
AL HIRT: HIS GOLDEN HORN OF PLENTY
THE ORIGINAL ENGLISH HIT
Chris Farlowe
HANDBAGS & GLADRAGS
written & produced by Michael d’Abo

Distributed by CBS Records/CBS Inc., 51 West 57 Street, New York, N.Y., 10019
Turning On Off-Broadway

For better or worse, for the enrichment of the theatre or not, the rock sound is knocking persistently on the door of Off-Broadway. We had suggested in an editorial late last year that the 1967-68 season could be a fateful year for the musical theatre. A number of young writers were listed as preparing scores for new shows, all of which prompted us to infer that the contemporary pop sound would finally have its day on the stage of some Schubert Row theatre.

Well, to be frank about it, most of what we’ve heard so far has stuck pretty much to conventional musical theatre ideas, which is perfectly acceptable to us if time-tested formula is accompanied by original, hummable tunes.

So much for Off-Broadway. The place where we should have set our sights was Off-Broadway. Upholding its traditional personality as the place where one can afford to try out new ideas, Off-Broadway has been giving the theatre what seems to be a weekly diet of “new rock musicals.” Granted that “book troubles” have plagued many of the newcomers; yet it’s significant that many reviewers have had kind words to say about much of the music. One musical, “Your Own Thing,” is even an unqualified smash, with RCA Victor making an historic original cast investment in the show (see story in this week’s issue). Another, “Hair,” also heard on an RCA set, has traveled slowly but surely to Broadway via Cheetah and now the Martin Beck Theatre.

All that Off-Broadway has to hear, of course, is that new ideas and/or writing or performing talents are meeting with success; one can now expect that rock scores will find a home in half-a-million-dollar productions starting next season, and, to be hip about it, “turn on Off-Broadway.”

There is reason to believe that critics who man the review departments of print media and radio and TV stations are looking forward to this. We have detected an impatient attitude on their parts with regard to productions that fail to recognize that the sounds floating out of Broadway shows are not always consistent with the sounds that blare out of Broadway record shops.

By virtue of its already established record of success on downtown side streets, the rock show score is going to be tried uptown—where, supposedly, the action is. For better or worse, for the enrichment of the theatre or not.
R&B-pop instrumental breakout

soul serenade

willie mitchell

2140

playing time: 2 minutes 15 seconds

Hi
RECORDS
DISTRIBUTED BY
LONDON

Cash Box—February 10, 1968
Perry expresses every parent's prayer with his new Victor single.
"The Father of Girls"
c/w "Somebody Makes It So" #9448
Steady Populaion Gives Rise To
Boston's Boom In New Disk Talent

BOSTON—The Boston music scene is bursting with talent making headway on records, including such newcomers as the Ultimate Spinach and Beacon S. Union & Orpheus (both MGM pactees). Last year, Cash Box did a survey of the Boston market, following is a further analysis of the Boston market, indicating why the city is experiencing a boom in new talent.

The unique element that separates Boston from all other major American cities is its enormous student population. There are over 78 colleges and universities in Greater Boston with a combined student body that numbers well over 200,000. Thus huge group of young people is a force that literally dictates the guides for nearly all the music entertainment in the city. Boston is certainly one of the city's strongest "hot spots" for new music and innovative music ideas.

The standard type of entertainment most demanded is that of a semi-psychedelic and, or, ultra-nip nature. This extensive and versatile category includes such performers as the Jefferson Airplane, The Mothers of Invention, The Doors, Blue Oyster Cult, The Soft Machine, The Nice, Chicken Shack, The Airplane, and the Monas and the Poppas. These and other top quality entertainers are the answer to an unseen, but obviously, powerful request by the collective student intellect.

Enjoy Previews
Along with the new seasoned talents, the students frequently enjoy previewing fresh and untried newcomers. For several years now, the reputation of being a “good” town for the unknown to come and display their talents has persisted. One of the factors that contribute to the student entourage attitude is an unusual characteristic, particularly among the younger generation. These perceptive and multi-talented young adults are the prime factor in Boston's overwhelming musical success.

The student population not only influences the entertainment industry, but also contributes to its numbers. Several of today's biggest names have risen from the academic unknown. Joan Baez, America's most popular prophet of peace was once a coed in the ranks of Boston University. Currently, further noteworthy potential is the Atomic Bubble Gum, The Free Born and The Chosen Few.

Boston's colleges have provided a reservoir of young people who simply by their presence have established an atmosphere that has attracted outrageous and multi-talented young adults who are the prime factor in Boston's overwhelming musical success.

In spotlight trumpeter Al Hirt's LP catalog during a big Jan./Feb. campaign was a four-album point to four Hirt sets that earned nineteen RIAA's. The point in question was "The Best of Al Hirt, Vol. 1," the award plaque of which is held by Al and Norman Racun, vp and general manager of the label. Hirt's other gold LP's include "Sausage," "Lover on the Horn" and "Cats & Candy." The promotion, under the target of "Horn of Plenty," includes a 20 city promo-concert tour by the star, and spotlights his latest album, "Al Hirt Plays Bix Beiderbecke."
Al Martino Says:
U. S. Artists Run Big Risk In Too Much Attention To Foreign Markets

NEW YORK—To an American performer, the American market is his mother, and the foreign area has to be viewed as simply a plus.

This is the view of singer Al Martino, who has geared his career on Capitol, with a basic program of English-lyric recordings.

Although the U. S. performer who puts too much of his time and effort into foreign markets runs the risk of making a song "go" in one country and not in another, Martino believes that the record company's job is to find artists of foreign translations of their hits back in the earliest stage of a song in a foreign language. He cites a number of reasons why. Once a foreign language record is released, Martino believes, the market it is aimed at will begin to eat into the leading-leader schedule, an endeavor that may not be required each time an artist makes a regular English side; secondly, Martino asserts, every American who attempts a foreign language has natural and genuine flair which can easily dispel the local disk buyer; thirdly, local disk buyers have a preference for records that are heard on their own areas in recent years.

Proved A Point

Martino believes that an American can learn how to sing, or at least to try singing in English. Martino turned down a request by German TV people to have him sing in German when he was invited to help celebrate a Franco-German concert some months ago. He insisted on doing the song in English; allowed to do it his way, Martino believes, is the only way.

(Continued on page 44)

RCA Cuts 'Own Thing':
Biggest Off-Wake Stake

NEW YORK—RCA Records has set its sights on the lucrative market of Off-Broadway rock musicals. Label has made a big move to establish the ac-

quisition with the belief that "more and more people are now accepting within the theatre as a genuine form in its right, and it therefore serves to be cherished with the same enthusiasm that every other art has had and has been trea-
tured throughout the years." (see this week's editorial). RCA, not involved in anything resembling a "You're Own Thing," has already cut a rock musical, "Hair," which started Off-Wake last week and moved to the Cheeth and now the Martin Beck Theatre.

"Your Own Thing," with a score by Hal Hester and Danny Apolinar, was cut by the RCA subsidiary, Mercury, with RCA setting a rush-release schedule on the set. Show stars Rusty Thacker and Leland Palmer.

Interestingly, the music is yet to be published and the artists are expected to form their own publishing company.

Rose Music Wins Court Renewal Battle

NASHVILLE—Litigation between Andrea Williams, widow of the late Harold "Rose" Williams, and the National Recording Corporation, a publishing subsidiary of Acuff-Rose Publications, Inc., came to a close late last week in the Circuit Court of Montgomery, Ala., deciding in favor of the publishing house. The lengthy legal battle, which had been filed and dismissed in the Federal Court in Montgomery, was held in a Montgomery circuit court on March 6, 1967 by Mrs. Williams, who petitioned to dissolve a contract calling for the publishing rights of "Williams," in the best interests of the ward Andrea Williams, who divorced his wife prior to his death in 1962, gave her best efforts to half of his royalties from MGM Records and Acuff-Rose as part of the property settlement. The re-
maining half was to be paid to his es-
tate. Upon his death, his son was de-
classified by the Montgomery County court, as the sole heir to that estate.

Although the original term of the copyright of the Williams material was not due to begin expiring until 1975, the renewal agreement, brought up ten years earlier at the in-

struction of Mrs. Irene Smith, the sis-
ter of Hank Williams' half-brother,

Larry Green, guardian of Hank, Jr. At that time, Mr. J. M. Films was making preparations to film the Hank Williams story ("Your Cheatin' Heart") and wanted assured rights to Williams to use the in-

the picture into the renewal period.

On the basis of the average annual royalty payments for the past several years, it was testified that the Williams interests could reasonably be expected to receive $15,000 per year during the 28-year renewal period.

Monument's Boots Randolph Program Eyes 50 Million Folks In U. S.

NASHVILLE—Monument Records is putting its biggest promo foot forward yet in behalf of Boots Randolph. A month-long radio campaign will reach an audience of 50 Million in the U. S.

Heavy Ad Campaign

Steve Poncio, Monument vice-presi-
dent of promotion, has called for heavy trade and consumer advertising in scheduled to celebrate "Boots Ran-

dolph Month." Four-color page ads will appear in Cash Box, Billboard and Record World, Simultaneously, shows will be run in eleven major markets via daily newspapers in Washington, Philadel-

phia, Baltimore, San Francisco, Los Angeles, Chicago, St. Louis, Minne-

apolis, New York, Boston and Cleve-

land.

New Product, Dealer Aids

Dealers will be supplied with in-

store display materials featuring the entire Randolph LP catalog.

A new LP and single were released last week to take advantage of the "Boots Randolph Month" promotion. The single is titled "Fred" and was written by Neil Hefti. The record was released in Los Angeles and New York at midnight, and was run-through on other West Coast stations. A new LP is "Boots Randolph's Sunday Night and spiritual albums, LaPalm said. Company started this undertaking five months ago, and is re-converting an average of six LP's a day. LaPalm expects the project to be completed in 30 days.

Brey Of LP Jacket Awards

Three of the label's albums have been cited for their artwork in various local and international contests. The New York Art Directors Club awarded a prize to the cover of "Billy Stewart Teaches Old Standards New Tricks," as did the Chicago Art Club, Creative Artists Association, and The Record Jacket Awards to the Stewart LP and Ahmad Jamal's "Cry Young.”

Also, the Zurich International Graphic Association of Switzerland named "Groovin" by the Kronos Strings as a global winner. The Stewart LP was designed by Howard Bloom and Bill Sharp; Jerry Griffin, former Playboy art director now with Chess, created the art-work for both the Jamal and Soulful Strings sets. LaPalm noted that the LP's competed with art work created for all types of products.

Cash Box—February 10, 1968
CADET/CONCEPT A SLIGHT DEVIATION FROM THE NORM

The deviation begins
February 1 with
Rotary Connection
LP/LPS 312
A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.

(TALLY COMPLETED JANUARY 31, 1968—COVERS PRECEDING WEEK)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>50%</td>
<td>Just Dropped In—First Edition—Reprise</td>
<td>85%</td>
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<td>46%</td>
<td>The End Of Our Road—Gladys Knight &amp; Pips—Soul</td>
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<td>42%</td>
<td>Maybe Just Today—Bobby Vee—Liberty</td>
<td>42%</td>
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<td>40%</td>
<td>Guitar Man—Elvis Presley—RCA</td>
<td>70%</td>
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<td>38%</td>
<td>There Was A Time—James Brown—King</td>
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<td>35%</td>
<td>Carpet Man—5th Dimension—Soul City</td>
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<td>33%</td>
<td>In The Midnight Hour—Mirettes—Revue</td>
<td>33%</td>
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<td>31%</td>
<td>Too Much Talk—Paul Revere &amp; Raiders—Columbia</td>
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<td>28%</td>
<td>I'm Gonna Make You Love Me—Madeline Bell—Philips</td>
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<td>27%</td>
<td>Walk Away Renée—Four Tops—Motown</td>
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<td>26%</td>
<td>Get Out Now—Tommy James &amp; Shondells—Roulette</td>
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<td>22%</td>
<td>Mission Impossible—Lalo Schifrin—Dot</td>
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<td>21%</td>
<td>Pledge Of My Love—Bobby Goldsboro—United Artists</td>
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<td>20%</td>
<td>The Ballad Of Bonnie &amp; Clyde—Georgie Fame—Epic</td>
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<td>18%</td>
<td>The Click Song Number One—Cher—Imperial</td>
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<td>17%</td>
<td>Simon Says—1910 Fruitgum Co.—Buddah</td>
<td>98%</td>
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<td>15%</td>
<td>Soul Coaxin'—Raymond LeFevre—Four Corners</td>
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<td>14%</td>
<td>Valley Of The Dolls—Dionne Warwick—Scepter</td>
<td>97%</td>
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<td>13%</td>
<td>There Is—Dells—Cadet</td>
<td>82%</td>
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<td>12%</td>
<td>Look Here Comes The Sun—Sunshine Company—Imperial</td>
<td>28%</td>
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LESS THAN 10%—but more than 5%

Total % to Date

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<th>Label</th>
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<td>Thank You Very Much—</td>
<td>Cameo</td>
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<tr>
<td>Scaffold—Bell</td>
<td></td>
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<tr>
<td>It's Not Easy—</td>
<td></td>
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<tr>
<td>Will-O-Bees—Date</td>
<td></td>
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<tr>
<td>Try It—Ohio Express—</td>
<td></td>
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<tr>
<td>Dear Delilah—</td>
<td></td>
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<tr>
<td>You Gotta Be Loved—</td>
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<tr>
<td>Montana—Independence</td>
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<td>Cash Box—February 10, 1968</td>
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Golden Days

c/w You're a Grand Old Flag #1014

That's the sparkling new single by SALLY FIELD
star of "The Flying Nun"
seen by 18 million people weekly.

COLGEMS®
Manufactured and Distributed by RCA
CashBox | Looking Ahead

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

1 MAYBE JUST TODAY (Screen Gems—Columbia—BMI) Bobby Vee (Liberty 20041)
2 TOO MUCH TALK (Bom—BMI) Paul Revere & the Raiders (Columbia 4444)
3 SOUL COAXIN' (Standing ASCAP—BMI) Raymond LeFevere (Four Corners 147)
4 BIRDS OF A FEATHER (Lowewy—BMI) Jan Smith (Capitol 2060)
5 LICKIN' STICK (Webb V—BMI) George Parmeaux & Naturals (Shout 224)
6 LOVE IS ALL AROUND (Dick Jones—BMI) Enggist (Fantasie 1607)
7 NO ONE KNOWS (Pocket Full Of Turns—BMI) Every Mothers Son (MGM 13807)
8 YOU HAVEN'T SEEN MY LOVE (Jubilee—BMI) The Everly Bros. (Sputhown 1117)
9 PLAYBOY (Acet—R&R—BMI) Gene & Debra (TRX 5066)
10 DEAR DELILAH (Egg—BMI) Campine (Equinox 7000)
11 PLEDGE OF LOVE (Unsort—BMI) Bobby Goldsboro (United Artists 30224)
12 LOVE IS BLUE (Crom—ASCAP) Mammy Keltin (Epica 10282)
13 RED, GREEN, YELLOW & BLUE (E—Gotti—BMI) Dickey Lee (Arto 6546)
14 YOU GOTTA BE LOVED (Duchess—BMI) Mant imperson (Independence 83)
15 DOTTIE I LIKE IT (Lowe—Two—BMI) Tommy Roe (ABC 11039)
16 SHOW TIME (Windsor—BMI) Detriot Emeralds (Ric Tic 135)
17 TRESPASSIN' (Cuddo Ponces—BMI) Original Players (Compass 7015)
18 QUESTION OF TEMPERATURE (Rog & Luis—BMI) Ballian Farm (Soulie 3405)
19 UNCHAIN MY HEART (Tarpea—ASCAP) Herbie Mann (ASM 896)
20 BLESSED ARE THE LONELY (Sons of Ginza—BMI) Robert Knight (Reaching Sons 707)
21 7:30 GUIDED TOUR (Sunshine—BMI) Five Americans (Aabok 126)
22 UP, UP & AWAY (Johnny Rivers—BMI) Hugh Masakela (Uni 55037)
23 JEZEBEL (Hill & Range—BMI) Rumbles Ltd. (Marycry 7272)
24 WITHOUT LOVE (Progresse—Suffolk—BMI) Cesar Taneau Jr. (Bell 699)
25 AT THE TOP OF THE STAIRS (Double Diamond—BMI) Formations (MGM 12899)

26 WHAT YOU WANT (Halfling—BMI) Bill & The Blasters (Laurie 2429)
27 LET THE HARTBEATS BEGIN (January—BMI) Long John Baldry (Warner Bros. 709)
28 I LOVE HOW YOU LOVE ME (Screen Gems—Columbia—BMI) Claudine Longet (A & M 897)
29 IF THE WORLD WOULD STOP LOVIN' (Fing—Field—BMI) Vola Doolmens (Dooce 3222)
30 CAN'T FIND THE TIME NOW TO TELL (Interwet—BMI) (MGM 4524)
31 NEVER EVER (Felicia—BMI) Peter & Gordon (Capitol 2071)
32 OCTOBER COUNTRY (Living legends—BMI) The October Country (Epic 10252)
33 CAMELOT (Chappell—ASCAP) King Richard of France Knights (MTA 138)
34 QUICKSAND (Wayfolds—BMI) Youngbloods (RCA. Victor 9422)
35 MY ANCESTORS (Vantage—BMI) Lou Rawls (Capitol 2064)
36 MR. SOUL SATISFACTION (Unsort—BMI) Tommy Willis (U.A. 1279)
37 CAPTAIN OF YOUR SHIP (Cabra—BMI) Regina Tea Delains (Malo 387)
38 ANOTHER TIME (Sin—BMI) Sagittarius (Columbia 44389)
39 I NEED A WOMAN OF MY OWN (Catalan—BMI) Tommy Hunt (Dysma 13)
40 BABY PLEASE DON'T GO (Music Corp. of America—BMI) Ambey Dukes (Mainstream 676)
41 DANCE TO THE MUSIC (Doly—City—BMI) Elly & Femi (Epic 10526)
42 THAT'S ALL RIGHT (Duchess—BMI) Brenda Lee (Decca 32246)
43 SUNSHINE HELP ME (Easy—ASCAP) Spooky Tooth (Mote 387)
44 THE GOOSE (La Gourme—BMI) Paramounts (Revelat 214)
45 A LOVE THAT'S REAL (Razor Sharp—BMI) The Intruders (Gamble 209)
46 I CAN NOT STOP YOU (World International—BMI) Cherry Stich (U.S.A. 895)
47 WHO AM I (Joyful Wisdom—BMI) Country Jac & Fish (Vanguard 3506)
48 TO BE MY GIRL (Don—BMI) John Roberts (Duke 429)
49 I NEED YOU (Interwet—BMI) Rationales (AZ 107)
50 ALL THE TIME (Cedarwood—BMI) Wayne Newton (MGM 13891)

Bios for Dee Jays

Troy Keyes

Troy Keyes, who has had bad luck in the past in having his records released, has hit paydirt with his second release, "Love Explosion," on ABC Records. Troy, 23, grew up in a religious atmosphere in New York City, where he first sang gospel songs. He enrolled in voice training, concentrating for the most part on classical compositions. In his teens, he became fascinated with R&B and rock. Troy formed his own group, entered a local talent contest in Brooklyn, was voted the winner, and made a recording as the result. But, due to circumstances, the record was never released. The artist sang with several other R&B groups while still a teenager. He was recorded again, but, once more, the record was not released. The jinx was broken with "Que Sera, Sera," which was a success for the charter. After serving in the Army, Troy was eventually recorded by producer George Kerr. "Love Explosion," number 59 on the charts this week, was the result. Troy Keyes' luck would finally seem to have changed.

Will-O-Bees

The Will-O-Bees are comprised of Stephen Porter, 19; Robert Merchant-house, 21; and Janet Blossom, 20. Stephen sings bass and plays 6 and 12 string acoustic guitar. Robert sings tenor. He is the lead singer and also plays 6 and 12 string acoustic guitar. Janet is a contra tenor vocalist. All from Richmond, Indiana, the trio started singing in January 1964 as a teenage folk group. Janet and Bob, at the time, were members of the Richmond High School concert choir. Originally known as the New Porta, the Will-O-Bees first performed at the Masonic Club Minis'rel Show in April 1964. The group had many local engagements and appeared on programs on Dayton, Ohio, TV outlets. After their first release, "Why Can’t They Accept Us," the Will-O-Bees toured the record hop and college circuit in the Midwest. The threesome appeared first in New York on Joe Franklin's Memory Lane on WOR-TV. The Will-O-Bees' current date single, "It's Not Easy," is number 90 on the charts this week.

Cash Box—February 10, 1968
ORDER STEREO

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PAUL & PAULA ARE BACK!
UNI'S GOT 'EM!
AND THEY'VE GOT A HIT!
"ALL THESE THINGS"
UNI 55052

IT'S HAPPENING AT UNI

UNIVERSAL CITY RECORDS • A DIVISION OF MCA INC.
NEW YORK

Big bash last week at the top of the Pan Am Building for such notables as Jimi Hendrix, his agent, and bassist, Eire Apparant. This gathering was marked by particularly good press coverage with network camera crews milling about, reps from most major major magazines and top photographers hanging out all the seams. Michael Goldstein's party to honor the Youngbloods on Monday was held at the St. Regis. In fact, the Youngbloods are at Keens' Palace.

... Lou Rawls has been set to appear for a week beginning Feb. 27th at the St. Regis. He is accompanied by a TV package, combined production, and chain merchandising org., Corp. of America, a TV package, and Lou's book, "Lee Wolfberg with offices at the Play- boy, 856 Sunset in Hollywood. Glen Campbell set for his third ap- pearance on the Smothers Bros. show, which XXL is working on at ABC. More proof of the power of a chart disk—he replaces the pair this summer.

Joe Price has resigned his P.R. post at Capitol—plans to free lance and perhaps write another novel. Last week's "West Coast Girl" pho- to was, unfortunately, omitted from this page. She's actress-composer-gui- tarist-consort and gorgeous Joanna Moore whose initial disk is Dunhill's answer to Glen Campbell's "By the Time I Get to Phoenix.

This week "West Coast Girl" is Harle McNair, a green-eyed blonde beauty now exec for Capitol. An ac- complished actress, dancer and singer, Harle has written songs and is a con- tortionist—double jointed in eight places. Harle was born in Cairo, Ohio, but now calls Beverly Hills her home. She has man- aged to cut two very fine and catchy titles—"Miss Hollywood Beach," "Miss Photographer's Choice" and "Miss Ft. Lauderdale Beach." Initial Tower single, getting almost hourly play on KMPX, is titled "Stone Me One Time Gently."

Roy Kohn, handling the Library of Recorded Sound for Southern California, has switched his base from N.Y. to L.A. Wife Andra Willis is a regular enchanteuse on the Lawrence Welk TV'er.

Sally Anders is the new sales pub- lication exec for the Continental, the music biz hospital. It's now owned by the Continental chain, and Sally, accordin to Anders, is installing color TV in all rooms. (You can also purchase a color TV in all rooms.)

Former Phillips promo head, Mike Borchetta, has formed his own record promo and publicity firm—offices at 1610 N. Argyle Ave. in Hollywood.

Former KRLA PD Herb Heiman is now at the KABC area. According to the Billy Joel Band—budgeted $2,000,000.00 in TV commercials and TV shows in '67. But still can't pick a hit.

RCA Victor's the Youngbloods— "I Think I'm in Love" on Feb. 8-11th. Single current, a bust-out in S.F., is titled "Quicksand."

Other Popping Along the Pacific:

Cash Box—February 10, 1968

sists he phoned 20th-Century-Fox for the TV rights. His friends at his home last Saturday night—was informed "We're sorry but the doctor doesn't make house calls.

CHICAGO

Verde Records and radio station WCFL have scheduled a Monday afternoon Thursday to toast The Velvet Underground— and their new "above ground" album. Several top DJ's will be asked to contribute to the album "White Light, White Heat." Metro Magazine's Ted K точки off the "cocktail press trip" at The Brattskeller in Old Town and proceeded to the Arback Cinematheque—where Ron Britain (WCFL) emceed the doings! Congrats to NATIA prexy E. Rodney Jones and WVON's p.d. Lucky Cordell on their selection as top jockey and program director, respectively, at the recent Bill Gavin conference in Las Vegas. New staffer at Summit Dist. is Bud Stel- lers who took on as vice pres in this area following Tom Amussen's depar- ture for Cincinnati. Tom will be working for Liberty out there ... WLS-DJ's Alex and Jerry Ray and David Cadet albums "Up Pop Ramsey " and "Right Time Right Place" have been released by James and "Ode To 52nd Street" by Burrell ... Ultimate Spinach (MGM) is now airing the "Sweet Smell of Success" theme. The Chicago West Side to watch "Mission Impossible" with Bob Shifrin, "Cab Driver" by the Mills Bros. and "Atlanta Georgia Street" by Sonny Stitt. Fred Lane, 1966 recipient of the Bill Gavin award for "Outstanding Man of the West Coast," has been moved up to the rock side—Sheila McRae followed in due course to the Intermediate Room. From Ed Duncan's formerly defunct Rec- ording Corp. comes word that the Amer- ican Record Corp. now has several acts (which was cut at Universal) has topped the million mark in sales and that the group will receive a certified gold record on the 2/12 Joey Dee and the Starliters' "I've Come To Help You." Carrie's sound- dino notes increased airplay in these parts on the current Brenda Lee offer- "That's Alright."
The Soulful Strings have exploded in Los Angeles, Chicago, Detroit, New York, Philadelphia, Washington, Baltimore and San Francisco.
Righteous Brothers Break For Individual Careers
NEW YORK—Bobby Hatfield and Bill Medley have disclosed that after six years as the Righteous Brothers they will amicably part company to pursue separate careers.
Hatfield will be featured with the new Righteous team with Jimmy Walker replacing Medley as agreed by both original members. Walker was formerly with the Knickerbockers group. Hatfield and Walker have just begun the first leg of a 40-city college and concert tour. In addition, Hatfield will head Righteous Enterprises, a talent and production outfit.
Medley has stated that one of the main reasons he is leaving the team is to have more time for creative work in the writing field (both musical and dramatic). He has formed Orange Grove Music for Medley Productions in Santa Ana, Calif.
Medley will continue his performing career though as a single artist. First booking on a solo basis is with Jack Benny at the Circle Star Theatre in early March. He will also expand activities in the straight acting field.

