPM 3952/LSP 3952)	7	19	BY THE TIME I GET TO PHOENIX Marty Robbins (Columbia CL 2817/CS 9617)	17
5	BEST OF BUCK OWENS, VOL. 2 (Capitol T/ST 2897)	5	20	I LOVE CHARLIE BROWN Cannie Smith (RCA Victor LPM/LSP 4002)	18
6	LORETTA LYNN'S GREATEST HITS (Decca DL 5000/75000)	10	21	GENTLE ON MY MIND Glen Campbell (Capitol MT/ST 2809)	20
7	HONEY Bobby Goldsboro (United Artists) (UAL 3642/UAS/6642)	3	22	D-I-V-O-R-C-E Tammy Wynette (Epic 26392)	—
8	LEGEND OF BONNIE & CLYDE Merle Haggard (Capitol T/ST 2912)	15	23	PROMIES, PROMISES Lynn Anderson (Chart CHM/CHS 1004)	22
9	HEY LITTLE ONE Glen Campbell (Capitol ST 2872)	6	24	WE'LL STICK TOGETHER Kitty Wells & Johnny Wright (Decca DL 5026/75026)	28
10	A NEW PLACE IN THE SUN Glen Campbell (Capitol ST 2907)	9	25	HEAVEN SAYS HELLO Sonny James (Capitol 2937)	—
11	BY THE TIME I GET TO PHOENIX Glen Campbell (Capitol T/ST 2851)	8	26	COUNT YOUR BLESSINGS, WOMAN Jan Howard (Decca DL 5012/75012)	25
12	THE COUNTRY WAY Charley Pride (RCA Victor LPM/LSP 3895)	11	27	ALREADY IT'S HEAVEN David Houston (Epic 26391)	—
13	WILD WEEKEND Bill Anderson (Decca 4998/74998)	12	28	ONLY THE GREATEST Waylon Jennings (RCA Victor LPM/LSP 4023)	—
14	IF MY HEART HAD WINDOWS George Jones (Musicar MS 3158)	16	29	KITTY WELLS' GREATEST HITS (Decca DL 5001/75001)	—
15	A TOUCH OF SADNESS Jm Reeves (RCA Victor LPM/LSP 3987)	14	30	THANKS FOR ALL THE MILES Dave Dudley (Mercury SR 61172)	—

Picks of the Week

CONWAY TWITTY (Decca 32361)
Next In Line (2:50) [Tree BMI-Kemp, Wayne]

Growing stronger with each release, Conway Twitty aims straight for the top with "Next In Line." The powerful effect of this mid-paced blues piece should result in a monster-sized chart piece for Conway. Flip: "I'm Checking Out" (2:08) [Twitty Bird BMI-Jaco]

DEL REEVES (United Artists 50332)
Looking At The World Through A Windshield (2:23) [Passkey BMI-Chestnut, Hoyer]

A brand new release called "Looking At The World Through A Windshield" looks like a good bet to pile up another batch of chart points for Del Reeves. Back behind the wheel of the diesel-powered rig, Del pours it on in good style in the hard-moving stand. Flip: "If I Lived Here I'd Be Home Now" (2:35) [Stallion BMI-Anderson]

WYNN STEWART (Capitol 2240)
In Love (2:10) [Freeway BMI-George]

An unusual piece from Wynn Stewart here. "In Love" has one of those appealing sounds that grows stronger with every play and also has the potential of big twin-market action. May be a real Wynn-er. Flip: "My Own Little World" (2:35) Blue Book [BMI-Morris]

WANDA JACKSON (Capitol 2245)
Little Boy Soldier (2:38) [Tree BMI-Putnam]

A strong piece of Curly Putnam material gets a fine treatment in the hands of Wanda Jackson. Between the performance and the material on this emotion-packed ballad, the deck could be a runaway and one of the biggest things in a long while for Wanda. Flip: "I Talk A Pretty Story" (2:34) [Party-Time BMI-Devaney]

TOMPALL & GLASER BROS. (MGM 13954)
One Of These Days (2:05) [Jack BMI-Matthews]

One of the prettiest things ever to come out of a Glaser Brothers session, "One Of These Days" is already stirring up a good deal of excitement among jocks. The haunting sound of this strong ballad is difficult to ignore. Flip: "Where Has All The Love Gone" (2:27) [Glaser BMI-Glaser]

BILLY GRAMMER (Mercury 72836)
The Ballad Of John Dillinger (2:30) [Newkeys BMI-Hall]

The current popularity of such colorful Bad Guys as Bonnie and Clyde prompts Billy Grammer to highlight another famed outlaw in "The Ballad Of John Dillinger." Tune could bring Grammer back into his former chart stature in short order. Flip: "Do You Still Believe" (2:10) [Newkeys BMI-Baham]

TOM T. HALL (Mercury 72835)
Ain't Got The Time (2:14) [Newkeys BMI-Hall]

After several close shots at breaking out, Tom T. Hall stands a good chance to cover a lot of ground with "Ain't Got The Time." Loping sound and a good lyric highlight the deck, which could become a favorite with spinners. Flip: "Hope" (2:41) [Newkeys BMI-Hall]

JIM GLASER (RCA Victor 9587)
Gold Help You Woman (3:01) [Glaser BMI-Glaser]

In his brand new Victor disk affiliation, Jim Glaser may find himself the subject of some strong action via "God Help You Woman." Pretty of sound and biting of lyric, the deck makes for good programming material. Flip: "She Was Too Good To Me" (3:22) [Harms ASCAP-Rodgers, Hart]

DARRELL McCALL (Wayside 1021)
Wall Of Pictures (2:10) [Back Bay BMI-McCall, Johnson]

Darrell McCall stirred up a lot of noise with "I Want To Live With You Again" and should go even farther with "Wall Of Pictures." Excellent vocal work from McCall marks him as an artist worth watching . . . and listening to. Flip: "I'd Die To See You Smile" (2:46) [Back Bay BMI-McCall]

Best Bets

FLOYD TILLMAN (Musicor 1316)
Pour Me A Heartache (2:14) [Glad BMI-Kliwer] Veteran Floyd Tillman comes up with a swinging blueser in a Western vein that could find itself the subject of many spins. Catchy sound on this one. Flip: "Because You're Gone" (2:43) [Glad BMI-Tillman]

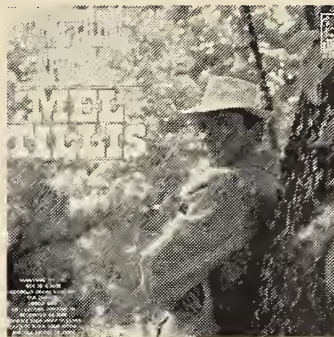
JIM MUNDY (Hickory 1509)
Ease Of Mind (2:20) [Milene ASCAP-White] A pleasant, engaging sound from Jim Mundy makes a good vehicle for exposing the songster to a wide range of fans. Decent airplay could result in healthy sales action. Flip: "Working Man" (1:32) [Milene ASCAP-White]

KAREN WHEELER (Boone 1074)
I've Heard A Big Wind Blow Before (2:25) [Pamper BMI-Pennington] There's a lot of appeal in this Karen Wheeler deck. The sarcasm-filled galloper stands a good chance to make big noise. Flip: "The Best Of Two Worlds" (2:39) [Pamper BMI-Cochran, Williams]

LEROY VAN DYKE (Kapp 931)
You May Be Too Much For Memphis (2:33) [E. H. Morris, ASCAP-Hampton] Sharp and swinging, this LeRoy Van Dyke stand may see a good deal of twin-market action. May restore the songster to former chart status. Flip: "Road Of Love" (2:24) [Bandshell, BMI-Cowell]

MIKE CLARK (Smash 2167)
A Phone Call From A Friend (2:44) [Ridge, BMI-Clark, Tannen] A very attractive, folk-country stanza from Mike Clark. Performance and material make it a good programming and listening choice. Flip: "I Have Lost My Love" (2:23) [Ridge BMI-Richards]

LONNIE COLEMAN (Dot 17129)
What Did'ja Dream (2:10) [Ensign, BMI-Coleman, Guitar] Good sounds from Lonnie Coleman give this deck a nice chance to kick up sizeable reaction. Songster and deck are worth watching. Flip: "If Wishes Were Horses" (2:16) [Ensign, BMI-Coleman, Guitar]



SOMETHING SPECIAL—Mel Tillis—Kapp KS 3570

The latest addition to the Mel Tillis catalog makes for a welcome piece of workmanship from a very capable songster. Titled after his current chart single, "Something Special," the package features mostly newer material, including many self-penned numbers that may make attractive programming pieces. Among these are such tracks as "Old Faithful," "Lonely Girl" and "Son Of A Bum." Fine fan fare.



LONESOME IS—LeRoy Van Dyke—Kapp KS 3571

LeRoy Van Dyke's first LP release for the Kapp label compiles a well-chosen assortment of Material aimed at loneliness and homesickness, with special emphasis on "The Long Drive Home" and "One More Minute Of Lonely," as well as the title track. Performance by the songster and production work is apt to stir up health interest from listeners in both pop and country markets.



I AIN'T THE WORRYIN' KIND—Billy Edd Wheeler—Kapp KS 3567

Definitely one of the more underrated talents on the contemporary musical scene, Billy Edd Wheeler opens up with a tasty selection of material in this Kapp set, on which he shares writers credits only with Alex Harvey. Performance-wise the session should be appreciated by a good many, especially on such tracks as "Confessions Of A Lonely Man" and "Ducks On The Water," as well as Wheeler's latest single offering, "I Ain't The Worryin' Kind."



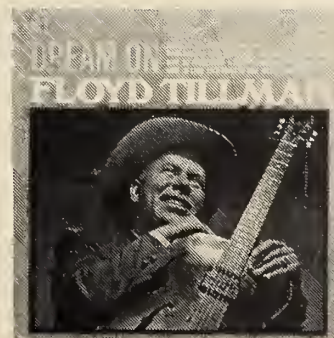
BILL MONROE'S GREATEST HITS—Decca DL 5010/75010

Some of the best in bluegrass music is incorporated into this collection taken from the hit-strewn career of Bill Monroe. The set, which should appeal not only to country music fans, but also to folk and ethnic buffs, features the cream of the Monroe crop, including "Molly And Tenbrooks" and "Y'all Come," among the selections. This one is a must for the collector's library.



OFF THE TOP OF THE COMPTON BROTHERS—Dot 28867

The Compton Brothers have been steadily approaching the breakout point, a journey which should be aided a good deal by this LP release. Lively workouts and excellent harmonies are offered by the threesome, who may add a good many members to their growing following as a result. Good work from the boys throughout the package, with special mentions for "Money" and "The Long Arm Of Love."



DREAM ON—Floyd Tillman—Musicor MS 3157

Longtime veteran Floyd Tillman comes up with another top notch album as his latest Musicor venture. The well-known singer-composer displays a good deal of both those talents in this set, which comprises more than a half dozen Tillman penning among the grooves. Highlight tracks in this package include "The Green Hills Of Earth," "Fightin' And Kissin'" and "A Memory's A Handy Thing To Have."



Italy

Giuseppe Gramitto and David Matalon, respectively President and General Manager of Cemed Carosello, left July 21st for a fast business trip in North America. Their schedule provides a two day stay in Los Angeles, two days in Mexico City, and two days in New York. Their program includes visits to Disney, United Artists, Twentieth Century Fox, The Big Three and others.

More details concerning the announced visit of Adriano Celentano (Clan) in North America. The contract has been signed with the Segurini Enterprises Ltd. of Toronto where Adriano will give his first show around October 15th. The exact date has not yet been fixed. Adriano will be accompanied on this tour by other artists of Clan Celentano: Pilade, Maria Luigia, Gino Santercole, Ico Cerutti, Gianaca and the group I Ragazzi Della Via Gluck.

Our TV National Monopoly Company has announced a new summer musical weekly series entitled "Vengo Anch'io." The title is derived from the big success penned and recorded by Enzo Iannacci (RCA Italiana), and, of course, this artist is announced as star guest of the first show. Also announced the participation of other top artists: Johnny Dorelli with his song "Vivo D'Amore Per Te" (CGD), Roberto Carlos (CBS Italiana) who will perform his latest release "Che Serve Volare." The Brazilian artist very popular in our country thanks to his victory at the San Remo contest, is reporting good sales reactions with his latest disc introduced via the International Light Music Show of Venice. Continuing the list of the participators to the TV show "Vengo Anch'io" is Adriano Celentano (Clan) who will have Gino Santercole as partner.

In the list of the TV summer shows can also be mentioned "Senza Rete" where as announced by CBS Italiana, star guest will be top American artist Donovan. He will perform "Jennifer" which will be so introduced to the Italian public.

Big promotions by Rifi on the fantastic talent of Atlantic star Aretha Franklin. As a result, her latest release "Think" is getting a strong sales reactions on our market thanks to the big publicity for the recording via the pop broadcasting "Bandiera Gialla" (Yellow flag) where the songstress was a winner for five consecutive weeks.

Just announced another song manifestation called "Tour Nazionale Della Canzone 1968" which is a kind of singing tour starting on August 22nd with the first show at Teatro Greco in Siracusa (Sicily). For the moment the only sure participation is by the group I Giganti (Rifi) together with another young discovery of this firm Diego Peano.

A prize has been assigned to the young artist Elio Gandolfi (Cemed Carosello) for his brilliant debut in the musical career. Elio has been classified at the third place in the final classification of this year's "Cantagiuro." The award called "Caravella D'Oro" (Golden Caravel) has been assigned to Elio this week in Genova.

Musical and film activity are more and more tied with one and other. Last week we spoke about Little Tony (Durium) whose films are obtaining a very big success. Now from Rifi we are informed that the group I Califfi, unknown until now to the general public, will be launched through a motion picture entitled "I Graduati" where they will present the new tune "La Festa Del Perdono."

