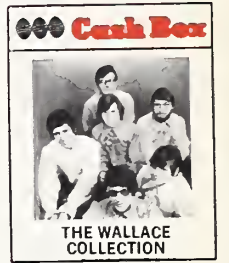


**Kirshner Becomes Exclusive Exec Indie Producer & Consultant For RCA . . . Expansion Is Highlighted At Columbia's International Conference . . . Woodstock's Producer Team Is Planning A Record-Concert Company ... Motown Opens A Major Album Drive With Its Largest LP Release . . . Explosion '70 In Japanese Market - See Editorial Comments**

September 13, 1969

# Cash Box

75¢



THE ARCHIES: SWEET, SWEET 'SUGAR, SUGAR'

INT'L SECTION BEGINS ON PAGE 51



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# Johnny Mathis:

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## Japan: Explosion '70

Japan, the industrial giant of the Pacific, will focus on its achievements and that of other nations at its turn for a global fair, Expo 70. According to record industry sources reached by **Cash Box** over the past several months, Japan will probably celebrate in 1970 its emergence as the second largest market for pre-recorded music. To western tradesters who may be astonished to learn that Japan, as a \$100 million plus music market, will surpass England in the number 2 sales spot, there should be the awakening to the fact that Japan's music market is not one of those instances wherein a country's musical appeal is largely limited to local talent — strange as it may seem in a country whose life style seems more exotic than relevant to that of the western countries.

For the U.S., it's been a happy fact for years that U.S. music, instrumental, vocal, jazz and country, etc., is a major source of interest among Japanese music fans. For the likes of Simon & Garfunkel, Ray Conniff and other vocal acts there is no need for the latter to perform their works in Japanese — English will do, thank you. It's also true that many American performers who may have a tough time selling their wares in the U.S. are among the idols of the Japanese. Lest the reader hold that American acts and music leave little room for other global sounds, the country has taken such acts as the Beatles, the Zombies, Paul Mauriat, among others, to the

bosom of its musical taste, too.

While it's generally accepted that even further expansion of the Japanese music market must have in tandem a more aggressive, modernized merchandising point of view, it's also evident that Japan is on the road to a more mass-merchandising concept of doing business. It was, for instance, pointed out by Harvey Schein, head of CBS International, that one of the reasons why CBS selected SONY as a partner in a successful disk operation was that this newer corporate giant on the Japanese scene was not tied to the tradition-bound thinking — some of it going back a half-century — of much of Japan's music industry. Of course, one can reply that tradition or no, Japan has achieved its music market position even under the alleged burden of old-guard approaches to business. However, unless Japan's music industry accepts the need for a merchandising revolution — already contributing to Europe's record boom — then it runs the risk of not meeting even greater potential — a potential that may not mean eventually besting the U.S., but making its second spot virtually unchallenged.

Whatever the case, Expo 70 should serve as a clarion call that Japan has become a vital music market with an international scope that cannot be denied. Expo 70 is a good time for tradesters to make a call on Japan and take a deep look into its robust status as a music market.

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Rank	Artist	Title	Label	Weeks	Peak
1	SUGAR SUGAR	Archies-Calendar 1008	3	5	9/6
2	HONKY TONK WOMEN	Rolling Stones-London 910	1	1	8/30
3	GREEN RIVER	Creedence Clearwater Revival-Fantasy 625	4	6	
4	GET TOGETHER	Youngbloods-RCA 9752	5	7	
5	EASY TO BE HARD	Three Dog Night-Dunhill 4203	9	15	
6	A BOY NAMED SUE	Johnny Cash-Columbia 44944	2	2	
7	I'LL NEVER FALL IN LOVE AGAIN	Tom Jones-Parrot 40018	14	20	
8	LAY LADY LAY	Bob Dylan-Columbia 44926	8	8	
9	I CAN'T GET NEXT TO YOU	Temptations-Gordy 7093	10	27	
10	JEAN	Oliver-Crewe 334	16	41	
11	THIS GIRL IS A WOMAN NOW	Gary Puckett-Columbia 44967	15	51	
12	PUT A LITTLE LOVE IN YOUR HEART	Jackie DeShannon-Imperial 66385	6	4	
13	WHEN I DIE	Motherlode-Buddah 131	22	31	
14	I'D WAIT A MILLION YEARS	Grassroots-Dunhill 4198	12	12	
15	HURT SO BAD	Lettermen-Capitol 2482	17	18	
16	MOVE OVER	Steppenwolf-Dunhill 4205	18	25	
17	EVERYBODY'S TALKIN'	Nilsson-RCA 0161	24	49	
18	KEEM-O-SABE	Electric Indian-United Artist 50563	20	30	
19	BIRTHDAY	Underground Sunshine-Intrepid 75002	19	24	
20	OH WHAT A NIGHT	Dells-Cadet 5649	23	34	
21	SHARE YOUR LOVE WITH ME	Aretha Franklin-Atlantic 2650	21	23	
22	LAUGHING	Guess Who-RCA 0195	11	9	
23	YOUR GOOD THING	Lou Rawls-Capitol 2550	26	36	
24	THAT'S THE WAY LOVE IS	Marvin Gaye-Tamla 54185	31	52	
25	SOUL DEEP	Box Tops-Mala 12040	13	14	
26	HOT FUN IN THE SUMMERTIME	Sly & Family Stone-Epic 10497	29	39	
27	LITTLE WOMAN	Bobby Sherman-Metromedia 121	39	62	
28	SWEET CAROLINE	Neil Diamond-Uni 55136	7	3	
29	WHAT KIND OF FOOL DO YOU THINK I AM	Bill Deal & Rondells-Heritage 817	43	55	
30	NITTY GRITTY	Gladys Knight & Pips-Soul 35063	27	28	
31	I'M GONNA MAKE YOU MINE	Lou Christie-Buddah 116	47	57	
32	WHAT'S THE USE OF BREAKING UP	Jerry Butler-Mercury 72960	41	54	
33	DID YOU SEE HER EYES	Illusion-Steed 718	30	32	
34	CARRY ME BACK	Rascals-Atlantic 2664	52	77	
35	GIVE PEACE A CHANCE	Plastic Ono Band-Apple 1809	34	11	
36	BARABAJAGAL	Donovan-Epic 10510	28	29	
37	WORKING ON A GROOVY THING	5th Dimension-Soul City 776	25	26	
38	CRYSTAL BLUE PERSUASION	Tommy James & Shondells-Roulette 7050	35	17	
39	NOBODY BUT YOU BABE	Clarence Reid-Alston 4574	40	40	
40	I'M A BETTER MAN	Engelbert Humperdinck-Parrot 40040	44	50	
41	YOU GOT YOURS & I'LL GET MINE	Delfonics-Philly Groove 157	48	59	
42	IN A MOMENT	Intrigues-Yew 1001	49	58	
43	BLACK BERRIES	Isley Bros.-T-Neck 906	64	85	
44	MAKE BELIEVE	Wind-Life 200	74	-	
45	SUSPICIOUS MINDS	Elvis Presley-RCA 9764	-	-	
46	IN THE YEAR 2525	Zager & Evans-RCA 0174	33	16	
47	MUDDY MISSISSIPPI LINE	Bobby Goldsboro-United Artist 50565	55	61	
48	SIMPLE SONG OF FREEDOM	Tim Hardin-Columbia 44920	51	47	
49	SUGAR ON SUNDAY	Clique-White Whale 323	70	83	
50	OUT OF SIGHT, OUT OF MIND	Anthony & Imperials-UA 50552	57	63	
51	AND THAT REMINDS ME	Four Seasons-Crewe 333	61	-	
52	DADDY'S LITTLE MAN	O. C. Smith-Columbia 44948	58	70	
53	LOWDOWN POPCORN	James Brown-King 6250	59	64	
54	I COULD NEVER BE PRESIDENT	Johnny Taylor-Stax 0046	62	67	
55	YOU, I	Rugbys-Amazon 1	68	73	
56	MAYBE THE RAIN WILL FALL	Cascades-Uni 55152	60	65	
57	I DO	Moments-Stang 5005	63	69	
58	THE WEIGHT	Diana Ross & the Supremes & the Temptations-Motown 1153	-	-	
59	NO ONE FOR ME TO TURN TO	Spiral Starecase-Columbia 4492	66	72	
60	WE GOTTA ALL GET TOGETHER	Paul Revere & The Raiders-Columbia 44970	79	88	
61	HERE I GO AGAIN	Smokey Robinson & Miracles-Tamla 54183	69	-	
62	DON'T IT MAKE YOU WANT TO GO HOME	Joe South-Capitol 44924	67	79	
63	DON'T FORGET TO REMEMBER	Bee Gees-Atco 6702	65	76	
64	MAH-NA MAH-NA	Ariel-AR 500	76	87	
65	BY THE TIME I GET TO PHOENIX	Isaac Hayes-Enterprise 9003	-	-	
66	RUNNIN' BLUE	Doors-Elektra 45675	80	90	
67	LODI	Al Wilson-Soul City 775	75	80	
68	RAIN	Jose Feliciano-RCA 9757	73	75	
69	SON OF A LOVIN' MAN	Buchanan Bros.-Event 3805	72	-	
70	TRACY	Cuff-Links-Decca 32533	81	99	
71	WORLD	James Brown-King 6258	85	-	
72	THE TRAIN	1910 Fruitgum Co.-Buddah 130	77	78	
73	SAD GIRL	Intruders-Gamble 235	83	86	
74	HOOK & SLING	Eddie Bo-Scream 117	78	81	
75	GOIN' IN CIRCLES	Friends of Distinction-RCA 0204	82	92	
76	CAN'T FIND THE TIME	Orpheus-MGM 13882	84	89	
77	BABY IT'S YOU	Smith-Dunhill 4206	94	-	
78	LOVE'S BEEN GOOD TO ME	Frank Sinatra-Reprise 0852	86	-	
79	ARMSTRONG	John Stewart-Capitol 2605	90	95	
80	LOVE OF THE COMMON PEOPLE	Winstons-Metromedia 142	-	-	
81	SLUM BABY	Booker T & MG's-Stax 0049	87	-	
82	LIFE & DEATH IN G&A	Abaco Dream-A&M 1081	89	-	
83	KOOL & THE GANG	Kool & The Gang-Delite 519	91	-	
84	SAUSALITO	Ohio Express-Buddah 117	92	97	
85	JEALOUS KIND OF FELLOW	Garland Green-Uni 55143	-	-	
86	ALL I HAVE TO OFFER (IS ME)	Charlie Pride-RCA 0167	93	100	
87	HOLD ME	Baskerville Hounds-Avco Embassy 4504	-	-	
88	LET A WOMAN BE A WOMAN	Dyke & The Blazers-Original Sound 18	-	-	
89	BILLY I'VE GOT TO GO TO TOWN	Geraldine Stevens-World Pacific 77927	95	-	
90	GET OFF MY BACK WOMAN	B. B. King-Blues Way 61026	98	-	
91	GREEN ONIONS	Dick Hyman-Command 4129	-	-	
92	SUGAR BEE	Mitch Ryder-Dot 17290	97	-	
93	I WANT YOU TO KNOW	New Colony Six-Mercury 72961	-	-	
94	SOMETHING IN THE AIR	Thunderclap Newman-Track 2656	-	-	
95	WE CAN MAKE IT	Ray Charles-ABC 11239	99	-	
96	DRUMMER MAN	Nancy Sinatra-Reprise 0851	-	-	
97	HELPLESS	Jackie Wilson-Brunswick 55418	-	-	
98	IT'S TRUE I'M GONNA MISS YOU	Carolyn Franklin-RCA 0188	-	-	
99	COLOUR OF MY LOVE	Jefferson-Decca 3250	-	-	
100	MY BALLOON'S GOING UP	Archie Bell & The Drells-Atlantic 2663	-	-	

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Boy Named Sue (Evil Eye, BMI)	6	Green Onions (East Memphis/Bias—BMI)	91	Lay Lady Lay (Big Sky, ASCAP)	8	Sing A Simple Song of Freedom (T.M., BMI)	48
All I Have to Offer (Hill & Range, Blue Crest—BMI)	86	Green River (Jondora, BMI)	3	Let A Woman Be A Woman (Drive In—BMI)	88	Slum Baby (East Memphis—BMI)	81
And That Reminds Me (Symphony House—ASCAP)	51	Helpless (Oakar—BMI)	97	Life & Death In G&A (Oday City—BMI)	82	Something In The Air (Track—BMI)	94
Armstrong (Great Montana, BMI)	79	Here I Go Again (Jobete—BMI)	61	Little Woman (Green Apple, BMI)	27	Son Of A Lovin' Man (Blending Well—ASCAP)	69
Baby I Love You (Trio/Mother Bertha, BMI)	77	Hold Me (Robbins Music—ASCAP)	87	Lodi (Jondora, BMI)	67	Soul Oeep (Earl Barton, BMI)	25
Barabajagal (Peer Southern, BMI)	36	Honky Tonk Women (Gideon, BMI)	2	Love Of The Common People (Tree—BMI)	78	Sugar Bee (East Memphis—BMI)	92
Billy, I've Got To Take My Love To Town (Cedarwood—BMI)	89	Hook & Sling (Uzza, BMI)	74	Lowdown Popcorn (Golo, BMI)	53	Sugar On Sunday (Big 7, BMI)	49
Black Berries (Triple 3, BMI)	43	Hot Fun In The Summertime (Stone Flower, BMI)	26	Mah-na Mah-na (E. B. Marks)	64	Sugar Sugar (Don Kirshner, BMI)	1
By The Time I Get To Phoenix (Rivers—BMI)	65	Hurt So Bad (Vogue, BMI)	15	Make Believe (Love Songs/Peanut Butter—BMI)	44	Suspicious Minds (Press—BMI)	45
Can't Find The Time (Interval, BMI)	76	I Can't Get Next To You (Jobete, BMI)	9	Maybe The Rain Will Fall (Ounbar, BMI)	56	Sweet Caroline (Stone Bridge, BMI)	28
Carry Me Back (Slascor, ASCAP)	34	I Could Never Be President (East/Memphis, BMI)	64	Move Over (Frousdale, BMI)	16	That's The Way God Planned It (Apple, ASCAP)	24
Colour Of My Love (Ramrac Ltd.—ASCAP)	99	I Do (Gambi, BMI)	57	Muddy Mississippi Line (Detail, BMI)	47	This Girl Is A Woman (Three Bridges, ASCAP)	11
Crystal Blue Persuasion (Big Seven, BMI)	38	I'd Wait A Million Years (Teenie Bopper Music Publishers, ASCAP)	14	My Balloon's Going Up (Assorted—BMI)	100	Tracy (Vanlee/Emily, ASCAP)	70
Daddy's Little Man (BNB, ASCAP)	52	I'll Never Fall In Love Again (Tro-Hollis Music Inc., BMI)	7	Nitty Gritty (Al Gallico, BMI)	30	Train, The (Kaskat Music, BMI)	72
Did You See Her Eyes (Un-Art, BMI)	33	I'm A Better Man (Blue Seas/Jac Music Co. Inc., ASCAP)	40	Nobody But You Babe (Sherylyn, BMI)	39	We Can Make It (Tangerine/Jalew—BMI)	95
Don't Forget To Remember (Casserole, BMI)	63	I'm Gonna Make You Mine (Pocketful of Tunes, BMI)	31	No One For Me To Turn To (Spiral, BMI)	59	We Gotta All Get Together (Boom, BMI)	60
Don't It Make You Want To Go Home (Lowery, BMI)	62	In A Moment (Odum and Neilburg, BMI)	42	Oh What A Night (Conrad, BMI)	20	Weight, The (Owarf—ASCAP)	58
Drummer Man (Bernwin—BMI)	96	In The Year 2525 (Zelad, BMI)	46	Out of Sight, Out of Mind (Nom, BMI)	50	What Kind Of Fool Do You Think I Am (Whitley, Low-Twi, BMI)	29
Easy To Be Hard (United Artists, ASCAP)	5	I Want You To Know (New Colony—BMI)	93	Put A Little Love In Your Heart (Unart, BMI)	12	What's The Use Of Breaking Up (Assorted/Parabut, BMI)	32
Everybody's Talkin' (Third Story, BMI)	17	It's True I'm Gonna Miss You (Regent—BMI)	98	Rain (Johi, BMI)	68	When I Die (Modo, BMI)	13
Get Off My Back Woman (Sounds of Lucille/Pamco—BMI)	90	Jealous Kind Of Fellow (Colfam—BMI)	85	Runnin' Blue (Nipper/Doors, ASCAP)	66	Working On A Groovy Thing (Screen Gems/Columbia, BMI)	37
Get Together (Irving, BMI)	4	Jean (20th Century, ASCAP)	10	Sad Girl (I.P.G. Music, BMI)	73	World (Dynatone—BMI)	71
Give Peace A Chance (MacLen, BMI)	35	Keem-O-Sabe (United Artists/Binn/Elain, ASCAP)	18	Sausalito (Kaskat/Man-Ken, BMI)	84	You Got Yours & I'll Get Mine (Nickel Shoe, BMI)	41
Goin' In Circles (Porpete, BMI)	75	Kool & The Gang (Stephayne—BMI)	83	Share Your Love With Me (Oon, BMI)	21	You, I (Shelby Singleton Music, BMI)	55
		Laughing (Dunbar, BMI)	22			Your Good Thing (East, BMI)	23



# We're taking "Black Berries" off the market!

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**RCA**



## See Para Lable Executive Shifts

HOLLYWOOD — There will be a major realignment among Paramount Records executives, according to reliable sources. One direction reported to Cash Box was a shift of execs back to the Paramount film division. Arnold Burk, president of Paramount Records, had no comment on the report.

## Jerry Ross Readies State Of Euphoria

NEW YORK — Jerry Ross is ready to unveil his latest project, a new group called Euphoria. A six-months-in-the-making venture, the team, consisting of two boys and two girls, will bow this week (5) on Ross' MGM-distributed Heritage label via an LP named after the attraction.

MGM distribs were given word of the group's emergence during recent sales confabs by Hal Charm, Heritage exec, He, Ross and Art Ross groomed Euphoria for recordings, personal appearances and promo tours. MGM expects to throw a press reception soon.

## FRONT COVER:



Seated in front of a giant blow-up of cartoon heroes and rock stars the Archie, Don Kirshner and RCA Records division vice president and general manager Norman Racusin conclude their exclusive agreement making Kirshner an independent executive producer and consultant for the label. Currently number one on the Cash Box Top 100 chart, "Sugar, Sugar" by the Archies on the RCA distributed Calendar Records has been awarded an R.I.A.A. (Record Industry Association of America) gold record for sales in excess of 1,000,000 records.

The record is the third single, all of which hit the charts, recorded by the group formed by Kirshner, who is also president of Calendar Records. "Sugar, Sugar" was produced by Jeff Barry and written by Barry and Andy Kim.

The Archie characters, created by John Goldwater in 1942, are not only the heroes of the comic strip translated into ten languages but also radio, television, and now recording stars. The television series, produced by Filmation, is the top rated Saturday daytime program and will be shown as a special on CBS Sunday, September 14, 7:30-8:00 p.m.

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# CBS England Confab: Company Enters Musical Instrument Field; Maps Massive Program On 8-Tracks, Cassettes

SOUTHAMPTON — CBS Records announced its entry into the musical instrument and accessories market here at its southern sales presentation for 1969 at the Skyways Hotel August 26th.

Plans were also revealed for greater activity in the tape field and sales incentives involving CBS sales staff and retailers and their staff for the fall campaign. CBS has also acquired the Milestone jazz label and Frank Zappa's progressive Straight label for distribution here.

In his opening address following a clip from the movie "April Fools," CBS managing director Ken Glancy drew attention to Cinema Center Films, the CBS offshoot that produced "April Fools." This movie was just one of several major CCF projects that demonstrated the heavy commitment of CBS to films, and they would be a rich source of soundtrack albums.

### LP Explosion

Glancy commented on the continuing "fantastic" growth of the LP market in Britain. In 1968 over 49 million albums had been sold altogether, and this year the total was confidently expected to top the 55 million mark.

"A lot of these results are being contributed by the budget field," he said. "But the full-price range is continuing to climb, and as far as CBS is concerned, this will be our biggest year yet with both domestic and American product. Our fall list of releases is the strongest and most impressive ever."

James Fleming of the CBS special product department gave details of the company's entry into musical instruments and accessories. Market research evidence clearly showed there was a relatively unexploited market in this field, and the revolving CBS instrument/accessory rack is considered ideal to take advantage of it.

Fleming pointed out that hitherto musical instruments have been sold mainly in specialist shops that cater for the professional or semi-professional musician. These few outlets are not geared for the needs of the beginner or amateur, the local high street market which is still untapped.

"The sales movement on records and musical instruments in the States is about the same," Fleming added. "But in the United Kingdom record turnover is far greater. This rack will fulfil the need of those who don't want specialist service, and will also attract buyers spontaneously."

The rack contains a broad selection of twenty-six instruments and accessories, pre-packed in vinyl bags with clearly printed header cards, and its compact design enables the presentation of more than 150 semi-professional musical instruments and accessories within a floor space of two square feet.

"There will be a two-stage launch," Fleming revealed. "Later this year there will be a market test in a limited number of outlets on a sale or return basis. If the results are positive and successful, we'll go national in many more outlets with a target of around 500 shops in 1970."

### Tape Plans

CBS export manager Fred Dennis, who also has the responsibility of generating extra tape sales in the United Kingdom, gave details to the southern sales force of the company's plans to this end.

"Tape has been around for years," he said, "but the situation has been confused from the public point of view. People have fought shy of tapes because of the varying speeds and systems, but the time is now with us to follow the trend set in the States, where the cassette and 8-track cartridge systems are very popular. 8-track and cassettes will become good moneyspinners here too eventually."

Dennis explained the working principle of the CBS 8-track known as TC8. Its quality was better than the cassette because its speed was 3¾ inches per second as opposed to the cassette's 1½ i.p.s., and the faster the tape goes, the better are the results.

TC8s were initially imported from America, but are now being manufactured in Britain. The system is aimed particularly at the car industry, but there are also completely independent self-powered home units, satellite units, and picnic units available. An ordinary phono was being developed

(Cont. on Page 53)

## UMC Corp. To Rack Wallichs Music Needs

NEW YORK — NMC Corp. has been selected as the sole source of the music needs of Wallich's "Music City" in Hollywood and other Wallichs outlets in five cities. It's the first time that Wallichs has made a deal with a rack firm. NMC Corp. is also a distributor and owner of several labels, including the Riverside jazz catalog.

For NMC, headed by Jesse Selter, the Wallichs tie-in is expected to be the first in a series of similar arrangements with more key retail outlets, and is representative of a major thrust by the company in the years ahead.

The 16,000 square-foot Wallichs, on Sunset and Vine in Hollywood, is one of the nation's biggest and most heavily-trafficked retail music outlets. Its record inventory alone encompasses more than 13,000 titles, representing every major record company. The five other stores in the chain are located in Canoga Park, West Covina, Costa Mesa, Lakewood and Torrance, California. The contract also covers the soon-to-be-opened store in Buena Park, California. It is estimated that the Wallichs chain carries approximately 7,000 tape cartridge and cassette titles, in addition to its record inventory.

This marks the first time that a retail music outlet of Wallichs' size has engaged a single rack jobber for its complete musical inventory. According to the agreement, NMC will provide records, tape cartridges, tape cassettes and a wide variety of accessories beginning Sept. 1. In addition,

(Cont. on Page 22)

## Kirshner's Exclusive RCA Deal: Indie Exec Producer, Consultant

NEW YORK — RCA Records and Don Kirshner have just concluded an agreement under which Kirshner will become an independent executive producer and consultant for the label. Norman Racusin, division vice president and general manager for RCA, in announcing the contract pointed to RCA's associations with Kirshner over the last decade as "highly productive and profitable." Among the artists who have been involved with the RCA-Kirshner unions in the past were Neil Sedaka, the Monkees and all of Kirshner's Calendar performers including the Archies (whose "Sugar Sugar" has become the #1 national single this week).

Having made musical history with the Monkees, Kirshner is now often referred to as "The Man With The Golden Ear." While still in his twenties, he built a music publishing com-

pany and record producing organization which were sold to Columbia Pictures-Screen Gems in a multi-million dollar deal. Then, as president of Columbia Pictures-Screen Gems TV, record and music division, Kirshner was responsible for publishing the music from such pictures as "Lawrence Of Arabia," "Casino Royale" which includes the song, "The Look Of Love," "To Sir With Love," and "Born Free," the former earning an Academy Award for best song and the latter an Academy Award for best score.

Kirshner is currently co-producing his first motion picture with Harry Saltzman in London called "Tomorrow," to be released early next year. Also on the agenda for Kirshner is a

(Cont. on Page 22)

## LP Sleeves Offer Built-In Promo

NEW YORK — The development of a label image in the teen and contemporary fields, an important factor in these lack-of-airplay days, is being achieved by several major disk firms thru self-liquidating (or possibly profit-making) gimmicks promoted on album sleeves.

Until recently, Columbia Records was selling posters of its major rock artists (plus, as an added inducement, Beatle posters) via a special sleeve used with all teen and college-appeal LPs.

Both Motown and Buddah are running fan club offerings on their sleeves, with both clubs carrying a \$3.00 entry charge. The Motown Fan Bag is built around a variety of Motown and artist inscribed articles, including a plastic carry-all bag, book covers, mobiles and a photo folder. The Buddah Insider Club is offering a copy of the several month-old "Dial-A-Hit" LP. Both firms are including promotional newsletters with the mailing.

According to Chris Brady, director of merchandising and licensing for Co-

lumbia, the poster promotion proved highly successful, and the company is developing similar campaigns for other musical areas. The Motown campaign has only been running for a few months, while the Buddah drive was only put into effect with the label's Fall release, so an accurate picture of their effectiveness is unobtainable as of yet.

Of course, several companies have long used their sleeves to offer catalogs to consumers, but recent developments take that concept several steps further.

## Dion Signs w/ WB/7

HOLLYWOOD — Dion has inked a deal with Warner Bros.-Seven Arts Records. The songster recently left Laurie Records, where he scored earlier this year with "Abraham, Martin & John."

## Atlantic Sets Date For Sales Convention

NEW YORK — Atlantic-Atco-Cotillion has just set its annual sales convention for 1970 at the Riviera Hotel, Palm Springs, California. The meetings, which will be held from Thursday, January 15, 1970 through Sunday, January 18, will mark the first time that all three labels will combine for the event.

The convention will be attended by all key Atlantic executives and field men in addition to distributors and distributor promotion men representing the three labels from throughout the country, and the firm will introduce new product from the leading artists on Atlantic, Atco and Cotillion.



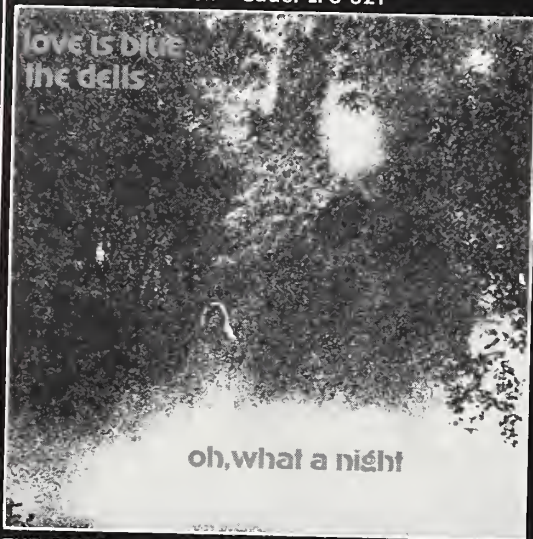
# If They're Good, They'll Sell



RAMSEY LEWIS  
Mother Nature's Son Cadet LPS-821



RAMSEY LEWIS  
Another Voyage Cadet LPS-827



THE DELLS  
Love Is Blue Cadet LPS-829



JOHN KLEMMER  
Blowin' Gold Cadet/Concept LPS-321

# These Are Selling

CADET





# 19 LP's Mark Major Motown Drive

DETROIT — The Motown family of labels, including Gordy, Tamla and Soul, have set a 19 album release, largest in the company's history, under a "You've Seen The Rest, Now Sell The Best" trade theme. The albums, introduced to distributors and rack merchandisers at the NARM meeting in Dallas, are being simultaneously released in 8-track cartridge and cassette configurations.

According to Mel Dakroob, director of LP and tape sales, almost every major Motown artist is represented with product, and the entire 19-LP release will be supported by the biggest promotion-advertising-merchandising campaign ever launched by the label. Full distributor support is expected for the drive, which includes new distributor and consumer catalogs, co-op ads at the local level in both print and radio media, trade ads and displays.

On Motown itself are seven albums, headed by the third teaming of Diana Ross and the Supremes and the Temptations, "Together." The package contains a wrap-around, four-color, tear-away poster on cardboard, which, when removed, still leaves a full cover for the record. The LP will retail at the regular price.

Other LP's on Motown include Diana Ross & the Supremes "Cream Of The Crop," which features their soon-to-be-released single; the Four Tops' "Soul Spin;" David Ruffin's "Doin' His Thing;" "16 Big Hits, Vol. II;" Jonah Jones' "A Little Dis, A Little Dat;" and "Red Jones Steerikes Back," a baseball comedy set.

## Other Labels

Tamla is offering five new packages, including Stevie Wonder's "My Cherie

Amour;" Marvin Gaye's "That's The Way Love Is;" Smokey Robinson & the Miracles' "Four In Blue;" the Marvlettes' "In Full Bloom;" and a Marvin Gaye-Tammi Terrell team-up, "Easy."

The three albums on Gordy are: the Temptations' "Puzzle People;" Martha Reeves & the Vandellas' "Sugar & Spice;" and "Winner's Circle, Vol. 4."

Soul is represented by four LP's, including "Nitty Gritty," by Gladys Knight & the Pips; "The Prime Of Shorty Long," a commemorative album to the late singer; Edwin Starr & Blinky's "Just We Two;" and "Switched On Blues," an anthology featuring older cuts from Stevie Wonder, Singin' Sammy Ward, Gino Parks and Mabel John.

"Every LP is an instant seller," said Dakroob, "and a chart item as soon as they hit the counters and Motown distributors know this. The industry will know it shortly too."

# Kornfeld On Woodstock: New Responsibility For Music

NEW YORK — A new upswing in image for the music business was one of the chief results of the recent Woodstock Music and Art Fair, according to indie disk producer Artie Kornfeld, who, along with Michael Lang, or-

ganized the recent history making event. Kornfeld, who has been avoiding interviews since the event, plans to air his views in depth when he, Lang, and several other music industry figures guest on the David Susskind Show, which is devoting an entire two-hour stint to the peace and music which reigned in White Lake, N.Y., recently. The show is scheduled to be the Fall opener for Susskind, airing in New York, Channel 5, on Sunday, Sept. 21.

## Kornfeld, Lang To Maintain Relationship

Michael Lang and Artie Kornfeld, who, as vice president of Woodstock Ventures, organized and operated the recent history-making Woodstock Music and Art Fair, are continuing their association as partners. Their plans include a record label, production company, publishing firms, film company and various other operations in related fields. The pair plan to clarify their position within the Woodstock Ventures operation in the near future.

"There are a lot of things, important things, which have been left unsaid," Kornfeld told Cash Box, "because we were waiting for the hysteria to settle down. We think everybody needs a chance to look at this phenomena in true perspective to realize its full implications."

In addition to reversing the bad feelings created by earlier, violence-ridden festivals and concerts, Kornfeld also believes that Woodstock has also helped brighten the industry's financial picture, due to the vast exposure given to the artists that appeared, plus all the resultant publicity. "Everybody who came up there was turned on to at least one new artist. It might have been an already established act, or it might have been a newcomer, like Bert Sommer or Santana, but nobody left untouched."

## Other Fests

Following the peaceful principles laid down at Woodstock, several additional music fests over the Labor Day weekend came off without a hint of violence. Even without following Woodstock's inadvertent free admission policy. Festival promoters were able to

(Con't. on Page 22)

# Mansfield Outlines MGM Promo Concept

NEW YORK — Utilizing an eight-man regional team, Ken Mansfield, recently named director of exploitation at MGM Records, has named two co-national promo managers. Ron Saul will represent the western part of the country, while Tom Kennedy will concentrate on the east, with both reporting directly to Mansfield.

These two first appointments are part of a 8-man regional team of promotion men which Mansfield is organizing which is designed to give him immediate promotion coverage of single and album releases.

Mansfield stated that this is the first time that such a system of promotion will be employed, calculated to solve the promotion distribution time problem, speed up service to radio sta-

tions, achieve tighter promotion coordination, and shorten the travel areas for promotion personnel.

Mansfield said that both co-national promotion managers will have complete autonomy in their individual territories but will be guided by him in order to coordinate their efforts and concentrate on making hits.

Saul, with ten years experience in the record business, was formerly in charge of the MGM Records west coast promo office. Prior to that, he headed up the promotion department for Consolidated Distributors in Seattle.

Kennedy, with sixteen years in all phases of the record business, was most recently the assistant national promo director for Jamie/Guyden Records and its subsidiaries. Previous to that he worked for Universal Records in Philadelphia. He also spent seven years with Capitol Records, working in the area of sales and also as regional director of promo in Philadelphia.

## TA Hires Vic Creatore For Pub; Label Singles

HOLLYWOOD—Vic Creatore has been named professional manager of the TA Music Group, which is the publishing firm connected with TA Records, a division of Talent Associates. Creatore takes this position after leaving a post as producer of a Washington music show.

## Release of Disks

"I'm Coming Back," a single by Denny Lamber, is the first single released by TA Records. The song, written and produced by Lambert and his partner, Brian Potter, is getting play on the west coast.

TA Records has also just released "One Tin Soldier." It was recorded by The Original Caste, a Canadian Group which has toured with Glen Campbell, and recently completed a college tour with Johnny Mathis.

## Claude Brennan Leaves Decca

NEW YORK — Claude Brennan, vet marketing exec at Decca Records, has announced his resignation, effective Sept. 1.

Brennan, who has been with Decca for many years, was active in many capacities at the Decca operation, including branch, regional and national sales.

Brennan is accredited with having established Decca as a major influence in the tape market. In addition to 4 and 8-track stereo tape marketing, it was he who spearheaded Decca's early entry into the cassette area. He said he will announce his future plans shortly.



Saul, Mansfield, Kennedy

## Farrow Exits Valando Firms

NEW YORK — Johnny Farrow has left the professional department of the Valando-Sunbeam music firms. With the units for the past 3½ years, Farrow worked on such Broadway scores as "Fiddler On The Roof," "Cabaret," "Apple Tree," "Maggie Flynn" and "Zorba." He also did contact work on such individual songs as "What A Wonderful World," "Play It Again Sam" and "Family Tree."

Farrow joined the Tommy Valando firms after an association with George & Eddie Joy's Joy Music as professional manager. In 1966, Joy was sold to Hill & Range and a record division, Joy Records, formed under Farrow in 1962, became inactive. At Joy, he was associated with such hits as "Lipstick On Your Collar," "Rockabilly" and such Joy artists as Jamie Horton, Ronnie & the Hi-Lites, among others.

## Handleman Sales Up

DETROIT — Handleman Co., has reported record sales and earnings for the first quarter ended July 31. David Handleman, president of the giant rack firm, reported that sales for the period were \$19,176,849, an increase of 24.2 per cent over \$15,439,657 recorded a year ago. Net earnings after taxes rose 21.6 per cent to \$927,169, compared to \$762,218 in 1968. Earnings per share, based on 4,162,840 common shares outstanding, were \$.22, against \$.18 a year ago. The per share figure for 1968 has been adjusted for the four-for-three stock split of July 31, 1969. Earnings per share for both years are after a \$.02 deduction for the federal surtax.

The board of directors has declared an increased quarterly dividend of \$.15 per share on the outstanding common stock, payable October 13, 1969 to stockholders of record September 19, 1969. The previous dividend, restated to reflect the stock split, had been \$.1275 per share.

Handleman Co. has also just consummated its previously announced acquisition of the outstanding stock of All Brands, Inc., Pittsburgh, a privately owned rack jobber of phonograph records and tapes, and its previously announced acquisition of certain assets of the phonograph record and tape distribution division of Hamburg Bros., Inc. (Private), also of Pittsburgh.

Both transactions are in exchange for Handleman common stock. The precise number of shares of Handleman common stock will be determined after certain adjustments and computations are completed in the near future, but it is estimated that a total of approximately 100,000 shares will be issued when the computations and adjustments are completed.

## Muscor 'Mah Rights

NEW YORK—Muscor Records has obtained distribution rights to the hit single and soundtrack LP of "Mah-Na Mah-Na," according to Art Talmadge, president of the label. For the Ariel Records single, Muscor will handle the date in the U.S., while the soundtrack is through Muscor world-wide, including the U.S. and Canada. Deck has no artist identification, but deejays have been supplying their own ideas on the subject.

## Avco Embassy Opens W. Coast Branch; Kane Is Manager

NEW YORK — Avco Embassy Records, recently formed label enjoying Top 100 activity on its first single, has opened a west coast office managed by Howie Kane.

According to Hugo & Luigi, veeps and chief operating officers of the company, the decision to open a west coast outlet was advanced in view of the "action and activity" at the label. An A-E master purchase out of Cleveland — "Hold Me" by the Bakerville Hounds, enters the Top 100 this week in the number 87 spot (bullet). It was also pointed out that two other releases are west coast produced disks featuring west coast artists. They are "Don't Go Daddy" by Mitchell/St. Nicklaus and "Less Of Me" by People Tree.

Kane will handle A&R duties as well as represent the firm's publishing interests. Kane said he would maintain an "open door" policy for creative talent. He'll setup offices at Avco Embassy Pictures at 1901 Avenue of the Stars in Century City.

Kane was one of the original members of Jay & the Americans, leaving two years ago to enter the business end of music. He worked for Kama Sutra as general professional manager and handled artist relations and contemporary music at TRO Music. Also, Kane ran his own management company, Global Talent. Before joining A-E, he was with Roosevelt Music.



Hugo, Kane & Luigi



# Klondike New Holiday Inn Label

MEMPHIS — Klondike Records, a wholly-owned subsidiary of Holiday Inns, has been formed here under the direction of B. B. Cunningham, who assumes the post of president. The new firm is an outgrowth of Holiday Inn Records, which dissolved when Sam Phillips, partnered in the company with Holiday Inns, left to pursue other interests. According to Cunningham, who was general manager of the old label, the name change "moves us out of the realm of promotion

## FTC On Merger Notification

WASHINGTON — The Federal Trade Commission has ordered that, when the time schedule of a particular merger or acquisition does not permit the filing of a special report 60 days prior to its consummation, a letter stating that fact, setting forth the reasons why the deadline cannot be met, and stating when the special report will be filed must be submitted to the Commission's division of mergers within 10 days after the agreement or understanding in principle is reached. The Commission had announced on July 16, the exception to the requirement of submitting special reports no less than 60 days prior to the consummation of a particular merger or acquisition, stating that where the time schedule of such merger or acquisition does not permit timely filing, the special report should be submitted as promptly as possible.

The revision specifies the manner in which the Commission's division of mergers must be notified in these exceptional circumstances.

## Octave, MGM Split

NEW YORK — Following the termination of the distribution deal between Erroll Garner's Octave Records and MGM, all Octave product is being withdrawn from the market. Garner's management is working on a new pact for the pianist's future work.

Garner was one of the first artists to set up an indie production deal, concluding his first distribution deal in 1961. Octave has been recording Garner since 1954 and has assembled an extensive catalog which will be made available for tape duplication.

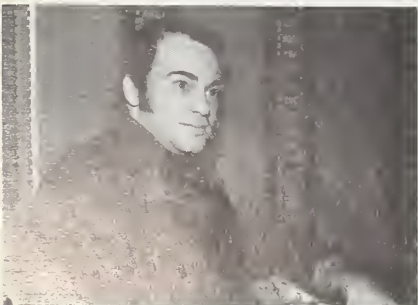
Garner has already cut some new product, said to be in a very contemporary vein, unlike any of his previous work.

## Gold Directs K-K's Promotional Dept.

NEW YORK — Hy Gold has been named national promotional director of Kasentz-Katz Associates.

Professional manager of K-K's Kaskat Music wing for the past two years, Gold will act as liaison for radio stations, distributors and promo men. He'll work closely with Marty Thau of Buddah Records and Oscar Fields of Bell Records, both labels of which handle labels and acts from K-K.

Gold, who will start a two week tour of major markets this week (8), has signed a number of groups to the K-K stable, including Shadows of Knight, Crazy Elephant and Professor Morrison's Lollipop. Also, he set up three TV specials for K-K through Scene 70 and Upbeat.



Hy Gold

gimmick and into the real world of hit records."

New exec lineup of the firm includes Joe Gray, a Memphian with 10 years experience working with such artists as the late Sam Cooke, the Supremes, the Temptations, Carla Thomas and James Brown, as director of sales and promotions; Gary McEwen, a veteran writer and arranger and former member of the Hombres, as director of publishing for the firms' already established HIA (ASCAP) and Holiday Inn Music (BMI) subsides; and arranger Ronnie Williams has director of A&R.

Cunningham stated that all execs would be heavily involved with production and selection of masters, and all would function in the promotion area as well. Gray and McEwen are already on the road for the company's first two singles, "Long Time A Comin'" by Beau Sybin and "Poor Ole Me" featuring Jerry Venable.

Associated with the entertainment field for 23 years, Cunningham developed his own television show, "Down Home With Buddy Blake," which appeared on the ABC network, originating out of Chicago.

The new firm expects to release 45 singles and 10 albums during its first year of operation.



B. B. Cunningham

## Epic Backs Donovan With All-LP Promo

NEW YORK — Epic Records has set a massive promotion drive on all Donovan product, to be put in gear when the Scottish balladeer kicks off his 32-city sweep of the United States in mid-September. Spotlighted during the drive will be "Barabajagal," the newest Donovan LP named after his current single clip.

The tour, the youthful minstrel's third, will cover large capacity halls and stadiums, with attendance estimates currently running at over 500,000. Judging from past experience, the label expects several of the catalog items to top the million-dollar mark during Donovan's three-month visit. First item on the agenda will be the taping of an Andy Williams Show, Sept. 17-19.

Prior to reentering the concert field with a quick tour of several European countries, Donovan finished studio work on still another album, a two record set, which is tentatively set for release upon the conclusion of the upcoming tour.

### Major City Shows

The tour was coordinated by Chartwell Artists and Sid Maurer, Donovan's American representative, and will hit all the major cities, including Los Angeles, San Francisco (Oakland), Honolulu, Houston, Dallas, Miami, Memphis, Chicago, New York, Boston, Cleveland and St. Louis. Appearances at several major colleges are also part of the itinerary.

First date will be September 24 at the Santa Barbara Bowl, with the last date scheduled for November 8 at the Honolulu Int. Center Arena.

## Trencher With Polydor

NEW YORK — Irving Trencher has been named national sales manager of Polydor Records. The appointment was made by Andrew R. Miele, Jr., Polydor's director of sales and marketing. Formerly, Trencher had been national sales manager at MGM Records, and more recently he held the same position at Tetragrammaton Records.

# RCA Unveils September Albums

NEW YORK — RCA Records has unveiled its album release for the month of September. Heading the release are 17 sets in the popular category: "Canned Heat Backed By The Guess Who"; "The Best Of Ed Ames"; "My Blue Ridge Mountain Boy," by Dolly Parton; "We're Comin' Up," by Willie and the Red Rubber Band; "Spiritual Reflections Of Jake Hess"; "The Velvet Touch Of Lenny Breau-Live!"; "Maryfrances," by Skeeter Davis; "Foment, Ferment, Free . . . Free," by Leon Bibb; "Jerry Reed Explores Guitar Country"; "Rhymes And Reasons," by John Denver; "I Believe," by George Beverly Shea; "Highly Distinct," by the Friends Of Distinction; "Deep Water," by Grapefruit; "Here Come The Hardy Boys"; "Happy Tracks" and "Walking On New Grass," both by Kenny Price; and "Flaming Youth," by Duke Ellington.

RCA's classical Red Seal line is offering 7 albums for September: "Chopin: Etudes Op. 10 And 25," — John Browning; "Takemitsu: Asterism For Piano And Orchestra/Requiem For String Orchestra/Green For Orchestra (November Steps II)/The Dorian Horizon For 17 Strings," — Ozawa/Toronto Symphony/Takahashi; "Sonatas For Lute And Harpsichord: Bach And Vivaldi" — Bream/Malcolm; "Debut-Henry Mancini Conducting The Philadelphia Orch. Pops"; "Mahler: Symphony No. 1 in D" — Ormandy/Philadelphia Orchestra; "Leontyne Price Sings Mozart Operatic And Concert Arias" — Price/Adler/New Philharmonia Orch.; and "The Moog Strikes Bach . . . To Say Nothing Of Chopin, Mozart, Rachmaninoff, Paganini and Prokofieff."

RCA's foreign album release is comprised of 1 album in the international Latin category — "Alfredo Sadel Hoy!"; 3 LP's in the Mexican/Latin category — "La Paloma" by Angelica Maria; "De Las Mananitas A Las Golondrinas," by Dueto Miseria; and "Mejor Que Nuncal," by Lola Bertran; and 1 set in the Puerto Rican category — "Ti Mon Bo," by Tito Puente. In addition, two Latin albums formerly available in mono only have been reprocessed for stereophonic effect. They are "Los Tres Ases" and "Consentida Y Otros Exitos," by Los Tres Diamantes.

RCA's budget popular line, Camden, adds 5 packages to its catalog in September: "Living Strings Play Songs Made Famous By Loretta Lynn"; "Night Train To Memphis," by Bonnie Guitar; "Love Theme From 'Romeo And Juliet,'" by the Living

## La Rosa To CGC

NEW YORK — Veteran singer Julius La Rosa, absent from the disk scene of late, returns to wax via a pact with Bob Crewe's new CGC Records operation. La Rosa's first effort skedded for release within the next two weeks, will find him backed by the Bob Crewe Generation. Deal was negotiated by La Rosa's manager, Ken Greengrass.

La Rosa is currently enjoying success as a disk jockey for WNEW, the city's leading good music operation. He is set for an appearance on the Mike Douglas Show the week of Sept. 15.

Trio; "I Went To Your Wedding," by Hank Snow; and "Choo Choo Charlie And His Family Sing 'Casey Jones' And Other Railroad Songs," a children's album.

From RCA's economy-priced classical Victrola line come 7 albums: "New Concertos For Trumpet By Hanson & Lovelock" — Robertson/Post Sydney Symphony; "Monteverdi: Tirsi E Clori, Ballet For Five Voices And Instruments; Six Madrigals For Five And Six Voices" — Deller Consort; "Bizet: 'Carmen' For Orchestra" — Gould, Cond.; "Unforgettable Voices In Unforgotten Performances From The German Operatic Repertoire" — Steber, Svanholm, Jeritza, Traubel, Rothberg, Throberg, Flagstad, Schumann-Heink, Melchior; "Rameau: Ballet Suite From The Opera 'Les Indes Galantes'" — Collegium Aureum; "Orpheus In Hades' And Other Offenbach Favorites" — Fiedler/Boston Pops; and "Verdi: Aida" — Milanov, Barbieri, Bjoerling, Warren, Christoff/Perlea/Rome Opera House Orch. and Cho.

## UJA To Honor Clark

### At Fund Dinner-Dance

NEW YORK — Sam Clark, group vice president of ABC, will be honored by the music industry division of United Jewish Appeal at its 4th Annual Dinner Oct. 26th at New York's Hilton Hotel. Committee co-chairmen Al Levine and Herb Goldfarb made the announcement at the luncheon meeting last week (3) of the division held at UJA headquarters.

In choosing Clark, the music industry division said they were seeking \$350,000 in the 1969 fund raising campaign on behalf of United Jewish Appeal. A special emphasis has been added to this campaign due to the increasing tensions in the Middle East. Mailings, direct contact and official invitations to attend the Clark testimonial dinner mark the opening of the nine-week concerted drive for funds.

Clark joins a distinguished list of music industry leaders feted by the volunteer committee made up of representatives from all segments of the music industry. David Rothfeld, Sam Goody and Goddard Lieberman, in that order, were previously feted at the annual fall affair.

Clark entered the music business after World War II, was instrumental in the founding of Cadence Records and since joining ABC has been president of ABC-Paramount Records, vice president in charge of theatre operations and since 1966 has held his present post as group vice president for non broadcast operations of American Broadcasting Companies, Inc.