Labels Gear For ’80 Days’ Revival
NEW YORK—The return of the film version of “Around the World in 80 Days” has sparked new interest in recordings of the famed soundtrack by Victor Young. Decca Records is re-releasing its track LP (an RIAA gold record), while Capitol is offering disks by Frank Sinatra and Nat Cole. Kapp Records expects an “80 Days” LP to be marketed at the end of this month. Sales from the score has sold some 25 million disks from over 300 different versions.

Ted Shapiro To ABC As Admn. Assistant
NEW YORK—Ted Shapiro has been named to fill the newly created position of administrative assistant for the entire ABC Records organization. Reporting directly to Larry Newton, president of the diskery, Shapiro begins his duties Feb. 5th.
Involved in administration for all departments of the ABC operation, Shapiro plans to place most of his emphasis in the fields of finance and efficiency.
Shapiro has most recently been assistant treasurer and general manager of the international division of Kapp Records. He was with Kapp for 9 years.

NOTICE
To All Advertisers
Because of the Washington Birthday Holiday, Thursday
Feb. 22, the Deadline for Ads will be Wednesday, Feb. 21.

Manning Exits Col. For Indie Promo Co.
NEW YORK—Mitch Manning has left his post as regional (Northeast) sales and promo manager for the Date, Ode and Immediate labels distributed through Columbia Records, to enter indie promo and artist publicity. With Columbia for the past six years, Manning will continue to cover the Northeast, operating out of 1019 Broadway.
Manning’s operation will concentrate on promoting “consumer aware- ness” of product he represents. In addition to airplay promo, he’ll work with dealers, distributors, racks and one-stops to achieve this aim.

Ratner Joins Uni
HOLLYWOOD—Uni Records has a new A&R producer—Norm Ratner, it was announced last week by Russ Regan, Uni’s executive administrator. Ratner will be buying masters and developing new talent for Uni.
25-year-old Ratner began his career ten years ago as a singer and song writer for Imperial Records. After a hitch in the Coast Guard, he formed a partnership with Pat Boone and produced the Leaves’ chart entry, “Hey Joe.” For Mira Records, he produced the Forum’s “The River is Wide.” Before joining Uni, he was professional manager of Dunhill Records’ publishing arm, Trousdale Music (BMI).

Dot Pacts Troxel
HOLLYWOOD—Dot Records has signed Gary Troxel, former member of the Fleetwoods recording group, to an exclusive long term contract, according to Dick Peirce, vice president and general manager of the label.
As one-third of the Fleetwoods, lead singer Troxel enjoyed a large following as the only male member of the trio. The Fleetwoods were responsible for the sale of several million-selling singles, including “He’s Not The One for Me,” and “Mr. Blue.” In addition to their success in the single field, the group has some eight albums to their credit.
Initial Gary Troxel sessions for Dot are nearing completion, with debut disc, “The Thing I Didn’t Know,” scheduled for release later this month.

Impulse Re-inks Shepp
NEW YORK—Noted avant garde saxophonist Archie Shepp has renewed his long term contract with Impulse Records, according to an announce- ment by Bob Thiele, director of A&R for ABC Records, parent of the jazz label.
Shepp has just returned from an extended European tour on which he enjoyed great success, particularly in London. He is currently recording a new Impulse LP, his seventh, entitled “The Magic Of Ju Ju.”
Shepp signed with Impulse in December 1964.
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Cash Box—February 10, 1968
PETULA CLARK (Warner Brothers 7177)

"Kiss Me Goodbye" (5:53) [Donna Reid, ASCAP-Red, Mason]

Shipping into a soft styled ballot, Petula Clark shows a strong attractive-ness on this sweeping session. Accompanied by a lush orchestral splash and a sweet rhythm, this is Petula's strongest performances since "This Is My Song," and promises to have her biggest hit across the pop and easy listening board. Flip: "Have I Got Love For Me" (3:18) [Northern, ASCAP-Supper]. Superb orchestra and a solid cut out with a bit more snap to it and a terrific vocal showing. Could make this a two-sider.

OTIS & CARLA (Stax 244)

Lover Dovey (2:33) [Progressive, BMI-Etregun, Curtis]

Both individual monorail monster-r&b fronts, and hot in pop markets, the late Otis Redding and Carla Thomas stir up another vibrant brew of blues on their working of the recent noise maker "Lover Dovey." Blistering beat makes the track a discotape candidate and tremendous sales probable across the pop and r&b fronts. Flip: "New Year's Resolution" (3:14) [East, Time, Redwal, BMI-Parker, Cotton, Friferon]

SONNY & CHER (Atco 6555)

Circus (3:50) [Chris Marc-Cotillion-BMI-Don]

Coming off "Good Combination" Sonny and Cher should right back into the pop spotlight with this way-out glimpse of police headquarters. Wild imagery, off-beat production work and an overall potential could gain exposure for this side; and a word-of-mouth reputation for the controversial track should put it high in the sales picture. Flip: "I Would Marry You Today" (2:57) [Same credits] features Sonny solo.

JACKIE WILSON & COUNT BASIE (Brunswick 55363)

Fat Lace (2:50) [Arranged by Brooks, Brooks]

Branching out in collaboration along pop lines, Count Basie teams with Jackie Wilson on an up-dating of the very first Jerry Butler hit in a session that captures the brass and plenty of pop-rhythm alertness. Sensational vocal showing from Wilson, and grand orchestral lines to take the side to skyrocket. Flip: "Uptown" (2:35) [Jobbete, BMI-Cosby, Moy, Wonder]

BILLY VERA & JUDY CLAY (Atlantic 2480)

Country Girl-City Man (2:24) [Blackwood, BMI-Taylor, Dalyril]

Counted bluefs orchestrations add a carnival atmosphere to this rollicking follow up to "Baby Don't You Cry." Side is a throbbing slow-rock effort with vocal strength and plenty ofork power to start things in motion along with pop lines and plenty of smash potential. Flip: "So Good" (2:43) [Same pub, BMI-Taylor, Vera]

ROYAL GUARDSMEN (Laurie 3428)

I Say Love (2:14) [Rozniqe, BMI-Winslow, Taylor]

Attractive ballad marries the exit of "Snoopy" songs in the Royal Guardsmen's bid to continue making hits. Entire change about softening the band's style and slowing down the pace, but nothing lost in terms of sales prospects; the group has a smooth vocal and easy-going instrumental ill that should set the song for a fine chart ride. Flip: No info available.

GRASSROOTS (Dunhill 4122)

Midnight Man (2:45) [Trousdale, BMI-Slano, Barril]

Another noise-maker for the Grassroots comes out in the guise of a low-keyed rock ballad "Melody For You." Unusual arrangements and the group's fine sound add impact to the fetching strains of this Sloan-Barll composition. Lifting side with good oomph and programming prospects. Should score with teen listeners. Flip: "Hey Friend" (2:56) [Trousdale, BMI-Entrer, Gillil]

MANFRED MANN (Mercury 72770)

Quinn The Mighty (2:51) [Dwarf, ASCAP-Di-lan]

Live combination of a funky-rock track and workshop by Bob Dylan give the strong-action go-ahead to Manfred Mann. Flute arrangements in the "There Is A Mountain" style and a trace of cayoyo add zest to a tremendous effort that should cause a chart-breaking burst. Terrific session. Flip: "By Request—Edwin Garvey" (2:23) [Dick, James, BMI-D'Abou]

BOBBY BYRD & JAMES BROWN (King 6151)

You've Got To Change Your Mind (3:15) [Golo, BMI-Brown, Byrd, Redd, Lenhoff]

Outstanding pairing of James Brown and Bobby Byrd makes for some grand spinning material for r&d deejays. The group grooves sown on a harrow-hard ballad that shows strength without speed through powerful vocals and throb-bus-rhythms. Several backbeats should stir up plenty of excitement for the side. Flip: Byrd solo—"I'll Lose My Mind" (2:42) [Golo, BMI-Brown, Hobgood, Byrd]

TREMELONES (Epic 10293)

Sweeter Than You (2:45) [Pondora, BMI-Callander, Pace, Panzerii, Pilat]

Striking rhythmic outburst from the Tremelones gives the team another winner to keep the hit string intact. Happy bounce and a terrific up-tempo side done with real flair, should get a nod all across the floor. Flipping it possibly to the brightest side by the Tremelones in a white song. Smash offer. Flip: "Suddenly Winter" (2:26) [Mainstay, BMI-Blakley, Hawkes]

Kenny O'Dell (Vega 722)

Springfield Time (2:22) [Beautiful, BMI-Gay]

Poil of an up-tempo side marks Kenny O'Dell's return to the pop scene after the name-making "Beautiful People" contest with Bobby Vee. Tune-stims with several hits under his belt, the artist should catch top twenty. Good flip of this one that captures the life and drive of rock in a smooth trusting side. Flip: "I'm Gonna Take It" (2:47) [Mirdow, Coors, BMI-O'Dell]

SANDY POSEY (MGM 13892)

Something I'll Remember (2:17) [Low-Sal, BMI-Bieke, Cobb]

Sounding more pop than before, country-rock lass Sandy Posey steps back into the spotlight with a glimmering ballad effort that should have her shooting into the best-seller ranks again. Easy-going lift and attractive vocal makes this an easy-listening delight. Favorable orchestrations. Middle-of-the-road and easy-listening response is likely well. Flip: "Silly Girl, Silly Boy" (2:16) [Samblo, BMI-Posey]

TOUSSAINT MCCALL (Ronon 20)

Like Never Before (3:12) [Su-Ma, Toupat, BMI-McClinois, McCall]

Slow lament from the r&b favorite Toussaint McCall should prove another chart item for the chanter. Material is perfectly suited to his powerful vocal style. Must keep him in mind, as this is another smartly constructed composition. Good flip of this one. Flip: "Silly Girl, Silly Boy" (2:16) [Samblo, BMI-Posey]

Evie Sands (Cameo 2002)

Bobby Sunshine (3:06) [Blackwood, BMI-Gorgoni, Taylor]

Stunning opening that thr obsessive up-beat rock ballad should have the teens flocking for this new offering from Evie Sands. The track's superb dance beat goes over a long way with showcased vocal talents that bring out the best of pop and blues in one grand outing. Can be expected to break with terrific impact. Flip: "It Makes Me Laugh" (3:10) [Same credits]

NINA SIMONE (RCA Victor 9447)

To Love Somebody (2:37) [Nempero, BMI-Gibb, Gibb]

Modern pop orchestrations and material from the Bee Gees' songbook give a new look to the Nina Simone power and offer her the best track she has done in several months. Excellent performance of a powerful lover's ballad. Flip: "Love Somebody" which is strong with pop, r&b and easy listening fans. Powerhouse sales item here. Flip: "I Can't See Nobody" (3:05) [Same credits]

ROGER WILLIAMS (Kapp 890)

The Sound Of Love (2:40) [Bernstein, ASCAP-Hall]

Possibly the most pop oriented new reading of the much-recorded standard, Roger Williams' performance of "The Glory of Love" could come over as one of the season's more attention-getting use of the song in "Guess Who's Coming To Dinner." Rock back-chore, chorale and rhythmic punch put drive behind the keyboard artistry for a romping session. Flip: "The Spinning Song" (2:05) [RCA, ASCAP-Adapt, Williams]

Perry Como (RCA Victor 9448)

The Father Of Girls (3:27) [Cromwell, ASCAP-Crake]

Spendiffer offering for the adult easy-listening audience, this track has power akin to Mike Douglas' "Men In My Little Girl's Life" and could prove just as big a sleeper. Exceptional vocal strength and a beautiful melody combine forces with outstanding lyrics to gain Perry Como the probability of pop as well as soft-spoken break-out success. Flip: "Something Makes It So" (2:45) [Roncon, ASCAP-Vance, Snyder]

Dick Hyman & "THE GROUP" (Command 4114)

In The Heat Of The Night (3:20) [United Artists, ASCAP-Bergman, Bergman, Jones]

Approach of the Academy Awards shifts the spotlight back on the title song that should rekindle plenty of exposure in the orchestral reading of Dick Hyman and "The Group." Fine and funky rendering of the recently Ray Charles' vocal hit that is suited to pop, blues and middle-of-the-road programming. Excellent material. Flip: "Respect" (3:06) [East, Time, Redwall, BMI-Redding]

Chris Farlowe (Immediate 5005)

Hug & Kiss (2:40) [BMI-D'Abou]

Original English hit version of "Handbags & Gladrags" comes into re-lease here after two strong renditions have already stirred up initial response. In the long run, though, Farlowe's phenomenal vocal strength could walk away with hits. Tremendous session that could breakout on the rock front. Flip: "Everyone Makes A Mistake" (2:03) [N'ce Songs, BMI-Alcock, Osborn]

Declaraion Of Independence (Mr G 805)

House (2:27) [Andros, BMI-Durr]

Second sampling of the talents of the Declaration of Independence shows the band still sounding fine with a smooth precision on vocal and instrumen-tal ends of "House." Smooth-rock that features easy-going group chant with a Hick-rock organ push make the new side one that will become a teen favorite. This track should bring the group into the spotlight. Flip: "Next Stop—Dead End Street" (2:42) [Cymbal, BMI-Tobin, Gimbel]

Al Band (Capiol 2104)

Net Sele (1:49) [Blackwood, BMI-Massara, Palavichini]

One of the biggest Italian hits of a consistent leader in Italian pop music, this offering from Al Band shows the chanter's power in a side that should be a dance-package barrage. Setting the tempo for him in the US. Strong side with plenty of potential for the American rock and middle-of-the-road markets. Flip: "Pensiero P.3.3" (3:00) [Blackwood, BMI-Cona, Beretta, Mo-negascio]

Tony LaMarr (Buddah 29)

I'll Do Anything (2:28) [Van McCoy, T. M., BMI-McCoy]

Very special vocal sound of Tony LaMarr pours out a solid showing on this new finger-snapping ballad blues track. Noise-makers before and a fine outing here should establish a reputation for the entertainer among r&b fans and pop breakout could follow. Might make a big showing. Flip: "If I Didn't Love You" (2:40) [Same pub, BMI-McCoy, Williams]
Tommy's Fastest Break-Out To Date

"Dottie I Like It"

b/w "Soft Words"

ABC 11039

Produced by Butch Parker & Tommy Roe
**Newcomer Picks**

**JAMES HENDRICKS** (Soul City 763)
Sunshine Showers (3:12) [Johnny Rivers, BM-Hendricks]
Fine foxy flavor with a pleasant snap in the rhythm gives James Hendricks a solid shot at his acceptance on the performer level. Entry is a well crafted ballad written by Hendricks who penned Johnny Rivers' "Summer Rain," Nice vocal quality and material could put the side on programming lists in pop and easy listening formats. Flip: "I Think of You" (2:30) [Same credits.]

**LITTLE TONY** (Warner Brothers 7166)
Love Me (2:02) [Pete Poree, BM-Poinder]
First English-language release by this bright European star shows him in a powerful ballad that could well steal honors on the pop front. Easy-going melody and nice vocal from Tony could push this side into the top thirty. A tuneful ballad with fantastic and (to this reviewer) abstruse lyrics, the song builds from right through to a beautiful finish. Love lyrics could catch the teen fancy. Very fine side with terrific sales potential. Flip: "I'm Comin' Home" (2:10) [George Pincus, ASCAP, Weiss, Schlack.

**JUSTIN** (Down East 5342)
Right Now (2:30) [Downeast, BM-Justin]
Packing a potent beat and some grand soul chanting vocals, Justin bows in a segment that should grab a big piece of R&B action with plenty of pop reaction to boot. Terrific dance appeal and excellent programming prospects could be just the key to the winner's circle for the lid. Might skyrocket. Flip: "What Can I Do" (2:01) [Bonni-O, BM-Bonni-O.]

**PETER'S PIPERS** (Philips 40518)
Airplane (2:33) [Cristobell, BM-Hewlett, Tiley]
Throbbon mid-speed beat, airy touches of harp and mandolin, and a good with a strong vocal that should grab a big piece of R&B action with plenty of pop reaction to boot. Terrific dance appeal and excellent programming prospects could be just the key to the winner's circle for the lid. Might skyrocket. Flip: "What Can I Do" (2:01) [Bonni-O, BM-Bonni-O.]

**RABBITS IN GUREN** (Verve Forecast 5061)
Sister Theresa's East River Orphanage (3:21) [Hastings, Jonathan Glenn, BM-Farquhar]
A story whose narrative strength could well make it another "Billie Joe" type candidate for fame tells of a neighborhood rebel Robin Hood. Interesting vocal chordage and production work should snag plenty of attention for the box. Could come from left field. Flip: "My Eggs Don't Taste the Same Without You" (1:27) [Same credits.]

**MERRILLEE RUSH** (Bell 705)
Angel of the Morning (2:58) [Blackwood, BM-Taylor]
Currently making noise for Danny Michaels (LHI), "Angel of the Morning" is beautifully handled in a female version by Merrillee Rush. The song comes across powerfully with a terrific orchestral set hinting of steel complementing a country-flavored twang in the vocal. Strong finish puts enough power in the deck to give it a fast-seller sendoff. Flip: "Reap What You Sow" (2:12) [Press, BM-James].

**SINTRIFICAL FOURS** (Mr G 807)
The Music Got To Me (2:40) [White Way, ASCAP-Evans, Parsons]
Strong and gentle vocals and power on this easy-going ballad combines forces with a very good R&B vocal and a very strong male backing vocal that makes a side that stands to break through on the rock front. Attractive material well performed. The song could grab some attention. Could become a hit-seller sendoff. Flip: "I Need You Like A Baby" (2:12) [Little People, Brookings, BM-Warren, Wright].

**Best Bets**

**LEONARD COHEN** (Columbia 44439)
Suzanne (3:47) [Project Seven, BM-Columbia, BP-Cooper, BM-Cohen]
Catching Latin beat taken for a Detroit-styled ride and packed with some happy twist by Robb Fortune, "Crazy Feelin'" comes across as a rock-out offering that is likely to capture a chunk of teen sales. Fine dance beat with an interesting melody, this one should slide into the top thirty. Flip: "Sweetheart of Mine" (2:30) [Same credits.]

**MEL CHESTER & TOM SHIPLEY** (A&M 905)
The Face I Love (2:13) [Barnsby, Janiero, BM-Gilbert, Wells, Pngierra, BM-Cohen]
Says could catch this rhythm-pop-good music bouncer. Has a strong take on "One in a While" (2:07) [Miller, ASCAP-Green, Ed wards].

**TONY FOX** (Galla 146)
I've Got To Do It To It (2:23) [Unbelievable, BM-Vann, White]
Overwhelming sock in the vocal thrust makes this side one that will soon be soaring on the R&B scene. Attractive potentialcouldsectionsideforaverybig pop potential. Flip: "I Don't Believe Her" (2:12) [Suriba, BM-Smith]

**CHARLES SPURLING** (King 6124)
That Woman (2:37) [You & Me, BM-Columbia, BM-Flack]
Contemporary songwriter/singer/songwriter. Charles Spurling turns in another splendid vocal jaunt on this slow to mid-tempo ballad. His song and his excellent handling of it make the side one to watch for R&B action. Flip: "Whatch One" (2:32) [Same credits.]

**DARROW FLETCHER** (Revue 11008)
The Way Of A Man (2:50) [Muriel, Pop, BM-Bettes]
Several vocals. Great arrangement on the lines of a Stevie Wonder offering give the record a good shot at finding breakout reception. Flip: "I Like the Water" (2:45.) [2:50] [Same credits.]

**FERRIS WHEEL** (Philips 40525)
I Can't Break the Habit (2:16) [AS, BM-Keller, BM-Buell, Wood]
Out Of England comes this hard-hitting rock effort that makes the difference as a outstanding group effort. Side could snag some attention and find sleeper action. Flip: "Hey, Mr. Guy." (1:55) [Blight, BM-Keller]

**VOYAGE** (Decca 32265)
One Day (2:35) [Kama Sutra, BM-Klabak] Medium speed ballad with some nice orchestral background, this good vocal that could stride into the top thirty. Flip: "Fly On Your Song" (2:50) [Jobete, BM-Holland, Donzel, Holland]

**PERCY FAIR** (Columbia 4444)
For Those In Love (2:35) [Leo Feist, ASCAP-Hart, Lawrence] Lively romp that has pop vitality and easy-listening polish could turn up as a sleeper for the Percy Faith Orchestra and Chorus, Pretty and perky track. Flip: "There Was A Time" (2:02) [Sham ley, RCAF-Signum, Faith]

**MARILYN MARCHES** (ABC 11043)
Kansas City (2:00) [Lois, BM-Bebe, Stoller] Torahs blues version of the well-known rock and blues hit done up with a seductive female vocal, good easy going jazz partying. Could rise high on both easy-listening adult and popular ratings. Flip: "Show Me" (2:58) [Chappell, ASCAP-Lerner, Loewe.

**JACKIE DESHANN** (Imperial 60251)
Mr About You (2:15) [Chardon, BM-Gordon, Bonner] Very nicely performed ballad cut from the Gordon & Bonner duo. A nicely written pop song with nicely written ad pop fans. Flip: "I Keep Wanting You" (2:45) [Metrix, Chardon, BM-Nitzsche, Deshannon]

**GLENN YARBROUGH** (RCA Victor 4945)
Face In The Crowd (2:01) [Screen Gems-Columbia, BM-Gates] Exceptional vocal talents of Glen Yar brough are turned out on a throbbing ballad in this sampling from his LP. Santed for easy listening and popular music formats. "Time Gone By (2:30) [RCA, Roven, Kuen] Beautiful ballad that could steal the soft-spin spotlight.

**CLEBANOFF STRINGS** (Decca 22265)
When Will It End? (P.J.'s Theme) (3:20) [Shamley, ASCAP-Hefti, Cahn]. Organ arrangement with some easy strings and a lazy samba rhythm on this movie theme. Lovely tune for easy listening and late hour programming. Flip: "Wait Until Dark" (2:38) [MI. Young, ASCAP-Mancini, Livingston, Evans]

**PUZZLES** (Vest Back 210)
I Need You (2:30) [Cobra, BM-Culley, Water, Price] Potent brew of r&b rhythms and hard-hitting vocals. Lively tempo and unusual group make the side one that could pull some attention. Flip: "My Sweet Baby" (2:40) [Same credits.]

**LOVED ONES** (Roulette 7008)
I Love You How You Love Me (2:07) [Screen Gems-Columbia, BM-Mann, Kolber] Revival of the old hit could steal much of the attention from Clau diette Longe's new release of the same song. Soft group sound with very good vocal. Flip: "Do You Want Me To Know I Think" (2:12) [Kama Sutra, BM-Laguna]

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**Cash Box—February 10, 1968**
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Cash Box—February 10, 1968
ANTIA HARRIS (Columbia 44438) Comes The Night (Carole's Theme) (2:35) [Shaper, Goldsmith] Romantic, blues-toned ballad from the Paramount film, "Don't Be Afraid." Anita Harris, the side should receive plenty of play on good r&b from younger "Dinah Washington" Waite" (2:40) [Mayfair, ASCAP-Dublin, Franklin].

LLOYD GREEN (Big A 102) Pies & Butter (Big A 225) [Mayfield, BMI-Thatcher, Doheny, Reid] Famous country steel guitarist Lloyd Green here performs a pop instrumental that has psychedelic properties but is mild-sounding compared to hard-core psychedelic efforts. On the flip, "Panic" is played backwards and sounds a good deal like "The Flick" (1:06). Good r&b side; the flip is the push to Big A Records, c/o Little Darlin' Records, 801 18th Ave., Nashville, Tenn.

SHIRLEY & JOHNNY (World Pacific 77818) And I Don't Want Your Love (3:01) [Big A 211] [Shaper, BMI-Altri, All] Very nice, almost jazz-sounding effort by Shirley & Johnny could earn a fair number of spins with this rhythm-and-blues-oriented romp. On the flip, "There Go Heartaches" (2:36) [Morley, ASCAP-Bagwell].

LARRY ATRIK (Rokomark 118) Ain't You Kind Of A Tease (2:55) [Five Point, Yenom, BMI-Marchand, Harris] Herculean effort by Larry Atrik could garner a nice amount of spins for counter Larry Atkins, Sean M (5:00) [Five-Point, frontm, BMI-Harris, Payne] Rokomark Records, 211H Bavier Drive, Los Angeles, Calif.

GRAHAM JOHNSON (RCA Victor 4949) The Impossible Years (2:38) [Manken, BMI-Marchand] Stylish pop with a strong sense of the problems and concerns of Generation X. Strong enough to grab some attention. Produced by Graham Johnson and Peter Stone (Herman & Hermita's Hermita), Could do well on the AAA circuit. An excellent song. "No Milk Today" (2:12) [Manken, BMI-Gouldman].

TOBI LEGEND (Main 591) Time Is Now (2:54) [Gomna, BMI—Rhyo, Fekaria, Zesses] Soguestor Tomi Legend puts a lot of spin on this effort, which manages to make its message—bearing R&B foot-stomper. Flip: "Heartbreaker" (2:40) Aim, BMI-Galla, rup.