Big activity for Italian Barclay's Associated Firm SIF managed by Giampiero Simontacchi. SIF distributes in Italy the French Claude Francois' label Flash, and, of course, SIF is firstly promoting in Italy this top French artist. Claude Francois was in Italy in July when he took part in the International Light Music Show of Venice. The first record of Claude Francois released by SIF is entitled "Se Dormi Tu." Italian version of the French tune "Mais quand le matin." On the flip side of the disc, "E' Un' Abitudine," Italian version of another French hit of Claude's "Comme d'habitude." The record is obtaining good sales reactions.

Ariston's staff is working on the talent of Mino Reitano, the youngster who classified in second place in the "B" team at the finals of Cantagiuro, 1968. Already prepared by Ariston new recordings "Ave Maria Per Un Uomo Solo," "Il Profumo Dell'erba," "Questo Amore" and "Una Chitarra E Cento Illusioni." In the meantime Ariston will also introduce on the market a new young songstress: Rosanna Pratello. She will be presented to the public for the first time next September in the TV transmission from Bari "La Caravella Dei Successi" (The Hits Caravel) organized by Gianni Ravera.

Italy's Best Sellers

This Week	Last Week	Chart	Description
1	1	4	*Luglio: Riccardo Del Turco (CGD) Published by Sugarmusic
2	2	4	*Ho Scritto T'Amo Sulla Sabbia: Franco I & Franco IV (Cellograph Simp) Published by Leonardi
3	11	6	*Azzurro: Adriano Celentano (Clan) Published by Clan
4	4	3	*Non Illuderti Mai: Orietta Berti (Phonogram) Published by Sugarmusic
5	7	9	Delilah/La Nostra Favola; Tom Jones (Decca), Jimmy Fontana (RCA Italiana) Published by Ariston
6	8	6	Angeli Negri (Angelitos Negros): Fausto Leali (Rifi) Published by Southern
7	3	11	*La Bambola: Patty Pravo (RCA Italiana) Published by RCA Italiana & Mimo
8	9	9	*Chimera: Gianni Morandi (RCA Italiana) Published by Mimo
9	10	3	*Avevo Un Cuore: Mino Reitano (Ariston) Published by Ariston
10	5	12	Il Volto Della Vita/Days Of Pearly Spencer: Caterina Caselli (CGD), David McWilliams (CBS Italiana) Published by Ricordi
11	13	11	Io Per Lei (To Give): I Cameleonti (CBS Italiana) Published by Sugarmusic
12	15	16	*Affida Una Lacrima Al Vento: Adamo (EMI Italiana) Published by EMI Italiana
13	6	2	*L'Orologio: Caterina Caselli (CGD) Published by Sugarmusic
14	14	2	*Sogno: Don Backy (Amico) Published by El & Chris
15	—	—	*Balla Linda: Lucio Battisti (Ricordi) Published by El & Chris and Ricordi

*Denotes Original Italian Copyrights.



Japan

It is worthy of note that the music cassette market recently has been getting very active. In view that the tape-recorder makers are launching the cassette type car stereo into the market this autumn, some pre-recorded tape makers (who have been dealing only with cartridge tapes,) have just started the release of music cassettes. TBS Service (Affiliation of Tokoyo Broadcasting System) made their initial release of music cassette in May, and in June, Nippon Hosso (Broadcasting) Service, who shares No. 1 sales in the music-tape market with 8-track cartridge tapes under the brand called "Pony Pack," started to put Pony Cassette on the market.

The music cassettes released by record companies are sold at Yen 2,300 (\$6.39), but those released by music-tape makers as above are priced lower, intending to arouse the purchase demand of younger generation. A Pony Cassette, containing 10 titles, costs Yen 1,800 (\$5.00), and a TBS Service cassette, containing 12 titles costs Yen 2,000 (\$5.55). It is reported that Nippon Gram-mophon is launching the EP cassette with 4 titles at the estimated price of more or less than Yen 800 (\$2.22).

Another notable activity in this market is the tie-up sales promotion of tape recorder makers and pre-recorded tape makers, such as the tie-up of Apollon Music with the "Cassette Campaign" by Matsushita Electric Industries; Nippon Hosso Service provides the demo cassettes with Aiwa Co., Ltd. and Standard Radio Corp. for their cassette recorder sales. Actually the sales of music cassettes has been rapidly rising. For instance, the sales of Columbia music cassettes in June is five times as much as that of January, and the sales of Apollon Music and Nippon Grammophon have increased almost twice as much during April-June.

RCA Victor is releasing the Grapefruits' second single "Elevator b/w Yes," and, near the end of August, "Baby Come Back" by the Equals (President) from the English hit chart, and "This World Is Yours" by Jack Jones from the soundtrack of the Columbia film "Anzio." Bearing in mind the current revival trend, RCA-Victor is spotlighting Sam Cook again with the revival release of asingle "Another Saturday Night b/w Tennessee Waltz" and a LP entitled "Sam Cook R&B Album."

Ramsey Lewis Trio is scheduled to make a ten day tour here in September. The Trio will give eight concerts in the main cities. To coincide with the tour, World Group Dept.-Victor is releasing "Ramsey Lewis De Luxe Album" consisting of two LPs and collecting his best recordings such as "The In Crowd," "Hang On Sloopy" and "Wade In The Water," and also his latest album for Cadet "Maiden Voyage." A piano solo album by Hampton Hawes entitled "The Challenge" has been just released by World Group-Victor. The recording was made in Tokyo this May during his visit here. Hampton Hawes has become very familiar with Japanese jazz musicians and influenced them while staying in the US army camp in the occupation period, he often appeared at the jam sessions in Tokyo. This album includes "Hamp's Blues," "What's New," "Summertime," etc.

King Records' August LP release consists of the long-awaited first album of Them (London), an LP of the Fantastic Johnny C featuring "Boogaloo Down Broadway," and of Bobby Goldsboro featuring "Honey" and the soundtrack album from "Here We Go Round The Mulberry Bush" (Unite). The single releases rely a lot on the film soundtracks such as "Looking Back" by the Spencer Davis Group from "Here We Go Round The Mulberry Bush," "The Thomas Crown Affair" (Unite) and "Bedazzled" (20 Century Fox).

Luciano Tajoli, Italian canzone singer, is making his second visit here and King Records will hold a Canzone Festival featuring him with some local singers, as well as release his LP of popular canzone numbers.

Japan's Best Sellers

This Week	Last Week	ALBUMS
1	—	Tempters First Album—The Tempters (Philips)
2	1	Sekai-Wa Bokura-O Matteiru—The Tigers (Polydor)
3	2	The Bird, The Bees & The Monkees—The Monkees (RCA)
4	3	Sergio Mendes & Brazil '66—Sergio Mendes & Brazil '66 (A&M)
5	4	Love Is Blue—Paul Mauriat (Philips)
This Week	Last Week	LOCAL
1	1	Hoshikage-No Waltz—Masao Sen (Minoruphone)
2	2	Otaru-No Hito—Tokyo Romantica (Teichiku)
3	3	Hoshi-O Minaide—Yukari Itoh (King)
4	7	Shinjuku Sodachi—Y. Tsuyama & H. Ohki (Minoruphone)
5	5	Tasogare-No Ginza—Los Primos (Crown)
6	6	Ai-No Sono—Akira Fuse (King)
7	4	Isezakicho Blues—Nina Aoe (Victor)
8	10	Hana-To Cho—Shinichi Mori (Victor)
9	9	Shianbashi Blues—M. Takahashi & Colo-Tatinos (Columbia)
10	8	Koi-No Tokimeki—Tomoko Ogawa (Toshiba)
This Week	Last Week	INTERNATIONAL
1	1	Emerald-No Densetsu—The Tempters (Philips) Publisher/Tanabe
2	2	Tanshi-No Yuwaku—Jun Mayuzumi (Capitol) Publisher/Ishihara
3	3	Chiisana Snack—The Purple Shadows (Philips) Publisher/Shinko
4	5	Sound Of Silence—Simon & Garfunkel (CBS) Sub-Publisher/Shinko
5	—	C. C. C.—The Tigers (Polydor) Publisher/Watanabe
6	8	The Legend Of Xanadu—Dave Dee, Dozy, Bakey, Mick & Tich (Philips) Sub-Publisher/Tokyo Music
7	9	Hana-No Kubikazari—The Tigers (Polydor) Publisher/Watanabe
8	—	Nagai Kami-No Shojo—The Golden Cups (Capitol) Publisher/Pacific
9	—	Sogen-No Kagayaki—The Blue Comets (CBS) Publisher/Watanabe
10	7	Shinpu-No Namida—The Spiders (Philips) Publisher/Tanabe
11	—	The Legend Of Xanadu—The Jaguars (Philips) Sub-Publisher/Tokyo Music
12	4	Words—The Bee Gees (Polydor) Sub-Publisher/Aborbach Tokyo
13	6	Valleri—The Monkees (RCA Victor) Sub-Publisher/Shinko
14	12	Dock Of The Bay—Otis Redding (Atlantic) Sub-Publisher/Taiyo
15	15	Congratulations—Cliff Richard (Odeon) Sub-Publisher/Shinko

Cash Box



August 3, 1968



For three years Julie Driscoll, and Brian Auger and The Trinity played dates in Britain, but it took a trip to Paris to bring them international recognition. In one week, three disks "Save Me"; "Tramp" and "Red Beans and Rice" hit the French charts simultaneously, which paved the way for their current success with "This Wheel's On Fire". Jaals and Auger record for the Marmalade label distributed in the U.K. by Palydar Records. Atca is the group's label in the U.S.



Great Britain

The Beatles' Apple label is set for its British launch on August 16th, and the first release will feature a single by the Beatles themselves, the George Harrison soundtrack album from the "Wonderwall" movie, a single by Mary Hopkin and one entitled "Thingumybob" by the Black Dyke Mills Band. The latter two were recorded by Paul McCartney. Apple plans a second label later this year to specialize in underground music. Ron Kass, who heads the music division of the Apple organization, is now supervising the publishing office as well, and Terry Doran has moved into the management section. Carole Chapman, personal assistant to Bob Reisdorff at Liberty until her resignation July 19th, has been named as Kass's administrative assistant, and Apple A and R co-ordination and promotion is in care of Peter Asher (of Peter and Gordon) and Derek Taylor respectively. The entire Apple enterprise has taken over the Savile Row premises formerly occupied by the late Jack Hylton's organization.

Philips Records is holding sales conventions for the first time in London, Manchester and Birmingham this year. They will feature the group's fall product in major presentations, including personal appearances by some of the artists, and will take place in London on September 9th at the Royal Lancaster Hotel, the Mayfair Banqueting Rooms, Birmingham on September 11th and the Piccadilly Hotel, Manchester, on September 13th.

Liberty Records will launch its Sunset economy album line with a special presentation at the Philips sales meets. The LPs will retail at 17s 6d each, and the initial September release consists of twenty-five albums, featuring stars like Bobby Vee, Henry Mancini, Julie London, Jimmy Smith, Fats Domino, the Ventures, Slim Whitman and Felix Slatkin. A further five Sunset LPs are scheduled for October with artists like Sy Zentner, the Johnny Mann Singers, the Carter Family, Woody Herman and Les McCann. Leaflets, browser boxes and posters have been prepared as sales aids to boost the line.

Alan Keen and Geoff Wilkins have left Liberty's Publishing subsidiary Metric Music here, and Keen opened Alan Keen Music August 1st for which Wilkins will work on exploitation and promotion. The new venture is associated with the Marquee group of companies headed by Harold Pendelton and will be located at 18, Carlisle Street, London, W.1. Keen has already signed Richard Hewson and Chris Gunning as writers and is setting up sub-publishing deals with companies in the States and on the Continent. Wilkins recently visited New York to finalize one deal. The Metric operation is expected to be run in conjunction with United Artists Music under Roger Welsh when the UA-Liberty merger is effected. Bob Reisdorff, head of Liberty's British operation, left July 19 to return to his other business interests in the States.

Screen Gems-Columbia will enter the British disk scene with its own SGC label following a deal with Atlantic which will issue the product here under its marketing and distribution agreement with Polydor. 20th Century Fox and Edwin Morris are rumored to be considering launching their own label lines here too. Initial SGC acts will include Vamp, Naz, and the Will-O-Bees. Tim Rose may also found a Royal Rose label here as a sister operation to his Chikern label in the States.

Ace TV and film composer Ron Grainer, who is settling permanently in Portugal, will be writing pop material for the CBS publishing outlet April Music headed by Deke Arlon. The deal is non-exclusive, and Grainer will continue his film and TV writing under existing arrangements.

Gary Brooker of Procul Harum married Swiss-born Francoise Riedo at South end-on Sea July 13th. The church organist played the group's world smash "A Whiter Shade Of Pale" as the bride walked up the aisle.

Gene Pitney was pleasantly stunned by the reception and reaction he got during his club season doubling venues in Batley and Stockton recently. He broke the box office record set by his predecessor Louis Armstrong and admitted to Cash Box that he turned down offers from nightspots like these for nearly four years because he thought his act wouldn't fit. "These clubs opened up an untapped market for me of older generations," he said. "People who would never come to a one-nighter because they couldn't face the screaming of the kids." Roy Orbison is currently playing the same localities before a season at London's Talk Of The Town.

John Nice, general manager of Decca's Burlington and Palace publishing outlets, commented to Cash Box following the recent report on Chappell's policy of giving foreign songwriters and lyricists a fair and full shake on royalty payments. "Burlington and Palace pay the full royalty income at source," he declared. "We pay the tax deductions involved, and then make it our responsibility to reclaim from the authorities without taking out of royalty payments to overseas composers and authors."