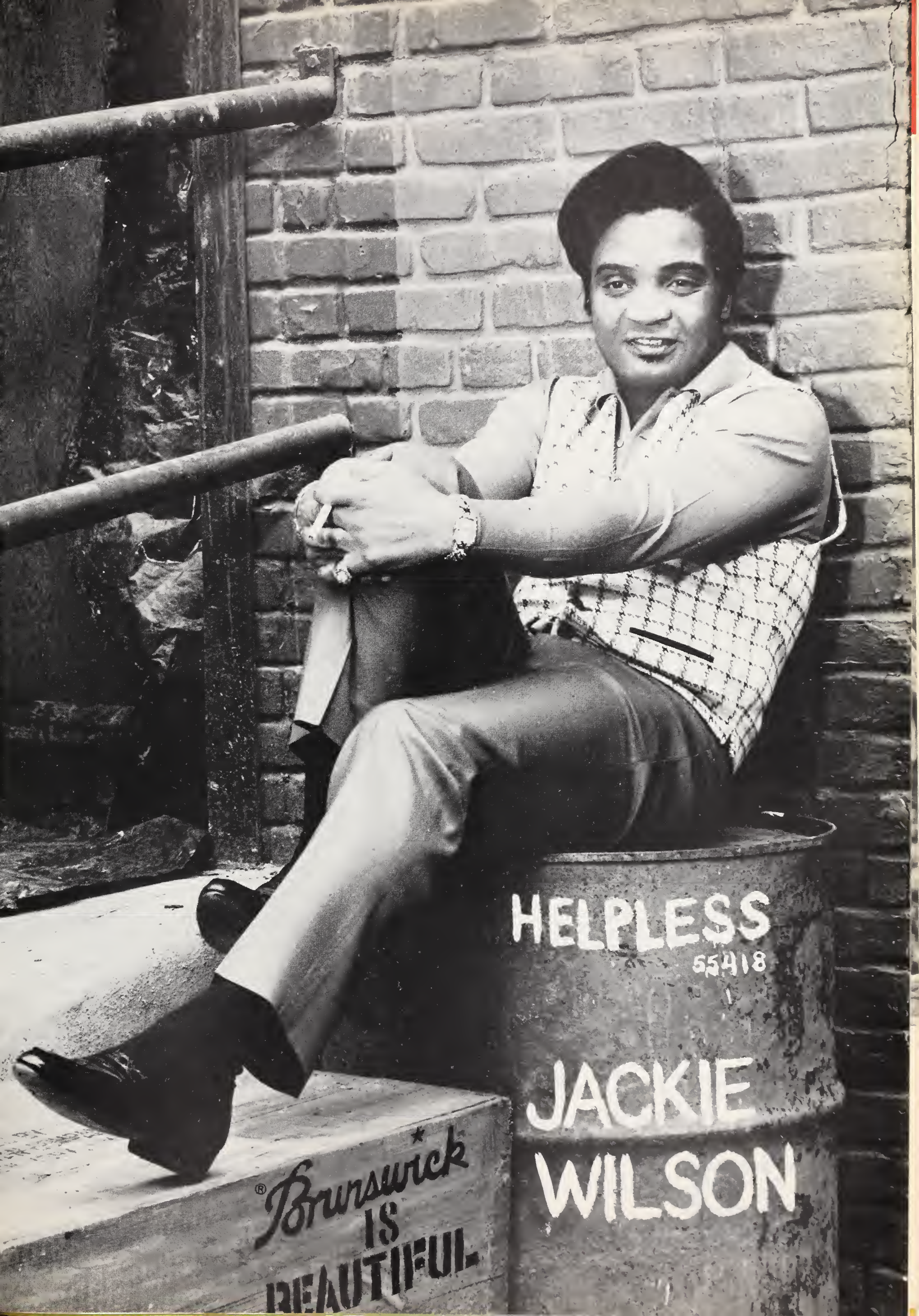


Sam Clark



BUILDING A TRACK RECORD is Ghost Train, a horse owned by Buddah execs Neil Bogart (c.) and Art Kass (r.), along with Arnold Feldman (l.), a member of the board of directors of Buddah and Kama Sutra. Following the usual Buddah policy, the horse has won both the races he's been entered in. The question on everybody's mind is: Does he chew bubblegum?





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CHECKER 1221

GENE CHANDLER

# IN MY BODY'S HOUSE

CHECKER 1220

# CHESS

RECORDS



## CashBox Radio Active

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

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE					
46%	Suspicious Mind —	Elvis Presley —	RCA	89%					
39%	Something In The Air —	Thunderclap Newman —	Track	54%					
35%	Baby It's You —	Smith —	Dunhill	83%					
33%	Smile A Little Smile For Me —	Flying Machine —	Congress	33%					
29%	We Gotta All Get Together —	Paul Revere & Raiders —	Columbia	40%					
28%	The Weight —	Diana Ross & Supremes & Temptations —	Motown	40%					
26%	Make Believe —	Wind —	Life	99%					
25%	Jesus Is A Soul Man —	Lawrence Reynolds —	WB	25%					
24%	Love Of The Common People —	Winstons —	Metromedia	55%					
22%	Echo Park —	Keith Barber —	Epic	22%					
22%	You've Lost That Love Feeling —	Dionne Warwick —	Scepter	22%					
21%	The Ways To Love A Man —	Tammy Wynette —	Epic	33%					
21%	Anyway You Want Me —	Evie Sands —	A & M	21%					
20%	Hare Krishna Mantra —	Radha Krishna Temple —	Apple	20%					
19%	Ruben James —	Ken Rogers —	Reprise	19%					
19%	All God's Children Got Soul —	Dorothy Morrison —	Elektra	19%					
18%	Ruben James —	Ken Rogers —	Reprise	18%					
17%	Harlan County —	Jim Ford —	Sundown	17%					
17%	Tracy —	Cuff Links —	Decca	89%					
17%	September Song —	Roy Clark —	Dot	17%					
16%	Mind Body Soul —	Flaming Embers —	Hot Wax	16%					
15%	World —	James Brown		27%					
15%	No One For Me To Turn To —	Spiral Starecase —	Columbia	15%					
14%	Sausalito —	Ohio Express —	Buddah	23%					
12%	Love's Been Good To Me —	Frank Sinatra —	Reprise	40%					
<b>LESS THAN 10% BUT MORE THAN 5%</b>				<b>TOTAL % TO DATE</b>					
Son Of A Lovin Man — Buchanan Bros —	Event	72%	Going In Circles — Friends Of Distinction —	RCA	33%	Sugar Bee —	Mitch Ryder —	Dot	8%
I Want To Know — New Colony Six —	Mercury	39%	Don't Forget To Remember — Bee Gees —	Atco	21%	And That Reminds Me — Four Seasons —	Crewe		69%



# Judy Collins

RECOLLECTIONS



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**\*New To The Top 100**

- #1**  
**SUGAR SUGAR (2:48)**  
Archies-Calendar 1008  
1133 Ave of the Americas, NYC.  
PRDD: Jeff Barry 729 7th Ave, NYC.  
PUB: Don Kirshner BMI 655 Madison Ave, NYC.  
WRITERS: Barry-Kim  
FLIP: Melody Hill
- #2**  
**HONKY TONK WOMEN (3:03)**  
Rolling Stones-London 910  
539 W 25 St. NYC.  
PRDD: Jimmy Miller, London England  
PUB: Gideon BMI c/o Allen Klein 1700 Bway, NYC.  
WRITERS: Jagger-Richards  
ARR: Rolling Stones  
FLIP: You Can't Always Get What You Want
- #3**  
**GREEN RIVER (2:31)**  
Creedence Clearwater Revival-Fantasy 625  
1281 30th St. Dakland, Calif.  
PRDD: John Fogerty c/o Fantasy  
PUB: Jondora BMI c/o Fantasy  
WRITER: J. Fogerty ARR: J. Fogerty  
FLIP: Commotion
- #4**  
**GET TOGETHER (4:37)**  
Youngbloods-RCA 9752  
1133 Ave of the Americas, NYC.  
PRDD: Felix Poppalardi for BSM-161 W. 54 St. NYC.  
PUB: Irving BMI 1416 N La Brea Ave., L. A. Cal.  
WRITER: Chet Powers FLIP: Beautiful
- #5**  
**EASY TO BE HARD (3:10)**  
3 Dog Night-Dunhill 4203  
449 S Beverly Dr. Bev. Hills, Calif.  
PRDD: Gabriel Mekler c/o Dunhill  
PUB: United Artists ASCAP 729 7th Ave, NYC.  
WRITERS: G. McDermot-J. Rado-G. Ragne  
FLIP: Dreaming Isn't Good For You
- #6**  
**A BOY NAMED SUE (3:40)**  
Johnny Cash-Columbia 44944  
51 W 52 Street, NYC.  
PRDD: Bob Johnston c/o Columbia  
PUB: Evil Eye BMI  
WRITER: S. Silverstein FLIP: San Quentin
- #7**  
**I'LL NEVER FALL IN LOVE AGAIN (2:55)**  
Tom Jones-Parrot 40018  
539 W 25 St. NYC.  
PRDD: Peter Sullivan c/o EMI  
Hayes Middlesex London W1 England.  
PUB: TRO-Hollis BMI 10 Col. Circle, NYC.  
WRITERS: Donegan-Currie  
FLIP: Dnce Upon A Time
- #8**  
**LAY LADY LAY (3:20)**  
Bob Dylan-Columbia 44926  
51 West 52nd Street, NYC.  
PRDD: Bob Johnston c/o Columbia  
PUB: Big Sky ASCAP P.O. Bx 27 Prince St. Sta. NYC.  
WRITER: B. Dylan FLIP: Peggy Day

- #9**  
**I CAN'T GET NEXT TO YOU (2:53)**  
Temptations-Gordy 7093  
2457 Woodward Ave, Detroit, Mich.  
PRDD: Norman Whitfield c/o Gordy  
PUB: Jobete BMI (same address)  
WRITERS: Whitfield-Strong FLIP: Running Away
- #10**  
**JEAN (3:11)**  
Oliver-Crewe 334  
1841 Bway, NYC.  
PRDD: Bob Crewe (same address)  
PUB: 20th Century ASCAP 444 W 56 St. NYC.  
WRITER: Rod McKuen  
ARR: Hutch Davie  
FLIP: The Arrangement
- #11**  
**THIS GIRL IS A WOMAN (3:09)**  
Gary Puckett & Union Gap-Columbia 44967  
51 W 52 Street, NYC.  
PRDD: Dick Glasser 6760 Hill Pk Dr. L.A. Cal.  
PUB: Three Bridges ASCAP 110 W 57 St. NYC.  
WRITERS: V. Milrose-A. Bernstein  
ARR: Ernie Freeman FLIP: His Dther Woman
- #12**  
**PUT A LITTLE LOVE IN YOUR HEART**  
Jackie DeShannon-Imperial 66385  
6920 Sunset Blvd. L. A. Calif.  
PRDD: V.M.E. 54 E. Colorado Blvd. Pasadena, Cal.  
PUB: Unart BMI 729 7th Ave, NYC.  
WRITERS: J. DeShannon-Jimmy Holiday-Randy Myers  
ARR: V.M.E.-J. Langford FLIP: Always Together
- #13**  
**WHEN I DIE (3:20)**  
Motherlode-Buddah 131  
1650 Bway, NYC.  
PRDD: Mort Ross-Doug Riley  
31 Prince Arthur Ave, Toronto, Canada  
PUB: Modo BMI c/o Allouette 1650 Bway, NYC.  
WRITERS: Kennedy-Smith FLIP: Hard Life
- #14**  
**I'D WAIT A MILLION YEARS (2:35)**  
Grass Roots-Dunhill 4189  
449 S. Beverly Dr., Bev. Hills, Calif.  
PRDD: Steve Barri c/o Dunhill  
PUB: Teeny-Booper ASCAP  
932 N. Larche, L.A. Calif.  
WRITERS: Gary Zekley-M. Bottler  
ARR: Jimmi Haskell FLIP: Fly Me To Havana
- #15**  
**HURT SO BAD (2:18)**  
Lettermen-Capitol 2482  
1750 N. Vine, L.A. Calif.  
PRDD: Al DeLory c/o Capitol  
PUB: Vogue BMI 244 Wilshire Blvd. Santa Monica, Calif.  
WRITERS: Teddy Randazzo-Bobby Hart-Bobby Wilding  
ARR: Mort Garson FLIP: Catch The Wind
- #16**  
**MOVE OVER (3:07)**  
Steppenwolf-Dunhill 4205  
449 S Beverly Dr. Bev. Hills, Calif.  
PRDD: Gabriel Mekler c/o Dunhill  
PUB: Trousdale BMI (same address)  
WRITERS: John Kaye-G. Mekler  
FLIP: Power Play

- #17**  
**EVERYBODY TALKIN' (2:43)**  
Nilsen-RCA 9544  
1133 Ave of the Americas, NYC.  
PRDD: Rick Jarrard c/o RCA  
PUB: Coconut Grove BMI-Third Story BMI  
5455 Wilshire Blvd. L.A. Calif.  
WRITER: Neil ARR: George Tipton  
FLIP: Don't Leave Me
- #18**  
**KEEM-O-SABE (2:07)**  
Electric Indian-United Artists 50563  
729 7th Ave, NYC.  
PRDD: Len Barry c/o U.A.  
PUB: U.A. ASCAP (same address)  
Binn ASCAP 257 Bayard Rd. Upper Darby, Pa.  
Elaine ASCAP  
WRITERS: B. Barisoff-B. Binnick  
ARR: Tom Sellers FLIP: Broad Street
- #19**  
**BIRTHDAY (2:42)**  
Underground Sunshine-Intrepid 75002  
1650 Bway, NYC.  
PRDD: Underground Sunshine  
c/o John Little, Madison, Wisc.  
PUB: MacLen BMI 1780 Bway, NYC.  
WRITERS: Lennon-McCartney  
FLIP: All I Want Is You
- #20**  
**OH WHAT A NIGHT (4:02)**  
Dells-Cadet 5649  
320 E 21 St. Chicago, Ill.  
PRDD: Bobby Miller c/o Cadet  
PUB: Conrad BMI 1619 Bway, NYC.  
WRITERS: Junior & Funches  
ARR: Chas. Stepany  
FLIP: Believe Me
- #21**  
**SHARE YOUR LOVE WITH ME (3:16)**  
Aretha Franklin-Atlantic 2650  
1841 Bway, NYC.  
PRDD: Jerry Wexler-Tom Dowd-Arif Mardin  
c/o Atlantic  
PUB: Don BMI 2809 Erastus St. Houston, Tex.  
WRITERS: D. Malone-A. Braggs  
FLIP: Pledging My Love/The Clock
- #22**  
**LAUGHING (2:44)**  
Guess Who-RCA 0195  
1133 Ave of the Americas, NYC.  
PRDD: Jack Richardson c/o Numbus 9  
131 Hazelton Ave Toronto, Canada  
PUB: Dunbar BMI 1650 Bway, NYC.  
WRITERS: Bachman-Cummings FLIP: Undun
- #23**  
**YOUR GOOD THING (2:51)**  
Lou Rawls-Capitol 2550  
1750 N Vine, L.A. Calif.  
PRDD: Dave Axelrod c/o Capitol  
PUB: East BMI 926 E McLemore, Memphis, Tenn.  
WRITERS: Issac Hayes-David Porter  
FLIP: Season Of The Witch

- #31**  
**I'M GONNA MAKE YOU MINE (2:41)**  
Lou Christie-Buddah 116  
1650 Bway, NYC.  
PRDD: Progressive Media 300 W 55 St. NYC.  
PUB: Pocket Full Of Tunes BMI  
39 W 55 St. NYC. WRITER: Tony Romeo  
ARR: Stan Vincent FLIP: I'm Gonna Get Married
- #32**  
**WHAT'S THE USE OF BREAKING UP (2:36)**  
Jerry Butler-Mercury 72960  
35 E. Wacker Dr. Chicago, Ill.  
PRDD: Gamble Huff 250 S. Broad St. Phila, Pa.  
PUB: Assorted BMI c/o Gamble Huff  
Parabut BMI 1501 Bway, NYC.  
WRITERS: Gamble-Bell-Butler  
ARR: Martin-Bell FLIP: A Brand New Me
- #33**  
**DID YOU SEE HER EYES (2:47)**  
Illusions-Steed 718  
729 7th Ave, NYC.  
PRDD: Jeff Barry c/o Steed  
PUB: Unart BMI (same address)  
WRITER: Barry FLIP: Falling In Love
- #34**  
**CARRY ME BACK (2:50)**  
Rascals-Atlantic 2664  
1841 Bway, NYC.  
PRDD: Rascals in Coop. with Arif Mardin  
c/o Atlantic  
PUB: Slascar ASCAP 444 Mad. Ave NYC.  
WRITER: F. Cavaliere FLIP: Real Thing
- #35**  
**GIVE PEACE A CHANCE (4:49)**  
Plastic Ono Band-Apple 1809  
c/o MacLen 1780 Bway, NYC.  
PRDD: John & Yoko c/o Apple  
PUB: MacLen BMI (same address)  
WRITERS: Lennon-McCartney FLIP: Remember Love
- #36**  
**BARABA JAGAL (3:30)**  
Donovan-Epic 10510  
51 West 52 Street, NYC.  
PRDD: Mickie Most 101 Dean St. London, Eng.  
PUB: Peer Int'l BMI 1619 Bway, NYC.  
WRITER: D. Leitch FLIP: Trudi
- #37**  
**WORKING ON A GROOVY THING (3:09)**  
5th Dimension-Soul City 776  
6920 Sunset Blvd. L.A. Calif.  
PRDD: Bones Howe 8833 Sunset Blvd. L.A. Calif.  
PUB: Screen Gems/Columbia BMI 771 5th Ave, NYC.  
WRITERS: Neil Sedaka-Roger Atkins  
ARR: Bob Alcivar-Bill Holman-Bones Howe  
FLIP: Broken Wing Bird
- #38**  
**CRYSTAL BLUE PERSUASION (3:45)**  
Tommy James & Shondells-Roulette 7050  
17 West 60 Street, NYC.  
PRDD: T. James-R. Cordell c/o Roulette  
PUB: Big 7 BMI (same address)  
WRITERS: Y. James-M. Vale FLIP: I'm Alive
- #39**  
**NOBODY BUT YOU BABE (2:46)**  
Clarence Reid-Alton 4574  
1841 Bway, NYC.  
PRDD: Brad Shapiro-Steve Alaimo c/o Alston  
PUB: Sherylyn BMI 495 S.E. 10th Ct. Hialeah, Fla.  
WRITERS: Reid-Clarke ARR: The Zoo  
FLIP: Send Me Back My Money
- #40**  
**I'M A BETTER MAN (2:50)**  
Engelbert Humperdink-Parrot 40040  
539 W 25 Street NYC.  
PRDD: Peter Sullivan c/o Decca Ltd.  
9 Albert Embankment, London, Eng.  
PUB: Blue Seas ASCAP Jac ASCAP  
c/o Fred E. Ahlert Jr. 15 W 48st NYC.  
WRITERS: Bacharach-David  
FLIP: Cafe (Casa Hai Messo-Nel Caffé)
- #41**  
**YOU GOT YOURS & I'LL GET MINE (3:06)**  
Delfonics-Philly Groove 157  
c/o Bell Records, 1776 Bway, NYC.  
PRDD: Stan & Bell 285 S. 52nd St. Phila, Pa.  
PUB: Nickel Sho BMI c/o Stan & Bell  
WRITERS: T. Bell-W. Hart  
ARR: Thom Bell  
FLIP: Loving Him
- #42**  
**IN A MOMENT (2:50)**  
Intrigues-Yew 1001  
250 West 57 Street, NYC.  
PRDD: Martin-Bell c/o Yew  
PUB: Ddum-Neiburg BMI  
WRITERS: Ddum-Neiburg  
FLIP: Scotchman Rock
- #43**  
**BLACK BERRIES Pt. 1 (3:20)**  
Isley Bros-T-Neck 906  
1650 Bway, NYC.  
PRDD: R. Isley D. Isley & R. Isley  
c/o Buddah 1650 Bway, NYC.  
PUB: Triple 3 BMI 1617 C St. Sparks, Nev.  
WRITERS: R & D & R Isley  
FLIP: Black Berries Pt. 2
- #44**  
**MAKE BELIEVE (2:50)**  
Wind-Life 200  
c/o Earth 322 W 48 St. NYC.  
PRDD: Bo Gentry c/o Earth  
PUB: Love Songs/Peanut Butter BMI  
1650 Bway, NYC., % Alovette  
WRITERS: Bo Gentry-Joe Levine  
FLIP: Groovin' With Mr. Love



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- #24**  
**THAT'S THE WAY LOVE IS (3:15)**  
Marvin Gaye-Tamla 54185  
2457 Woodward Ave., Detroit, Mich.  
PRDD: Norman Whitfield c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: N. Whitfield-B. Strong  
ARR: Wade Marcus-Paul Riser  
FLIP: Gonna Keep Dn Tryin' Till I Win Your Love
- #25**  
**SOUL DEEP (2:25)**  
Box Tops-Mala 12040  
1776 Bway, NYC.  
PRDD: Tommy Cogbill-Chips Moman  
827 Thomas St. Memphis, Tenn.  
PUB: Earl Barton BMI  
1121 S. Glenstone, Springfield, Mo.  
WRITERS: Wayne-Carson-Thompson  
FLIP: (The) Happy Song
- #26**  
**HOT FUN IN THE SUMMERTIME (2:37)**  
Sly & The Family Stone-Epic 10497  
51 W 52 Street, NYC.  
PRDD: Sly Stone for Stone Flower  
700 Urbano, San Francisco, Calif.  
PUB: Stone Flower BMI (same address)  
WRITER: S. Stewart FLIP: Fun
- #27**  
**LITTLE WOMAN (2:22)**  
Bobby Sherman-Metromedia 121  
1700 Bway, NYC.  
PRDD: Jackie Mills Of Wednesday's Child Prod.  
PUB: Green Apple BMI  
6430 Sunset Blvd. L.A. Calif.  
WRITER: D. Janssen ARR: Al Capps  
FLIP: One Too Many Mornings
- #28**  
**SWEET CAROLINE (2:50)**  
Neil Diamond-UNI 55136  
8255 Sunset Blvd. L. A. Calif.  
PRDD: Tommy Cogbill-Tom Catalano-Neil Diamond  
c/o Amer. Rec. Studios. 827 Thomas St.  
Memphis, Tenn.  
PUB: Stone Bridge BMI  
c/o Pryor Braun Cashman Sherman 437 Mad. Av. NYC.  
WRITER: Neil Diamond ARR: Chas Callello  
FLIP: Dig In
- #29**  
**WHAT KIND OF A FOOL DO YOU THINK I AM (2:13)**  
Bill Deal & Rondells-Heritage 817  
1855 Bway, NYC.  
PRDD: A Jerry Ross Prod. c/o Heritage  
PUB: Low Twi-BMI P.D. Bx 9687 Atlanta, Ga.  
WRITER: Ray Whitley  
FLIP: Are You Ready For This
- #30**  
**NITTY GRITTY (2:59)**  
Gladys Knight & Pips-Soul 35063  
2457 Woodward Ave, Detroit, Mich.  
PRDD: Norman Whitfield c/o Soul  
PUB: Al Gallico BMI 101 W 55 St. NYC.  
WRITER: Lincoln Chase  
FLIP: Got Myself A Good Man





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# Vital Statistics

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

\*New To The Top 100

#45\*  
**SUSPICIOUS MIND (4:22)**  
Elvis Presley-RCA  
1133 Ave of the Americas, NYC.  
PROD: Press BMI 905 16th Ave S. Nashville, Tenn.  
WRITER: Mark James FLIP: You'll Think Of Me

#46  
**IN THE YEAR 2525 (3:15)**  
Zager & Evans-RCA 4174  
1133 Ave of the Americas, NYC.  
PROD: Zager & Evans c/o Mgt 3 Ltd 136 E 55 St. NYC.  
PUB: Zelad BMI  
WRITER: Evans FLIP: Little Kids

#47  
**MUDDY MISSISSIPPI LINE (2:41)**  
Bobby Goldsboro-U.A. 50565  
729 7th Ave, NYC.  
PROD: Bob Montgomery-B. Goldsboro  
c/o U.A. Nashville, Tenn.  
PUB: Detail BMI 729 7th Ave, NYC.  
WRITER: B. Goldsboro  
ARR: Don Tweedy  
FLIP: Richer Man Than I

#48  
**SING A SIMPLE SONG OF FREEDOM (3:49)**  
Tim Hardin-Columbia 44920  
51 W 52 Street, NYC.  
PROD: Gary Klein for Koppelman-Rubin  
1650 Bway, NYC.  
PUB: T. M. BMI 1619 Bway, NYC.  
WRITER: B. Darrin ARR: Paul Harris  
FLIP: Question Of Birth

#49  
**SUGAR ON SUNDAY (2:59)**  
Clique-White Whale 323  
8961 Sunset Blvd. L.A. Calif.  
PROD: Jerry Zekley for Gulf/Pacific  
8961 Sunset Blvd. L.A. Calif.  
PUB: Big Seven BMI c/o Patricia 17 W 60 St. NYC.  
WRITERS: T. James-M. Vale FLIP: Superman

#50  
**OUT OF SIGHT, OUT OF MIND (2:38)**  
Anthony & Imperials-U.A. 50552  
729 7th Ave, NYC.  
PROD: Bob Skaff-Geo. Butler-Anthony &  
Imperials c/o U.A.  
PUB: Nom BMI 17 W 60th St. NYC.  
WRITERS: I. J. Hunter-C. Otis ARR: Horace Ott  
FLIP: Summers Coming In

#51\*  
**AND THAT REMINDS ME (3:25)**  
Four Seasons-Crewe 333  
1841 Bway, NYC.  
PROD: Bob Crewe-Bob Gaudio (same address)  
PUB: Symphony House ASCAP  
Taventzien Strasse, Berlin W. Germany  
WRITERS: Stillman-Bargoni  
FLIP: The Singles Game

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

#53  
**LOWDOWN POPCORN (2:47)**  
James Brown-King 6250  
1540 Brewster Ave., Cinn. Ohio  
PROD: James Brown (same address)  
PUB: Golo BMI (same address)  
WRITER: James Brown FLIP: Top Of The Stack

#54  
**I COULD NEVER BE PRESIDENT (2:33)**  
Johnny Taylor-Stax 0046  
126 E. McLemore Ave, Memphis, Tenn.  
PROD: Don Davis c/o Stax  
PUB: East Memphis BMI 1501 Bway, NYC.  
WRITERS: We Three  
FLIP: It's Amazing

#55  
**YOU, I (2:50)**  
Rugbys-Amazon 1  
3106 Belmont Blvd. Nashville, Tenn.  
PROD: Steve McNicol  
5502 Lodima Way, Louisville, Ky.  
PUB: Shelby Singleton BMI  
3106 Belmont Blvd. Nashville, Tenn.  
WRITER: S. McNicol FLIP: Stay With Me

#56  
**MAYBE THE RAIN WILL FALL (2:34)**  
Cascades-UNI 55152  
8255 Sunset Blvd. L.A. Calif.  
PROD: Andy D. DiMartino c/o UNI  
PUB: Tupco BMI  
WRITER: C. Storie  
ARR: A. D. DiMartino  
FLIP: Naggin Cries

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

#59\*  
**THE WEIGHT (3:00)**  
Diana Ross & Supremes & Temptations-Motown 1153  
2475 Broadway Ave, Detroit, Mich.  
PROD: Norman Whitfield c/o Motown  
PUB: J. J. Wilson c/o Motown  
WRITER: Norman Whitfield ARR: Tom Baird  
FLIP: I Can't Believe Or Worse

#59  
**NO ONE FOR ME TO TURN TO (2:20)**  
Spiral Starecase-Columbia 44924  
51 West 52 Street, NYC.  
PROD: Sonny Knight c/o Columbia  
PUB: Spiral BMI 241 Sands Ave, Las Vegas, Nev.  
WRITER: P. Upton ARR: Al Capps  
FLIP: Sweet Little Thing

#60  
**WE GOTTA ALL GET TOGETHER (2:58)**  
Paul Revere & The Raiders-Columbia 44970  
51 W 52 St. NYC.  
PROD: Mark Lindsay 9125 Sunset Blvd. L.A. Cal.  
PUB: Boone BMI Box 200 Des Moines, Iowa  
WRITER: F. Weller ARR: M. Lindsay  
FLIP: Frankfurt Side Street

#61\*  
**HERE I GO AGAIN (2:56)**  
Smokey Robinson & Miracles-Tamla 54183  
2457 Woodward Ave, Detroit, Mich.  
PROD: W. Moore-T. Johnson c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Robinson-Johnson-Cleveland-Moore  
ARR: Wade Marcus FLIP: Doggone Right

#62  
**DON'T IT MAKE YOU WANT TO GO HOME (3:18)**  
Joe South-Capitol 2592  
1750 N Vine, L.A. Calif.  
PROD: Joe South c/o Lowery  
P.O. Box 9687 Atlanta Ga.  
PUB: Lowery BMI (same address)  
WRITER: J. South FLIP: Heart's Desire

#63  
**DON'T FORGET TO REMEMBER (3:27)**  
Bee Gees-Atco 6702  
1841 Bway NYC.  
PROD: Robt. Stigwood & Bros. Gibb  
Sutherland House, Argyle St.  
London W2, England  
PUB: Casserole BMI 221 W 57 St NYC.  
WRITERS: B & M Gibb FLIP: The Lord

#64  
**MAH-NA-MAH-NA (2:07)**  
Original Soundtrack-Ariel 500  
Div. of Progressive Media 300 W 55 St. NYC.  
PUB: E. B. Marks BMI 136 W 52 St. NYC.  
WRITER: Piero Umiliani  
FLIP: You Try To Warn Me

#65\*  
**BY THE TIME I GET TO PHOENIX (6:45)**  
Isaac Hayes-Enterprise 9003  
926 E. McLemore, Memphis, Tenn.  
PROD: Al Bell-Marvel Thomas-Allan Jones c/o Entrp.  
PUB: Johnny Rivers BMI 6400 Sunset Blvd. L.A. Cal.  
WRITER: Jim Webb FLIP: Walk On By

#66  
**RUNNING BLUE (2:27)**  
Doors-Elektra 45675  
1855 Bway, NYC.  
PROD: Paul A Rothchild c/o Elektra  
PUB: Nipper/Doors ASCAP 51 W 51 St. NYC.  
WRITER: Krieger FLIP: Do It

#67  
**LODI (3:05)**  
Al Wilson-Soul City 775  
6920 Sunset Blvd. H'wood, Calif.  
PROD: Johnny Rivers  
8923 Sunset Blvd. L.A. Calif.  
PUB: Jondora BMI  
1281 30th St. Oakland, Calif.  
WRITER: John Fogerty  
FLIP: By The Time I Get To Phoenix

#68  
**RAIN (2:24)**  
Jose Feliciano-RCA 9757  
1133 Ave of the Americas, NYC.  
PROD: Rick Jarrad c/o RCA L.A. Calif.  
PUB: Johi BMI c/o Ivan Mogull 40 E. 49 St. NYC.  
WRITERS: J & H Feliciano  
ARR: Perry Botkin Jr. FLIP: She's A Woman

#69\*  
**SON OF A LOVIN' MAN (2:43)**  
Buchanan Bros. - Event 3305  
201 W 54 St. NYC.  
PROD: Cashman-Pistilli-West  
40 W 55 St. NYC.  
PUB: Blending Well-ASCAP 40 W 55 St. NYC.  
WRITERS: Cashman-Pistilli-West  
FLIP: I'll Never Get Enough

#70  
**TRACY (2:05)**  
Cuff Links-Decca 32533  
445 Park Ave, NYC.  
PROD: Paul Vance-Lee Pockriss  
160 W 73 St NYC.  
PUB: Vanlee ASCAP 101 W 55 St. NYC.  
Emily ASCAP 160 W 73 St. NYC.  
WRITERS: Paul Vance-Lee Pockriss  
ARR: L. Pockriss FLIP: Where Do You Go?

#71  
**WORLD (Part 1) (3:10)**  
James Brown-King 6258  
1540 Brewster Ave, Cinn. Ohio  
PROD: James Brown  
PUB: Dynatone BMI (same address)  
WRITER: J. Brown ARR: J. Brown  
FLIP: World (Part 2)

#72  
**THE TRAIN (2:42)**  
1910 Fruitgum Co.-Buddah 130  
1650 Bway, NYC.  
PROD: Super K by J. Katz-J. Kasenetz  
200 W 57 St. NYC.  
PUB: Kaskat BMI c/o Super K  
WRITERS: Katz-Kasenetz-R. Cordell  
FLIP: Eternal Light

#73  
**SAD GIRL (1:55)**  
Intruders-Gamble 235  
1650 Bway, NYC.  
PROD: Gamble Huff 250 S. Broad St. Phila, Pa.  
PUB: I.P.G. BMI 1175 Howard St. SanFran. Cal.  
WRITERS: Smith-Wiggins  
FLIP: Lets Go Downtown

#74  
**HOOK & SLING Pt. 1 (2:30)**  
Eddie Bo-Scram 117  
c/o Scepter 254 W 54 St. NYC.  
PROD: Al Scramuzza  
1826 N Broad, New Orleans, La.  
PUB: Uzza BMI c/o Al Scramuzza  
WRITERS: Bocage-Scramuzza  
ARR: Eddie Bo FLIP: Hook & Sling Pt 2

#75  
**GOING IN CIRCLES (4:32)**  
Friends Of Distinction-RCA 0204  
1133 Ave of the Americas, NYC.  
PROD: John Florenz c/o RCA H'wood, Cal.  
PUB: Porpete BMI 1820 S. Van Ness, L.A. Cal.  
WRITERS: Bacharach-David-Williams  
ARR: Ray Cork Jr.  
FLIP: Let Yourself Go

#76  
**CAN'T FIND THE TIME TO TELL YOU (2:55)**  
Orpheus-MGM 13882  
1350 Ave of the Americas, NYC.  
PROD: Alan Lorber for Lorber Prod.  
15 W 72 St. NYC.  
PUB: Interval BMI c/o Alan Lorber  
WRITER: Bruce Arnold ARR: Alan Lorber  
FLIP: Lesley's World

#77\*  
**BABY IT'S YOU (2:24)**  
Smith-Dunhill 4206  
449 S Beverly Dr. Bev. Hills, Calif.  
PROD: Joel Sil-Steve Barrn c/o Dunhill  
PUB: Dolfi ASCAP 1619 Bway, NYC.  
WRITERS: Bacharach-David-Williams  
ARR: Jimmie Haskell FLIP: I Don't Believe (I Believe)

#78  
**LOVE'S BEEN GOOD TO ME (3:25)**  
Frank Sinatra-Reprise 0852  
4000 Warner Blvd. Burbank, Calif.  
PROD: Sonny Burke c/o Reprise  
PUB: Almo ASCAP 1416 N La Brea, L.A. Cal.  
WRITER: Rod McKuen  
ARR: Don Costa FLIP: A Man Alone

#79  
**ARMSTRONG (2:38)**  
John Stewart-Capitol 2605  
1750 N Vine, L.A. Calif.  
PROD: Chip Douglas for Foundation & Great Montana  
6922 H'wood Blvd. H'wood, Calif.  
PUB: Great Montana BMI (same address)  
WRITER: John Stewart FLIP: Anna On A Memory

#80\*  
**LOVE OF THE COMMON PEOPLE (2:37)**  
Winstons-Metromedia 142  
1700 Bzay, NYC.  
PROD: Don Carroll 1270 Tacoma Dr. NW. Atlanta, Ga.  
PUB: Tree BMI 905 16th Ave S. Nashville, Tenn.  
WRITERS: J. Hurley-R. Wilkins  
ARR: Emery Gordy FLIP: Wheel Of Fortune

#81  
**SLUM BABY (2:36)**  
Booker T & MG's-Stax 49  
926 E. McLemore Ave. Memphis, Tenn.  
PROD: Booker T & MG's (same address)  
PUB: East Memphis BMI (same address)  
WRITERS: We Three FLIP: Meditation

#82  
**LIFE & DEATH IN G & A (2:21)**  
Abaco Dream-A&M 1081  
1416 N La Brea, L.A. Calif.  
PROD: Ted Cooper for Mills Music 1790 Bway, NYC.  
PUB: Daly City BMI 221 W 57 St. NYC.  
WRITER: Stewart

#83  
**KOOL & THE GANG (2:46)**  
Kool & The Gang-Delite 519  
300 W 55 St. NYC.  
PROD: Red Coach  
PUB: Stephanie BMI 10 E 44 St. NYC.  
WRITERS: Kool & The Gang  
ARR: Kool & The Gang FLIP: Raw Hamburgers

#84  
**SAUSALITO (2:20)**  
Ohio Express-Buddah 129  
1650 Bway NYC.  
PROD: Super K 200 W 57 St. NYC.  
PUB: Kaskat BMI 200 W 57 St. NYC.  
Man-Ken BMI 444 Madison Ave, NYC.  
WRITER: G. Gouldman FLIP: Make Love, Not War

#85\*  
**JEALOUS KIND OF FELLOW (2:45)**  
Garland Greene-UNI 55143  
8255 Sunset Blvd. L.A. Calif.  
PROD: Joe Armstead-Mike Terry for  
Giant Entrp. 8144 S Cottage Grove, Chi. Ill.  
PUB: Colfam BMI c/o Giant Entrp  
WRITERS: J. Armstead-G. Greene-R. Browner-M. Dollison  
FLIP: I Can't Believe You Quit Me

#86  
**ALL I HAVE TO OFFER (3:00)**  
Charlie Pride-RCA 0167  
1133 Ave of the Americas, NYC.  
PROD: Jack Clement c/o RCA  
PUB: Hill & Range BMI 241 W 72 St. NYC.  
Blue Crest BMI P.O. Bx 162 Madison Tenn.  
WRITERS: A.L. Owens-Dallas Frazier  
FLIP: A Brand New Bed Of Roses

#87\*  
**HOLD ME (3:10)**  
Baskerville Hounds-Avco-Embassy 4504  
1301 Ave of the Americas, NYC.  
PROD: James Testa 10104 Plymouth, Garfield Hts, Ohio  
PUB: Robbins ASCAP 1350 Ave of the Americas, NYC.  
WRITERS: Little Oppenheim-Shuster  
ARR: James Testa FLIP: Here I Come Miami

#88\*  
**LET A WOMAN BE A WOMAN (2:33)**  
Duke & The Blazers-Original Sound 89  
7120 Sunset Blvd. L.A. Calif.  
PUB: Drive In BMI Westward BMI  
c/o Original Sound  
WRITER: Arlester Christian FLIP: Uhh

#89  
**BILLY I'VE GOT TO TAKE MY LOVE TO TOWN (2:55)**  
Geraldine Stevens-World Pacific 77927  
6920 Sunset Blvd. L.A. Calif.  
PROD: Dana-Reisdorfe P.O. Bx G Bev.Hills, Cal.  
PUB: Cedarwood BMI 815 16th Ave S. Nashville, Tenn.  
WRITERS: Mel Tillis-Vic Dana  
FLIP: It's Not Their Heartache It's Mine

#90  
**GET OFF MY BACK WOMAN (3:17)**  
B. B. King-Bluesway 61026  
1330 Ave of the Americas, NYC.  
PROD: Bill Szymczyk c/o Bluesways  
PUB: Sounds of Lucille BMI  
1414 Ave of the Americas, NYC.  
Pamco BMI c/o Bluesways  
WRITERS: B. B. King-Ferdinand Washington  
ARR: Johnny Pate FLIP: I Want You So Bad

#91\*  
**GREEN ONIONS (3:02)**  
Dick Hyman-Command 4129  
1330 Ave of the Americas, NYC.  
PROD: Dick Hyman c/o Command  
PUB: East Memphis BMI 1501 Bway, NYC.  
WRITERS: S. Cropper-A. Jackson-B.T. Jones-L. Steinberg  
ARR: Dick Hyman-FLIP: Aquarius

#92  
**SUGAR BEE (2:37)**  
Mitch Ryder-Dot 17290  
1507 N Vine, L.A. Calif.  
PROD: Steve Cropper c/o Stax  
926 E. McLemore Ave, Memphis, Tenn.  
PUB: East Memphis BMI 1619 Bway, NYC.  
WRITERS: We Three  
FLIP: I Believe (There Must Be Someone)

#93\*  
**I WANT YOU TO KNOW (2:36)**  
New Colony Six-Mercury 72961  
35 E Wacker Dr. Chicago, Ill.  
PUB: New Colony BMI  
166 E Superior St. Chicago, Ill.  
WRITER: L. Kummel ARR: Hoyt Jones  
FLIP: Free

#94\*  
**SOMETHING IN THE AIR (3:53)**  
Thunderclap Newman-Track 2656  
PROD: Peter Townshend, London, Eng.  
PUB: Track BMI 200 W 57 St. NYC.  
WRITER: Speedy Keene FLIP: Wilhemina

#95  
**WE CAN MAKE IT (3:36)**  
Ray Charles-ABC 11239  
1330 Ave of the Americas, NYC.  
PUB: Tangerine/Jalew BMI  
2107 W Washington Blvd. L.A. Calif.  
WRITER: Jay Lewis  
FLIP: I Can't Stop Loving You Baby

#96\*  
**DRUMMER MAN (3:17)**  
Nancy Sinatra-Reprise 0851  
4000 Warner Blvd. Burbank, Calif.  
PROD: Billy Strange for Boots Entrp.  
9000 Sunset Blvd. L.A. Calif.  
PUB: Bornwin BMI 300 W 55 St. NYC.  
WRITER: Murray Wecht ARR: B. Strange  
FLIP: Home

#97\*  
**HELPLESS (2:48)**  
Jackie Wilson-Brunswick 55418, 445 Park Ave, NYC  
PROD: Carl Davis-Eugene Record c/o Brunswick  
PUB: Dakar BMI 2203 Spruce St. Phila, Pa.  
BRC BMI 445 Park Ave, NYC.  
WRITERS Davis-Record  
ARR: Thomas Washington  
FLIP: Do It The Right Way

#98\*  
**IT'S TRUE I'M GONNA MISS YOU (4:10)**  
Carolyn Franklin-RCA 0188  
1133 Ave of the Americas, NYC.  
PROD: Buzz Willis c/o RCA  
PUB: Regent BMI 1619 Bway, NYC.  
WRITERS: Williams-Simpkins  
ARR: Horace Ott FLIP: Reality

#99\*  
**COLOUR OF MY LOVE (2:32)**  
Jefferson-Decca 32401  
445 Park Ave, NYC  
PROD: John Schroeder, London, Eng.  
PUB: Ramrac Ltd. ASCAP, London, Eng.  
WRITER: Paul Ryan FLIP: Look No Further

#100\*  
**MY BALLOON'S GOING UP (2:25)**  
Archie Bell & Drells-Atlantic 2663  
1841 Bway, NYC  
PROD: Gamble Huff 250 S Broad St. Phila, Pa.  
PUB: Assorted BMI c/o Gamble Huff  
WRITERS: Gamble-Huff ARR: Martin-Bell-  
FLIP: Giving Up Dancing



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# Talent On Stage

## LED ZEPPELIN LARRY CORYELL

PAVILION, FLUSHING MEADOW PARK, NEW YORK—One is often tempted, while attending a gathering at the Pavilion, to long for those good old pre-Woodstock days when a concert was a musical recital, not a rally. In many ways the Woodstock phenomenon is a good trip. Half a million young men and women gathering together in one place to show their strength and their unity and their numbers is a good thing. But the work of the performers and artists if relegated to the position of background music for a movie about revolution, and it is an injustice to the music to think of it merely as an excuse for a mass gathering.

A friend of mine at the Led Zeppelin rally Friday night, August 29th pointed out that with the incredible overcrowding and no place to sit, or stand, or fall, the Pavilion very much resembled a concentration camp with music. There was, indeed, something very oppressive and depressing about the atmosphere. During the first two acts, Raven and Larry Coryell, and even through the performance of the head liners, Led Zeppelin, the audience milled about, shuffled, stretched, whispered and /or shouted and yawned. None of it was out of excitement over the music. Much of it seemed to stem from boredom. But it was in no way the fault of the performers themselves. Both Larry Coryell and Led Zeppelin put on excellent shows and worked hard to get their audience enthusiastic about music. It didn't work. Before Led Zeppelin went on, the audience was informed that the show would not continue unless the half a hundred kids sitting on water pipes that line the stark walls of the outdoor coliseum got off. Most of them stayed in outright defiance and this caused quite a stir. Revolution is fine in the cause of art and freedom, but not in the cause of a tired butt. Led Zeppelin came on, everybody cheered and applauded, but it was the kind of "hurrah" one gives to a pitcher as he leaves the field after giving up 17 walks and 9 home runs and being removed from the mound. The excitement at the Led Zeppelin concert was not Led Zeppelin, but the concert itself, and there must be something wrong when an audience comes to a show to listen to itself applauding.

## JAMES LAST & HIS BAND

When James Last and his band appeared before two capacity houses at the O'Keefe Centre (Aug 27) he scored two firsts. The first time Toronto audiences had experienced a "live" stereo stage presentation and the first time a non-English speaking European had chalked up such an overflow of advance ticket sales as to necessitate a second show.

Last is known in Canada only through his Polydor recordings. His successful showings in Toronto and Montreal, the latter at Man & His World where he drew a record breaking audience of 110,000 in two days, are a tribute to the promotional ability of Polydor's national promotion chief, Lori Bruner, who together with her well knit network of promotion people have made James Last one of the top selling recording artists in Canada. Another unique feature at the Last concert was a brochure of Last's Polydor recordings rather than the usual printed program. This added greatly to the tremendous image of this top European recording artist.

When the house lights dimmed, Last's fourteen multi-talented musicians came on stage and immediately pre-conditioned the audience to the now familiar boom brass and bass "Last Sound". CKFM's Carl Banus introduced Last to the audience who gave a roar of welcome when he appeared on stage dressed in a light blue pinstripe with a yellow shirt and ascot which pointed up his ability at not only bridging the generation gap musically but displaying a very free and "in" fashion in clothes styles.

Last couldn't do anything wrong. It

In any case, what went on onstage was impressive. It was a night for guitarists. Larry Coryell, a brilliant young jazz guitarist who for the past few years has been pioneering a path that leads to a genuine and profound fusion of rock styles and jazz styles. His group of a few years back, the Free Spirits, created a refreshing, ingenious sound that was tight, precise, and exciting, and as guitarist for the jazz band, the Gary Burton Quartet, Coryell invented a style of guitar that was intricate and fascinating, with careful attention to the most subtle of details. In the one case, he was bringing jazz to rock, in the other rock to jazz, but always, Coryell avoids superficiality and concentrates on order, structure, and unity. He is an excellent composer, a good, gutsy singer, and a rather inventive lyricist. At the Pavilion, backed by a good rock-blues band, Coryell gave his audience a sparkling, impressive, and original show. His style now in its latest phase seems to be working toward a Claptonesque sense of rhythm, but lurking in there is the lyrical and emotional and melodic subtlety of Door guitarist Robbie Krieger. There is a great understanding of harmonics that Krieger and Coryell share. Hopefully, Coryell will soon receive the attention he so much deserves.

Led Zeppelin came on in a tumult of fury, and managed to keep their storm going throughout the entire, very long set. As usual, the playing was excellent, but also as usual, the real excitement about Led Zeppelin was generated by the dynamic Robert Plant, who sings with fire and violence in his voice. Moving about like some deranged whirling phantom, Plant stormed at his audience in a barrage of vocal and physical assaults, his body writhing with the grinding tones of lead guitarist Jimmy Page's playing. Page's style, with all its fury and passion, was an excellent complement to Coryell's, and provided an excellent study in different approaches to the same instrument. At one point, Page played his guitar with a violin bow, and in addition to being a great gimmick and fabulous showmanship, it created a unique, very exciting sound.

b. h.

was his audience and even though he spoke only in German, there was a sincerity that communicated.

Last and his European Brass presented a potpourri of musical selections, with their unique stereo stage setting (excellent mixing). They were as exciting in person as they are on record. They were so concerned with their stage sound they brought the chief engineer from Polydor's Hamburg studios to make sure the Last Sound sustained—it did—and added to their image.

Last's Yugoslavian boy singer was exceptional. His "Danny Boy", sung in English, was well received and his Russian rendition of "Casatschok" brought wild hand clapping, in time, from the audience and even had Last performing a Cossack two step. His girl singer, a German, was very guttural when singing in her native tongue which unfortunately influenced her English as well, but she was superb and extremely communicative in French.

When James Last and his band return to Toronto, it's obvious he'll have to appear in a much larger house and in many more centres across Canada which is fast becoming "Lasticized".

## TV Theme Released

HOLLYWOOD — The Exotic Guitars have recorded "To Rome With Love," to be released immediately as a single with an album bearing the same title to follow. It is the main title theme from CBS-TV's upcoming Sunday night television series.

## THE NANCY SINATRA SHOW

INTERNATIONAL HOTEL, LAS VEGAS — The daughter of the world's most famous fifty-three year old chanter made her night club debut here last weekend. It was a dazzling event, proceeded by a Frankie-you-know-who hosted cocktail clambake with such celebs as Elvis Presley, Fred Astaire, Burt Lancaster, Kirk Douglas, Rod McKuen, Natalie Wood, Jack Jones, Jim Webb, Milton Berle, Leslie Bricusse, Trini Lopez and Robert Culp in attendance. And followed by a midnight supper for 150 — with 100 more crashers (some equally as important as the invited guests) forcing Frank, Elvis and others to dine at the International's breakfast nook.

The show itself was sporadically impressive; planned along the lines of a TV special (which it may very well turn out to be) with skeletal sets, blackouts, and at least six gown switches (all white) for Miss Sinatra. Thanks to the able support of the Blossoms, the Osmond Bros. and Mac Davis there were enough highlights to fill a full one hour TV special. Unfortunately the show last 90 minutes.

Miss Sinatra, obviously affected (in-fected?) with opening night butterflies, managed to equip herself admirably well on such tunes as "Drummer Man" (her latest for Reprise), "a sweet voiced reflective version of "Bang Bang," "Memories" and "Up, Up and Away" (the latter joined by the entire cast for a rousing climax to an altogether enjoyable affair).

The Blossoms re-created a moment or two of the memorable "Shindig" TV'er by singing the Righteous Bros. smash "You've Lost That Lovin' Feeling" and followed with two more gospel styled selections; "Ain't Gonna

Study War No More" and "Oh Happy Day."

Mac Davis, whose credentials include authorship of several Presley smashes, is a distinct new vocal find. He proved himself a sure-shot record uncovers (Davis is on the verge of signing with Columbia Records) with "Friend, Lover, Woman, Wife," "In the Ghetto" (intro'd as the song that "made a friend of mine and me a little wealthier — we both needed it") "I'm Just A Country Boy" and "Hambone," all offered in a winningly stylized Southern Comfort baritone.

And the Osmonds were another exuberant plus to the proceedings. Highlights of their fifteen minute stint — "Fascinating Rhythm," "I Gotta Woman" (solo by Jimmy Osmond, youngest of the sextet) and "Let the Sunshine In/Aquarius," a version which at least equals the Fifth Dimension's rendition.