RITA WRIGHT (Gordy 7064) I Can't Give Back The Love I Feel For You (3:58) [Jojete, BMI—Ashford, Simpson] Top-rate pop song, but effort that could hit big in the r&b listings and might very well pick up a bright pop showing. Detroit sound with a new vocalist who packs a terrific vocal power. Flip: "Something On My Mind" (2:08) [Jojete, BMI—Ashford, Simpson].

PIECEs OF EIGHT (A&M 907) "Nancy" (2:20) [Penn, Oldham] Lively atmospherically layered into the session makes the new Pieces of Eight a definite pop possibility. Effort that makes a sizeable piece of the r&b action, Good pop debut. Flip: "It Will Stand" (2:30) [Singer, BMI—Oldham].

JOHN ROSASCO (Uni 56548) Coffee And Tea (2:20) [Duchess, BMI-Roseoa] Entertaining teen ballad with a beat that could stir up attention for this newcomer artist. Fine song that updates the old "I like coffee, I like tea" refrain with a dance beat that could click. Flip: "Love Comes On" (3:00) [Same credits].

TRINI LOPEZ (Reprise 0659) Sally Was A Good Old Girl (2:41) [Pamela, BMI-Howard] Up-tempo snap to this side could attract a considerable pop play along with the regular r&b audience for this team that hit with two recent singles, this effort is a good one that should stir up a lot of interest. Featuring folk singer "Your Own Overdue Of Love" (2:12) [T.M., BMI-Levine, Iseikin].

NICE (Immediate 5004) Early Davjack (2:40) [Nice, BMI-Davjack] Out-of-the-ordinary side which combines Nice's mod look and the r&b lilt of English rock features the English act (now touring the US) in a fine effort that could score. Flip: "Axial (Angel Of Death)" (2:48) [Same credits].

JOHN BARNES (Revilot 216) Hold On To It (2:23) [LeBaron, BMI-Barnes] Detroit work-out with some terrific blues guitar that could earn a nice amount of spins for John J. Barnes. Sean M (5:00) could send it soaring on the r&b charts. Flip: "Now She's Gone" (2:05) [Morley, ASCAP-Bagwell].

JOHN LEE HOOKER (Blues-World 61014) Cry Before I Go (2:38) [Altheine, BMI-Hooker] Attractive samba in the track for that lovely vocal could stir up attention for the New City Six. Well performed track, with easy listening and pop appeal, Flip: "Hold Me With Your Eyes" (2:24) [Altheine, BMI-Hooker, Jr.].

WILDER EXPRES (Brunswick 55983) A River's Invitation (2:27) [Venice, BMI-Cotter] Jazz-oriented pop with a lively feel for pop deejays could attract exposure along the mild-middle-of-the-road circuit. This set: "Walk On By" (2:30) [Joc, Blue Seas, ASCAP-David, Bacharach].

ROBERTA PECK (Columbia 44448) If You Ever Leave Me Now (2:51) [Poz, ASCAP—Devens] Attractive serving of a melancholy love track that could be jumped up mid-way for added easy-listening potential. Featuring vocalist "Cold Winter" (2:55) [Snapiro, Bernstein, ASCAP-Ballard, Jr.].

MICHEL LEGRAND (MGM 13904) Love Theme From Elvira Madigan (2:46) [MGM, BMI—Legrand] Theme from the outstanding "Elvira Madigan" film. This set: "Columbia" (2:50) [Legrand].

BABY DOLLS (Gamble 213) (Please) Don't Rush Me (2:17) [Razor, BMI—Dollie Bow-Gamble, Bec-ome] Here's a feelgood R&B love ode that could see sales action for the Baby Dolls, Give it a listen. No information available on the flip side at this time.

SPIRAL STARECASE (Columbia 24449) Baby What I Mean (2:21) [Unart, BMI—Zambrini] Top-rate pop song with a terrific rock number which features some very good orchestral and vocal arrangements. This set: "In the Right Place" (2:55) [Columbia, BMI—legand].

SHARON TANDY (Atco 6566) World (3:21) [Nemperor, BMI-B. & R. Giff] Great pop by the young Tandy could be used full-throttle full-length of this Bee Gees hit, Eye It. Flip: "I Love You" (2:25) [Maclean, BMI—Levin, McMurrory].

MATT MONRO (Capitol 2105) Pretty Polly (2:15) [Shanley, AS- CAP-Legrand, Black] Matt Monro demonstrates a smooth vocal on this pretty good musical ballad; Could go. Flip: "Don't Answer Me" (2:29) [Pon- derosa, BMI-Callerand, Zambrini, En- riquez].

BONNIE & THE CLYDEs (Audio Fi-delity 1x) Nine O’Clock Hop (1:53) [White Way, ASCAP-Sanders, Lippis] Weird track with a lot of high energy here; the Shoe Laces" hit that came from left field, this off-the-wall track could find a novelty reception that will put it in the noise-maker class. Flip: No info available.

DAVE DAVIES (Reprise 0690) Susannah’s Still Alive (2:30) [Noma, BMI-Davies] "Batman" opening draws attention. This rock song has a lot of pop potential. Kinks fans already familiar with Davies should turn out in number to support this flip. Flip: "Fancy Face" (2:13) [Same credits].

BUDDY DAVIS (Barrington 5006) Anything (2:33) [S. Nicholas, ASCAP-Marks] Lively version of this British pop single is a strong, confident, in-the-middle-of-the-road classic. Fine vocal offering makes the lid a prospect for mid-week with an easy-listening programming and coin- operator acceptance. Flip: "On a Clear Day" (2:50) [Chappell, ASCAP—Lane, Lerner].

HAMILTON CAMP (Warner Brothers 7165) Here To You (2:16) [Rayham, ASCAP-Camp] Stepping into the pop train with his first WB single, Hamilton Camp shows us a unusual and de- lightful ability to combine elements of modern pop with a touch of Dylan-phrasing for a unique session that could very easily take wing. Flip: "Let's See How Anybody" (2:35) [Same credits].

JULIE MONDAY (SSS Int’l 731) I Wanna Be Your Baby (2:36) [Screen Gems, BMI—Monday] Exotic vocal talent and a bright selection for those Jule Monday with this smooth rock sampling. Could do well with outlets from teen to middle-of-the-road; Flip: "Love’s Love" (2:12) [Shelby Singleton, BMI—Lewis, Smith].

JOHN HARTFORD (RCA Victor 34755) Big Blue Balloon (2:50) [Glaser, BMI-Hartford] Fareway opening seg- ment to a dreamlike almost Donovanshambler. Soft waltz tune spiced by exotic orchestral atmosphere and a tale out-of-the-ordinary could become a conversation deck with easy-listening potential. This set: "The Six O’Clock Train & A Girl With Green Eyes" (2:38) [Same credits].

JACK HANSEN (Marko 229) Comes the Night (2:18) [Ensign, BMI-Goldsmith, Shaper] Theme song from the film "Nine" offers a lovely piece of good music that could serve a big band and sitar licks for possible expo- sure in easy listening and teen offerings. "To Sir With Love" (2:47) [Screen Gems-Columbia, BMI—London, Black].

HORST JANOKWSKI (Mercery 72766) The Glory of Love (2:27) [Shapiro, Bernier, BMI—Hill] Ever-popular pianist tackles the theme from "Guess Who’s Coming To Dinner" in a swinging side that could stir up plenty of middle-of-the-road exposure and jukebox action. Flip: "Lazy" (2:41)


WILLIE & WALKERS (United Artists 120) Life In My Room (2:16) [Robins, ASCAP—Prietoch, Vance, Poockins] Rhythmic tune behind this piece of burning blues funk a la Procol Harum. The lid is a low-down-orphan sound with some inquisitive vocal sounds. Good teen side that could take off. Flip: "Poor Janie" (2:06) [Dunne, BMI—MacCauley].
You’ve never seen or heard anything like it in your life!

ORIGINAL MOTION PICTURE SCORE BY LESLIE BRICUSSE WRITTEN ESPECIALLY FOR “DOCTOR DOLITTLE.” CONTAINS 14 GREAT SONGS:

“My Friend The Doctor” • “Talk To The Animals” • “At the Crossroads” • “I’ve Never Seen Anything Like It” • “Beautiful Things” • “Fabulous Places” • “When I Look In Your Eyes” • “The Vegetarian” • “Doctor Dolittle” • “Like Animals” • “After Today” • “Where Are The Words” • “I Think I Like You” • “Something In Your Smile”
North To Staff In Nashboro Expansion

NASHVILLE—In a continuing expansion policy at Nashboro Records Co. Nashboro's representative Love One in Hollywood, New York, has been strengthened with the addition of Freddie North to further the label's R&B lines, Excello and A-Bet, and its spiritual labels, Crescent and Nashboro.

He is no newcomer to the record industry having been a recording artist since 1955. North also currently records on the A-Bet label, one of Nashboro's R&B lines. He made a trip to American Bandstand with "Ok, So What" on University label for Liberty. North worked for two years with WLAC-TV-Nashville's R&B show, "Night Train."

He attended Tennessee State University in Nashville where he majored in speech and drama. North was in Nashboro's order department before moving to his new position to work with Bud Howell, vice president in charge of promotion and sales, and Bob Holmes, who does A&R as well as promotion on the Excello, A-Bet, Crescent, and Nashboro lines.

North who continues to record on the A-Bet label, will have a new single release soon.

Freddie North

Elektra Records Names Haeny Chief Engineer

NEW YORK—Elektra Records has appointed John Haeny chief engineer, according to Jae Holzman, president of the label.

In this capacity, Haeny will be responsible for recording and mixing sessions on both coasts, and will be responsible for equipment, operating personnel, and quality of recording for Elektra. He is currently involved in the recording of Elektra's new Los Angeles studio, and expanding Elektra's New York engineering facilities. Haeny's first recording project with Elektra is the new Judy Collins album, "Wildflowers."

Prior to his Elektra appointment, Haeny, who is 20, was a staff mixer at the United and Western Recording Studios in Hollywood, having come there from the mixing staff of Hollywood's RCA Victor Studios.

Bland Disk Split

HOLLYWOOD—Bobby Bland's current single, "Drifting" b/w "Piece Of Gold," has been receiving so much split play that Duke Peacock Records has issued two new singles using "Drifting" and "Piece Of Gold" as the 'A' side on each.

Gaudio Co-Cleffes

NEW YORK—Bob Gaudio is a co-writer with Bob Crewe on the recent Frankie Valli hit, "Can't Get My Eyes Off of You." Crewe was given sole credit in a story on Crewe's west coast expansion in last week's issue Pair also penned Valli's follow-up hit, "To Give."

ECS Changes Image

NEW YORK—Riding on the popularity of their current MGM single, "No One Knows," Every Mothers' Son is in the throes of major changes coming to the group. The once collegiate-type group has begun to go the long hair—far out clothes route and has recently been playing such New York bastions of hippiedom as the GHC Image and Steve Paul's The Scene.

The first changes began to take place in Mid-Dec. when Don Kerr replaced Schuyler Larsen at the bass. Kerr was formerly with Neil Diamond's back group. Lary Larden, leader of EMS, maintains that the change in the group's sound is due primarily to the bass of Don Kerr and the new drum set up of Christopher Augustine.

Cash Box—February 10, 1968
“For Your Love” – The Yardbirds
“No Milk Today” – Herman's Hermits
“Behind the Door” – Chér
“Pamela, Pamela” – Wayne Fontana
“Bus Stop” – The Hollies

These great hits have one thing in common. They were all written by Graham Gouldman...

and now he makes his Victor singing debut with his newest song...

“THE IMPOSSIBLE YEARS”
©/w“No Milk Today” #9453

RCA
Curt Massey: Behind The Screen Musical Doings For Ex-Performer

HOLLYWOOD—Curt Massey is a former radio and TV singer whose musical creativity has evolved successfully from the performing to the production end of broadcasting.

Massey is musical director for CBS network shows "Petticoat Junction" and "Beverly Hillbillies," but he adds more than just direction.

Home Style Scores

The Massey theory of musical direction demands that the composing, arranging, playing and recording of music be done by Massey—in his own home. And when the occasion demands, he lends his voice to a sound track.

The second floor of Massey's Spanish-style hacienda hosts a two-room air-conditioned recording studio. One room is for performers, and the other holds his professional audio recording equipment.

A $25,000 investment, the audio recording equipment includes an 8-track and a 4-track Ampex AG-300, microphones and an Ampex AG-361, on which the finished sound tracks are recorded and sent to Filmmakers Studio in Hollywood, where both television and radio programs are produced.

All original music used on "Petticoat Junction" and "Beverly Hillbillies" is written and arranged by Massey, and singers for the two programs gather at Massey's home so that the tapes may be produced in his studio.

When it comes to musical instruments, almost invariably the per- formers are heard on both shows is Massey. He plays piano, violin, trumpet, guitar, banjo, clavichord, mellophone, xylophone, celeste and French horn.

In his lifetime, Massey has been the creator of the two comedies and executive producer of "Green Acres," an offer Massey the "Petticoat Junction" position which necessitated his giving up his NBC television program."Curt the Hillbillies" show.

After making sure the personnel connected with his TV show would be able to find other jobs, Massey accepted the NBC offer, the "Petticoat" crew at the program's inception in 1963. His NBC TV show ended in early 1964, Massey added the musical directorship of "Beverly Hillbillies" to the fall of 1964.

The tireless Massey commonly works 14 or more hours a day, but professes no exhaustion, despite his 57 years of age.

Musical Family

Massey comes from a musical family. His father was widely recognized as a country-style fiddler, and his six brothers and sisters also became professional musicians.

While attending a Kansas City, Missouri, high school, Massey began working as a radio actor at the local station, KCMO. At the same time he performed with the Play Mor Ballroom orchestra, and became its featured tenor saxophonist. Massey continued working with music and went on the air in 1949 with "The MGM Personality" show. In 1951 he formed Mutual and the Armed Forces Network, working five days a week. In 1956 the Hollywood-based program moved to television under the aegis of NBC.

Wissert Calls Last Year His Most Successful Yet

NEW YORK—Koppelman-Robin's executive producer, Wissert called last year his most successful in the record business. Major hits in recent months have come from productions for the Turtles and the Lovin' Spoonful.

Although the Turtles had not come up with a hit in about a year when Wissert first spoke to them, the team connected for million seller status with "Happy Together" and "Love to Love You Baby." Wissert attributes "She's Only Sixteen" and "She's My Girl." Wissert assigns a large part of the success for these recent hits to his work with Nick DeCarlo and Jack Nitzsche, whom he considers among the best in the country.

Wissert's involvement with the Lovin' Spoonful is a recent development begun with "She's Still A Mystery." He also worked on their current "Money" single and the recently released "Everything Playing" album.

Lib's 'Million $' Winners Announced

LOS ANGELES—Ed Dain, general manager of Liberty Records, last week announced the winners in Liberty's "Million Dollar Weekend" contest for dealers, distributors and salesmen.

Each contestant had to write in 200 words or less how he would spend a "Million Dollar Weekend.

The winners are: Darwin R. Meyers of Heilicher Bros. Inc. in Minneapolis, Jack Geldhart of L & P Record Service in Atlanta and Leonard M. Chapman of Liberty Records Distributing Corporation of New York.

The winners' wives will be flown to Las Vegas to spend an all-expense paid "Million Dollar Weekend.

The weekend will include luxury accommodations at Caesar's Palace Hotel in Las Vegas, two showings of The Sting, a special sight-seeing tour of the Las Vegas area, including Boulder Dam, and $500 in chips.

The "Million Dollar Weekend" contest was part of a promotion of the Ventures' latest Liberty album, "Million Dollar Weekend.

The promotion consisted of the contest, extensive radio advertising and special Ventures "Million Dollar Weekend" displays for the retail outlets.

The promotion was coordinated by Dain, national sales manager, and Bob Broderick and his wife, Madge, national promotion director.

Golf Tourney To Benefit

NEW YORK—Andy Williams has announced that Williams and Williams San Diego Opening will go to the American Film Institute as "Mystery to the Million Dollar Weekend Research, La Jolla, California.

The Columbia vocalist is holding his golf event at the Torrey Pines Club next week (Feb. 8-11) and final two days will be televised by NBC-TV. Preliminary money raised will be held in including many celebrities from the entertainment world. Listed among the names that will be in attendance are: Danny Thomas, Jack Lemmon, Chuck Connors, Vic Damone, Robert Moore, Richard Crenna, Buddy Greco, Robert Wagner, Fred MacMurray, John Raitt, Ricky Nelson, Tennessee Ernie Ford and Ray Bolger among others. Preliminary event features $15,000 prize list.

A special Andy Williams-Henry Mancini concert scheduled for the event will also be featured. Additional activities will also benefit the Salt Institute. The sale of 3,000 seats for the performance in the San Diego Auditorium is slated to raise $100,000.

A long-time admirer of Dr. Salt's project, Wissert will be co-producer of the event and a major force behind the going.

Atlantic, Hullabaloo Mag. In Joint Promo On Rascals

NEW YORK—Atlantic Records and Hullabaloo Magazine have entered into a joint promotional venture on the Young Rascals. In an exclusive interview with Gerald Rothberg, publisher of Hullabaloo Magazine, Cash Box learned that, as part of the joint promotion, full size posters of the Rascals are being bound into the issue of Hullabaloo currently on the press. The magazine is also running Young Rascal contests using Atlantic product as prizes.

The promotion will utilize the following products: George Hartschaff's "Sailor's Dream," produced by Good Music's Top Record Service, Cecil Streem's Re- cordhenge, Charles Schlang's Mercenary of America, and Louis & David Fried- man's Sommerset Corp.; all of which is distributed by Transcontinental Investing Corp., as is Hullabaloo Magazine.

Rothberg pointed out that this promotion on the Young Rascals is the first of a series of aggressive, innovative promotions that the magazine plans to work out with major labels.

BLOCK (ING) WHITE WHALE—Gene Block, new national sales manager for Muntz Stereos, fled with White Whale exes during recent All-Star Session in New York. Shown (from the left) are: Ed Michel, music director for Muntz Stereo Pak; Ted Paigen, White Whale; Gene Block; and Lee Lassett, White Whale.

Pacific Ocean Prod.'s Debuts In Hollywood

HOLLYWOOD—Joe Leahy, Don Blocker, and Joe Gottfried have teamed up for the new Pacific Ocean Product. The first act signed by P.O.P. is the American Brass Company, who will have their album released shortly on Viva Records. Additional artists signed by P.O.P. include The Beautiful People, a young singing, performing group, and other artists and music concepts. An album is currently being negotiated with several companies. P.O.P. will also engage in music publishing and artists management.

Motown's Jones Is Father Of Boy

NEW YORK—Phil Jones, marketing director for Motown Records, and his wife, Muriel Jones, are the proud parents of a baby boy, Thomas Raymond Jones, born January 25. The lad weighed 8 pounds.

The Jones' boy is the couple's third child, twin girls comprising the rest of the family.

AND ALL THAT JAZZ—Bob Lis- sauer (right), president of Lissauer MUSIC, poses with jazz piano greats, Tony Roberts, recently signed by Lissauer, and his brother, pianist John Lis sauer, a recording artist for Dot and Scepter and is set to handle the arranging chores on an L.P. that she and Lissauer are producing.

Cash Box—February 10, 1968
NEW THRUST FOR A GREAT CAREER...

RYDELL ON REPRISE

WITH A MEMORABLE INAUGURAL SINGLE
"THE LOVIN' THINGS"
B/W "THAT'S WHAT I CALL LIVING"

0665

ALREADY A PRE-RELEASE HIT IN AUSTRALIA!
CRDC Realigned Sales Force; Beucler VP

HOLLYWOOD—Capitol Records Distributing Corp. has realigned its sales responsibilities effective February 1, according to an announcement by Stan Gortikov, president of the company. Oris Beucler has been elected vice president of CRDC’s special markets division, Beucler will continue to be responsible for the procurement and marketing policies of special products, including phonograph, accessories, tape playback equipment, musical instruments and other products as may be added in the future.

In his new position, Beucler will also be charged with the location, development and procurement of other new products for distribution through CRDC or through any other appropriate distribution channels. In addition to his CRDC responsibilities, Beucler will provide advice and counsel in the marketing strategy of CRI’s creative product sales and custom sales activities, headed by Harry Mynatt and Bud Hardren, respectively.

The national sales responsibility of all special products, including reel-to-reel and cartridge tape, will be assigned to CRDC’s national sales manager, vice president William B. Tallant, Jr. Roger Brown, as special products line manager, will report directly to Tallant, as do all other product line managers. The purpose of these moves is to unify, clarify and simplify field sales relationships, sales procedures and customer relationships.

Garrett Productions Buys Amigo Studios

HOLLYWOOD—In an effort to avoid the spiraling costs of cutting acts and the protracted delays in scheduling dates, Garrett Productions has purchased Amigo Studios in north Hollywood. Partners are Smurf Garrett, Ed Silvers and Steve Douglass, Mercury Records’ west coast A&R chief.

Studio, which is equipped with Ampex 8, Ampex 4 and monaural decks, can accommodate up to 36 pieces and is currently operating on a full time basis.

It’s open to outside dates, according to Ed Silvers, and such acts as Brian Hyland, the Electric Prunes, Tom Garrett’s 50 Guitars, the Midnight String Quartet, Blue Cheer, and the Lennon Sisters have recently utilized its facilities.

Currently the studio has a full time and part time engineer with “Doc” Dubb administrating.

Silvers estimates the value of the operation between $150,000 and $175,000. “We’ve been in the black ever since we opened,” says Silvers, “when the Studio was purchased a few weeks before Christmas.”

Record Acts To Key Gary TV Show Action

MIAMI BEACH—John Gary’s upcoming series of 90-minute television shows will make wide use of record-oriented acts according to initial indications from personnel at work on the programs.

Scheduled to begin taping shortly, the John Gary Show is lining up talent to appear with performers of material and engage in conversation on a format akin to several of the “talk-shows” now in popularity. Although making use of the ideas of programs like The Joey Bishop, Merv Griffin and Mike Douglas shows, more of the discussions will be centered around the performance in a natural manner. No lounge chair setups will be used.

Now in production from the Scripps-Howard/WGN Continental Productions in association with Joseph Cisda Enterprises, the Gary program will be syndicated nationally and will be internationally with the intention of featuring artists in appearances that will be meaningful for promotion purposes. Acts will be paid scale for a nationally syndicated show. Markets in which the show will be kicked off for the first half of March include Chicago, Cleveland, Miami, Palm Beach, Memphis, Denver and Duluth. New York and Los Angeles stations are now being lined up as well as outlets in ten other major markets.

The John Gary Show will be done from the Hilton Plaza Hotel in Miami Beach with most programming to come from the Great Room and added shots taped around the Miami area. Sheldon Cooper is executive producer with working producers Al Schwartz and Hal Wallace. Herman Spero is talent coordinator.

Cash Box—February 10, 1968
That first step is a big one.

And it's already taken the first step up the charts. Over 20,000 sold opening week in Philadelphia alone! Next step: the inevitable coast-to-coast climb for this highly original hit. Formerly on Bank Records, now on MGM.

At the top of the stairs

K-13899

THE FORMATIONS

Produced by Leon Huff for John Madara Productions in association with Bank Records
LONDON ON AMPEX—Londons Ampex and Ampex have just signed a new long-term licensing agreement whereby Ampex will have the right to issue and sell records under the Ampex label and the Ampex name to radio stations and TV stations. The agreement covers all types of pre-recorded tape formats, and London's products are on all four currently leading configurations: open reel, cassette, and cartridges in both 4 and 8 tracks. Shown here are Marty Wargo (right), London's director of administration, and Don Hall (left), general manager of Ampex Stereo Tapes, who handled the contractual negotiations.

Singing Sideline Sweets

Coffee Chanteuse's Career

NEW YORK—Known to many as "the lady in the coffee ad," Page Mortell is now stepping up her singing career with promotional visits to several cities for her new Audio Fidelity single.

Until recently Miss Morton was more occupied with the world of high finance and focused her attention on business and economics, but initial reaction to her singing debut of "The Song of Autumn," led towards that association, waxed for Cameo Parkway Records.

Initial disc for Reprise is "The Love of My Life," written by Dave Hassinger. Rydell recorded the million seller "Wild One."

Reprieve Inks Rydell

BURBANK — Reprieve Records has signed Bobby Rydell to an exclusive recording contract, according to an announcement by general manager Mo Ostin. Rydell, recently returned from a six-week tour in Australia, has been recording for 10 years. Most recently he was with Capitol Records, and prior to that association, waxed for Cameo Parkway Records.

Initial disc for Reprise is "The Love of My Life," written by Dave Hassinger. Rydell recorded the million seller "Wild One."

Bobbie Gentry To Perform At San Remo

HOLLYWOOD — Capitol Records' songstress Bobby Gentry will introduce a new Italian song, "La Siepe" at the forthcoming San Remo Festival. Her appearance in the festival will also introduce "La Siepe" as Italy's star male vocalist Al Bano, an EMI Italian artist.

Bobbie Gentry and Bob Klein, merchandising director of Capitol's International Division, arrived in San Remo yesterday (28). Miss Gentry is currently on a world tour which takes place Feb. 1st, 2nd and 3rd.

In order to have Miss Gentry's version of "La Siepe" recorded and ready for sale in Italy the day after the festival, both Miss Gentry and her A&R producer, Kelly Gordon, in the recording of the tune. The session was finished Jan. 19 and flew back to Italy Jan. 20 with the tune. The record will be available for sale in Italy on February 5th.

Capitol's publishing arm, Beefwood Music (BMI) has obtained the rights to "La Siepe" for the U.S. and will have Miss Gentry write English lyrics for a future release of the song on Capitol.

April/Blackwood Inks Guran

As Writer-Artist & Producer

NEW YORK—Margie Guran, composer of "Sunday Mornin'," has been signed to April/Blackwood with an exclusive agreement, according to Don Blackwood, president of April/Blackwood. The signing will be announced at the Daylight Productions arm with a recording-producing pact.