Quickies: CBS Records managing director Ken Glancy and A and R manager Derek Everett attending CBS Convention in Puerto Rico . . . M. Zackariya of the new Zel Records venture is staying at the St. Moritz, New York, seeking American material for the label. Bunny Saunders is his second-in-command here . . . the Gentle Power Of Song hosted a party off the King's Road to launch their Polydor LP "Circus" containing Beach Boys and Mamas and Papas material as well as originals . . . the Bachelors' latest single for Decca is "I'll Walk With God" penned by Nicholas Brodzsky and Paul Francis Webster for the 1954 Mario Lanza movie "The Student Prince" . . . Tony Hatch and Jackie Trent penned "The Sun Shines Out Of Your Shoes" for the Mercury debut disk of Susan Shirley . . . Steve Rowland of Double R Productions likely to be P.J. Proby's next disk producer . . . George Margrave, Pye's company secretary and administrative controller, has died, aged 62. Before joining the company eight years ago he had been London Palladium manager since 1952 . . . Felice Taylor who scored with "I Feel Love Coming On" arrives August 19th for a tour preceded by a rush recording session of President under Eddie Kassner . . . Dick Haymes' first disk for five years is "Until You Fall In Love" . . . the Equals' newie for President is "Laurel And Hardy" out here August 9th.

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ECLECTION is gaining support from the Elektra promotion campaign that has included advertising for their first single "Nevertheless" posted on the side of London's famous double-deck buses. The five-member Eclection is shown above with one of the poster setups. Team includes (from left) Norwegian Georg Hultgreen, Englishman Gerry Conway, Australians Kerilee Male and Trevor Lucas, and Canadian Michael Mosen. Eclection's tv appearances set so far are performances on last week's "Time for Blackburn," and one for Dutch television. They will appear on German tv Aug. 4.

Great Britain's Best Sellers

This Last Weeks on Week Week Chart

1	1	7	*Baby Come Back—The Equals (President) Kassner
2	2	6	Son of Hickory Holler's Tramp—O. C. Smith (CBS) Burlington
3	3	9	I Pretend—Des O'Connor (Columbia) Edwin Morris
4	4	3	Yesterday Has Gone—Cupid's Inspiration (Nems) Franklyn Boyd
5	5	4	Yummy Yummy—Ohio Express (Pye) TM Music
6	7	3	Mony Mony—Tommy James & Shondells (Major Minor) Planetary-Nom
7	11	4	MacArthur Park—Richard Harris (RCA) Carlin
7	10	5	My Name Is Jack—Manfred Mann (Fontana) Feldman
9	12	6	Lovin' Things—Marmalade (CBS) Gallico
10	13	2	*Fire—Crazy World of Arthur Brown (Track) Essex
11	6	9	*Jumping Jack Flash—Rolling Stones (Decca) Mirage
12	9	8	*Blue Eyes—Don Partridge (Columbia) Essex
12	8	7	*Hurdy Gurdy Man—Donovan (Pye) Donovan
14	15	4	*Hush . . . Not A Word To Mary—John Rowles (MCA) Intune
15	18	3	One More Dance—Esther and Abi Ofarim (Philips) Sparta
15	14	12	Young Girl—Union Gap (CBS) Mecolico
17	16	2	This Guy's In Love—Herb Alpert (A & M) Blue Sea
18	—	1	*I Close My Eyes—Dusty Springfield (Philips) Carlin
19	17	2	Mrs. Robinson—Simon & Garfunkel (CBS) Lorna
22	20	10	This Wheel's On Fire—Julie Driscoll (Marmalade) Feldman

*Local copyrights

Great Britain's Top Ten LP's

1	Ogden's Nut Gone Flake—Small Faces (Immediate)	6	Dock Of The Bay—Otis Redding (Stax)
2	The Sound of Music—Soundtrack (RCA)	7	Scott 2—Scott Walker (Philips)
3	This Is Soul—Various (Atlantic)	8	Honey—Bobby Goldsboro (United Artists)
4	Love Andy — Andy Williams (CBS)	9	Jungle Book—Soundtrack (Disney)
5	John Wesley Harding—Bob Dylan (CBS)	10	Smash Hits — Jimi Hendrix (Track)

Mexico's Best Sellers

1	Reconciliacion—Hnas. Núñez (Orfeon). Cochita Solís (CBS). Flor Silvestre (Musart).
2	Palabras (Words)—Bee Gees (Polydor). Los Leos y Johnny Dynamo (Orfeon). Roberto Jordán (RCA).
3	Enamorada De Un Amigo Mio—Roberto Carlos (CBS). Pablo Beltrán Ruiz (RCA). Los Johnny Jets (CBS). Lalo Duarte (Capitol). Vhayito (Peerless).
4	Muchachita (Young Girl)—Union Gap (CBS). Los Belmonts (Orfeon).
5	El Amor Es Triste (Love is Blue)—Paul Mauriat (Philips). Paul Mauriat and the Pop Singers (Philips). Al Martino (Capitol). Karina (Gamma). Matilde (Tico). Claudine Longet (Tizoc). Los Fresnos (Peerless). Aldo Rizzarda (Peerless). Alberto Vázquez (Musart).
6	Donde Estas Yolanda—Sonora Santanera (CBS). Los Xochimilcas (Peerless).
7	El Bueno, El Mayo Y El Feo (The Good, the Bad and the Ugly)—Hugo Montenegro (RCA).
8	Amor No Llores—Robertha (Capitol). Alberto Vázquez (Musart).
9	Pandilla De Cadeneros (Chain gang)—Jackie Wilson (Orfeon).
10	El Juego De Simon (Simon Says)—1910 Fruit Gum Company (Kamasutra). Roberto Jordán (RCA). Los Rockin Devils (Orfeon). Jack Edmonds (Tizoc). Los Xochimilcas (Peerless).





TWO WINNERS—Santos Lipseker, A&R man at Phonogram in Argentina, was recently accorded an enviable honor when he received APTRA (Argentine Society Of TV And Radio Journalists) award in the "best musical direction" category. He is shown

here (right) with another APTRA award winner, Argentine actor Alfredo Alcon, who was judged "best actor." In addition to his A&R chores at Phonogram, Lipseker is also arranger and conductor of the orchestra of Channel 9 in Buenos Aires.

MGM Switches To Pye In England

LONDON—All MGM Records product is now being manufactured and distributed in the United Kingdom by Pye Records, following a cessation of MGM's connection with EMI.

MGM's British managing director Rex Oldfield told Cash Box: "As a result of a meeting on July 18, between MGM Records president Mort Nasatir, myself, EMI Records managing director Ken East and EMI sales director John Fruin, MGM Records has decided to cease manufacture and distribution of its product in the UK through EMI Records. This takes immediate effect."

MGM reached agreement with Louis Benjamin, managing director of Pye Records, to manufacture, distribute and sell MGM and its associated lines Verve, Forecast, Music Factory, VSP and material from its other U.S. labels,

Heritage and Venture, in this country.

Distribution through Pye Records is effective from July 19. All administrative detail and changeover of stock will be completed by August 1. This is the first time that Pye Records has undertaken a distribution deal for any company based here.

EMI Records managing director Ken East commented: "We know that MGM is not satisfied with the amount of penetration it has achieved into the British market, and so after discussions there was a mutual decision to end the agreement."

EMI began distribution of MGM Records product here when the company established its own independent European operation in London in July last year. Prior to that MGM disks had been released under EMI's aegis over a long period of time.

'Core Spezzato' Takes Neapolitan Fest

NAPLES—Although songs from the Neapolitan Song Festival do not generally affect the overall Italian music picture, the festival, primarily a folk contest, can produce tunes which will sell 100,000 copies in the Naples area itself. The 16th consecutive edition of the festival received national TV coverage, and a large audience saw Mirna Doris (Durium) and Tony Astarita (King) walk off with first prize for "Core Spezzato" (Broken Heart) a Durium copyright.

Second prize went to "Bandiera

Bianca," as performed by well known Neapolitan singer Sergio Bruni (EMI Italiana) and songstress Maria Paris (Ariston). Tune is published by Conchiglia.

Although two songs got an equal number of votes for third place, the jury gave the award to "Guappetella," as performed by Giacomo Rondinella (Italbeat) and Antonio Buonomo (Arcobaleno). The other song, presented by Claudio Villa (Fonit Cetra) and Mirna Doris was "Ammore E Napule."

Monument Gets Own Logo In Turkey Via EMI Pact

HOLLYWOOD—Monument Records has just completed a licensing agreement with Gramofon Limitet (EMI) of Istanbul whereby Monument will debut its own trademark there in Sept.

Following negotiations with M. Berson, managing director of the EMI company in Turkey, and Frank Chalmers, manager of the international popular repertoire department of EMI Records, Hayes (England), Monument's vice-president and director of their international division, Bobby Weiss, signed the agreement giving

Monument a total of 40 different world-wide licensees and representation in excess of 88 different foreign record markets.

Pact covers Monument and their associated labels, Sound Stage 7, Rising Sons and Tamborine, with release of all product on the Monument label. Initial releases are set for September with the first product consisting of singles by Robert Knight ("Everlasting Love"), the Contrasts, Henson Carrigill, Boots Randolph, Chris Gantry, Joe Simon, Ray Stevens, etc.

Sarnoff Honored In Florence; RCA Italiana Over 100 Million

ROME—Robert Sarnoff, president of RCA, flew in to Florence last week on a special trip to accept a Gold Medal for "Hospitality," along with a special scroll, from the mayor of Florence and the president of the local tourist organization. The awards were in recognition of Mr. Sarnoff's contributions to the city, with an NBC TV program on the damages caused by the floods last year, and a two-hour special on "Michelangelo, The Last Giant." Taking place in the courtyard of Palazzo Vecchio, the event was heavily covered by both the Italian and American press.

RCA Italiana also chose last week to announce that the 15 year old company has gone over the one-hundred-million-records-produced mark, including 80 million singles and 20 million albums.

In the first three years of business, the firm only manufactured one million disks. From 1956-62, a period of intense development, the firm turned out 23 million platters. The actual development of the company, however, has taken place from 1962 up until today, with the firm maintaining a market share in Italy varying between 30 and 40% and producing 76 million units.

Along with strong exploitation of its international catalog, RCA has also had a great deal of success with local Italian artists. The firm has also worked hard at improving the quality of local production and in 1962 opened

its own studios, among the most modern in the world.

Major international artists contributing to the RCA Italiana success story were Arturo Toscanini (a major LP Seller), Paul Anka, Neil Sedaka, Elvis Presley and Sandie Shaw. Top Italian artists on the label were Gianni Morandi, Rita Pavone, Nico Fidenco, Dalida, the Rokes, Jimmy Fontana, Michele, Edoardo Vianello, Dino and Patty Pravo.

Although founded in 1951, the firm did not officially get underway until November 1953, when it opened its own pressing plant. A modern distributing system followed. The firm opened its own publishing wing in 1960 and is also operating its own direct sales organization (including mail order sales) RCA Amici Del Disco.

Recently, the firm made preparations to enter the Stereo 8 cartridge field via agreements with AGIP, the Italian oil company and Voxson, a manufacturer of tape players, in order to launch this new system with the Italian motorists.

In the movie field, RCA Italiana has been responsible for over 300 soundtracks, including "La Dolce Vita," "A Fistful Of Dollars" and "The Bible," recorded at their RCA studios.

Board chairman of the firm since its inception is Count Enrico Galeazzi, managing director and general manager is Dr. Giuseppe Ornato.

Youth Factor In So. African Music Co.

NEW YORK—A new music complex on the South African scene is Grahame Beggs Productions—Artiste & Record Management (PTY) Ltd. Company, run by a group of young tradesters, is presently riding high internationally with product by Four Jacks & Jill. Group, of "Master Jack" fame, is among a number of artists managed and recorded by the firm, which also engages in production, publishing and records. Publishing entity is composed of A&R Music, Impact Music and Bandstand Music. Latter firm is owned by Mervin John, a director of the

company and a leading deejay in the area.

Other officers are Grahame Beggs, managing director, and Don Hughes, a director who also owns the Don Hughes Organization, a booking agency. All three principals have had experience in dealings on an international level.

Beggs is currently in the U.S., where he hopes he can line-up small indie labels for representation in South Africa. He can be reached through the offices of attorney Alan Arrow in New York.



KNOCKING ABOUT IN KNOCKE—The Knocke Song Contest brought the City of Knocke Award for the British team of Philips artists, and also some personal conquests such as Friday Brown's Press Award, for individual team members. The team's arrival in the Belgium resort was marked by a parade through the streets and along the boulevard with the St. Cecilia Woodwind and Brass Band

from Stampersgat, Holland, the Band played a special arrangement of Marty Wilde's disk number "Abergavenny" lovely drum majorettes from Roosendaal, Holland were also on hand. Here the Britons have an after-parade get together with the girls. Left to right: Wayne Fontana, Friday Brown, Alan Davies, Brenda Marsh and Marty Wilde—pleasant chick company expected!



Argentina

The EMI people are happy with the success of Herb Alpert and his recent single "This Guy's in Love with You" which is selling very well. As mentioned before, EMI is the new organization handling labels Liberty, A&M, Amy-Mala and others previously represented by Odeon but not belonging to the British based group.

Odeon is busy working on a single by Matt Monro, sung in Spanish, which is currently receiving strong air play and may turn into a heavy seller: "Alguien Canto" (The Music Played). The new LP by Adamo in Spanish is currently selling very well as does the album by Brazilian chanter Altamar Dutra: "Fue Contigo," released a couple of months ago.

Phonogram's top A&R man Santos Lipesker received the Martin Fierro award (something like the local Oscar or Emmy) for the best musical work on TV after the selection by the Argentine Society of TV and Radio Journalists. The diskery is promoting, under the Polydor logo, British-Australian group the Bee Gees through their LP "Horizontal," recently released. Another item on deck is orkster Paul Mauriat whose albums are selling very well here.

Sicamericana has released a new LP by tango chanter Hector Maure with a selection of evergreen and new songs. There are also new singles by tropical chanter Rolando Laserie, Spanish lark Karina, British group the Paper Dolls, and new local artist Nestor Sanchez. There are also albums by Andre Popp and his orchestra under the French Festival label, Brazilian star Wanderley Cardoso, and a new series of Difusión Musical budget priced albums.