There was, of course, the inevitable "Boots Are Made For Walkin'," the insolent little toe tapper with those compelling quarter note bass figures; the song that catapulted Miss Sinatra into the show biz limelight. Billy Strange, who orchestrated the '66 date, is on hand as conductor-arranger of Miss Sinatra's songs. And they are all letter-perfect. The mass production is the work of Ron Joy; staged by Hugh Lambert with gowns by Donfield. One wonders, even with editing, whether the name value is compelling enough to fill 4000 seats each evening for the next three weeks. As we said earlier, it's a highly enjoyable affair. Miss Sinatra has wisely surrounded herself with some potent performers. Perhaps word of mouth can do the trick.

h. g.

## THE INCREDIBLE STRING BAND

FILLMORE EAST, N.Y. — It isn't very often that one can find four people on stage, all playing instruments at the same time, and not hear mind-shattering feedback — to say the most — or overly loud (usually bad) instrumentals — to say the least. Yet, every once-in-a-while onto the stage come a few people who will let the audience sit back, relax, and listen to a full set without the audience completely losing its senses. Such a group is The Incredible String Band!

Consisting of Robin Williamson, Mike Heron, Rose and Licorice, this group approaches music unlike any other group. Although on recordings they use many different instruments to achieve their unique sound — which is usually a combination of Eastern and bluesy/folksy sounds, with a great stress on vocals — in person the members do their best to get the musical idea across on a limited number of instruments, and they usually succeed. Basically using a piano, organ, guitar,

electric bass, and a variety of percussion instruments, The Incredible String Band put forth a set which included sounds off their albums, and some songs which have not yet been recorded.

The songs, all written by Williamson and Heron, are, usually, happy, joy-filled songs which very often relate to God, or relate to the basics of life. (The lyrics also read well as beautiful poetry, which isn't often occurring in "underground" music these days.) The lyrics rhyme, but, nevertheless the feeling of free verse is sustained; this is done by changes in rhythm, and by spiritually accenting phrases, thus getting away from any "sing-song" sound in the lyrics.

The Incredible String Band, as different as its sound may be, has very little trouble in getting the audience to catch on to the whole fresh, enjoyable, (possibly mystical), all-join-in feeling that they produce on stage.

t. z.

## MARGARET WHITING

RAINBOW GRILL, N.Y. — Margaret Whiting was on stage for an hour and twenty minutes opening night and she charmed the audience every minute of it. It's great watching a professional work!

This is Margaret's second appearance in this room within the past ten months and judging from the fact that this opening night performance was even stronger than her stint last January, it appears that she's getting very comfortable in the Rainbow Grill.

The London Recording artist sang 33 different songs (some in medley form) and her repertoire ranged from the great classics of yesteryear ("Autumn In New York") to country music and right up to the present day top composers such as Lennon & McCartney, Bacharach & David and Jim Webb. Her country medley, opening with the song she did a few years back with Jimmy Wakely ("Slippin'

Around") brought back fond memories to the primarily adult audience. Things really began to hum when she ran thru the unbelievable medley of songs her dad Richard Whiting wrote: "Smile Awhile"; "I'm In Love With You Honey"; "Sleepy Time Gal"; "Ain't We Got Fun"; "On The Good Ship Lollipop"; "My Ideal"; "Breezin' Along With The Breeze"; "Louise"; "Too Marvelous For Words," and "Beyond The Blue Horizon" (we just had to list them all, what copyrights). Margaret obviously sings these greats with a special personal touch. Working without a mike she was just superb on "Somewhere" and closed in standout fashion with Buffy St. Marie's "Until It's Time For Me To Go" which she should record.

Maggie's voice is in fine shape and she's got a gift for gab that's natural and pleasing. She has a keen sense of quality material and we'll be hearing from her for many years to come.



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# Henry Mancini: his





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## On "Debut!" Mancini conducts the first venture of The Philadelphia Orchestra Pops with "Beaver Valley-'37"

Henry Mancini began his musical career in West Aliquippa, Pennsylvania. The town is perched on a bank overlooking the Ohio, in a place called Beaver Valley. In the summer there was the river. In the winter there was the soot-covered snow. And on Sundays, the boy would make his way to The Sons of Italy hall for his weekly ration of Puccini and Verdi. In the suite, "Beaver Valley-'37," Mancini recalls his youth in West Aliquippa. The feeling of how it was—the river bank, the surrounding steel mills, and the open-air performances with The Sons of Italy band. So here is Mr. Mancini. Back in Pennsylvania. The Sons of Italy of Aliquippa must be proud.



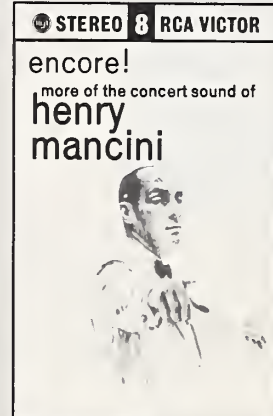
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Mr. Lucky Goes Latin LSP-2198, Comoo! LSP-2258, Music from "Mr. Lucky" LSP-2198, The Blues and the Beat LSP-2147, The Mancini Touch LSP-2101, More Music from "Peter Gunn" LSP-2040\*, The Music from "Peter Gunn" LSP-1956\*, "The Second Time Around" and Others CAL/CAS-928, Mancini Plays Mancini and Other Composers CAL/CAS-2158.





## New Product Firm Opened By Mazer

HOLLYWOOD — Indie producer Elliot Mazer has formed a new disk production firm, Prince Valiant Enterprises, and a recording electronics firm, Prince Valiant Inventions. The electronics firm has already won a patent for a new sound filter system, used by the Band on their forthcoming second album for Capitol.

First project for the new production firm is Area Code 615, a ten-man band of Nashville studio musicians, assembled by Mazer, who co-produced and co-engineered the album, due out soon on Polydor.

Area Code 615 will debut in a free concert in N.Y.'s Central Park this fall and Mazer will play with the group and also handle some of its business affairs.

Mazer began his indie career in the early 60's, producing jazz and blues disks for Prestige. His move to Camero/Parkway gave him a pop hit, "Hooka Tooka," by Chubby Checker. After two years as professional manager for E.B. Marks, he returned to indie work and in 1968 joined personal manager Albert Grossman in a production firm, working on artists like Big Brother and the Holding Company, Gordon Lightfoot, the Paupers, Ian & Sylvia, the James Cotton Blues Band, Jake Holmes, Nick Gravenites and Jerry Jeff Walker.

In addition to Area Code 615, Mazer is producing Holmes and Walker, and a series of live "super jam session" albums with Mike Bloomfield, the Byrds, Taj Mahal, Nick Gravenites, Elvin Bishop and Linda Tillery. Recorded live at Bill Graham's Fillmore West, the first live set was recently released by Columbia, with two or more to follow.

## Meyer To Sunbury/Dunbar As Coast Prof. Manager

HOLLYWOOD — Chuck Meyer has moved from his post as West Coast manager of promotion and artist relations with RCA Records to become West Coast professional manager with the firm's indie music publishing house, Sunbury/Dunbar. Shift was announced last week by Gerry Teifer, president of the Sunbury/Dunbar operation.

Reporting to Eddie Deane, general professional manager, Meyer will establish and maintain contacts with music writers, artists and artists' managers on the West Coast.

Prior to joining RCA, Meyer was director of publicity and promotion for Decca Records in Hollywood for four years.



BIG BEN — "Bonanza" top gun Lorne Greene, who's ridden those hit paths before, returns to the disk trail with a new single on Columbia Records, "The Perfect Woman." Prior to heading into the chart battle, Greene receives the blessing of Ron Alexenburg (l.), Columbia Records' national promotion director. The single was produced by Phil Springer, who co-wrote the tune with Buddy Kaye.



GOOD VIBES were in evidence last week at NYC's Village Vanguard, where Atlantic Records hosted an opening night trade and consumer press party for newly signed rock/jazz artist Gary Burton. Caught during the affair were (l-r) Atlantic VP Nesuhi Ertegun, Mrs. Gary Burton, Burton and Atlantic producer Joel Dorn. Burton's first album, "Throb," is set for release this month.

## CBS Marketing Ups Two

NEW YORK — CBS Direct Marketing Services has promoted William Bell and Ralph Colin, Jr., to the positions of vice president, music marketing, and head of artists and repertoire, respectively.

According to Cornelius Keating, president of the division, Bell will be responsible to David Margulies, vice president, marketing, for directing and developing long- and short-range music marketing plans and objectives and will work directly with music marketing product managers.

Colin will be responsible to Keating for all A&R activities, including negotiations and relations with outside labels and all repertoire functions of the division.

Bell joined CBS in 1956 as a record salesman and most recently held the position of vice president, artists and repertoire, with the division. Colin, with the firm since 1964, was director, artists and repertoire until the new move.

CBS Direct Marketing Services includes the Columbia record and tape clubs.

## Chackler To White Whale As National Promo Head

LOS ANGELES — White Whale Records has named Dave Chackler to the post of national promotion director. Chackler, formerly with Mercury Records in the same capacity, will be reporting directly to Eddie Biscoe, the label's director of promotion and product.

Chackler will be working out of Philadelphia, where the label plans to open East Coast offices.

## 'More' For Marks

NEW YORK — Edward B. Marks Music, which saw one theme from an Italian semi-documentary ("More" from "Mondo Cane") become an international hit and handsome copyright, is watching the action on another Italian pic theme with great interest. The original soundtrack recording of "Mah-Na Mah Na," from "Sweden, Heaven and Hell," is currently riding the charts with a bullet.

The scores of both films were turned down by many top U. S. publishers before finding a home at Marks, and the original soundtracks experienced the same difficulty. The "Sweden" track has been issued by Ariel Records, a subsid of Progressive Media, who have backed the release with concentrated promotion. Coupled with Marks' efforts, the push seems to have brought home another winner.

Jerry Simon, executive creative director at E. B. Marks, reports that the single has broken onto more than 70% of the nation's top radio stations.

## Peabody Offers New Accredited Music Courses

BALTIMORE—The Peabody Conservatory of Music will be offering courses this fall which involve jazz, rock, electronic music, and eurhythmic-music expressed through body movement. All of the courses are accredited, and have never before been offered.

## NMC/Wallichs

(Con't. from Page 7)

the company will coordinate the Hollywood store's 7-day-a-week "Album of the Day" promotion on eight Los Angeles radio stations — KHJ-FM, KHJ-AM, KLAC, KFOX, KMET, KDAY, KGIL and KFAC. Albums featured in this promotion are sold at a 40 percent discount at Wallichs for a 48-hour period.

NMC will also coordinate Wallichs window displays and in-store promotions. The company has a unique inventory system to facilitate the handling of the large "Music City" account — and will use similar systems for handling other major accounts in the future.

Jesse Selter, NMC president, termed the venture "one of the most ambitious, exclusive contracts by a rack jobber with a major music retail chain — and the start of a new era of growth for our company."

NMC is currently the rack jobber of records and tapes for a number of discount stores and post exchanges. The company is also engaged in the wholesale distribution of records, tapes and accessories to department stores, chain stores, mail order houses and other rack jobbers. It is a public company trading Over-The-Counter.

## Lichtmans Have Their Second Child

NEW YORK — Phyllis Lichtman, wife of Irv Lichtman, editor in chief of Cash Box, gave birth to a boy, Robert Michael, last week (4) at Laguardia Hospital in New York. It's the second child for the couple, who also have another son, Steven, three-and-half years old.

## MGM Goes For Broker

NEW YORK — A. J. Marshall, who retired from show business a number of years ago to become a successful stockbroker, is returning to the recording field in the hope of becoming "the greatest novelty since Tiny Tim." Marshall's first set under a two-album-a-year pact with MGM, "There's A Lot Of Lovin' In This Old Boy Yet," was released last week.

## New Lines For TDC

SEATTLE — Transcontinental Distributing has acquired several new labels for exclusive distribution in the Pacific Northwest area. According to TDC general manager Jerry Dennon, the lines include Beverly Hills, De-Lite, Dore, Fleetwood, Radiant, the ITCC family (including Little Darlin') and Steady.

## AFM Honors Armstrong

NEW YORK — Astronaut Neil Armstrong was presented with an Honorary Gold Life Membership Card by the American Federation of Music. The presentation took place when Armstrong returned to Wapokoneta, Ohio (6). The gesture is more than symbolic, as serious music is one of Armstrong's few outside interests. He plays five instruments.

## Kirshner/RCA

(Con't. from Page 7)

TV series, "The Kowboys," a western-comedy featuring a musical group, for NBC. Records of "Tomorrow" and "The Kowboys" will be released on the Calendar label.

Kirshner's most recent venture on the Calendar label is the group the Archies, the first group Kirshner has worked with creatively since his initial success with the Monkees. Working as music supervisor of the weekly CBS-TV animated series "The Archies," Kirshner supervises all the original songs performed by the group.

As president of the Kirshner Entertainment Corporation, Kirshner will continue to develop talent and product for Calendar Records, manufactured and distributed by RCA.

## Woodstock

(Con't. from Page 9)

get by without gate-crashing problems, the major cause of violence in the past.

Most notable of the events was the three day gathering on the Isle of Wight, highlighted by an appearance by Bob Dylan, his first advertised performance since last year's Woody Guthrie Memorial concert in Carnegie Hall. 150,000 fans turned up to see Dylan, the Band and a host of English stars at \$6 a head.

A three day event at Tenino, Wash., the Sky River Rock Festival, drew 20,000 people at a \$6 per day charge, using the barest of headliners. Country Joe and the Fish were the biggest names on a bill that also included the Steve Miller Band, Terry Reid, Quicksilver Messenger Service, James Cotton, Buddy Guy, Pacific Gas & Electric and several others. The only hassle took place before the event, when promoters ran into a legal roadblock from various groups, including the John Birch Society and the Northern Pacific Railroad. Final decision in favor of the promoters, New American Community, was granted by the Washington State Supreme Court on Friday, Aug. 29.

Other shows to go off without a hitch included the Texas International Pop Fest in Lewisville; the New Orleans Pop Fest in Prairieville, La.; and a free, nine-hour blues show at Chicago's Grant Park, scene of the Chicago convention riots only last summer.

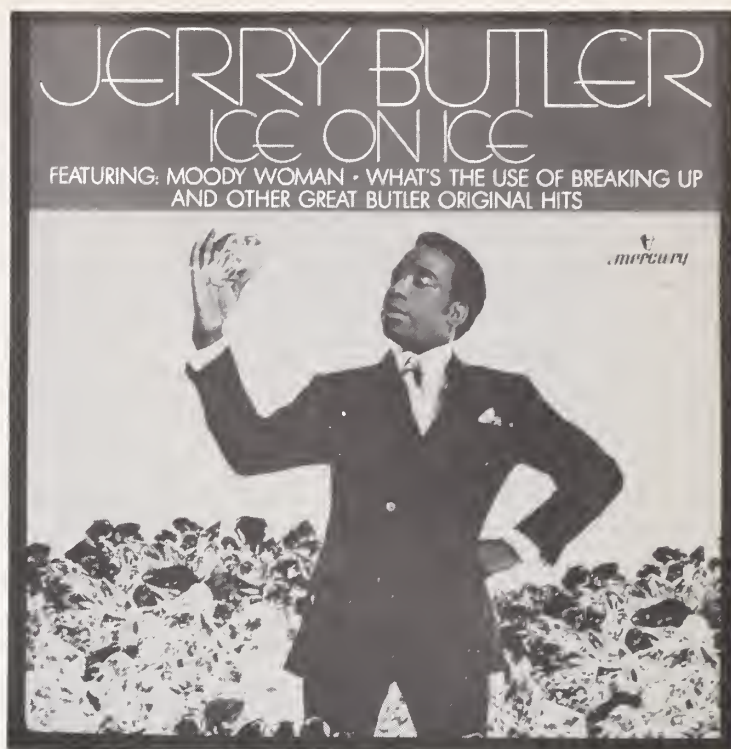
Though drugs and sex are reported to have been flowing freely, the only arrests made were in New Orleans, where five busts were made for possession of marijuana.



# SEPTEMBER is Better Buy Butler Month

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**ICE ON ICE**  
Including his 2 latest hits  
**SR 61234**



S	M	T	W	T	F	S	
<b>WITH LP's LIKE THESE</b>		<p>THE ICE MAN COMETH <b>JERRY BUTLER</b> FEATURING: ARE YOU HAPPY HEY WESTERN UNION MAN - NEVER GIVE YOU UP - LOST Including the hit single <b>ONLY THE STRONG SURVIVE</b></p>		<b>4</b>	<b>5</b>	<p><b>jerry butler</b> soul artistry</p>	
<b>7</b>	<b>8</b>	<p>THE ICE MAN COMETH SR 61198</p>		<b>11</b>	<b>12</b>	<b>13</b> SOUL ARTISTRY SR 61105	
<p><b>MR. DREAM MERCHANT</b> <b>JERRY BUTLER</b></p>		<p>THE ICE MAN COMETH SR 61198</p>		<p><b>JERRY BUTLER'S</b> GOLDEN HITS LIVE</p>		<b>20</b>	
<p><b>MR. DREAM MERCHANT</b> SR 61146</p>		<p><b>CELEBRITY SERIES RELEASES</b></p>		<p>JERRY BUTLER'S GOLDEN HITS - LIVE !!! SR 61151</p>		<b>27</b>	
<b>21</b>	C-30150	<p>MAKE IT EASY ON YOURSELF b/w HE WILL BREAK YOUR HEART</p>		<b>24</b>	<b>26</b>	<b>27</b>	
	C-30151	<p>MOON RIVER b/w FOR YOUR PRECIOUS LOVE</p>		<p>THE SOUL GOES ON SR 61171</p>			
	C-30152	<p>I STAND ACCUSED b/w LET IT BE ME</p>		<p>THE SOUL GOES ON</p>			
<b>28</b>	C-30153	<p>CAUSE I LOVE YOU SO b/w I DIG YOU BABY</p>		<b>1</b>	<b>3</b>	<b>4</b>	
	C-30155	<p>ONLY THE STRONG SURVIVE b/w LOST</p>					
	C-30156	<p>HEY WESTERN UNION MAN b/w NEVER GIVE YOU UP</p>					
<b>5</b>	<p><b>MERCURY BACKS YOU WITH A POWER-PACKED PROGRAM!</b></p>		<p><b>SPECIAL RADIO PACKAGE</b> includes: 7" open-end Jerry Butler interview disk; 60-second special programming fills of Butler's biggest hits; large national saturation on new L.P.</p>		<p><b>MERCHANDISING INFORMATION</b> including Day Glo merchandising piece and Order Form</p>	<p><b>TV EXPOSURE</b> to back up program - Upbeat - The David Frost Show and others currently being set</p>	<p><b>4/C BUTLER PROMOTION POSTCARDS</b></p>

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# New Additions To Radio Playlists

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

**WTIX — New Orleans**  
Smile A Little Smile—Flying Machine—Congress  
Make Believe—Wind—Life  
Move Over—Steppenwolf—Dunhill  
Nitty Gritty—Gladys Knight—Gordy  
No One For Me To Turn To—Spiral Starecase—Col.  
House of Rising Sun—Joey Scarbury—Dunhill  
They Don't Make Women Like You Anymore—Prince Harold—Kapp  
Goodbye Columbus—Association—WB  
Mah Na-Mah Na—Sound Track—Ariel  
Can't Find The Time—Orpheus—MGM  
September Song—Roy Clark—Dot  
Don't It Make You Wanna Go Home—Joe South—Cap.  
(From Next LP) Maybe—Janis Joplin—Col.  
I'm Gonna Make You Mine—Lou Christie—Buddah  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
In A Moment—Intrigues—Yew  
LP—Night Time Is The Right Time—Creedence Clearwater—Fantasy

**WMCA — New York**  
So Good Together—Andy Kim—Steed  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
Let A Woman Be A Woman—Dyke & Blazers—Orig. Sound  
Smile A Little Smile For Me—Flying Machine—Congress  
Doin' Our Thing—Clarence Carter—Atl.  
LP—Rolling Stones—Thru Past Darly Vol 2 (Album In Orbit)

**WOKY — Milwaukee**  
That's Way Love Goes—Marvin Gaye—Tamla  
I'm Gonna Make You Mine—Lou Christie—Buddah  
Don't It Make You Wanna Go Home—Joe South—Cap.  
Suspicious Minds—Elvis Presley—RCA  
Love & Let Love—Hardy Boys—RCA  
Ways To Love A Man—Tammy Wynette—Epic  
Jean—Oliver—Crewe  
Harlan County—Jim Ford—Sundown  
Do It—Doors—Elektra  
Say Boss Man—David Clayton—Thomas—Decca  
Hare Krishna Mantra—Radha Krishna Temple—Apple  
In A Moment of Madness—Flowerpot Men—Deram  
Since I Met You Baby—Sonny James&Capitol

**WEAM — Washington D.C.**  
Echo Park—Keith Barber—Epic  
Get Together—Paul Revere—Columbia  
Move Over—Steppenwolf—Dunhill  
It's Getting Better—Mama Cass—Dunhill  
Tracy—Cuff Links—Decca  
LP—Baby It's You—Smith—Dunhill  
LP—The Sweeter He Is—Soul Children—Stax  
I Still Believe In Tomorrow—John & Ann Ryder—Decca

**WLS — Chicago**  
All Gods Children Got Soul—Dorothy Morrison—Elektra  
Hot Fun—Family Stone—Epic  
Love Of The Common People—Winstons—Metro-media  
Baby It's You—Smith—Dunhill  
Ruben James—Ken Rogers—Reprise

**WABC — New York**  
Little Woman—Bobby Sherman—Metromedia  
This Girl—Gary Puckett—Columbia  
Everybody's Talkin'—Nilsson—RCA  
Carry Me Back—Rascals—Atlantic

**KXOK — St. Louis**  
Son Of A Lovin' Man—Buchanan Bros—Event  
Loves Been Good—Frank Sinatra—Reprise  
Don't It Make You—Joe South—Capitol  
Time Machine—Grand Funk R.R.—Capitol  
Life & Death In G&A—Abaco Dream—A&M  
Slum Baby—Booker T—Stax  
The Weight—Diana Ross & Temptations—Motown  
Who Do You Love—Quick Silver Messenger—Capitol  
Something In The Air—Thunderclap Newman—Track  
Sugar On Sunday—Clique—White Whale

**WKBW — Buffalo**  
Make Believe—Wind—Life  
Mind, Body & Soul—Flaming Embers—Buddah  
Hold Me—Baskerville Hounds—Avco  
Sugar On Sunday—Clique—White Whale  
Hot Fun In Summertime—Sly & Fam Stone—Epic  
Armstrong—John Stewart—Capitol  
Man-Na-Mah-Na—Sound Track—Ariel  
LP—Soft Parade—Doors—Elektra  
LP—Right Time—Creedence Clearwater—Fantasy  
LP—20/25 A Hit—Free Design—Project 3  
LP—River Deep, Mt. High—Ike & Tina Turner—A&M  
LP—Heighy Hi—Lee Michaels—A&M

**WMEX — Boston**  
Hare Krishna Mantra—Radah Krishna Temple—Apple

**WRKO — Boston**  
Suspicious Minds—Elvis Presley—RCA  
Tracy—Cuff Links—Decca  
Your Good Thing—Lou Rawls—Capitol  
Baby It's You—Smith—Dunhill

**WIXY — Cleveland**  
Any Way You Want Me—Evie Sands—A&M  
Smile A Little Smile For Me—Flying Machine—Congress  
Love Of The Common People—Winstons—Metro-media  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
Don't Forget—Bee Gees—Atco  
Black Berries—Isley Bros—T-Neck  
Save Your Love—Aretha Franklin—Atlantic

**WMAK — Nashville**  
Baby It's You—Smith—Dunhill  
Any Way You Want Me—Evie Sands—A&M  
What Kind Of Fool—Bill Deal—Heritage  
Sugar On Sunday—Clique—White Whale  
That's The Way—Marvin Gaye—Tamla  
Sugar Bee—Mitch Ryder—Dot  
Move Over—Steppenwolf—Dunhill  
The Way To Love A Man—Tammy Wynette—Epic

**KILT — Houston**  
What Kind Of Fool—Bill Deal—Heritage  
Something In The Air—Thunderclap Newman—Track  
Daddy's Kittle Man—O.C. Smith—Columbia  
Wonderful—Blackwell—Astro  
Feeling Bad—Spooky Tooth—A&M  
Inst—Groovy Grubworm—Harlow Wilcox—Plantation

**WFIL — Philadelphia**  
Make Believe—Wind—Life  
What Kind Of Fool—Bill Deal—Heritage  
Suspicious Mind—Elvis Presley—RCA  
That Reminds Me—4 Seasons—Crewe  
Mid-day—Little Man—O.C. Smith—Columbia  
6 P.M.—Move Over—Steppenwolf—Dunhill

**WIBG—Philadelphia**  
That's The Way—Marvin Gaye—Tamla  
Sugar On Sunday—Clique—White Whale  
Take A Lot Of Pride—Dean Martin—Reprise  
Move Over—Steppenwolf—Dunhill  
Suspicious Mind—Elvis Presley—RCA  
What Kind Of Fool—Bill Deal—Heritage  
Don't It Make—Joe South—Capitol  
McArthur Pk—Waylon Jennings—RCA  
LP—Shangri-la—Letterman—Capitol

**WDGY — Minneapolis**  
Jean—Oliver—Crewe  
What Kind Of Fool—Bill Deal—Heritage  
That's The Way—Marvin Gaye—Tamla  
Daddy's Little Man—O.C. Smith—Columbia  
Everybody's Talkin'—Nilsson—RCA  
What's The Use—Jerry Butler—Mercury  
Little Woman—Bobby Sherman—Metromedia

**WQAM — Florida**  
Gonna Make You Mine—Lou Christie—Buddah  
Something In The Air—Thunderclap Newman—Track  
You, I—Rugbys—Amazon  
Sugar On Sunday—Clique—White Whale  
Everybody's Talkin'—Nilsson—RCA

**CKLW — Detroit**  
You, I—Rugbys—Amazon

**KFRC — San Francisco**  
Smile A Little Smile For Me—Flying Machine—Congress  
No One For Me To Turn To—Spiral Starecase—Col.

**KRLA — Pasadena**  
No One For Me To Turn To—Spiral Starecase—Col.  
Lodi—Al Wilson—Soul City  
LP—Tombstone Shadow—Creed Clearwater—Fantasy

**KIMN — Denver**  
Everybody's Talkin'—Nilsson—RCA  
We Got To All Get Together—Paul Revere—Col.  
I'm Gonna Make You Mine—Lou Christie—Buddah  
What's Use of Breaking Up—Jerry Butler—Mercury  
Sugar On Sunday—Clique—White Whale  
Save All Your Lovin'—Johnny Cymbal—Amaret

**KJR — Seattle**  
Something In The Air—Thunderclap Newman—Track  
Harlan County—Jim Ford—Sundown  
Echo Park—Keith Barber—Epic  
Evil Woman—Crow—Amaret  
That's Way Love Is—Marvin Gaye—Gordy

**KHJ — Hollywood**  
I Can't Get Next To You—Temptations—Gordy

**KYA — San Francisco**  
Suspicious Minds—Elvis Presley—RCA  
White Bird—Beautiful Day—Columbia  
Make Believe—Wind—Life  
Smile A Little Smile For Me—Flying Machine—Congress

Something In The Air—Thunderclap Newman—Track  
Walk On By—Isaac Hayes—Enterprise  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
And That Reminds Me—4 Seasons—Crewe  
Tracy—Cuff Links—Decca  
You've Lost That Lovin' Feeling—Dionne Warwick—Scepter  
LP—Turning Point—John Mayall—Polydor  
Who Do You Love—Quicksilver Messenger—Cap.  
Anyway You Want Me—Evie Sands—A&M  
You, I—Rugbys—Amazon

**WKNR — Detroit**  
Tracy—Cuff Links—Decca  
Son Of A Lovin' Man—Buchanan Bros—Event  
Time Machine—Grand Funk R.R.—Congress  
What's The Use—Jerry Butler—Mercury  
Mind Body Soul—Flaming Embers—Hot Wax  
World—James Brown—King  
Sugar Bee—Mitch Ryder—Dot  
So Good—Andy Kim—Steed  
Baby It's You—Smith—Dunhill  
Jesus Is A Soul Man—Lawrence Reynolds—WB  
Delta—Joe Cocker—A&M  
We're All We Got—Jake Holm

**KLIF — Dallas**  
Make Believe—Wind—Life  
He Belongs To Me—Ricky Nelson—Decca  
Is That All There Is—Peggy Lee—Capitol  
Loves Been Good To Me—Frank Sinatra—Reprise  
Smile A Little Smile—Flying Machine—Congress  
Phoenix—Isaac Hayes—Enterprise  
Sugar On Sunday—Clique—White Whale  
Me About You—Jimmie Rogers—A&M  
Time Machine—Grand Funk R.R.—Congress  
Move Over—Steppenwolf—Dunhill  
In A Moment—Intrigues—Yew  
So Good Together—Andy Kim—Steed  
Little Man—O.C. Smith—Columbia

**WQXI — Atlanta**  
Sugar On Sunday—Clique—White Whale  
Anyway You Want Me—Evie Sands—A&M  
Make Believe—Wind—Life  
And That Reminds Me—4 Seasons—Crewe  
Jesus Was A Soul Man—Lawrence Reynolds—WB  
Walk On By—Isaac Hayes—Enterprise  
Something In The Air—Thunderclap Newman—Track

**WHBQ — Memphis**  
Hot Fun—Family Stone—Epic  
Color Of My Love—Jefferson—Decca  
Son Of A Lovin' Man—Buchanan Bros—Event

**WCAO — Baltimore**  
Run A Way—Just A Little—Austin Roberts—Philips  
Helpless—Jackie Wilson—Brunswick  
Son Of A Preacher Man—Gaylettes—Steady  
Always David—Ruby Winters—Diamond  
Sausalito—Ohio Express—Buddah  
Groovy Grubworm—Harlow Wilcox—Plantation  
Kool & The Gang—Kool & The Gang—Delite  
Son Of A Lovin' Man—Buchanan Bros—Event  
Is That All There Is—Peggy Lee—Capitol

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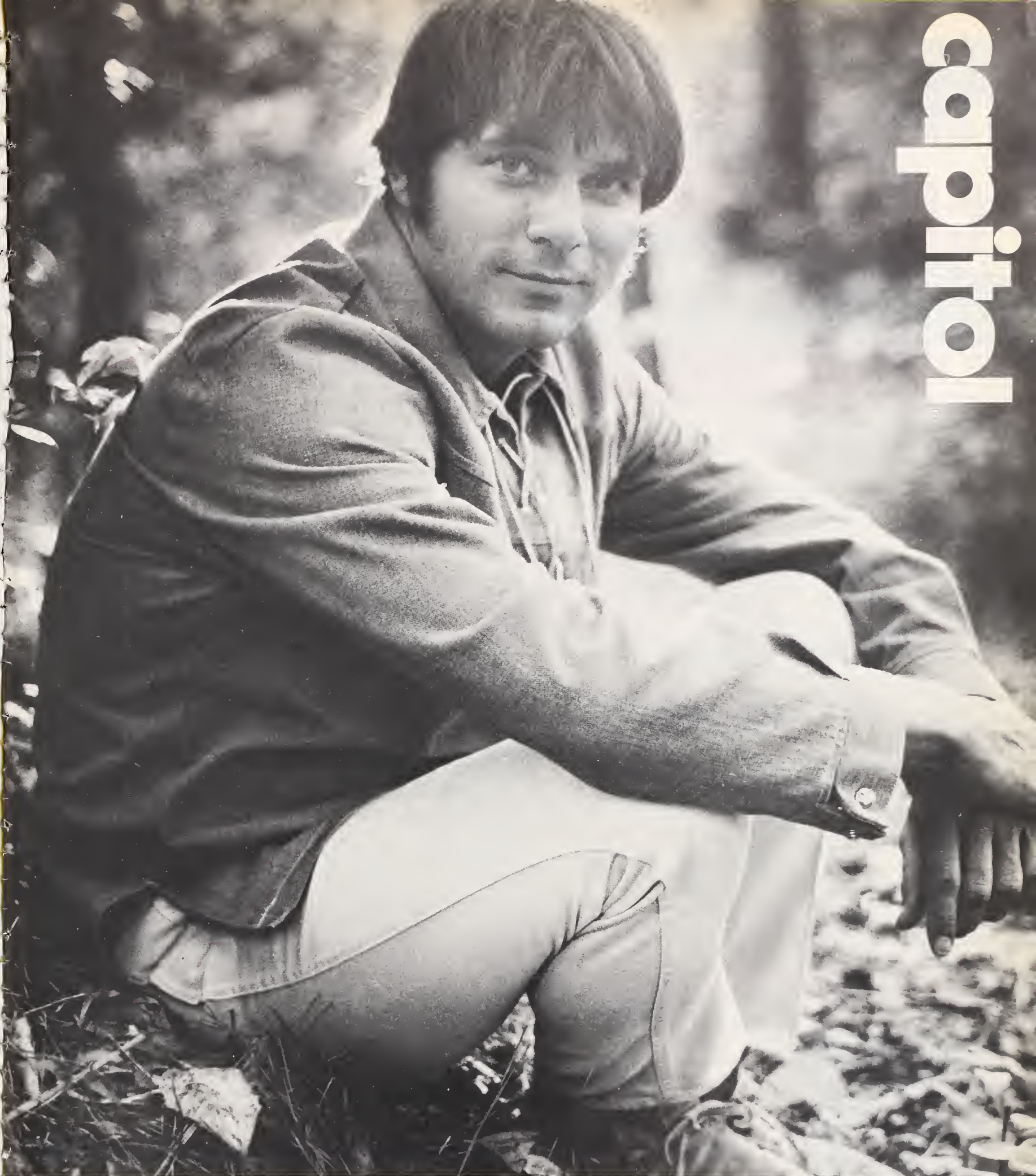
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# Don't It Make You Want To Go Home

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The total artist.  
Performer, writer, musician.  
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# MUNTZ CART-CHART

## New Release & Hit Index

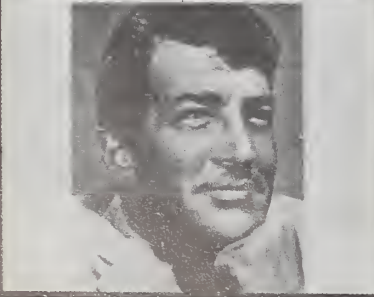
### COMPATIBLE 4-TRACK CARTRIDGES

Order	Inventory	Stock No.	Album & Artist
<b>Muntz New Release Index</b>			
	*COM-A-946		THE AGE OF ELECTRONICUS — Synthesized On The Moog By Dick Hyman
	*COM-A-947		GENUINE ELECTRIC LATIN LOVE MACHINE — Persuasive Electronics By Richard Hayman
	*DNH-A-50064		THE MAMAS & THE PAPAS — 16 OF THEIR GREATEST HITS
	EKT-A-74047		THE BEST OF LORD BUCKLEY
	*EKT-A-74055		RECOLLECTIONS — Judy Collins
	MC4-61220		IN FIELDS OF ARDATH — Eyes of Blue
	SC4-67119		THE TWO SIDES OF LINDA GAIL LEWIS
	*SC4-67123		ROGER MILLER
<b>Some Current Supersales!</b>			
	EKT-A-75005		SOFT PARADE — Doors
	4CL-2993		The FRANCO ZEFFIRELLI Production OF ROMEO & JULIET
	DNH-A-50058		SUITABLE FOR FRAMING — Three Dog Night
	PC4-600-314		The Original Music From ABC-TV's DARK SHADOWS — The Robert Coert Orchestra
	DNH-A-50048		THREE DOG NIGHT
	DNH-A-50060		EARLY STEPPENWOLF — Steppenwolf
	GOR-A-933		THE TEMPTATIONS SHOW
	TAM-A-295		TIME OUT FOR SMOKEY ROBINSON & THE MIRACLES
	GOR-A-939		CLOUD NINE — The Temptations
	4CL-184		BRAVE NEW WORLD — Steve Miller Band
	4RA-2026		EASY RIDER — Soundtrack
	4RA-2025		SMASH HITS — Jimi Hendrix
	4CL-268A		GLEN CAMPBELL — "Live" (Part 1)
	4CL-268B		GLEN CAMPBELL — "Live" (Part 2)

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IN WHAT, I AM

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A WORLD OF STEREO SALES GIANTS FROM THE 4-TRACK  
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## Standard Of Tokyo To Manufacture And Distribute Marantz Components

SUN VALLEY, CALIF. — Joseph Tushinsky, president of Superscope, Inc.,

has just returned from Tokyo where he completed negotiations for the manufacture of certain Marantz components and exclusive Marantz distribution by Standard Radio Corp. of Japan.

## Capitol To Hike Cassette Price

HOLLYWOOD, CALIF. — CRDC has just stated that it will raise the price of its pre-recorded cassette product by \$1.00 effective the first of October.

John Jossey, sales vice president, said that the increase will provide customers with improved profit margins compared to those previously offered. He also added that prior to the increase becoming effective, Capitol will debut a 35-LP Angel release.

The new additions to Capitol's classical catalog, were described by Jossey as "further testimony to the growth and establishment of cassettes as a viable and key addition to musical entertainment."

### Full Line Of Units

Capitol Records has also added four new cassette stereo players to offer a full line of home and portable players giving the company's line a price range running from \$29.95 through \$109.95.

On the merchandising end, Capitol's cartridge and cassette display unit called the "Browsomatic" has in its 6-month history sold nearly twice as many as expected when Capitol began producing the case. Used mainly for cassettes, the "Browsomatic" became available last March, and was re-ordered when the initial 3,000 units were sold out within 60-days.

## Paperny Joins GRT In Controller Slot

LOS ANGELES — Stanley Paperny has just been named controller of GRT's record label and sales company. Paperny comes to GRT from North American Rockwell, where he had been a financial executive assistant.

He will serve as controller with the music division's GRT Records and the Blue Thumb Sales Co. at the firms' California headquarters.

## Muntz Opens Promotion For 'Treasure Chest'

VAN NUYS, CALIF. — Muntz Stereo-Pak is currently building a promotion campaign on behalf of the company's newest stereo amplifier unit, the H-150 Royale. Touted as the "treasure chest of stereo brilliance," the 150 is a home unit with capacity to reproduce 4 and 8-track entertainment through its self-contained amp/pre-amp system. The Royale also features push-button switching for record player, AM-FM, tape recorder and cartridge player.

Recommended to retail at \$139.95, the unit contains separate bass/treble controls for each channel and integrated circuits. It is housed in hand-rubbed walnut with track-indicator lights.



H-150 Royale

## AAMA Response Runs At 'Peak Year' Pace

NEW YORK — Edwin Erlichman, spokesman for the management of the 43rd annual National Automotive Accessories Association (AAMA) exhibition has called the enrollment pace "comparative to previous peak years." Space contracting for the upcoming national meeting is expected to reach capacity long before the February opening.

This year's conference and display will be held at the Coliseum in New York Feb. 9-12.

Space remaining may be inquired about at the AAMA offices in Bala-Cynwyd, Pa. (215-664-7401).



**Which single will reach the top ten first?**  
**(check both)**

**HERE I GO AGAIN**

TAMLA 54183

**SMOKEY ROBINSON  
& THE MIRACLES**

**BABY I'M FOR REAL**

SOUL 35066

**THE ORIGINALS**





Dubbings' New Patchogue Plant To Be An 8-Tracker Exclusively

PATCHOGUE, N.Y. — The newly opened Patchogue plant which Dubbings Electronics has just opened will be devoted strictly to 8-track cartridge output. The decision was disclosed last week by operations manager Philip Shooer, who noted that the Medford Ave. site places Dubbings in "a key position to handle short-delivery and quantity orders with equal facility."

In addition, use of the Patchogue facility to handle 8-track cartridge

operations allows nearly double the present cassette capacity at Dubbings' main plant in Copiague. Utilizing the new space available, Shooer expects the doubled cassette production to be achieved by year's end.

New & Innovative

Describing the new plant, Shooer noted that "Dubbings has developed unique innovations such as a 1-step closing and run-in device to reduce cartridge handling and cycle time; a Dubbings designed method for high-speed winding and editing; and an automatic splicing process which both improves cartridge quality and reduces assembly time per unit.

"These advances," Shooer commented, "together with the recent development of improved ferrite heads in our 8-track duplicating process, are reflected in the high quality of cartridges coming off our lines."

"Unexpected" Franchise Action Greet Muntz Ad

VAN NUYS, CALIF. — Muntz Stereo-Pak has witnessed "an unexpected response" in stepping up its franchise program, attributed in large part to an ad in the L.A. Times according to Jerry Merton, Muntz franchise director.

The ad, Merton said, was especially designed to attract "serious franchise prospects and dissuade idle inquiries." In straight-forward terms, the notice featured inviolable facts such as the exact required for a Cartridge City franchise, projected profit statements, reflections of anticipated monthly gross sales, gross profits, operating expenses and monthly & annual net profit figures.

Merton further noted that the response to the advertisement exceeded what had been anticipated, and attributed the success to the "frank spelling-out of specific details. Our advertisement was sufficiently candid to dispose of casual inquiries. Moreover, it eliminated much of the time-consuming explorative stages of terms and conditions in our negotiations with serious prospects."

The same ad is now being scheduled for publication later this year in several financially oriented national magazines.

Further Sales Aids

Merton also stated that the Muntz franchise staff is now nearing completion of several added sales aids which "will represent a significant part of our presentation and will emphasize the phenomenal growth of the car stereo industry and the major part within it of Muntz Stereo-Pak." Among the special projects are audio/visual franchise brochures and an animated film strip.

Meanwhile, a special survey team has been assigned to develop logical marketing locations for projected territories based on geographical and population factors.



HANDILY DONE — GRT Records introduced Edwards Hand, a London duo produced by George Martin, at a cocktail reception at the Continental Hotel in L.A. Attending were, left to right, Steve Fischler of Fidelity Dist. Co., Ceasde, Jerry Morris of Music West in S.A., Alan Mink, GRT Records general manager, and Mark Bertone of Transcontinental Dist. in Denver.

Jack Ames To TelePro As Marketing Director

CHERRY HILL, N.J. — TelePro Industries has named Jack Ames to the post of director of marketing. Reporting directly to firm president Aaron Wall, Ames has set his first task as expanding TelePro's market penetration through a series of appointments in the distributor and rack-jobber areas to handle the company's cartridge and cassette lines. This, according to Ames, will be a radical departure from previous marketing procedures, since both the Fidelipac and Telepac product were formerly sold exclusively through electronic sales representatives. Ames further stated that he envisions TelePro's sales and marketing penetration to double during the next year.

With experience spanning twenty years in both the record and tape businesses, Ames was one of the founders of Liberty Records where he found or helped develop such artists as Julie London, Johnny Mann, Rod McKuen and Jackie DeShannon. His previous associations also include distribution work with RCA & MGM. In the tape end, Ames was western regional manager for Reeves Soundcraft immediately prior to joining TelePro.



Jack Ames

Earth's Satellites Not In GRT Orbital

NEW YORK — The Earth Records agreement announced last week with GRT covers Earth product for tape duplication and distribution, with no contract for Earth's subsidiary labels. Sun and Skye Records, independents in their own right, are also aligned with GRT.

ASSORTED STEMS AND SEEDS or, Through a Strainer Darkly

There are three basic elements to a news service story on a rock festival this summer. Vast numbers of people (Who'll have the first million attendance? Who? Who?), nudity a sight which I presume reporters view as furtively as they write about it and vast clouds of marijuana smoke. Yet only a few columns away and, yes, even in some of our most respected family publications, there are stories of The Great Marijuana Drought of '69. Now, I see a definite contradiction here and I want to know what those kids are smoking in those pipes. Our friendly local newspapers tells us that there is a great deal of artificial substance being sold in the guise of the killer weed — lawn cuttings, straw, ragweed, and even oregano, 'though I doubt if there is much of the latter or after Woodstock New York State would have smelled like the biggest pizza in the world.

I once heard the theory propounded that when tobacco was first introduced its great attraction was that it got you high. There may indeed be some substance to this since history shows us that the popularity of tobacco spread over the world in the relatively brief period from 1492 and its discovery by Columbus, who may have discovered nothing else, and 1663 when even the Hottentots were trading for pipes and smoking tobacco. Its advance around the world came at a rate competitive with that at which Western man had been able to spread venereal disease to all corners of the globe and as a point of fact, who's calling what a killer weed?

Festival dates are commanding prices of astronomical proportion for many of the top headliner acts and in the midst of it all there are festival films being made, subsidized by motion picture companies, recordings being made, subsidized by record companies, and yet no one ever seems to obtain the recording or film rights in advance. Add to this the natural desire for members of groups to cut recording sessions as part of so-called Super Groups and you end up with a lot of horse trading and a lot of confusion between record companies about who's on first or whatever. Perhaps someone could come up with a formula, mayhap some reader of ours has a suggestion or idea, however ludicrous. Incidentally, we prefer ludicrous.

The spiraling of performer costs has caught many ballroom operators in the middle while they are simultaneously being put up against the wall by activist members of the community. I have always wanted to write for the New Yorker and if I have to start out as a mixed metaphor insert, what the hell, it's a start.

Fillmore Squeezes

Bill Graham of Fillmore's East and West is one of those who has been caught in the many sided squeeze and has stated that he intends to close shop on the Fillmore West operation although late word has it than an extension of his lease to June of 1970 will guarantee that much more music and that much more musician employment by a promoter whose booking tastes have always been excellent whether or not you like a personality inclined to blunt honesty and hard held opinions. During the sum-

mer in San Francisco he and his recording business associate, David Rubinson, a skilled producer and a fine gentleman, have staged a series of free seminars on the recording business which captured the attention of some 1100 young people for most of the summer.

San Francisco is blossoming rapidly as a recording center and Graham and Rubinson feel strongly that new talent in all aspects of the business must be developed locally. The seminars covered all the technical aspects of sound reproduction with engineering and producing lectures and workshops as well as discussions of music publishing, record merchandising with talks by rack jobbers, distributors, and promotion men, radio's handling of recorded music and the pitfalls as well as the potential in one of the world's fastest growing industries. The sessions were attended not only by people ambitious to work in various aspects of the record business but also by a number of artists currently under contract who will ask a lot more intelligent questions and probably be a hell of a lot harder to handle at the next negotiation.

Everyone in the record business owes Graham and Rubinson a vote of thanks and it might well be that the next time we all get together for a convention (which can't be more than two or three weeks from now) some plans might be outlined for a series of such seminars on a national basis. If the business is serious about wanting to have more minority group representation in the management and technical areas this would be a great starting point.

Today even the whitest and the straightest of record companies have their house black man and their house hippy. It has occurred to me with the proliferation of conventions that there might be an opening for another specialist whom perhaps we might choose from among other minority groups. For instance how is the Brown Beret or oriental representation? Are you aware that Wong is the most common name in the world? And how many Wongs do you know in the record business?

As long as we are talking about getting together, how about getting together to do something about the gangsters operating in the field of producing oldies albums for Top 40 stations? I'm sure there are some legitimate operators in this field but it seems to me that there are more of the other kind. I continually find records that were owned by Autumn when Bob Mitchell and I had the company showing up in these albums. Most record companies are having the same experience but they are reluctant to do anything about it for fear of offending the radio stations who have innocently entered into contracts with these producers believing that they are obtaining the proper clearances from the recording companies. It ends up as a classic rip off for everyone involved except the producer and its time that something is done about it. Direct action such as that which wiped out some of the Jersey record bootleggers a few years ago is called for now. Where are you, Jerry Wexler? I call upon you to take up your sledgehammer and lead a new crusade!



# THE BEGINNING OF A CONTEMPORARY LEGEND



Janus is the Roman god of good beginnings which are sure to result in good endings. January is named in his honor. We chose Janus as our logo because we feel that our forthcoming product will signal the beginning of a long and successful relationship with you in the industry. Our first single adds a unique new flavor to pop music.

## MY IDEA

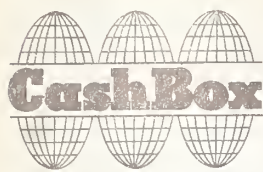
# by Crème Caramel

(Janus single—J-100)



Janus Record Corporation, 1700 Broadway, New York, N.Y.—(212) 765-7980





## Picks of the Week

**DIONNE WARWICK** (Scepter 12262)

**You've Lost That Lovin' Feeling** (3:22) (Screen Gems/Columbia, BMI-Mann, Weil, Spector)

One of the most often tried and least frequently grasped rock standards brings Dionne Warwick back on a line for teen listeners. Out of her MOR accented guise, the artist seethes in a smashing reading of the Righteous blockbuster that will put her high on the blues and rock charts. Flip: "Window Wishing" (2:20) (Blue Seas/Jac, ASCAP — Bacharach, David) Also exceptional in a soft splendor.

**THE FIFTH DIMENSION** (Soul City 777)

**Wedding Bell Blues** (2:42) (Tuna Fish, ASCAP — Nyro)

Returning to the Laura Nyro songbook, which gave the 5th D "Stoned Soul Picnic" and "Sweet Blindness," the team eases itself through a much softer selection with stronger emphasis on meaning and less on emotional quaintness. Fine across-the-board item from the "Aquarius" album. Flip: "Lovin' Stew" (no credits)

**ANDY KIM** (Steed 720)

**So Good Together** (2:55) (Unart/Joachim, BMI — Barry, Kim)

Coming back from his strongest seller yet, Andy Kim lightens up a bit on the Spector-sound styling and adds a touch of Four Seasons backing to turn up a new powerhouse top forty entry. Should see solid teen action. Flip: "I Got to Know" (2:45) (Same credits)

**RAY STEVENS** (Monument 1163)

**Sunday Mornin' Comin' Down** (4:25) (Combine, BMI — Kristofferson)

Having alternated between his "Gitarzan" novelty and "Mr. Businessman" commentary faces for several months, Ray Stevens steps out in a new direction with this powerful ballad side aimed more to FM tastes than top forty. Material luster and a tremendous Stevens performance should initiate break-out showings. Flip info not supplied.