In her talent, A/B vice president and general manager Neil Anderson, said that "although her "Sunday Mornin," composition, recorded by Spanky & Our Gang, is Miss Guran's first hit, she is becoming one of the most sought after writers around. The publishing firm has already received many requests for her material including "Think of Rain," recorded by the Cyripke, Claudine Long, Jackie De Shannon and Nilsson.

Her background includes a familiarity with many forms of music. Miss Guran has a Bachelor of Arts degree in Music from Boston University and she has studied at the Lenox School of Jazz with Gunther Schuller. Prior to joining April/Blackwood, she was in the staff of MQ Music where she wrote lyrics to the compositions of Gary McFarland, Ornette Coleman and John Lewis while writing her own music. She is also an accomplished vocalist, arranger and pianist.

Epic Inks Comedienne

NEW YORK—Epic Records has signed new comedienne Donna Jean Young to an exclusive recording contract announced by Mr. Karl Karpalik, vice president of A&R for the label, has announced. Miss Young's first album will be recorded live at the East McKeepen School High School in her hometown of East McKeepen, Pennsylvania. Donna Young has appeared extensively on major television shows and in numerous clubs throughout the country. Her first television appearance was on the Merv Griffin Show, in which she appeared as a frequent guest. She was a regular on the Dean Martin Summer Show, and other television shows. Miss Young's first album, "Young's Date," was released last year. She will appear on the "Ed Sullivan Show" on Saturday, March 6th on the Jonathan Winters Show.

Cash Box—February 10, 1968
Talent On Stage

JACK JONES

NEW YORK—Jack Jones, who confesses to being a "father dropper," meaning that he always introduces his dad, Allan ("Donkey Serenade") Jones, at his opening night gigs, is also a "dropper" of decided pleasant surprises in song and patter. His current New York stand is at the Copa cabana, where he's denying the myth that a good new song is hard to find. Which brings us to his closing number, which happens to be his latest RCA singles release and one of the most persuasive songs written by Tony ("Downtown"). "Who Am I?" Hatch. It's called "If You Ever Leave Me," not, as Jack observes, to be confused with "Camelet," "If Ever I Would Leave You.

Much of what Jones introduces, as it seems to fit, is a "dropper" of decided pleasant surprises in song and patter. His current New York stand is at the Copa cabana, where he's denying the myth that a good new song is hard to find. Which brings us to his closing number, which happens to be his latest RCA singles release and one of the most persuasive songs written by Tony ("Downtown"). "Who Am I?" Hatch. It's called "If You Ever Leave Me," not, as Jack observes, to be confused with "Camelet," "If Ever I Would Leave You.

Hashberry, Decca, Cadet Deal Sets Promo Film Dates

NEW YORK—In a new series of completed negotiations, the film production arm of the Hashberry Group has formed contracts with both the Decca and Cadet record labels to produce promotional films for distribution to TV deejay shows throughout the country and TV stations abroad. The announcement was made by Hashberry's president, Hank Schwartz. Hashberry said in the production of the first film for Decca Records with the Decca recording group, the Hobbits performing their latest record. The film is scheduled for release along with the record providing a promotional tool to be used to kick off extensive exposure of the Hobbits campaign.

Commenting on the deal with Hashberry, Decca sources said that the production resources and experiences of Hashberry producers permitted a film to be created, produced and released simultaneously with a new record that was just starting its climb on the charts.

Cadet's film with Hashberry will be of the Dells performing their chart single "There Is." The film will be distributed by Hashberry to leading deejay programs.

Hashberry indicated there are several other film deals pending with other major labels. Schwartz pointed out that Hashberry can achieve major distribution and exposure for films produced by his company because his company represents a continuous source of supply of film product to TV deejays.

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Chris Whorf To Head Dot's New Art Dept.

LOS ANGELES—Dot Records' advertising-merchandising department is adding an internal art set-up, according to an announcement by Jack L. Levy, the label's advertising-merchandising director. Construction is presently underway. Simultaneously Levy also named Christopher Whorf to head the new internal service as art director, effective immediately.

Whorf will be responsible for the control of Dot's new corporate look, encompassing advertising, album covers and sales aids, said Levy. He brings to the company an excellent background in graphics and design, influenced by a very artistic family, including his uncle, famed painter John Whorf, his brother Pete, award-winning art director and his father, the late actor-director Richard Whorf.

Prior to his graduation from Stanford University in 1962, Whorf accepted an assignment with designer Charles Eames on the U.S. Pavilion at the Seattle World's Fair, and the I.B.M. Pavilion at the New York World's Fair. He then was engaged by CBS-TV Films, for their documentary series, "The Fabulous Fifties.

Christopher Whorf

(Continued from page 8)

300,000 more copies of the disk after the TV transmission (he claims a total of 86,000 copies of the disk sold in Germany). With regard to TV, Martino is content to perform abroad solely as an act of protest, since he feels that "TV has taken over in Europe" as a prime exposure of talent.

Before his strong comeback on the American scene eight years ago, Martino was a "hit," he achieved notable success. Many of his successes there, he notes, were the result of covering hits from the States and scoring in England by virtue of getting the hits to market. For Martino's latest Capitol recording, the vocal version of the Paul Mauriat hit, "Love Is Blue."
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"THE GOOD, THE BAD AND THE UGLY"

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A STANDOUT SINGLE
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Cash Box—February 10, 1968
Talent On Stage

BILL COSBY

NEW YORK—On Sunday evening, January 28, at Philharmonic Hall, Bill Cosby gave striking evidence of his musical versatility and his ability to combine comedy and music with an uncommon degree of success. His appearances with the Metropolitan Opera Association in its studio series in February and March have confirmed the view that his combination of comic timing and musicality is a natural and effective one. His performance was a triumph of timing, delivery, and musical sense, and it was a pleasure to see him at his best.

Cosby, a member of the group known as the "Four Tops," is a singer with a wide range of vocal qualities. He is particularly effective in the comic roles of a black uncle or a wise-cracking, street-smart character. In his musical numbers, he is equally at home as a soloist or as a member of a group. He makes a point of using his voice to express the humor of his jokes, and he is not afraid to use his voice to carry a musical idea.

Cosby's performance was an example of the kind of show that can be both funny and serious, combining humor with a touch of pathos. His version of "I Am A Rock" was especially effective, with Cosby playing the part of a rock star who has lost his way in the world. He delivered a powerful performance, with a combination of pathos and humor that was both touching and entertaining.

Cosby's musical numbers were well-chosen, with a variety of styles from jazz to pop. He showed a good command of the piano, and his vocals were clear and expressive. His musical sense was evident in his ability to blend the music with the humor, creating a seamless and integrated performance.

Cosby's show was a triumph of musicality and humor, and it was a pleasure to see him at his best. His performance was a model of how to combine comedy and music, and it is a credit to him that he is able to do so with such ease and naturalness.

SERGIO MENDES & BRASIL '66

FIFTH DIMENSION

NEW YORK—Springing surprises from start to finish, Sergio Mendes and Brasil '66 offered more than anyone expected on the Saturday (27) evening when they opened the Center's Philharmonic Hall. Along with the extra attraction appearance of the Fifth Dimension, who this week unfolded an unscheduled appearance, Mendes, a portrait to be made, and Herbie Mann, a musical who has been touring the world in recent weeks, provided a performance that nearly walked away with the evening.

Everyone was talking about the program. Anticipated favorites came off a day of history, including "Pa Ti" with its vocal presence; special songs and between number patter were present with a variety of personal style projected by both of the acts was an added up of magic that could never have been predicted.

Both acts are among the most heavily-touring on the current pop music scene, capturing elements of blues, jazz, rock and soft-listening music to create a uniformly appealing new sound which retains its support of each style. Aimed at the teen and young adult market, the Fifth Dimension show is designed to be a hit with the disco fans and offers lively listening for the more mature, while Sergio Mendes is among the most vivid of Brazilian musicians and his material has a more universal appeal to those who have been introduced to the band's music.

Starting with soft sounds, the sixth song was played as a set and continued in high gear through the seventh song, "Dance With Me," and a collection of offerings from "On the Waterfront," by Eddy Arnold and "I Am A Rock," by The Beatles. The audience was captivated by the music and did manage to move about while introducing a "carnival" atmosphere for a medley by "Black Orpheus.

What was missing, (in comparison) in the Fifth Dimension's show was more than made up for in music, spirit and the group's interpretations of Brazilian music.

Starting with soft sounds, the sextet was played as a set and continued in high gear through the seventh song, "Dance With Me," and a collection of offerings from "On the Waterfront," by Eddy Arnold and "I Am A Rock," by The Beatles. The audience was captivated by the music and did manage to move about while introducing a "carnival" atmosphere for a medley by "Black Orpheus.

What was missing, (in comparison) in the Fifth Dimension's show was more than made up for in music, spirit and the group's interpretations of Brazilian music.

After the sixth song, the band continued with a medley of Beatles songs, including "Help," "A Hard Day's Night," and "Yesterday," and the audience was again captivated by the music and the energy of the performers. The band concluded their set with a medley of classic rock songs, including "Hotel California," "Stairway to Heaven," and "Bohemian Rhapsody," and the audience burst into applause as the band left the stage.

The performance was a perfect example of how to combine music and dance, with the band members moving in unison to the beat of the music and the audience following along. The energy was high throughout the performance, with the band members dancing and singing along, and the audience cheering and clapping along.

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SIMON & GARFUNKEL

HOLLYWOOD—It's just about ten years since Simon & Garfunkel began singing together at Columbia's "Opry" in New York City. Their first hit, "The Sounds of Silence," was followed by "I Am A Rock," and "The Boxer," before the group split up in 1970. Since then, they have had a number of hits, including "Mrs. Robinson," "Bridge Over Troubled Water," and "The Sound of Silence." Their latest album, "The Concert," was released in 1980, and it included a cover of the Beatles' "A Hard Day's Night." Their most recent hit, "The Sound of Silence," was released in 1981, and it was their first number-one hit in the United States.

After their breakup, Simon & Garfunkel reunited in 1981 for a series of concerts, including a live album released in 1983. They have continued to tour and record, with Simon focusing on solo projects and Garfunkel on solo projects as well. Their most recent release, "My Own Cloud," was released in 2011. Simon & Garfunkel are widely regarded as one of the most influential bands of the late 20th century, and they have sold over 100 million records worldwide.

John Stewart—Buff Ford

NEW YORK—John Stewart, who joined the Simon & Garfunkel band in 1962, said he was "very pleased" with the new album, "The Concert." Stewart, who has been a member of the band since its founding in 1963, said he was excited about the new material and the prospect of touring with the group.

"I think we've got a really good record," Stewart said. "I'm really looking forward to playing it live with the band. It's been a long time since we've done that." Stewart, who has been involved in a number of other projects in recent years, including a solo album and a tour with the band, said he was looking forward to getting back on the road with Simon & Garfunkel.

Stewart, who was born in San Francisco, California, in 1945, has been a member of the band since its founding in 1963. He has released a number of solo albums and has also worked as a producer and a writer. His most recent album, "The Concert," was released in 1983.

John Stewart is a member of the Rock and Roll Hall of Fame, and he has been inducted into the Songwriters Hall of Fame. He has also received a number of awards for his music, including a Grammy Award for Best New Artist in 1965 and a Grammy Award for Best Pop Performance by a Duo or Group with Vocal in 1967.

Laura Guss R&B Via

NEW YORK—Laura Guss is entering the R&B field via a worldwide distribution deal with Epic Records. Laura Guss, a veteran R&B producer, was signed by Epic Records, headed up by Ray Jackson. The announcement was made by Doug Morris, general manager of Epic. Drew has recently scored success with the Promises, whose last single, "If This Is Love, I'd Rather Be Lonely," reportedly topped 200,000 in sales and went Top 60 on the pop charts and Top 20 on the R&B charts.

Laura Guss was born in New York City and has been involved in the music industry for over 20 years. She has produced and written for a number of artists, including Luther Vandross, Whitney Houston, and Boyz II Men. Her most recent project was "The Best of Laura Guss R&B," a compilation album featuring some of her best productions.

Stuated at 1650 Broadway, New York, the Epic Records offices are equipped with state-of-the-art recording and production facilities. Laura Guss will continue to be distributed by the regular Epic Records distribution network. The deal with Epic marks a major milestone for Laura Guss, who has been a prominent figure in the R&B industry for many years.

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Kerr Produces New Diamond

Joe Kolsky, president of Diamond Records, has just disclosed an agreement with Legendary Music Group Productions to produce Ruby Winters and Johnny Thunder (both Diamond Records artists) for an upcoming project. "George Kerr is definitely one of the hottest producers around today," said Joe Kolsky, currently riding high with his productions for Linda Jones, the O'Tays and Tito Kryes.

Cash Box—February 10, 1986
A TASTE FOR EVERYONE

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Stanley Turrentine
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**Easterly Winds**
Jack Wilson
Leedham
Garrett Brown
Jackie McLean
Bob Crewe
Billy Higgins
BST-84270
Economics Author To Talk On Merger To NARM

PHILADELPHIA — Stanley Foster Reed, editor of “Mergers & Acquisition,” will be featured speaker at the opening business session of the upcoming 10th Anniversary Convention of the Nat’l Association of Record Merchandisers (NARM).

Scheduled for March 18, the opening session is expected to draw the largest gathering of record and tape industry executives together at the Diplomat Hotel in Hollywood, Fla.

Reed’s magazine has found wide acceptance in business, financial, legal and accounting circles since its inception four years ago. He is a business man, lecturer, and editor at present but had been a professional band musician; he plays five instruments.

Subject of Reed’s address will be “The Myth On Mergers—Taking the Mystery Out of Mergers,” which according to NARM convention chairman Amos Hellicher is one of the most timely topics of conversation today.

Preceding Reed, the keynote address will be delivered by Norm Raculin, vice president and general manager of the RCA Victor record divi-

A SMASH SINGLE... "MINI SKIRT" (JAY JAY 344)

Lyricist: (THE WORLD’S POLKA KING)  

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PHILADELPHIA — Almost all of Elektra Records’ singles will be released in compatible stereo, beginning with the new Love single, "Along Again Or," as announced last week by Jack Holzman, president of Elektra. Singles will be released in the compatible stereo format. Holzman said that this move was in keeping with the change-over in the U.S. to an all-stereo record industry. He maintains that the continued release of mono singles was inconsistent with the superior sound of today’s stereo LP’s and might be one reason for the rapid drop in singles sales in the past year.

To reassure radio stations which broadcast in mono, Holzman said that Elektra’s stereo releases will be cut with vertical limiting, so that stations with modern mono pick up equipment will be able to reproduce them without difficulty. Elektra will continue to produce limited quantities of mono singles.

A President’s Panel will follow, featuring ten record manufacturing company heads. Convention dates are March 17-22.

PLENTY OF BREAD—Gary Grant (center) introduces Tony Bennett (left) to Sen. Robert Kennedy at a recent Democratic Party $1 thousand per plate dinner at the Plaza in New York. Sandy Grant is second from left and Ethel Kennedy is barely visible at the far right. Grant recently joined Bennett on the Columbia label with his (Grant’s) Christmas single, “Here’s To You,” “Christmas Lullaby.” That was Grant’s first entry into the disk field. Bennett headlined the entertainment at the affair, which had Democratic representatives from all 50 states in attendance.
Pop Picks

LADY SOUL—Aretha Franklin—Atlantic 8167/SD 8167
Few people will dispute that, in terms of her current popularity, Aretha Franklin deserves to be called "Lady Soul." Her voice is somewhere between funny and sweet, wide in range and, most important, possessed of that indescribable "quality X" that makes the difference between the hitmaker and the would-be. This album, highlighted by her recent #1 single, the contagious bluesier, "Chain Of Pools," showcases Aretha at her best.

HORIZONTAL—Bee Gees—Atco 33233/SD33233
Three of the Bee Gees, Barry, Robin and Maurice Gibb, in all of their inventive songs on this, the group's second Atco album (as they did on the first), and they have come up with enough winners to send the set high on the charts. Leading off with their English smash, the potent rock ballad, "World," the group goes on to offer eleven others including their recent hit, "Massachusetts," and the imaginative title number.

WE CAN FLY—Cowsills—MGM E/SE 4534
Titled after their current single hit, the sunshine-filled rocker, "We Can Fly," the Cowsill's latest album is a sure bet to become a hit in its own right. Bill and Bob Cowsill did production chores for the set and they have come up with eleven groovy numbers, most of which had large part in writing. Put this one high on your "must list.

MORE THAN A MIRACLE—Roger Williams—Kapp KL 1558/KS 3558
Roger ("Autum Leaves") Williams plays his "More Than A Miracle," from the film of the same name, plus such outstanding ventures as "The Impossible Dream," "Alfie," "Ode To Billie Joe," "To Sir With Love," and "Mas Que Nada." Williams' sparkling piano style highlights the excellent material chosen for this album. Looks like plenty of good music play for this one. The music from the film scores and the artist's name should be strong marketing points.

I'M IN LOVE—Wilson Pickett—Atlantic 8175/SD 8175
Wilson Pickett's funky, shouting disk performance have won him thousands of fans, and "I'm In Love" should only increase his reputation. The set includes the song writers, the groovy updating of Lloyd Price's years back hit, "Stagger Lee," the feelingful "I'm In Love" and a host of others. Don't let this one out of your sight.

AS REQUESTED—Billy Vaughn—Dot DLP 3841/25841
Billy Vaughn has received numerous letters asking him to cut more material featuring the twin-saxophone sound, and he has done so, "As Requested." Billy leads orchestra and, on some numbers, chorus through twelve numbers, most of them middle-of-the-road oldies such as "Ramona" ("Turn The World Around" and "Bonnie And Clyde" are exceptions). The twin saxophones keep popping up throughout. Should be nice sales on tap for this set.

LIVE FOR LIFE (VIVRE POUR VIVRE) AND OTHER GREAT THEMES—Ferrante & Teicher—United Artists UAL 3632/UAS 6632
Piano duo Ferrante and Teicher impart a vivacity and lovely lucidity to a set of movie and Broadway musical themes. Mellifluous interpretations of the title tune, "If Ever I Would Leave You," "Talk To The Animals," and "To Sir With Love" are served up in fine style by the artists. A most enjoyable album.

TENDERNESS JUNCTION—Fugs—Reprise RS 6268
Long a spearhead of the underground rock movement, the Fugs hold true to form (or their lack of it) with this fiercely satirical and often highly amusing concept that includes songs such as "The Nights At The Brooklyn Zoo" and "The Big Drummer." The Fugs' recent LP's "The Exorcising The Evil Spirits From The Pentagon October 21, 1967." Outside talent imported for this production includes Allen Ginsberg and Gregory Corso. Though not much of a candidate for AM airplay, the Fugs' Reprise debut is likely to be a smash.

GOIN' TO MEMPHIS—Paul Revere & Raiders Featuring Mark Lindsay—Columbia CL 2800/CS 9605
Columbia's crack rock group, Paul Revere and the Raiders, have brought their talents to bear on a selection of ditties with the "Memphis Sound," and the result of this swagging LP that should find its way quickly to the charts. All the funkyiciousness of the "Memphis Sound" has been captured by the group, particularly by Mark Lindsay, who wrote and sings many of the numbers on the package. Rousing effort. Watch it move.

LOVE, LOST & FOUND—Jay & Techniques—Smash MGS 27102/SHS 67102
Titled after their hit single, the Classic IV's LP is likely to follow that same sales pattern (the single is #4 this week) and result in the group's becoming a powerful album act too. Such well known tunes as "Daydream Believer," "Let The Letter," "Goin' Out Of My Head," and "By The Time I Get To Phoenix" are among included and, combined with "Spooky," add up to a striking package. This set provides good listening all the way through.

SPooky—Classics IV—Imperial LP 1271/12371
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BABY, NOW THAT I'VE FOUND YOU—Foundations—UNI 1016/7316
Sparking with their smash single, "Baby, Now That I've Found You," the Foundations should garner a healthy slice of the sales pie with their new LP. Two other fine tracks are "Mr. Pennies," "Man," and "I Can Take O'Sir, Love Your Loving." The group's sound might be described as a sort of British R&B; it's well worth listening to. Watch for lots of action on this set.
Decca Issues February Album Product

NEW YORK—Decca Records has just issued 12 new LP's for the month of February.

Leading off the release is an album by Earl Grant titled "Spanish Eyes," a blend of love balladry by MGM's cellist/fiddler, Benjamin Caravallou. The album is comprised of six numbers which have represented him in this country. RCA man, the late John Cash, was the maestro of the sessions. The album is distributed by Decca with a new release title, "Four of A Kind."

Decca's February LP release also includes four country albums. Bill Anderson, known as "Finger on the Trigger," is represented with a package titled "For Loving You." The duo's single of the same name, was a #1 record. Along with the title tune, "Somebody's Baby," which was included, the album also includes songs by Johnny Cash, Hank Snow, and Don Robard. In a similar vein, Bill Anderson, among others. Loretta Lynn is represented in the February release with an album of in- spirational sacred songs gearing the title "Who Says God Is Dead?"

In one of its most heralded moves of the year, Decca has created a new product line under the name of the "Decca-Jubilee." This series of de luxe albums is to be distributed by Decca with a new release title, "Four of A Kind."

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Leo The Lion Diskery Roars With Two Albums

NEW YORK—The first recording based on the Prince Valiant comic strip has been released by Leo The Lion Records. Permission to record was obtained from King Features Syndicate, the creators of the popular strip. The album has over six hundred newspapers throughout the world. Prince Valiant was created thirty years ago by Hal Foster and has earned him many awards for its outstanding artwork and continuity.

Featured in the dramatized recording are such top "voices" as Jackson Beck, the voice of Charlie Brown and Popeye; James J. Wynn, the voice of the narrator, as well as hundreds of other voices. The album was recorded by the RCA studio and distributed by Leo The Lion Records.

Another new release will be Pinoc- chio with a dramatized story and six songs from the Walt Disney film. The story of Pinocchio leads the Sultans of Simba and chorus which features Bill Elliott and Dick Hoey.

Both albums are scheduled for immediate release.

You Don't Know Me
ELVIS PRESLEY RCA Victor Brinlee Music

MONTREY
ERIC BURDON & ANIMALS MGM RCA Victor Sea-Lark, Inc.

I Sent That So
ERIC BURDON & ANIMALS MGM RCA Victor Sea-Lark, Inc.

Without Love
OSCAR TONEY, JR., BELL
Dusty Springfield
Philips

What's It Gonna Be
DUSTY SPRINGFIELD

You're Never Gonna Get My Lovin' PARKWAY Music Produc., Inc.

Here Comes Heaven
EDDY ARNOLD RCA Victor

The Idol
INNES, UIA, Noma Music, Inc., Hubbard Music

His Smile Was a Lie
INNES, UIA, Noma Music, Inc., Hubbard Music

Waterloo Sunset THE KINKS Stax Music, Inc.

Two Sisters THE KINKS M-COUNT-Music, Inc.

The Aberbach Group 1619 Broadway, New York, N. Y.

Atlantic Mounts Campaign for 'History Of R&B' LP's

NEW YORK—Atlantic Records last week initiated a massive campaign for the recently released "History of Rhythm & Blues" series of LP's. Program encompasses major advertising in consumer, college and underground newspapers, radio commercials, and mailings to dealers, rack jobbers, one-stops, book stores and libraries.

Campaign was stepped up because of the enthusiastic initial response by dealers, consumers and distributors. The four-volume set presents a thorough and comprehensive history of the rhythm & blues development from 1947 through 1960. Among the artists represented on the LP's are the Orioles, Clyde McPhatter, the Clovers, Ruth Brown, Jo Forrest, Lavern Baker, Ray Charles, the Drifters and others.

Albums in the set are available individually, and a special pre-pack has been made for dealers to show the set. The albums include a browser book that can be mounted on store counters on its own special stand.

Poitier Set Re-Released

BEVERLY HILLS—In order to capitalize on Sidney Poitier's current peak of success and international popularity, Warner Bros.-Seven Arts Records plans to re-release an album recorded by the actor over three years ago. According to the diskery, Poitier's LP will be labeled by a major promotion campaign in addition to having a new title, cover, and package.

The album, waxed by the actor on a one-shot basis, is comprised of numerous recitations and was originally titled, "Poitier Meets Plato" and features a background jazz score by Fred Katz. The new LP release will be tagged, "Sidney Poitier-Journey Into the Mind" with a sub-title: "The Dialogues Of Plato-The Music Of Poitier."

Feeling at WB-7 Arts is that since the original release in 1964, there is a need for a reassessment of this type of product by radio stations, an attempt to present the reverse of that which was accorded the poetic jazz LP. Also Poitier's skyrocketing success will make the album a household label decided upon the release. According to Ed Thrasher, art director of the company, this new album cover will be updated to reflect the new visual approach present in today's album making.

Beacon Street Union Tours

NEW YORK—MG M's leading exponent of the newly created "Roadshow Sound" the Beacon Street Union have embarked on a nationwide tour to bring them into four large marketplaces.

Opening with shows at the Grand Ballroom in Detroit last weekend, the union will move to Los Angeles' Cheetah (16-18), the Cheetah in Chicago (23-24) and New York's Scene next month.

Accompanying the Beacon Street Union on tour is a promotional campaign highlighted by saturation of locations with large posters and plugs for the re-released debut LP, "The Eyes of the Beacon Street Union." Album is packaged in a double-fold, wrap around jacket.

Lenny Sheer, MGM's sales director, has stated that a TV film is available in which the group performs selections from the album.

Atlantic Set To Release 'History Of R&B' LP's

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BEVERLY HILLS—In order to capitalize on Sidney Poitier's current peak of success and international popularity, Warner Bros.-Seven Arts Records plans to re-release an album recorded by the actor over three years ago. According to the diskery, Poitier's LP will be labeled by a major promotion campaign in addition to having a new title, cover, and package.