Mauricio Brenner of Fermata feels happy with the success of "Delilah," currently topping the local charts with several strong versions. Among them the original one by British star Tom Jones and another in Spanish by Italian artist Jimmy Fontana. A correction must be made regarding information we gave a couple of weeks ago about the recent hits by Los Gatos, "Viento Dile a la Lluvia" and "La Balsa." The British lyrics, which we wrote didn't exist, are available for use in non-Spanish-speaking countries.

Producer Alfredo Capalbo has started a teen program on Channel 9 featuring not only local artists like Los Gatos and Los Con's Combo but also filmed and taped versions of foreign artists. The program lasts one hour and a half and will be screened till the end of the year. Capalbo has been responsible for several TV hits in the past and is also engaged in artist contracting and radio producing.

Microfon's Mario Kaminsky reports strong results on the sales operation for July. The diskery is now engaged in a promo campaign in behalf of the Kamasutra and Buddah labels under the title of "The Best Music From The States," and is planning to extend it till the end of this year.

We regret with deep regret the death of Alfredo Santamaria, musician and chanter who recorded for CBS as "Mr. Trombone." Santamaria died in an auto crash near San Nicolas. Speaking about CBS, this label is currently working on the promotion of visitors Roberto Carlos and Maurice Chevalier, as well as British chanter Georgie Fame.

Disc Jockey reports good results on the sale of the new LP by Charles Aznavour in Spanish, which benefited strongly from the recent visit by the French chanter to Buenos Aires. Still selling strongly is his single, "Etteins La Lumiere," which is one of the biggest hits in his history in this country. On the local side, Rosamel Araya has been appearing on TV through TV 9 at the Special program, while Pepito Perez is preparing a new LP for release in a few weeks.

Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	Delilah (Fermata) Tom Jones (Odeon); Jimmy Fontana, I Nomadi (RCA); Paul Mauriat (Philips); Raymond Lefevre (Disc Jockey); Willy Martins (EMI)	
2	2	Honey (Relay) Bobby Goldsboro (UA-CBS); Ray Conniff, Sandro (CBS); Grupo Cinco (EMI); Walkers, Roberto Yanes (Music Hall); Hugo Marcel, Tommy James, Barbara & Dick (RCA); Lucio Milena (Disc Jockey); Paul Mauriat (Philips)	
3	3	*Estoy Celoso (Clanort) Palito Ortega (RCA); Roberto Yanes, Carlos Radaelli (Music Hall)	
4	9	Etteins La Lumiere (Korn) Charles Aznavour (Disc Jockey)	
5	5	Young Girl Union Gap (CBS)	
6	6	*Viento, Dile A La Lluvia (Fermata) Los Gatos (RCA)	
7	4	Llorona (P. Domain) Raphael (Odeon); Cuco Sanchez (CBS); Hugo Marcel (RCA)	
8	8	Legend Of Xanadu Dave Dee, Dozy, Beaky, Mick & Tich (Philips)	
9	7	*Una Muchacha Y Una Guitarra (Ansa) Sandro (CBS); Tencho Salas (Music Hall)	
10	11	*Felicidad Felicidad (Relay) Los Iracundos (EP) (RCA)	
12	10	Cuando Roberto Carlos (CBS); Billy Bond (Music Hall)	
13	13	*Si Me Das La Mano Freddy Tadeo (CBS)	
14	12	La La La (Edami) Massiel (RCA); Franck Pourcel (Odeon); Caravelli (CBS); Fedra & Max (Disc Jockey); Mac Ke Mac's (Ariel); Elio Roca (Polydor)	
15	14	Cuando Sali De Cuba (Korn) Luis Aguile (CBS); Tony Fontan (Music Hall); Pepito Perez, Hot Pickles (Disc Jockey); Javaloyas (Odeon); Juan Ramon, Les Capricorns (RCA); Los Claudios (Polydor)	
16	16	Pata Pata (Odeon) Miriam Makeba (Reprise-MH); Jacko Zeller, Cuatro Brillantes (CBS); Zaima Beleños (Odeon); Tony Fontan (Music Hall); Hot Pickles, Los Venetos (Disc Jockey); Claudios (Polydor)	
17	19	Helule Helule The Tremeloes (CBS)	
18	15	La Bambola Patty Pravo (RCA)	
19	—	*Cero A Cero Coco Diaz (Odeon)	
20	—	En Mi Canasta Adamo (Odeon)	
20	—	Mrs. Robinson Simon & Garfunkel (CBS) *Local	

Argentina's Top LP's

1	1	Le Neon Adamo (Odeon)
2	2	El Angel Palito Ortega (RCA)
3	3	Los Gatos Los Gatos (RCA)
4	4	Digan Lo Que Digan Raphael (Odeon)
5	5	La La La Caravelli (CBS)
6	9	En Castellano Charles Aznavour (Disc Jockey)
7	6	Juguemos En El Mundo Maria Elena Walsh (CBS)
8	—	Una Muchacha Y Una Guitarra Sandro (CBS)
9	7	Best Of The Platters (Mercury)
10	—	El Show De Roberto Carlos Selection (CBS)



Australia

The biggest news in the country still concerns the break-up of the Seekers which has given rise to a great burst of public interest in the various records by the famous four. EMI have just released an album called "The Seekers' Greatest Hits," and it is a runaway seller already. W & G Records, who have many tracks that were cut before the group rose to international prominence, have issued a single of "Danny Boy" which features Judith Durham with the boys, The underhalf is "Open up Dem Perly Gates." W & G also report fantastic sales activity on their several albums by the Seekers. The hottest of all is in their low-priced Blue label range and is also called "The Seekers' Greatest Hits." We understand that sales on this set are well in excess of 100,000 units, which is a fantastic result for an album in this country. We also understand that EMI have many unreleased sides by the Seekers, so even though the group is no longer around, we will still hear their great talents on disc for many a day yet.

Cromwell Music, part of the Essex Music operation in Australia, have landed the local sub-publishing rights to the Jimmy Webb composition "Macarthur Park" which is becoming such a giant here for Richard Harris. There were a lot of publishers bidding for the song and naturally Barry Kimberley, head of Cromwell, is delighted with his new hit. Essex Music have issued a folio of the five hit songs from "The Graduate." They also have hot properties in "The Orange And The Green," "Whiskey On A Sunday" and "Indian Lake."

It looks as though Southern Music and Epic Records will have a hit on their hands with Donovan's "Hurdy Gurdy Man." The record is away to a strong start here, and Southern are already out with the sheet copy.

New locally recorded singles from the Festival group include Lloyd's World (Festival) with "Brass Birds" and "Dandy Lion Wine"; Robby Snowden (Clarion) with "Freckles" and "I Can't Stop"; Johnny Young (Clarion) with "It's A Sunny Day" and "My World"; Laurie Allen Revue (Festival) with "As Long As I Got You" c/w "Not Born To Follow"; Robbie Peters (Festival) has "Singin' My Song" and "Mrs. O'Grady"; and the Steelmen (Festival) have "Steel and Glass" and "I Will Come Back." Festival Records, on their A & M label, have release a stereo EP, (one of the first that we've ever come across here) by Herb Alpert & the Tijuana Brass. The little package is called "Cabaret" and should sell a bundle.

Commenting on rack jobbing, which is a very topical subject in the trade here right now, Bob Witte (national record sales manager for RCA) noted that rack merchandising has been established in Australia for approximately two years, and, contrary to some trade predictions, this new trend in merchandising is here to stay. Bob feels that "it" (rack selling) does not interfere in any way with our sales through our regular record outlets but gives us an opportunity for wider exposure in our general catalog.

New discs from Australian artists to be locally released; EMI, the Easybeats with "Land Of Make Believe" and "Good Times"; Buster Noble with "Talkin' Strine" and "Step It Out Mary," and the Groove with "What Is Soul" c/w "Goin' Back." Astor Records have the first album by husband/wife team Annie & Johnny Hawker. The set is simply called "Anne & Johnny Hawker."

Australia's Best Sellers

This Week	Last Week	Chart	Title	Label
1	9	2	Macarthur Park (Richard Harris—RCA) Cromwell Music.	
2	4	3	Angel Of The Morning (Marrilee Rush-S/Side) April Music.	
3	8	2	The Orange And The Green (Irish Rovers-Festival) Essex.	
4	10	2	Lady Willpower (Union Gap—CBS)	
5	1	7	This Guy's In Love With You (Herb Alpert—A&M) Belinda Music.	
6	2	6	Mrs. Robinson (Simon & Garfunkel—CBS) Essex Music.	
7	3	4	Jumpin' Jack Flash (Rolling Stones—Decca) Essex Music.	
8	6	9	The Unicorn (Irish Rovers—Festival) Essex Music.	
9	5	6	The Good, The Bad & Ugly (Hugo Montenegro—RCA) Tu-Con Music.	
10	—	1	Indian Lake (The Cowsills—MGM) Essex Music.	

Germany Record Mfr's Sales

This Week	Last Week	Title	Label
1	1	9 *Du sollst nich weinen (You shouldn't cry)—Heintje—Ariola—Edition Maxim	
2	2	20 Mama—Heintje—Ariola—Hans Sikorski Music	
3	3	3 Wunderbar ist die Welt (What a wonderful world)—Roy Black—Polydor—Chappell Music/August Seith	
4	4	7 Jumpin' Jack Flash—The Rolling Stones—Decca—Hans Gerig Music	
5	5	3 *Don Diri Don—Freddy—Polydor—Aberbach Music	
6	6	3 *Flower Power Kleid—(Flower Power Dress)—Wenck Myhre—Polydor—Edition Intro/P. Meisel	
7	7	3 *Mademoiselle Angelique—Manuela—Telefunken—Edition Intro/P. Meisel	
8	8	3 *Das ist Musik für mich (That's Music for me)—Peggy March—RCA Victor—Alfred Schacht Music	
9	9	15 Delilah—Tom Jones—Decca—Francis Day & Hunter	
10	10	15 Delilah—Peter Alexander—Ariola—Francis Day & Hunter	

*Original German copyright

Sao Paulo's Top Twelve LP's

This Week	Last Week	Title	Label
1	1	*Chico Buarque, Vol. 3—Chico Buarque de Hollanda/RGE	
2	2	*RC Em Ritmo De Aventura—Roberto Carlos/CBS	
3	3	*O Sucesso E O Astro—Agnaldo Timóteo/Odeon	
4	4	Look Around—Sergio Mendes & Brasil 66/A&M-Fermata	
5	5	Whisky A Go Go Revisited—Johnny Rivers/RCA Victor	
6	11	*Paulo Sergio—Paulo Sérgio/Caravelle	
7	6	Paul Mauriat, Vol. 3—Paul Mauriat/Philips-CBD	
8	8	*I Bienal Do Samba—Several Brazilian Artists/Philips-CBD	
9	7	Paul Mauriat, Vol. 4—Paul Mauriat/Philips-CBD	
10	10	*Lafayette Apresenta O Sucesso, Vol. 4—Lafayette/CBS	
11	—	Valley Of The Dolls—Dionne Warwick (soundtrack)/Septre-Rozenblit	
12	12	Paul Mauriat, Vol. 5—Paul Mauriat/Philips-CBD	



Holland

"No summer season in the Gramophonehouse of Bovema," reports Mr. Kick Klimbie of the European Department, "because the sales are extremely high." Big hits, the Small Faces with "Lazy Sunday" and Cliff Richard with "Congratulations" are coming to their end now, but strong follow-ups, the "Universal" of the Small Faces and Cliff's "I Love You Forever Today" will enter the charts very soon.

The Danish top-pop-group Sir Henry And His Butlers are very successful with their typical sounding number "Camp" on the Columbia label. The record reached 1st position in the charts this week. Using this success Mr. Klimbie couples an album with "Camp." This release can be expected the end of July.

French repertoire man Theo Roos announced a special campaign on the famous classical song "Canon Of Pachelbel" which became very popular in the instrumental version of Raymond Lefèvre and the vocal by the exciting new group the Pop Tops.

Once again the Buddah department has a great hit. Bovema released "Yummy Yummy" by the Ohio Express a few weeks ago and now this record entered the Dutch top 30.

Mr. Joop G. Visser reports a tremendous success for the Liberty album "This Is Rock & Roll" which features such big rock stars as Fats Domino, Eddie Cochran, Jerry Lee Lewis and Johnny & the Hurricanes. This week a rush release on the Stateside label of John Rowles' "Hush . . . Not A Word To Mary" which will be launched with a big promotion campaign. Bovema's Capitol Department strikes again with "Do It Again" (the fantastic new Beach Boys' single) which is expected to reach the top of the charts in short time. Due to the tough competition, Joop Visser reports the rush release of Glen Campbell's fine version of "The Dream Of Everyday's Housewife."

Iramac is very enthusiastic about its acquisition of the German SABA label. This week the first albums have been released: among others "Tristeza On Guitar" and "Poema On Guitar" by the famous Brazilian guitarist Baden Powell and the "Folklore E Bossa Nova Do Brasil" LP Iramac has great expectations for these albums because it is clear that Brazilian folklore music is growing more and more popular in Holland.

New from the U.S. Starday label: "My Lord Keeps A Record," the first album released in Holland of Carl Story. On the Nashville label, budget line of Starday, three new LP's appeared: "The Country Side Of Bonnie & Clyde" (with "Foggy Mountain Break Down," the original movie theme by Lester Flatt & Earl Scruggs, a.o.), "Anytime" by Red Sovine and Johnny Bond's "Three Sheets In The Wind."

Bospel Music N.V. reports that they have been in the charts for 9 weeks with the title "Young Girl" by the Union Gap on CBS. This record reached the number 2 spot in the Dutch hit parade and both sheet music and the record are still selling well. "Zigeunerpunge" of the German singer Alexandra ended 4th at the Songfestival in Karsbad. Bospel Music N.V. acquired the rights for Benelux, which resulted in a recording by Imca Marina for Phonogram. "Antonio" is the title of the British entry for the coming Songfestival in Rio. Bospel Music acquired the copyright for the Benelux.