**ROY CLARK** (Dot 17299)

**September Song** (3:22) (Chappell, ASCAP — Weil, Anderson)

The "Knickerbocker Holiday" classic brings Roy Clark back with a stunning side to maintain the "Yesterday When I Was Young" image that brought Clark into the top forty picture. Feelingful treatment is sure to capture attention on MOR/easy listening and one-stop levels. Flip: "For the Life of Me" (3:18) (Central, BMI — Allison, Harris)

**BETTIE SWANN** (Capitol 2606)

**Don't You Ever Get Tired (Of Hurting Me)** (2:48) (Tree, BMI — Cochran)

Completely redone from its country version, "Don't You Ever Get Tired" becomes a blistering blues and top forty entry in this exceptional set by Bettye Swann. Growing stronger with each new outing, Miss S. has outdone herself with this monster in the making. Flip: "Willie & Laura Mae Jones" (2:43) (Combine, BMI — White) Dusty Springfield effort with R&B prospects.

**THE FOUNDATIONS** (Uni 55162)

**Born to Live, Born to Die** (2:55) (Kenwood, BMI — Allendale, Foundations)

Improved production quality and a step into a new sound for the group turns up one of the strongest Foundations singles since the team's last resurgence into the top forty. Interesting lyric and performance could also entice an FM response to cap off heavy sales for this side. Flip: "Why Did You Cry?" (2:12) (Kenwood, BMI — Gomez, Foundations)

**JIMMIE RODGERS** (A&M 1120)

**Father Paul** (3:20) (Melrose, ASCAP — Pockriss, Pinz)

Gentle lament on the lines of "Yesterday When I Was Young," but with a greater production impact. The new Jimmie Rodgers side is his most original effort in about a year and should prove just the outing to put him back in the sales picture. Flip: "Me About You" (3:34) (Chardon, BMI — Bonner, Gordon)

**VIKKI CARR** (Liberty 56132)

**Eternity** (3:36) (Saturday, BMI — Crewe, Fox)

As much a showcase for the production fireworks of Bob Crewe as a vocal powerhouse, this Vikki Carr side is her boldest single to date. Bossa nova/soft samba framework is heightened by an astounding overall treatment that should set the side exploding across the pop board. Flip: "I Will Wait for Love" (3:02) (Jos E. Levine, ASCAP — Williams, Shaper)

**SUPER CIRKUS** (Super K 9)

**Dong-Dong-Diki-Di-Ki-Dong** (2:08) (Fat Zach, BMI — Gerritsen, Kooymans)

Latest in fall fashions is a new line of what was once "bubble gum" and has now gone lower-keyed with blues additives. Pure enticement in the instrumental track and a flashing young-teen vocal bring home a delightful top forty track with the power to takeoff. Flip: "Bubblemeg March" (2:24) (Kaskat, BMI — Kasenetz, Katz)

**LEE DORSEY** (Amy 11057)

**Give It Up** (3:05) (Marsaint, BMI — Toussaint)

Had the label read "artist: the Isley Brothers" it would have come as a smaller shock than Lee Dorsey. New side and a whole new bag for the funkman on this bristling progressive soul side in the "I Turned You On" manner. Excellent listening and dancing action should ignite sales. Flip: "Candy Yam" (2:20) (Same credits)

**DAVID CLAYTON-THOMAS** (Decca 732556)

**Say Boss Man** (3:05) (Frost, BMI — McDaniels)

The popularity that has surrounded David Clayton-Thomas since he joined Blood, Sweat & Tears has prompted this issue of a solo venture cut in Canada originally. Remixed with a bit of the B, S & T arrangement mannerism, the side (from Bo Diddley's book) could see extra heavy teen response. Flip: "Done Somebody Wrong" (2:30) (Duffer, BMI — Clayton-Thomas)

**THE SWORDSMEN** (RCA 0240)

**Gimme Some** (2:23) (Ninandy, BMI — Stroud)

Team that hit a year back with "Oh My Soul" comes back on a throbbing funk track with the power to spill over from R&B lists onto the top forty track. Tremendous dance outing with teen lyric effectiveness to turn the side into a sales heavy. Flip: "Here I Am" (3:26) (Ninandy, BMI — Waymon)

## Newcomer Picks

**THE BASKERVILLE HOUNDS** (Avco Embassy 4504)

**Hold Me** (3:10) (Robbins, ASCAP — Little, Openhiem, Shuster)

Already picking up action at the radio and sales levels, this first side from the new AE label carries the electric rock impact of Cat Mother & Bill Deal rolled into one. Pulsing rhythm track and a searing vocal set the side for a run up to top forty lists. Flip: "Here I Come Miami" (2:20) (Tema, ASCAP — Kohler) Avco Embassy, 1301 Ave of Americas, NYC

**MEDICINE MIKE** (Evolution 1011)

**Night on Fire** (2:26) (Lis-Cin, ASCAP — Paradise, Chrishna)

Straight-ahead teen track with no pretension, just a bright and moving song delicately treated to add some MOR action in the single's overall showing. Beginning to attract exposure already, the lid is strong enough to blossom into a winner. Flip: "I've Never Been" (2:53) (Giant Cleopatra, BMI — Gasman)

**LAWRENCE & THE FIRST LOVE** (Philips 40635)

**Everyday/Peggy Sue** (2:30) (Nor Va Jak, BMI — Hardin, Petty, Allison)

The brightness and fresh vitality of these Buddy Holly giants are translated into a vigorous modern rock-forty side with listener impact to match Cat Mother's revivalist hit. Performance turns the side into a today interpretation which should excite pop and much FM activity. Flip: "Detoru on a Dead End Street" (2:15) (Screen Gems/Columbia, BMI — Rose, Stone)

**EDWARDS HAND** (GRT 13)

**If I Thought You'd Ever Change Your Mind** (2:38) (Al Gallico, BMI — Cameron)

Highly unusual ballad side with a touch of the British imparted by George Martin's impeccable production. Intriguing melodic magnetism, a fine vocal and some extremely powerful instrumental work make this a strong contender for teen top forty and FM action. Flip: "Days of Our Life" (5:41) (Dick James, BMI — Edwards, Hand)

**KEANYA COLLINS** (Itco 103)

**You Don't Own Me** (2:55) (Mer Joda, BMI — Madara, White)

Lesley Gore's hit of several years back is re-set in an R&B manner which gives it a whole new appeal. The standout performance by Keanya Collins and a total-teen lyrical appeal should have the side climbing into both blues and pop playlists once more. Flip: "As Much Yours As He Is Mine" (2:00) (Bobo-Cor/Jarid, BMI — Marks)

**THE GENERAL SOUL ASSEMBLY** (Scarab 1001)

**Hiwaymen (Will Steal Your Heart)** (2:58) (Razza/Baracs/Big 7, BMI — Raibon)

Slow soul side with an enticing brass section to give it lift and some fine vocal work to tee off emotional response. Should gain momentum on the R&B front that could spark spillover into pop airways. Flip: "The Happy Song" (2:03) (Same credits)

## Choice Programming

Choice Programming selections are singles which, in the opinion of our reviewing staff, are deserving of special programmer consideration.

**FREDDY CANNON** (Royal American 288)

**Strawberry Wine** (1:57) (Cannlynn/Birmingham, BMI — Cannon, Roberts)

Rhythmic sensationalism and vocals straight from his earlier hit outings mark Freddy Cannon's arrival at RA. Booming top forty side. Flip: "Blossom Dear" (2:07) (Terrace, ASCAP — Cameron)

**JOHN FRED & HIS PLAYBOY BAND** (Uni 55160)

**Three Deep in a Feeling** (2:46) (Bengal Tunes, BMI — Fred, Ourso)

As similar to "The Ballad Of John & Yoko" as his biggest side was to "Lucy In The Skies," this new John Fred side could become a solid contender with teen rock audiences. Flip: "Open Doors" (2:43) (Bengal Tunes, BMI — Fred, Bernard)

**THE BARONS** (Shout 242)

**Society Don't Let Us Down** (2:35)

(Caraljo/Odom, BMI — Williams, Broussard, Washington) A lyrical obverse to "Cloud Nine," this stunning side could burst into the blues and teen rock running. Flip: "No More Baby Love" (2:40) (Same credits)

**THE MINUTE MEN** (Hour Glass 008)

**Sweet Little Sixteen** (2:29) (Arc, BMI — Berry)

This Chuck Berry classic, coming on the heels of Cat Mother's revival smash, could turn the trick with top forty teen audiences. Brisk, bright and belting oldie in the new mode. Flip: "What's in a Look" (1:40) (Thunderclap, BMI — Laguna)

**LITTLE MILTON** (Checker 1221)

**Poor Man** (2:39) (Stance/Parabut, BMI — Campbell, Blumenberg, Butler)

Highly styled blues effort which showcases Little Milton in a bright enough outing to set R&B sales in motion. Flip: "So Blue (Without You)" (2:11) (Conrad, BMI — Barksdale, Felmons, Strong)

**SPIRIT** (Ode 122)

**Dark Eyed Woman** (3:06) (Hollenbeck, BMI — California, Ferguson)

From the "Clear" album comes this easy-throbbing blend of teen rock and soft jazz to delight top forty & FM programmers. Flip: "New Dope In Town" (4:24) (Hollenbeck, BMI — Andes, California, Cassidy, Ferguson, Locke)

**GRAPEFRUIT** (RCA 0241)

**Thunder & Lightning** (2:16) (Apple, ASCAP — Alexander)

English team that makes its debut with RCA retains enough of its unique sound to retain old followers; but this side adds a fine rock underlining to add top forty potential for the latest. Flip: "Blues In Your Head" (4:47) (Daywin, BMI — Wale) A down track with the power to become an FM spotlight.

**MERCY** (Warner Bros-7 Arts 7331)

**Hello Baby** (2:25) (Sherlyn, BMI Sigler, Jr)

Brisk side from the "Love Can Make You Happy" crew gives them a bright outlook for exposure via top forty/MOR channels. Could see sales sparkling. Flip: "Heard You Went Away" (2:40) (Sherlyn, BMI — Puccetti)

**QUINCY JONES** (A&M 1115)

**Love & Peace** (3:25) (Terlawn/Four Knights, BMI — Adams)

Intriguing instrumental with a big band flair from the soundtrack/tv score master. Touch of funk gives the outing MOR and R&B perspective. Flip: No info.

**JANICE HARPER** (GWP 513)

**Georgie Porgie** (2:04) (Jillbern/MRC, BMI — Knight, Neiman)

Misty ballad (though the title might not indicate this) is delivered with stylish grace to entice easy listening/MOR consideration. Flip: No info.



THE ULTIMATE TRUTH

# *IKE & TINA TURNER* *RIVER DEEP ~* *MOUNTAIN HIGH*

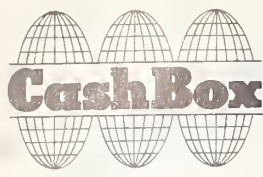
PRODUCED BY PHIL SPECTOR

THE FIRST U.S. RELEASE OF ENGLAND'S CLASSIC BEST-SELLER

A&M / SP 4178







## Via Contemp Concepts 'Raps' Available

NEW YORK — A series of "raps" with "progressive" and "underground" recording artists is being issued by Contemporary Concepts, Inc. The series, "Tempo In The Music World," consists of over thirty half-hour tapes which will "be available to all radio stations, world-wide, in the middle of September," announced Stan Schneider, Concepts' president.

Some of those that have already been taped are The Who, Jeff Beck, MC5, B.B. King, Buffy St. Marie, and Ten Years After. Contemporary Concepts also hopes to be able to start making tapes of persons involved in progressive films, theater, and literature. The tapes are made so that they

can be played in fifteen minute and five minute segments, if the stations wish a shorter rap than the half-hour.

The raps will also be made available to small stations and college stations, which do not have money, if they will agree to tape artists when they come to the station's area.

Contemporary Concepts is at 359 East 19th Street, New York 10003.

## Newly Named WNUW—FM Changes Format

MILWAUKEE—WNUW-FM — Milwaukee made its debut last month with the highly successful Drake-Chenault Hit-Parade programming format. At that time, WNUW-FM changed its call letters from WEMP-FM. The changes were indicated by Andrew M. Spheeris, vice-president and general manager of Consolidated Broadcasting Corporation, which operates WNUW-FM.

Spheeris also announced the appointment of Russell Wittberger as the station's manager.

## WLS To Support ALSAC March

CHICAGO — WLS-Chicago will again support the annual fund raising campaign of ALSAC (Aiding Leukemia Stricken American Children) for the Danny Thomas — St. Jude Research Hospital, in Memphis.

On-the-air spots have already been broadcast with WLS personalities and Danny Thomas asking listeners to volunteer for the march which begins Sunday, Sept. 14. Last year more than \$72,000 was raised.

## Grove Press Buys Time on WMCA

NEW YORK — Grove Press has bought thirteen weeks of time on the Alex Bennett Show which airs on WMCA—New York. The announcement came from Stephen B. Labunski, the station's managing director.

Grove Press explained its move by saying: "The reason we chose Alex Bennett is simple: We like the things he does, the people he interviews and the atmosphere he provides for those not normally heard on radio." This is the first time that Grove Press has bought a radio show.

## Jaulus and Salidor To Handle WJRZ Public Relations

HACKENSACK, N.J. — Jaulus and Salidor, Inc. has been retained as publicity and public relations representatives for WJRZ. The announcement came from Lazar Emanuel, general manager of the station.

WJRZ has established itself as a unique leader in its field, having pioneered the broadcasting of country music in 1965 to the New York Metropolitan area.

## Noel Kelly's Wife Dies

BEVERLY HILLS — Ann Confer, wife of Noel Confer Kelly, KSON — San Diego air personality, died of a heart attack on August 11th.

## History On The Air

LOS ANGELES — Believing that the people of Southern California should know more about the background of their communities, KABC has inaugurated a project of one minute segments that describe facts and little-known segments of history for 300 different communities.

KABC presented a master tape of the show to the Los Angeles city school system for use in history courses.



**HAILING CABBIES:** WMCA's Good Guys are looking for Good Guys among cab drivers, too. And they're giving them a chance to win some money in the WMCA Taxi Turn-On contest. Posing as "Mystery Riders", WMCA personnel take cabs all over the city. When they take a cab with a working radio, the driver becomes eligible for the \$50 or more Taxi Turn-On jackpot. If the cabbie's radio is tuned to WMCA, he will receive a more immediate reward... a dollar bill, in addition to his regular fare and tip. From time to time the station will select, from among the names turned in by WMCA's "Mystery Riders," a cab driver's name and number: The cabbie's name, part of his number, and a slogan will be announced on the air. If the driver calls in within two hours and successfully completes the number, and repeats the Good Guy slogan of the day, he will receive \$50. Each time there is no winner, \$25 will be added to the jackpot.

The first winner in WMCA's Big TAXI TURN-ON Contest, Leo Warsaw of 1950 Andrews Avenue, the Bronx, receives a check for \$75 from WMCA "Good Guy" Dan Daniel, heard Monday through Saturday 2-6 p.m.

## Tuning In On... KPFK-FM

### Intellectual & Always Begging

STUDIO CITY, CALIF. — When KPFK-FM recently celebrated its tenth year of Los Angeles broadcasting, such diverse talents as Bobby Darin, Eddie Albert, Malvina Reynolds, Peter, Paul and Mary, Johnny Mercer, Ralph Bellamy, Quincy Jones, Steve Allen, George Putnam, Karl Malden, Bronislaw Kaper, Jerry Fielding, Shelly Manne and the entire cast of "Hair" bought space to congratulate the non-profit outlet.

KPFK is Southern California's only community-supported radio station. It operates on an educational license; one of three such stations owned and operated by the Pacifica Foundation, a non-endowed California corporation. Its income is derived from listener sponsors, of which there are approximately 10,000 in L.A. Unlike any other radio station in Southern California, its chief concern is information rather than entertainment. The station management, headed by Marvin J. Segelman, seeks out those who have a point of view to express and offers its airtime as a forum. The station broadcasts the views of many minorities; social, economic, racial and musical. Because of its policy not to edit, censor or otherwise coerce, the outlet is respected by those groups and has established an outstanding reputation for courage, integrity and quality. It has won nearly every major broadcasting award.

The operation has recently undertaken a project to establish a remote radio training production and broadcasting facility in the ghetto area of L.A. It's hoped that the facility will be a major contribution toward reducing the alienation, indifference and general lack of communication between the minority non-white communities and the general society. It's expected that all programming done under its auspices will originate in the black community.

An average day's broadcasting on KPFK opens with a 6AM classical concert and could be followed with a in-depth study of Rudolph Valentino or a conversation with Jean Renoir. There are hours devoted to folk, jazz and pop; round table discussions between right and left wing forces, studies of late Baroque music, interviews with strikers and strike-breakers, discussions with prostitutes and homosexuals, Communists and Birchers.

According to one of the station's announcers (Mitchell Harding), "we're that unwashed, intellectual, commie-creep station that's always begging. We're the last hope for American freedom. And we're a failure. We hate our listeners and our listeners hate us. We love our listeners and our listeners love us... we're at the growing edge."

KPFK's problem is to convince its audience to support it in proportion to the service it performs. There is constant concern about money to pay for its keep. In the ten years since its debut here (July, 1959) it has demonstrated that it is an adventuresome and illuminating outlet that reaches and influences many influential people.

Phil Watson is assistant manager and director of its marketing communications program; Christopher Koch is assistant manager for programming and Marvin Segelman has been general manager since Sept. '67.

"We are not hip," says Mitchell Harding. "The graffiti in our restrooms lack conviction... all the fogs in America draft through our studios... (but) where else in this past decade could you have heard the other side, the alternate side, the incorrect side presented for your alienation and attention? Perhaps we will learn in the end that we have triumphantly succeeded. In the midst of death, we live."

## Station Breaks:

KROS — Clinton, Iowa will become "Super K" with a 13 plus 40 sound survey (18) . . . Richard Miller of KXLW - St. Louis has acquired KWKI, 1100 E. Meyer Street, Kansas City, Mo. . . Sammy Lee becomes program manager for KAFF - Flagstaff, Arizona (15) . . . John Moore, formerly of WKY - Oklahoma City, will be joining WNHC - Hartford - New Haven as "Big Jim Edwards." . . Specs Howard, air personality with WKYC - Cleveland, has resigned . . . The new vice-president for administration for Metromedio Radio will be Varner Paulsen . . . The May-June Pulse Report shows WOR-FM—New York with a still increasing percentage of the area's listeners . . . The new college Radio Programming Service, CRPS, has set its first show for an October release to its 300 member stations nationwide . . . John Hambleton will broadcast the weather over WMAQ-Chicago every weekday morning at 6:45 and 7:15 a.m. . . Eddie Gallaher launches his new morning music program on WASH-FM—Washington this Monday (8) . . . Bill Cavanah has become the d.j. on the 7 to midnight slot on KVI-Seattle . . . Over 60,000 fans attended the WMAK-Nashville Pop Festival . . . Michael Sommer has been appointed

KABC-Los Angeles' radio editorial director and director of community relations . . . The Los Angeles Kings, of the National Hockey League, will be broadcast over KABC-AM and KBIG-FM . . . Hal Rosenberg has been named account executive on the New York staff of the FM sales division of RKO Radio Repts., Inc. . . Dick Livingston has become account executive at KHJ-FM—Hollywood. Fred Crafts has been named to the news department of KNX-Los Angeles as a writer-broadcaster . . .

During the battering that hurricane Camille gave to the southern states, WUNI — Mobile was able to stay on the air and be a source of comfort to those in the community who had transistor radios . . . KYA — San Francisco placed an emergency call to its listeners in the San Francisco-Oakland Bay area and urged them to bring relief items to designated "drop-off" points. The items were then rushed to New Orleans for distribution to storm victims . . . Wishing to thank the people of Washington for making the recreation programs of WWDC and "Summer in the Parks" a success, WWDC presented an all-star show on the Washington Monument grounds. Program was headlined by Peter Yarrow, of Peter, Paul & Mary, Carla Thomas, the Roberta Flack Trio, and other acts . . . The third album of oldies has been released by WFIL—Philadelphia, and in the first month over 41,000 copies have been sold.



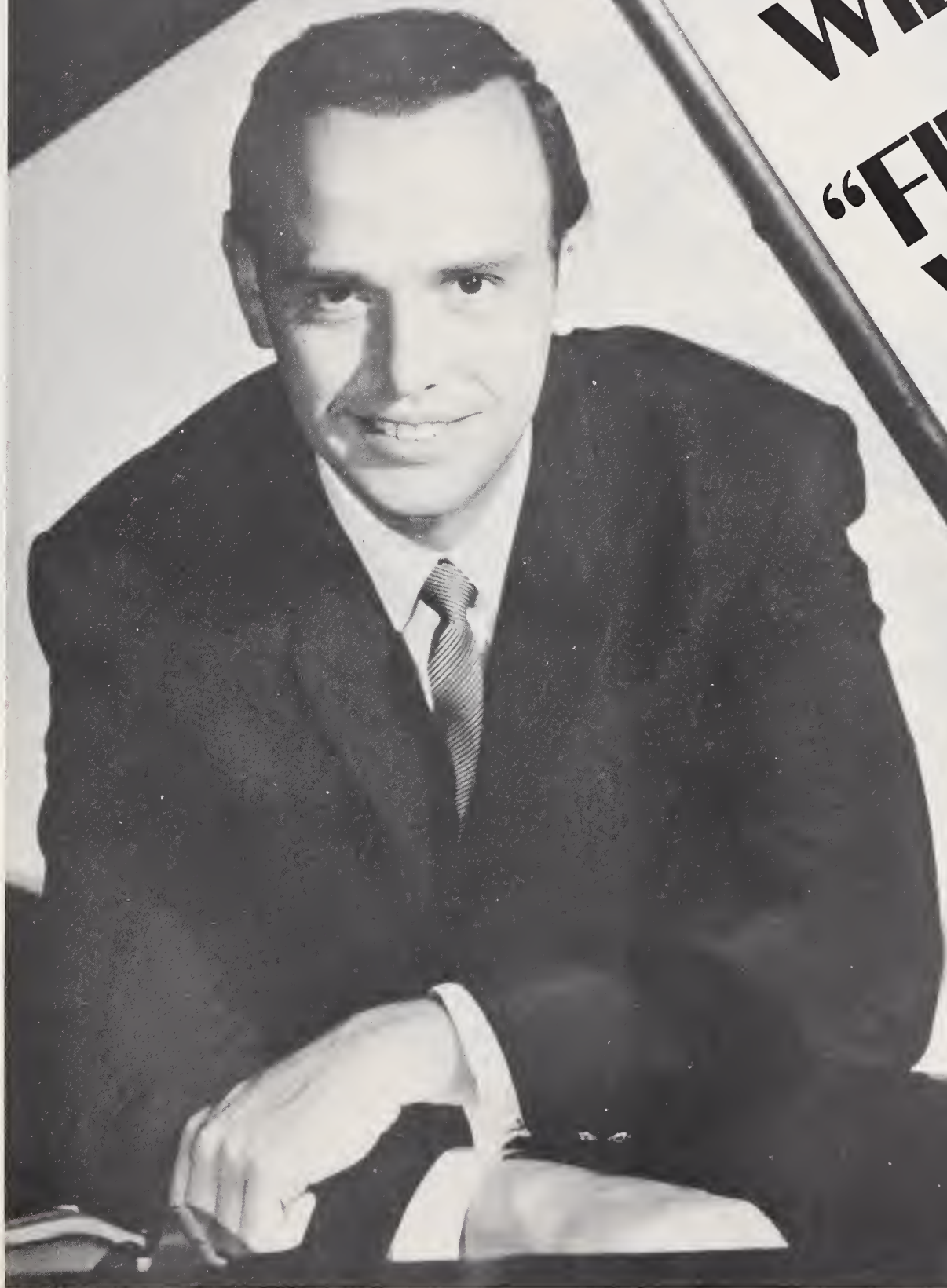
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# TOP 100 Albums

BOTTOM NO. INDICATES 8 AND 4 TRACK AND CASSETTE

September 13, 1969

1	<b>BLIND FAITH</b> Atco SD-304 (304)	2	35	<b>OLIVER</b> ORIGINAL SOUNDTRACK (Colgems COSD 5501) (08CB-1003)	34	68	<b>FEVER ZONE</b> TOM JONES (Parrot PAD 71019) (M-79819) (X-79419) (X-79619)	61
2	<b>JOHNNY CASH AT SAN QUENTIN</b> Columbia CS 09827 (18100674) (14100674)	1	36	<b>TIME OUT</b> SMOKEY ROBINSON & THE MIRACLES (Tamlam TS 295) (TT8-1295) (T-5295)	38	69	<b>EASY RIDER</b> ORIGINAL SOUNDTRACK (Dunhill DSX 50063) (8RM 2026) (CRM 2026)	84
3	<b>BLOOD, SWEAT &amp; TEARS</b> Columbia CS 9720 (COL 1810-0552) (COL 1410-0552)	3	37	<b>ARETHA'S GOLD</b> ARETHA FRANKLIN (Atlantic SD 8227) (8227) (X58227)	29	70	<b>LIVE AND WELL</b> B. B. KING (Blues Way BLS 6031)	78
4	<b>HAIR</b> ORIGINAL CAST (RCA Victor LSO 1150) (08S-1038)	4	38	<b>A MAN ALONE</b> FRANK SINATRA (Reprise FS-1030) (8FH-1030) (CFX 1030)	47	71	<b>A STEP FURTHER</b> SAVOY BROWN (Parrot PAS 71029)	—
5	<b>THE SOFT PARADE</b> THE DOORS (Elektra EKS 75005) (M 87 5005) (X 47 5005) (X 5 5005)	6	39	<b>THE TEMPTATIONS SHOW</b> (Gordy GS 933) (GT 8 1933) (G 5 1933)	45	72	<b>MEMPHIS UNDERGROUND</b> HERBIE MANN (Atlantic SD 1522) (1522) (X51522)	64
6	<b>BEST OF CREAM</b> Atco SD-291 (291) (X5 291)	5	40	<b>WARM</b> HERB ALBERT & TIJUANA BRASS (A&M SP 4190) (8T 4190) (4T 4190) (CS 4190)	21	73	<b>GLEN CAMPBELL "LIVE"</b> (Capitol STOB 268)	—
7	<b>SMASH HITS</b> THE JIMI HENDRIX EXPERIENCE (Reprise MS 2025) (8RM 2025) (CRX 2025)	7	41	<b>THREE DOG NIGHT</b> (Dunhill DS 50048) (823-50048M) (423-50048X) (55048)	30	74	<b>SPOOKY TWO</b> SPOOKY TOOTH (A&M SP 4194)	82
8	<b>THIS IS TOM JONES</b> (Parrot PAS 71028) (79828)	11	42	<b>CLEAR SPIRIT</b> SPIRIT (Ode Z/Z 44016) (Z18-44016) (Z14-44016)	46	75	<b>A GROUP CALLED SMITH</b> SMITH (Dunhill 50056) (M85056) (X45056) (X55056)	79
9	<b>NASHVILLE SKYLINE</b> BOB DYLAN (Columbia KCS 9825) (COL 18H0-0670) (COL14H0-0670)	13	43	<b>IT'S A MOTHER</b> JAMES BROWN (King KSO 1063)	48	76	<b>COLOR HIM FATHER</b> THE WINSTONS (Metromedia MD 1010) (890-1010) (590-1010)	80
10	<b>CROSBY, STILLS &amp; NASH</b> (Atlantic SE 8229) (8229) (X5 8229)	9	44	<b>YESTERDAY WHEN I WAS YOUNG</b> ROY CLARK (Dot 2593)	43	77	<b>JR. WALKER &amp; THE ALL STARS GREATEST HITS</b> (Soul 718) (ST 1718) (S 5718)	65
11	<b>ROMEO &amp; JULIET</b> ORIGINAL SOUNDTRACK (Capitol ST 2993) (8XT 2993) (Y 18 2993)	8	45	<b>A TOUCH OF GOLD</b> JOHNNY RIVERS (Imperial 12427) (8960) (4960) (C-0960)	35	78	<b>THE ILLUSION</b> (Steed ST 37003)	67
12	<b>IN-A-GADDA-DA-VIDA</b> IRON BUTTERFLY (Atco 2051) (2501) (X52501)	10	46	<b>WHAT ABOUT TODAY</b> BARBRA STREISAND (Columbia CS 9816)	53	79	<b>JOHNNY CASH AT FOLSOM PRISON</b> (Columbia CS 9639) (18100404) (14100404) (16-100404)	87
13	<b>BEST OF BEE GEES</b> Atco SD-292 (292) (X5292)	12	47	<b>FROM ELVIS IN MEMPHIS</b> ELVIS PRESLEY (RCA LSP 4155) (P8S-1456)	49	80	<b>HAWAII FIVE-O</b> VENTURES (Liberty LST 8061) (8948) (4948) (C-0948)	74
14	<b>DARK SHADOWS</b> ORIGINAL T.V. MUSIC (Philips PHS 600-314)	14	48	<b>MIDNIGHT COWBOY</b> ORIGINAL SOUNDTRACK (United Artists UA 5198)	52	81	<b>BABY I LOVE YOU</b> ANDY KIM (Steed 37004) (PA-81049) (PA-26049)	86
15	<b>GREEN RIVER</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8393) (88393) (48393) (58393)	69	49	<b>LOVE IS BLUE</b> THE DELLS (Cadet LPS 829)	50	82	<b>HURT SO BAD</b> THE LETTERMEN (Capitol ST 269)	89
16	<b>BAYOU COUNTRY</b> CREEDENCE CLEARWATER REVIVAL (Fantasy 8387) (88387) (48387) (58387)	15	50	<b>PETER, PAUL &amp; MOMMY</b> PETER, PAUL & MARY (Warner Bros./7 Arts WS 1785) (8WM 1785) (CWX 1785)	39	83	<b>RECOLLECTION</b> JUDY COLLINS (Elektra EKS 74055) (M 87 4055) (X 47 4055) (X5 4055)	—
17	<b>THE AGE OF AQUARIUS</b> 5TH DIMENSION (Soul City SCS 92005) (8951) (4951) (C-951)	16	51	<b>FUNNY GIRL</b> ORIGINAL SOUNDTRACK (Columbia BOS 3220) (COL 1812-0034) (COL 1412-0034)	41	84	<b>THE SENSATIONAL CHARLEY PRIDE</b> (RCA LSP 4153) (P8S 1452)	90
18	<b>A WARM SHADE OF IVORY</b> HENRY MANCINI (RCA LSP 4140) (P8S 1441)	19	52	<b>STAND!</b> SLY & THE FAMILY STONE (Epic BN 26456) (N18-10186) (N14-10186)	51	85	<b>HARRY</b> HARRY NILSSON (RCA 4197)	88
19	<b>LED ZEPPELIN</b> (Atlantic SD 8216) (8216) (X58216)	17	53	<b>CLOUDS</b> JONI MITCHELL (Reprise RS 6341) (8RM 6341) (CRX 6341)	60	86	<b>LOVE THEME FROM ROMEO &amp; JULIET</b> JOHNNY MATHIS (Columbia CS 9909) (18-100744) (14-100744)	93
20	<b>HOT BUTTERED SOUL</b> ISAAC HAYES (Enterprise ENS 1001)	23	54	<b>EARLY STEPPENWOLF</b> (Dunhill DS 50060) (823-50060M) (423-50060X) (523-50060X)	40	87	<b>WITH A LITTLE HELP FROM MY FRIENDS</b> JOE COCKER (A&M SP 4182) (8T 4182) (4T 4182) (CS 4182)	76
21	<b>SUITABLE FOR FRAMING</b> THREE DOG NIGHT (Dunhill DS 50058)	21	55	<b>TOM JONES LIVE</b> (Parrot PS 71014) (MM-79814) (X-79414) (X-79614)	42	88	<b>THE BEATLES</b> (Apple SWBO 101) (Part 1 (86W160) (4XW160) Part 11 (86W161) (4XW161) (Part 1-4XW101) (Part 11-4XW-101)	68
22	<b>DONOVAN'S GREATEST HITS</b> (Epic BXN 26439) (N18-10154) (N14-10154)	24	56	<b>MAKE IT EASY ON YOURSELF</b> BURT BACHARACH (A&M SP 4188) (8T 4188) (4T 4182) (CS4182)	44	89	<b>HELP YOURSELF</b> TOM JONES (Parrot PAS 71025) (79825) (X79625)	66
23	<b>FELICIANO/10 TO 23</b> JOSE FELICIANO (RCA LSP 4185) (P8S 1479)	27	57	<b>ON THE THRESHOLD OF A DREAM</b> MOODY BLUES (Deram DES 18025)	55	90	<b>THE DELLS GREATEST HITS</b> (Cadet LPS 824)	77
24	<b>CRYSTAL ILLUSIONS</b> SERGIO MENDES & BRASIL '66 (A&M SP 4197) (8T 4197) (4T 4197) (CS 4197)	28	58	<b>ELEPHANT MOUNTAIN</b> YOUNGBLOODS (RCA LSP 4150)	58	91	<b>EMERGE</b> THE LITTER (Prober CPLP 4504)	91
25	<b>GOOD MORNING STARSHINE</b> OLIVER (Crewe CR 1333) (887-1333) (587-1333)	31	59	<b>THE ASSOCIATION'S GREATEST HITS</b> (Warner Bros./7 Arts WS 1767) (8WM 1767) (CWX 1767)	56	92	<b>LOOKING BACK</b> JOHN MAYALL (London PS 562)	—
26	<b>QUENTIN'S THEME</b> CHARLES RANDOLPH GREAN (Ranwood R 8055)	26	60	<b>BEST OF BILL COSBY</b> BILL COSBY (Warner Bros. 1798) (8WM-1798) (CWX 1798)	70	93	<b>SANTANA</b> (Columbia CS 9781)	—
27	<b>TOMMY</b> THE WHO (Decca DXSW 7205) (6-2550) (73-2500)	25	61	<b>ALIAS PINK PUZZ</b> PAUL REVERE & THE RAIDERS (Columbia 9905) (18-10-0764)	71	94	<b>IT'S A BEAUTIFUL DAY</b> IT'S A BEAUTIFUL DAY (Columbia 9768) (18-10-0756)	94
28	<b>BECK-OLA</b> JEFF BECK GROUP (Epic BN 26478) (N18-10220) (N14-10220)	22	62	<b>LESLEY WEST'S MOUNTAIN</b> LESLEY WEST (Windfall 4500)	73	95	<b>COLOSSEUM</b> COLOSSEUM (Dunhill 50062) (M85062) (X45062) (X55062)	96
29	<b>SSSSH</b> TEN YEARS AFTER (Deram 18029) (M77829) (Na 77829) (77629)	36	63	<b>GALVESTON</b> GLEN CAMPBELL (Capitol ST 210) (8XT-210) (YIT-210) (4XT-210)	57	96	<b>THE TURNING POINT</b> JOHN MAYALL (Polydor 24 4004)	—
30	<b>DIONNE WARWICK'S GREATEST MOTION PICTURE HITS</b> (Scepter SPS 575) (T 575) (C 757)	33	64	<b>8:15/12:15</b> BILL COSBY (Tetragrammaton T-5100)	63	97	<b>TRUE GRIT</b> ORIGINAL SOUNDTRACK (Capitol ST 263)	101
31	<b>CHICAGO TRANSIT AUTHORITY</b> (Columbia GP-8) (Part I-18-10-0728) (Part II-18-10-0726)	32	65	<b>THE STREET GIVETH AND THE STREET TAKETH AWAY</b> CAT MOTHER AND THE ALL NIGHT NEWSBOYS (Polydor 24-4001) (M95301) (POC 14651)	54	98	<b>THE FLOCK</b> (Columbia CS 9911)	—
32	<b>2525 (EXORDIUM &amp; TERMINUS)</b> ZAGER & EVANS (RCA LSP 4214) (P8S 1495)	20	66	<b>LOVE MAN</b> OTIS REDDING (Atco SD 289) (289) (X5 289)	59	99	<b>BRAVE NEW WORLD</b> STEVE MILLER BAND (Capitol ST 184) (8XT 184) (4XT 184)	81
33	<b>HALLELUJAH</b> CANNED HEAT (Liberty LST 7618)	37	67	<b>LEE MICHAELS</b> (A&M SP 4199) (8T 4199) (4T 4199) (CS 4199)	72	100	<b>MORE TODAY THAN YESTERDAY</b> SPIRAL STARECASE (Columbia CS 9852) (18-10-0752)	97
34	<b>THROUGH THE PAST DARKLY (Big Hits Vol. 2)</b> BURT BACHARACH (A&M SP 4188) (8T 4188) (4T 4182) (CS 4182)	44						







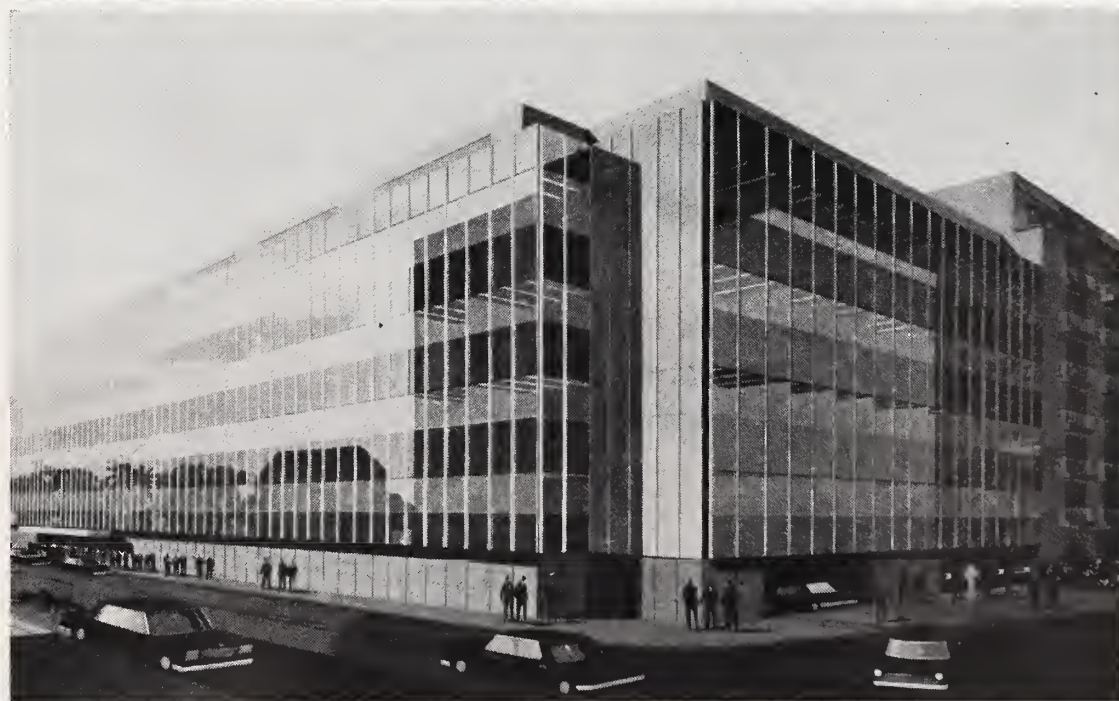
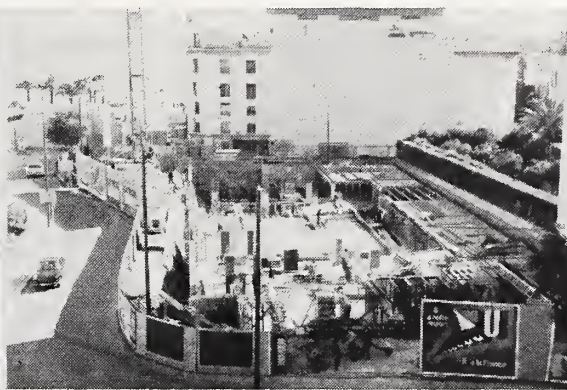
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## NEW YORK

### Uneasy Listening

Clearly the changes in the music business in recent years have not only been changes in the kind of music that people listen to. Perhaps it is more important, at least in the long run, that these musical developments have triggered social revolutions. Crosby, Stills, Nash, and Young are different from the Four Seasons not only because they handle their axes with greater brilliance and because their songs are art songs. Crosby, Stills, Nash, and Young are different because they mean something, because they represent something to their followers. In short, there can be no Woodstock for the Four Seasons, or for Jay and the Americans, or for Chubby Checker. And it's not just because their music isn't quite up to it. That might ultimately be a matter of taste and opinion. But it is because today rock is politics that a half a million young people gather in one place to be together in communion and to listen to the words: "This whole world seems so cold, I hope I die before I get old." "My Generation." Peter Townsend and the Who. "We are leaving, you don't need us." ("Wooden Ships," Stephen Stills, David Crosby.) Today's music is music with a beat, but it is also marching music.

One of the recent social developments that can be easily observed is that kids no longer listen to the radio.

In the early Beate days, it was a sight as common as sunset to see ten or fifteen kids hanging out in the school yard listening to somebody's transistor radio to hear the Stones, or the Searchers, or the Animals, or the Beatles. Today, if the kids are still there, the radio isn't, and one of



Dan Hicks and his Hot Licks

Led Zeppelin

Peter Link & C.C. Courtney

the major things that is turning young people away from Top 40 Radio is the fact that it no longer plays to them. Five years ago, the young people listened because they heard music that was for them, by them, and about them. It gave them the sense of community that has led to today's social revolution. The kids who were fifteen then and listening every night to Murray the K, and Cousin Bruce Morrow, and Gary Stevens were the men and

women who marched to Woodstock. The problem seems to be that Top 40 stations have a playlist of about 50 to 60 different records. And these are the records that they play all morning, all afternoon, all evening, and all night. What might be wrong is that the stations are not recognizing the fact that at different hours there are different kinds of people listening. In the morning and the early afternoon, housewives are listening. They are older, their tastes are more conservative, their interest in products is feminine and domestic. The radio station playing the Lettermen and ad-

vertising baby food is playing to them. But what happens when the kids get home from school? And especially what happens during the hours from 7 PM to 11 PM? Parents are watching television. Kids are doing homework, or are hanging out, or making out, and they want to listen to the radio. Top 40 stations are still playing the same records they were playing to the top 40 year old housewife. This is further complicated by the fact that in the

past two years or so pop music, middle of the road music, easy listening music have become very much rock music, and Top 40 stations are playing about 70% of the music found on middle of the road stations. The music on Top 40 stations no longer belongs to the kids, and they don't listen. A 15 year old listener is not excited when he hears the same records his parents are listening to.

One solution might be for radio stations to recognize the need for a deviation from their regular playlists and to play between the hours of 7 PM and 11 PM an additional 10 or 15 teen-oriented records. Radio stations may argue that they want to play hits, that they stay in business by playing hits, and they're right. However, if these special teen-oriented records were properly showcased between two Top Ten records, the stations would be in no jeopardy of losing any part of their audience, while they might stand to gain a very sizeable new audience.

Still, radio programmers might argue that there is no real reason to do this, that business is booming, and that their advertisers can't sell cars, houses, and Bahama vacations to fifteen year olds. All of this, however, is based in a vast misunderstanding of radio's function. In the first place, radio stations should not be concerned simply with making hit records. What is more important for them is to build artists. It was the medium of radio that established Elvis Presley. It was the medium of radio that established the Beatles. It was ultimately the medium of radio that established Bob Dylan. Radio is the lifeline of the record industry. If there are only hit

(Cont'n on Page 40)

## HOLLYWOOD

### The First Time

For years we've been collecting answers to such trivia as "Who wrote 'The Man With The Mustache Is Costello'?" "How long is a sheet?" "Why was Friday Magazine known as Friday Magazine?" "Who was General Alvin J. Crowder?" and — "When did 'Blackbirds of 1938' close on Broadway?"

There's a method in our memorization of minutiae. We figure that someday "Information Please" will return. And there's always a chance we'll be invited to appear. And just maybe one or all of the above questions will be asked. George Frazier wrote "The Man with the Mustache is Costello" and it referred to the team of Abbott and Costello. Alvin J. Crowder — a pitcher for the Detroit Tigers in the mid-thirties. Friday Magazine was delivered to newstands on Friday. A sheet is generally 108 inches long. Giant sheets are 120 inches long. A "flat" twin is usually 72 x 108. And "Blackbirds of 1938" opened and closed (after 21 performances) on Broadway in 1937.

We were rather influential in the legitimate theater in those days. Without us you could not have checked your hat, bought a program or a cup of lemonade. And we caught all 21 showings of Lew Leslie's "Blackbirds of 1938"—in 1937. Along the way we managed our first schoolboy crush — a gal whose beauty was in complete harmony with her dazzling voice. She did several numbers in the show —

"Frankie and Johnnie" and "It's Thursday" was among them. A few years ago we mentioned "It's Thursday" (composed by Johnny Mercer) to Mercer. "I never wrote it," he said. In re-checking with Marshall Robbins, an authority on Mercer's songs, we were told that it was possible that Mercer had written the song. "If so, we never bothered to copyright it." Anyway, our diminutive, bronze oriole introduced it — we memorized it while falling hopelessly in love with her. She had started her career, we discovered, as a member of the chorus at

Girl Blue" and "Glad to be Unhappy" are two of the reasons why Rodgers and Hart are our favorite songsmiths. In the 32 years that have elapsed since we first glimpsed Lena Horne we have never altered our opinion. She continues to be the world's most beautiful and talented woman.

These nights she's appearing at Caesar's Palace with Harry Belafonte, also an artist of compelling stature. It's the first time that these two have performed together on any stage. More than a dozen years ago they had been slated to do "Jamaica" on Broadway.



Lena Horne

Elyse Weinberg

Harry Belafonte

the Cotton Club. Noble Sissle saw her there and signed her as his vocalist. Later she was a featured singer with Charlie Barnett, cutting several memorable singles on the Bluebird label. After several months in "Cafe Society", a village nitery, she was whisked off to Hollywood; made her first appearance in "Panama Hattie" and was subsequently seen in "Cabin in the Sky," "Ziegfeld Follies," "Thousands Cheer," and "Till the Clouds Roll By." She cut first for the Black and White label and later for RCA Victor. Her versions of "Little

But a conflict of some kind (personality, billing — who knows) arose and the historic alliance was delayed. About 10 years back they cut an album of "Porgy and Bess" highlights on RCA. But their duet tapes were recorded separately and they did not appear, even at the Victor studios, together.

It was Belafonte who prevailed upon Horne to join him for his third appearance at Caesar's. If you can make it to Vegas over the next two weeks and are lucky enough to get yourself a reservation at the Circus Maximium, you'll be haloed with horseshoes. But, if

you're expecting a slew of half-forgotten standards, a barrage of Porter, Hart, Harold Arlen and the Gershwins, stay away.

Both artists have joined the seventies with songs by the Lennon-McCartney, MacCall, Paul Simon, Dion, and Leonard Cohen. Belafonte's most memorable moments — "Homeward Bound," "Bojangles," "Abraham, Martin and John." Horne's — "Rocky Racoon," "Live for Life," "You Made Me so Very Happy," and "In My Life." And their duet on "The First Time" is chillingly unforgettable. Along the way Belafonte chants a blues eulogy to Lena — a song that includes the lyric line "you're every woman I've ever known." We have never met Lena Horne. Nevertheless she's our "West Coast Girl" of the week. She has been — for the past thirty-two years.

Neil Diamond to Memphis to cut his next single for Uni . . . he returns Sept. 23rd for his opening at the Troubadour . . . Ed Ames debuts at the Cocoanut Grove on the 30th . . . Gary LeMel, Norma Greene and Jim Helms signed to write original music and score for Taos-Libra Productions' flick "The Loving Touch." LeMel, Metromedia artist, will also sing the title tune . . . Gary Puckett of the Union Gap building a recording studio in his newly purchased Northridge abode . . . Elyse Weinberg makes her first L.A. appearance at the Troubadour Sept. 23rd (along with Diamond). Elyse, whose 2nd Tetragrammaton LP ships this month, appeared at Milwaukee's Midwest Rock Festival and Seattle's Sky River Festival over the Labor Day weekend. Her new Tetra album is titled "Greasepaint Smile."

## CHICAGO

Food, a new group formed here about a year ago, signed with Capitol and have just completed their first LP titled "Forever Is A Dream". Package contains all original material written by members of the group and their manager Ted Ashford (who produced the album). Their current p.a. itinerary includes a concert appearance in Lake Forrest, Ill. and a stint in Beaver's on the near north (9/7-8-9-10), following which they hope to embark on their first campus tour.

Group members are Steve White (lead vocals), Bill Wukovich (guitars, vocals), Erick Scott Filipowicz (bass) and Barry Mraz (drums, percussion) . . . Kent Beauchamp and Ed Yalowicz announced the addition of the red hot Buddha line to the Royal Disc Dist. roster . . . "Get It From The Bottom" by The Stealers (Date) is quite a big r&b seller in this area. Understand from producer Al Smith that the deck is now showing pop signs, and breaking in such markets as Cleveland-St. Louis-Washington-Baltimore! The Stealers, all Chicagoans, have been

performing with the Soulmobile series of outdoor shows, sponsored by the Chicago Commission on Urban Opportunity . . . Songster Freddie Cannon, who's had several hit records in the past, items that he's just waxed a new single for Buddah subsid Royal American Records, tagged "Strawberry Wine" . . . After successfully programming the history of rock and roll on his WCFL show, deejay Dick Biondi will be presenting the story live, with local group PC Ltd. performing the hits of the '50's, at various clubs in and around the Chicago area . . . Luceetia,

one of the most popular artists in Puerto Rico, was feted by RCA and Taylor Electric, at a cocktail-dinner party in the Hacienda del Sol. Songstress was here for a club date and to introduce her new RCA album. Among guests at the affair were representatives from Pan American Records and Spanish World Records, two of the area's largest outlets for Latin music. Hosts were Bob Krueger (RCA) and Tony Mecali (Taylor Electric) . . . Les McCann Ltd. begin a two-weeker in London House 9/9. Current LP on the Atlantic label is tagged 'Much Les'.