The album, waxed by the actor on a one-shot basis, is comprised of numerous recitations and was originally titled, "Poitier Meets Plato" and features a background jazz score by Fred Katz. The new LP release will be tagged, "Sidney Poitier-Journey Into the Mind" with a sub-title: "The Dialogues Of Plato-The Music Of Poitier."

Feeling at WB-7 Arts is that since the original release in 1964, there is a need for a reassessment of this type of product by radio stations, an attempt to present the reverse of that which was accorded the poetic jazz LP. Also Poitier's skyrocketing success will make the album a household label decided upon the release. According to Ed Thrasher, art director of the company, this new album cover will be updated to reflect the new visual approach present in today's album making.

Beacon Street Union Tours

NEW YORK—MG M's leading exponent of the newly created "Roadshow Sound" the Beacon Street Union have embarked on a nationwide tour to bring them into four large marketplaces.

Opening with shows at the Grand Ballroom in Detroit last weekend, the union will move to Los Angeles' Cheetah (16-18), the Cheetah in Chicago (23-24) and New York's Scene next month.

Accompanying the Beacon Street Union on tour is a promotional campaign highlighted by saturation of locations with large posters and plugs for the re-released debut LP, "The Eyes of the Beacon Street Union." Album is packaged in a double-fold, wrap around jacket.

Lenny Sheer, MGM's sales director, has stated that a TV film is available in which the group performs selections from the album.
Pop Picks

RAVI—Ravi Shankar—Capitol TST 16504

Sitar master Ravi Shankar's new album is given over to two ragas, one on each side of the
set and both a little more than twenty minutes
long. "Raga: Abhajee-Kanada," on Side One, is
slow and meditative for about ten minutes, then
shifts to mid-tempo and finally to fast. Kanai
Dutt, on tabla, joins Shankar for the last quarter
of this raga. "Raga: Malhar" on Side Two
has a variety of tempos and moods. "RAVI"
should see chart action.

IT'S A GREAT LIFE—Trini Lopez—Reprise R/
RS 6255

Reprise's crack chanter, Trini Lopez, here offers
a dozen pop ditties that should win the emphasis
of his flock of fans. With the buoyant,hope-filled
chanter, "It's A Great Life," the ace songster
is out for a variety of ballads and toe-tappers
that will listener interest throughout. Reusing
production.

THE SKY—San Sebastian Strings—(music)
Anita Kerr—(words) Rod McKuen—(narration)
Gene Merlino—Warner Bros.-7 Arts W/WS 1720

Billed as having "... a woman's feelings about
how music should be written and a man's ideas
about life," this set completes the trilogy begun
with "The Sea" and "The Earth." McKuen's
imagery is remarkably easy to identify with and
that combined with Anita Kerr's music and the
same high standards of excellence used in the first
two LP's, make for very pleasant listening. "The
Sea" and "The Earth" were both charted.

Pop Best Bets

BABY YOU GOT IT—Brenton Wood—Double
Shot DSM 1003/DST 5003

Bearing the title of his recent chart single,
Brenton Wood's new LP venture is a potent item
with all the earmarks of a winner. The chanter's
voice is particularly effective in the higher regis-
ters and in falsetto singing. His material is soul.
In addition to the title tune, Brenton offers his
recent biggie, "Gimmie Little Sign," and a host
of other striking numbers. Should go far.

HALF A SIXPENCE—Original Motion Picture
Soundtrack—RCA Victor LOC/LSO 1116

The color and merriment of the popular musi-
cal, "Half A Sixpence," are well captured in this
soundtrack LP from the Paramount flick. Tommy
Steele recreates the role which launched his career
(first in England and then on Broadway),
that of Arthur Kipps, the orphan lad who travels
the wheel of fortune all the way around. The rest
of the cast is excellent, and so are the songs.
Chart action is likely for this set.

THE ROSE GARDEN—Atco 33225/SD 33225

The Rose Garden hastens to capitalize on its
recent chart single, "Next Plane To London," with
this LP. Easygoing rock is the keynote of the
set, as in such tunes as the title track, "February
Sunshine," "She Belongs To Me," that of Arthur Kipps, the orphan lad who travels
the wheel of fortune all the way around. The rest
of the cast is excellent, and so are the songs.
Chart action is likely for this set.

THE BOARD OF DIRECTORS—Count Basie &
Mills Brothers—Dot DLP 3838/25838

The Mills Brothers, who just hit the Top 100
with "I'm A Loser," join forces with Count Basie's
big band, and the results are a wondrous blend-
ing of longstanding talents. Swinging Basie backings
lend body to the Mills Brothers renditions of "Up
A Lazy River," "If You Want To Be Happy," "I Dig
Rock And Roll Music," and the famous Basie "one
more time" version of "April In Paris." The set
should reap a sales bonanza.

THE SUNSHINE COMPANY—Imperial LP
3965/12368

Currently climbing the Top 100 with their
new single, a tuneful, blues-tinged love rocker
called "Look, Here Comes The Sun," the Sunshine
Company stands a good chance of making lots of
chart noise with their new LP as well. The group
(four guys and one girl) sometimes sounds like
the Seekers, but there is heavier rock element
in most of their material. Keep close tabs on this
set. It could go far.

BOUND TO HAPPEN—Cashman, Pistilli & West
—ABC/ABC's 629

This trio, a behind the scenes disk factor as back-
ground voices, producers and writers (e.g. "Sun-
day Will Never Be The Same") open shop on
their own. Their rock blend is first-rate, with a
dulcet manner that is convincing and exciting.
Tunes, including "Sunday," are mostly their own.
Their opening-closing number, "Bound To Happ-
en," sounds prophetic.

BOOGIE WITH CANNED HEAT—Liberty LRP
3511/LST 7541

Punky, hard-driving rock permeates this offering
by Canned Heat. "My Crime" is an insistent,
thrashing effort; "Whiskey Headed Woman No.
2" is a lowdown, seminal tune which shows off
Canned Heat at its bluesy best. A long (11:04)
walling version of "Fried Hockey Boogie" closes
Side 5, and each member of Canned Heat solos
on the number. The set should find ready acceptance with blues-oriented buyers.

JONATHAN WINTERS... WINGS IT!—Colum-
bia CL 2811/CS 9611

Recorded live at Randy Spark's Liedbetters
Club in west Los Angeles, this is Jonathan Win-
ters' first Columbia Records LP. Winters is as
wild as ever as he treats such topics as "Neck-
ing In A '58 Ford," the declamation of hunters
in the hunting season in "The Deer Hunters,"
and a series of improvisations based on the audience's
suggestions. The comedian's improvisational
ability is shown by the fact that 80% of the material
on the disk was "winged." A wonderfully whimsy LP.

BACHELORS '88—London LL 3528/P 125

The Bachelor's harmonize smoothly on an al-
bumb of pop melodies. The group gives a winning,
lyrical reading of "Chapel In The Moonlight," and a dramatic, stirring treatment of "Walk With
Faith In Your Heart." A swaying, gentle offering
of "Learn To Live Without You" is also featured
on the set. The Bachelors should rack up impres-
sive sales with this quality package.
Some albums carry more weight than others.

1967's #1 New Instrumental Artist

**Midnight String Quartet**

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26. When the Snow Is on the Roses
(RCA Victor LPM/LSP 2913)
27. Sound of Music
(RCA Victor LOC/OLOG 2003)
28. Camelot
(Warner Bros. R-6237)
29. Alice's Restaurant
(Rare R-6267)
30. Incense and Peppermints
(Stamp Records)
31. Simply Streisand
(RCA Victor LPM/LSP 4842)
32. Vanilla Fudge
(RCA Victor LPM/LSP 2244)
33. 4 Tops Greatest Hits
(Atlantic 4341)
34. Movin' With Nancy
(RCA Victor LPM/LSP 6277)
35. Cowboys and Colored People
(Sound Wilson (Atlantic 6149)
36. The Doors
(Elektra EK 4007/EK 7407)
37. It Must Be Him
(Liberty LRP 2533/LST 7336)
38. Release Me
(Engelbert Humperdinck)
39. Fresh Cream
(Cream (Avco 206/206)
40. Hugh Masekela Is Alive
(Philips 105/10513)
41. Wildflowers
(Electric Light Orchestra)
42. Everything Playing
(Sweet Potato KLP/KLPS 8061)
43. Doctor Doolittle
(20th Century-Fox DTC 5107)
44. Please Love Me
(Bobby Vinton (Capitol))
45. Get That Feeling
(Engelbert Humperdinck)
46. Up, Up and Away
(Columbia CL 2756/CS 9506)
47. I Feel Like I'm Fixin' to Die
(Vanishing Point VPS 794/VP 7954)
48. Best of Wilson Pickett
(Atlantic B135/SL 8135)

91. Miss America Impossible
(Luke Shelton (Dot LP 25861))
92. The Cowsills
(AMG E/ES 4498)
93. $1,000,000 weekend
(Atlantic Spin 2054/ST 2971)
94. All Mitch Ryder Hits
(Warnex NV/ML 2004)
95. Horizontal
(Bob Weir/Grateful Dead)
96. Man of La Mancha
(Kapp KL 6704/KRS 3003)
97. Notorious Byrd Bros
(Bob Dylan (Columbia CL 7575/CS 9575)
98. Groovin' With the Soulful Strings
(Capitol CF 7401/CLP 7401)
99. The Magic Garden
(Soul City SCN 9010/SICS 9001)
100. Portraits
(Buckingham (Columbia CL 2798/CS 9596)
101. Bee Gees Steet
(Atlantic 2203/2223)
102. Clambake
(Atlantic 2214/2216)
103. Wear Your Love Like Heaven
(Disco LP 24349/JS 36349)
104. Mass in F Minor
(Electric Prunes (RCA Victor LRP 6073))
105. The Resurrection of Pigboy Crasbaw
(Butterfly Ball Band (Electro L 74015))
106. Aretha Arrives
(Atlantic B130/SL 8130)
107. By the Time I Get to Phoenix
(Glen Campbell (Atlantic B135/SL 8135)
108. To Sir, With Love
(Disco LP 24349/JS 36349)
109. The Valley of the Dolls
(20th Century Fox (FTR 0476))
110. A Man and a Woman
(United Artists UA 4147/UA 3147)
111. Tenderness Junction
(Freedom Records (RsR 8200))

75. The Good the Bad and the Ugly
(United Artists UA 4172/UA 3172)
76. Insights
(Warner Bros. 66)
77. Mokees
(Columbia CL 2786/CS 9567)
78. The Union Gap
(Pearl Records (RCA Victor LRP 2083))
79. Forever Changes
(Bob Dylan (Elektra L 9407))
80. The Bob Dylan Box
(Bell (6011/6011))
81. S wondersom The Wonder Years
(Specials (RCA Victor LRP 2788))
82. Really Something
(Steyney James and Shackliffs (Reprise 2313))
83. Tom Jones Live
(Pearl P 61041/PAS 7104)
84. The Time Has Come
(Columbia CL 2722/CS 9322)
85. Fowl Play
(Bob Barton Band (A&M 136/3F 4530)
86. Cameo
(Original Cast (Columbia KOL 5602/10031)
87. Motown Sound Vol. 8
(Motown M/WS 666)
88. For Once In My Life
(Toots & The Maytones (Columbia CL 2773/CS 9573)
89. Who Will Answer?
(Ed Ames (RCA Victor LRP 3961))
90. The Mantovani Touch
(Capitol M/S 9395)
91. It Must Be Him
(Barry (Columbia CL 2786/CS 9567)
92. Green Tambourine
(Lemon Pipers (Buddah 8009/SAL 2009)
93. Jungle Book
(Original Soundtrack (Disney M/WS 3948)
94. A Today Kind of Day
( Liberty LRP 3542/LST 7435)

Compiled by Cash Box from leading retail outlets.
CashBox

Album Reviews

Pop Best Bets

BLUES ON TOP OF BLUES—B. B. King—Bluesway BL/BL1 6011

There’s plenty of gospel influence on this, the latest in a continuing series of fine Blues waxings from B. B. King. The set is also marked by a modern, up-to-date commerciality brought about through the use of lots of funky brass accompaniment. King’s guitar is a standout, especially on “I’m Not Wanted.” Lying somewhere between folk blues, sophisticated blues, and flat out R&B, this package seems to draw all these elements together and should see a good deal of spins and sales.

TAMIKO—Tamiko Jones—December DR 8500/ 8501

Tamiko Jones, in a soft, gentle tender mood, offers eleven pop tunes which should bring pleasure to a wide audience. “Someone to Light Up My Life,” “The Folks Who Live On The Hill,” “Don’t Go Breaking My Heart,” and “Don’t Let Me Lose This Dream” are among the fine efforts. The artist, performing with clarity and warmth, should gain a large following with this disk.

ECHOES OF ROMANCE—George Feyer—Decca DL 5902/5902

Pianist George Feyer plays in a style customarily heard in the cocktail lounges of expensive hotels, but he plays with such beauty and precision that his performance deserves more than the casual attention afforded most cocktail music. On this album, he plays ten medleys, devoting one track to a single song ("On a Clear Day You Can See Forever"). All in all, he works in the tunes of sixty-six "romantic favorites" such as "Georgy Girl," "Gigi," "Wouldn’t It Be Lovely," and "Edelweiss.

JERUSALEM OF GOLD—Various Artists—Fontana MGF 27572/SRF 67572

Recorded in Israel, this album includes songs of the six-day Arab-Israeli conflict of June 5 to 11, 1967. The title song, sung by Shuli Nathan, is a love song, sweet, lyric tune, "We Shall Pass," by the Doodaim is a rousing, brisk number. Other fine melodies are "I’ve Got Your Letter" and "No Other Songs," by Nanna Hendel and Benny Dursky, respectively. Interest in the history of Israel should boost the LP’s sales.

Jazz Picks

THE COMPLETE YUSEF LATEEF—Yusef Lateef—Atlantic 1199/1199

This set is a journey into the wild, mystical, sometimes bluesy, always adventurous world of fluidist/oboeist Yusef Lateef. Three of our favorite tracks are "In The Evening," originally issued on "Kongersberg," and "See Line Woman," but don’t limit your listening to these; everything’s good on this one. This LP is a strong candidate for top sales honors.

LOFTY FAKE ANAGRAM—Gary Burton Quartet—RCA Victor LPM 39291

"General Mojo Cuts Up," "Good Citizen Swallow," and "I’m Your Pal" are highlights of this truly outstanding set from the Gary Burton Quartet. Larry Coryell’s incisive guitar work seems to spark Burton’s gentle, harmonic approach to the vibes while the interplay between Steve Swallow on bass and Bobby Moses on drums provides an extremely facile rhythm backing. The group’s appeal is not limited to jazz fans (they’re big pop as well) so you can look for lots of sales action here.

Classical Picks

TCHAIKOVSKY: OVERTURE 1812/Marche Slav/Maomet Nozom And Juliet—Von Karajan/Berlin Philharmonic SLP 139029

Three of Tchaikovsky’s most popular works receive their recording debut on this album. Under the direction of Herbert Von Karajan, however, even the "1812 Overture" receives new breath. Von Karajan uses, as Tchaikovsky himself intended, a chorus (the Don Cossack Choir), instead of the usual orchestra to open the work. The conductor's interpretation throughout is dynamic. "Marche Slave" and "Maomet And Juliet" are also excellently performed.

THE TIFFANY SHADE—Mainstream 56105/S 6105

The Tiffany Shade presents a set of rock offerings which are shot through with energy and urgency. "Would You Take My Mind Out For A Walk?" is an intense, dynamic tune, and "Jaguar City Blues" plausible pazzity. A throbbing, suffling effort, "Come Softly To Me" displays the group to great advantage. The Tiffany Shade could very well stir up plentiful sales reaction with this LP.

THERE IS A TIME—Pat & Barbara—Chetwyd CW 99004

Pat & Barbara are a folk duo par excellence. Their choice of material is so good that their harmonies are delightful, and their performance on wax has the vitality and excitement of a live performance. "There Is A Time," "Poverty Hill," "Noah," and "Comin' On The Roads" are outstanding tracks, bound to appeal to any folk enthusiast. Though it’s a couple of years past the time of the big boom in folk acts, "There Is A Time" for Pat & Barbara and the time is now.

FOR GREEK COLLECTORS—Various Artists—Odeon SX 6142

Here’s a colorful album of Greek music composed by Mikis Theodorakis, Mikis Zambetas, and others. Lovely, lilting melodies characterize "Ta Kakhria," by Hadjidakis, sung by Grigoris Bithikotis, and "Chrysopraso Fylo," by Theodorakis, performed by the Vicky 3. The two renditions of "Ta Kakhria" is a soft, tender style. A most appealing LP.

SOUL AIN’T NOTHIN’ BUT THE BLUES—Pat Lundy—Columbia CL 278/CS 9588

Soul/Blues songstress Pat Lundy could make a name for herself with this LP. Her flexible voice can take out a rhythmic foot-stomper like the title ditty or a feelingful ballad like "Yesterday" with equal skill. Given good exposure, this set could chalk up nice sales figures in R&B, pop and even middle-of-the-road areas.

MOODY AND THE BRASS FIGURES—James Moody Ork and Quartet—Milestones MPL 1005/ MSP 9005

Getting off to a rousing start with "Smack-A-Mac," then rolling into "Bess, You Is My Woman Now" and "Cherokee," the James Moody groups offer a sterling example of the contrapuntal style. Perhaps the most outstanding track on the set is a soft, bluesy treatment of "Where Are You?" This package is solid and is bound to be sought after by jazzophiles throughout the world.

THE RIGHT TOUCH—Duke Pearson—Blue Note BLP 1247/EST 81267

Plenty of bright, sparkling, up-tempo jazz with lots of brass to go with it on this set. Duke Pearson is the new A&R director at Blue Note; these tunes are all his and reflect the grace and order he’s so well known for. "Make It Good," "Scrap Iron," and "Rotary" are outstanding tracks on an outstanding album that’s bound to see plenty of spins and sales.

CURTAIN CALLS—Steinberg/Pittsburgh Symphony—Command CC 11039 5D

This finely performed and recorded album contains works which frequently earn curtain calls for their performers. Dr. William Steinberg expertly leads the Symphony Orchestra through the spirited "Rakoczi March," by Bizet; the lovely "Valses Nobles Et Sentimentales," by Ravel; the famed "Perpetual Motion" of "Tristán-Tránsk Polkas," by J. Strauss; and other noted pieces. Should sell well in classical circles.
NEW YORK—Capitol Records last week announced the release of 33 new albums, 7 new 8-track stereo tape cartridges and 8 new reel-to-reel stereo tape packages.

**New Cap Albums**

On the Capitol label itself are 21 new albums, Highlight set is "The Dead End Kids"—a vintage 1930s singesongwriter Bobbie Gentry. The LP contains twelve tunes, eight of which are written by "Oklahoma River Bottom Band," "Fendell, Pendergrass & Gentry"—all written by long-time Capitol artist and songwriter Shorty Rogers handled the arrangements for the set.

At least two of Capitol's stars, account for two albums: new O'Donnell" respectively. The strictly instrumental side is a "Songbook" by the famous Louis Armstrong six-from the Beatles' LP's "Magical Mystery Tour" and "Eggs"—just the proven a track from "The Golden Reed," a new surf album scored by Mike Curt, Jerry Styn, and Harry Hatcher, is the fifth Capitol release for the surf group

The singing duo of Sandler & Young are out with their fourth release on Capitol, a new album called "Sunshine Days," "Funny How Time Slips Away" is singer Harry Middlesbrooke's debut album on Capitol; the 12 songs are arranged and conducted by Bill Justis. Additionally, Capitol unveils two more new albums: "The Amigos live at the Iklah, Hawaii," and the folk group The American & Donna. Veteran orch leader Guy Lombardo enlists the aid of his Royal Canadians to produce an album entitled: "Playing Our Songs."

From coast to coast come new albums by Sue Shepard, Bonnie Owens, Ferlin Husky, and James Burton. The new album released by the group The Stave is "Chickens In The Cornfield" and "Slick Sldin)." Another premieres recording is that of South African soprano, singing an album of South African folksongs in Zulu and Xhosa, as well as English.


**Capitol Classics**

Two new additions are made to the Capitol Classics series: "Stereo Spectra," a new album by the American Negro Choir conducted by Malcolm Sargent leads the Philharmonic and Royal Philharmonic Orchestras in three works for strings-a-vaughan Williams' "Fantasia On Theme Of Thomas Tallis," "Warlock's "Wotan's Song from the Ring," and "Paul's Suite"; and an album of lighter music, "The British Band"—including his "Karelia Overture," "The Bard," and "King Christian II Suite."

**New Angel Sets**

From Capitol's classical angel comes new 7 sets: a set containing a potpourri of the immortal Basso conductors by Bruckner, Mozart, Beethoven, Wolf and Van Nuffel, performed by the Chicago Symphony under the direction of Wilhelm Furtwängler, regular choral master for the symphony orchestra, a set with music of the Beethoven's Symphony No. 3 in E Flat ("Eroica") performed by the HBC Symphony Orchestra, Sir John Barbirolli conducting; a program of Mahler, including "Songs Of A Wayfarer," by the Halle Orchestra, Sir John Barbirolli conducting; a program of Handel, including "Messiah," by the Boston Symphony Orchestra, Sir Thomas Beecham conducting; a program of Bach as soloist, an album containing Bach's "Saint John Passion," by the West Coast Symphony, No. 6, and an earlier, shorter work, "The Last Ascending," performed by the London Symphony Orchestra, Sir John Barbirolli conducting; a two-disc package of works by Ferruccio Busoni—his Piano Concerto, Opus 39, and Sarajevo Overture, composed by Robert Schumann and conducted by Daniel Reveneau conducting; a set showcasing a mezzo-soprano Christa Ludwig in a program celebrating the 60th birthday of the world-famous opera singer, accompanied by his famous orchestral arrangements, conducted by Daniel Barenboim in a performance of Brahms' Second Symphony. The new set also includes two new Philharmonia, Sir John Barbirolli conducting.

**New Seraphim LP's**

Angel's Seraphim series is offering 4 LP's for February: "The Art Of Interpretation," a new album featuring the world's leading mezzo-soprano and modern concert singer, singing an album of popular songs recorded in many years: "The Comic Mozart," an LP in four volumes recording the world's leading operatic soprano; "The Barabesi" suite and the "Adele" suite by the London Symphony Orchestra under the direction of Belgian conductor Yves Desportes, who leads the operatic soprano, Cluytens, who died last June; and a recording of Chopin's Piano Concerto No. 1 in E Minor by the young Italian virtuoso, Maurizio Pollini.

**New Melody/Angel Albums**

Angel's Melody/Angel series, which presents the Angel's classical recordings from the U.S.S.R., unveils 3 albums for February: "Sta" performed by Galina Piasenkov (soprano) conducted by Boris Shkolov, principal bass of the Kirov Theatre and Moscow Conservatory, and other instruments accompanies the popular songs or "romances" that are sung by the soprano and the baritone, and the debut recording in America of the young Italian tenor, Harry Gledston, which spotlights him playing a selection of Bach's cantatas (on tapes by the organ of the Moscow Conservatory.

**New Tapes**

Capitol's February release of 8-track stereo tape cartridges and reel-to-reel stereo tape packages includes a number of recordings which are being reproduced for the first time. Going on the market in both 8-track and reel to reel form are "The Delta Sweet" by Ed Cady, "You Enter Into Me," "Sweet Green," "Orchestra In Concert, Part One" by the London Symphony Orchestra, and "Clown In A Bag," "Hiroko's Love," and "Rapid Fire," and "The Exotic Sitar and Sitar," and "Handbags And Gladness," by Chris Farlowe.

To promote the new single by the Nice, Andrew Low, Oldham and Tony Calder, owners of Immediate Records, are bringing the group to the coast at Whiskey A Go Go in Los Angeles on February 14, 15 and 16, and at the Fillmore Auditorium in San Francisco on February 17 and 18.

**Revere & Lindsay Tour To Plug New Releases**

NEW YORK—Paul Revere and Mark Lindsay of the Columbia rock group have announced that they will begin a twelve-city tour to promote their new single and album just released.

Planning to meet top-40 and rock deejays and program directors on their tour, the two songwriters will be holding press conferences for local newspapers and high school reporters also. There will be introductions of "Too Much Talk," the Raiders' new single, and the "Goin' to Memphis LP.

Cities on the coast-to-coast trip include: Los Angeles, Dallas, Houston, New Orleans, Memphis, Kansas City, St. Louis, Cleveland, Detroit, Immediately South and Exclusively in this country.

Since joining Columbia Records three years ago, Paul Revere and The Raiders have met with consistent success with their singles and albums. Three of their LPs, "The Spirit of 67," "Midnight Ride" and "Just Like Us," have earned Gold Records signifying sales in excess of one million dollars as certified by the Record Industry Association of Amerca BIL.

In addition to their recording career, Paul Revere and The Raiders appear occasionally on television shows and in concert throughout the country own their own weekly variety television show, "Happening '68," Saturdays on ABC-TV.

**I'thycoo Park' Is An Immediate Success**

NEW YORK—"I'thycoo Park," by Small Faces, constitutes a solid succ of the new British label marketed and distributed by the records in the U.S. The lid is starting to gather head in this country. "I'thycoo Park" is number 15 on the Top 100 this week. Based on "You Enter Into Me" is releasing Small Faces' first album, "There Are But Four Small Faces," next week.

Expanding on this hit foundation, Paul Revere, newly appointed man of sales and promotion of Date, and Immediate Records, has announced the release of three singles next week from Immediate's roster of artists. These include "The Theme" by The Nice, "If You Think You're Groovy," by P. A. Arnold, a record produced by Steve Marriott and Rome Stone, and "My Beckoning Love." These records will be released on March 10.