Holland's Best Sellers

This Week	Last Week	
1	2	Camp (Sir Henry & the Butlers/Metronome) (Agagon/Heemstede)
2	1	Ich Bau' Dir Ein Schloss (Heintje/CNR) (Vivace-Basart/Amsterdam)
3	4	You Don't Know What You Mean To Me (Sam & Dave/Atlantic) (Arena-Holland-Basart/Amsterdam)
4	3	Young Girl (Union Gap/CBS) (Bospel Music/Amsterdam)
5	5	Times Were When (The Cats/Imperial) (Connelly-Basart/Amsterdam)
6	9	Muffin' Man (World Of Oz/Deram) (Ed. Sparta-Poatengen/Haarlem)
7	10	Hurdy Gurdy Man (Donovan/Pye) (Holland Music/Amsterdam)
8	6	Honey (Bobby Goldsboro/UA) (Brasart/Amsterdam)
9	8	Summertime Blues (Blue Cheer/Philips) (Brasart/Amsterdam)
10	7	Jumpin' Jack Flash (The Rolling Stones/Decca) (Essex-Brasart/Amsterdam)



CENTER OF ATTENTION is obviously the million-sales award presented in Japan to Billy Vaughn on his recent visit. The orchestra leader, surrounded by members of his band were in Nippon for a month on tour when the LP was delivered for sales of his "Golden Billy Vaughn" album.

Sao Paulo's Best Sellers

This Week	Last Week	
1	1	Love Is Blue/L'Amour Est Bleu/O Amor E Azul (Vitale) Paul Mauriat/Philips-CBD; Frank/Pourcel/Odeon; George Lupin/Continental; Cely Campelo/Odeon; André Popp/Chanteder
2	3	*A Pobreza (Mundo Musical) Leno/CBS
3	2	*Quem Será? (Nossa Terra) Aginaldo Timóteo/Odeon
4	4	A Chuva Que Cai (n.p.) Os Caçulas/RCA Victor
5	5	Honey/Querida (Fermata) Bobby Goldsboro/UA-Odeon; Moacyr Franco/Copacana; Roberto Barreiros/Chantecler
6	8	*Viola Enluarada (n.p.) Marcos Valle & Milton Nascimento/Odeon; Marisa Rossi/Codil; Jair Rodrigues/Os Cariocas/Elis Regina/Philips; Eliana Pittman/Mocambo; Brigitte/Continental
7	6	The Dock Of The Bay (n.p.) Otis Redding/Philips-CBD; Os Baobás/Mocambo
8	7	San Franciscan Nights (n.p.) Eric Burdon & The Animals/MGM-CBD
9	9	*Quero Lhe Dizer Cantando (Vitale) Aginaldo Rayol/Copacabana
10	10	Summer Rain (RCA) Johnny Rivers/RCA Victor
11	12	Gimme Little Sign (Fermata) Brenton Wood/Double Shot—Fermata
12	13	*Bom Tempo (Arlequin) Chico Buarque de Hollanda/RGE
13	11	Homburg (Fermata) The Beat Kings/Rozenblit; The Mustangs/RCA Victor
14	19	*Sá Marina (n.p.) Wilson Simonal/Odeon
15	18	Valley Of The Dolls (n.p.) Dionne Warwick/Septer-Rozenblit
16	20	Mrs. Robinson (n.p.) Simon & Garfunkel/CBS
17	16	Mighty Quinn (n.p.) Manfred Mann/Philips-CBD
18	15	Aranjuez Mon Amour (n.p.) Lafayette/CBS; Richard Anthony/Pathé-Marconi-Odeon
19	14	*Perto Dos Olhos Longe Do Coração (Fermata) Dory Edson/RGL
20	17	The Rain The Park & Other Things (n.p.) The Cowsills/MGM-CBD

Denmark's Best Sellers

1	1	4	*Lille sommerfugl (Bjorn Tidmand/Odeon) Wilhelm Hansen, Musik-Forlag, Denmark
2	2	6	*Lille sommerfugl (Malihini Quintet/RCA Victor) Wilhelm Hansen, Musik-Forlag, Denmark
3	4	4	Young Girl (Union Gap-Gary Puckett/CBS) Sweden Music AB, Sweden
4	7	3	River Deep, Mountain High (Anisette-Dandy Swingers/Polydor)
5	9	2	Baby Come Back (Equals/President) Kassner Musik AB, Sweden
6	5	5	Lazy Sunday (Small Faces/Immediate) No publisher
7	3	6	Jumpin' Jack Flash (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
8	—	1	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
9	8	16	What A Wonderful World (Louis Armstrong/HMV) Chapel Nordiska AB, Sweden
10	10	2	Vi skal ga hand i hand (Dunja, Du) (Keld Heick/HMV) Hans Busch's Musikförlag, Sweden

Norway's Best Sellers

1	5	11	Vi ska ga hand i hand (Dunja, Du) (Gunnar Wiklund/Columbia) Arne Bendiksen A/S, Norway
2	1	8	Young Girl (Union Gap-Gary Puckett/CBS) Sweden Music AB, Sweden
3	3	7	Honey (Bobby Goldsboro/United Artists) Sweden Music AB, Sweden
4	2	6	A Man Without Love (Engelbert Humperdinck/Decca) Arne Bendiksen A/S, Norway
5	6	15	Congratulations (Cliff Richard/Columbia) Arne Bendiksen A/S, Norway
6	4	6	Jumpin' Jack Flash (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
7	—	1	Baby Come Back (Equals/President) Kassner Musik AB, Sweden
8	8	14	Det börjar verka kärlek, banne mej (Glaes-Göran Hederström/RCA Victor) Thore Ehrling Musik AB, Sweden
9	—	1	Son Of Hickory Holler's Tramp (O. C. Smith/CBS)
10	—	1	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden

Sweden's Best Sellers

1	1	5	Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
2	3	5	Honey (Bobby Goldsboro/United Artists) Sweden Music AB, Sweden
3	2	4	Sommaren det hände (Quando m'innamoro) (Anna-Lena Löfgren/Metronome) Thore Ehrling Musik AB, Sweden
4	6	2	Vilken härlig dag (La Felicidad) (Ewa Roos/Epic) Sonet Music AB, Sweden
5	7	7	What A Wonderful World (Louis Armstrong/HMV) Chapel Nordiska AB, Sweden
6	—	1	Only Sixteen (Supremes/Tamla Motown)
7	4	7	Young Girl (Union Gap-Gary Puckett (CBS) Sweden Music AB, Sweden
8	—	1	Delilah (Tom Jones/Decca)
9	5	6	*Manolito (Lill-Babs/Karusell) No publisher
10	9	2	Somewhere In The Country (Gene Pitney/CBS) * Local copyright.

EDITORIAL: A Blessing in Disguise

The summer season is the time for vacations, for sitting out in the yard with a can of beer in hand and a ball game on the radio and for slacking up a bit on one's attention to his job or business. This is especially true in the coin machine industry where the summer usually sparks such thrilling remarks as—"collections stink," "sales are soft," "nothing doin'," etc. etc. The trouble is, the horrors of the so-called summer slump have been exaggerated over the years until a lethargic state of thinking has set in which tends to view this season as a time of near-hibernation.

To be truthful, a considerable portion of this country's coin equipment locations do suffer when many of their regular customers, who have kept the joint jumpin' during the rest of the year, tend to spend their weekends and indeed their vacation weeks' away from the location. This is fine for the resort operators but rather disconcerting to the tradesmen who have to put up with a big hole in the weekly collections. On the distributing side, the bite is especially hard since most operators have devoted much of the springtime in buying new and used equipment to update the route and fortify whatever summer resort spots they might have. As a result, many showrooms get pretty quiet come summer.

In all honesty, though, the summer can present a blessing in disguise to those operators and distributors who might find extra time on their hands and their employees'—namely, time to accomplish those tasks put off during the busier seasons. Let's see what can be done.

Make a checklist of your route headquarters. How does the shop look? Could it use a paint job . . . something to cover the floor? How about paneling your office walls. Good looking surroundings invariably help to create a better frame of mind for the operator and his

employees which can translate itself into a more efficient and profitable operation in the long run.

Got any old juke, games or cig vendors lying around the place? How about cleaning them up and getting them ready for trade for either now or in the fall. Also, remember there's "found money" in renting phonographs to private parties during the summer. Only requires a small ad in the local paper to let the community know.

What about the volume of used records in boxes scattered here, there and everywhere? Could they be cleaned off and catalogued on shelves for the start of an accessible record library. No shelves? Get some lumber and put the lads to work.

Take a careful inspection tour of the route itself. Spend some time at each location. Look closely at the condition of your equipment. You may see a machine or two that should have been changed long ago but either you or your men were too busy to notice before. Spend an hour or so chatting with the location personnel. See what else you might do for them to build up your good will. Who knows—maybe together you can come up with some merchandising ideas that will help increase collections.

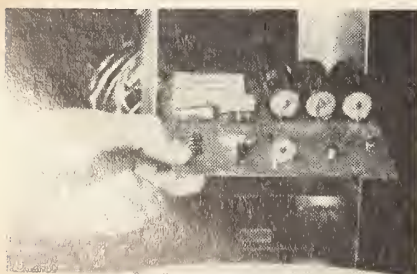
Another thing to keep your eye out for, especially during the summer, is location security. Make sure your machines and the locations they sit in are as safe as possible from thieves and vandals. Locks, burglar alarms, etc. where needed, should be installed.

Short and sweet, make up for whatever extra time you might find on your hands during this period to complete those neglected jobs, to call on those forgotten locations, to modernize your shop and inventory facilities. You know best what can and should be done and there's not a better time for it than right now.

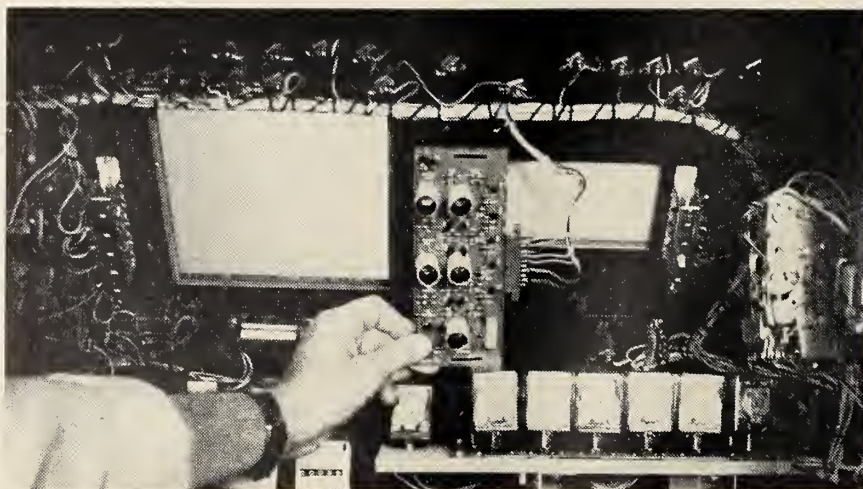


CashBox FEATURE — Question-Answer Coding System of C.Q.

Ever wonder how a question and answer game works? To get an idea how the "answer coding system" of a Computer Quiz functions, we called on Bill Nutting, president of Nutting Associates, the game's manufacturer. He was kind enough to supply us with photographs of some of the "innards" of a Computer Quiz.



This is one of four plug-in printed circuit boards of the CQ.



This is a plug-in photocell board (in the hand), which serves as the heart of the answer coding system. Nutting said, "using this system, questions and related answers can never be separated."



Here the hand is holding one of 13 plug-in relays. The white space above the hand is the screen where the questions are projected from a film strip being fed thru the larger circular disc at the bottom of the photo.

Full Report on COIN Meet

MAHA — C. O. I. N. (Coin Operated Industries of Nebraska) held their meeting at the Holiday Inn, Omaha, Nebr. Sunday July 21st. There was a total of 48 (operators and wives) in attendance at both meeting and banquet. It was not only the largest attendance but the number of wives participating in the meeting was most encouraging, in fact it was a record.

In the first portion of the afternoon Albert J. Goracke of Goracke and Co., Certified Public Accountants, Omaha, Nebr. gave a most complete and informative talk on accounting procedures. He elaborated on methods of purchasing in relation to Investment Credit deductions, comparison of depreciation methods and proprietorship vs. corporation. The lively question and answer session that followed indicated audience interest and appreciation for Gorack's fine contribution to the day's program.

President Kort announced that the new Standing Awards Committee members were Chairman Jerry Witt, Dick Taylor and Ralph Reeves. Chairman Witt gave his report on the proposed evening citations and plans for awards in the near future. William Seacrest was assigned to photography and publicity for these events.

In line with the new membership drive President Kort announced the following new operator members: Leonard E. Embree, Grand Island Amuse. Co., Grand Island, Nebr., William F. Seacrest, A.D.A.M.S. Inc., Lincoln, Nebr., Wendell Garden, Norfolk, Nebr., Lou Singer, Central Music Dist. Co., Omaha, Nebr., Hymie and Eddie Zorinsky, H. and Z. Vending, Omaha, Nebr., T. L. (Dick) Loesch, General Tobacco Co., Lincoln, Nebr., Harry Silverberg, W. B. Dist. Co., Kansas City, Mo. also signed up as an Associate member.

Kort proposed that C. O. I. N. challenge all other states to a membership and M. O. A. attendance contest as follows:

1. Largest membership in state associations, per capita basis.
2. Largest membership in M. O. A., per capita basis.
3. Largest state attendance at M. O. A. convention, per capita basis.

This proposal was unanimously approved by the members. Kort then said: "So be it: C. O. I. N. herewith challenges all other states on the basis mentioned, and we will contact the M. O. A. officials for their sanction and acknowledgement of this. When accepted we will seek the proper publicity on it."

There was further discussion on the membership incentive whereas aid to wives would be effected in case of death of the husband. A membership in both C.O.I.N and M.O.A. for an unbroken period of two years would probably be essential under these proposed plans.