# CashBox Looking Ahead

- |  |   |  |  |
|--|---|--|--|
| <p><b>1 HARLAN COUNTY</b><br/>(Ishmael/Hansome/Jim Ford — BMI)<br/>Jim Ford (Sundown 115)</p> <p><b>2 ANYWAY THAT YOU WANT ME</b><br/>(Blackwood — BMI)<br/>Evie Sands (A&amp;M 1090)</p> <p><b>3 WHO DO YOU LOVE</b><br/>(ARC — BMI)<br/>Quicksilver Messenger Service (Capitol 2557)</p> <p><b>4 DELTA LADY</b><br/>(Skyhill — BMI)<br/>Joe Cocker (A&amp;M 1112)</p> <p><b>5 I STILL BELIEVE IN TOMORROW</b><br/>(Leeds — ASCAP)<br/>John &amp; Ann Ryder (Decca 732506)</p> <p><b>6 MOONLIGHT SONATA</b><br/>Southdale Music Corp. — ASCAP<br/>Henry Mancini (RCA 0212)</p> <p><b>7 I'LL BET YOU</b><br/>(Jobete — BMI)<br/>Funkadelic (West Bound 150)</p> <p><b>8 WALK ON BY</b><br/>(Blue Seas/Jac — ASCAP)<br/>Isaac Hayes (Enterprise 9003)</p> <p><b>9 I LOVE YOU</b><br/>(DAKAR/BRC — BMI)<br/>Eddie Holman (ABC 11149)</p> <p><b>10 HEIGHTY-HI</b><br/>(LaBrea/Sattwa — ASCAP)<br/>Lee Michaels (A&amp;M 1095)</p> <p><b>11 THE SAYS TO LOVE A MAN</b><br/>(Al Gallico — BMI)<br/>Tammy Wynette (Epic 10502)</p> <p><b>12 GOODBYE COLUMBUS</b><br/>(Ensign — BMI)<br/>Association (Warner Bros./7 Arts 7267)</p> | <p><b>13 BABY I'M FOR REAL</b><br/>(Jobete — BMI)<br/>Originals (Soul 716)</p> <p><b>14 DREAMS OF MILK &amp; HONEY</b><br/>(Windfall — BMI)<br/>Mountain (Windfall 530)</p> <p><b>15 SAN FRANCISCO IS A LONELY TOWN</b><br/>(Singleton — BMI)<br/>Joe Simon (Soundstage 726411)</p> <p><b>16 MACARTHUR PARK</b><br/>(Canopy — ASCAP)<br/>Waylon Jennings (RCA 0210)</p> <p><b>17 FAREWELL THEME FROM ROMEO &amp; JULIET</b><br/>(Neely Plum)<br/>Original Soundtrack (Capitol 2502)</p> <p><b>18 LIVING IN THE PAST</b><br/>(Crystal Anderson)<br/>Jethro Tull (Reprise 0845)</p> <p><b>19 HAPPY TOGETHER</b><br/>Hugo Montenegro (RCA 0160)</p> <p><b>20 IF THE CREEK DON'T RISE</b><br/>(Greenback — BMI)<br/>Liz Anderson (RCA 0220)</p> <p><b>21 BACK IN L.A.</b><br/>(4 Star Music — BMI)<br/>Peanut Butter Conspiracy (Challenge 500)</p> <p><b>22 JIVE</b><br/>(T. M. — BMI)<br/>Bobby Darin (Direction 352)</p> <p><b>23 LIGHT OF LOVE</b><br/>(Screen Gems/Columbia — BMI)<br/>Cherry People (Heritage 815)</p> <p><b>24 HEY JUDE</b><br/>(MacLen — SMI)<br/>Captain Milk (Tetragrammaton 1542)</p> <p><b>25 SIGN ON FOR THE GOOD TIMES</b><br/>(Noma/SPR — BMI)<br/>Merrilee Rush (AGP 121)</p> | <p><b>26 IT'S TOO LATE</b><br/>(Rush — BMI)<br/>Ted Taylor (Ronn 34)</p> <p><b>27 HUMMIN'</b><br/>(Pronto/East — BMI)<br/>Magic Ship (Crazy Horse 519)</p> <p><b>28 PAIN</b><br/>(Pamco — BMI)<br/>Mystics (Metromedia MMS-30)</p> <p><b>29 SMILE A LITTLE SMILE FOR ME</b><br/>(January — BMI)<br/>Flying Machine (Congress 6000)</p> <p><b>30 WE'LL CRY TOGETHER</b><br/>(McCoy, Chevis — BMI)<br/>Maxine Brown (CUR 3001)</p> <p><b>31 HIGHER &amp; HIGHER</b><br/>(Jalynne — BMI)<br/>Otis Redding (Atco 6700)</p> <p><b>32 ONE WOMAN</b><br/>Steve Alaimo (Atlantic 6710)</p> <p><b>33 ECHO PARK</b><br/>(Hastings — BMI)<br/>Keith Barbour (Epic 10486)</p> <p><b>34 JULIA</b><br/>(MacLen — BMI)<br/>Ramsey Lewis (Cadet 5640)</p> <p><b>35 TIME TO GET IT TOGETHER</b><br/>Up &amp; Adam (Earth 100)</p> <p><b>36 BE'S THAT AWAY SOMETIME</b><br/>(Johallie — BMI)<br/>Scientists of Sole (Kashe 442)</p> <p><b>37 TWELTH OF NEVER</b><br/>(Empress — ASCAP)<br/>Chi-Lites (Brunswick 7-78030)</p> | <p><b>38 MIDNIGHT COWBOY</b><br/>(United Artists/Barwin — ASCAP)<br/>Bar Kays (Volt 4019)</p> <p><b>39 IT'S GONNA RAIN</b><br/>(Tracebob Music/Metric Music — BMI)<br/>Bobby Womack (United Artists 32071)</p> <p><b>40 FOOTPRINTS ON THE MOON</b><br/>(Tamberlane — BMI)<br/>Johnny Harris Orch. (W.B. 7 7319)</p> <p><b>41 MY WOMAN'S GOOD TO ME</b><br/>(Gallico — BMI)<br/>George Benson (CA&amp;M 1076)</p> <p><b>42 LODDY</b><br/>(Big Hawk/Peanut Butter — BMI)<br/>Tax (Forward 109)</p> <p><b>43 YOU FOOL</b><br/>(Screen Gems/Columbia — BMI)<br/>Eddy Arnold (RCA 0226)</p> <p><b>44 LIGHTS OF NIGHT</b><br/>(Saturday — BMI)<br/>Deni Lynn (White Whale 328)</p> <p><b>45 DEALIN'</b><br/>(Belleville, Beryl — BMI)<br/>Flamingos (Jolmar 506)</p> <p><b>46 KIND WOMAN</b><br/>(Springalo/Cotillion — BMI)<br/>Percy Sledge (Atlantic 2646)</p> <p><b>47 DON'T WASTE MY TIME</b><br/>(St. George — BMI)<br/>John Mayall (Polydor 14004)</p> <p><b>48 GOT IT TOGETHER</b><br/>(Eden — BMI)<br/>Nancy Wilson (Capitol 2555)</p> <p><b>49 EVERYBODY KNOWS MATILDA</b><br/>(VSAV — ASCAP)<br/>Duke Baxter (VMC 740)</p> <p><b>50 LET'S WORK TOGETHER</b><br/>(Sagittarius — BMI)<br/>Wilbert Harrison (Sue 11)</p> |
|--|---|--|--|

## People Are Warming Up To



# “Kool and the Gang”

DE-LITE 519

P.S. We are De-lited to have another hot number. De-Lite #517 “SUSAN” by the MAUROKS







NEW YORK (Con't. from Page 38)

records without hit artists, there will be no permanence, no lasting value. Radio announcers are, after all, only as big as the artists they play.

Another point that radio seems to have ignored is that they must develop for themselves a habitual audience. If they can get a fifteen year old listener now and they can manage to play for him the records he wants to hear, they may be able to make him a habitual listener who will listen when he's twenty-one, buying cars and houses and Bahama vacations. If radio stations do not prepare for the future they may some day find themselves without an audience. We must remember the great Martin Block, WNEW deejay in the 40's and early 50's, who built a tremendous and very faithful audience. People weaned on Block in the early days are still listening to WNEW even though Block himself has long since passed away.

Radio stations must learn to deal with their audience, not with what they imagine their audience to be, but with their audience. It would be very appropriate if between the hours of 7 PM and 11 PM, a kid could turn on his radio and hear not his master's voice, but his own voice.

IN SOUNDS: A plaque for "Outstanding Accomplishments In Music" has been awarded to Carl Donnell, lead singer of rock group Pulse on the Poison Ring label. Carl, blind since birth, performed in concert at the Christ Church in West Haven on August 31st with the group, and Art DeNicholas, manager of the Center Record Store, presented him with the plaque, which like the concert itself, was sponsored by NEB's Furnace, a non-profit youth organization, managed by the teenagers of West Haven.

A record-breaking budget of over \$7,000,000 for talent for the 1969-70 season is planned by Morris Lansburgh, owner-host of eight major hotels in Miami Beach and the Bahamas. Believed to be the number one purchaser of talent in the world, Lansburgh has signed for the coming season Sammy Davis, Diana Ross and the Supremes, Don Rickles, Sergio Franchi, Sheeky Greene, Tony Martin, Aliza Kashi, Sarah Vaughn, Gordon MacRae, Robert Merrill, Kaye Stevens, Marguerite Piazza, and many others.

That new arrival born August 24th to Paul and Nancy Tannen has been named Debra. Father is director of East Coast operations for Warner Bros./7 Arts Records.

Marty Goldrod of GRT Records and his Mrs. have named their recent 7 lb., 14 oz. arrival, Jeffrey Allen. Jeffrey and Debra?

Newly opened Fantastic Enterprises, Memphis based publishers' representative, is operating at a successful pace for the short time they've been in operation. Fantastic's president Marty Lacker reports that his firm is now representing in the Memphis area: Croma Music, Saturday Music, Irving Music, and Almo Music, and is negotiating contracts with a number of other publishers. Lacker has already placed two songs for Saturday: "The Lights Of Night" by Bob Crewe and Larry Weiss, recorded by Deni Lyn on White Whale and produced by Chips Moman, and "I Can't Take It Like A Man," by Larry Weiss, recorded by Bobby Womack on Minut, also produced by Chips Moman. Fantastic, doing fantastically well, is located at American East Recording Studios, 2272 Deadrick Avenue, Memphis, Tennessee 38114. The phone number is (901) 452-6577.

In New York to say hello and to rave over the new Ray Stevens single was Mike Shepherd, vice president and national promotion director of Monument Record Corporation in Tennessee. Mike was just thirty-two last week, and he seemed to feel that he would spend his birthday at Cash Box.

Just as Richie Furay, former Buffalo Springfielder and currently leader of Poco, points out on Epic Records' hot LP "Pickin' Up The Pieces," "There's just a little bit of magic in the country music we're singing," so does Epic's new LP "Dan Hicks And His Hot Licks" show that them that were the days when the livin' was easy, and the pickin' was plenty, and the cotton was high. So it's Dan Hicks and his Hot Licks, and it's a really refreshing album. It brings you back home, and shows you where you've really been living all your life. Like Richie Furay tells it, "Lord I know that the day will come when the both of us will sit down and strum on our guitars, and you'll see I really am a lot like you."

Producer David Black has just completed casting the new rock musical "Salvation," by Peter Link and C.C. Courtney, who will also appear in their own show. The pair have written for the show twenty songs which run the gamut of acid, hard, soft, folk, and baroque rock, some of which may very well hit the charts, as Capitol Records, who will release the cast album, is hoping. "Salvation" will open at the Jan Hus Theater on September 24th, after a week of previews.

During their recent performance in the Pavilion in Flushing, Led Zepelin proved that they are truly the anti-gravity rock group. Lead singer Robert Plant came on like a vision of pure power, roaring into the mike, swinging his arms as though he were at war with the devil. Or with God. Lead guitarist Jimmy Page demonstrated that there is more than one way to wail. His guitar strings rang with the feverish energy of basic blues idealized into hard, hard Rock. The Atlantic recording artists are currently on their way back to England.

In order to facilitate greater airplay, the Bee Gees' single "Don't Forget To Remember" has been reserved in both a long and a short version.

Stix & Stonz, new Columbia duo, readying their first single for the label with Billy Jackson producing. The Miami team, now living in New Jersey, is managed by Ron Marshall.

The Museum of Modern Art resembled a miniature Woodstock last week as 3500 people crammed into its garden to witness the last in a summer series of jazz concerts. The attraction was Robert Moog, inventor of the synthesizer that bears his name, who was there to demonstrate that his electronic creations are an aid to musicians, not their pallbearers. With the aid of several capable jazzmen, Moog accomplished his aim.

Publicist Michael Goldstein still claiming to represent the Woodstock festival, despite a written disclaimer from Woodstock Ventures execs assigning publicity tasks to Wartoke Unlimited and Dick Gersh.

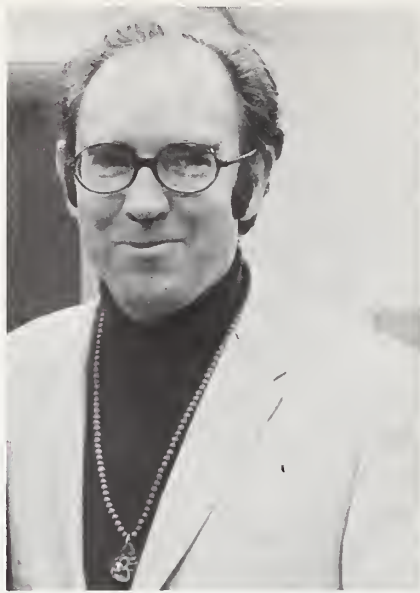
Keep in mind that Chuck Tore, veteran promo man, is back at Metro (MGM) Distributors... Julie Budd, who just closed at the Westbury Music Fair in Westbury, Long Island with Danny Thomas, will become one of the youngest performers ever to headline in a major Las Vegas room when she opens at the International Hotel with Bill Cosby on September 19th for two weeks.

Sunset Splits With Grass Roots

LOS ANGELES — Amicable termination of management pact between Sunset Artists Ltd., and the Dunhill recording group, The Grass Roots, was revealed by Sunset topper, Jerome J. Cohen. Group has been with Sunset since its formation in Jan. 1967.

In making the announcement, Cohen also revealed expansion of his company into publishing and production activities.

Producer's Profile



RICHARD BOCK

Just as jazz singer is a different kind of artist from a rock singer and must therefore approach his work in a different manner, so a jazz producer is a different kind of producer from a rock producer or from a classical or a pop producer and must necessarily have a different artistic vision. Richard Bock is a producer especially suited for jazz, for jazz is not only the music that he loves but is more importantly music that is a part of his temperament.

Born in 1927 in Syracuse, New York, Bock has been in the music business since 1948, when he began his career as assistant to Albert Marks, vice president of Discovery Records. In this capacity, he produced records by the Red Norvo Trio, Dizzy Gillespie with Johnny Richards, Georgie Ald, and by vocalist Maryanne McCall.

In 1952, Bock formed his own company, Pacific Jazz Records, now known as World Pacific Jazz. Here, he produces records by the Gerry Mulligan Quartet with Chet Baker, Shortie Rogers, Bud Shank, and the Chico Hamilton Quintet. A Bock-produced record by Mastersound with the Montgomery Brothers introduces jazz guitar great Wes Montgomery to the public. The 1960's find Bock working with Les McCann, Joe Wilson, the Jazz Crusaders, and Richard Groove Holmes. Currently, Bock is producing for such artists as Buddy Rich, Bobby Bryant, and Ernie Watts.

Bock's interest in Indian music led him in 1957 to begin producing Indian artists in 1957, and records appeared by Ravi Shankar, and Ali Akbar Khan and Paul Horn. Pointing out that these experiments all preceded the interest in Indian music that grew up in the

1960's, Bock said that one of the things that interests him the most is this discovery of new sounds and new talent and introducing them to the market. He is extremely proud of the several albums he produced for Lord Buckley long before Lord Buckley was in vogue. He also points to his association with the Don Ellis Band, to an early recording of Glen Campbell as an instrumentalist on the twelve string guitar, and to his recordings with the brilliant jazz pianist Craig Hundley whom he calls "a musical genius and a fully developed musician at the age of 15."

Bock declares that his chief concern as producer is "to let the artist express himself in the way that is most comfortable for him." At the same time, Bock feels that a jazz producer must guide the artist. "The guidance," he said, "comes mostly in the choice of material so that the artist can reach the market and be successful. In the case of the Jazz Crusaders who are excellent jazz musicians and who have a group sound that is unique, it was necessary to find the right vehicle to bring them to the widest possible audience."

Bock feels that the music of the Beatles has universal appeal and that John Lennon and Paul McCartney have supplied many jazz musicians like the Jazz Crusaders with a vast treasure of great songs such as "Hey Jude," "Michelle," and "Eleanor Rigby."

Bock has also pointed out that the work of producer is, at least in part, the work of an editor. "One of the most important functions of a jazz producer," he said, "is the ability to take the performance and through judicious editing bring it into focus, keeping the essence of the improvisation but at the same time selecting the solos that best represent the artist and eliminating those that are of secondary interest or importance."

For Bock, an album must have a concept. It must have a meaning as a whole, it must not be a collection of fragments, but an understandable totality. "It is extremely important," he went on, "that the recording have a unity, that it have a reason for being on a broader base than just the desire of the artist to play his best on music that he's comfortable with." For this reason, Bock feels that one of the most important and difficult jobs the producer has is to come up with themes and concepts that relate to the market in its everchanging patterns. "An artist," he declared, "must have the benefit of timely material." He sees the jazz adaptations of a vehicle such as "Hair" as extremely appropriate, but warns that these concepts and totalities must work and yet maintain the integrity of the performer.

Richard Bock is currently living in Los Angeles, though he travels extensively throughout the United States and the world, seeking the new talent which he can guide toward success.

Mogull In Multiple Deals

NEW YORK — Ivan Mogull Music (ASCAP) has signed folk singer/writer Todd Kelley, who's first album will appear on ESP-Disk shortly. Kelley's debut effort will feature six of his own compositions.

In a separate move, Mogull has secured U.S. and Canadian rights to "My Idea" from Alan Paramor of Lorna Music. The tune, being placed in the Harvard Music (BMI) catalog, will be represented on disk by the Creme Carmel on Janus Records and the original version by Peter Sully on Cotillion.

Also forthcoming from Mogull are new song folios for Joe South and the Classics IV, distributed through his association with West Coast Publications.

Fred Edwards To Stereo Dimension

NEW YORK — Fred Edwards was recently named national promotion director for both of Stereo Dimension Records' labels, Evolution and Athena. He joins S.D.R. after two years of independent national promotion.

RCA Record Club Appoints Schiffer

NEW YORK — William S. Schiffer has been appointed administrator of advertising and promotion of the RCA Record Club.

Schiffer, a graduate of the City College of New York, had previously been with National Bellas Hess, Inc.

New ITCC Label Inks Eddie Fisher

LOS ANGELES — The International Tape Cartridge Corporation's new disk wing, ITCO Stereo Records, has signed Eddie Fisher, according to an announcement by Jim Elkins, president, and James Tyrrell, vice-president in charge of product development for newly-formed label.

Fisher checks in to record this week for producer Wes Farrell in Hollywood studios, and is slated to cut four single sides by composers Tony Wine, who clefled "Black Pearl," and Paul Anka, whose "My Way" was a hit for Frank Sinatra and a chart item for Anka himself.





# CashBox Album Reviews

## Pop Picks



**"LIVE" — Glen Campbell — Capitol STBO-268**

This double record set by Glen Campbell, which is already on the charts, joining two other albums by Campbell, contains many of his hits plus a number of songs that he has previously not recorded. Including "Gentle On My Mind," "Where's The Playground, Susie?" and "By The Time I Get To Phoenix," among others, this package should continue to rise rapidly.



**BARABAJAGAL — Donovan — Epic BN 26481**

Revealing another side of his multi-faceted personality, Donovan comes on a little bit stronger than usual on his new set and shows himself to be a master of the harder rock sound. Assisted by the heavy Jeff Beck Group on two tracks, the current chart-riding title song and "Trudi," Donovan presents a lively, driving, exciting sound, which his delicate, subtle voice complements excellently. In addition to the smash, "Barabajagal," LP includes another hit single "Atlantis," the beautiful "Where Is She," and a cute little shuffler titled "Pamela Jo." Set is sure to rise fast to the upper reaches of the chart.



**A STEP FURTHER — Savoy Brown — Parrot PAS 71029**

Savoy Brown's new album has just hit the charts at #71 with a bullet, and the set should have an excellent future. Brown, a blues-rock aggregation, delivers a host of sounds that spell disk success. Side One of the LP was recorded in the studio, and Side Two at the Cooks Ferry Inn, Edmonton, London. The Cooks Ferry side is devoted entirely to the "Savoy Brown Boogie," which is a conglomeration of "I Feel So Good," "Whole Lot Of Shakin' Goin' On," "Little Queenie," "Purple Haze" and "Hernando's Hideaway." Keep very close tabs on this LP.



**ORIGINAL GOLDEN HITS, VOLUMES I & II — Johnny Cash — Sun 100, 101**

These two volumes of old cuts from the vaults of Johnny Cash's original label, Sun, which was recently purchased by the Shelby Singleton Corporation, have already hit the Top Country Albums chart, and, considering Cash's vast appeal to pop audiences, the sets may well hit the Top 100 Albums chart as well. Volume I has the best-known material, including such numbers as "I Walk The Line," "Hey Porter," "Cry, Cry, Cry" and an old version of "Folsom Prison Blues." Watch these LP's carefully. They're already hot and could get much hotter.



**THE BEST OF ED AMES — RCA LSP-4184**

A collection of songs that have been good to Ames, this album will be picked up in great numbers by the following that he has gathered over the years. Included on this recording are: "The Impossible Dream," "Try To Remember," and "My Cup Runneth Over." "The Best of Ed Ames" will show chart movement shortly.

## Pop Best Bets



**DAVID CLAYTON-THOMAS—Decca DL 75146**

This collection of tracks made by David Clayton-Thomas before he became lead singer for Blood, Sweat, and Tears is a powerful, vibrant set that clearly demonstrates one of the major reasons why Blood, Sweat, and Tears is currently so successful: David Clayton-Thomas. His great vocal styling here makes an exciting fest out of every tune, including Ray Charles' beautiful "I Got A Woman," the blues-rock classic, "Tobacco Road" and two Clayton-Thomas originals. LP could be bound for the charts.



**THE SECOND BROOKLYN BRIDGE — Buddah BDS 5042**

The Brooklyn Bridge has been selling excellently since it came into existence, and this album should continue the trend. With the aid of lead vocalist Johnny Maestro, the Bridge shows well with songs such as "You'll Never Walk Alone," "Without Her (Father Paul)," and the group's recent hit single, "Your Husband — My Wife." Set should be on the charts in short order.



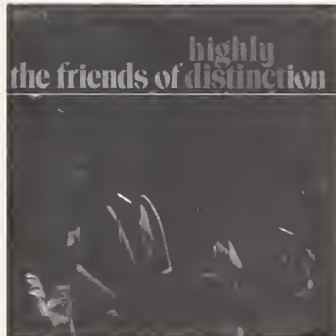
**JACK JONES' GREATEST HITS, VOLUME TWO — Kapp KS 3602**

Jack Jones never has difficulty selling albums, and Volume Two of his "Greatest Hits" should be a sizeable item. All the songs will appeal to Jones' fans; among them are "The Impossible Dream," "This Is All I Ask," and three Beatles songs: "And I Love Her," "Michelle" and "Yesterday." Watch for this one on the charts. It's sure to be there soon.



**WITH LOVE — Jerry Vale — Columbia GP 16**

A specially priced two-record set, this new package by Jerry Vale is a fabulous collection of 20 all-time great songs. Vale brings his sparkling voice to bear on such tunes as "It Had To Be You," "Because Of You," "I Can't Stop Loving You," and "The Very Thought Of You." Plenty of easy listening here, and Vale's many fans, noting the special price, should rally.



**HIGHLY DISTINCT — The Friends of Distinction — RCA LSP-4212**

Still on the charts with their first album, "Grazin'," the Friends of Distinction have come up with another set which should also do very well. The nine cuts on this LP all combine fine vocals with beautiful orchestration, as can be heard on "We Got A Good Thing Going," "Workin' On A Groovy Thing," and others. Look for the LP to move.



**WHEN I DIE — Motherlode — Buddah BDS 5046**

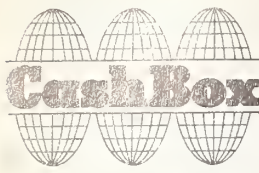
Motherlode puts out a good, hard sound — a sound which is emphasized by very effective vocals. Group has a single out, the title song of this LP, which is nearing Top 10, and this album could very well follow in the steps of the deck. Watch carefully.



**DEBUT! — HENRY MANCINI CONDUCTING THE PHILADELPHIA ORCHESTRA POPS — RCA LSC 3108**

With the departure of the Boston Pops from RCA not too far away, the label is developing the Philadelphia Orchestra Pops as a replacement in the light classical-good music field, and the Philadelphia makes its recording debut on this LP under the leadership of Henry Mancini, who also composed and arranged the fine material for the album. Side One of the set is devoted to an excellent and moving autobiographical suite, "Beaver Valley-'37," while Side Two contains a variety of short pieces. Judging by this album, the Philadelphia Orchestra Pops should have a successful disk future.





# Cash Box Album Reviews

## Pop Best Bets

Terry Reid



**TERRY REID — Epic BN 26477**  
Terry Reid's current tour of the U.S. is going to increase the sales of this, his second album. Super vocals from Terry himself, sounding for all the world like he has taken Joe Cocker's vocal chords and stretched them to get a higher sound, highlight the set. Donovan's "Superlungs" is included and Reid proves himself an excellent writer with "July," "May Fly," and "Silver White Light." Reid and his group are much more together on this LP than they were on their first, and the set may well take off.



**MY LABORS — Nick Gravenites — Columbia CS 9899**  
Singer-guitarist Nick Gravenites has come up with a powerhouse big band blues-based album. He wrote and sings all the cuts, and on 3/4 of the set, which is recorded "live," Mike Bloomfield plays lead guitar. Very fine relaxed playing by the whole band on such tracks as "Killing My Love," "Holy Moly," and the beautiful "Wintry Country Side" should get the LP plenty of FM airplay.



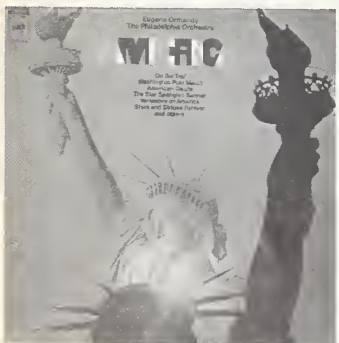
**THIS IS JOHNNY CASH — Harmony HS 11342**  
This collection of Johnny Cash tracks on Columbia's economy-priced Harmony label should find a ready market. Drawn from the Columbia library, the LP contains "Nine Pound Hammer," "I Still Miss Someone," "Don't Think Twice, It's All Right," "Frankie's Man, Johnny," "The Streets Of Laredo" and several others. Cash's present fame and the low price of the album should make "This Is Johnny Cash" an in demand item.

## Jazz Picks

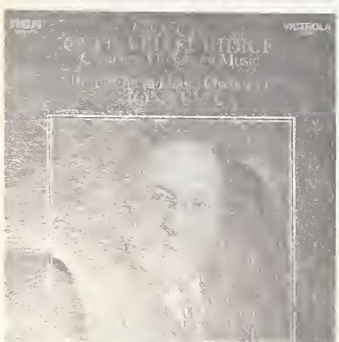


**OSCAR PETERSON PLAYS FOR LOVERS — Prestige 7649**  
This excellent album by Oscar Peterson should have great appeal to his following, and he may well up some new fans with the set as well. Assisted by alternating bassists Sam Jones and Ray Brown and alternating drummers Louis Hayes and Bobby Durham, the famed jazz pianist performs five cuts, the most ambitious being a highly effective rendition of "I'm In The Mood For Love," which lasts for close to seventeen minutes. A must stock item for the dealer's jazz section.

## Classical Picks



**AMERICA — Eugene Ormandy/Philadelphia Orchestra — Columbia MS 7289**  
A variety of thoroughly American compositions is presented on this album, and the presence of such works as "The Star-Spangled Banner," and Sousa's "The Washington Post March" and "The Stars And Stripes Forever" will make this set appeal to many non-classical listeners. The Philadelphia Orchestra, led by Eugene Ormandy, gives a fine performance of the above-mentioned pieces as well as of Charles Ives' "Variations On 'America,'" Aaron Copland's "Hoedown" from "Rodeo," Louis Moreau Gottschalk's "Grand Walkaround" from "Cakewalk" and all the others on the album.



**GLUCK: ORFEO ED EURIDICE: COMPLETE ORCHESTRAL MUSIC — Pierre Monteux/Rome Opera House Orchestra — RCA Victorla VICS 1435**  
Opera was in a degenerate state when Christoph Willibald Gluck (1714-1787) wrote "Orfeo Ed Euridice". The form had become a mere series of disjointed parts, showcases for singers. With "Orfeo," Gluck brought dramatic unity to opera. In preparing "Orfeo" for Paris audiences, who loved ballet, the composer wrote a good deal of extra orchestral music for pantomimes and dances. This album contains the complete orchestral music from "Orfeo," excellently performed by the Rome Opera House Orchestra, led by Pierre Monteux.



**SUNSHINE OF YOUR LOVE — Ella Fitzgerald — Prestige 7685**  
On her latest album, the incomparable Ella Fitzgerald brings her voice to bear on a dozen tunes, including the title song, "Hey Jude," "This Girl's In Love With You" and "Old Devil Moon." The set was recorded live at the Fairmont Hotel in San Francisco. On Side One, Ella is backed by orchestra (conducted by Tommy Flanagan), and the Tommy Flanagan Trio provides the instrumentation on Side Two. Ella's in really good form on this LP, and the package should sell well.



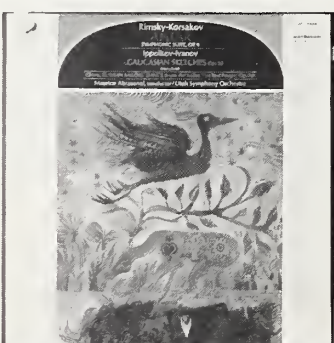
**THESE THINGS TOO — Pearls Before Swine — Reprise RS 6364**  
With this album, their first for Reprise, Pearls Before Swine fulfill the promise they showed on their two previous LP's for ESP. The new album is infinitely more polished and refined than past work, while leader Tom Rapp's compositions carry on the same standard of beauty, sensitivity, perception and subtlety that they established before. Rapp's excellent vocals work extremely well through the group's excellent playing and the fine arrangements. This could be the set that puts Pearls Before Swine over as the important group they are. FM play should bring sales.



**MUSIC FROM THE GREAT MOVIE THRILLERS — Bernard Herrmann With The London Philharmonic Orchestra — London SP 44126**  
A fabulous collector's item for all those who appreciate great movie soundtrack music, this anthology of music from Bernard Herrmann's scores for a number of Alfred Hitchcock films is also a magnificent piece by itself, valid not only with the films but also as music for music's sake. Included are selections from "Psycho," in which throbs a sheer nervous drive, and from "Marnie," "North By Northwest" and "Vertigo." Also there is a special "Portrait Of 'Hitch,'" based on themes from Hitchcock's "The Trouble With Harry." Strength of Hitchcock and the music could mean lots of sales.



**DIDN'T WE — Stan Getz — Verve V6 8780**  
Tenor saxist Stan Getz here turns his attention to some light and breezy material, giving all of it that distinctive, sprightly Getz feel. The title tune, by Jimmy Webb, gets a pleasant treatment, as do the rest of the numbers, including "The Shining Sea," "Go Away Little Girl," and "Emily." Getz fans will pick up on this one.



**RIMSKY-KORSAKOV: ANTAR, IPPOLITOV-IVANOV: CAUCASIAN SKETCHES, GLIERE: RUSSIAN SAILORS' DANCE — Maurice Abravanel and the Utah Symphony Orchestra — Cardinal VCS 10060**  
At age twenty-two, Rimsky-Korsakov composed his suite, "Antar," and as this beautiful recording shows, the great Russian master was already a musical sage. Rich in melody and hauntingly beautiful, "Antar" is one of Rimsky-Korsakov's finest moments. Ippolitov-Ivanov's music here is full and lush and Gliere's "Russian Sailors' Dance" is filled with life.



**WHEN A GOD DANCES — CLASSICAL MUSIC AND DANCE OF INDIA, VOLUMES I & II — Ram Gopals Philips PCC 630/631**  
Devotees of Indian classical music should find these two volumes of great interest. Ram Gopals, who has devoted himself to studying, teaching and presenting classical dance forms of India, has traveled extensively in the West with his musicians and dancers, and these albums give an aural record of his efforts. There is some really beautiful music on these LP's, performed by solo singer Roy Choudhury Devi, background singers T.R. Azad, Durcalal, and Tirath Ajmani and various musicians. Well worth attention.



## Bell, G.B.'s Rowland Into Production Pact

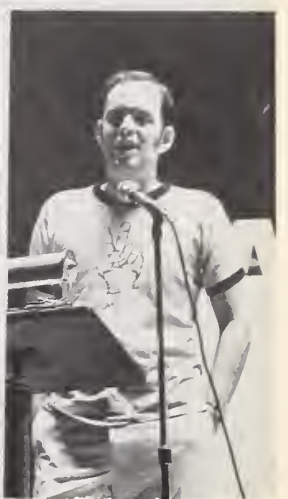
NEW YORK — Top independent producer Steve Rowland, who's four year career in England has brought him 21 hit records, has signed an exclusive production agreement with Bell Records for his Steve Rowland Productions and Family Circle Productions. Deal was announced last week by Bell president Larry Uttal.

First American product under the deal is "Arizona" by the Family Dogg. An LP containing the group's "Way Of Life" hit (Top 10 in Britain) will be issued in the Isles later this month.

A total of six acts, including the Family Dogg and individual members of the group, Pancho & Cisco, and Cupid's Inspiration, will be produced under the agreement for product release in the U.S., Canada, Great Britain and Ireland.

The Family Dogg consists of Rowland; Albert Hammond and Mike Hazelwood, who wrote "Little Arrows," Leapy Lee's international hit and "Make Me An Island," a local chart item by Joe Dolan; and Christine Holmes, who starred for two years in London's West End theatre district in "Charley Girl" and presently is featured on the BBC-TV variety show, "Crackerjack."

Rowland, an American, numbers five silver disks and two gold disks among his hits, which include thirteen consecutive winners for Dave Dee, Beaky, Mick & Tich; the Magic Lanterns' "Shame, Shame"; and clicks for the Herd, the Pretty Things, P.J. Proby and Peter Fenton.



**SACKETT LAKE SUCCESS:** — The rapid growth and tremendous success the Buddah label has enjoyed contributed greatly to the joyous atmosphere prevailing throughout the company's 1969 Convention held at the Laurels Hotel in upstate New York recently. One of the high points of the convention is shown in the top left photo which caught the Impressions and the Isley Brothers closing the label's opening night show. The two teams tore the house apart. Neil Bogart, Buddah's topper and Marty Thau, head of Bud-

dah pop promotion to the right of the photo join in the excitement.

Top right shows some of the growing Buddah family: Phil Steinberg; Art Kass; Vic Damone, whose new United Talent label will be distributed thru Buddah; Tom Smothers, whose new Smobro label will be distributed by Buddah; comedienne Joan Rivers, who has a new LP on Buddah; Neil Bogart and Artie Ripp.

Bottom Row: John Kaplan of Jay Kay Distributing in Detroit with Tom Smothers. Bottom Center: Guest

speaker Tom Donahue, an independent programming consultant speaking at a Buddah seminar. Donahue is also the author of Cash Box' Metanomena column.

Bottom right: George Burns, national program director for the Pacific Southern Broadcasting Stations WQXI in Atlanta, WSAI in Cincinnati and WJRZ in New Jersey, addressing distributors. Other guest speakers included Kal Rudman of Weekly Quarterback and Jerry Boulding, PD of WWRL.

## Chappell Signs 'Salvation' Writers Courtney And Link

NEW YORK — C.C. Courtney and Peter Link, writers of the upcoming rock musical "Salvation," have signed an exclusive writers' contract with Chappell Music. The signing marks Chappell's full-scale entry into the rock music field.

The agreement culminates a relationship between Chappell and Courtney and Link that began prior to the original opening of their rock musical "Salvation" at the Village Gate last spring when arrangements for score publication were made.

The Courtney and Link musical is an attempt at creating a genuine fusion between rock music and theater wherein major emphasis is placed on the music and lyrics all but eliminating the necessity for the traditional book. Unlike the structure of its predecessors "Hair" and "Your Own Thing," "Salvation's" structure stems from its multitude of tightly-linked, free-wheeling, and provocative songs.

Public and critical acclaim prompted producer David Black ("George M") to bring the show uptown to the Jan Hus Playhouse where it opens on September 24th. Capitol Records is cutting the original cast album which will be released after the opening, although several singles from the show will be released prior to that date.

The irreverent score which rocks its topical way through such subjects as religion, patriotism, sex, and war takes full advantage of today's lyrical permissiveness. Among the score's twenty songs are "Ballin' All The Way Through Sunday," "Tommorrow Is The First Day Of The Rest Of My Life," and what is considered to be one of the longest titles on record "If You Let Me Make Love To You, Why Can't I Touch You."

Writers Courtney and Link, who also appear in "Salvation," are veterans of TV serials, "The Doctors," and "As The World Turns." "Salvation" marks their writing debut, and they already have another musical in preparation.

Publication of the score is set to coincide with "Salvation's" opening Sept. 24 and it will be heavily promoted by the Chappell network of offices throughout the world.

## Lib/UA Names Eggert To East Dist. Post

LOS ANGELES — Jerry Eggert has been named eastern regional distribution manager of Liberty/UA Distributing Companies, president Mike Elliot announced last week.

Eggert will be responsible for complete product fulfillment in the eastern United States and will report to Bob Campbell, national director of warehousing. Eggert will headquarter at Liberty/UA's eastern regional Warehouse in Union, New Jersey.

Eggert has an extensive background in record and tape distribution and sub-distribution. He has served as distribution center manager for Capitol Records and in a variety of executive positions with Transcon including warehousing, buying and sales.

### Kronsberg Appt.

Another appointment was also made last week in the Liberty/UA family Graeme Kronsberg was named packaging coordinator for Liberty/UA, Inc.

He will coordinate work of producers, division heads, and recording artists in preparation of liner notes and other album information.



## Mothers Rest While Zappa Works

LOS ANGELES — The Mothers of Invention have cancelled all bookings from now through the end of the year in order to allow their leader Frank Zappa enough time to complete a series of record and film projects which he now has in the works.

Zappa plans to use the time between now and January to complete these projects as well as prepare a great deal of new material for the Mothers when they return to the performing stage.

Zappa, in Los Angeles, is now completing production of an album featur-

ing himself for his Reprise-distributed Bizarre label. The set, written, produced, arranged, and performed by Zappa, is titled "Hot Rats." Zappa is also in the process of completing the editing for the debut LP of the G.T.O.'s a Los Angeles based ladies group. Further studio plans include the recording of the second Captain Beefheart and his Magic Band LP for Straight Records and a new LP with the Mothers to be titled "Burnt Weenie Sandwich" which relates to a film project which he has undertaken.

The film, "Uncle Meat," is planned as a full-length feature starring the Mothers themselves with assorted other pop and non-pop heroes and heroines, involved in both real and fictional situations with the government and the world at large. Some of the footage already shot as documentary work for "Uncle Meat" has been prepared as an 18 minute short feature called "Burnt Weenie Sandwich" and will be ready for distribution in about 6 weeks via underground and commercial outlets.

## Martin Awarded 12th Gold Record

NEW YORK — The RIAA has awarded Dean Martin a gold record for "Gentle On My Mind," a Reprise album which becomes Martin's 12th million-dollar record. Previously, Martin has received gold records for 10 LP's and one single.

### CLASSIC GOLD

Famed composer/conductor/pianist Henry Mancini (l.), with four Gold albums to his credit, proudly receives an RIAA-certified Gold disk for his first million-selling single, "The Love Theme From 'Romeo and Juliet.'" Award was presented by RCA executive producer Joe Reisman, who A&R'd the deck, while Mickey Crofford, who engineered the session, looks on. Mancini's previous gold strikes were for the albums "Music From 'Peter Gunn,'" "Breakfast At Tiffany's," "The Pink Panther" and "The Best Of Mancini."

## 17 LP's From ESP

NEW YORK — ESP-Dick has released seventeen new albums in the folk, jazz and rock fields. Leading the release are sets from Todd Lelley, Erica, the Levitt Family, Ed Askew, MIJ and Octopus.

Also included are packages from Lowell Davidson, Patty Waters, Montego Joe's Har-You Group, Burton Greene, Neddy Elstak, Karel Velebny, Alan Sondheim, Randy Burns, Cromagnon, Alan Silva and the Free Music Quartet.

The avant-garde disk operation recently shifted headquarters and is now located at 300 W. 55th St., New York.



From  
THE HOUSE OF  
**DUKE**  
**PEACOCK**  
**BACKBEAT**  
COMES

**JOHN ROBERTS**

Doing a "today" version of a smash hit that was done by the Late Johnny Ace (Pledging My Love)

**"Pledging My Love"**

Duke # 454  
c/w

**"Something Reminds Me"**

**O. V. WRIGHT**

Taken from his album "Nucleus Of Soul" BB LP#67

**"I'll Take Care Of You"**

Backbeat # 607  
c/w

**"Why Not Give Me A Chance"**

(Another truly great tune)

**CARL CARLTON**

The youngster who was highly recognized for his tune "Competition Ain't Nothing" with a coupling that should go...

**"Don't Walk Away"**

Backbeat # 610  
c/w

**"Hold On A Little Longer"**

**ERNIE K-DOE**

Who needs no introduction, with one of his very best efforts that is popping out all over, ask San Francisco, Houston, St. Louis and a few other spots, about...

**"I'm Sorry"**

Duke # 450  
c/w

**"Trying To Make You Love Me"**

**DUKE — PEACOCK**  
RECORDS

2809 Erastus Street  
Houston, Texas 77026

**Columbia Appoints Bethel To EC R&B**

Stanley Bethel has been appointed East Coast rhythm and blues regional promotion manager for Columbia Records.

Bethel will be responsible to the national rhythm and blues promotion manager for obtaining maximum airplay in his area for Columbia's r&b releases. In addition to arranging personal appearances of artists; coordinating newspaper advertising, window displays and other special promotions in the area; and visiting radio stations to provide disk jockeys and other station personnel with Columbia's new r&b releases, Bethel plans to be in close contact with radio stations, record dealers, trade publications, artists, and their managers, one stops and major rack jobbers, and will act as liaison between them and the label with regard to r&b product in the Eastern region.

Prior to joining Columbia, Bethel spent the last two years as a manager for Sammy Davis Enterprises. He has also owned his own record company, Lincoln Music, in Washington, D.C. Bethel will be based in Elmhurst, New York, and will be covering New York, Boston, Washington, Baltimore, and Philadelphia.



Stanley Bethel

**Tangerine Sets New LP Releases**

LOS ANGELES — The Tangerine Record Corp., which is owned by Ray Charles, has slated its first series of album releases this year for September.

The LPs set for release are: "Wild Bill Davis Plays The Wonderful World of Love," "The Soul of Percy Mayfield," and "Soul Sounds, Vol. 1," featuring Shirley Gunter, The Raeletts, Ike and Tina Turner, and Margie Hendrix.

In addition, Ray Charles and his Revue '69 has set dates for their annual tour of Europe: Bristol, England (26); London (27, 28); Stockport, England (Oct. 1); Newcastle, England (3); Birmingham, England (4); Brussels, Belgium (5); Paris (6, 7); Milan, Italy (12); Prato, Italy (13); Zurich, Switzerland (15); Cologne, Germany (16); Frankfurt, Germany (17); Munich, Germany (18); Nurenberg, Germany (20); Stuttgart, Germany (21); Berlin, Germany (23); Dusseldorf, Germany (24); Copenhagen, Denmark (26); Hamburg, Germany (28); Guteborg, Germany (29); and Stockholm, Sweden (30).

**New Lightning Hopkins Package Out On Vault**

LOS ANGELES — Vault Records, moving into the straight blues area, has released an album of newly recorded material by veteran singer Lightning Hopkins.

"California Mudslide (And Earthquake)," Hopkins' first new recordings in two years, features the artist on un-amplified guitar, as well as piano and organ, two instruments with which Hopkins is not usually associated. "We wanted to change the colorations behind Hopkins," explained Jack Le-werke, president of the eight year old label.

In addition to Hopkins, the label has signed four new blues singers, including Elaine Brown, a deputy minister of information in the Black Panther Party.



ALL CHOKED UP is Sound Stage 7 artist Joe Simon (c), who's captured his first RIAA Gold disk for his "The Chokin' Kind" single. Shown with Simon (l-r) are Allan Orange, R&B promotion director, producer John Richbourg, promotion aide Charles Mims and Bergen White, arranger of the award-winning disk. The soul label is a subsid of Monument Records.

**Parent, PaPale To Chess Promo**

CHICAGO — Tom Parent, former national promotion director for Mercury Records, has joined the Chess Records operation as regional promotion man for the area covering Pittsburgh, Cleveland, Milwaukee, Chicago, Detroit and Minneapolis. Also joining the disk firm is Mike PaPale, a former deejay with KIRL, who will be doing regional promotion work, from a St. Louis base, in the Milwaukee, Chicago, Cincinnati and Kansas City areas.

**Bill Sheppard Joins Capitol**

HOLLYWOOD, CALIF. — Bill Sheppard, independent producer and record company owner, has joined Capitol Records as West Coast regional R & B promotion manager. The announcement was made by Charley Nuccio, promotion vice president of Capitol Records Distributing Corp.



HAPPY SIGNING — Little Junior Parker (left) looks mighty pleased about his new affiliation with Minit Records. The Texas soul singer finalized the agreement in New York recently with Minit vice president and general manager Mike Lipton (right). Looking on (standing) is veteran producer Sonny Lester, who will handle Parker's sessions for Minit.

**Hamilton Pens For Firestone**

NEW YORK — The J. Walter Thompson agency has just created three new T.V. spots for Firestone Tires with Chico Hamilton composing, performing, and producing the music for the campaign.

**Blue Horizon Promo Centers On Sampler**

LONDON — Blue Horizon Records, the CBS-distributed blues label, has launched a major promotion campaign on their entire catalog with the release last week of their first sampler album, "Super Duper Blues." The label's field promotion manager, David Teare, set off on a complete U.K. tour to introduce the set to retailers, clubs and universities.

The sampler contains tracks by such Blue Horizon artists as Fleetwood Mac, Chicken Shack, Duster Bennett, Eddie Boyd, Gordon Smith, Champion Jack Dupree, Johnny Shines, Sunnyland Slim and Curtis Jones. Featured on the cover of the package, recommended for retail at 15s. Od., will be company chairman and record producer Mike Vernon.

**Dick Alen Moves Operations Base To West Coast**

NEW YORK — Dick Alen Management, Inc. will move its principal base of operations to California as of mid-Sept. The new offices will be located in Sherman Oaks.

Alen presently manages Jr. Walker & The All Stars, Billy Stewart, Slim Harpo, and Jerryo.

**Five New LP's From Dooto Label**

LOS ANGELES — Dooto Records is releasing five new LPs. The releases are: "Redd Foxx's Favorite Party Jokes"; "Shed House Humor," also by Foxx; "Low And Dirty," and "Willie and the Rising Dick," by Richard Sandfield; and "Big George's Birthday Party," recorded by Big George Kerr.