**GRT Has Record 6 Mos.**

SUNNYVALE, CAL.—During the first six months (ending in December) of 1966, operated by the company, the number of new products, increased from 300 to 1,000.

When In—The Roman Rebellion recently pacted to RCA Victor, is shown here in the record industry. A new 8-track reel-to-reel tape called "Every Groovy Day," is being shipped this week, the cassette names of the members of the group, David Pate, Tommy Alessandri, Rossario Rizzi, and Mike Dinardo.

Cash Box—February 10, 1968
Perpetual Motion' Begins As Jubilee Kicks Off Promo

NEW YORK—Mickey Eicher, vice president and director of A&R and national promotion for Jubilee Records, has disclosed that the label has already initiated the strategy for its "perpetual motion" promotion handling. The program is designed to keep all areas of the company in continual service via a three-point major tactic.

First, a seven man team with overlapping areas of concentration blanket the country; second, each of the promoters works for Jubilee exclusively thus giving full-time effort; and, third, each man will follow-through with rack jobbers and distributors as well as radio station service.

Also initiated is a system where any independent producer offering material can have a definite answer within 24 hours. As director of A&R and as an officer of the company, Eicher can offer the independent producer one answer from man—and assure him that nothing gets lost at Jubilee.

Eicher noted that Jubilee maintains its own recording studios, Select Sound, and said that they are "always at the disposal of independent producers." He added that Select Sound has recently converted from 4-track to 8-track.

In the last three months, Eicher said, he has made several trips to the West Coast, signing new producers and artists to Jubilee. Announcements of these pacts will be made soon.

Among field men, Phil Colbert, the newest member to join the team will concentrate primarily on R&B product.

Ed Eddis, Charles Gray and Steve Wax double in the south and southwest, while Mervin Harmon and Harry Goldstein take care of the west coast.

In addition to providing full direction for the promotion men, Eicher will cover the east coast along with Ben Blaine.

What Now

The winner of a sitar in the Wall of Fame World Songs "Sitar" contest from the New Jersey branch is shown here, now he'll have to learn how to play it. (From the left) Vic Sansela, Liberty branch manager in Teaneck, N. J.; Kevin DiFalco, winner; and Murray Frank, manager of the winning store—Sam Goody's in Parsus, N. J.

Jimmy Wisner To Produce Next Gloria Lynne Single

NEW YORK—Mercury Records' vp of A&R, Charles Fac has enlisted arranger-conductor-producer Jimmy Wisner to produce the next single for Gloria Lynne, who records for Mercury's Fontana label.

Wisner arranged and conducted three songs for Fontana last year, "Our Gang" (Mercury) and is currently represented on the Top 100 as a producer by Jim and Jean's "People World." Wisner will have his first recording session with Gloria Lynne for her new single on February 23rd.

Mampe To Mercury Post

NEW YORK—Mercury Records has appointed M. Scott Mampe as director of publicity, reviewer services, and artist relations, effective February 5. The announcement was made by Joe Bott, recently named sales manager of the classical division of the label. Miss Mampe brings to her new post an extensive background in classical music. She was most recently music director of radio station WRVP-FM in New York City where she was involved in both programming and production of a variety of classical music programs. Prior to that, she served as assistant program director at Philadelphia's WPLN and WPLN-FM and from 1962 to 1964 was acting music director of WKAR and WKAR-FM in East Lansing, Michigan, while a graduate assistant at Michigan State University.

Command Re-inks Dick Hyman; Fields 2 LP Tracks As Single

NEW YORK—Dick Hyman, pianist/arranger-conductor-producer, has been signed to a new contract by Command Records as of this week. The label has already initiated "The Heat of The Night" with Becker & Hyman, respect."

"Off He Hyman's current "Mirrors" LP.

Loren Becker, president and general manager of Command, pointed out that "hyman's been causing a stir in both pop and R&B market and one of the most important people in the industry."

Atlantic's John Hammond Jr. Contracted By Peter Leeds

NEW YORK—Peter Leeds has signed Atlantic's John Hammond Jr. to a management contract and booked the artist onto the Jim Hendrix bill at the Mar. 2nd Hunter College concert. Hammond is the son of "Mother," the John Hammond, Sr. and the Carnival Connection.

Leeds maintains a loft in Manhattan for the release and development of his acts. "I have a very definite feeling about management," Leeds says. "In management, there is a big job and it takes fair to an act of mine to dilute my time... but just because it has the power to make a commission for me, I want acts that are quality. It's just playing good business.

Leeds rides here on three acts through his MJA management firm. In speaking of the Carnival Connection, he mentioned that they are still without a recording contract and that he plans to bring them one for what he feels will be their debut.

Four Star In Expansion Move

LOS ANGELES—Immediate authority to expand Four Star International's sales and marketing the music field has been given to Al Perry, vice president of the company and David B. Charnay, board chairman, president, and chief executive officer. Perry stated that as part of the authorized increase he has acquired songs from four well-known composers—Gary Green, Hal Blair and Dean Kay. "In line with our expansion, we are looking for quality catalogues and songs," Perry said. Also acquired was the Italian song, "La Campagnia Del Larallata," for which Perry will have English lyrics written.

Perry was recently named to the position of vice president of music by Charnay and the Four Star International board of directors.

Little Tony To WB-7 Arts

BEVERLY HILLS—Warner Bros. Records has signed Little Tony, often referred to as the Elvis Presley of Italy, to a recording contract. Tony, who has previously recorded in waxaxes in Rome for Durium Records, but who within the Burbank dailery calls for the first time to his recordings in all English speaking countries. Crystal, the London equivalent of Phil Spector's American label, recently sign Tony, has made five motion pictures and recorded two albums—both of which reportedly sold over 1 million copies.

Play Shows 'Brel Alive And Well' in Col Album

NEW YORK—Colombia Records has come up with the original cast recording of "Jacques Brel Is Alive And Well Living In Paris," a new musical presentation that is now playing at the Village Gate.

Based on the songs of the famous French composer-performer, the play (which features Barbra Streisand, Elliott, Alice Whittfeld and Mort Shuman, both well-known writers.)

The two-record original cast album, scheduled for release shortly, was produced by Edward K. Tischler, director of Tony's years old, has made five motion pictures and recorded two albums—both of which reportedly sold over 1 million copies.

Techniques Complete Tour

CHICAGO—Jay and the Techniques have completed their tour and will be playing Chicago, New York and a few other cities before spending the spring in England. The set will consist of four from the band's last album and a few from "I'll Remember That" which the group recorded just before leaving for their European tour.

Gerry Purcell Inks Devone

NEW YORK—United Artists Records' most femme discovery, the Devones, have just signed a recording contract with Gerry Purcell and his management firm. The three larks hail from Princeton, N.J. and will soon see their first release. The R&B label, which will be produced by Purcell and arranged by the Topker organization, is suitable for the Shipman's current "Bored Free" -dock.

Cash Box—February 10, 1968

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Cash Box—February 10, 1968

Cash Box Country Music Report

Chart Inks Lloyd Green
NASHVILLE—Steel guitarist Lloyd Green, named the Most Promising Instrumentalist in the 1967 Cash Box deejay poll, has been signed to a recording contract with Chart Records. Formerly recording with Little Darlin’ Records, Green now joins a roster that includes Lynn Anderson, Jim Nesbitt, Junior Samples, Gordon Terry, Kirk Hankaard and Ott Stephens.

Chart topper Slim Williamson, who made the announcement of the signing, stated that plans are already underway for Green to cut an instrumental LP of current hit tunes.

Green has become one of the leading sidemen on the Nashville scene, consistently represented on the charts in recordings by such names as Faron Young, Charlie Pride, Warner Mack and Lynn Anderson. The latter two use his services exclusively. He has also been featured as a lead artist in several albums, on the Little Darlin’ and Time labels and several singles on Little Darlin’.

In addition, he has had a hand in independent production work, with two disks, Vern Stovall’s “Dallas” and Donny Harris’ “Shoeshine Gospel Paraded,” acquiring chart status. He has also acted in the capacity of administrative assistant in the Nashville offices of SESAC, a position which he held for over three years.

Chart Records is distributed by the RCA Victor organization.

Lissauer Pubbery Gets All Of Pullins Catalog
NEW YORK—The Robert Lissauer Publishing Corporation (ASCAP) which, with Sleepy Hollow Music, has been co-publishing well-known writer and Kapp artist Leroy Pullins’ material, has purchased Sleepy Hollow Music interest to all the Leroy Pullins material thereby acquiring 100% interest in the Pullins catalogue and also taken over the exclusive writing pact with Pullins. Transaction includes 11 Pullins copyrights amongst which some of the best known are “Knee Deep,” “I’m A Nut,” and “The Tater Women’s Auxiliary Sewing Circle.” At the same time Lissauer has also acquired Sleepy Hollow’s interest in a quantity of other material including “High Flying Bird” and “The Interstate Is Coming Through My Outhouse,” which has just been released by Leroy Pullins on Kapp.

Billy Edd Wheeler who headed up Sleepy Hollow and Bob Lissauer will continue to co-manage and co-produce Leroy Pullins for Kapp.

Nashville NARAS Board Names Banquet Lineup
NASHVILLE—The Nashville chapter of NARAS has booked Roger Miller, Glen Campbell and Booker T & the MG’s for the forthcoming Awards Banquet, scheduled for Feb. 29 at the local National Guard Armory. In making the announcement, chapter president Buddy Killen stated that the bookings of additional acts are to be announced at a later date.

It was further announced by Charlie Lamb, executive director for the Music City branch of NARAS, that the board members had decided to meet weekly from now until banquet time in order to give the awards dinner their full attention.

Cash Box Country Top Albums

1. By the Time I Get to Phoenix—Glen Campbell (Capitol T 7/2831)
2. You Mean the World to Me—David Houston (Epic LP 24338/BN 24338)
3. All the Time—Jack Greene (Decca DL 4904/DL 4904)
4. Branded Man—Merle Haggard (Capitol T 7/2799)
5. Turn the World Around—Eddy Arnold (RCA Victor LPM 3869)
7. What Locks the Door—Jack Greene (Decca DL 4957/4957)
8. Queen of Honky Tonk Street—Kitty Wells (Decca DL 4929/DL 4929)
9. Sing Me Back Home—Jack Greene (Capitol T 7/2848)
10. Gentle on My Mind—Glen Campbell (Capitol M 7T/2809)
11. It Takes People Like You—Buck Owens (Capitol T 7/2641)
12. Laura (What’s He Got That I Don’t Gots)—Leon Ashley (RCA Victor LPX 3900)
13. Bill Anderson’s Greatest Hits—Bill Anderson (Decca DL 4839/4839)
15. Love’s Gonna Happen to Me—Wynn Stewart (Capitol T 7/2849)
16. What Does It Take—Skeeter Davis (RCA Victor LPX 3874)
17. This Is Jan Howard—Jan Howard (Decca DL 4904/DL 4931)
18. Singin’ With Feeling—Loretta Lynn (Decca DL 4930/DL 4930)
19. I’ll Help You Forget Her—Don Everly (RCA Victor LPX 3826)
20. Best of Eddy Arnold—RCA Victor LPX 3862
21. The One & Only—Waylon Jennings (RCA Victor LPX 3803)
22. Just Between You & Me—Porter Wagoner & Dolly Parton (RCA Victor LPX 3907)
23. The Buckaroo Blues—Reeves (Capitol T 7/2830)
24. Our Way of Life—Bobbie Gentry (Capitol T 7/2847)
25. GEM S BY JIM—Jim Ed Brown (RCA Victor LPX-SP 3833)
26. David Houston’s Greatest Hits—David Houston (Epic BP 26342)
27. Soul of Country—RCA Victor LPX 3868
28. Tears From the World—Ray Price (Epic T/BP 560)
29. Ever Lovin’ World of George & She—RCA Victor LPX 3931
30. Phantom 309—Red Sovine (Starday LP 444)

Cash Box Country On Stage

GEORGE HAMILTON IV

NEW YORK—A funny thing happened to George Hamilton IV on his way to the forum. He realized the extent of his popularity when he met a teeny-bopper and asked her if she knew of George Hamilton IV. “No,” she answered. “But I know I’m Henry VII, I Am.”

At the risk of dating both George and ourselves with “remember whens,” the Hamilton gag brought to mind a time when every teeny-bopper in the country knew the name as a result of “A Rose And A Baby Ruth.” But George’s appeal is a bit more diversified nowadays. His following includes the country fan, both the young and the old, a good deal of the college crowd, and is, indeed, catering to folk buffs.

Speaking of folk buffs and things folk, his latest bag has been the folk-country idiom, which comprised a major part of his act at the Nashville Club last week, and which, we feel, fits him like the proverbial glove.

George tells us (the audience) that he diggs the writings of such contemporary folksmiths as Joanie Mitchell and Gordon Lightfoot. But he doesn’t really have to tell us—it’s evident. And it’s evident that most of his fans dig his interpretations of their material (“Urge For Going,” “Early Morning Rain,” and even Loudermilk’s “Urge For Going”).

As far as his performance at the Nashville Room goes, there’s a quality about the fourth Mr. Hamilton that makes him immediately likable on stage (coincidently it works off stage, too). His approach to the audience is neither stilted nor brash, but pleasantly, a happy medium between the two.

A spotlight mention should also go to his backup boys, Gene Slone and Johnny Weathers, who jointly form The Numbers, and who let loose with some nifty soloing here and there on fiddles and mandolins.

Fortunately, the country music business is one area, at least, where Leo Durocher strikes out with his comment that “Nice guys finish last.”
GEORGE JONES THE MOST CONSISTENT CHARTMAKER IN THE COUNTRY FIELD!

NOW HIS LATEST SINGLE ZOOMING TO THE TOP

"SAY IT'S NOT YOU"

WRITTEN BY DALLAS FRAZIER • PRODUCED BY PAPPY DAILY
BACKED WITH "THE POOR CHINEE"
MUSICOR 1289

JUST SHIPPED
A FABULOUS NEW ALBUM
WITH SONGS WRITTEN ESPECIALLY FOR GEORGE JONES
BY THAT GREAT COMPOSER
DALLAS FRAZIER

GEORGE JONES SINGS THE SONGS OF DALLAS FRAZIER
MUSICOR MS3149
AVAILABLE ON 4 & 8 TRACK CARTRIDGE FROM ITCC.

GEORGE JONES BOOKED BY THE HUBERT LONG AGENCY NASHVILLE, TENN.
FOR LOVING YOU—Bill Anderson & Jan Howard—Decca DL 4928/74928
The sales potential of this duet package by Bill Anderson and Jan Howard can be estimated by a look at the recent smash success of the title track, "For Loving You," in its chart-topping run as a single. In addition, the well-paired twosome generate additional excitement with some beautiful harmony on such standard tracks as "Above And Beyond (The Call Of Love)," "I Walk The Line," and "Have I Told You Lately That I Love You." Guaranteed to move rapidly from dealers' shelves.

WHO SAYS GOD IS DEAD—Loretta Lynn—Decca DL 4938/74938
Consistently riding high as countrydom's champion of folk singer, Loretta Lynn offers another collection of inspirational tunes done up with her inimitable stylings. Country 'soul is the keynote in this set as Loretta combines hymn-like spirituals ("I Believe") with rousing gospel numbers ("He's Got The Whole World In His Hands"), all of which adds up to one heck of a catalog piece. No doubt about the saleability of this one.

HANGIN' ON—Waylon Jennings—RCA Victor LMP/LSP 3918
Steadily growing in stature as both a singles and an album seller for RCA Victor, Waylon Jennings comes up with what should be another excellent recording. Personnel-wise, the LP is highlighted, deftly mixing it up deftly, offering a bit of well-known material and stirring in a dash of lesser known material, highlighting the entire session with his recent chart smash, "The Chokin' Kind." Tracks such as "The Crowd" and "Gentle On My Mind" make for some real good listening.

THE JIMMY DEAN SHOW—RCA Victor LPM/LSP 3898
The on-stage proficiency of Jimmy Dean has been captured beautifully for his legion of followers in this live LP, recorded at Harrah's Club in Reno, Nevada. Beginning to end, Jimmy has his "live" audience in the bag from his opener, "Are You From Dixie?" to his rollicking closer, "Old Time Religion," and should have a good many disk fans equally in the bag with this set. Light patter and Dean-associated tracks such as "Nine Pound Hammer" and "Big Bad John" add consumer appeal.

PROMISES, PROMISES—Lynn Anderson—Chart CHM/CHS 1094
One of the fastest rising of the female artists on the country horizon, Lynn Anderson offers her second LP for public consumption, and can look forward to some of her contemporaries noting her in the sales chart. Getting the set underway with her current smash, "Proud Mary," this LP gets a great variety of material into the session, ranging from the blues-filled "Crying," through the moving "Love Of The Collin County Girl," and the gorgeous "I've Been Everywhere." Distrib will find some healthy reaction here.

JUST FOR YOU—Ferlin Husky—Capitol T/ST 2870
In addition to the enticement of his current hit single, "Just For You," after which this LP has been titled, Ferlin Husky offers fans an extra juicy tid-bit in the package with the inclusion of his recent biggie, "It's All Too Far." Mix in ten other great tracks, most of which have recently decorated either pop or country charts, spicing them all with top-notch Husky interpretations and the result is a tasty platter for country connoisseurs.

HEART TO HEART—Jean Shepard—Capitol T/ST 2871
Warm vocals set to a traditional country theme highlight Jean Shepard's performance on her latest Capitol album. Whether handling a love ballad in the vein of "Paper Mansions," a happy romper a la "True Love's A Blessing" or a strong rock-type mover like's "Break My Mind," Jeanne is a cinch to please lots of country buyers. Set makes a nice addition to the Shepard catalog.

A WOMAN IN LOVE—Bonnie Guitar—Dot DL 35652/75652
The silky voice of Bonnie Guitar proved to be a winner with her single outing of "A Woman In Love," and that record should lend the same emphasis to this followup album. The LP packs a double wallop for consumers with the added incentive of her current chart climber, "Stop The Sun," which is also included among the grooves. The set is filled with such goodies as "Paper Roses" and "Sweet Dreams" also for some fine listening in this one.

THE 12 TOP COUNTRY HITS OF THE YEAR—Larry Butler—Imperial LP 9365/12365
Larry Butler's recording have made him one of the more popular sidemen on the Nashville scene and have recently brought him out into the spotlight as a recording artist in his own right. Flavoring his catchy workouts on the ivories with an orchestra and chorus backing, Butler tinkles out a list of nothing but winners, headed by such monsters as "King Of The Road" and "Almost Persuaded," among others, making a real easy-listen-to performance.

TRAVELIN' MAN—Cal Smith—Kapp KL1341/KS 3514
The small, but first-rate Cal Smith catalog of albums gets beefed up with another tasty morsel here. Between his "Travelin' Man" trilogy which includes "Oklahoma," "Destination Atlanta, G.A." and "Alone And Broke In Birmingham," Smith takes time out for a heartbreak or two, dialing out such blues-filled material as "I Don't See How I Can Make It" and "Did She Ask About Me." Nice catalog piece.

LIZ ANDERSON SINGS HER FAVORITES—RCA Victor LPM/LSP 3996
A highly credited songwriter in her own right, Liz Anderson devotes this package to the hit writings of some of her contemporaries in the country music field. Kicking off the package with the multi-market monster, "Ode To Billie Joe," Liz runs the gamut of current and recent chart material, encompassing such winners as "Your Tender Loving Care," "Apartment #25" and her own Victor single, "That's A Lot For Trying Anyway.

THE 1ST OF SONNY CURTIS—Viva V36912
With great success as a songwriter, in addition to his disk success, Sonny Curtis comes across with this LP as by some accounts his most notable pieces of pen-manship. His own chart successes of "I Was A Fool In Arkansas," highlights the set and is complemented nicely by such past winners as "Walk Right Back" and "I Fought The Law," to name a few. The package may establish the artist as a first-rate album seller.

THE SON OF HICKORY HOLLER'S TRAMP—Johnny Darrell—United Artists UAL 3634/1 UAS 6634
There's no reason to believe that this latest Johnny Darrell LP won't soon be following a sales pattern similar to the songwriter's current hit single, "The Son Of Hickory Holler's Tramp," which is also the title track here. Hand-picking the ripest ones from the contemporary chart crop, Darrell has plucked such recent goodies as "Goodbye Wheeling," "My Elusive Dreams" and "Hangin' On" for inclusion in the set. Looks like a healthy sales piece.

BURNING SAND, PEARL SHELLS & STEEL GUITARS—Jerry Byrd—Monument MLP 6001/LSP 19881
Here's a pretty package of dreamy pop ballads done up instrumentally by steel man Jerry Byrd. The delicate melodies get some special handling by the artist, who creates some fine listening material with the kind of sweet harmonies of such evergreens as "Yellow Bird," "Maria Elena" and "Danny Boy," among others. This set should get some action from sweet music fans in both the country and pop areas.
"You've got a giant on your hands!"
RALPH EMERY, WSM, Nashville

"New dimension—Double Hit!
Two great artists at their best!"
LEE ARNOLD, WJRZ, Newark

That's the reaction to the big new Victor single
THE DARK END OF THE STREET
#9401
ARCHIE CAMPBELL & LORENE MANN

Here are some more top DJs who are on this record:

Mac Curtis, WPLO, Atlanta
Bob Finigan, WWVA, Wheeling
Mike Hanes, WYDE, Birmingham
Jim Beatty, WWOK, Charlotte
Claude Tomlinson, WIVK, Knoxville
Ed Hamilton, WENO, Nashville
Paul Perry, WENO, Nashville
Don Howser, WENO, Nashville
Neal Merritt, WENO, Nashville
Hap Wainright, WYAN, Mobile
Bob Jennings, WLAC, Nashville
Jay Perry, WHBO, Tampa
Tom Reeder, WDON, Wheaton, Maryland
Dave Carr, WEXL, Detroit
Dave Olson, WMGS, Bowling Green
Don Evans, WEEP, Pittsburgh
Boots Rabell, KSON, San Diego

And these great stations are also on it:

WONW, Fairfield, Ohio
WBZJ, Xenia, Ohio
WMTS, Murfreesboro, Tenn.
WGBG, Greensboro, N. C.
KTCR, Minneapolis, Minn.
WHIN, Gallatin, Tenn.
WIBW, Topeka, Kan.
WLAC, Nashville
WMNI, Columbus, Ohio
KIKK, Houston, Texas
WKMF, Flint, Mich.
WJAB, Portland, Maine
KUSN, St. Joseph, Mo.
WOAH, Miami, Fla.
KOGT, Orange, Texas
Channel X, Hickory, N. C.
WXCL, Peoria, Ill.
KLOL, Lincoln, Neb.
KBAR, Burley, Idaho
WELE, Daytona Beach, Fla.
WMIL, Milwaukee, Wis.
**CashBox**

### Country Top 50

<table>
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<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Week 1</th>
<th>Week 2</th>
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<td>1</td>
<td>SKIP A ROPE</td>
<td>Hank Snow</td>
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<td>2</td>
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<tr>
<td>2</td>
<td>HERE COMES HEAVEN</td>
<td>Roy Acuff</td>
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<td>5</td>
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<td>3</td>
<td>PROMISES, PROMISES</td>
<td>Roy Acuff</td>
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<td>4</td>
<td>SING ME BACK HOME</td>
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<td>FOR LOVING YOU</td>
<td>Hank Snow</td>
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<td>6</td>
<td>BY THE TIME I GET TO PHOENIX</td>
<td>Roy Acuff</td>
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<td>7</td>
<td>THE LAST THING ON MY MIND</td>
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<td>I HEARD A HEART BREAK LATE NIGHT</td>
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<td>ROSANNA'S GOING WILD</td>
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<td>REPEAT AFTER ME</td>
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<td>COUNTRY HALL OF FAME</td>
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<td>13</td>
<td>JUST FOR YOU</td>
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<td>TAKE ME TO YOUR WORLD</td>
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<td>WHAT LOCKS THE DOOR</td>
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<td>WOMAN HUNGRY</td>
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<td>TAKE ME AS I AM</td>
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<td>ANYTHING LEAVING TOWN TODAY</td>
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<td>IT TAKES PEOPLE LIKE YOU</td>
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<td>SON OF HICKORY HOLLER'S TRAMP</td>
<td>Roy Acuff</td>
<td>28</td>
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<td>23</td>
<td>IT'S ALL OVER</td>
<td>Roy Acuff</td>
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<td>24</td>
<td>LITTLE WORLD GIRL</td>
<td>Roy Acuff</td>
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<td>DON'T MONKEY WITH ANOTHER MONKEY</td>
<td>Roy Acuff</td>
<td>27</td>
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<td>26</td>
<td>HEAVEN HELP THE WORKING GIRL</td>
<td>Roy Acuff</td>
<td>20</td>
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<tr>
<td>27</td>
<td>A WORLD OF OUR OWN (Clapp—ASCAP)</td>
<td>Roy Acuff</td>
<td>37</td>
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</tbody>
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### Country Top Reviews

**Picks of the Week**

- **LORETTA LYNN** (Decca 32264)
  - *Cist City (2:10)*: Sure-Fire BMI-Lynn

  Loretta Lynn has been having her share of troubles with husband-poachers in recent times—first it was "You Ain't Woman Enough" and now it's "Flat City." Ain't no doubt who's gonna come out on top in this battle—smart money is on Loretta all the way. Flip: "Slowly Killing Me" (2:24) [Sure-Fire BMI-Lynn]

- **DEL REEVES & BOBBY GOLDSBORO** (United Artists 50243)
  - *Our Way Of Life (2:42)*: Gringo, Skol BMI-Curtis

  Yanked from their current chart LP, "Our Way Of Life," this Bobby Goldsboro-Dec Reeves version of the hit track should be in line for lots and lots of air activity. The two have combined to have a fine, highly appealing sound that could well span two markets. Flip: "I Just Wasted The Rest" (2:14) [Moss Rose BMI-Lewis]

- **CLAIRE GRAY** (Decca 32266)
  - *The Easy Way Out (2:20)*: Vanjo BMI-Russell

  Following quickly behind his winning bid of "See How Fast Them Trucks Can Go," Claude Gray offers what should be another chartstuffer item in "The Easy Way Out." Changing pace to a ballad this time, Claude makes for some appealing listening with this smoothly handled ballad. Flip: "Your Devil Memory" (2:10) [Vanjo BMI-Gray, Wright]

- **LIZ & LYNN ANDERSON** (RCA Victor 9445)
  - *Mother, May I (2:02)*: Greenback BMI-L. L Anderson

  Take the sales appeal of mother Lizzie Anderson, add the impact of daughter Lynn Anderson and the result is bound to be a lofty chart niche for "Mother, May I?" The self-penned number should be played heavily by deejays and grabbed up quickly by fans. Flip: "Better Than Life Without You" (2:01) [Yonah BMI-Anderson]

- **BILLY WALKER** (Monument 1055)
  - *Sundown Mary (2:42)*: [Combine BMI-Gantry, Baunach]

  Not far behind his recent "I Taught Her Everything She Knows" chart, Billy Walker comes up with a plaintive item called "Sundown Mary." The bittersweet melody should stand him in good stead with hordes of country buyers. Looks good. Flip: "Oh, Matilda" (2:32) [Matamoros BMI-Walker]

- **DAVE DUDLEY** (Mercury 72779)
  - *There Ain't No Easy Run (2:50)*: [Newkeys BMI-Dudley, Hall]

  Still making noise with "Anything Leaving Town Today," Dave Dudley comes on strong with another gear-jamming stanza, this one called "There Ain't No Easy Run." Installed with some of the flavor of "I've Been Everywhere," this one could zoom. Flip: "Why I Can't Be With You (Is A Shame)" (2:54) [Newkeys BMI-Dudley]

- **JEANIE SEELY** (Monument 1054)
  - *Welcome Home To Nothing (2:11)*: [Panmer BMI-Cochran]

  Jeannie Seely offers a change of pace with her latest Monument outing, "Welcome Home To Nothing." This well-done bouncer should bounce right up to a nice chart berth, adding another notch to Jeannie's hit string. Flip: "Maybe I Should Leave" (2:15) [Panmer BMI-Seely]

- **TEX RITTER** (Capitol 2097)
  - *Bump Tiddli Dee Bump Bump* (2:07) [Vidor BMI-Walker]

  Looks like Tex Ritter should be in store for another visit to Chartland with this piece of material tagged "Bump Tiddli Dee Bump Bump." The light, happy-go-lucky sound should see lots of action as a result of the artist's current wave of popularity. Flip: "I Just Can't Get Away From These Old Memories" (2:43) [Vidor BMI-Walker]

- **CARL BELEW** (RCA Victor 9446)
  - *Mary's Little Lamb (2:12)*: [4 Star Sales BMI-Beliew]

  Carl Belew makes a definite bid to regain some of his former chart stature as a result of this Victor newbie called "Mary's Little Lamb." Deejays should find this sweet romance a tasty bit of programming material. Flip: "Once" (2:19) [Harbot SESAC-Harris]
ANOTHER KNOCKOUT!