A survey was taken on a variety of locations in the Kort Amuse Co., where two-for-twenty-five cent play had been initiated. Each member was given a copy of the survey with explanation by Kort. The over-all increase for the 15-week trial was 6.3%. Kort explained that mechanical difficulties with dollar bill validators was the main barrier to more success. He encouraged two-for-twenty-five cent play in push bars and in dance locations, but proved with his survey that certain other locations would show decreases. Kort mentioned the manufacturers are working for greater efficiency on their validators and seem to have improved them considerably and this should be the greatest essential item for the success of two-for-quarter play. Kort explained that J. L. Ray of Crete, Nebr. has pioneered two-for-quarter play in Nebraska and has the most number of units on that pricing. Ray has agreed to recording a survey on his locations and to submit it for review at the next meeting. It will show a comparison of gross to the same period one year ago, whereas Kort's survey shows comparison to the immediate weeks prior to the changeover.

Opinions were expressed relative to the training of service personnel. One operator explained how he had advertised for help and that he had received quite a few applicants. They were re-

luctant to leave their homes and families for training in distant schools. It was out of the question for those having dependants. The applicants were also not receptive to the thought of having to pay tuition, board, room, and misc. expenses, with little or no pay for the interval of training.

The desire for greater commissions was expressed. Kort assured the group that with ever-mounting prices of equipment and expenses, commission increases were inevitable. He predicted that soon after the membership drive, operators would be more confident of not being molested by fellow members and that they would make the necessary commission demands.

Group Inc. and Retirement plans were discussed. M.O.A. Secy. Howard Ellis and Ted Nichols (Vice President) were quick to remind the group that M.O.A. had the unbeatable plan for this. X-President of C.O.I.N. Ralph Reeves of Norfolk, Nebraska commented on his set-up and that it was a potent means for retaining personnel. Many of the operators were agreeable that they have lost personnel for lack of this package. Plans are being made to acquire and present a special speaker on this subject at a near future meeting. President Kort mentioned that he had already been approached by two salesmen offering to supply speakers from their respective headquarters. He too expressed preference for the M.O.A. plan.

Kort requested the membership's opinion on a state pool tournament. M.O.A. Secy. Howard Ellis displayed and explained the U. S. Billiards tournament kit. Ellis further explained that he had a few of his locations involved in tournaments on individual location basis. Kort and Ellis recently attended lectures by Len Schneller of U. S. Billiards in Sioux Falls, S. Dakota and in Council Bluffs, Iowa. In an attempt to get the ball rolling at the Council Bluffs session, Kort offered to buy five tables from each of the four distributors that were present and offered to enroll 25 of his locations, if needed, toward the required 128. In spite of this no other operator commitments were made and thus far it has not got off the ground. It is believed that the operators fear the red tape and the work involved, or are at least skeptical of proper and adequate supervision in the play-offs.

A wide variety of opinion was expressed on the sale of used records. Jerry Witt and Harry Abramson, both of Omaha, explained that they used their records on a give-away basis for promoting good will with location owners and location employees. They claim it also proves to the customers that all of the records placed on the machines are new and not brought from another location. Another operator told of how he had managed two to four thousand dollars gross from the sale of used records in each year for several years. This same operator, on the other hand, suffered a reversal. He recently sent 20,000 records to a buyer who was to accept 50% of them and would retain those of his choice. The buyer was to pay freight on the records in both directions. The buyer returned the records in 46 boxes so loosely packed that upon arrival they were broke open. In addition to this they were shipped back to the operator with \$36.00 freight collect. The operator billed the would-be buyer for 2500 missing records as there was 17,500 of the 20,000 returned. The operator then had to employ two men for an additional two days to recount and repack the multitude of records for shipment elsewhere. In addition to all this expense the operator has never been paid for the 2,500 records. Ted Nichols of Fremont, Nebr. told of a unique idea and a most productive way that he has for selling records. He has one record shop that takes the title strips from each record sleeve and inserts them in a book in artist order. When a patron wants a record they refer to the book and have ready reference as to its availability and location on the shelf. The patron is charged 80 cents, of which Nichols receives half, or 40 cents. This one outlet absorbs all of Nichols' records.

Valley Strike Settled July 9



Earl Feddick

BAY CITY, Mich. — Earl Feddick, president of the Valley Manufacturing & Sales Co., has announced that the employee strike, which began June 3rd, was brought to an amicable conclusion on Friday, July 9th and that production of their line of coin-operated pool tables resumed almost immediately thereafter. Valley also makes a wide variety of billiard supplies and accessories at the mammoth Bay City plant.

Cigs Still Tops In Tobacco Biz

For the foreseeable future at least, primary emphasis must continue to be on the cigarette phase of the Tobacco Industry, but over the longer term, careful analysis of diversification programs into non-tobacco areas is also imperative, according to the latest issue of Perspective, a monthly publication of the Calvin Bullock, Ltd. management investment department.

With a slowing down in the rate of the Tobacco Industry growth, particular attention must be paid to changes in share of market as between individual cigarette brands and as between the leading companies, states the publication.

The cigarette manufacturers have in the last few years embarked on extensive diversification into non-tobacco areas, says the study. Currently, non-tobacco products account for approximately 10%-25% of sales of the leading cigarette companies, including such products as liquors and wines, foods, razors and blades, chewing gum and pet foods.

Summing up, Perspective notes it is obvious that from an investment standpoint the Tobacco Industry—which means primarily the cigarette business—has a full quota of adverse factors. These negatives are largely of a psychological or qualitative nature.

On the positive side, there are a number of quantitative factors which also merit careful consideration. Regardless of its controversial aspects, the fact is that tobacco in one form or another is an indispensable ingredient in the lives of millions of Americans, and the Tobacco Industry continues to play a very important role in the economy of the country. Although the growth rate of cigarette consumption has slowed down in the last few years, the smoking population of the country is probably still around 70 million, or about the same number as at the time the Surgeon General's Report was issued in 1964.

Time would not allow completion of the agenda. The most important subject left to discuss was direct sales. A committee is being appointed by Kort for the purpose of investigating report of sales in different territories. This subject will be one of those being given priority at the next meeting, Sept. 22, Town House in Omaha.

Nutting Ltd. Shows New I.Q. Machine at Bowling Show

CHICAGO—Gene Wagner, vice president marketing of Nutting Industries Ltd., manufacturers of the coin-operated I Q Computer machine, based in Milwaukee Wisconsin, recently introduced the 'All New I Q' at the National Bowling Convention in Las Vegas, Nevada.

Some of the innovations and improvements Wagner revealed include: Illustrated film categories (at least six different films are now available); a double meter system; every part in the machine is now easily replaceable right on location; double aluminum intrusions; a new, beige, red and white cabinet design; among other improvements.

Nutting Industries, Ltd. also uses a new approach in the machines market approach, according to Wagner.

"We do more than just sell machines to the distributor and operator," he asserted. "At our expense, we display our machines at various different shows and conventions throughout this country, to give all new I Q blanket exposure. For example, we exhibit at state bowling conventions, and at the National Bowling Convention in Las Vegas.

"There we introduced the all new I Q to the bowling proprietor, and explained to him that the operator may only place the machine in his location on a commission rate of 25% to the bowling proprietor.

"We feel that, considering all of the aspects, with this new breed of long-life educational machine the operator should earn a higher gross with no more than 25% going to the location."

Wagner further stated: "This is our first product in this thriving industry, which took four years to develop, including some 16 months of intensive field testing.

Runyon Slates Class

SPRINGFIELD, N. J.—Lou DiPalma of Rowe International, Inc., will conduct a service class on the factory's cold drink vending line (Models L-1040-A and L-1040-S) Tuesday evening, August 6th, at the Runyon showroom here in Springfield. Class begins promptly at 7:00 P.M.



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Sega Diamond Stars	(New)	\$325
Sega Diamond Stars	(Used)	\$200
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Vending Unit Announced by Pocketdisc, Inc.

NEW YORK—Fred Hyman, president of the American Corp., announced last week that a firm, Pocketdisc, Inc., had been formed to manufacture vending machines that will vend the firm's 33½ single.

The ownership of the new firm will be split three ways among Hyman's company, Consolidated Distributing (an ABC owned firm), and Lou and Herb Steiner of Steiner Mfg., of Brooklyn, N.Y.

Steiner Mfg. is well known for their postage stamp and book venders. They will be the manufacturers, Consolidated will act as distributors in the Seattle-Tacoma territory beginning September 15, 1968. Other distributors are expected to be appointed sometime in Feb. of 1969.

The vending machines will hold 100 copies each of five selections and will vend at .49¢ per selection.

Hyman indicated that by the fall of 1969, Americom will provide national coverage with simultaneous releases of regular 45 rpms, pocketdisc fashion.

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IN
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EVERYWHERE



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CashBox Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

Adult Locations

SURVEY LEADERS

APRIL AGAIN (2:50)

DEAN MARTIN

That Old Time Feelin' (2:43) Reprise 0761

YO SOY ESE AMOR (3:55)

HERB ALPERT

Lave Sa Fine (2:14) A&M 960

THE FOOL OF THE HILL (3:14)

SERGIO MENDES & BRASIL '66

So Many Stars A&M 961

'SALT AND PEPPER' (2:13)

SAMMY DAVIS JR.

I Like The Way You Dance (2:56) Reprise 50334

HELP YOURSELF (To All of My Lovin') (2:18)

JAMES & BOBBY PURIFY

Last Piece Of Love (2:21) Bell 735

R & B

SURVEY LEADERS

KEEP THE ONE YOU GOT (2:38)

JOE TEX

Ga Hame And Da It (3:16) Dial 4083

STRONG POTENTIAL

THE WEIGHT (2:58)

JACKIE DE SHANNON

Splendor In The Grass (2:24) Imperial 66313

PRIVATE NUMBER (2:40)

JUDY CLAY & WILLIAM BELL

Lave-Eye-Tis (2:35) Stax 0005

WE NEED AN UNDERSTANDING (2:43)

IKE & TINA TURNER

It Sha Ain't Me (3:08) Pampeii 6675

LET ME WALK AWAY (2:38)

THE PREMIERS

If Your Love Was True (2:04) Tray 1002

Teen Locations

SURVEY LEADERS

SUNSHINE GIRL (2:38)

HERMAN'S HERMITS

Nabody Needs Ta Know (2:31) MGM 13973

I'VE GOTTA GET A MESSAGE TO YOU (2:59)

THE BEE GEES

Kitty Can (2:35) Atca 6603

DO THE BEST YOU CAN (2:38)

THE HOLLIES

Elevated Observations (2:29) Epic 10361

DO WHAT YOU GOTTA DO (2:48)

BOBBY VEE

Thank You (2:30) Liberty 56057

FOLLOW-UP

BRING BACK THOSE ROCKABYE DAYS (2:01)

TINY TIM

This Is All I Ask (2:37) Reprise 0760

OLDIE

BATTLE OF NEW ORLEANS (2:34)

HARPERS BIZARRE

Green Apple Tree (2:28) Warner-7 Arts 7223

C & W

SURVEY LEADERS

NEXT IN LINE (2:50)

CONWAY TWITTY

I'm Checking Out (2:08) Decca 32361

IN LOVE (2:10)

WYNN STEWART

My Own Little World (2:35) Capital 2240

LOOKING AT THE WORLD THROUGH
A WINDSHIELD (2:23)

DEL REEVES

If I Lived Here (2:35) United Artists 50332

SURVEY LEADER—The heading 'Survey Leader' refers to those artists and groups whose record releases normally enjoy healthy play on coin-operated phonographs (as determined by the Cash Box Operator Survey). New single releases by Survey Leaders, therefore, present the most promising programming material for jukebox locations.
FOLLOW UP—The 'Follow-Up' title refers to artists and groups who have enjoyed a recent chart hit and follow-up with a promising new release.

check your local One Stop for availability of the listed recordings



Top 100 Chart Guide

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100.

76 Mr. Businessman*
Ray Stevens—Manument 1038

82 Can't You Find Another Way*
Sam & Dave—Atlantic 2540

86 On The Road Again*
Canned Heat—Liberty 3540

92 Morning Dew

Lulu—Epic 10367

94 Hang 'Em High
Huga Mantenegro—RCA 50306

95 Girls Can't Do What The Guy's Do
Betty Wright—Alstan 4569

96 I Never Found A Girl
Eddie Floyd—Stax 760

97 D-I-V-O-R-C-E
Tammy Wynette—Epic 10315

98 Tell Someone You Love Them
Dina, Desi, Billy—Reprise 2701

99 Sudden Stop
Percy Sledge—Atlantic 2539

* Indicates Chart Bullet

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- New foolproof Rowe Alarm System.
- Patented Stereo Round sound.
- New, simplified Dollar Bill Acceptor.
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R-93

"BOOBY HATCH" SPORTS GO-GO GIRLS AND WURLITZER PHONO FOR MUSIC & FUN

Montana Op's Association Meet To Elect Officers

NEWARK, California — Before the grand opening of St. Cloud's Booby Hatch, this industrial town, south of San Francisco, had been comparatively quiet and peaceful. That was before the introduction of an innovation to Newark . . . Topless Go-Go Girls . . . and the installation of a Wurlitzer Americana 3100 phonograph. Sleepy little Newark has not been the same!

Virgil C. St. Cloud and his new partner, Arthur Douglas, share the myriad activities connected with operating a tavern that suddenly skyrocketed to popularity.

Ordinarily, you'd think things would be peaceful for St. Cloud and Douglas, conducting their tavern business like many others. This has not been their fate. Destiny dictated he should be swept into a hub-bub of activity when Virgil started this business on a shoe string eleven months ago.

Owning a tavern had been his secret dream. Every penny he could scrape together had to count. It was the usual story . . . equipment to buy . . . painting and decorating . . . the many more "extras" than he had anticipated. That's why a hurried call was made to his local Wurlitzer operator asking for advice on a juke box for music (he had wanted to have a live combo; that was impossible when the old check-book said, "No").