# Top 50 In R & B Locations

1	<b>SHARE YOUR LOVE WITH ME</b> Aretha Franklin (Atlantic 2650)	1	26	<b>YOU GOT YOURS, I'VE GOT MINE</b> Delfonics (Philly Groove 157)	26
2	<b>YOUR GOOD THING IS ABOUT TO END</b> Lou Rawls (Capitol 2550)	2	27	<b>FREE ME</b> Otis Redding (Atco 6700)	21
3	<b>I CAN'T GET NEXT TO YOU</b> Temptations (Gordy 7093)	6	28	<b>YOU CAN'T MISS WHAT YOU CAN'T MEASURE</b> Clarence Carter (Atlantic 2642)	27
4	<b>THE NITTY GRITTY</b> Gladys Knight & The Pips (Soul 35063)	3	29	<b>MY CHERIE AMOUR</b> Stevie Wonder (Tamla 54180)	22
5	<b>OH WHAT A NIGHT</b> Dells (Cadet 56491)	5	30	<b>IT'S TRUE I'M GONNA MISS YOU</b> Carolyn Franklin (RCA 0188)	30
6	<b>CHOICE OF COLORS</b> Impressions (Curton 1943)	4	31	<b>WORLD</b> James Brown (King 6258)	35
7	<b>THAT'S THE WAY LOVE IS</b> Marvin Gaye (Tamla 54185)	9	32	<b>OUT OF SIGHT, OUT OF MIND</b> Little Anthony & The Imperials (U.A. 50552)	32
8	<b>WHAT'S THE USE OF BREAKING UP</b> Jerry Butler (Mercury 72980)	10	33	<b>JEALOUS KIND OF FELLOW</b> Garland Green UNI-55143)	34
9	<b>MOTHER POPCORN</b> James Brown (King 6245)	8	34	<b>YOU MADE A BELIEVER OUT OF ME</b> Ruby Andrews (Zodiac 1015)	31
10	<b>NOBODY BUT YOU BABE</b> Clarence Reid (Alston 4574)	7	35	<b>GOING IN CIRCLES</b> Friends of Distinction (RCA 0204)	44
11	<b>I COULD NEVER BE PRESIDENT</b> Johnny Taylor (Stax 0046)	11	36	<b>BY THE TIME I GET TO PHOENIX</b> Mad Lads (Volt 4016)	36
12	<b>HOT FUN IN THE SUMMERTIME</b> Sly & The Family Stone (Epic 10497)	12	37	<b>THESE ARE THE THINGS THAT MAKE ME KNOW YOU'RE GONE</b> Howard Tate (Turn Table 505)	43
13	<b>LET'S GET TOGETHER</b> Little Milton (Checker 1225)	17	38	<b>TILL YOU GET ENOUGH</b> Watts 103rd St. Rhythm Band (W.A. 7298)	40
14	<b>WHAT DOES IT TAKE</b> Jr. Walker & All Stars (Soul 35062)	15	39	<b>KOOL AND GANG</b> Kool & The Gang (De-Lite)	38
15	<b>I DO</b> The Moments (Stang 5005)	14	40	<b>GET OFF MY BACK WOMAN</b> B. B. King (Blues Way 61026)	49
16	<b>LOWDOWN POPCORN</b> James Brown (King 6250)	19	41	<b>IT'S GONNA RAIN</b> Bobby Womack (Minit 32071)	41
17	<b>HOOK &amp; SLING</b> Eddie Bo (Scram 117)	13	42	<b>DADDY'S LITTLE MAN</b> O.C. Smith (Columbia 44948)	39
18	<b>BY THE TIME I GET TO PHOENIX</b> Isaac Hayes (Enterprise 9003)	25	43	<b>THE SWEETER HE IS</b> Soul Children	—
19	<b>ONE NIGHT AFFAIR</b> The O'Jays (Neptune 12)	20	44	<b>LET A WOMAN BE A WOMAN, LET A MAN BE A MAN</b> Dyke & The Blazers (Original Sound 185)	42
20	<b>LET ME BE THE MAN MY DADDY WAS</b> Chi-Lites (Brunswick 755414)	18	45	<b>WALK ON BY</b> Isaac Hayes (Enterprise 9003)	—
21	<b>IT'S TOO LATE</b> Ted Taylor (Room 34)	29	46	<b>AQUARIUS/GREEN ONIONS</b> Dick Hyman (Command 4129)	45
22	<b>RECONSIDER ME</b> Johnny Adams (SSS 1770)	16	47	<b>SAD GIRL</b> The Intruders (Gamble 235)	50
23	<b>IN A MOMENT</b> Intrigues (Yew 1001)	24	48	<b>LIFE &amp; DEATH IN G&amp;A</b> Abaco Dream (A&M 1081)	46
24	<b>CHAINS OF LOVE</b> Bobby Bland (Duke 449)	27	49	<b>DON'T IT MAKE YOU WANT TO GO HOME</b> Joe South (Capitol 2592)	48
25	<b>TIME WILL COME</b> The Whispers (Soul Clock 107)	23	50	<b>WE'LL CRY TOGETHER</b> Maxine Brown (CUR 3001)	—

# GET WITH 4 GREAT NEW SINGLES

## "CRYSTAL BLUE PERSUASION"

Excello #2308

the Kelly Brothers

## "OH LORD, WHAT ARE YOU DOING TO ME"

A-Bet #9436

Freddie North

## "BABY I NEED YOU"

A-Bet #9437

Johnny Truitt

(Instrumental)

## "SOUL SONATA"

Excello #2307

The Firebirds

Distributed by:

NASHBORO RECORD CO. INC.

NASHVILLE, TENN. 37206





# CashBox Top Country Albums

1	<b>JOHNNY CASH AT SAN QUENTIN</b> (Columbia CS 9827)	1	16	<b>I LOVE YOU MORE TODAY</b> Conway Twitty (Decca DL 75131)	14
2	<b>THE SENSATIONAL CHARLEY PRIDE</b> (RCA LSP 4153)	2	17	<b>DON GIBSON SINGS ALL TIME COUNTRY GOLD</b> (RCA 4169)	20
3	<b>SAME TRAIN, DIFFERENT TIME</b> Merle Haggard (Capitol SWBB 223)	3	18	<b>ORIGINAL GOLDEN HITS VOL. I &amp; II</b> Johnny Cash & The Tennessee Two (Sun 100 & 101)	25
4	<b>BUCK OWENS IN LONDON</b> (Capitol ST 232)	4	19	<b>CLOSE UP — BUCK OWENS</b> (Capitol ST 257)	21
5	<b>WOMAN OF THE WORLD/ TO MAKE A MAN</b> Loretta Lynn (Decca DL 75113)	8	20	<b>JOHNNY ONE TIME</b> Johnny Duncan (Columbia CS 9824)	22
6	<b>YESTERDAY, WHEN I WAS YOUNG</b> Roy Clark (Dot DLP 25953)	7	21	<b>CLOSE UP — MERLE HAGGARD</b> (Capitol ST 259)	27
7	<b>I'LL SHARE MY WORLD WITH YOU</b> George Jones (Musicor MS 3177)	6	22	<b>THE KIND OF MAN I AM</b> Charlie Louvin (Capitol ST 248)	24
8	<b>MY LIFE/BUT YOU KNOW I LOVE YOU</b> Bill Anderson (Decca DL 75142)	10	23	<b>GLEN CAMPBELL "LIVE"</b> (Capitol STOB 268)	—
9	<b>HALL OF FAME HITS VOL. I &amp; II</b> Jerry Lee Lewis (Smash SRS 67118)	5	24	<b>GAMES PEOPLE PLAY</b> Freddie Weller (Columbia CS 9904)	15
10	<b>ALWAYS, ALWAYS</b> Porter Wagoner & Dolly Parton (RCA LSP 4186)	9	25	<b>DAVID</b> David Houston (Epic BN 26482)	—
11	<b>THAT'S WHY I LOVE YOU SO MUCH</b> Ferlin Husky (Capitol ST 239)	13	26	<b>JOHNNY CASH AT FOLSOM PRISON</b> Johnny Cash (Columbia CS 9639)	29
12	<b>STATUE OF A FOOL</b> Jack Green (Decca DL 75124)	11	27	<b>MORE NASHVILLE SOUNDS</b> Nashville Brass (RCA LSP 4162)	18
13	<b>TAMMY'S GREATEST HITS</b> Tammy Wynette (Epic BN 26486)	19	28	<b>MEL TILLIS SINGS OLD FAITHFUL</b> Mel Tillis (Kapp KF 3609)	30
14	<b>AT HOME WITH LYNN</b> Lynn Anderson (Chart CHS 1017)	16	29	<b>TOGETHER</b> Jerry Lee Lewis & Linda Gail Lewis (Smash SRS 67126)	—
15	<b>IT'S A SIN</b> Mary Robbins (Columbia CS 9811)	12	30	<b>DARLING, YOU KNOW I WOULDN'T LIE</b> Conway Twitty (Decca DL 75105)	17



# CashBox Country Reviews

## Picks of the Week

**DEL REEVES** (United Artists 50564)  
**There Wouldn't Be A Lonely Heart in Town** (2:00) (Rural Hill ASCAP — Fishbein, Reid, Kosloff)  
This swinging modern pop country rhythm disk will provide Del with a successful follow-up to his last top ten'er "Be Glad." Expect rapid action here. Flip: "Little Bit Of Something' Else" (2:15) (Passkey BMI — Chesnut)

**ROY DRUSKY** (Mercury 72964)  
**Such a Fool** (2:22) (Champion, Starday BMI — Moore, Drusky, Vanadore)  
Pulled from his recent LP "My Grass Is Green," this soulful ballad delivers a sound that should find many takers. Effective arrangement adds to disks appeal. Flip: "All Over My Mind" (2:47) (Moss-Rose BMI — Drusky, McAlpin)

**DOTTIE WEST** (RCA 0239)  
**Clinging To My Baby's Hand** (2:40) (Tree BMI — West, Lane)  
Dottie West goes at it solo this time with a strongly produced pop style ballad co-penned with the aid of Red Lane. Pretty pretty effort should go a long way. Flip: "Don't Say A Word" (2:10) (Regent BMI — Reed, Stephens)

**NAT STUCKEY** (RCA 0238)  
**Sweet Thang And Cisco** (2:31) (Forrest Hills BMI — Stewart, Eldridge)  
Country rock reminiscent of Nat's recent "Cut Across Shorty" should carry him even further up the charts. Flip: "Son Of A Bum" (2:36) (Cedarwood BMI — Tillis)

**JIMMY MARTIN** (Decca 32553)  
**Milwaukee Here I Come** (2:37) (Glad BMI — Fikes)  
Jimmy Martin delivers this George Jones hit of last year in fine bluegrass style. Deck will find immediate appeal among fanciers of the art. Flip: "Shackles and Chains" (2:53) (Peer International BMI — Davis)

**VAN TREVOR** (Royal American 289)  
**Funny Familiar Forgotten Feelings** (2:57) (Acuff-Rose BMI — Newbury)  
For his feelingful delivery of this Mickey Newbury composition, Van Trevor will receive spins-a-plenty. Effective ballad from LP of the same name. Flip: "Daddy's Little Man" (3:40) (Atlanta ASCAP — Martin, Heard)

**COUNTRY JOHNNY MATHIS** (Little Darlin' 0067)  
**Sweet Rita** (1:50) (Chex BMI — C.J. Mathis, B. Mathis, J. Creswell)  
Country Johnny Mathis serves up a catchy cajun deck in a fine style. Strong air-play change of pace, should carry effort far. Flip: "Bring Back My Life" (2:15) (Mayhew BMI — C.J. Mathis)

**SUE THOMPSON** (Hickory)  
**You Two-Timed Me One Time Too Often** (2:12) (Acuff-Rose BMI — Carson)  
Sue Thompson effectively delivers this bouncy Jenny Lou Carson penning backed by an equally effective instrumental. Combination will find many takers. Flip: "A Pair O Broken Hearts" (2:34) (Milene ASCAP — Rose, Carson)

**WILLIE SAMPLES** (Little Darlin' 0066)  
**Down At Kelly's** (2:25) (Mayhew BMI — Mayhew, Paycheck, McGivern)  
Willie Samples heads down to his neighborhood saloon to sing the blues and find a home. Strong reading packs appeal. Flip: "Ring The Bell" (2:18) (Mayhew BMI — Morris)

## Best Bets

**JIMMY PAYNE** (Epic 10518)  
**Tonight's The Night Miss Sally Testifies** (2:48) (Glaser BMI—Payne, Brantley) Thumping rhythm deck could shake up town and charts alike. Flip: "Where Has All The Love Gone" (2:25) (Glaser BMI—C. Glaser)

**SONNY WRIGHT** (Kapp 2040)  
**The Trash You Threw Away** (3:15) (Sure-Fire BMI—J. Helms, W. Helms, Wilburn) Soulful ballad with a fine country sound. Flip: "Hungover" (2:45) (Sure-Fire BMI — J. Helms)

**RAY SANDERS** (Imperial 66408)  
**Three Tears** (2:12) (Viva BMI—Fuller)  
Clever penning has appeal. Flip: "Lucille" (2:50) (Unart BMI—Sanders)

**CURTIS POTTER** (Dot 17302)  
**Handful** (2:52) (Tree BMI—Lane)  
Feelingful vocal, effectively produced, could go far. Flip: "Heartaches Can Be Fun" (2:54) (Central Songs BMI—Bare, Williams)

**STAN HITCHCOCK** (Epic 10525)  
**Honey, I'm Home** (2:36) (Hall—Clement BMI—Foster, Rice) Appealing mid tempo ballad with modern arrangement. Flip: "Slip-up And She'll Slip Away" (2:27) (Al Gallico BMI—Sutton, Sherrill, Hitchcock)

**CHAPARRAL BROTHERS** (Capitol 2625)  
**Jesus Loves You, Rosemary** (2:48) (Central Songs BMI—Storm)  
Pop style offering. Flip: "Then Darling I Could Forget You" (2:40) (Blue Crest BMI—Frazier)

**RONNIE SESSIONS** (Republic 1401)  
**Walking Down The Road** (2:03) (Ridgeway BMI — Sessions, Willis)  
Rhythm deck delivers a swinging sound. Flip: "My Daddy Was A Guitar Man" (2:05) (GE Alco BMI — Willis)

**MARY TAYLOR** (Dot 17303)  
**Back Porch Heart** (2:48) (Blue Crest-Hill & Range BMI — Frazier, Owens)  
Cute harmonious ode could attract attention. Flip: "Everything But" (2:48) (Combine BMI—Kristofferson)

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# CashBox Country LP Reviews

## THE ESSENTIAL HANK WILLIAMS

**THE ESSENTIAL HANK WILLIAMS — MGM SE 4651**

An essential addition to the record collections of new and old fans of the legendary Hank Williams is this package from the archives of MGM, which contains some of Hank's biggest plums. Included are "My Bucket's Got A Hole In It," "May You Never Be Alone," "Kaw-Liga," "Move It On Over," "Honky Tonkin'" and "Long Gone Lonesome Blues." Strong sales appeal here.



**MARYFRANCES — Skeeter Davis — RCA LSP 4200**

Skeeter Davis should attract immediate attention with this modern Nashville styled set containing material culled from recent country and pop charts. Strong crossover potential here. Set contains "Daddy Sang Bass," "Son Of A Preacher Man," "Singing My Song," "Both Sides Now," "Prescription For The Blues," "The Chokin' Kind" and six more.



**NOW COUNTRY — Tompall & The Glaser Brothers — MGM SE 4620**

Highlighted by their current chart riding single "Wicked California," Tompall and the Glaser's offer a pop-country session that's loaded with listening appeal from beginning to end. Pretty ballad follows pretty ballad as the trio delivers "Proud Mary," "Molly Darling," "Homeward Bound," "California Girl" and "All That Keeps Ya Goin'." Attention attracting set.



**LEROY VAN DYKE'S GREATEST HITS — Kapp KS 3605**

Leroy Van Dyke's greatest hits return dressed up with horns, strings and an elaborate modern Nashville sound to provide a fine listening package that's sure to rate high on the national sales charts. Session includes "Louisville," "Big Wide Wonderful World of Country Music," "Walk On By," "Anne Of A Thousand Days," "Black Cloud" and Auctioneer." Powerfully produced package.



**MY BLUE RIDGE MOUNTAIN BOY — Dolly Parton — RCA LSP 4188**

Dolly Parton effectively changes moods and tempos as she sings her way through this set containing her latest singles in addition to other noteworthy offerings. Set includes, besides title track, "In The Ghetto," "Games People Play," "Big Wind," "Daddy" and "We Had All The Good Things Going." Rapid chart action can be expected on this one.



**BOB WILLIS PLAYS THE GREATEST STRING BAND HITS — Kapp KS 3601**

The "King of Western Swing" entertains with the big band sound that reached its peak of popularity in the 40's. This newly recorded set should bring back many fond memories to the over thirty generation as Bob Willis recalls "Milk Cow Blues," "Slow Poke," "Shame On You," "Pan Handle Rag" and his own compositions "San Antonio Rose" and "Brown Skin Gal" in his unique style.



# CashBox Country Music Report

## Pro-Celebrity Golf Tourney Set

NASHVILLE — Music City USA will be in the world headlines on Columbus Day weekend, October 11-12, when the fifth annual Music City Pro-Celebrity Golf Invitational Tournament takes place.

The Harpeth Hills municipal golf course will be the tee-off spot for the second year on October 11 for 35 teams, each including some of the top players from last year and an additional 15 PGA pro-golfers.

Frank Rogers, executive director of the Music City tournament, said, "This fun tournament brings together the finest in the country music world, the entertainment world, and the professional golf world for a tournament that has become one of the more popular golf events in the country. I feel sure this will be our best year yet and the attendance should go way over last year."

Rogers, who accepted the post of executive director last year has served as director of the Colonial National Invitational Tournament in Fort Worth for several years.

A year and a half ago the sponsors of the tournament, The Country Music Association, The Nashville Area Junior Chamber of Commerce and the Nashville Tennessean newspaper, incorporated the Music City USA Pro-Celebrity Golf Invitational, Inc. Bill Williams, president of the CMA, is chairman of the board of directors.

Other members of the board are vice chairman, John Bibb, Nashville Tennessean golf editor, Chet Atkins, RCA vice president; Mason Rudolph, PGA touring pro; John Sloan, Jr., president of the Junior Chamber; Peck Leslie, golf pro of Bluegrass Country Club; and Irving Waugh, president of WSM, Inc. Jo Walker, CMA executive director, serves as secretary to the group. The tourney, formerly held at the Bluegrass Country Club, is now in its second year at Harpeth Hills and has gained national recognition for its unique presentation of championship golf and entertainment.

The Association of the Tennessee Country Gentlemen, a group of 35 business and industry leaders, lend financial stability to the tournament. It is still the backbone of the tourney and will be much in evidence this year in special hats and director's chairs.

The two-day, thirty-six hole, best-ball event will again consist of four-man teams: one pro, one country music star, one entertainment or sports celebrity, and one Tennessee Country Gentleman host.

The event will be highlighted by receptions, barbecues, a visit to the Grand Ole Opry, country music entertainment, and a full serving of Southern hospitality for all participants in the tourney.

The 1969 meet is expected to draw over 25,000 people each day. Rogers pointed out, "The fairways and holes at Harpeth Hills are truly ideal for spectacular golfing . . . and for spectators."

Many deejays from country stations all over the nation are expected to come to Nashville early in order to attend the Tournament before the annual music convention, October 16-19.

## CMA At MOA Show

CHICAGO — The Country Music Association occupied a booth at the convention of the Music Operators of America in the Sherman House Hotel, September 5-6-7.

A seminar was held to discuss the future of the juke box industry and featured a distinguished panel composed of Les Reick of Rock-Ola, A.D. Palmer of Wurlitzer, William Adair of Seeburg, Joe Barton of Rowe International and Henry Leyser of ACA.

The CMA manned a booth at the exposition courtesy of the MOA. Connie B. Gay, a director of the CMA was the responsible official in charge. He was assisted by Roy Stingley of WJJD and Joyce Bosak of Allstate Record Distributors. A banquet and stage show highlighted the Saturday meeting and featured country artists Roy Clark of Dot, Skeeter Davis of RCA, Boots Randolph of Monument, Jeannie C. Riley of Plantation, Hank Williams, Jr. of MGM, and Jerry Smith of ABC. Many other pop artists also appeared.

## Pepper To Head C&W Promo Team

HOLLYWOOD — Charley Nuccio, promotion vice president of Capitol Records Distributing Corp., announces plans to form a three-man team under Wade Pepper to promote Capitol's country and western product.

Pepper, national country sales and promotion manager, will administer the three regional country promotion managers from his headquarters in Atlanta, Georgia.

Nuccio says Capitol is the first major label to create a team of promotion specialists to work exclusively in the C & W field.

Capitol boasts some of the biggest names in the country music industry, including Glen Campbell, Buck Owens, Merle Haggard, Tex Ritter and Sonny James. The recording firm's national country sales and promotion office, established in Nashville three years ago, has been located in Atlanta since last year.

Pepper, a veteran Capitol sales and promotion man, has been country promotion chief for nearly four years. He started with the firm 18 years ago and has held numerous positions, including branch manager, sales manager, district sales manager, regional manager and national singles sales manager.

## Initial Ballot Complete

NASHVILLE — The first round of balloting for the Annual CMS Country Music Awards Program for 1969 has been completed, according to an announcement this week by Jo Walker, executive director of the CMA. Jo stated that literally hundreds of artists had been listed by the membership in their initial ballots, and that the second round of ballots are on their way by mail.

Mailing, tabulation and supervision of every stage of the balloting for this award is the responsibility of the Accounting firm of Ernst and Ernst.

Upon receipt of the second round ballots, members should immediately make their selections for the weeding out process which will result in the third round and a select list of only 5 names in each of the ten awards categories. Completion of the second round will be after tabulation of the ballots. Ernst and Ernst will insure that the confidential nature of the selections is kept inviolate until the moment when the finals are announced on the live Kraft Music Hall Television presentation in the Opry House on Wednesday night, October 15.

## THE BIG HITS ARE ON WAYSIDE RECORDS

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- JACK BLANCHARD & MISTY MORGAN
- HAL WILLIS
- DARRELL McCALL

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## CashBox Country Top 60

1	<b>A BOY NAMED SUE</b> (Evil Eye — BMI) Johnny Cash (Columbia 44944)	1	31	<b>THE THREE BELLS</b> (Harris/Meridian — ASCAP) Jim Ed Brown (RCA 0190)	31
2	<b>TO MAKE A MAN</b> (Sure Fire — BMI) Loretta Lynn (Decca 32513)	4	32	<b>TO SEE MY ANGEL CRY</b> (Music City Tunes, Twitty Bird — BMI) Conway Twitty (Decca 732546)	47
3	<b>I'M DOWN TO MY LAST I LOVE YOU</b> (Al Gallico — BMI) David Houston (Epic 10488)	2	33	<b>YOUNG LOVE</b> (Lowery — BMI) Connie Smith & Nat Stuckey (RCA 0181)	26
4	<b>BUT YOU KNOW I LOVE YOU</b> (Tro, First Edition — BMI) Bill Anderson (Decca 32514)	3	34	<b>WICKED CALIFORNIA</b> (Jack — BMI) Tompall & The Glaser Brothers (MGM 14064)	37
5	<b>IF NOT FOR YOU</b> (Passkey — BMI) George Jones (Musicor 1366)	6	35	<b>BETTER HOMES &amp; GARDENS</b> (Russell, Cason — ASCAP) Bobby Russell (ELF 0310)	40
6	<b>THAT'S A NO NO</b> (Shelby Singleton — BMI) Lynn Anderson (Chart 5021)	9	36	<b>SWEET 'N' SASSY</b> (Papa Joe's House — ASCAP) Jerry Smith (ABC 11230)	36
7	<b>INVITATION TO YOUR PARTY</b> (Know, Gold Dust — BMI) Jerry Lee Lewis (Sun 1101)	11	37	<b>HOMECOMING</b> (Newkeys — BMI) Tom T. Hall (Mercury 72951)	42
8	<b>RUBY DON'T TAKE YOUR LOVE TO TOWN</b> (Cedarwood — BMI) Ken Rogers & First Edition (Reprise 0829)	5	38	<b>I'D RATHER BE GONE</b> (Blue Book — BMI) Hank Williams Jr. (MGM 10477)	44
9	<b>TALL DARK STRANGER</b> (Blue Book — BMI) Buck Owens (Capitol 2570)	13	39	<b>SWEET MEMORIES</b> (Acuff-Rose — BMI) Dottie West & Don Gibson (RCA 0178)	33
10	<b>ALL I HAVE TO OFFER YOU (IS ME)</b> (Hill & Range, Blue Crest — BMI) Charley Pride (RCA 0167)	8	40	<b>JUST A DRINK AWAY</b> (Tree — BMI) Earnest Tubbs (Decca 32532)	41
11	<b>TRUE GRIT</b> (Famous — ASCAP) Glen Campbell (Capitol 2573)	12	41	<b>SEVEN LONELY DAYS</b> (Jefferson — ASCAP) Jean Shepard (Capitol 2585)	46
12	<b>WORKIN' MAN BLUES</b> (Blue Book — BMI) Merle Haggard (Capitol 2503)	7	42	<b>I WILL ALWAYS</b> (Acuff-Rose — BMI) Don Gibson (RCA 0219)	45
13	<b>THESE LONELY HANDS OF MINE</b> (Ly-Rann — BMI) Mel Tillis (Kapp 2031)	17	43	<b>WHICH ONE WILL IT BE</b> (Tree — BMI) Bobby Bare (RCA 0202)	50
14	<b>I CAN'T SAY GOODBYE</b> (Noma — BMI) Marty Robbins (Columbia 44895)	14	44	<b>LITTLE REASONS</b> (Pamper — BMI) Charlie Louvin (Capitol 2612)	53
15	<b>THAT'S WHY I LOVE YOU SO MUCH</b> (Hall-Clement — BMI) Ferlin Husky (Capitol 2512)	10	45	<b>I LOVE YOU BECAUSE</b> (Fred Rose — BMI) Carl Smith (Columbia 44939)	48
16	<b>WINE ME UP</b> (Passport — BMI) Faron Young (Mercury 72936)	16	46	<b>ARE YOU FROM DIXIE</b> (M. Witmark & Sons — ASCAP) Jerry Reed (RCA 0211)	56
17	<b>THE WAYS TO LOVE A MAN</b> (Al Gallico — BMI) Tammy Wynette (Epic 10512)	32	47	<b>DON'T CALL ME YOUR DARLING</b> (Blue Crest — BMI) Kitty Wells (Decca 32535)	49
18	<b>ME AND BOBBY McGEE</b> (Combine — BMI) Roger Miller (Smash 2230)	20	48	<b>STEPCHILD</b> (Blue Crest — BMI) Billie Jo Spears (Capitol 2593)	51
19	<b>THIS THING</b> (Wandering Acres — SESAC) Webb Pierce (Decca 32508)	19	49	<b>GEORGE (AND THE NORTH WOODS)</b> (New Keys — BMI) Dave Dudley (Mercury 72952)	57
20	<b>WORLD-WIDE TRAVELIN' MAN</b> (Freeway — BMI) Wynn Stewart (Capitol 2549)	22	50	<b>THAT SEE ME LATER LOOK</b> (Tree — BMI) Bonnie Guitar (Dot 17276)	55
21	<b>MUDDY MISSISSIPPI LINE</b> (Detail — BMI) Bobby Goldsboro (UA 50565)	30	51	<b>HAUNTED HOUSE</b> (Venice/B-Flat — BMI) Compton Bros. (Dot 17294)	—
22	<b>THESE ARE NOT MY PEOPLE</b> (Lowery — BMI) Freddy Weller (Columbia 44916)	23	52	<b>A GIRL NAMED SAM</b> (Tarheel — BMI) Lois Williams (Starday 877)	—
23	<b>COLOR HIM FATHER</b> (Hollybee — BMI) Linda Martell (Plantation 24)	25	53	<b>RIVER BOTTOM</b> (Quartet, Bexhill — ASCAP) Johnny Darrell (United Artists 50572)	52
24	<b>TENNESSEE HOUND DOG</b> (House of Bryant — BMI) Osborne Brothers (Decca 32516)	27	54	<b>LIFE'S LITTLE UPS AND DOWNS</b> (Makamilion — BMI) Charlie Rich (Epic 10492)	—
25	<b>YESTERDAY WHEN I WAS YOUNG</b> (Tro-Dartmouth — ASCAP) Roy Clark (Dot 17246)	15	55	<b>ANOTHER DAY, ANOTHER MILE, ANOTHER HIGHWAY</b> (Motola — ASCAP) Clay Hart (Metromedia 140)	—
26	<b>BIG WIND</b> (Tree — BMI) Porter Wagoner (RCA 0168)	18	56	<b>THE WOMAN IN YOUR LIFE</b> (Contention — SESAC) Wilma Burgess (Decca 32522)	58
27	<b>WHEREVER YOU ARE</b> (Mayhew — BMI) Johnny Paycheck (Little Darlin' 0060)	29	57	<b>SO LONG</b> (Adnerb/Mayhew — BMI) Bobby Helms (Little Darlin' 0062)	—
28	<b>RAINING IN MY HEART</b> (House of Bryant — BMI) Ray Price (Columbia 44391)	34	58	<b>THE HOUSE OF BLUE LIGHTS</b> (Robbins — ASCAP) Earl Richards (United Artists 50561)	—
29	<b>PROUD MARY</b> (Jondora — BMI) Anthony Armstrong Jones (Chart 5017)	28	59	<b>BILLY (I'VE GOT TO GO TO TOWN)</b> (Cedarwood — BMI) Geraldine Stevens (World Pacific 77927)	—
30	<b>SINCE I MET YOU BABY</b> (Progressive — BMI) Sonny James (Capitol 2595)	39	60	<b>ALL AMERICAN SPORT</b> (YONAH — BMI) Fran Warren (Audio Fidelity 152)	—



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## *"I'd Rather Be Gone"*

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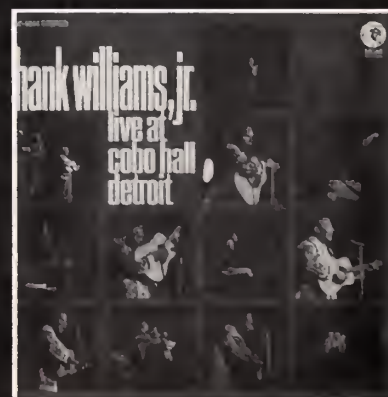
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# Cash Box Country Roundup

Kapp chanter Leroy Van Dyke has been set for an appearance on the syndicated musical/talk show "Gisele MacKenzie's Better Half Hour," to be taped in Hollywood . . . Plantation recording artist Ray Pillow is set for his first appearance Sept. 29-Oct. 4 at Atlanta's C&W nitery, The Playroom . . . RCA songstress Skeeter Davis has just completed a three day tour of Canada with appearances at the Centennial Arena in London, Ontario, Eaton's Auditorium in Toronto and at Westdale Auditorium in Hamilton, Ontario. This past weekend found Skeeter performing at the annual convention of the Music Operators of America in Chicago . . . Congratulations go out to Buddy Alan and Jane Pennington who were married August 27 in Bakersfield. Jack McFadden gave the bride away. Also in attendance were the groom's father, Buck Owens and his wife Phyllis, and the groom's mother, Bonnie Owens and Merle Haggard. The couple will reside in Bakersfield, and Buddy will travel with the 1969-70 Buck Owens All-American Show . . . George Jones and Tammy Wynette have cancelled several road engagements and are confined to their Florida home battling the flu bug. Tentative plans call for a September 9-10 taping of their new family type TV program "The George Jones-Tammy Wynette Show." . . . Columbia artist John Wesley Ryles III surrounded himself with 50 of the nation's true beauties last week when he entertained nightly in the hospitality suites catering to the contestants and guests of the Atlantic City based "Miss America Pageant." . . . Epic chanter Charlie Walker is skedded to put his five handicap to the test when he tees off Oct. 11 in the annual Music City Invitational Golf Tournament . . .

NBC-TV producer Chet Hagan and his field crew filmed *The Stonemans* in action at the Clark County Fair near Springfield, Ohio, recently. The sequences are to become a part of the television documentary series about the outdoor amusement industry. Hagan is producing the series for syndicated release by NBC Films, Inc., syndication arm of NBC-TV. The Stonemans perform at many fairs and outdoor parks every year. Still ahead of them this year are shows at the Eastern States Exposition in Springfield, Massachusetts, Sept. 14, and the Alabama State Fair, Oct. 6, 7, and 8, as well as many local and county events.

Bob McCluskey, general manager of Acuff-Rose Publications, Inc., has announced the signing of Royce Porter to an exclusive writer's contract with the Nashville based firm. Porter, a native of Sweetwater, Texas, was brought to the firm by Jay Boyett who is his business manager. Boyett is also responsible for the recent signing of Mickey Newbury, Glenn Barber, Gene Thomas and Deanna Marie . . . Elaine Jackson has joined the Joe Taylor Artist Agency as secretary/receptionist. Formerly affiliated with Springfield Life Insurance Co. in Nashville, Elaine is the president of the Beta Alpha chapter of Beta Sigma Phi, a sorority for young professional women . . . Walt Davis, newly appointed vice president in charge of West Coast operations for Hubert Long International, was in Music City last week to meet the company's artists and personnel. Davis will operate from Long's 6430 Sunset Blvd., Hollywood, Calif., office, concentrating on talent placements in the movie, television and club medias located in the western portion of the nation . . . David

Barton, former member of the "Jim Ed Brown Show," has joined the Hubert Long Agency and will serve as booking agent in the C&W department. Barton will report to the agency's executive vice president, Shorty Lavender . . . Rob Galbraith, Second Lieutenant with the Air National Guard, is "salting away" his summer vacation at the Bonneville Salt Flats in Utah for two weeks of summer training camp. Galbraith, an exclusive writer for Moss Rose Publications, recently signed a recording contract with Columbia and is anticipating an immediate release . . . Audie Ashworth, exec. vice pres. for Moss Rose hit the road over the Labor Day week-end to make several personal contacts with record company producers, including Jerry Wexler of Atlantic Records . . . Clyde Moody, who recently signed an exclusive artist contract with Little Darlin' Records, was in Nashville to record his first single for the label, entitled "California Dream." Immediate release is expected. Little Darlin' has released Volume One in a planned series featuring Buddy Spicker and his Nashville Fiddles. Producer Aubrey Mayhew has combined the ever popular country fiddle with country/blues renditions of some of the most outstanding hits of today and yesterday including "Orange Blossom Special," "Black Mountain Rag," "Days Of Sand And Shovels," "Gentle On My Mind" and "Apartment #9." Buddy is featured on his own fiddle and accompanied by Lloyd Green, Roy Huskey, Jr., Willie Ackerman, David Briggs, Billy Sanford and H. L. Chalker . . . Wayside Record Company of Maynard, Mass. received a special award from the Specialty Advertising Association in Chicago for the labels promotions with advertising

specialty's and imprinted merchandise. R & J Advertising of Belen, New Mexico, received a similar award. R & J is owned by Little Richie Johnson who is also national promotion director of Wayside . . . The newly formed Cascade Record Company has signed as its first artist, 15 year old Sandi Scott, of Denver. Sandi has just completed a recording session in Nashville, under the A&R work of Hap Wilson of Tree Publishing. Release is expected later this month . . . Bob Butler has been named promotion manager for Radio Stations KTUF-AM and KNIX-FM in Phoenix, Arizona . . . U.S. Communications' KEMO-TV, Channel 20, in San Francisco, has firmed a deal with National Telefilm Associates to syndicate the KEMO produced "Judy Lynn Show" starring the Columbia recording artist. There are thirty-nine half-hour color editions of the show, and a second series is slated for release in 1970. Plans are for the show to be in some 150 markets by January, 1970 . . . Sacramento, California's KRAK Radio proved, in the words of station prexy Manning Slater, ". . . that country music is as American as apple pie." An estimated crowd of between 75,000 and 100,000 people jammed into the Ghost Mountain Ranch in Pollock Pines, Calif., to witness a country music festival. Artists Sheb Wooley, Freddie Hart, Tommy Collins, Eddy Fukano, Jean Peloquin, Ola Louise and Marty Davis and his Countrymen from Sacramento's Forty Grand Club, enthralled the audience for over five hours on Sunday, August 24. The Festival was such a success, that plans are already under way for another fest to be held in a location that can easily handle 100,000 country fans.

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# Cash Box



September 13, 1969



The Wallace Collection, comprising three top beat musicians, a leading jazz pianist and two classical string players, made an immediate impact on the Belgian charts with their first single "Daydream," which rocketed to No. 1 position. The boys are currently on an extensive European concert tour and their second single, "Fly me to the Earth," is released internationally by EMI.





Contrary to expectation, Tamla Motown has renewed its licensing deal in Britain with EMI instead of setting up independently. A new contract succeeding the present one which expires at the end of this month was signed by EMI Records managing director Ken East with Tamla during his recent American visit. EMI has handled Tamla during his recent American visit. EMI has handled Tamla product here since 1963 when it was released on Stateside, and the Tamla logo identification was introduced in March, 1965. John Marshall, who has been Tamla Motown label manager at EMI, is leaving to open a separate Tamla office in London which will seek talent for the label. His position at EMI is being filled by former salesman Brian Hopkins. A Tamla subsidiary label called Rare Earth will make its debut here before Christmas under its own logo. An early signing in Tamla's quest for British talent is Kiki Dee whose records have been released hitherto by Fontana. She will visit the States regularly each year for Tamla recording sessions and live dates.

Blue Horizon launched its biggest promotion campaign yet earlier this month with field promotion manager David Teare beginning a nationwide tour of disk retailers, clubs and universities to promote the Blue Horizon sampler LP "Super Duper Blues." The album contains tracks by top Blue Horizon acts such as Chicken Shack, Fleetwood Mac, Duster Bennett, and Champion Jack Dupree, and retails at a recommended price of 15 shillings. Blue Horizon founder-producer Mike Vernon is seen in the cover photo attired as a cross between Batman and Superman. The label intends to release a sampler LP every six months, each one replacing its predecessor in the catalog as a means of promoting the parent albums from which it is compiled.

Deep Purple and the Royal Philharmonic Orchestra combine their talents at the Royal Albert Hall September 24th for a specially written work by Deep Purple organist Jon Lord called "Concerto For Group And Orchestra." The concert will be conducted by eminent British composer Malcolm Arnold and is being sponsored and presented by British Lion in aid of Task Force, an organization of youngsters who devote their spare time to helping the aged, lonely, and physically handicapped in London.

Cyril Ornadel has signed an exclusive contract with CBS Records, and his first orchestral LP entitled "Great Songs Of Great Britain" will be released later in the fall featuring embryo standards from the 1969 charts. The album will be produced by Shapiro Bernstein Music general manager Geoffrey Heath for Aviva Music, a Shapiro Bernstein subsidiary. Heath will work with Ornadel on a series of recordings specifically designed for the tape market. Ornadel has conducted orchestral LP's released by EMI on the MGM label under the name of Starlight Symphony and is well known for hit songs such as "Portrait Of My Love" and "If I Ruled The World" which was part of his "Pickwick" stage score. He has recently completed the movie score for "The Waiters" starring Benny Hill and is currently working on another soundtrack assignment for a movie called "Moon."

There is nothing new in BBC TV's £2 million light entertainment plans for the fall recently announced apart from the fact that Peter Sarstedt will star in his own series in October, and Georgie Fame and Alan Price will share a six-week run in November in a show to be called "The Price Of Fame." Otherwise it is a case of the old faithfuls with more series from Ma Black, Dusty Springfield, Mantovani, and Vera Lynn, returning to the small screen for the first time in 10 years.

Yorkshire TV has been asked to scrap commercials using music during sportscasts following the revelation that pub owners are liable to pay fees to the Performing Right Society every time an advertising jingle is played over the TV sets in their bars. The Society is demanding £6 per year to cover these jingles, but landlords are protesting against the levy.

Zel Records managing director Mohamed Zackariya is reactivating his Evolution label with a mid-September release of three singles featuring Otis Redding, the Fashions, and Jenny Maynard. The label will carry full-price LP's and singles concentrating on international talent, and Zackariya plans ten albums and thirty singles during the first year, equally derived from domestic recordings and overseas sources.

Orange Musical Industries is launching a label called Lucky later this month which will specialize in country and western material. An Orange label is also planned to release pop and blues product. Orange has been in operation for eight months and has two plants in action. It has supplied amplifiers and public address systems for broadcasts of the BBC's Radio One Club.

Don Todd has left Pickwick Records to form AD Productions, which will operate from Weston-Super-Mare in Somerset. It will specialize in independent radio and disk production work, and will be supplying pop disk programme to various Australian radio stations. Disk jockey Ed Moreno is associated with the new venture.

Patsy MacLean who took third prize at the International Music Festival in Sopot, Poland, recently has the number released as a single on Polydor. Titled "When You Love Me" by Alan Moorhouse and Pete Warne and published by Chappell.

Quickies: "Honky Tonk Women" topping Best Selling Sheet Music Lists for Mirage . . . Rosetta Hightower (ex-member of the Orlons) signed five year contract with CBS Records and first release is a Tony Macauley/Geoff Stephens composition "One Heart For Sale" published by Southern Music . . . P.P. Arnold to States September 3rd for lo-day visit promoting latest Polydor single — a Barry Gibb compo "Bury Me Down By The River" . . . New DJM single by Peter Carr "Angel And The Woman" published by Dick James . . . Indo Jazz Fusion booked for three-day festival at Southampton University beginning October 3rd . . . A. Mannheim, Inc., and its subsidiary Overbridge International have made £1 million bid for Musical and Plastic Industries, manufacturer of musical instruments, toys and fancy goods . . . Mercury released Kenny Rankin's version of his own composition "Peaceful" covered here on CBS by Georgie Fame . . . Sunday night charity show at the Ronnie Scott Club raised £1,510 to purchase a lung machine for the Great Ormond Street children's hospital . . . Ian Coates leaving the Philips Press office . . .

## English Rep For Swedish Pop Spec

HOLLYWOOD — Rich, Grimes and Babylon has been selected as Britain's representatives to appear on the annual Swedish Pop Spectacular being taped in Sweden. Last year's representatives were Chris Farlow and P.J. Proby.

Rich, Grimes and Babylon came to the attention of the director of the Swedish Broadcasting Corporation when they toured throughout Scandinavia with Blind Faith earlier this summer.

In addition to the Pop Spectacular, Rich, Grimes and Babylon, will also make a number of radio and TV guest spots.

# CBS England Sales Presentation

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first three releases would be LPs by Captain Beefheart, Judy Henske and Jerry Yester, and Alice Cooper.

## The Fall Release

Howells also previewed the fall releases by CBS, and CBS head of A&R Derek Everett pointed out the changing pattern of the market. Stereo and contemporary pop were well and truly here and the latter constituted the spearhead of the company's repertoire, but the more traditional pop artists were continuing from strength to strength. They themselves were aware of the changing musical trends, and Andy Williams liked singing the more contemporary things.

In the soundtrack field CBS had several first-class box office potential movies forthcoming like "April Fools," "Me Natalie," and "Stiletto." The company would continue to record West End musicals, and the London cast album of "Dames At Sea" was a current case in point.

"Our policy on new labels is still one of open-mindedness," explained Everett. "Not all new labels are successful, but we will endeavour from a repertoire point of view to make them as strong as possible."

He instanced the Blue Horizon label as one particular success story, and John Peel's new Dandelion label was another potential one.

CBS singles co-ordinator Derek Johns introduced a presentation on Blue Horizon which included a taped interview with the label's founders, Mike and Richard Vernon, and Christine Perfect, formerly with Chicken Shack and now on the brink of a solo career. Johns also played a taped interview he had had with progressive disk jockey John Peel on the subject of Peel's new Dandelion label and its aims with record illustrations by Dandelion artists. Johns' other contribution was a preview of impending CBS releases which, with similar presentations by Howells and Ian Hockridge, covered the scope of the fall program.

CBS classical chief Paul Myers introduced highlights from the fall release of classics, followed by CBS classical promotion manager Quita Chavez, who addressed the assembly on the strong CBS artist roster.

In a typically forceful speech, she underlined the strength of the company's classical resources, and exhorted the salesmen to keep in close touch with information concerning visits to Britain by artist. There would be appearances during the next year by Pierre Boulez, Aaron Copland, Nelson Freire, Charles Rosen, Andre Watts, John Williams, Pinchas Zukerman, Leonard Bernstein, the Istomin-Stern-Rose Trio, Raymond Lowenthal, Eugene Ormandy and the Philadelphia, and Leonard Rose.

Artists were being persuaded to make more appearances outside London, which was a step in the right direction. Miss Chavez illustrated the merits of the classical repertoire and artists with record examples.

## Licensee Confabs

### For Bob Thiele

NEW YORK — Bob Thiele, president of Flying Dutchman Productions, is spending a fortnight round of business conferences with his firm's licensees and affiliates in London, Baarn (Holland), Paris, Rome, and Madrid.

During meetings with the Philips Records interests in England, Holland, France, Italy, and with the Spanish licensee Hispavox in Madrid, Thiele will go over product planning for initial LP releases in these countries, anticipated within 60 days. The well-known American disc exec will also be seeking out new talent in all the recording centers he visits. Thiele is expected to return to New York on September 12th.

Thiele, meanwhile, has just concluded 10 days of busy recording activity on the West Coast during which time he produced new LP's by T-Bone Walker, Big Joe Turner, Otis Spann, guitarist Ron Anthony, and new singing discovery Eleanore Rigby.

"We're just starting," she finished. "We're only five years old, and we've done pretty well in that short time. We're going to do a hell of a lot more in the next five years because we have the will and the product."

## Golden Hits

John Dunn of the CBS special department gave details of an LP called "Golden Hits" which is being released Sept. 26th as a promotional album costing 19 shillings and elevenpence in aid of the Scout Association funds. It contains twelve original best sellers by CBS artists, both British and American, and will be jointly promoted by CBS and the Scout Association.

Dealers ordering a box of 25 copies receive a 2-piece display aid utilising the box and a four-colour poster in-packet with each box. 20,000 leaflets and posters will be mailed to 3,400 Scout groups throughout Britain, and the groups will compete with each other in selling the album to friends, relatives and well-wishers. The CBS special products department will award gold, silver and bronze disks to the groups achieving the best sales performance.

Dunn emphasised the peculiarly British traditional aura that surrounded the Scout Association in the public mind, and the consequent potential of the LP in sales terms. Dealers would receive their normal full margin and the sales force commission would be the same. This meant that operational margins were extremely thin, and if any albums were left at the end of the promotion, they would represent lost money. He urged the salesmen to pre-sell, and sell hard after the release date, but not to overstock.

CBS assistant sales and marketing manager Len Carpenter gave details of the dealer and salesmen incentive schemes for the fall campaign. The manager, supervisor and all salesmen in the area that puts in the best overall performance from now until January 16th 1970 will be given a free holiday for two in 1970 in the European country of their choice. The top salesman in each area will be awarded £25 with the exception of the holiday winner.

Retailers will be grouped into four categories, computed from their volume of business with CBS for the same period last year. The dealer in each group that has the largest percentage increase over his 1968 business will receive a cash prize of £350. The second dealer will receive £200, and the third will get £75. Dealers will be offered during September-November a selection of 125 CBS albums at a bigger than usual discount, and each month there will be a slightly different selection of special discount records. An order from a dealer for any 25 albums on the list will qualify for an extra 2½% discount, and an order for 50 will mean an additional 5% discount.

The sales staff in the record outlets have an incentive scheme designed for them whereby they will receive CBS token stamps in exchange for orders of CBS products. Each completed book of token stamps will qualify the sales staff member for a free CBS LP of their choice and enable them to enter a competition to complete a limerick with a first prize of a color TV set or a two-week holiday for two in Europe, a second prize of a stereo radiogram or a color polaroid camera, and a third prize of a gold watch.

## David Conferring On London 'Promises'

NEW YORK — Hal David will fly to England this week (12), for rehearsals and the opening of the London company of "Promises, Promises," for which he and partner, Burt Bacharach, did the score.

## English Session For Connie Francis

NEW YORK — Connie Francis is in England for an MGM recording date. She will cut an album and singles with composer Les Reed, who has written some of the biggest hits for Tom Jones and Englebert Humperdinck.





## Capitol Opens Publ. Operations In Canada

TORONTO — Capitol Records has opened a publishing operation in Canada. Sam Trust, vice president and general manager of the American label's pubberies, Beechwood Music and Capitol Music Corp., came to Toronto last week to help set things up.

Heading the Canadian operation is Gary Buck as vice president. Buck recently sold his Gary Buck Music to Capitol.

Capitol's Canadian operation will be made up of Capitol Music (CAPAC) and Beechwood of Canada (BMI). Negotiations are currently underway for office space in the North central part of Toronto.

In announcing the new Canadian pubbery, Trust noted that, in addition to exploiting material in Canada itself, "we will push for Canadian material to be released in the U.S."

Buck has been busy in Canada over the past few months and has had several productions released on Capitol as well as other labels. His production firm, Bronco Productions, has been responsible for almost 50% of the country releases in Canada to date.

## Cash Box Names New Belgian Rep

Etienne Smet has been named the new Belgian rep for Cash Box Magazine. For the past few years, the 23-year-old music-journalist has been working with such Belgian and Dutch papers as "Het Volk," "De Bond," "Kortrijks Handelsblad," "Projektor" and "Muziekexpress." Every Saturday, he does a popular radio-show for teenagers on BRT Antwerp.



Etienne Smet

## Drake's R&R History To Be Aired In Canada

TORONTO — A meeting of the press and record companies was called here in Toronto last week to introduce the 48-hour radio special, "The History of Rock And Roll," which was produced by the Drake radio chain in the U.S. The show will be aired in Canada by CKFH-Toronto, CKLG-Vancouver, CHED-Edmonton, CKOY-Ottawa and CFOX-Montreal.

The special, which has already been aired in the U.S., bowed in Canada over the Labor Day weekend on CKFH. Dates for airing on the other stations have not been made final.

The Drake show will increase by one hour for the Canadian stations, who will add Canadian groups and artists who contributed to the history of rock and roll.

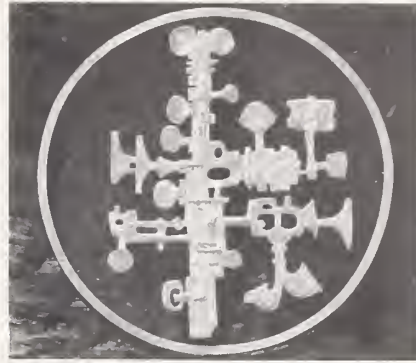
CHUM Toronto has just completed its own history of rock and roll (Aug 18-24), which was researched through the archives of RPM Weekly written by CHUM's Larry Solway and conceived by Fred Sherratt, vice president CHUM Ltd. and J. Robert Wood program supervisor of CHUM Radio. The 28-hour production was highly acclaimed, and many listeners have asked whether it will be made available in album form.

## Sweden To Give 'Grammis' Award

STOCKHOLM — Sweden's International Federation of Phonographic Industries will introduce its version of America's "Grammy" Awards at a gala evening to be held at Bern's restaurant here in Stockholm on September 25, 1969. The American "Grammy" awards are given out annually by the National Academy of Recording Arts and Sciences (NARAS) for various achievements in the U.S. recording industry. The "Grammis" Awards will serve a similar function in Sweden.