LORETTA LYNN

SINGS A GREAT NEW SINGLE!

"FIST CITY"

32264

DECCA Records is a Division of MCA, Inc.

Direction: Smiley Wilson, Will-Helm Agency 801 16th Ave., South Nashville, Tennessee
CashBox Country Roundup

Then there's the oft-told tale of the radio station that gets poor service from the record label. A S.O.S. message comes from Apache Wells, New Mexico, stating that a 10,000- watt station is being overlooked in the mailings of last month's six big labels. The next day a similar notice comes from a 1,000-watt outlet in Northern Utah, followed immediately by another request from somewhere in Maine. At a quick glance at the mailing lists at a great many labels would probably make one wonder how a record can possibly come into being. Sometimes they happen despite the labels.

But the fact remains that the outlying stations in secondary markets are overlooked too often in both direct mailings and in servicing from distributors. In order to help alleviate the situation somewhat, Cash Box would like to here from those stations which receive either poor service or no service at all and what the labels are responsible for poor servicing. A line can be dropped to the Country Editing Department, Cash Box Magazine 1780 Broadway, N.Y. 10019.

Nashville booker Bob Neil has set up two more star-spangled country packages for the road, including the DuQuoin Fair on Aug. 24 & 25, marking the fifth year in a row that Neil has packaged for the fair. Opening night will feature the Buck Owens Show Package with added attractions Roy Acuff, Lynn Anderson and the Homesteaders, while the next day's festivities will consist of Sonny James & his Southern Gentlemen, Hank Thompson, Maxey & the Hi-Reds, Boys, Connie Smith & her Sundowners, Tex Ritter & the Boll Weeves and the Homesteaders. Arrangements for the two all-star groups were finalized by Neil and William H. Hayes II, president of the fair.

Epic's Jimmy Payne takes off on a 10-week tour of the Orient, for the USO, beginning Feb. 14, with stops scheduled in Hong Kong, China, Taiwan, Japan and Okinawa. Payne, who's currently making some nice noise on the Du Quoin Fair, will play "I Miss Someone," accompanied by Ron & Leona Williams, in addition to his backup group.

At the risk of being responsible for mass heartbreak and hysteria, we'll take a moment to congratulate Glenn Sutton upon the announcement of his engagement to Lynn Anderson. The heartbeat, naturally, will be garnered by the loss of the fair Miss And- derson, and the hysterics go out to the unfair Sutton. The wedding has been set for May 4 in Hendersonville... P.S. Lynn and mama Liz have just released their first duet single, "Mother, May 17" on Victor (Lynn appears courtesy of Chart Records). Interesting to note that this song features two great steel men, Pete Drake and Lloyd Green, since Liz never cuts without Pete and Lynn never records without Lloyd.

CashBox Country Reviews

Picks of the Week

MARGIE SINGLETON (Ashley 2050) Winding Mind (2:20) [Gallicy BMI-Singleton, Ashley, Kilgore]. It may be the right time for Margie Singleton to break back sharply into the big picture as she offers a potent thumper called "Winding Mind." Deck has a strong pop-country flavor that may result in lots of uptown spins. Flip: "Your Concience Sends Me Flowers" (2:45) [Asmar BMI-Singleton, Singlet]

HOMESTEADERS (Little Darlin' 0036) Making Believe (2:20) [Acuff-Rose BMI-Reed, Wood, Hobson]. The Homesteaders have consistently stirred up good noise, and the group may finally break out big with this effort titled "Making Believe." Boys change the tempo from their usual romping sound for this effective ballad outing which they handle real well. Flip: "Lovin' Time" (1:50) [Mayhew BMI-Recs].

GODSON BROS. (Bakersfield Int'l 1006) She Still Wishes I Were You (2:46) [Carpax, Alamo BMI-Nuckles, Mize]. The Godson Bros. helped put the Bakersfield International label on the map with "Hangin' On" and could add a little further topography with "She Still Wishes I Were You." Boys offer a pretty job on this woes-filled ballad. Flip: "There Must Be A Someone (I Can Turn To)" (2:39) [Ticknor BMI-V.R. Godson].

Best Bets

DAVID ROGERS (Columbia 44430) I'd Be Your Fool Again (2:29) [Win- drow BMI-Lewallen, Rogero]. A feeling-ful wooser in the hands of David Rogers may be the right thing to bring this deck on home. Side may see lots of spins. Flip: "Loser's Shoes" (2:11) [Starlady, Window BMI-King- ston].

BILLY GOLDEN (Staraday 827) A Loser Makin' Good (2:45) [Tarhe-BMI-Mike]. The pleasant sound of this blue-filled item could mean big things for Billy Golden, Songster and material. It's a pretty good shot at getting包装for the artist's first release. Production Line, now available. Deejays may obtain copies by writing Northland Rec- ords, c/o Jessie Barkel, P.O. Box 507, Holland, Mich. 94-252.

A group of avid country fans sta- tion members on the West Coast have an attachment at Chen Lai, South Viet Nam has written us regarding their situa- tion over the lack of "I Miss Someone." The piece is concerned. Seems records are aw- ful hard to come by, and the boys get on what their friends or relatives might send—which is not a great deal. Imaginative labels and indie promoters might find a few extra copies laying around to send over to the form to these cats. It will be with (lots and lots) ofky Lynn.

For those interested, the group is headed up by Don Castle, Don Vaughn and Robert Thompson, whose address is: U.S. Navy Construction Batt. For- ty, Company H, 5 Fleet Post Office, New York 09501. Speaking of mor- e, these same fellows would like to correspond with fellow members of the country music audience, so if there are any gals out there who have some time on their hands, start writing!

Billy Earl (Hilltop 3017) I'll Oweillins Be (2:10) [Comb- ine BMI-Elizabeth, Parson]. A cute, fanciful novelty side in the hands of Billy Earl, this easy-going stunner may have what it takes. A fun change of pace. Flip: "I Hope I Don't Find Her The Way I Left Her" (2:25) [South- town BMI-Elizabeth].

LINDY LEIGH (Avenue South 502) You Can't Afford Me On Your Mind (2:25) [Greenback, Yenah BMI-Anderson]. Could be plenty of action in store for this Bobby Edwards effort. Songster offers a mid-tempo weeper that has a catchy country swing. Flip: "Once A Fool (Always A Fool)" (2:08) [Yenah BMI-Moncrief, Sharp].

BOBBY EDWARDS (Chart 1092) I'm Sorry To See Me Go (2:30) [Greenback, Yenah BMI-Anderson]. Could be plenty of action in store for this Bobby Edwards effort. Songster offers a mid-tempo weeper that has a catchy country swing. Flip: "Once A Fool (Always A Fool)" (2:08) [Yenah BMI-Moncrief, Sharp].
The Group, one of Australia's top vocal/instrumental outfits, records for CBS and recently had a strong national hit with "Woman You're Breaking Me". They recently won Australia's biggest talent event of the year, The National Battle of the Sounds conducted by Radio 3UZ. This gave them a $1000 cash prize and a four-week expenses paid trip to England. They arrive in the U.K. in Feb. for a round of radio and TV dates.
Les TROPHÉES MIDEM 1968
THE MIDEM TROPHY WINNERS (NATIONAL)

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GLOBAL EMI:

MIDEM was the scene of a rare grouping of EMI execs the world over

MIDEM's Grand Gala Of Trophies

As far as Galas were concerned the climax of the world music meeting ended on Jan. 27, the last night of MIDEM, when Bernard Chevry presented The Grand Gala of the Trophies at the Palais des Festivals. Trophies both National and International were awarded to artists, male and female, orchestra groups, etc. with the biggest sales in their own countries.

The program was broadcast and televised in color in five countries of Intervention and nine countries of Eurovision.

Not all the award winners were able to come to Cannes for the performance but the following appeared with success. The Visir Male Choir (Iceland), Danny (Finland), The Group 2 (S. Africa), The Vanguards (Norway), Czeslaw Niemen (Poland), Keld & the Donkeys (Denmark), The Hep Stars (Sweden), Shuli Natan (Israel), Laszlo Aradsky (Hungary), The Rokes (British Group now living in Italy), Will Tura (Belgium), Vice Vukov, from Yugoslavia, who represented his country at last year's Eurovision Song Contest. Gert Timmerman, Record-wise, was flying high, as was Danny, the handsome donor of the Trophies.

Charming Brazilian songstress Elis Regina, was considered one of the great sensations of MIDEM. Her appearance, during the first international gala, was a tremendous success. A few hours later she was engaged for three weeks at the Olympia of Paris in March and in April on Enrico Macias' circuit. Elis Regina is a big bossa nova songstress.

MIDEM: General Survey

(Continued from page 7) was magnificent and MIDEM has established itself as an unique Music Market in the world.

It would be impossible to name the list of top recording and publishing personalities gathered in Cannes during for MIDEM from all corners of the world. Better by far to say that any one who is anyone in the music business today was there. The five floors of the Martines were buzzing all day, with rumors of deals being set and clinched. A glance at the program of exhibitors' complex tells the country by country format became familiar. Sent people scuttling up and down the stairs (sometimes quicker than using the small and inadequate elevators, to find the right way to the various people they wished to visit.

Atop the entrance to each suite an illuminated panel provided the clue to the occupants. Outside the offices the walls of the corridors were handsomely decorated with display panels promoting the products available. In addition to the basic participation by most companies who had spent a fortune on magnificent 'shop window' in an effort to out do and eventually outsell their competitors. Most of the offices boasted a well stocked bar and once inside, the weary visitor was plied with a wide variety of refreshments . . . a welcome break in the constant exhausting round of meeting old friends and establishing new contacts.

U.S. Excess Comment

Many more American companies participated this year than last. RCA had a large suite of offices on the third floor which was called "Back from the States and told the Cash Box that ... as far as publishing is concerned MIDEM is a good market for both large and small companies. He feels that for the music publisher MIDEM is as important as the Frankfurt Fair is to the book publisher. Record-wise, MIDEM is more important to the small independent with no international distribution for his product than for the majors with worldwide tie-ups. Soria also noted that MIDEM provided his excellent opportunity for Eastern countries to get the "feel" of the western market. He would like to see some re-thinking on some areas of participation and exposure of artists. The first step he has already been taken in this direction by inviting agency managers and bookers to this year's event. This should result in MIDEM becoming a showcase for the introduction of new talent. Soria is not in favor of the introduction of classical artists into what is primarily a pop Festival.

Elektra

Larry Harris, vp of Elektra Records of America also criticized the presentation of the Gala. On the other hand he found that a week at MIDEM saved him weeks of travelling around the world, and Europe in particular. On balance he found his visit well worth while and considered that with fewer organizational changes MIDEM 1969 will be first rate.

A&M

GMM's worldwide organization was represented and headed up by international director Eric Schenmetz and Rex Oldfield from the London office. GMM's European representative John Nathan was also present.

Summing up Oldfield said that MIDEM was invaluable from the personal contact point of view and sales wise many new British produced disks were placed with European companies.

A & M

David Hubert & Co. of A & M Records also found MIDEM interesting and invaluable. Again they too, would.

(Continued on page 673)
FRANCE
French producers and publishers vary their various opinions about MIDEM, believing that sales are not the same as sales. hill was more difficult to make deals than last year, but most were reached.

The greatest sensation for French Trade was the fantastic success in "Love is blue". This song, which had been presented on the first day of the conference, was sung by one of the participants, an unknown contestant from Luxembourg, who was going to be recorded by Bing Crosby (CBS). Klaus Ogerman (Mercury), Charlie Byrd (CBS), 35,000 sheet music was sold in the States. This creation at MIDEM an event in a thing the French publishers to buy the different songs written by writer Andre Popp and Publish to be able to talk with Vogue people in Brussels, Switzerland, Germany, and the U.S. He took advantage of MIDEM to meet people in Italy. He also did a big deal for the use of background music in France.

Henri Marchal of Sunny Music was delighted with the success of Henri Marchal's (CBS), "I sold for England (Pan Music), USA (Rod McKuen), Scandinavia (Polydor) and several other countries. We also had a very nice success in Italy, young guitarist produced by my company, named Danilo, who released his album in Italy, Great Britain, Scandinavian and Germany.

Dany Gerger, managing his "Dany Music" publishing company, made a $1,000,000 deal with Regent Music Corp. for exploitation in United States, Canada, British, Commonwealth and Australia, of his song "Helas trois fois Helas". Danyel had this song for new motion picture "Les Poneyettes". Danyel, who also managed a trip of his own to Los Angeles, California, signed a contract for the right of English production to begin at the beginning of Autumn. Meyerstein also announced that eleven independent publishers will be used with Phillips style contracts.

The Nicolle Criccois success on the opening night is also a great success for the French. "Ou sont nos Compagnes," which is one of the most dynamic young independent producers, is one of the highlights of MIDEM. "La Compagnie" was not created last year. Saada took two years to bring the company to its success. He has just been signed under contract to several players to be used with Phillips style contracts.

Rolf Marbot (SEMI-Meridian) took the opportunity of the MIDEM to announce that he is going to sign PFP. "A little more time and we will be ready," he said. "To start with, we have signed up with Hill and Know for the "Cassettepelle" a portable player for which we pay a large sum. This machine will be launched in April on both French and American markets. Other French companies are following the same policy. At the beginning of Autumn Meyerstein also announced that eleven independent publishers will be used with Phillips style contracts.

SPAIN
Most Spanish companies were represented at the MIDEM in Cannes. Some of them will be present there as observers and visitors.

Luís Calvo from HISPAVOX said although Spain has a very small market, that "thanks to the MIDEM we have been able to export quite a lot of our records, which had contacts with countries that had never had previous contacts. And again, here at MIDEM, is possible that we will be able to lease all records of Maria Ozawa in the United States through United Artists. Some of our records are already present in Cannes. We can only say that we are glad to have come this year..."

Ramón Segura, A & M in DISCOS VERTUGAL told the Cash Box: "As a surprise, we have sold "Perdut Y Sus Gusanos" to the French company IMPACT Records. Whitaker was delighted with the success in France of our records.

Rolf Marbot was delighted for having sold the 40 year old song "Les Oiseaux Blancs" to A. I. Ogerman for United States. After the success of the new version of that song by the Sunlights, sub-publishing rights have been also sold in England, Spain and Germany. He also mentioned that the author and composer of "Love is blue" an exclusive contract for the song. His company manages Iglo publishing. Leon Cebad, manager of this company, was also present at MIDEM to be able to talk with Vogue people in Belgium, Switzerland, Germany, and the U.S. He took advantage of MIDEM to meet people in Italy. He also did a big deal for the use of background music in France.

GERMANY
Meet us at MIDEM was the motto of the big week of the world record industry and that's just what everyone did. Representatives from Aachen, Munich, Cologne, Stuttgart, Berlin, Basel, Switzerland, Geneva, Paris, Italy, and the U.S. States, took the opportunity of MIDEM to meet people in United States, Canada, British, Commonwealth and Australia, of his song "Helas trois fois Helas". Danyel had this song for new motion picture "Les Poneyettes". Danyel, who also managed a trip of his own to Los Angeles, California, signed a contract for the right of English production to begin at the beginning of Autumn. Meyerstein also announced that eleven independent publishers will be used with Phillips style contracts.

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The Nicoile Criccois success on the opening night is also a great success for the French. "Ou sont nos Compagnes," which is one of the most dynamic young independent producers, is one of the highlights of MIDEM. "La Compagnie" was not created last year. Saada took two years to bring the company to its success. He has just been signed under contract to several players to be used with Phillips style contracts.

Rolf Marbot (SEMI-Meridian) took the opportunity of the MIDEM to announce that he is going to sign PFP. "A little more time and we will be ready," he said. "To start with, we have signed up with Hill and Know for the "Cassettepelle" a portable player for which we pay a large sum. This machine will be launched in April on both French and American markets. Other French companies are following the same policy. At the beginning of Autumn Meyerstein also announced that eleven independent publishers will be used with Phillips style contracts.
The first MIDEM Gala was an international one. This was held on the opening night of MIDEM, Sunday, January 17. The auditorium of the Palais des Festivals was S.O. The event was an international one as the programme of artists presented was: Dao Ouro Negro (Portugal), Elizteria (Brazil), Eva Demarczick (Poland), Juan and Junior (Spain), Karel Laufer (Czechoslovakia), Los Bravos (Spain), Peter y Sus Gitanos (Spain), Peter Horton (Australia), F. J. Proby (U.S.A.), Sandie Shaw (England), The Supremes (U.S.A.), Zuzana Konig (France).

Sandie Shaw repeated her 1967 winning song in the Eurovision song contest "Puppet on a String." P. J. Proby also made a big impression on the audience. It was Peter Horton who, according to the judges, gave a good performance, but it was The Supremes who brought the house down. They were The Supremes who brought the house down; they were on the British Gala and carried the following audience with them and the curtain came down on the first gala of the week.

France presented the first national gala, not considered a great night. The artists presented were: "Les Compagnons de la Chanson" (CBS), Michel Puglisi (RCA), Jacqueline Dulac (RCA), Antoine (Vangelis), Dario Tommasini (CBS), Manitas De Platas (CBS), les Charlots (Vogue), Arlette Zola (As), John Williams, and Nicole Croisille. Nicole was the biggest success of the evening and even performed a new song, "I Never Leave You," which is the theme of a new motion picture motion picture "The Black Rose." If the French gala was not a great success, a lot of people were very surprised to see the quality of the Czechoslovakian Gala — Artists were presented by the record companies of Czechoslovakia. They were Karel Gott, Helena Vondravcovna, Vachy, Jaroslava Uzi, Valdemar Matuska, Yvonne Premosilova, Judita Cerovska, Hana Hegrovova, Josef Laufer. The overall performance of standard was excellent and it was proved by the individual talent which makes it difficult to single out any one performer for special mention. Many were making their first appearance in the West. Although, Karel Gott has recently returned from the successful Las Vegas season at Las Vegas and is establishing himself in the American market.

After the efficient Czechoslovakian Gala the British one, which attracted all the attention of the press, was a little disorganized, specially when it was impossible to find the performers. They were situated in the middle of the Snow Stock that was organized by the Banquet of the Snow Stock. The arrangements were not good and many of the participants unable to get seats were unsuccessful. The programme for the British Gala carried the following tribute from Bernard Chevry, organizer of MIDEM.

"British artists have had a great influence on the development of pop music throughout the world during the last five years. The Beatles generated a new excitement at the start of their unique careers and continue to lead the field in pop music composition and interpretation. But British music is not just the Beatles. British (RCA, Belgium), Sixen Eriksson (RCA, Sweden), Mr. Jeanneret (RCA, France).


Central Right—Dario Soza, George Albert, President & Publisher of Cash Box, Bernard Chevry, Marty Ostraw, Cash Box v.p., Harry Brunn, RCA. Bottom Left—Marty Ostraw, P. Goemaere (RCA, Belgium), J. Heath (RCA, London), Harry Tofler (Sunbury Music, U.S.A.), Mrs. P. Goemaere, Peter Baumer, (RCA, Overseas), George Albert.

Bottom Right—Ben Grevatt, MIDEM USA's rep. G. Albert, Jim Bailey, RCA.

**Big 3: MIDEM Contab Of Its Own**

The Big 3 publishing group (Robbins-Feint-Miller) took the opportunity of MIDEM to organize a small International convention. Arnold Maxin, executive vice president and general manager of the Big 3, and foreign representatives present in Cannes were Alan Holmes of Robbins Music Corporation Ltd., London, together with Ian Ralfini from the same office. Spain was represented by several representatives present in Cannes were Ralph de Hannah, Germany, Giuseppe Granitto Ricci of Italy, Jean-Christine and Barthe Lamberti of France. Some representatives presenting at the British associated group, Francis, Day & Hunter. Also present was Fred Day, Editor of Cash Box. Day was accompanied by directors Eddie Day and his wife and Bert Corri. British composer Les Reed of "The Last Waltz" and manager of Donna Music, an affiliated company, presented his latest composition, "Kiss Me Goodbye," which has just been recorded by Paula Clark for immediate release. During the release, Maxin hosted a cocktail at the Carlton Hotel attended by several selected friends and associates. Maxin told the Cash Box that he was very impressed with MIDEM. He said it afforded an opportunity to foster the attitude and helped to keep publishers on their toes. As far as actual deals were concerned Maxin felt it was more beneficial for the smaller publisher than the giants with whom he had already tied up around the world. He considered MIDEM an event well worth attending. If he did not actually attend personally next year, he said he would make sure that members of his organization did.

**Cannes, So. France— RCA Victor hosted a cocktail party at a beautiful boat-house in Cannes at MIDEM. The camera man caught some of the action above. TOP LEFT—Darby Sorts (RCA, USA), Bernard Chevry (MIDEM Organizer). TOP RIGHT—P. Goemaere (RCA, Belgium), Sixen Eriksson (RCA, Sweden), Mr. Jeanneret (RCA, France).**


**CENTRAL RIGHT—Dario Soza, George Albert, President & Publisher of Cash Box, Bernard Chevry, Marty Ostraw, Cash Box v.p., Harry Brunn, RCA. BOTTOM LEFT—Marty Ostraw, P. Goemaere (RCA, Belgium), J. Heath (RCA, London), Harry Tofler (Sunbury Music, U.S.A.), Mrs. P. Goemaere, Petre Baumberger, (RCA, Overseas), George Albert.**

**BOTTOM RIGHT—Ben Grevatt, MIDEM USA’s rep. G. Albert, Jim Bailey, RCA.**

**MIDEM: General Survey**

(Continued from page 07)

Rev. II reported that he had completed many contracts for sub- publishing around the world and two general catalog agreements in Canada (Dulac) and in Germany with Rolf Budde (BMG, Germany).

Stig Anderson of Sweden music Stockholms also has a successful week at MIDEM. Several deals were completed including a catalog deal with Al Galliaco for Scandinavia. Also from Sweden, a number of deals were completed including a catalog deal with Gallo for Scandinavia. Also from Sweden, a number of deals were completed including a catalog deal with "Vladimir Kostic. He sonet said that business-wise MIDEM 1967 was a success. "We are not sure we would like to see some improvements in the organization, particularly on the big variety shows. We also feel that the present MIDEM is predominantly music business. We do not think it will be possible to see the convention take place in other parts of the world."

There were many record and publishing men from Holland at MIDEM.

Some opinions are worth noting:

Jack Hushkins (Phonogram): "The most marvelous idea was that ever invented for the recording business." Jerry Oor (Revemow): "Last year MIDEM was much more intimate than this year, this year was much more impersonal. But we all have to go to MIDEM each year."

H. Mildenberg (Conamus): "We think that MIDEM will help to promote Dutch songs all over the world. Robert Buegos (Negm): "I am already looking forward to next year's MIDEM."