Burlia & Bud's Music Company (Burlia James and Bud Phillips) of Fremont, California came to the rescue with the installation of the Wurlitzer phonograph. It isn't the most up-to-date, but that and eight counterboxes had to suffice.

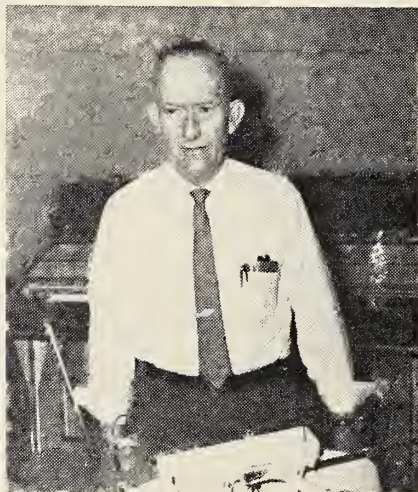
The entertainment area is elevated above the counter-bar where the patrons are seated, with the eight counterboxes conveniently placed in front of them. Tables and lounges occupy the rest of the room. "On the raised floor the go-go girls do a topless routine to favorite recorded tunes selected by the patrons. Social dancing is not allowed — there just isn't room



Success of Newark, California's first topless go-go attraction, the Booby Hatch, is attributed to five of its principals. From left, owner Virgil C. St. Cloud, two of the ten topless go-go beverage hostesses, Burlia James of Burlia & Bud's Music Co., Fremont, California, and Mrs. Winifred St. Cloud. A Wurlitzer Americana 3100 phonograph provides music for topless go-go dance routines.

enough!" said St. Cloud.

The ten go-go girls do a skillful job of getting the tavern patrons into the act by livening them up, making them



FIFTEEN PROMINENT OPERATORS recently hosted Wurlitzer Service Seminars in the Brady Distributing Company territory of South Carolina. H. W. "Hank" Petzet, Wurlitzer Field Service Representative, scored a record in conducting large number of classes for the student-technicians.

relaxed and more receptive to the show that is to follow. Virgil St. Cloud believes in letting the girls have full reign over the entire action while on-stage. Each girl takes a turn acting as mistress of ceremonies. All act as beverage hostesses when not engaged in entertaining. St. Cloud and his partner, Art Douglas, do not encourage teenage trade.

The Wurlitzer public address mike kit plays a large part in the entertainment at the Booby Hatch. The phonograph can be turned into a location-wide system for paging, making announcement, last-call-for-drinks . . . even conducting patron sing-alongs.

Burlia James explained, "95% of this paging system is already contained in the phonograph's amplifier. One advantage of the mike kit is that these gals can easily mute the music and make various announcements, or comments on the dancers while performing their routines . . . the Twist . . . the Monkey . . . the Merengue . . . the Frug . . . and other current examples of terpsichorean art."

The other part of the Burlia & Bud's Music Company team, Bud Phillips, told this experience with the phono. "During the entire time of almost constant play (last count was 110,000) since its installation, there have been no major breakdowns . . . not even a part failure."

MALTA, Montana—The Montana Coin Machine Operators Association met here July 26-28th, to select new members for their board of directors and elect new officers for the coming year. The association's president, Elmer Boyce conducted the meetings, which included general business sessions, membership get-togethers and a luncheon. Details of the entire meet will be reported on in next week's issue.

Nat'l Vendors' Pres. Albert F. Diederich Dies in St. Louis

Albert F. Diederich, president of the National Vendors Division of UMC Industries, Inc., and one of the leaders in the U.S. vending industry, died Sunday, July 21, at his home, 710 S. Hanley road., St. Louis, Mo.

Mr. Diederich was 72 years of age and is believed to have suffered a heart attack.

His early business career in St. Louis included positions with Shotten Coffee Company, Gardner Motor Company, and the Chevrolet Division of General Motors Company. During World War I, he served with the U.S. Bureau of Aircraft Production.

Mr. Diederich joined National Vendors in 1931 when the company was just a year old. Today, it is the world's largest manufacturer of cigarette and candy vending machines and a leading manufacturer of a "full line" of automatic merchandisers for food, beverages, and other products. Mr. Diederich served National Vendors as sales manager, vice president in charge of sales and production, and has been president since 1953.

He also served as a director of the National Automatic Merchandising Association and as a director of Manchester Bank in St. Louis.

In civic affairs, Mr. Diederich participated in fund raising campaigns and other activities for Mary Institute, the Mother of Good Counsel Home, United Fund, and Junior Achievement. On his 25th anniversary, the Diederich Fellowship in Engineering was established at Washington University and the Diederich Fellowship in Marketing and Business Administration at St. Louis University. He was a member of Glen Echo Country Club.

Mr. Diederich is survived by his widow, Mrs. Aileen Diederich; his daughter, Diane, and his sister, Mrs. H. L. Dahm, all of St. Louis.

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The sad and sudden news of Jones Frankel's death caught us late in the preparation of last week's Cash Box, permitting just the small item which ran in the Chicago Chatter column. But Mr. Frankel was an important man in the industry. More than simply an ad man, he mixed often with the people of our trade and it's best to remember him as in the above photo . . . last spring in Tipton, Mo. as he participated in the dedication of Fischer Mfg's giant new plant. That's Mr. Frankel in the center, flanked on the left by Bert Betti (Betson Enterprises) and Frank Schroeder (Fischer) and on the right by Ewald Fischer and Eli Ross (Ross Distributors).

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PROFILE ON: Nat Bailen — Prince of Panorams

This week's Profile spotlights another of the trade's manufacturing company presidents — Nat Bailen of Louisville, Kentucky's Urban Industries, Inc. Nat graduated high school in 1941. A year later, with the country at war, he joined the U.S. Army Air Force, was awarded his wings in August of 1943 and assigned as a B-24 pilot with the 15th Air Force. The unit's scope of operations covered North Africa and Italy. Nat flew countless bombing missions over Europe. The hazardous duty returned only 16 men to the States at war's end out of the total of 160 who left. One of the lucky ones was Nat Bailen.

After the war, Nat took to the road as a ladies jewelry and wrist watch salesman. Afterward, he spent several years in the employ of an auto dealer. During his tenure with the car dealer, Nat met and married his wife Janice. Today the Bailen's have two sons—Marty age 17 and Ricky 14.

What were the circumstances of your first venture with coin operated equipment?

It happened back in 1962. Two gentlemen, Bernard and Robert Berman, asked me to help them set up a company here in Louisville for the production of a film machine which utilized a continuous loop system. The film system had been invented by my friend and former partner Frank Urban. Anyway, the Berman's wanted me to set up production facilities to make the film machine, hire a sales organization, secure all the right people, parts, supplies . . . sort of create the whole enterprise from factory to personnel. Naturally, I was given some stock in the company. It materialized into the Urban Industries, Inc. and was located in the B&B Novelty Co. Building at 715 W. Main St. Since then, I've purchased principle control of the company.

What had attracted you to the coin machine field. What urged you to make your career in the business?

The chance to create something . . . with no one holding me back. The coin machine industry needed young blood, new ideas . . . just as it still does today . . . and it presented kind of a challenge. Besides, it also offered the chance to make some good money.

What was the nature of Frank Urban's original film machine?

As I said, it involved a continuous loop principle. Frank had been using it on some of the machines he made for the amusement arcade the Berman brothers owned. These we called Panorams and they showed films of dancing girls. Since the machines were making pretty good money at the arcade, and presented practically no service problems, I decided to build them in quantity for the coin trade at large. Hence, Urban Industries.

What type of locations did you find most successful for these units?

We first built the Panoram Theaters for the arcades, beach areas, etc. Then we decided to build a machine for the location . . . other than the arcade. This is how we came out with the Kiddie Kartoon Theater. We learned real soon though that the machine was limited to the tiny kids who had to ask for a dime to play it and the TV cartoons weren't helping us any since they came for free. But with the straight girlie-Panoram film subject, we did find tremendous acceptance at the other-than-arcade type of location.

Knowing your principle interest was and is in coin-operated film units, do you ever plan on the manufacture of any non-film machines for the amusement trade?

We have several ideas in mind for future production that are not, what you would call, film machines.

Where do you get your film subjects today?

Most of this type of Panoram film is made for us in California. Of course, we do shoot some subjects ourselves from time to time.

Do you find that the Panoram machine makes for a permanent location piece as opposed to what might be called a temporary location wonder?"

Yes. Once a Panoram is on location, it is seldom moved. This equipment takes in more money than anything built around a coin chute . . . no matter what the cost may be. Nothing makes more money than the Panorams. Just ask the operators. There are many thousands of these on location across the country, many of which, and I mean this, earn a \$200 gross or better per week.

How do you sell your machines? Through distributors, to operators, directly to locations or a little of all?



Nat Bailen

No, we only sell to the distributors and operators in this industry.

In addition to being a manufacturer of these Panoram machines, you also act as film supplier to your operator customers. Is there any profit in this or is it simply a service?

Naturally we try to make a profit on everything. Sometimes we don't. Seriously, our film prices are quite modest because we want to avail each operator the opportunity to properly program his machines with the right product.

Do you ever sell your units to markets outside of the coin machine industry?

Only in one respect. We have an arrangement with people in the book store business to use our units at their retail outlets. The vast majority of our machines go out to amusement operators.

(Continued next page)

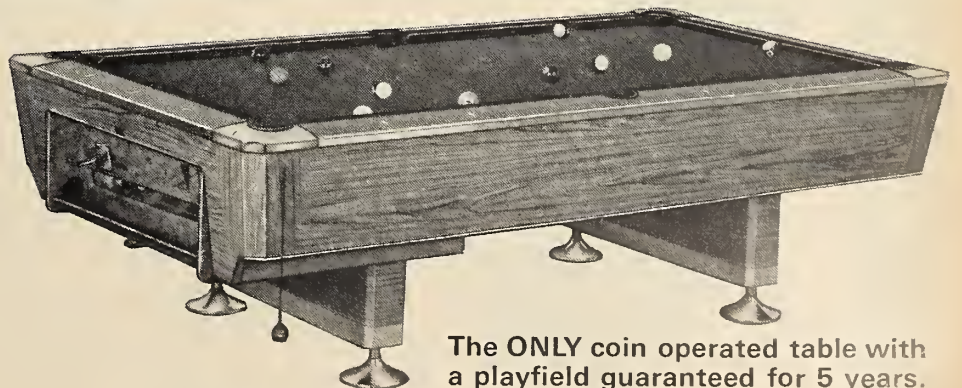


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We understand you plan on expanding your present factory facilities. How much room do you plan to add and when will this be completed?

We hope to have it ready by October . . . I hope! This will double the size of our plant.

Does Urban ever act as a manufacturing-jobber for other firms in the coin machine industry?

We have been performing the assembly work on the 'Professor Quizmaster' machine for Mondial Commercial Corp. The success of this machine is one of the prime reasons we've had to begin factory expansion. It's been extremely well received by the amusement trade and I'm glad to be a part of it.

What does the future hold for Urban Industries in particular and for the coin machine industry in general?

We are very happy with our growth over the last four years, especially since I purchased Urban Industries from the principal stockholders. Our growth is the answer since you must build good working equipment to stay in this business. Being the youngest manufacturer in the business, we think a little differently. If an idea sounds good, it's my decision if I want to build it or not. Our left hand always knows what the right hand is doing. I also have friends in the industry who call me from time to time to discuss an idea they think might have some merit. With the proper standards, and an intuitive eye for finding the ideas that have the best chance of success, we'll certainly be coming up with the best money-earning machines you can find . . . and I don't mean just film machines. Our young organization can only help this industry.

The industry itself must also keep its eyes open to new equipment . . . not only our own but every manufacturer's. Some of the old timers might get their glasses checked more often . . . they're so quick to put something down. Believe me, in the coin machine industry of the future, there'll be no room for cynics. In addition, I think this industry offers a great future for any young man that has anything on the ball. He can make more money if he works at it in this business than in any other.



Cash Box Round the Route

Eastern Flashes

TRAVELS WITH TABB—Florida music and games op, Sol Tabb, easily one of the most literate, talented, energetic and optimistic leaders of our industry, is currently winding up an extended tour of the U.S.A. where he visited operators distribs and some of our big manufacturers. Sol, accompanied by his charming wife Irene, jetted up to St. Paul from Miami base to attend Bar-Mitzvah celebration with friends of the family, then off to Chicago for a wedding. Stopped by the Seeburg plant for lengthy chat with Bill Adair and spent some time with other industry reps before flying into New York. Sol and Irene visited with some old friends in Brooklyn as well as a few tradesmen along coinrow (10th Ave.). The Tabbs picked up their car in the city and plan on a leisurely drive back South, stopping here and there to visit with industry and personal friends. Business wise, Sol has no complaints about summer collections. Matter of fact, as the route continues to grow by leaps and bounds, he predicts his "finest hour" is yet to come. Just talking with this guy could give even the most cynical tradesman an optimistic outlook on the future of this business. "This is the greatest industry in the world," says Sol, "and I'm grateful every day to be a part of it." . . . Another Floridian on the road these days is All-Tech's energetic sales director Jack Mitnick. Jack made a swing through the mid and northwest regions last week, paying calls on his distribs. He info's the company's 'Diplomat' table is a real hot seller, especially with the quick, on-location recovery process.

AROUND TOWN—Chatted with Ronny Billings out at Long Island National Sales who says collections on jukes and games have kept up just fine thus far this summer. Ronny's looking forward to the next Long Island 8-Ball Tourney, hopefully to get underway this fall. . . . Big, and we mean BIG Bill Kobler reports fine collections out at his South Shore vacation spots on the Island. Bill's got quite a few fine locations along the major highways leading out to the Hamptons and the hungry weekend travelers are giving his machines some truly fine business. . . . Runyon's sales ace Lou Wolberg, down for five days with an annoying virus,

back in action at his busy desk. Lou and Irv Green are both anxiously awaiting first delivery of Irving Kaye Company's brand new "Batting Practice" baseball game. "This is gonna be very big with our customers," predicts the great Wolberg. . . . Joe Munves, thinking about the tons upon tons of arcade equipment he shipped all over the country this spring, wonders how they do it every year. "Quick delivery on the best amusement machines builds a reputation," says Joe. "That's why we're number one." . . . The Al Simon showroom is just about completely finished now and, my word, it's a knockout. . . . Abe Lipsky trying to hurry up the contractors to get his place ship-shape before August is out. Brand new look at Lipsky's will compliment new franchise lines from Mutoscope, NSM (Consul 130 phono) and Color-Sonics' Combi-150 audio-viz combo theater.