A jury consisting of seven people taken outside of the trade such as people from television, radio, film and newspapers was appointed earlier this year, and this jury has now selected 1969 'Grammis' nominees. The names of the nominees will be published around September 12, 1969.

During the gala evening, the jury will name the winners, all local artists and acts. If the event turns out to be a successful one, another one and possibly a bigger one will be held next year, and big foreign acts, American and European, may appear. In such a case the next "Grammis" will be covered by television from the Scandinavian countries as well as by radio.



'Grammis' Award

## CBS England Sales Presentation

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with a slot inside for 8-track tapes.

Dennis disclosed that there are five distributors of equipment in England, all of them handling car units and some of them dealing with home players as well. Motorola had now set up its own plant here, and was aiming at a production target of 50,000 units for the first year.

"Everybody with machines will buy repertoire," he emphasized, "and judging by evidence from America, tape sales will be additional business and will not affect record sales."

An American survey of 8-track marketing had shown that 50% of the tapes were initially sold through garage outlets and the other 50% through record dealers. The present position was that only 9% were being sold by garages, and a massive 91% were handled by record outlets.

CBS believed this pattern would be repeated here in time, and were launching a tape program of monthly releases of 8-track and cassettes. This product would be available to disk dealers making a minimum order of twelve units.

### 8-Track & Cassettes Offered

"I believe we are the first company here to venture into combined 8-track

and cassette releases with any regularity," Dennis concluded. "CBS has a forward-looking view in this respect, and sales will naturally follow because of the expansion in the number of machines available.

"The future of the record industry may be in tape in one form or another. It's new, but its future is tremendous."

CBS LP and r co-ordinator David Howells addressed the assembly on the two new labels which the company would be handling. The Milestone label owned by Orrin Keepnews, a highly respected figure in the jazz world, would be released as CBS/Milestone with a split logo.

Its product fell basically into three categories, contemporary jazz, reissue blues and jazz, and contemporary blues and gospel. The first release was set for the last week of September, comprising four albums by Blind Lemon Jefferson, Fletcher Henderson, blues singer Fred McDowell, and tenorist Joe Henderson.

"The albums will retail at 37 shillings and sixpence," continued Howells. "You will find that some of them have already been imported here, but owing to their high price, it really means very little. The imported LPs have had excellent reviews, and consequently Milestone has already established a good reputation here."

CBS has also captured Frank Zappa's Straight label, an important name in contemporary music and part of Zappa's own personality, attracting artists with a similar attitude. The

(Con't on Page 52)

## Stig Anderson Makes Record, Publ. Deals During New York Visit

NEW YORK — Stig Anderson of Stockholm's Polar Records AB and Sweden Music AB came to New York last week and negotiated several record and publishing deals.

Anderson concluded a deal for Polar to represent the Avco-Embassy label in Scandinavia, and another deal with Earth Records and Harold Berkman, head of the Transcontinental line. Anderson made still another deal for the soundtrack the film, "Sweden—Heaven And Hell" and the single of the theme from the flick, "Mah Na Mah Na," and he had discussions with Danny Sims of Jad Records, which line he already represents in Scandinavia.

In publishing, Anderson made a deal to represent Don Kirshner Enterprises in Scandinavia. He also had discussions with Mike Stewart and Murray Deutsch of United Artists and met with Al Gallico, Kelli Ross and Lou Futterman of LF Music. Further meetings were held with Irwin Robinson of Screen Gems, Noble Bell of Shelby Singleton Enterprises, Ivan Mogul and other people Anderson already represents.

From New York, Anderson goes to Atlanta, Georgia for discussions with Bill Lowery.

## Philips-Gerry Bron In Three-Year Pact

LONDON — Hot on the heels of the new Philips policy for a closer liaison with independent producers comes news of a three-year deal between Philips Records and Gerry Bron's Hit Productions Ltd. All artists signed and produced by Hit Records will be released through Philips. Bron has had close ties with Philips in the past through such artistes as Manfred Mann, The Colosseum etc. Leslie Gould, managing director of Philips Records commented, "I am extremely happy that the ties between Gerry Bron and Philips have been made stronger. I'm sure that the wealth of talent Gerry will bring to us will bear fruitful results". Bron said, "I am very happy that I have signed exclusively now with one company and with this deal I have an opportunity to develop a wide variety of acts through my own production company backed by the experience and expertise of a major world wide organization". Philips is currently in negotiation with several other leading independent producers.

## Ray Mills PM Of Ambassador Music

LONDON — George Pincus, president of Gil-Pincus Music of New York visiting his London office, Ambassador Music Ltd, of which he is director together with his sons Lee and Irwin, has announced that he has engaged Ray Mills as professional manager of Ambassador. Mills, previously A & R manager at Chappell & Co, primarily concerned with cultivating and promoting new song writers and artists, is also a musician and song writer in his own right. John Beecher remains as business administrator of the London office. Ambassador Music has enjoyed continuous success since its inception eight years ago. Lee Pincus opened Ambassador Music and lived in London for a number of years before returning to the States, but still makes periodic visits to the London office. Ambassador's latest recording is Frank Sinatra's "Love's Been Good To Me" by Rod McKuen.



Ray Mills

## SIAE Will Handle Mech. As Well As Performance Rights

ROME — SEDRIM, the mechanical rights collecting society created in Italy in 1926, ceases operation as an indie agency on Dec. 31, to be replaced on Jan. 1, 1970 by SIAE, the Italian performing rights society. SIAE will be responsible for mechanical rights collections for Italian repertoire throughout the world. SEDRIM will continue to exist solely as a "technical office," under the supervision of SEDRIM, in the administration of mechanical rights. SEDRIM was formed on a private basis by several publishers. SIAE is authorized by Italian law as a performance collection agency and, now, this authorization is carried over to mechanical collections.

## Guus Jansen Visting States And Canada

AMSTERDAM — The president of the Dutch Basart Publishing Group, Guus Jansen Jr., will pay a quick visit to the United States and Canada in Sept. Les Editions Internationales Basart N.V., already the strongest independent publishing group in the Netherlands, controlling the major part of the current music repertory, strengthened its dominant position last July, when Jansen was appointed by the Philips-Polydor group to take care of its national publishing interests as well.

Basart/Strengholt is not only active in the music publishing field. The group also publishes ten national magazines. Firm is a major book publisher, and also operates in the theatre field. During his stay in New York, Jansen will have his offices at the Netherland Chamber of Commerce at 10 Rockefeller Plaza.





The usual slow months of the summer season proved just the opposite for Columbia Records. Bill Eaton, national promotion manager, regards this past summer as one of their best. The tape business was due, in part, to the success of the season although the label has been extremely lucky with disc hits.

Perhaps their most successful artist has been Johnny Cash who hit the charts hard with his lid of "A Boy Named Sue" which added much more importance to his album "San Quentin" which contains the hit. Cash will be making a one niter at Toronto's Maple Leaf Gardens Nov. 10 at which time it's expected he will have qualified for five of the newly-bowed Gold Leaf Awards which in all probability will be presented to Cash during his performance. Columbia is also experiencing good sales on the Bob Dylan lid of "Lay Lady Lay," "Barabajacal" by Donovan, and "Hot Fun In The Summertime" by Sly & The Family Stone. Still hanging on and showing tremendous single sales is "Spinning Wheel" by Blood Sweat & Tears with their LP remaining in the top seller list as well. Showing early indications of chart action is "Mah-Na Mah-Na," the soundtrack single from the film "Sweden, Heaven & Hell" and "White Bird" by It's A Beautiful Day. The Sugar Shoppe are expected to show well with their Epic release of "Save The Country" which was previewed at Columbia's International Meet in Miami. Jerry Vale is set for 1 week at the Beverly Hills Motel (22). Bobby Vinton being negotiated for a two week engagement at the posh Imperial Room of the Royal York Hotel in Toronto. "Song For Petula," the instrumental by Montreal's Andre Gagnon, has shown excellent sales returns, particularly since being picked by the Maple Leaf System. Michael Tarry makes another stab at the chart scene with his new release of "What's Your Name" which was produced at Toronto's Chelsea Studios.

Donald Tarlton, president of Donald K. Donald Productions, reports excellent province-wide reaction to the new

TCB group which features 8 men and an u-front beauty, Coleen Susan Peterson from Ottawa. This new jazz/rock group drew rave reviews from their appearance in New York at The Scene, and launched their Canadian tour (Aug. 18) at the Laugh-In disco in Montreal where they played for one week before commencing a series of one nighters throughout the Province. Their debut album "Open For Business" is on the Traffic label which is distributed in Canada by RCA.

Dave Hay, chief announcer at CJCJ Woodstock, New Brunswick, reports a capacity draw for the Spencer Davis Group at the Woodstock Old Home Week. A massive promotion campaign on the Polydor recording unit brought many hundreds of young fans to the show from several areas of western New Brunswick. Polydor's Ontario Branch Manager Dieter Radecki reports a rush on James Last album product, probably due to his successful engagement in Toronto.

Quality's new Ontario promotion manager of singles is Mark Robbins who just recently joined the Quality sales staff. He was formerly with Phonodisc Records and prior to that was manager of Record Villa (Yonge St. Store). Robbins has been kept busy with artists who have been appearing at Toronto's Fair. One of his most successful promotions was with Sergio Mendes & Brasil '66 and Bossa Rio, one of the newest of Latin rock groups who will shortly bow their first album. The Isley Brothers move back onto the charts with their new T Neck lid of "Black Berries." The 49th Parallel are gaining important play across Canada with their Venture single of "Now That I'm A Man."

John Driscoll, who was recently appointed national sales manager for the newly-formed disc label of International Tape Cartridge of Canada Ltd., was in on the signing with the label's vice president Bob Martin of a recording contract with 22 year old songwriter and singer Frank Moore. Moore is under the management of North American Talent Associates.

Great Britain's Best Sellers

This Last Weeks Week Week On Chart

Table with 3 columns: Rank, Week, Title/Artist. Lists top 20 best-selling records in Great Britain.

\*Local copyrights

Great Britain's Top Ten LP's

Table with 2 columns: Rank, Title/Artist. Lists top 10 LPs in Great Britain.

Straight Label To Compo In Canada

MONTREAL — The Compo Company has completed negotiations for distribution rights of all Straight product in Canada. The label is owned by Frank Zappa and Herb Cohen. Their national sales and promotion manager is Bud Hayden, a Canadian, who once worked in Toronto for Phonodisc Records.

Initial release of album product includes "Pretties For You"/Alice Cooper; "Trout Mask Replica"/Captain Beefheart; "The Original Soundtrack From Naked Angels"; "Lord Buckley"; "Farewell Aldebaran"/Judy Henske & Jerry Yester.

Compo will be working closely with Straight Records to tie-in with all their sales and advertising promotions as they are proposed.

In making the announcement Lee Armstrong, national sales manager for The Compo Company, stated "We here at Compo are extremely pleased to become associated with such tremendously successful people like Frank Zappa and Herb Cohen and are looking forward to our adventures with Straight Records".

Bell Tours For SSS

NASHVILLE — Noble J. Bell, executive president of The Shelby Singleton Corp. is on a three-week round of meetings with the firm's international representatives in 10 European countries.

Bell will be meeting with international licensees of Singleton's SSS International, Plantation, Sun, Share, Minaret, Honor Brigade and Amazon record labels in addition to foreign publishing representatives for the company's massive catalogue.

Bell's trip, the company reported, is prompted by the increasingly heavy action emulating from the international markets. It also gives him the opportunity to introduce the extensive, recently purchased Sun catalog to the corporation's foreign affiliates as well as re-evaluating his findings made during a similar trip last spring.

Chambers Bros. Reslate Dates For European Tour

LOS ANGELES — The Chambers Brothers' European tour has been rescheduled for January from its original September date. Charles LaMarr, manager of the group, has announced that the group's immediate plans include completion of a new album which is due for release in the fall.

The Chambers Brothers recently played concert dates in New York, Vancouver, and Boston. They also made an appearance on the Johnny Carson Show last week (27).

Italy's Best Sellers

This Last Weeks Week Week On Chart

Table with 3 columns: Rank, Week, Title/Artist. Lists top 20 best-selling records in Italy.

Plumb Soundtrack Probe For Capitol

HOLLYWOOD — Capitol has sent independent producer Neely Plumb to Europe in a search of European soundtrack product.

Plumb, a major soundtrack producer for Capitol, will seek scores to be produced under his contract with Capitol and IMC Productions, Inc. He will leave Sept. 4 for London, Paris, Milan, Rome, Cologne and Hamburg, where he will confer with top motion picture producers and directors.

In addition, Karl Engemann, Capitol's A & R vice president, has authorized Plumb to record five selections in London toward an instrumental Capitol album to be entitled "The Funky Fiddles." Plumb has arranged the material and will produce and conduct the sessions. Two of the five selections are his original compositions — "Happy Sad Song" and "My Funky Valentine."

Plumb has been enjoying a hot streak in the soundtrack marketplace. For Capitol, he produced the million-selling "Romeo & Juliet" and "True Grit," and served as executive producer of "Hell's Angels '69," which Tony Bruno produced.

Country Joe On Euro P.A.'s

NEW YORK — Country Joe and The Fish leave this week (9) for their fourth performance tour of Europe. The tour will cover 11 cities, including Copenhagen and Denmark and culminate in a concert at London's Royal Albert Hall. They have had two hit singles here, including "Fixin' To Die," which was #1 on the charts there last year.

Since their last tour abroad this past March, the Fish have recorded an album, "Here We Are Again," for Vanguard.

With two new band members, the Fish are comprised of Joe McDonald, guitar and vocals; Barry Melton, guitar and vocals; Doug Metzner, bass; Greg Dewey, drums; and Mark Kaplan, keyboard.

Country Joe and The Fish will return to the States to headline the bill at Bill Graham's Fillmore East on Sept. 26 and 27.

EMI Offers 'Hands'

LOS ANGELES — Decca's Aussie affiliate, EMI, has just released Tommy Leonetti's "Hands" in Sydney. With lyrics by Bob Russell and adaptation and arrangements by Bill Justis the disk was released Stateside by Decca in June. Leonetti hosts TV and radio network shows out of Sydney.





**PHONOGRAM GLOBETROTTER** — Paul Turner (center) general manager of Phonogram Recordings Pty. Ltd. of Australia, recently left on an overseas trip that will take him to Holland, Germany, England, Singapore and then back home. Seen with Paul at the airport before he left are (L. to R.) Barry Kimberley, g.m. of Essex Music, John Egginton, professional manager of Leeds Music, Mrs. Turner, and Ray Mortimer, chief administrator of Phonogram.

## CashBox France

Philips France held its annual convention in the Hilton Hotel of Paris on August 28th under the presidency of Georges Meyerstein-Maigret. Many representatives of Philips foreign companies were present and also some members of the Press, Radio and TV. During the meeting Louis Hazan and Jacques Caillart gave some interesting figures concerning Philips production compared to the national one showing that the French record industry just passed a really good era.

To make the dealers' job easier, Philips will keep on reducing its current catalog. For example, Philips catalog included 850 EPs in 1967, 618 in 1968 and 352 this year. But the worst thing is, for Hazan, the too small part taken by LP albums in the general turnover of the French market. Here the LP sales are 30% of the general turnover, compared with 50% in England, 51% in the U.S.A., 52% in Australia, 53% in Germany and 63% in Canada.

Andre Poulain, formerly International Manager of Polydor, is with

CBS since September 1st as Directeur de la Gestion des Produits Nationaux et internationaux. Poulain, who is 30, has been responsible for bringing the King Records contract (James Brown) to Polydor. His new post with CBS had been held by Jacques Ferrari who is leaving CBS Records to become General Sales Manager for Europe of the EVR partnership (EVR: Electric Video Recording system, being a partnership between CBS, CIBA and I.C.I. for the marketing of EVR developed by the CBS laboratories).

Jean Pierard, Tutti general manager, is back in town after a stay in Yugoslavia for the Split Festival. Pierard brought back the subpublishing rights of "Mono Moj Dobri Mono," the song which won the first prize.

Joe Dassin has achieved a new record in the record sales field having three songs in the present chart: "Les Champs Elysees," "Le Petit Pain Au Chocolat," and "Ma Bonne Etoile." Dassin, who will surely be the winner of the next MIDE trophy for France, will be appearing at the Olympia for the first time starting October 23.

## France's Best Sellers

1	Que Je T'Aime (Johnny Hallyday) Philips; Suzel
2	Alors Je Chante (Rika Zara) Philips; Tutti
3	I Want To Live (Aphrodite's Child) Mercury
4	Les Champs Elysees (Joe Dassin) CBS; Music 18
5	Je T'Aime Moi Non Plus (Jane Birkin) Philips; Transatlantiques
6	Le Meteque (Georges Moustaki) Polydor; Continentales
7	Get Back (The Beatles) Apple; Northern-Tournier
8	Le Petit Pain Au Chocolat (Joe Dassin) CBS; Sugar Music
9	La Premiere Etoile (Mireille Mathieu) Barclay; Banco
10	Oh Lady Mary (David Alexander Winter) Riviera; Barclay
11	C'est Extra (Leo Ferre) Barclay; G. Meys
12	Tous Les Bateaux Tous Les Oiseaux (Michel Polnareff) AZ; SEMI
13	Ballad of John And Yoko (The Beatles) Apple; Northern-Tournier
14	La Colline de Santa Maria (Sheila) Carrere; Carrere
15	Ma Bonne Etoile (Joe Dassin) CBS; Sugar Music

## Mexico's Best Sellers

This Week	Last Week	
1	1	Get Back — The Beatles — Apple
2	2	The Ballad Of John & Yoko — The Beatles — Apple
3	3	In-A-Gadda-Da-Vida — Iron Butterfly — Atlantic
4	6	*La Senal — Los Montejos — Capitol
5	4	Azucarado — Patty — Capitol
6	5	Maria Isabel — Los Payos — Gamma
7	—	Me Quiero Casar Contigo — Roberto Carlos — CBS
8	8	Casatschoek — Dimitri Dourakine — Philips
9	—	Estoy Loca Por Ti — Elizabeth — Raff
10	10	Eloisa — Barry Ryan — MGM

\*Indicates locally produced record

## CashBox Australia

The MCA label has been launched across the nation through Astor Records, the first release being one of the hottest singles in the United States, "Sweet Caroline" by Neil Diamond. In each capital city of Australia, Astor offices had a glamorous mini-skirted young lady wearing "Sweet Caroline" sashes deliver the record to disc-jockeys and radio programmers and invited them to attend a press party later. This well co-ordinated promotion campaign obviously met with great success and gave the MCA label a great start in Australia. "Sweet Caroline" is catching all kinds of airplay for Neil Diamond and should soon be showing on the national charts.

Disc-jockey Johnny Young (station 3XY) is showing great strength as a composer these days as well as a performer. Johnny wrote the Russell Morris smash, "The Real Thing," which is released in America on Diamond and by Decca in England. Johnny also wrote a very delightful ballad called "The Girl That I Love" which is on Russell Morris's new single. It is rapidly emerging as the top side of the record and rightly so. Now we find that Young has also written the "A" side of the newie for local "Uptight" television compere Ross Wylie; the song is called "The Star."

Local artist Kamahl is receiving substantial play on his version of "Sounds Of Goodbye" which is out on Philips. The country song was written in America by Eddie Rabbitt and Dick Heard. The sheet copy on the song is out for Castle Music, the publishing subsidiary of E.M.I.

Tiny Tim is in Australia now for his season at the Chevron Hotel in Sydney. Tiny has received a big

press coverage, which delights Des Steen, the promotion boss of Australian Record Company which handles the Reprise catalog in this part of the world. Reprise is on fire with "Ruby" by Kenny Rogers and the First Edition which has become a real monster.

W & G Records are attacking the singles market again with a batch of new disks including "It Miek" by Desmond Dekker; "Almost Close To You" by Julie Rogers; "Alabam" c/w "My Abilene" by Guy Mitchell; and the local group called Freshwater with "Together Till The End Of Time" c/w "It's In Your Power."

The album market in this country, apart from the monster names in the business, seems to be moving more and more in favor of low-priced product, and most major record companies are now devoting a lot more time, effort and money towards their budget catalogs than they have in the past.

The penetration of the Music For Pleasure line has triggered-off this renewed action on low-priced albums. Albums are now being racked extensively through news agents, chain-stores, and in fact through any retail establishment that will allow a rack to be installed. Most of this low-priced product is being retailed at (Aust.) \$1.99, the lowest price of all major catalogs in this country. Several companies have met the challenge of MFP and are now selling at \$1.99 through many of the same outlets, and others are marketing a line of \$2.50 albums. There is no doubt in the wide world that low-priced albums are here to stay and will eventually dominate the album market.

## Australia's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	7	In The Ghetto (Elvis Presley — RCA)
2	5	3	A Boy Named Sue (Johnny Cash — CBS) Essex Music
3	6	5	In The Year 2525 (Zager & Evans — RCA) Essex Music
4	4	8	My Sentimental Friend (Herman's Hermits — Columbia) Southern Music
5	9	2	Sugar, Sugar (The Archies — RCA)
6	2	6	Honky Tonk Women (Rolling Stones — Decca) Essex Music
7	—	1	*Part Three Into Paper Walls (Russell Morris — Columbia) E.H. Morris
8	3	5	Ruby, Don't Take Your Love (Kenny Rogers — Reprise) Southern Music
9	—	1	Listen To The Band (The Monkees — RCA) Screen Gems
10	—	1	*One (Johnny Farnham — Columbia) Associated Music

\* Asterisk indicates locally produced record

## Holland's Best Sellers

This Week	Last Week	
1	1	In The Year 2525 (Zager & Evans/RCA) (Essex Holland-Basart/Amsterdam)
2	—	Don't Forget To Remember (Bee Gees/Polydor) (Dayglow/Hilversum)
3	—	Scarlet Ribbons (The Cats/Imperial)
4	2	Saved By The Bell (Robin Gibb/Polydor) (Dayglow/Hilversum)
5	4	Venus (Shocking Blue/Pink Elephant) (Veronica Music/Hilversum)
6	5	Honky Tonk Women (Rolling Stones/Decca) (Essex-Basart/Amsterdam)
7	—	Ruby Don't Take Your Love To Town (Kenny Rodgers & First Edition/Reprise)
8	—	Baby, I Love You (Andy Kim/Dot)
9	—	Bloody Mary (Tom & Dick/Philips)
10	8	Ma Belle Amie (Tee Set/TSR)

## Belgium's Best Sellers

This Week	Last Week	Weeks On Chart	
1	3	3	Venus (Shocking Blue — Pink Elephant)
2	5	2	Curly (Move — Regal Zonophone)
3	1	6	Saved By The Bell (Robin Gibb — Polydor)
4	9	2	Viva Bobby Joe (The Equals — President)
5	8	2	Don't Forget To Remember (The Bee Gees — Polydor)
6	2	7	In The Year 2525 (Zager & Evans — RCA)
7	10	4	Jack And Jill (Tommy Roe — ABC)
8	6	8	Goo Goo Barabajagal (Donovan — Epic)
9	—	1	Goodnight Midnight (Clodagh Rodgers — RCA)
10	—	1	Natural Born Bugie (Humble Pie — Immediate)





## Holland

Bovema's American label manager Joop Visser enthusiastically reports his star-studded release with great albums in the full-price category of a.o. Canned Heat, Johnny Mann Singers, Fifth Dimension, Bonzo Dog Band, Nancy Wilson and Ray Charles. This wonderful package will be supported with heavy advertising and merchandising help following the trend of progressive sales-growth.

Another Bovema import release is the new series on the Westminster label as a result of a joined effort of several European EMI branches. 25 albums with superb classical music which will be sold in the low-price category. Of course merchandising material will support this important release. From the local Bovema studios we mention three big albums: a new Ben Webster recording with Jacques Schols, bass, John Engels, drums, Cees Slinger, piano; a brilliant new sound of one of Holland's leading groups the Buffoons and last but not least an LP called "Their Greatest Hits" with titles of Bovema's groups the Cats, the Buffoons, Brainbox, Gloria and Left Side, which record demonstrates Bovema's strong grip on the Dutch pop market. First sales reports mention great results. The same goes for the new single of the Cats. In the first days of its release, sales records of "Scarlet Ribbons" were broken. This single entered the charts on 3rd position.

This week Phonogram N.V. rush-released the latest Jethro Tull album, "Stand Up," which is already very successful in England with a No. 1 position in the LP charts. To promote his latest single on the Philips label, "Space Oddity," British singer David Bowie last week visited Holland to appear in the TV program "Doebidoe" and meet some of the Dutch deejays. Phonogram's sales campaign for September includes a new album by Rika Zarai called "Alors Je Chante" which is already very popular on single. After her very successful performance at the New Orleans Jazz Festival, Dutch leading jazz singer Rita Reys has a new LP on the market which was recorded in England and is called "Rita Reys Today." Jazz magazine Down Beat reserved a second place for Mrs. Reys in the Down Beat poll for artists deserving wider recognition. Rita Reys shared her second position with another celebrity Janis Joplin. Also in the Phonogram September campaign is a new album by French singer George Brassens and one by the well-known Barbara.

In the classical field Phonogram released the first album by world-known Dutch opera singer Christine Duetekom. At a well-attended press conference in the Amsterdam offices of Phonogram, Director Jach Haslinghuis presented the first copy to Mrs. Duetekom.

CNR records was the first in the world to release Russian Melodia musicassettes. Among this first release were two cassettes with songs by the Alexandrov Ensemble.

At the same time Ariola-Germany and CNR-Leiden will release Heintjes' new LP, "Ich Sing Ein Lied Fur Dich" (I Sing A Song For You). Seven songs on the German LP are from the 13-year old Dutch boy's film "Ein Herz Geht Auf Reisen" (A Heart's Journey), Heintjes' latest single "Scheiden Tut So Weh" (Breaking Up Hurts) reached the charts two weeks after its release.

Polydor Nederland is enjoying an enormous success with all of its James Brown records. His double-sided U.S. rider "Mother Popcorn" coupled with the instrumental "The Popcorn" is now in the Dutch Top 20. Polydor label manager Nico Van Biemen last week released the second volume of "James Brown's Greatest Hits." This

new album features such all time Brown favorites as "I Can't Stand Myself," "There Was A Time" and "The Soul Of J.B."

On the Atlantic label, Polydor released a fantastic batch of re-releases in its Special series. It includes several Rhythm & Blues best sellers from the past such as "Spanish Harlem" by Ben E. King, "Hallelujah I Love Her So" by Ray Charles, "Hold What You've Got" by Joe Tex, "Last Night" by the Mar-keys, "Gee Whiz" by Carla Thomas, "Mercy" by Don Covay, "Save The Last Dance For Me" by the Drifters and last but not least "The Great Otis Redding Sings Soul Ballads."

Polydor's promotion manager Harry Knipschild has several new action singles going in the local stations. "My Special Prayer" by Percy Sledge, "Was Damals War" by Karl Gott, "If It's Tuesday" by Bojoura, "Share Your Love With Me" by Aretha Franklin and "Time Will Show" by local pop group Clover Leaf are all in the radio Veronica tip parade.

"Don't Forget To Remember" by the Bee Gees and "I Can't See Nobody" by the Marbles are the new chart entries of Polydor this week.

Next to its Stax series, Negram introduced this week a series of eight Volt albums including brilliant material of such artists as Steve Mancha, J.J. Barnes, Steve Cropper, the Emotions, the Mad Lads and Mavis Staples. The Star line was extended by the release of new albums by Booker T., Albert King, Carla Thomas, Eddie Floyd, Johnnie Taylor and many others. In the single field, the labels saw strong action on Johnnie Taylor's "I Could Never Be President" and a promotion drive on Booker T.'s new A-side "Soul Clap '69."

Negram Delta's local production department has released four very hit potential singles by the Eddysons, the Dreams, Andy Star and the Fools. The Eddysons recorded Michael d' Abo's "Sad Old Song" and their own composition "Cousin Pretty." Peter Tetteroo produced Fools' single on Delta of two original songs: "Where Is The Day" and "Fools Like Me." Andy Star & the Stripes, currently very popular in Holland, Germany, Switzerland and Austria, are getting lots of airplay, whilst underground group the Dream, currently "in" with "Rebellion," is getting strong publicity via all underground outlets.

Negram's hottest artist Tony Bass, scoring constant top ten hits in Belgium and Holland, has a very strong album out featuring his hits: "Ik Ben Met Jou Niet Getrouwd," "Saunabad" and "Gina Lollobrigida." The album promises to be a sure hit in all Benelux.

Recent CBS additions to the single field include the latest by Georgie Fame, "Peaceful"; the English group Steamhammer with their first CBS single "Junior's Wailing"; a re-release of Johnny Cash' former hit "Ring Of Fire" compiled with "Bonanza"; and the first single by Tim Hardin, "Simple Song Of Freedom." New CBS additions in the popular LP field include a new album by Barbra Streisand, "What About Today," and an album by Mahalia Jackson, "Mahalia! Sings The Gospel Right Out Of The Church." CBS also released an album by Champion Jack Dupree called "When You Feel The Feeling You Was Feeling" to tie in with his "live" performance in Haarlem at the Haarlem Concert Building September 13 as a guest to celebrate the 20th anniversary of the Haarlem Jazz Club. In the classical field CBS released "The Historic Organs Of Europe" performed by Power Biggs; Tchaikovsky's "Pathetique Symphony" by the Philadelphia Orchestra under Eugene Ormandy as well as a three record set with works by Bach played by Charles Rosen, piano.



FIDDLIN' AROUND—Prior to his assuming the lead role in the English production of "Fiddler On The Roof," Dutch RCA artist Lex Goudsmit was presented with a Gold record for sales of 25,000 copies of the Dutch "Fiddler . . ." "Anatevka." Presentation was made by Wim Brandsteder, director of RCA Holland and Pierre Dam, publicity manager of the firm, who flew in for the occasion. Pic above shows a suitably bearded Goudsmit and Brandsteder.



## Mexico

Discos Universales, S.A. (DUSA) reported than in less than two months Los Tenientes de Anahuac has sold 1,500 copies of their first LP on the Polydor label. These ten lieutenants of the City Traffic Department have been booked for TV and theatre. Polydor has launched a new promotion in favor of Spanish talent; the first recordings of Los Iberos, Julio Iglesias and Ivana are already on the market.

Angelica Maria, popular RCA vocalist, will soon leave for Venezuela where she is engaged to do night club and TV appearances. Marco Antonio Muniz, another of RCA's best sellers, also will be away. He is expected to be on the road for more than three months. His tour will include Venezuela, Colombia, Puerto Rico, Santo Domingo and United States. In the meantime, he is rushing video tapes for the TV series he does with Carlos Lico, and in a hurry recording 24 new numbers for two forthcoming RCA LP's.

Due to the big success of his first Mexican appearance, the well-known pianist and singer Earl Grant will soon be back in Mexico City.

Gloria Lasso (Peerless), a popular Spanish singer rooted in Mexico, is doing great as impresario at Luigi's, a fashionable spot in Mexico City. At its reopening, all the VIP's of the record industry and show business were present.

Most touching was the homage rendered to Agustin Lara, Mexico's most prolific composer, at the Alameda Central (whose auditorium was named after him). To sing most of the maestro's productions, were, among many others, such attractions as Carmela Rey, Tona La Negra, Pedro Vargas, Rafael Vazquez, Rebeca, Alejandro Algara and Libertad Lamarque.

It has been noticed that in the last few months the Mexican disk buyer has turned to the Burt Bacharach sound. RCA, the firm that handles the A&M Record label, in response to such demand just released an EP and a LP containing among other fine numbers, "I'll Never Fall In Love Again," one of the Bacharach favorites in Mexico.

"Something Going" with Alzo & Udine on Mercury is one of the most programmed records, and DUSA is reporting good sales figures.

## Argentina's Best Sellers

This Week	Last Week	Title
1	2	Te Regalo Mis Ojos, (Relay) Gabriella Ferri (RCA)
2	1	*Tiritando, (Relay) Donald (RCA)
3	3	*Rosa Rosa, (Ansa) Sandro (CBS)
4	14	*Cosquillas, (Melograf) Donald (RCA)
5	7	*Tengo La Piel Cansada, Piero (CBS)
6	11	Caballos Verdes, Trocha Angosta (Music Hall)
7	6	Proud Mary, Creedence Clearwater Revival (EMI)
8	13	Sugar Sugar, Archies (RCA)
9	4	Ma Che Fredro Fa, (Relay) Nada, Iracundos (RCA); Willy Martins (EMI)
10	—	*Cuentame, Freda y Max (CBS)
11	19	*Extrana De Las Botas Rosas, (Relay) Joven Guardia (RCA)
12	8	Ave Maria, Raphael (Music Hall)
13	—	Jinetes En El Cielo, Raphael (Music Hall)
14	5	*Viva La Vida, (Clanort) Palito Ortega (RCA)
15	12	*Otra Vez En La Via, (Melograf) Naufragos (CBS)
16	10	*Mi Viejo, (Korn) Piero (CBS)
17	9	*Penumbra, (Ansa) Sandro (CBS)
18	—	*La Pistola, Juan Carlos Calabro (Tolima)
19	—	*Ayer Aun, Carlos Javier Beltran (Disc Jockey)
20	15	Heather Honey, Walkers (Music Hall)
20	17	*Argentino Hasta La Muerte, Roberto R. Fraga (CBS)

\*local copyrights





**MARIPOSA FOLKS** — A cluster of RCA's artists performing at Toronto's recent Mariposa Folk Festival are shown at the picnic grounds with John Pozer (second from left), exec assistant to the label's vice president; Vivian Hicks of RCA's Dunbar Productions. The performers are country singer Billy Charne (left), Alistair and Linda (right of center) who make up the Nimbus 9; and new discovery David Bradstreet (right) who is due to make his first recording soon.



## Belgium

For a few months now BRT 2 radio (Hitgolf) has made up a collective top 10. The most important Belgian papers (weeklies and monthlies) copy this hit parade. In a few months the "Nationale Hitgolf Top 10" has grown into the leading hit parade in Belgium.

Polygram released the record "Dynamite Woman" by the Sir Douglas Quintet with a great promotion campaign. There was also much attention given to Jethro Tull's "Stand Up" LP on Island Records. Inelco (RCA Records) distributes MCA in Belgium now. The first record released is "Big Bertha" by the English group Windmill. Inelco's promotion service will take special care of MCA productions. Further RCA records scoring big success are "In The Year 2525" (Zager & Evans) and "In The Ghetto" (Elvis Presley).

"Venus" by the Dutch group Shocking Blue on Pink Elephant is a real smash. Another Pink Elephant record, "Voodoo ju ju Obsession Parts 1 and 2," by the Spirit Of Voodoo has been given a great promotion. Pink Elephant is distributed by Fonior here. Palette released a new record by Belgium's most popular male singer, Will Tura. The record is entitled "In de koolmijn," written by Jean Kluger

and Nelly Bijl. The flipside is the Dutch version of "On veut toujours ce qu'on n'a pas."

Max Romeo's "Wet Dream" is played quite a lot on BRT radio in spite of the BBC ban. In Belgium two companies released this record. They are Polygram, that has a contract via the Dutch company Phonogram, and Frankie Music, that has a direct contract. Polygram released "Wet Dream" on Pama Records and Frankie Music on Supreme Records.

A big hit is expected for "Heya" by J. J. Light on Liberty. The record is a smash in France. The Belgian group the Mec-Op Singers recorded their version of the song "Stop The Machine" by the Dutch group Swinging Soul Machine. A few underground effects were added. It was the BRT 2 Hitgolf tip of the week. Both records were released by Gramophone. On the Harvest label the new Deep Purple record "Hallelujah" was released. The group had a lot of success at the latest Bilzen Festival.

Barclay distributes Chess in Belgium. The first Chess record was an immediate success: "I Can Sing A Rainbow/Love Is Blue" by the Dells. The record owes this success to an enormous Radio Luxemburg plugging.

## Argentina's Top Ten LP's

1	1	Preferidos A La Luna, Selection (RCA)
2	2	De America, Sandro (CBS)
3	3	Pintura Fresca, Pintura Fresca (Disc Jockey)
4	—	Volumen II, Leonardo Favio (CBS)
5	4	El Golfo, Raphael (Music Hall)
6	6	Viva La Vida, Palito Ortega (RCA)
7	7	No Apto Para Menores, Los Parranderos (Magenta)
8	—	Live Otra Vez, Johnny Rivers (EMI)
9	—	El Tigre, Roberto R. Fraga (CBS)
10	9	La Magia, Sandro (CBS)



## Argentina

Hugo Piombi, CBS' promo topper, infos about the premiere of the second Sandro film, "La Vida Continua," which is expected to follow the success of his first. Another CBS artist, Roberto R. Fraga, has signed a contract for three films, the first one to be started in a few weeks. Leonardo Favio is currently in Puerto Rico after a stay in New York and will afterwards jet to Lima, Peru, before returning to Buenos Aires.

RCA's Ulises Granito infos about the release of a new single by Dyango who is returning to Buenos Aires after his successful single "Lejos de los Ojos" for personal appearances and TV. New titles are "Eramos" and "Olvider" and the label expects to sell it strongly. As we have noted before, a string of foreign artists are visiting Argentina this season, and RCA is profiting with many of these visits, generally resulting in strong sales and demand for more appearances in person.

Music Hall reports the contracting of Owe Monk, Swedish soloist who belonged to the Con's Combo till the dissolution of the group some months ago. The diskery feels happy with the results of the singles cut by Elizabeth ("Estoy Loca por ti"), Spanish group Los Mitos, and the new releases by Andy Kim and Argentine chanter Alberto Cortez, currently in Spain, all showing good dealer reaction.

Phonogram's Eduardo Falu is currently starring the Channel 7's top folk music program, "Folklorisimo," appearing with artists like Cuarteto

Zupay, Daniel Toro and Ariel Ramirez. Falu is preparing a new tour to Japan where he is a top star. In the meantime, Ariel Ramirez is preparing a new album, after his latest one ("Mujeres Argentinas") which was a strong selling item.

Rodriguez Luque of Disc Jockey is working on the promotion of the new single by Carlos Javier Beltran, "Ayer Aun," which has already entered the charts. The first LP by beat group Pintura Fresca is also selling very well, and a new single has been scheduled for the near future. The label is preparing also the release of a new single in Spanish by Charles Aznavour, originally recorded by Barclay of France.

Microfon is promoting the new LP released by Virginia Luque with several tango standards aimed at the many fans of the chantress and actress. There is a new LP by folk chanter Claudio Monterrio and a second volume of Chacho Santa Cruz successful album "Entre Hombres." Santa Cruz is currently touring the interior of the country after spending three months in Buenos Aires.

Mauricio Brenner of Fermata infos about the release of the soundtrack of the recently-premiered film "Don Segundo Sombra," currently being screened with strong box office results. The diskery is also working hard on a new waxing by Brazilian star Erasmo Carlos, "Sentado a la Vera del Camino," originally produced by RGE in that country.

## Germany Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	Record Title	Label	Artist
1	1	4	Honky Tonk Women	Decca	The Rolling Stones
2	2	2	Give Peace A Chance	Apple	Plastic Ono Band
3	3	4	*Heute so, morgen so (Today It's This, Tomorrow That)	Vogue	Roberto Blanco
4	4	4	In The Ghetto	RCA	Elvis Presley
5	5	4	*Was damals war (What Used To Be)	Polydor	Karel Gott
6	6	6	Pretty Belinda	Vogue	Chris Andrews
7	7	6	Oh Happy Day	Buddah	Edwin Hawkins Singers
8	8	2	In The Year 2525	RCA	Zager & Evans
9	9	2	*Ein bisschen Goethe, ein bisschen Bonaparte (A Little Goethe, A Little Bonaparte)	Decca	France Gall
10	10	2	Mendocino	Mercury	Sir Douglas Quintet

\*Original German Copyright

## Mikulski Exits CBS Schallplatten; Wolpert To Take Reins November 1

NEW YORK — Bernhard Mikulski has left CBS Schallplatten, it was announced last week. CBS and Mikulski formed CBS Schallplatten in partnership in 1963, and the diskery has grown considerably since then.

Rudolf Wolpert will take over the management of CBS Schallplatten and April Musikverlag on November 1.

Wolpert joined CBS Schallplatten in April 1965 as an assistant to the manager. He attended the CBS management training course in New York and afterwards took over executive positions in the areas of administration and manufacturing at CBS Schallplatten. In 1968 he moved to the sales, marketing and creative side of the company.



## Bally Corp. Acquires Belgium Distributor



Bill O'Donnell

CHICAGO — Bally Manufacturing Corporation has signed an agreement to acquire its large independently-owned Belgium distributor, Bally Continental, Ltd.

Under the terms of the agreement, Bally Manufacturing is to issue up to 195,000 shares of its common stock. Of this amount 150,000 share are issuable in relation to earnings achieved by Bally Continental over a five-year period based on a formula requiring, for full share issuance, annual earnings of Bally Continental to average at least \$500,000 after taxes.

Bill O'Donnell, president of the expanding Chicago-based organization said: "Our association with Bally Continental, Ltd., has been a long and successful one. Now, as an integral part of our company, we will be able to expand this operation even further in a rapidly-growing European market."

Headquartered in Antwerp, Belgium, Bally Continental was founded in 1950 by Alex A. Wilms. The company was then called European Amusement Cy. and dealt basically in the sale and service of used coin-operated amusement equipment.

It became associated with Bally in 1957 and began to build a vast distributor network throughout Europe. In 1963 the name was changed to Bally Continental and by the following year it had become a leading distributor of coin-operated amusement and gaming equipment in Europe.

Bally Continental plans to build large new facilities next year on a four-acre tract of land near the Port of Antwerp. They will contain under one roof the offices, the shop, the service and parts department, the transit-bonded warehouse and eventually, when needed by the Common Market, production facilities.

This was the third acquisition announced by Bally Manufacturing Corporation in recent months.

On July 18, the company announced an agreement to acquire Lenc-Smith Manufacturing Company of Cicero, Ill. This maker of cabinets for coin-operated amusement equipment such as bowling, shuffleboard, gun and pinball games as well as pool tables, sewing machine cabinets and a line of furniture has annual sales of \$2½ million. The acquisition was consummated on August 1 for an undisclosed amount of stock.

On July 21, Bally agreed to acquire Midway Manufacturing Company, Chicago, also for an undisclosed amount of stock.

O'Donnell said the company plans to continue seeking acquisitions of well-managed, profitable companies in related product and service areas.

## EDITORIAL: Good Salesmanship

Truly, no other word in the language of business has so many varied connotations than "salesmanship." To some, especially those whose very livelihoods depend on sales commissions, it means the **push, push, push** of the hard sale through forceful language, lots of dramatic gestures and an occasional off-color joke to spice up the spiel. To others, selling is simply filling orders, much like a restaurant waitress "sells" food.

We think the real art of selling, as it should be employed in the coin machine business, is basically to **satisfy a need** for the products and service it offers. Somewhere between the hard and soft sale. Although music and amusement machines play a vital role in filling modern man's leisure time entertainment needs, this equipment could never be classified as "essential to the national welfare." How then, can the music and games operator, distributor and manufacturer fill a need that many say doesn't exist? Simply, by creating one.

As one of our better games sales managers confided to us last week: "I never try to force equipment down anyone's throat. When you try to sell a guy more than he needs, what you're really getting back is resentment. Time comes when he does need a few pieces and he's almost certain to go elsewhere." However, this particular salesman is no "order taker" by any means. While filling a customer's basic needs on one hand, his real secret is to move extra machines by **enlarging** on those basic needs. Example:

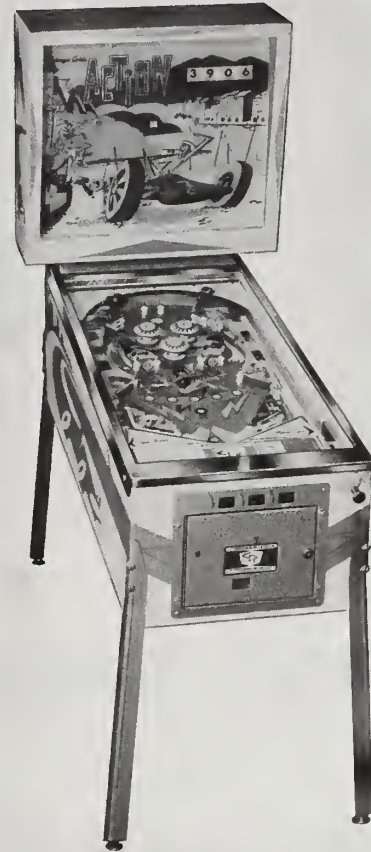
The good music and games distributor knows about many of his operators' locations. It may sound preposterous but many distributors have a very good idea who operates where. When the operator drops by for something, the distributor just doesn't inquire: "Hey, you need a new pinball?" — he suggests one or two specific spots where that new pinball or specialty game could neatly fit in the customer's route operation. Far from pushing extra equipment down anyone's throat, here the distributor often does his customer a favor by **reminding** him extra coins can be gained by placing this new machine in that location.

Good distributors sell more equipment also by helping their operators to find new locations. There's no better way to create a need for new equipment than by searching out location possibilities and parcelling out the information to operator-customers. And while we're at it, the good distributor makes his income primarily from the profit on equipment, not from exorbitant finance charges. But that's another editorial.

On the operating end, the good street operator should not merely satisfy his locations' various equipment needs but create additional needs through the exposure of new product that would also fit into his various stops. For example, each music operator can earn some extra income by suggesting to certain of his customers that a remote wallbox be placed in an adjacent area to the bar for the convenience of patrons.

Simply then, good salesmanship is first digging a hole in somebody's backyard and then selling him the dirt to fill it up. It means that manufacturers should lend their advice and assistance to their dealers to develop new operator-buyers. It means distributors helping their operators to find new locations for equipment. It means for operators to persuade their locations that additional service can be devoted to their patrons thru additional machines.

## 'Action' Aplenty In New ChiCoin 1-Player



CC Action 1-PI.

CHICAGO—ChiCoin is really where the "Action" is as it unveils its new single-player pingame. This one is a dandy featuring two new impact target gates which send scores soaring.

The impact of the ball hitting the gates determines score values from 100 to 500. Players can also roll up points by hitting any of four targets. In addition there is an action pocket as well as side lanes which score special when lit.

The backglass is highlighted by a Lucky 7 racing car driver, an obvious winner, juggling from the cars that are eating his dust and by the winsome lassies who are cheering him on. Could be they're also applauding ChiCoin for producing what looks like a sure operator's winner.

"Action" is adjustable for 3-5 ball play. The game has a lift out self-locking playfield and an extra large cash box with individual coin separators. It can be played at 10¢, 3-25¢ but it also can be adjusted for 2-25¢ play.

This one-player made its debut at the MOA Show and is now available at your distributor.

## FAMA Picks Daytona

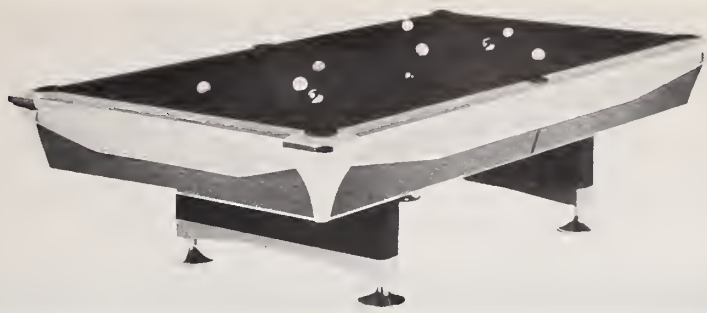
TALLAHASSEE, FLA. — The membership of the Florida Amusement & Music Association has overwhelmingly selected Daytona Beach as the site of their 1970 convention.

No specific location has been determined as yet, but Sol Tabb, convention committee chairman, and executive director Julius Sturm have been scouting facilities at several Daytona Beach hotels.

Recently the FAMA legislative committee met in Tampa to discuss proposed legislation which would legalize free play on pinball machines and three bills dealing with pool table



## Two New Tables From Fischer



The Empire Professional

TIPTON, MO. — A new top-of-the-line pocket billiard table and a new smaller size model with professional proportions have been added to the line of home billiard equipment offered by the Fischer Manufacturing Company, Tipton, Missouri.

The Empire Professional, a full size 4½-foot by 9-foot table primarily designed for commercial use, is Fischer's new step-up model for the serious player who wants a home billiard table with truly professional feel and play action as well as fine furniture styling.

The Lancer 6, Fischer's first 3-foot by 6-foot table range, is designed for the growing market that lacks playing room for larger tables but still demands a good, sturdy, well built home billiard table. The Lancer 6 features Fischer's exclusive Steel-ite 2½-inch steel reinforced honeycomb playfield guaranteed not to warp for five years.

The Professional comes with precision smoothed 1-inch slate playfield, K-66 molded canvasback pure gum rubber cushions and professional wool/nylon green billiard cloth covering. Exclusive Wedge-lock cushion construction locks cushion, top rail, playfield and frame together in a single, perfectly rigid unit and playfield is guaranteed level when leaving factory.

Both new models have Fischer's extra wide, 5½-inch top rails of burn-

structed and has rigid, wedge-type bolted legs with wrench adjusted leg levelers. The body and legs are finished in durable, vinyl clad-on and the model comes with a special accessory package that includes quality imported balls, two cues, triangle, shake bottle and peas, cue repair kit and rule book.

proof, stainproof wood/grain formica with heavy chrome top rail castings and inlaid diamond markers.

The Lancer 6 is heavily con-

## Expect Texas

### Coin Boom

### As Bars Swing Later

AUSTIN — The coin machine business in Texas is expected to get a boost from a law permitting taverns and clubs in counties of over 300,000 population to serve alcohol until 2 a.m. daily. The law went into effect on Sept. 1.