TALENT ON STAGE—Harold Kaufman's son Robert, together with five friends from the Manhattan Beach area, have organized a brand new rock band. Calling themselves **Ultimates, Inc.**, the group's been playing for local parties and school affairs and according to Harold (who's trying to be as unbiased as a father can), "the boys are really, really good." Bob and the boys are only charging \$7 a head these days, in order to get in as many jobs as possible before they embark upon bigger things. So any of you gents interested in hiring a band for a private affair, get in touch with Harold. As he says, "you're getting \$700 worth of talent for only \$7 a head."

TRAVELERS—Salesvet Sol Lipkin (American Shuffleboard) ran into good friend Hans Vandendorp (Sugerman International) out in St. Louis while visiting with the Advance Distributing personnel. Sol's been getting in as much fishing as possible on weekends during the summer but his frequent sales trips don't leave too much room for this pursuit. . . . Marie Coffman of the West Virginia Music and Vending Assn., advises members and interested guests that the group's annual weekend get-together is slated for Sept. 26-28 at the Heart O' Town Inn in Charleston. Mark the date on your calendar.

VENDING SUMMIT—There'll be a meeting of all of NAMA's state council presidents and their officers on Friday, Sept. 13th (day before the big convention kicks off at the Civic Center). The summit meet will take place at the Bellvue-Stratford's Burgundy Room, beginning at 2:00 P.M. A reception for the officers and their wives will follow that evening, courtesy of NAMA.

PUBLIC RELATIONS AT NEW YORK—Johnny Bilotta phoned to say that his firm's sponsoring of the Newark, N. Y. Co-Pilots baseball team has been one of his most enjoyable pursuits in the public relations field to date. The team, which competes in the New York-Pennsylvania Class A League, gives the coin machine industry a well-deserved plug everywhere it goes, says John. Incidentally, Mr. B further advises that the team's shortstop Bill Gardner was set to tie the matrimonial knot this Sunday with a lovely lass from Tennessee and with a New York State Supreme Court Judge doing the honors. John, naturally, will be in attendance.

ATTENTION ANTIQUE COLLECTORS—Received an interesting note from E. S. Laughton of the Seaboard Amusement Co. (music, games and vending operator from York Beach, Maine). Mr. Laughton's interested in locating anyone in the industry (or out of it) who might have access to antique arcade machines like

those found at Eakins Gay Nineties Village in Sikeston, Mo. The 25-year veteran in the coin machine industry is currently disabled and confined to a wheelchair so it might be a grand idea for anyone out there in possession of (or knowing someone in possession of) some of the old arcade pieces to write to him c/o Seaboard Amusement at 108 Broadway in York Beach, Me.

HERE AND THERE—Wolf Lebovitz, prominent sales exec down at the Southern Amusement Dist. Co., Rowe music and vending outlet in Memphis, Tenn., has been elected president of the Shelby County Cigarette Association. Wolf also info's that he's recently conducted a very fruitful contest among the company's route managers for the naming of a "routeman of the month" and ultimately "routeman of the year." Sounds good.

SALES ARE UP—Howard J. Bartley, national sales manager for Nutting Associates reported that Computer Quiz sales for the month of July alone exceeded the entire first quarter mark. That sounds like some sort of record to us! Howard also told of an amusing story about Bill Nutting, president of the young, aggressive firm. Seems Bill and his wife were roughing it in the Sierra Mountains for seven days and on the very first night a bear got into their grub and ate every crumb of it. Howard says Bill and his wife spent the next six days fishing and hunting for their food. I thought of a good moral for this story but it's too grizzly to print!

CONGRATS—John Larkin, assistant secretary of ARA Services, has been named executive assistant to Ralph Globus, president of the company's Business & Industry Services division. Larkin, for six years associate counsel—operations and sales—of ARA's legal department, will direct special projects for the food service management company's largest division. Globus is executive vice-president of ARA.

Upper Mid-West

Mrs. Earl Ackley in the hospital for two weeks is now home and getting along just fine . . . Jim Donatell, Spooner, in the cities for the day buying parts, records and equipment . . . L. I. Harris, Enderlin, No. Dakota stopping off in the Twin Cities for the day enroute home from Phoenix where he had been staying all winter . . . Gordon Runnberg in town for the day buying records and parts and equipment . . . Morris Anseau and George Wohler, Stillwater, in town for a few hours of buying . . . Ritchie Hawkins is going up North to his cabin for a weeks fishing . . . The Gene Clennon's and son Scotty spent 10 days up North roughing it on a canoe voyage, portage, sleeping out in sleeping bags and cooking out and all the trimmings and loved it . . . Darrell Weber in town for a few hours enroute home from a few days vacation up north with his family . . . Congratulations to Mr. & Mrs. Greg Wagner on the marriage of their son James last Saturday 13th . . . Jack Mitnick, All-Tech in town at Lieberman Music Company . . . Leo Rau, St. Cloud, in town on a buying trip as was Martin Kallsen from Worthington . . . Wally Jones ace mechanic at Lieberman Music on a weeks vacation up North . . . Mr. & Mrs. Dean Schroeder and friends from Aberdeen, So. Dakota in town over the week end to see the Twin-Oakland game . . . Congratulations to the Gene Clennon's on becoming grandparents for the first time. Their son and daughter-in-law presented them Wednesday with a baby. Congratulations also to the parents . . . Norton Lieberman celebrated his 62nd birthday at the office. Had a birthday cake and other goodies.

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'Round the Route

Chicago Chatter

Mailing out the last of the exhibit contracts for this year's Music and Amusement Machines Exposition was uppermost on the agenda at the local MOA office last week. Fred Granger expects 100% returns from last year's exhibitors and, judging from the number of inquiries received, many newcomers will be participating in this year's show at the Sherman House. Those dates are October 11-12-13! We might add that Ron Pepple of Northwest Sales in Seattle has a promotion going that will certainly sweeten the MOA attendance pot at the '68 show. Ron is offering an all expenses paid trip to the MOA show, plus a year's paid up membership in the Association, with every purchase of a 3200 Wurlitzer "Americana II" (and accessories)! . . . Nice chatting with Hymie Zorinsky of H. Z. Vending & Sales in Omaha. Hymie attended the recent COIN meet at the Holiday Inn and joined in the special tribute to Ted Nichols and Howard Ellis! The H. Z. staff is being kept mighty busy with the Rock-Ola "Princess Deluxe" which, Hymie tells us, is a consistent seller! . . . D. Gottlieb & Co. resumes production this week following the annual vacation layoff . . . At Bally Mfg. Co., all eyes are focused on "Safari"! Firm's in full production and Herb Jones tells us the new piece is being widely accepted throughout the trade! . . . Here's word from Marie Coffman, secretary of the West Virginia Music & Vending Assn., that the next meeting is scheduled for September 26-27-28, at the Heart O' Town Motor Inn, in Charleston, West Virginia . . . Busiest department at National Coin Machine Exchange this past week was export. Mort Levinson tells us sales are way up! . . . The Marvel Mfg. Co. crew are all back in the fold after a nice 3-weeks vacation . . . Sol Lipkin (American Shuffleboard) and Hans Vandendorp (Myron Sugarman Int'l.) were recent visitors at the new Advance Dist. headquarters in St. Louis. Firm's just about settled in the spacious (44,000 sq. ft.) new quarters and is planning an open house for sometime next month. Incidentally, we understand Sol attended his first horse race as the guest of Pete Entinger and even won a little on "Miss Castro"! Congrats! Speaking of races, come 1972, Pete hopes to have a Derby winner in the foal his thoroughbred "Tracadie" expects next May! . . . Chicago Dynamic Industries' Mort Seccore notes increased activity this past week on the firm's "Gun Smoke" 2-played pin game and "Melody Lane" 6-player puck bowler. The shipping department is forging full speed ahead to meet the demand and keep those customers happy! . . . World Wide's Tom Higdon is off to vacationland this week. We understand Fred Skor just returned from a very enjoyable week in the north woods . . . Action on the Rowe-AMI Music Master and vending line is keeping everyone at Atlas Music Co. hoppin'. Joe Kline adds that the distrib will shortly resume Rowe school sessions on a regular basis . . . A special hospitality suite for teenage visitors was set up at the Pick Congress Hotel during the Telafloa convention there and the star of the show, we understand, was the Rock-Ola "Princess Deluxe" phonograph which provided a seemingly endless stream of music for the young dancers!

Milwaukee Mentions

United, Inc. is anxiously awaiting shipment of the new model "I. Q. Computer," which is causing a great deal of talk in the trade! Meanwhile, Russ Townsend items that the center of excitement at the distrib this past week was the Wurlitzer "Americana II" and the United pool tables line! . . . We understand Russ enjoyed a very interesting and informative visit with golf pro Ron Cerrudo who was in town for the Milwaukee tournament . . . The S. L. London Music premises are busy as usual, with Nate Victor and staff workin' like beavers! . . . Empire's Bob Rondeau is back from a week's vacation, and plowing through a desk full of accumulated work . . . A reminder: the dates of the Wisconsin Music Merchants Assn. meeting are August 18-19, at the Dell View Hotel in Lake Delton, Wisconsin . . . Got the word from Gordon Pelzek of Record City that the following singles are among the big sellers with local ops: "Cry Cry Again" by Liz Anderson (RCA), "Sunshine Girl" by Herman's Hermits (MGM), "Happy" b/w "Nice 'n Easy" by Nancy Sinatra (Reprise) and "She Thinks I'm On That Train" by Henson Cargill (Monument).

Houston Happenings

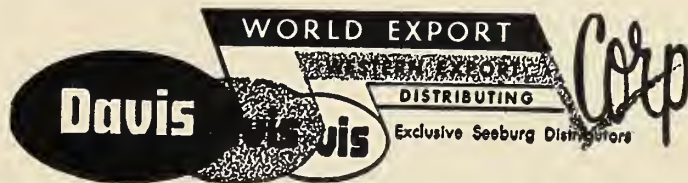
Mrs. Marie Jeannet Ellison, 19, daughter of Larry Trygsted, Allied Amusement, Co., was killed in a highway automobile accident on July 17. Her husband is a serviceman stationed in Germany. Mrs. Ellison was riding in a car driven by Miss Winona May Grasty when their car crashed into a wreck caused by a head on collision. A man in one of the cars involved in original collision also was killed. Our sincere sympathy to Mr. Trygsted and other immediate members of the family . . . Op. F. C. Mossart, with almost 40 years continuous coin machine service, doing better than good with his own company in operation of both music and amusement games . . . Another local sorter up in years who has survived 40 years in the biz. and still going strong is R. E. (Blondy) Parker . . . Earl Chatten, sales mgr. at Central Sales, Inc. (Rowe-AMI), said they had nothing especially new but business was holding at a very satisfactory level . . . Harry Butler, son of L. C. Butler, now spending full time in office and around plant of Gulf Coast Distributing Co. (Wurlitzer). Gathered that L. C., presently Big Wheel in the outfit, hoped Harry would absorb some of the finer points about running a major distributing concern. Eddie Troy, Consolidated City Music located in same building, said he was giving the youngster some hints on public relations; reciting for publication good things, keeping silent about the bad ones, stuff like that . . . We have not seen a more dignified yet attractive appearing retail outlet than Dotties Record Rack in nearby town of Tomball (Dottie herself fits right well into the picture too). Small and neat the place is with an outside speaker that passes along to sidewalk traffic what is being played inside. Years ago, when first oil well was drilled in Tomball, residents and business houses were guaranteed an unlimited supply of natural gas absolutely free. The deal still is in force except that some years ago an agreement was made where each home and business pay a flat fee of \$36.00 annually for service charge and pipe maintenance.

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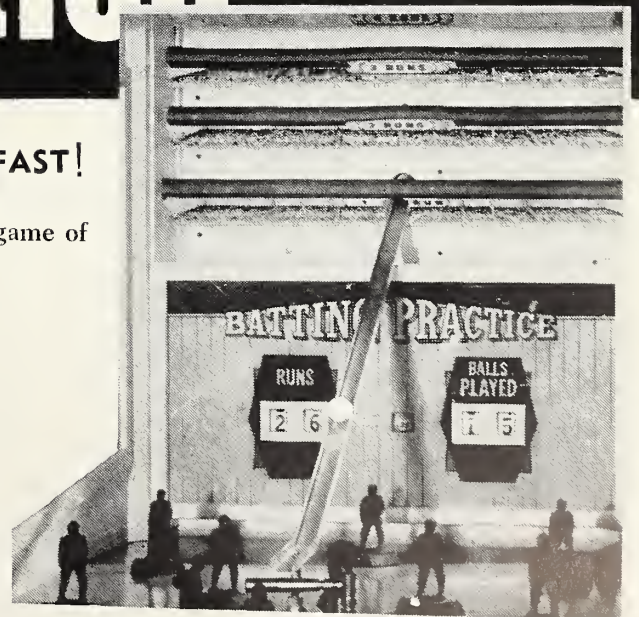
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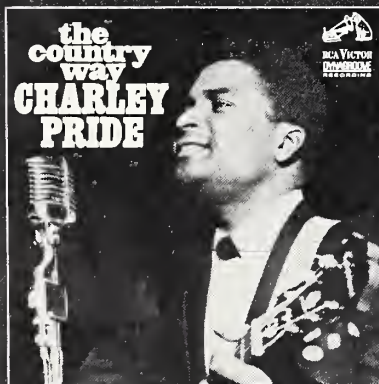
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