At the same time, a law went into effect requiring the licensing of music and game machine companies and providing for penalties to operators who become directly involved with the ownership of tavern locations. This measure was the result of a special investigation by a House committee last year.

Meanwhile in Houston, city councilman Bob Webb asked the municipal legal department to investigate how much the city can increase club and tavern license fees to cover the expected increase in cost to police establishments, due to the extended drinking hours.

## Berg Appointed



CHICAGO — Edward O. Berg has been appointed plant superintendent of Bally Manufacturing Company. He succeeds Charles Nelson, who recently resigned to enter another line of business. Previously, Berg was chief industrial engi-

## Granger's Mother Dies

CHICAGO — Mrs. Audrie May Granger, mother of MOA executive vice president Fred Granger, died Saturday August 30th after a lengthy illness. She was 71 years old.

Funeral was held in Hastings, Michigan their home town. Survivors, in addition to Fred, include a sister, several grandchildren and some great grandchildren.

## \$2 Million In Death Claims Paid By Spindel Ins.

CHICAGO — Manfred S. Spindel, president of Spindel Insurance Agency Inc., and Spindel Insurance of Arizona, has just announced that their agencies have passed the \$2,000,000 mark in death claims paid to distributors on installment sales made to operators in the United States. Claims paid in foreign countries are not included in this figure. Spindel states that it is a paradox that there are "still numerous die-hard distributors who are not using this protection."

Since a number of territories are now served by factory branch distributorships, a further decline in the use of life insurance on debtors is being experienced. This may be due to the lack of saleable interest on the part of the local manager, or the lack of a set policy on the part of the factories.

It is hoped that the volume of this business will increase to the companies that are making this insurance available to the industry to help produce a better loss ratio for those life insurance companies that are engaged in offering this coverage to the games, music and vending business.

# EXCITINGLY NEW Bally ON BEAM

5-DIGIT  
ASTRONOMICAL  
SCORES

WITH THRILLING  
SPACE-CHASE  
FEATURE

## SUCCESS RINGS UP 3000

Fancy flipper finagling and skill science (A) put lit Space-Ship on same Beam with lit Space-Station, (B) keep Ship and Station on same Beam (C) and advance Ship to position alongside of Station, adding 3000 to score. And the 3000-points "docking" trick can be repeated again and again with each ball.

## AND LIGHTS SPECIAL

"Docking" Ship at Station also lights SPECIAL at Center Target on playfield, which triggers Target to propel Extra Ball directly to playfield if hit with SPECIAL lit.

STANDARD MODEL  
ADD-A-BALL MODEL

**1000 SCORE TAG  
ON 11 DIFFERENT TARGETS**

- ★ Center Target scores 1000 or SPECIAL
- ★ 4 Top Rollovers score 1000.
- ★ 4 Mushroom Bumpers score 1000.
- ★ 2 Bottom Rollovers score 1000.
- ★ 2 Bottom Rollovers score 500
- ★ 4 Thumper Bumper score 10 when lit.
- ★ 2 Slingshot Kickers score 10.
- ★ Operate with or without Match-Score.
- ★ Wide range of high score cards.

Bring slowest spots back to life in a hurry, increase collections in every type of location with a really different style flipper game. Space-Chase Feature never fails to attract attention, hold players for long sessions of play. Get Bally ON BEAM!

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.



# coin machine

## INVENTORY LIST

# used equipment

A Compilation of

Phonographs and Amusement  
Machines Actively Traded On  
Used Coin Machine Markets

## MUSIC MACHINES

### ROCK-OLA

1485 Tempo II 200 sel. '60  
1488 Regis 120 sel. '61  
1495 Regis 200 sel. '61  
1493 Princess 100 sel. '62  
1496 Empress 120 sel. '62  
1497 Empress 200 sel. '62  
404 Capri I 120 sel. '63  
408 Rhapsody I 160 sel. '63  
414 Capri II 100 sel. '64  
418 SA Rhapsody II 160 sel. '64  
424 Princess Royal 100 sel. '64  
425 Grand Prix 160 sel. '64  
429 Starlet 100 sel. '65  
426 Grand Prix II 160 sel. '65  
431 Coronado 100 sel. '66  
432 GP/160 160 sel. '66  
433 GP/Imperial 160 sel. '66  
435 Princess Deluxe 100 sel. '67  
436 Centura 100 sel. '67  
437 Ultra 160 sel. '67

### ROWE-AMI

K-120 120 sel. '60  
K-200 200 sel. '60  
Lyric 100 sel. '60  
Continental 200 sel. '60  
Continental II 100 sel. '61  
Continental II 200 sel. '61  
L-200 100-160 sel. '63  
M-200 Tropicana 200 sel. '64  
N-200 Diplomat 200 sel. '65  
O-200 Bandstand 200 sel. '66  
MM-1 100, 160, 200 sel. '67  
Kadet 100 100 sel. '67  
M-2 200 sel. '68

### SEEBURG

Q-100 100 sel. '60  
Q-160 160 sel. '60  
AY-100 100 sel. '61  
AY-160 160 sel. '61  
DS-100 100 sel. '62  
DS-160 160 sel. '62  
LPC-1 160 sel. '63  
LPC-480 160 sel. '64  
Electra 160 sel. '65  
Mustang 100 sel. '65  
Stereo Showcase 160 sel. '66  
Phono Jet 100 sel. '67  
Spectra 200 sel. '67

### WURLITZER

2400 200 sel. '60  
2404 104 sel. '60  
2410 100 sel. '60  
2500 200 sel. '61  
2504 104 sel. '61  
2510 100 sel. '61  
2600 200 sel. '62  
2610 100 sel. '62  
2700 200 sel. '63  
2710 100 sel. '63  
2800 200 sel. '64  
2810 100 sel. '64  
2900 200 sel. '64  
3000 200 sel. '65  
3100 200 sel. '66  
3200 200 sel. '67

## PINGAMES

### BALLY

Beauty Contest (1/60)  
Laguna Beach (3/60)  
Queens (3/60)  
Roller Derby (3/60)  
Barrel-O-Fun (9/60)  
Touchdown (11/60)  
Circus Queen (2/61)  
Lite A-Line (2/61)  
Barrel-O-Fun (4/61)  
Acapulco (5/61)  
Flying Circus 2P (6/61)  
Can Can (10/61)  
Barrel-O-Fun (11/61)  
Lido (2/62)  
Golden Gate (6/62)  
Shoot A Line (6/62)  
Funspot '62 (11/62)  
Silver Sails (11/62)  
Twist (11/62)  
Moonshot (3/63)  
Cue Tease 2P (7/63)  
3-In-Line 4P (8/63)  
Hootenany 1P (11/63)  
Star Jet (12/63)  
Monte Carlo 1P (2/64)  
Ship Mates 4P (2/64)  
Bongo 2P (3/64)  
Sky Diver 1P (4/64)  
Mad World 2P (5/64)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
2-In-Line 2P (8/64)  
Harvest 1P (10/64)  
Hay Ride 1P (10/64)  
Bus Stop 2P (1/65)  
Bullfight 1P (1/65)  
Sheba 2P (3/65)  
Six Sticks 6P (3/65)  
Band Wagon 4P (5/65)  
Magic Circle 1P (6/65)  
50/50 2P (8/65)  
Aces High 4P (9/65)  
Big Chief 4P (10/65)  
Discotek 2P (10/65)  
Trio 1P (11/65)  
Blue Ribbon 4P (1/66)  
Fun Cruise 1P (2/66)  
Wild Wheels 2P (3/66)

Campus Queen 4P (8/66)  
Capersville 4P (2/67)  
Rocket III 1P (6/67)  
Wiggler 4P (9/67)  
Surfers 1P (1/68)  
Dogies 4P (3/68)  
Dixieland 1P (5/68)  
Safari 2P (7/68)  
Rock Makers 4P (10/68)  
MiniZag 1P (11/68)

### CHICAGO COIN

Sun Valley (8/63)  
Firecracker 2P (12/63)  
Bronco 2P (5/64)  
Royal Flash 2P (8/64)  
Big League Baseball 2P (4/65)  
Par Golf (9/65)  
Hula-Hula 2P (5/66)  
Kicker 1P (8/66)  
Festival 4P (1/67)  
Beatniks 2P (2/57)  
Twinky 2P (9/67)  
Gun Smoke 2P (6/68)  
Playtime 2P (9/68)  
Stage Coach 4P (8/68)

### GOTTLIEB

Seven Seas 2P (1/60)  
World Beauties 1P (2/60)  
Spot A-Card 1P (3/60)  
Lite A-Card 2P (3/60)  
Texas 4P (4/60)  
Captain Kidd 2P (7/60)  
Melody Lane 2P (9/60)  
Kewpie Doll 1P (10/60)  
Flipper 1P (11/60)  
Merry Go-Round 2P (12/60)  
Foto Finish 1P (1/61)  
Oklahoma 4P (2/61)  
Showboat 1P (4/61)  
Flipper Parade (5/61)  
Flying Circus (6/61)  
Big Casino 1P (7/61)  
Lancer 2P (8/61)  
Corral (9/61)  
Aloha 2P (11/61)  
Flipper Fair 1P (11/61)  
Egg Head 1P (12/61)  
Liberty Belle 4P (3/62)  
Flipper Clown (4/62)  
Fashion Show 2P (6/62)  
Cover Girl 1P (7/62)  
Preview 2P (8/62)  
Olympics 1P (9/62)  
Flipper Cowboy 1P (10/62)  
Sunset 2P (11/62)  
Rock A Ball 1P (12/62)  
Gaucho 4P (1/63)  
Slick Chick 1P (4/63)  
Swing Along 2P (7/63)  
Sweet Hearts 1P (9/63)  
Flying Chariots 2P (10/63)  
Gigi 1P (12/63)  
Big Top 1P (1/64)  
World Fair 1P (5/64)  
Bonanza 2P (6/64)  
Bowling Queen 1P (8/64)  
Majorettes 1P (8/64)  
Sea Shore 2P (9/64)  
North Star 1P (10/64)  
Happy Clown 4P (11/64)  
Sky Line 1P (1/65)  
Thoro Bred 2P (2/65)  
Kings & Queens 1P (3/65)  
Hi Dolly 2P (5/65)  
Cow-Poke 1P (5/65)  
Buckaroo 1P (6/65)  
Dodge City 4P (7/65)  
Bank A Ball 1P (9/65)  
Paradise 2P (11/65)  
Flipper Pool 1P (11/65)  
Ice Review 1P (12/65)  
King Of Diamonds 1P (1/66)  
Masquerade 4P (2/66)  
Central Park 1P (4/66)  
Mayfair 2P (6/66)  
Dancing Lady 4P (11/66)  
Super Score 2P (3/67)  
Sing-A-Long 1PL (9/67)  
Surf Side 2P (12/67)  
Royal Guard 1P (1/68)  
Spin Wheel 4P (3/68)  
Funland 1P (5/68)  
Paul Bunyan 2P (8/68)  
Domino 1P (10/68)  
Four Seasons 4P (12/68)

### KEENEY

Old Plantation (2/61)  
Rainbow (6/62)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)

### MIDWAY

Rodeo 2P (10/64)

### WILLIAMS

Black Jack 1P (1/60)  
Golden Gloves 1P (1/60)  
Twenty-One 1P (2/60)  
Nags 1P (3/60)  
Serenade 2P (5/60)  
Darts 1P (6/60)  
Music Man 4P (8/60)  
Jungle 1P (9/60)  
Viking 2P (10/61)  
Space Ship 2P (12/61)  
Coquette (4/62)  
Trade Winds (6/62)  
Valiant 2P (8/62)  
King Pin (9/62)  
Vagabond (10/62)

Mardi Gras 4P (11/62)  
Four Roses 1P (12/62)  
Tom Tom 2P (1/63)  
Big Deal 1P (2/63)  
Jumpin' Jacks 2P (4/63)  
Skill Pool 1P (6/63)  
El Toro 2P (8/63)  
Big Daddy 1P (9/63)  
Merry Widow 4P (10/63)  
Beat The Clock (12/63)  
Oh Boy 2P (2/64)  
Soccer 1P (3/64)  
San Francisco 2P (5/64)  
Palooka 1P (5/64)  
Heat Wave 1P (7/64)  
Riverboat 1P (9/64)  
Whoopee 4P (10/64)  
Zig Zag 1P (12/64)  
Wing Ding 1P (12/64)  
Alpine Club 1P (3/65)  
Eager Beaver 2P (5/65)  
Moulin Rough 1P (6/65)  
Lucky Strike 1P (8/65)  
Big Chief 4P (10/65)  
Teachers Pet 1P (12/65)  
Bowl-A-Strike 1P (12/65)  
Full House 1P (3/66)  
A-Go-Go 4P (5/66)  
Top Hand 1P (5/66)  
Magic City (1/67)  
Magic Town 1P (2/67)  
Jolly Roger 4P (12/67)  
Ding Dong 1P (2/68)  
Ladv Luck 2P (4/68)  
Student Prince 4P (7/68)  
Doozie 1P (9/68)  
Pit Stop 2P (11/68)

## SHUFFLES

### BALLY

Official Jumbo (9/60)  
Jumbo Deluxe (9/60)  
Super Shuffle (12/61)  
Big 7 Shuffle (9/62)  
All The Way (10/65)

### CHICAGO COIN

6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)  
DeVillie (8/64)  
Triumph (1/65)  
Top Brass Shuffle (4/65)  
Gold Star Shuffle (7/65)  
Belair Puck Bowler  
Medalist (4/66)  
Imperial (9/66)  
Riviera (6/67)  
Sky Line (1/68)  
Melody Lane (4/68)

### UNITED

Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Basketball (6/62)  
Action (7/62)  
Embassy (9/62)  
Circus Roll-down (9/62)  
Lancer (11/62)  
Sparky (12/62)  
Caravelle (2/63)  
Crest (4/63)  
Rumpus Tarquette (5/63)  
Astro (6/63)  
Ultra (8/63)  
Skippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Topper (2/64)  
Tempest (2/64)  
Pacer (4/64)  
Tiger (7/64)  
Orbit (8/64)  
Mombo (12/64)  
Cheetah (3/65)  
Pyramid (6/65)  
Corral (10/65)  
Tango (2/66)  
Blazer (6/66)  
Encore (9/66)  
Altair (3/67)  
Orion (11/67)  
Alpha (3/68)  
Pegaus (8/68)

## BOWLERS

### BALLY

Super 8 (4/63)  
Deluxe Bally Bowler (1/64)  
1965 Bally Bowler (65)  
1966 Bally Bowler (4/66)

### CHICAGO COIN

Duke (8/60)  
Duchess (8/60)  
Princess (4/61)  
Gold Crown (3/62)  
Royal Crown (8/62)  
Grand Prize (3/63)  
Official Spare Lite (9/63)  
Cadillac (1/64)

Majestic (8/64)  
Tournament (12/64)  
Super Sonic (3/65)  
Preview (9/65)  
Corvette (2/66)  
Flair (9/66)  
Vegas (3/67)  
Fleetwood (9/67)

### UNITED

Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo 5 Star (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic (9/62)  
Lucky (11/62)  
Cypress (12/62)  
Sabre (2/63)  
Regal (4/63)  
Fury (8/63)  
Futura (12/63)  
Tornado (3/64)  
Thunder (6/64)  
Polaris (8/64)  
Galleon (3/65)  
Bowl-A-Rama (7/65)  
Amazon (3/66)  
Aztec (9/66)  
Coronado (6/67)

## BASEBALL

Bally Ball Park (4/60)  
CC Big Hit (10/62)  
CC All Star Baseball (1/63)  
CC All Stars Baseball (2/68)  
Kaye Batting Practice (7/68)  
Midway Deluxe Baseball (5/62)  
Midway Slugger (3/63)  
Midway Top Hit (3/64)  
Midway Little League (66)  
Midway Fun Ball (1/67)  
United Bonus Baseball (3/62)  
Wms Official Baseball (4/60)  
Wms Deluxe Batting Champ (5/61)  
Wms Extra Inning (5/62)  
Wms World Series (5/62)  
Wms Major League (3/63)  
Wms Grand Slam (2/64)  
Wms Double Play (4/65)  
Wms Ball Park (2/68)

## GUNS

Bally Derby Gun (2/60)  
Bally Sharpshooter (2/61)  
CC Ace Machine Gun (11/67)  
CC Ray Gun (10/60)  
CC Long Range Rifle Gallery (1/62)  
CC Ace Machine Gun (1/68)  
CC Riot Gun (6/63)  
CC Carnival (5/68)  
CC Champion Rifle Range (1/64)  
Keeney Two Gun Fun (3/62)  
Midway Shooting Gallery (2/60)  
Midway Target Gallery (7/62)  
Midway Monster Gun (67)  
Midway Carnival Tgt Giry (2/63)  
Midway Rifle Range (6/63)  
Midway Trophy Gun (6/64)  
Midway Captain Kid Rifle (9/66)  
Southland Fast Draw (63)  
Williams Aqua Gun (3/68)  
Williams Arctic Gun (67)

## ARCADE

Amer Shuffle Situation (5/61)  
Bally Skill Score (6/60)  
Bally Skill Derby (10/60)  
Bally Table Hockey (2/63)  
Bally Spinner (2/63)  
Bally Bank Ball (1/63)  
Bally Fun Phone (3/63)  
Bally World Cup (1/68)  
CC Pony Express (4/60)  
CC Wild West (5/61)  
CC Pro Basketball (6/61)  
CC All American Basketball (1/68)  
CC PopUp (10/64)  
Midway Bazooka (10/60)  
Midway Flying Turns (9/64)  
Midway Raceway (10/63)  
Midway Winner (12/63)  
Midway Mystery Score (8/65)  
Southland Speedway (6/63)  
Southland Time Trials (9/63)  
Williams Road Racer (5/62)  
Williams Hay Burner II (9/68)  
Williams Voice-O-Graph (62)  
Williams Mini Golf (10/64)  
Williams Hollywood Driving Range (4/65)



## Prizes Galore As Struve Hosts Gala Dinner Party In L.A.

LOS ANGELES — Struve Distributing tossed a wingding of a gala dinner party at the International Hotel in Los Angeles. A total of one hundred prizes were given away during the evening, which was hosted by Leo Simone along with an assist from Buddy Lurie.

Among the winners at this Sell-A-Thon affair were the following: the Cadillac Eldorado by Dale Freeman from El Autro, Calif.; the Camero was

awarded to Richardson Vending; the mink coat went to Sal's Music of Phoenix; Lou Zeiden of L.A. went home with the diamond ring; Watkins cigarette service in Phoenix won the trip to Japan and the trip to Europe was awarded to Hanlin & Levy of L.A.

The photos below caught some of the action and excitement of this memorable evening.



Al Hanlin (left) of Hanlin & Levy receives the congrats of Bud Lurie after winning European trip.

Lou Zeiden (right) admires diamond ring he won, while Leo Simone looks on.



H. Bringas, his wife and daughter were among the guests at the Sell-A-Thon gathering.



Left to right, Mike Guzman, Sr.; Mike Guzman, Jr.; Al Hanlin; Bud Lurie, Bernie Gootkin; Lou Zeiden & Ad Adkins.



Enjoying the festivities were Mr. & Mrs. Marv Grey along with Mr. & Mrs. Jay Horton.

Ad Adkins displaying the lovely mink stole — one of many prizes which were awarded.



Mr. & Mrs. Jerry Levy flank Joel Specht at the gala dinner.

Having a ball left to right, Harry Duensing, Bill Hall, Jerry Duensing & Jack Whitman.

## Short Of Manpower? Try Women, Says Kort

A possible solution to the man shortage problem to the industry has been suggested by Ed Kort, president of Coin Operated Industries of Nebraska.

Speaking at the association's most recent meeting, Kort commented on the progress of four women he has hired in order to alleviate the manpower shortage.

These female employees have been assigned as route checkers and, according to Kort, in this capacity "they fit quite nicely." They have alleviated or allowed retention of the men for shop and equipment moves. Although employee shortage and time have not allowed for more shop training of the women, they have been taking care of various minor problems on machines.

Another attraction at the recent meeting was the crowning of Miss Games. For this honor, Nebraska operators chose Bonnie Blend, daughter of Mr. & Mrs. Joe Blend of Omaha.

Members of COIN came to Chicago determined to exceed even their fine attendance record of last year when they had the second highest of any other state, per population.

## Apologies

NEW YORK — Due to the pressing schedule of pre-MOA activity at Cash Box, the Location Programming Guide will not appear this week. Operators can refer to the singles reviews in the Music Section to keep up-to-date on new product. We will be back, same spot next week, with the Guide and beg your indulgence for its absence in this issue. Incidentally, next week's issue will carry complete MOA Expo coverage with scads of pix and tons of verbage. Don't miss it — especially if you were unable to catch the convention and want to get info on the important events.

## Pearson Dies

Drew Pearson, the man originally scheduled to address the MOA seminar on public relations at the Chicago convention, died this week. The syndicated writer had been ill for several weeks beforehand. When news of the seriousness of his illness became known, Jack Anderson, his long time journalistic colleague, had been named to replace him at the seminar.

## National Promotes Sturdy

ST. LOUIS, MO. — James N. Sturdy has been promoted to director of engineering for National Rejectors, Inc., Eric L. Sokol, executive vice president of the firm, announced this week.

In his new position, Sturdy is responsible for all engineering development, design, planning, personnel, and procedures. He succeeds John C. Henning III, who resigned recently.

A native of St. Louis, Mr. Sturdy joined NRI in 1960 as a mechanical engineer in the company's engineering department. He was promoted to supervisor of the coin equipment group in 1966, and subsequently, he became manager of the group. Prior to joining NRI, Mr. Sturdy was a design engineer with McDonnell Aircraft Corp. and also served with Aeronautical Chart and Information Center.

## Cash Box: A Trade

## Magazine That

## Serves Its Industry



Get the Mostest For the Bestest in completely refurbished COIN MACHINE EQUIPMENT

WE ADVERTISE ONLY WHAT WE HAVE IN STOCK WORLD'S LARGEST INVENTORY

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## CashBox Round The Route

### EASTERN FLASHES

**ASSOCIATION DOINGS** — At press time, all we could learn about initial turnout at the Chicago convention was that advance registration was high (in numbers, not the other way)! Unfortunate note was death of Fred Granger's mother week before the show opened. Our condolences . . . New York State ops, let's get those reservations in for the Homowack weekend! Although the event goes off Oct. 3-5, Ben Chicofsky issued his "last call" mailing last week and it's true. Event is the annual get-together of the state's three regional associations and always enjoys great attendance; and added participation from record company execs and others from allied trades . . . Mrs. Gertrude Browne (Paramount Vending, Beacon) informs us there'll be a dinner meeting of the New York State Operators Guild at the Governor Clinton Hotel in Kingston on Sept. 17th (Wed.) Meeting, which gets underway at 7:30, will have current results of their 8-ball tournament first on the agenda. Grand playoffs for the tourney (which will bring out winners from 64 locations) are to be held in the Municipal Auditorium in Kingston, Nov. 8-9.

**VISITORS** — Into New York City week before last for meetings with-out coin table factory execs hereabouts were representatives of the Italian state supply company called Diitta Secondo, Terzo e Quarto S.N.C. (whew!). The Genoa-based slate people led by Sr. Porcello, reportedly own one of the largest slate quarries in Europe. They were due to leave Fun City Sept. 4th.

**JERSEY JOTTINGS** — Paul Kotler's soon-to-be-finished Greensbrook, N.J. National Shuffleboard Co. plant will also be heralded by some new billiard product introductions, we hear. To implement his marketing program to the fullest, Kotler has appointed the firm of Raymond Richards, Inc. of Springfield for his national advertising, sales promotion and public relations. According to the agency's president Richard Glaubinger, his firm will shortly begin an intensive marketing program to help move the National line . . . With so many reports of soft summer sales activity coming in, it's nice to hear from Bert Betti of Betson Enterprises that their July and August distributing volume ended higher than the previous year (which was also a record). Bert says the new specialty games the factories have been putting out recently accounted for a tremendous amount of the sales and he's glad to see the activity here.

**JUMP NOW** — The South's largest shopping mall is about to go into construction in suburban Memphis; one of the feats under a \$4 million Greater Memphis Program. The center will comprise 79 stores and occupy a 70 acre site. More than 1,500 local building tradesmen in the area will be employed to put the complex together. The entire center will be under one roof and presents a singularly intriguing prospect for amusement machine operator's to exploit one of the greatest "new locations" ever. The project is expected to be completed by August 1971.

**FROM THE WOODSTOCK FAIR** — Millie McCarthy, president of the New York State Coin Machine Assn., phoned to tell us all about the recent spectacular Woodstock Music Festival. Seems she was among the many local residents who took in some of the kids caught in the cross-fire of no food, no shelter and rain, rain, rain which marred the event. Millie said the kids were grand and their excitement infected all the local townfolk favorably, as opposed to the holocaust originally expected. "It was a thrill to be able to help them. I learned something from these kids that all people can really come together from all over the country and join in social harmony under one flag. It was an event we'll never

forget up here. Even the police had to say they've never seen so many kids so well behaved," she declared.

**NEW YORK STATE FAIR** — Johnny Bilotta's amusement arcade, which just closed with the ending of the Syracuse State Fair, seems to have proven out quite the equipment merchandiser in addition to a money-maker. Johnny says many of his operator-customers saw all the new specialty items operating at the arcade and watched the activity play-wise. The big drawing items at the show, according to the Newark, N.Y. distrib included Drive Master, Sea Raider, Whirlybird and that proverbial work horse World Cup.

**FROM THE SUNSHINE STATE** — The Florida Amusement & Music Association was well represented at the MOA convention, with the following members making the trek to the Windy City for the proceedings: James Tolisano, FAMA President and member of the MOA Past President Council; James Mullins, FAMA chairman of the board and member of the MOA Board of Directors Sol Tabb, North Miami operator along with Ron Rood, Orlando operator and distributor.

### CALIFORNIA CLIPPINGS

**PHONOROW REGULARS RETURNING HOME AFTER MOA** . . . Among those that should be getting back at any moment will be George Muroaka of Associated Coin Amusements. Before he left for the show we tried to find out what their booth was going to be like, but to no avail. In the past George has at least given us a few clues as to what was going to be happening, as a matter of fact we still have that nutty little box nobody knew how to open, which he had passed out two years ago. Anyway this time we couldn't get a word out of him. He said that it was going to be a real big surprise. Well, whatever it was we hope that it went over well. Before George left he did mention that he couldn't be more pleased with the way Kansai Seiki Seiakusho Corporation's "Indy 500" was selling. He reports that it is setting speed records and he is just about sold out on his first shipment. Another amusement game that should likewise "burn up the track" is "Grand Prix" by Sega. George says that he should be getting a shipment of this new game in any day now. Also standing by for a shipment of the Prestige 160 phonograph which still continues to be a steady mover. Speaking of Sega, we hear that Dave, President of that firm, and his lovely wife, Masako were in town for about a week.

**NEW ADDITION FOR CLAYTON BALLARD** . . . We spoke to a very proud and pleased grandfather when Clayton Ballard of Wurlitzer told us about the birth of his granddaughter Wendy Sue, who weighed in at 9 lb 4 oz. Hear that daughter Peggy is leaving Los Angeles to attend Long Beach State in the fall. This following bit of information doesn't really pertain to coin business but Clayton says that school is the largest state college in California, with an enrollment of 28,000. Imagine, and this is a state college not a University (they are even bigger). We want to congratulate Clayton and Wurlitzer for getting the So. California distributorship the new Brunswick coin operated pool table.

**C.A. ROBINSON ALL AT SEA** . . . Hank Tronick was most enthusiastic about the reactions that they have been getting with Midway's new "Sea Rider" submarine periscope game. Glad to hear that Steve Tronick just recently received his Phd in Microbiology and will be furthering his research at the National Institute of Health in Bethesda, Maryland. Not to leave any of the family out we are told that brother Mike is traveling through Europe camping out with a buddy. Al and Leah Bettelman should be returning from the MOA any day. We assume that as usual they took the Windy City by storm.





# CashBox Round The Route

## CHICAGO CHATTER

CHICAGO — At presstime, the early arrivals began checking into the Sherman House for MOA Expo '69! Trucks were pulling up with equipment for the display area and personnel were working on the huge exhibit floor to get everything set for the Friday opening. At the local MOA office, Fred Granger and Bonnie York were attending to a few last minute details, prior to heading over to the Sherman House. Looks like it'll be another big show!

Latest bulletin released by the architectural firm working on the new McCormick Place building indicates the premises will not be ready until 1971. Completion was originally scheduled for mid-1970. It is possible that the exhibition hall will be available in January ('71), however, the complex will also house several theaters and restaurants which show no signs of being completed before the deadline date. . . . The tremendous outpouring of new equipment from the various games manufacturers these past weeks has certainly been the talk of the trade! We've been hearing a great many comments from distributors, operators, et al, about the current all-star lineup — which was very much in evidence, of course, during the MOA conclave! It won't be too long before the phonograph manufacturers begin unveiling their new lines — something to which we are all looking forward. . . . Our apologies to Empire Dist. for a slip-up in the Empire ad which appeared in the Cash Box MOA issue. Under the listing captioned "exclusive distributors of:", Bally Mfg. Corp. was erroneously deleted!

World Wide's Nate Feinstein, Harold Schwartz, Fred Skor, John Neville, Howie Freer — the entire music department, for that matter — are anxiously awaiting the official release of the new Seeburg "Appollo" phonograph! They just can't wait to display it! Edward O. Berg, former chief industrial engineer at Bally Mfg. Corp., was recently appointed plant superintendent of the firm! Congrats! The red carpet was out at D. Gottlieb & Co. last week for the numerous MOA visitors who annually make it a point to stop by the factory while in town. Needless to say, Gottlieb is currently riding high with "Wild Wild West" which, according to Alvin Gottlieb, is a very big selling item! . . . Dates of the 1969 IAAP (Parks Show) convention are Nov. 30-Dec. 3, at the Sherman House in Chicago. Mark your calendars! Incidentally the association's summer session will be coming up this weekend at Disneyland. . . . Marvel Mfg. Co. has just released its brand new catalog of pool and billiard supplies. A mailing of the up-dated edition was made last week but Marvel prexy Ted Rubey asked us to mention the fact that the catalog is available upon request! Ted, by the way, planned to be on hand at the Sherman House, Saturday (6), for a look at the MOA exhibits and a visit with his many combiz friends who'll be in town for the show. . . . On the record scene, Joe Ceddia of Lormar tells us the following singles are starting to score with local operators: "Down Yonder" by Boots Randolph (Monument), "Tracy" by The Cufflinks (Decca), "Everybody's Talking" by Nillson (RCA) and "Love's Been Good To Me" by Frank Sinatra (Reprise) . . .

## MILWAUKEE MENTIONS

Local coinmen are very concerned about the 4% Wisconsin state sales tax and its obvious effect on business.

There is, however, a trailer bill (#642) which would exempt phonographs, pool tables and games from the tax — so operators, tavern-keepers, et al, are urged to write their assemblymen expressing their approval of this bill. **Clint Pierce, Jim Stansfield and Sam Hastings plan to meet in Madison on September 10 to discuss the problem with a tax consultant and map our further strategy.** Bob Rondeau of Empire in Menominee has asked us to inform operators in the area, through this column, to contact him for any further information regarding the tax and Bill 642. As Bob pointed out, membership in a state association is a must for operators, and most especially at a time like this when their views can be expressed more strongly as a group! . . . Homer and Rosie Seymour of M & W Vending in Marinette are mighty proud of their newly remodeled premises on Main St. They have just completed a whole new front on the display floor and shop! . . . Joel Kleiman and Sam Cooper of Pioneer Sales & Services are getting into the swing of the post Labor Day rush! Joel commented on the fine line-up of new equipment being released by the games factories. The Bally "On Beam" is doing exceptionally well at Pioneer. Also, the Rowe 25 cigarette machines! . . . John Jankowski of Radio Doctors tells us the following singles are starting to catch on with local ops: "September Song" by Roy Clark (Dot), "Love's Been Good To Me" by Frank Sinatra (Reprise), "Groovy Grub Worm" by Harold Wilcox (Plantation) and "Love And Let Love" by The Hardy Boys (RCA).

## UPPER MID-WEST MUSINGS

The South Dakota Vending and Music Association held their quarterly meeting at Rapid City. The summer meeting is usually held in Rapid City because of the picturesque surrounding country side, also Mt. Rushmore being only 20 miles away and operators' and wives making a holiday of it. The meeting was for Sunday and Monday 24-25th, but many coming a few days before. Meeting and banquet were held at the Howard Johnson Motel. Because the president of the ass'n Earl Porter was away in Canada on vacation, Mac Hasvold sec'y and Treas. presided over the meeting. . . . Operators and wives attending the convention were Mr. & Mrs. Buzz Oligmiller, John Roberts, Larry Radke of Rapid City, Mr. & Mrs. John Trucano, Deadwood, Mr. & Mrs. Roy White, White Clay, Neb., Douglas Sanford, Martin, S. D. Mr. & Mrs. Herman Warn, Salem, Mr. & Mrs. Jim Staten, Rapid City, Mac Hasvold, Sioux Falls, Mr. and Mrs. Darlow Maxwell. . . . Distributor's reps at the meeting were Clare Westley, K. & C. Sales Ed Zorinsky, H. & Z. Vending, Brooke Stabler, Sandler Vending Co. Solly Rose and Glen Charney, Lieberman Music Co. and Viking Vending Co. Frank Litsey and Irv. Linderholm, Tri-State Vending Co. Irv. Gorsen Dart Records, Joe Blend, H. & Z. vending. . . .

Sunday 24th. 1:30 P.M. there was meeting on Background music. 3:30 P.M. there was a vending session. 6 P.M. to 7:30 P.M. was cocktail hour and a beautiful buffet supper followed. . . . Monday 25th. 9:30 A.M. session on music and games, break for lunch and a general meeting was held from 1:30 P.M. to 5 P.M. cocktails from 6 P.M. to 7:30 P.M. and a sit down dinner followed. Hosting the convention were John Trucano and John Roberts. Next meeting to be held the early part of Dec. in Pierre. . . .



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# CLASSIFIED ADVERTISING SECTION

## COIN MACHINES WANTED

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FOR SALE: MODEL 14 AUTO PHOTO, EXCELLENT CONDITION. Call or write. New in original cartons. Hollywood Driving Range, 15 ball golf game. Close-out \$295 each. Cleveland Coin International, 2025 Prospect Ave., Cleveland, Ohio. Phone (216) 861-6715.

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FOR SALE: Cobra s/a — \$450. Altair s/a — \$550. MOHAWK SKILL GAMES CO., 67 Swaggertown Road, Scotia, N.Y. 12302.

BINGOS FOR EXPORT: Big Wheels, Zodiacs, Orions, Border Beauty's, also bingos from Carnivals to Bountys in large quantities. Cash payouts Winter Books, and slots. D. & P. Music, 27 E. Philadelphia St., York, Pa.

FOR SALE: Seeburg Q-160, 222; Rock Ola Rhapsody II, Capri II; Gott Crosstown, World Fair; Williams: Teachers Pet; Bally Grand Tour. Write: D & L Coin Machine Co., 414 Kelker St., Harrisburg, Pa. 17105

FOR SALE: BALLY BINGOS & BALLY SLOTS. ALSO for sale, Jennings, Mills, Pace slots and Uprights, Consoles. WANTED TO BUY: Uprights & Bingos. BALLY DISTRIBUTING CO., P. O. 7457, RENO, NEVADA. PHONE: 702-323-6157.

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SALE: Jukeboxes, pinballs, arcade, guns, baseballs, Kiddie rides, European football machines. For Export: Uprights, bingos, consoles, slots and punchboards. Contact: MYRON SUGERMAN INTERNATIONAL 140 CENTRAL AVE., HILLSIDE, N.J. (201) 923-6430.

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WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R. I. 02904. PHONE: 401-351-6700.

ATTENTION SONG WRITERS: WE CAN ARRANGE AND produce your Songs. Demos and Masters produced. Send \$1.00 for sample Record. Chime Recording and Production Co., 223 Jerusalem Ave., Hempstead, L.I., N.Y. 11550. Tel. (516) 486-4767.

HARD-TO-FIND SINGLES FOR PROBLEM LOCATIONS. Over 10,000 titles in stock at all times. Complete list 50¢ (refunded first order). HOUSE OF RECORDS, P.O. BOX 22, SANTA MONICA, CALIF. 90401.

FREE CIRCULAR — Hard to Find Old Time Country Record Albums. Fiddle tunes, etc. Such artists as the legendary J.E. Mainer, Hylo Brown, Mac Wiseman, Don Reno, Red Smiley, etc. Rural Rhythm Records. UNCLE JIM O'NEAL, BOX AC, ARCADIA, CALIFORNIA 91006.

RECORDS: 45's, NEW, NICE ASSORTMENT. RECENT, oldies, addition copies, D.J.'s. \$40.00 per 1,000 — 5,000 for \$175.00 — All orders prepaid in U.S.A. Remittance with orders. EMPIRE INDUSTRIES, 4610 Liberty Ave., Pittsburgh, Pa. 15224. Telephone: (412) 682-8437.

WE Sell 45 lps record dealers, collectors, one-stops, foreign — Send free catalogue. \$7.00 per hundred, \$63.00 per thousand. We need 45's lps-Disk Jockey copies, surplus, overstock, cutouts. We buy anything. No questions asked. Cape International, Box #74, Brooklyn, N.Y. 11234. Phone: (212) 253-5916-5917.

STEREO ALBUMS 80¢, MONO 60¢ — Also best assortments of albums & singles ever — Write for lists & information — Scorpio Music Industries, 6512 Lawnton Avenue, Philadelphia, Pa., 19126.

OFFERING EIGHT CENTS each plus freight for forty fives, not over six months old, as they come off your routes. Ship freight collect to ESDAY, 1923 Kilsen, Santa Ana, Calif. No C.O.D.s guaranteed count payment by return mail.

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ACE LOCKS KEYS ALIKE. SEND LOCKS AND THE key you want them mastered to \$1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6216. Our 35th year in vending.

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. All types of films for Panoram Peeks. PHIL GOULD — 224 MARKET ST — NEWARK, N.J. TEL. 201 - Market 4-3297.

NEW SYSTEM provides savings to Vendor's, we will rekey your ace locks to your key, including Flex locks. 1-10 \$1.00; 25- \$9.00; 50 or over \$80. All packages insured. Fountain Key Service, PO Box 98, Fountain, Fla. 32438 — Phone: (904) 722-4096.

DU KANE GRAND PRIX, Shi N' Skore timing mechanisms, power supplies, computer assemblies repaired with factory equipment. Plexiglass tops for these units available. See your authorized distributor or write. NOVEMBER CORPORATION, 1351 W. GRAND AVE., CHICAGO, ILL. 60622. (312) 733-2988.

DRESS UP YOUR EQUIPMENT WITH COLOR-COATING — The futuristic refinishing/redecorating process. Just \$49.95 for any jukebox, pool table, cigarette machine and most amusement games. All other maintenance needs expertly performed at our shop. We also distribute the Vend Guard Int'l. Tear Gas Alarm @ \$39.95 (plus installation). Pickup and delivery service. Call now — VENDING MAINTENANCE CO., INC., 54 SARAH DRIVE, FARMINGDALE, LONG ISLAND. (516) 293-4147.

## EMPLOYMENT SERVICE

MUSIC AND AMUSEMENT MECHANICS WANTED: Will aid with relocating. Salary commensurate with ability. Time and a half for over forty hour week. Liberal fringe benefits plus vehicle. Contact Amuse-A-Mat Corporation, 123 E. Luzerne Street, Philadelphia, Penna. 19124. Phone (215) DA 9-5700.

BINGO MECHANICS WANTED: Legal territory of Nevada, 5 day, 40 hour work week. MUST have past Bingo experience. State age, references, past experience. Send photo if possible. Write or phone: UNITED COIN MACHINE CO., 2621 South Highland, Las Vegas, Nevada. Phone (702) 735-5000.

WANTED: Music and game mechanic — Nassau and Suffolk area — Top Pay — Old established company 18 years in business. Send Resume Box #847.

WANTED: Experienced music and game mechanic to work in Distributor's shop. Top pay, time and half over forty hours including life and hospitalization insurance. Greater Southern Distributing Company, 321 Edgewood Avenue, S.E., Atlanta, Ga. 30312. Phone (404) 523-3456.

## CLASSIFIED POWER!

### CLASSIFIED AD RATE 20 CENTS PER WORD

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? For every coin machine need, use the Cash Box Classified.

Type Or Print Your Ad Message Here:

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### Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York, N.Y. 10019



## Lebovitz Re-elected As Shelby Prexy



**Wolf Lebovitz**

MEMPHIS — Wolf Lebovitz, Southern Vendors, Inc., an affiliate of Southern Amusement Company, Memphis, Tennessee, has been reelected to a second term as president of the Shelby Cigarette Vendors Assn., a group of vending machine operators representing 90% of the cigarettes vended in the Memphis metropolitan area.

The selection of Lebovitz was by acclamation and marked the fourth year that a Southern Vendors' official has led the association in its six years of existence. Charles McDowell, Southern, and Charles Manton, Manton Cigarette Svc., are past leaders.

Other officers named included Joe Jackson, Jackson Vending Company, vice-president; John Hornsby, Bluff City Cigarette Service, secretary, and Videll Bailey, Bailey's Vending Service, treasurer.

## Fischer Names Blaess District Sales Rep



**Fred Blaess**

TIPTON, MO—Fred Blaess has been appointed district sales representative for the Fischer Manufacturing Co., Tipton, Mo. In announcing this appointment, Kenneth A. Fischer, director of marketing, said that Blaess will soon move to the Chicago area and will operate out of the Skokie, Ill. office. Blaess will be responsible for sales in the midwest.

Blaess graduated from Purdue University and previously held sales positions with the Ronson Corporation and Cities Service Oil Company before joining Fischer.

## Prophetron Debuts 'Zoltan' Oriental Astrology Game

MILTON, MASS — A new astrology game, "Zoltan," has just been placed on the market by Prophetron, Inc., of Milton, Mass. It features a crystal ball and an Oriental-style seer who forecasts the future according to the particular astrological sign of the player.

According to Irwin Margold, Prophetron treasurer, the game is currently being tested in 25 locations on the East Coast. They include arcades, discount stores and bowling alleys. "Zoltan" is being distributed in the New England area by Trimount Associates.

Initial response, particularly in arcades, has been exceptionally good. Margold reports that discount stores have been averaging about \$5.00 per day, with bowling alleys in the neighborhood of \$7.00. The game is programmed for 10¢ play but is currently being tested in one Philadelphia location at 25¢ a shot.

The cabinet is made of molded fiberglass, and the symbols are the various signs of the zodiac. After depositing his coin, the player picks up a receiver and selects the month for his horoscope. The crystal ball is illuminated and Zoltan delivers a 40 second message on the player's future.

An added feature of the game is the authentic Oriental music which accompanies the message. The voice of Zoltan is that of Prophetron prexy



and prominent New England t.v. entertainer Bob Cottle. All told, there are 40 different messages on a taped cartridge.

Testing "Zoltan" in the above photo is Mr. Minassian, manager of Westgate Lanes, one of New England's largest bowling alleys. On the day the photo was shot, his wife played the machine and the last part of her message was "4 and 7 are your lucky numbers." That afternoon she played those numbers on the daily double at Rockingham Park and won \$125.00. Zoltan does indeed know the future!

## National Nears Completion Of New Greenbrook Center

GREENBROOK, N. J. — Construction is being completed for a new multi-million dollar production and administration center at Greenbrook, N. J. for National Shuffleboard and Billiard Co., announced Paul Kotler, President.

The new National facility will consolidate the activities of the three separate plants now operating in Harrison, East Orange, and Fairfield, N. J. All under one roof, the center will provide facilities for manufacturing, display and sales, administration, warehousing and shipping.

Featured in the new National center will be a self-contained research and development department, a fully staffed engineering and technical service wing, a separate customer relations division and a new "on-cue" shipping center.

Because of its new unified design, engineering, manufacturing and shipping facilities, National anticipates faster production and better quality control. The firm plans to introduce totally new billiard table and shuffleboard models in the early fall, through their international network of distributors and dealers.

National's new line will consist of newly styled billiard tables for coin operation, home and commercial use; full-sized and compact shuffleboard models; plus a new, expanded line of billiard and shuffleboard accessories.

## CHICAGO COIN'S NEW FLIPPER TYPE 1-PLAYER



featuring:

### 2 NEW IMPACT TARGET GATES

Impact of Ball Hitting Target Gates Determines Score Values from 100 to 500.

### HITTING TARGETS A-B-C-D

Increases Target and Action Bumper Scores.

### ACTION POCKET

For Greater Scoring... Increases Play Appeal. Intriguing Action!

### SPECIAL LANES

Side Lanes Score Special When Lit!

NUMBER MATCH . . . HIGH SCORE

10c—3 for 25c  
"Adjustable 2 for 25¢ Play"

Also available in  
Add-A-Ball Model

**THE HIT OF THE MOA SHOW!  
SPEEDWAY... COMING SOON!**

Mfrs.  
of  
PROVEN  
PROFIT MAKERS  
Since  
1931

CHICAGO COIN MACHINE DIV.

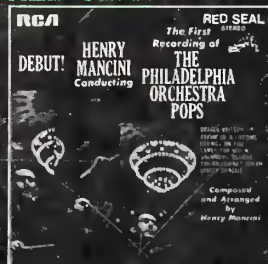
**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



# New Albums for September

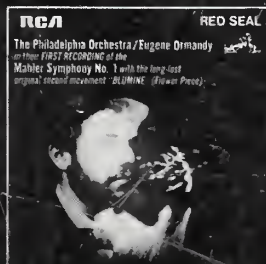
## RED SEAL



LSC-3106\*



LSC-3113



LSC-3107\*



LSC-3100



LSC-3099



LSC-3072

## VICTROLA



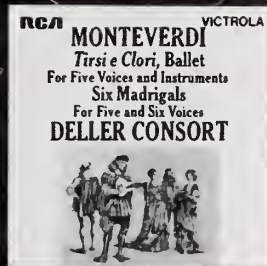
VICS-1466



VIC-6119



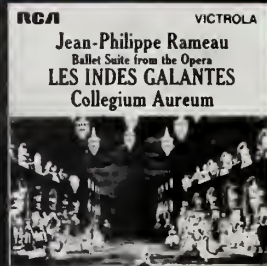
VICS-1445



VICS-1438

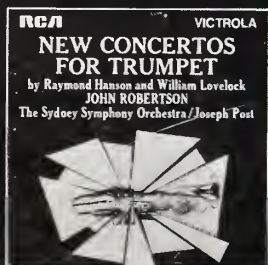


VIC-1455



VICS-1456

## VICTOR



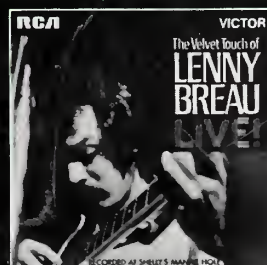
VICS-1437



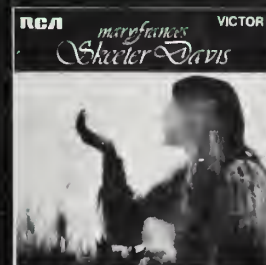
LSP-4184\*



LSP-4202



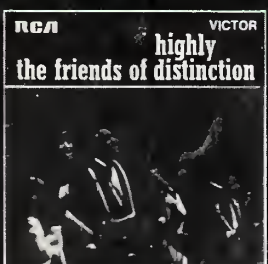
LSP-4199



LSP-4200



LSP-4207



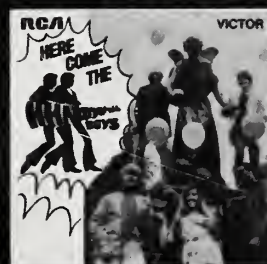
LSP-4212\*



LSP-4215\*



LSP-4157\*



LSP-4217



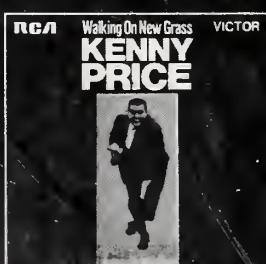
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LSP-4188



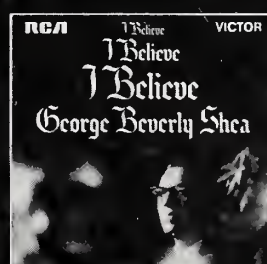
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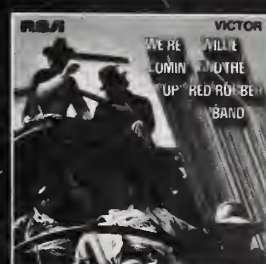
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LSP-4204



LSP-4208



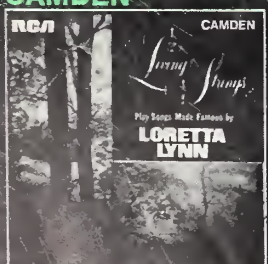
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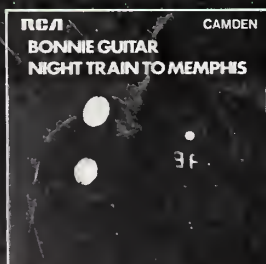
LPV-568

## VINTAGE

## CAMDEN



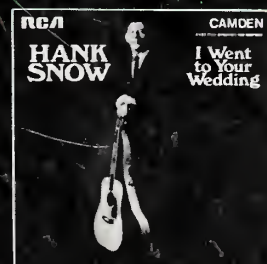
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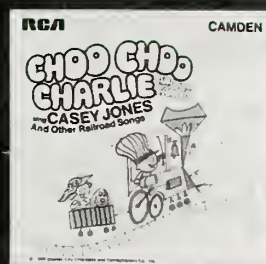
CAS-2339



CAS-2340



CAS-2348 (e)



CAS-1110



\* Available on RCA Stereo 8 Cartridge Tape