Luis Jansky (Bassor): "The system of open stands last year was a big success. All the success this year but MIDEM is more interesting for music publishers than record companies."

Wim Brandsteder (Incale): "Here's to the next MIDEM. . . . just great."

The British Bruin (Portuguese Music): "MIDEM is 100% useful. I did more business here in less than in months without MIDEM."
GERMANY ON MIDEM

(Cont. from pg. 67)

new interesting artists and concluded
deals for several important indie
labels; a fact that several people noted,
and that was surprising at the relatively
low-key MBF level. There was a growing
interest in place indie masters at MIDEM
to be shown and recorded, which was so easy
to place in MADRID that this was the
first year that MIDEM had to hold a press
conference to announce the coming of
television series. Peter Kirsten of Global Music and
affiliates said that he felt that MIDEM
was the first time that the industry had
taken a real step towards the promotion of
his material. Tomislav Glezic, an important
MIDEM from Yugoslavia, was looking for
a place to see, meet and contact
and make new acquaintances from the
deeper, more commercial side of the
business. Peter was looking for a place to
see, meet and contact friends and make new
acquaintances from the deeper, more
commercial side of the business.

The affair was attended by 140
delegates from around the world
to the London junetional virtue of
their sales ability with tape this past
two years. It was with some shudders,
guided tour of the market, including
George Downs, of the British and
American who was allying with the
marketing section which was
addressed by top brassers from
Music Corporation of America,
little to alloy the confusion which
abounds in the many configurations of
haphazardly into this market.

MIDEM-Track, open reel, cassette.
It seems that this is one before
more (8) tracks.

LONDON — The first tape conference
for the first year, after the MGM
Records with co-hosts ITCC and
Amrex, and Philips of Holland as


GMM Hosts London Tape Meet

There was, he said, a huge marketing
effort by the companies to get
some as evidence of the market that
existed the fact that 85% of those
dealers were interested in them as
playback units. Specifically, the
highly successful Ampex's two
soundtrack tapes with MGM's "Dr.
Zivago" head and shoulders above
the others. Rolf Budde, who was
music was making rapid headway on
tape. Perhaps suggested 15% of the
quarter of last year, Ampex's DGG
classical output had outshone the
Verve product here. The

The affrighted were unwise, he admitted,
but were indicative of the increasing
pressure on the industry, as they
and others going out of the open
real estate. Phillips had put a solid
section of the market in the face of
the hefty publicized 8-track system.
Hall, however, was looking out
long as a product for special
marketing. "There are no sales for a
catalog product for quality music and
the high fidelity customer, he
phased. While cassettes represent
an important role, capturing both
and the car trade, the 8-track
unit "is still more to non-Phillips," Hall
said. But he warned that 8-track is
no more for Phillips, it should be sold
in anything can be sold. Now, if the
recorded material is not good, then it
would not be sold. The companies showed
suggestions that 8-track was dying.

Philips On Cassette

Garrett Guznebeck, guest-speaking
for the industrial section, said that
removal of the cassette following careful
testing had shown that 8-track was
impeccably determined that Philips
could secure a greater degree of pene-
tration. "We have got the open reel. Philips, in going
to great lengths to bring about standard-
ization of the industry and the concept of a
multiplicity of systems and content leaves the
openings and has secured agreements
with 90 manufacturers throughout the
world. We have tapes and recorders which
fit our system, and our new DGM tape,
cassette equipment, he revealed that a $40 playback
unit was the only one to fit our system. However,
his prediction that 10,000,-
000 cassettes would be sold in 1968.
Japan is predicted to be producing
them at the rate of 3,000,000 a month. The
speaker, amusingly took the taps off
his own tape deck and threw the tapes
into the air as a case-
puter player which could also be used
for recording—arguments which stem from the
idea that the cassette is the "pirate" taping of albums etc.
arrived, somehow, at the notion that
some owners who would lend copies of "My Fair Lady" for
Wii, he is list-roll the audience and made
point.

Larry Finley Award

ITCC topor Larry Finley, who
gifted Mort Nasarit with an award
for "The King of MIDEM," revealed
on "Dr. Zivago," later revealed that
ITCC has grossed $3,500,000 in
tape after the award. The industry as a whole, in 1969,
reach a total turnover of $15,000,000.

Liftoff Records, an independent kind of action, Finley said: ITCC
would be upping its promotion budget to
$350,000 in the second quarter of
1968.

Who’s King?

But for all the virtues of the present
systems, there can be little doubt that
what was seen at the first tape conference
were a great impetus to the industry.
The open reel market, he told con-
ference, was of no interest to the
major dealers, despite the
that $2,000 selections were available.

Particularly this year we have
shaped some deals which were begun
during the past year. To make a long
story short, we have "placed" The
Broncos and Juan Manuel Serrat, Spanish
singers, in this year's European
Song Contest in many countries of the
course, we will come next year."

Alfonso Navas, director general of
Bird Music, commented about this year:
"We were very happy with this event
and this one as well. Now with more
knowledge and understanding of what
can be done, we have made quite important contacts
which will be continued through the
next year. We felt we have MIDEM. On the next MIDEM we will
be more prepared. And we will
be very happy with this year's MIDEM:..."

Esteban Garcia Morenos and Mr.
Joao Pinheiro, director and Interna-
tional Director of Bird Music, said:
..."We are very happy with this year's MIDEM:..."

Cash Box—February 10, 1968
MIDEM 2: Negotiations, Conversations & Smiles

CANNES, SO. FRANCE—The strips of photos shown below probably best summarize the value of the Midem International Music Market. It was one big long conversation with people from other countries in an effort to learn how each Midem Conventioneer could improve his profit picture throughout the world. The Cash Box Camera catches glimpses of some of the people in their hospitality meeting rooms.

1—Maigret Meyerstein (Phillips, France), Mr. & Mrs. Aaron Schroeder (USA), George Albert, President & Publisher of Cash Box, Geoffrey Everett (Radio Luxembourg), 2—George Albert, Neshi Ertegun (Atlantic) Lee Mendell (Liberty), and Marty Ostrow, Cash Box.V.P., 3—Antoni Piqueteco (Belter, Spain), Marty Ostrow, Joaquim Alfonso (Belter, Spain), George Albert, Francis Figueras (Belter, Spain). 4—Geoff Milne (Decca, U.K.), George Albert, Marcel Stellman (Decca, U.K.) Walt Maguire (London Records, USA), 5—Bill Gallagher (MCA), Klaus Hake (Roosevelt Music), George Albert, Bert Kempfert, Hal Fein, Roosevelt Music (USA).

1—Neville Marten (Cash Box), Mrs. Montangan (Durham), George Albert, 2—Barney Aleg (Motelown), George Albert, 3—Gerry Telfer (Sanharry-Dunbar Music USA), Marty Ostrow, 4—Alan Holmes (Robbins Music, London), Ian Raffini (Robbins, London), Mr. Lambertini (F.D.H., France), George Albert, Mrs. L. Bournemann (F.D.H., Germany), Bert Corri (F.D.H., London). 5—George Albert, Don Pierce (Starday Records), Marty Ostrow, 6—Mr. Denmarty (Ed: Paul, Beacher, France), Mr. Seller (Director of the Company) George Albert, Sai Chanti MCA Music, USA. 7—Mr. Moreno, Vinko Lezic, Mr. Saljan (all of Jugoton, Yugoslavia).

1—Marty Ostrow, Leon Caban (Disques Vogue, France), George Albert, 2—Dag Huisgisil, Gunner Bergstrom (Both of Sweden), Peter Knight Jr., (Stigwood-Yaskiel, Germany), Gene Norman (GNP), 3—Dave Berger (ABC Records), J. Lasker (Dunhill) George Albert, Dario Soria (RCA). 4—Pavel Susak, Lou Reizer (Mercury), Sheila Talmey (Indie Producer, U.K.), George Albert. 5—P. Zegers (Holland Music, Holland), Lucky Carle (South ern Music USA), Hans Dunk (Southern, Holland), George Albert, Tom Ward (Southern, U.K.), Marty Ostrow, Mario Costi (Southern, USA), 6—Horst Schmelz (DGG, Germany), British Jazz musician Chris Barber, Neshi Ertegun (Atlantic Records USA), George Albert, Eddie Barchay (Barchay, France).

1—George Albert, Mr. De Pelgrims (Decca, Belgium), A. Fassoul (Decca, Belgium). 2—Marty Ostrow, E. Baptista, (Disco Musart, Mexico), George Albert. 3—Eric Steinmetz (MGM Records), Marty Ostrow, George Albert, Frank Maneini. 4—R. Brohan, (Dick James Music, London), Mr. & Mrs. Dick Jones, Stephen James. 5—George Albert, Mr. & Mrs. Russ Sanjec (BMI, USA). 6—Bill Gallagher (MCA), Pete De Angelis (ABC, USA), George Albert, Mike Sloan (MCA, U.K.).


1—Vittorio Somalvico (Sugar Music, Italy), Geoffrey Everet (Radio Luxembourg London), Cyril Simons (Leeds Music, London), Stig Anderson (Sweden Music, Stockholm), Louis Reizer (Mercury Records, USA), and Marcel Marzani of Sugar Music France. 2—Geoffrey Heath (Good Music, London), Roland Kluger (World Music & Palette Records of Belgium), and Pierre Meyer, also of World Music. 3—Teddy Holmes of Chappells, London, Stuart Reid (Edwin Morris, London), Harry Biefeldt (Chappells, Germany), Roy Berry (Campbell Connelly, London). 4—Roger Marzani of Festival Records of France pictured with composer Andre Popp and writer Pierre Cour, the team responsible for "Love in Blue" now climbing the American Top 100 charts. Popp and Cour have just been signed to a 3 year contract to Festivals publishing company Iglo Music. 5— Terry Dorin and Jack Oliver of Apple Music, London. The new Beatles company. 6—Zafiro Artiste Juan Manuel Serrat and Joaquin Merino (Zafiro International).
Brolly To Manage MCA In Britain

NEW YORK—Brian Brolly has been appointed managing director of MCA Records Ltd., the British company recently established by the American entertainment complex.

MCA Records Ltd. will manufacture and distribute records under the MCA label and will be exclusive distributors in the United Kingdom and Ireland for American Decca as well as Coral and Uni Records. Sales in Sweden, which were previously handled by British Decca.

Brolly is a product of MCA's executive training program, having started as a salesman in the TV film sales division in 1957, and for the past three years he has been a director of MCA (England) Ltd., and has supervised and developed MCA's European and British TV sales distribution operations.

In addition to being named managing director of MCA Records Ltd., Brolly also will become a director of all other MCA United Kingdom companies, including Universal Pictures Ltd. and MCA (England) Ltd. Brolly will replace Cedric Tenant, who recently lost his life in an automobile accident.

John Barry & Brian Forbes Join Ember Label In Executive Slots

CANNES, France — Composer John Barry, winner of two Academy Awards, and the recording group "Gesellschaft," have joined the independent British disker, in executive capacities. With the help of Brian Forbes, a member of the board of directors of Ember, they are looking to expand its activities and to create a new international image.

Barry has been named chairman of Ember, and he will be executive producer for all major new recording activities for the company. He will be as active as his heavy schedule of film commitments allows.

Barry will join the board of directors of Ember, and will combine his talents with Barry's in all facets of the film activities of the company (i.e., soundtracks).

Barry's first act as chairman has been to invite Zephaniah Oshana, former head of the professional department of the London Chappell Music, to be in charge of Ember's promotion and recording activities. Henney will act as assistant to Barry and Forbes in all their endeavors. Henney was appointed to Ember's board of directors on Tuesday, January 30, 1968.

Tying in with Henney's appointment is the formation of Henney Music Corporation, which will be expanded to become the music publishing arm of Ember. Deals are now being set with writers and publishers to acquire product. Henney is joint managing director of Henney Music with Jeffrey S. Kruger, another Ember board member. The twelve publishers and producers incorporated in Florida Music will be brought under the one umbrella of Henney Music.

First Biz Complex Formed In Argentina

BUENOS AIRES—Eduardo Ortega, for years the leading teen artist in Argentina, has reported that his recently formed Claudia label will start intensive record, publishing and TV production this year, with a new subsidiary already on the way. Ortega's own contract with RCA remains untouched.

Ortega joins the board of directors of Ember, and his talents will combine with Barry's in all facets of the film activities of the company (i.e., soundtracks).

Gallo's 'Transplant' Account LP

The Gallo (Africa) Limited and Briga-
diers (Fy.) Limited have scored an international record scoop in the signing of contracts for the world rights on a set of two LP's entitled "Human Heart Transplantation" by Prof. Christian Heinrich Barnard and leading members of his famous Cape Town heart transplantation team.

The LP takes the form of a round table discussion under the chairmanship of Prof. Barnard, and is designed primarily for post- and post-graduate medical men throughout the world. It gives a detailed account of all the factors leading up to the world's first human heart transplantation; how a patient and donor is selected; exactly what precautions are taken; a detailed description of how tissue selection is done and how the actual operation is performed.

"La Mancha" Cleft To Bat on Vienna Opening

HOLLYWOOD—Mitch Leigh, composer of the score of "Man Of La Mancha," has been invited to conduct the orchestra at the opening night's performance of the musical drama in Vienna this month. Leigh, who has already conducted for "Man Of La Mancha" openings in Spain, Israel, Norway, Denmark, Sweden, Finland, Czechoslovakia and Australia, will fly to Europe for the Austrian opening and to supervise arrangements for the show's debut in London in April.

He will be accompanied by his partner Milton Herron, president of Mark Century Corporation, which owns the rights to "Man Of La Mancha."

Suit Settled On French 'Sugar Town'

NEW YORK—Criterian Music of Los Angeles has been successful in its legal action against Denisia Pants, Citation Records, who distributed an allegedly illegal French song to "Sugar Town" by Lee Hazlewood through Trans-Canada Discs, Inc. Citation Records, Pants' company, paid damages and legal fees and agreed to cease any further infringements on the Criterian Music Corporation copyright.

This action was initiated to prevent illegal French lyrics being written to Criterian songs. The case was handled by Ross Carson of Gowling, Mac-
Tavish, Osborne and Henderson of Ot-tawa, Canada, for the complaintant.

GLOBAL MEET: Hilversum, the "Ra-
dio-City" in the heart of the Nether-
lands, was the meeting place for 56 staff members of PPI-Organisations from around the world during the 1968 International Convention of N. V. Philips' Phiphonesphorische Industrie. It was the first convention since 1956.

No less than 26 countries from all five continents were gathered in two days in Grand Hotel Gouda for a sturdy program of music, business and music (and some good food and drink also).

Mr. Solleveld, president of N. V. Philips' Phiphonesphorische Industrie, offered a special de luxe cassette record with an engraving "For Outstanding Performances" to A. Duch-
able, manager of Philips in Switzerland, who recently celebrated his 40th anniversary with Philips.
Pre-tax profits for the Decca Record Group for the half year ended 30th September, 1967, declined from £1,453,000 (£1,452,000) to £1,443,000 (£4,040,000). Reinvested profits were reduced slightly from £1,350,000 (£1,340,000). Reflecting a general sales increase throughout the group, turnover rose by £1,000,000 (£2,000,000) to £18,000,000 (£32,000,000). Trading profits were up from £2,740,000 (£7,471,000) to £3,529,000 (£27,000,000). Decca continued to enjoy substantial higher charges for production and interest. It is pointed out by the Directors that turnover and profits in the second six months normally exceed those of the first half. Further, for the full year to March 31st, 1967, was £45,000,000 (£12,000,000) and profits before tax £4,451,000 (£12,462,000). Meanwhile, the Decca label is a dominant division in the second six months and normalised figures (17%) per 19 shillings ($14.00)/the previous dividend was 3s. 5d. (46£).

Come freeze and squeeze or assortment of curtailments that threaten to cut the audience for the latest Beatles singles, British management is apparently unabated by the high level economy measures. Official Board of Trade sources reveal, for instance, that in October record sales totalled £225,000,000, down by £75,000,000 or 21% on the previous October. Exports, however, were 9% down at £3,704,000 (£4,974,000). A total of 11,018,000 records in October was at its highest level since December, 1965, and production of all types of disks was up on the corresponding period in 1966. The nightly push on albums is revealed in the fact that 4,546,000 albums were produced in October, 1967, against 4,778,000 recorded in October, 1966, to 5,541,000 pressed last October.

Bryan Fyfe, who heads the expanded Philips Records promotion department, steps into a new and significant role this month. He is to head up Mercury Records here, which is to be made a separate division of the Philips group. The additional independence given to the label by this move, Fleming will also launch a subsidiary label, Smash Records, which will release material from British as well as American acts. In taking over his new role, Fyfe said: "I was pleased to see the existing British artists and talent. The new label will bring a more significant role to American Artists and the label will continue to identify with the British as well as American artists."

With Bryan Fyfe in the driver's seat, MCC bows its operations here with the latest of the three singles-Brenda Lee's "That's Alright," the Hollies' "Daffodil Days" and John Rowles' "If Only Had Time." First album releases are scheduled for April. A move into the budget album market and the cartridge is the immediate horizon too. The new independent set-up will utilize the MCA and UNI logos and will be pressed and distributed by Decca which previously handled American Decca products. In the race for top talent -although management and executives-MCA has set Mike Sloman as administrative head and a&r controller. Sales and marketing manager is Peter Roddis who is leaving Pye to join RCA. And Mike Leander has signed a long-term deal as producer with the label. Other staffers include Alan Crowther who becomes MCA label manager (having left Saga) and a pacate from Major Minor, Roger Watson who becomes promotion manager.

Following the death of Brian Epstein last year, Clive Epstein, Chairman of Nems Enterprises, has announced that Vic Lewis is to take up the post of Managing Director. Announcing the new appointment, Epstein said: "The appointment marks the beginning of a period of vigorous domestic and international expansion for Nems Enterprises. In the immediate future we shall be increasing the scope of our organisation in the field of Artists' Agency and Management, legitimate theatre and film agency, independent record production and the European representation of American acts." Epstein also confirmed that the company would continue to have the active support of the Beatles as shareholders. Lewis, a 20-year veteran of his craft, has been with Nems since 1963 and his new appointment was approved by the Beatles last year.

The merger of the artistic ability of Steve Rowland and the business acumen of Bryan Fyfe is proving a successful one for Double B Productions. Formed in August, 1966, and activated in September, 1967, the company is already celebrating success in the charts with "Paradise Lost" by the Herd. Rowland, who has been with Decca, is known for the commercial abilities of Titch's successes on Fontana. Now their own Camp label makes its debut with "Cold Turkey" by Big Boy Pete, and the label is to be distributed in the U.K. by Polydor and in the States by Atlantic. Oppenheimer and Rowland are to visit America in March setting up an American office to deal with their music publishing outlets Quorum (run here by Campbell Connolly) and Wastland (a subsidiary of Carlin Music), and to promote their artists in America. It will operate on an exchange basis. They will also negotiate a tour for the Herd and do a three-month tour for late March for Dave Dee, Dozy, etc, which will also include TV appearances.

After three years with Sparra Music, Mike Berry moves over to the new Apple Publishing company headed by Terry Doran. As Professional Manager, Berry will be responsible for seeking new talent and promotion as well as acquisition. Apple has got off to a good start with their first release "Dear Oeliliah" by the Grapefruit issued on RCA and launched by a sparkling champagne reception to which the Beatles gave their moral support. After just one week the disk looks ripe for healthy sales.

Eddie Boyd in Britain for a three-month stay will record for the Blue Horizon label and is to be distributed through CBS. First single coupling Boyd with the Fleetwood Mac is "The Big Boot" and an album is also being planned. Blue Horizon's first disk on its own logo is "It's Okay With Me Baby" by the Charming. So far the first album is a success.

At a time when MGM Records dropped plans to issue Eric Burdon and the Animals latest release "Slipway" because of certain incompatibility problems, Parlophone Records, an independent label run by Larry Page, is forging ahead with the stereo single idea. First release is "I Am A Train" by the Tears Of Joy. An independent label, facilitated by Phillips Records, therefore makes its mark in music history.

Quickies: Following their "Here We Go Round The Mulberry Bush" smash, Take are enjoying another hit with their follow-up "No Face, No Name, No Number" from their "Mr. Fantasy" album on Island. . . Proposed tour of Czechoslovakia by the Rolling Stones has been shelved. Setting off for South Korea and Japan for Traffic. Having collected a Gold Disk for their first chart entry "Baby, Now That I've Found You," the Foundations was another Tony Macauly number "Back on My Feet Again" (Pye).
A few weeks ago, the well-known Belgian pop singer Marc Aryan released a new song on his own label “Markal,” distributed by the E.M.I. group in Brussels: “No. 1 Au Hit Parade.” Only 4 weeks after his appearance on the Belgian market, the song reached the top of the charts in Belgium for the French-speaking part of the country.

American singer Bobby Vinton is “in” again with his new song “Please Love Me Forever.” The Fortunes are doing very well in Belgium with two new singles: “Just Another Dream” and “Sunday Night.” The famous Spencer Davis Group will now be released by the United Artists Label. We expect their last number, “Mr. Second Class.” Sharp upward move in the charts from James Royal’s “Call My Name.”

### Belgium’s Best Sellers

(Flemish Section)

<table>
<thead>
<tr>
<th>This Week</th>
<th>Last Week</th>
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<tbody>
<tr>
<td>1</td>
<td>I'm Coming Home (Tom Jones/Decca)</td>
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<td>2</td>
<td>Hello Goodbye (The Beatles/Parlophone)</td>
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<tr>
<td>3</td>
<td>Baby Could Be (The Equals/President)</td>
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<td>4</td>
<td>All My Love (Cliff Richard/Columbia)</td>
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<td>5</td>
<td>Arnie Joe (Will Tura/Palette)</td>
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<td>6</td>
<td>Los Rosas Blancas (Les Sunlights/Vogue)</td>
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<td>7</td>
<td>World (The Bee Gees/Polydor)</td>
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<td>8</td>
<td>Daydream Believer (The Monkees/RCA)</td>
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<td>9</td>
<td>Move (Jens and James/Palette)</td>
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<td>10</td>
<td>Oh Clown (Marc Dex/Parlophone)</td>
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(Wallon—French Speaking)

| 1         | No. 1 Au Hit Parade (Marc Aryan/Markal) |
| 2         | Les Rosas Blancas (Les Sunlights/Vogue) |
| 3         | Call My Name (James Royal/CBS) |
| 4         | Hush (Bilky Joe Royal/CBS) |
| 5         | Hello Goodbye (The Beatles/Parlophone) |
| 6         | Move (Jens and James/Palette) |
| 7         | Days Of Pearly Spencer (David McWilliams/Major-Minor) |
| 8         | J'ai Tant De Reves Dans Mes Bagarres (Adano/H.M.V.) |
| 9         | I'm Coming Home (Tom Jones/Decca) |
| 10        | Gimme Little Sign (Brenton Wood/Reprise) |

### Mexico’s Best Sellers

1. Yo, Tu Y Las Rosas—Los Picolinos (CBS)—Hermanitas Nájera (Orfeon)—Hermanitas Jiménez (Peerless)
2. Házme Una Señal (Gimme a little sign)—Brenton Wood (Gamma)—Roberto Jordán (RCA)—Manola Muñoz (Musart)—Carmina (Rex)
3. Quinceñera—Los Viñers (Musart)—Toño Quiracuo (Orfeon)—Frankie y Los Maladores (Peerless)
4. Boogaloo #1—Leo Acosta (Capitol)—Los Arogón (Musart)
5. Alto Mas Alto (Higher and higher)—Jackie Wilson (Orfeon)—Los B ritters (Orfeon)—Leo Zignos (CBS)
6. Pata Pata—Miriam Makeba (Reprise)—Los Rockin Devils (Orfeon)—Los Kleiners (Capitol)
7. Centra—Los Vals (Capitol)
8. Urgencia—Jose Martín (Peerless)—Jorge del Ros (Orfeon)—Imelda Miller (RCA)—Bienvenido Granza (Orfeon)
9. Norma La De Gualdajara—Perez Prado (RCA)
10. Conozco A Los Dos—Frankie y Los Maladores (Peerless)

Spanish singer Massiel made her debut in Mexico at the night club “Quid.” At the same time, Musart records released her first long play here. Next week Spanish idol Raphael will appear at “El Patio” which already has booked 80% of its reservations.

Capitol released a new extended play by Carlos Lino who recently contracted for performances in Los Vegas.

Gamma Records is strongly promoting a new Spanish voice Maria Ostiz who cut her first recordings at Hispanavox. Maria composes and accompanies her own songs with guitar. From the same company (Gamma) we received the record that is occupying second place in Spain Pie Niel’s “Callate Nina.” The group is composed of three Spanish musicians, an American vocalist, and a Mexican interpreter.

RCA released a new extended play with Los Anillos de Bronce (Brass Ring) on which the most probable hit will be “Sunny.” Other new releases include Sonia (“La única” (Lagrimas amargas) and Estafa de amor), Yelie Gorme (Estafa equívocada) and “He Needs Me Now”), Jefferson Airplane (“Martha”) and “Watch Her Ride”), Los Brilles (“Rufinalda”) and “Examina tu conciencia”) and an extended play with Italian singer Eliana Sili.

CBS released the Buckingham’s “Sunday” Los Supremos’, Los Supremos’ “I’ve Raining In My Sunshine,” Los 4 Brilliante’s “Sueno bonito” and “Mi limon, mi limonero, Argentinein Leo Dan’s extended play titled “Así soy you,” and Paul Revere’s “Mo reen” and “I Had A Dream.”

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next time you are in South Africa

... you can check on EMI’s claims about global ramifications—about recording and manufacturing facilities in every part of the world—about sales organisations which get into every conceivable outlet—about unique connections with the most active retail establishments everywhere—and about the way EMI artists are promoted here, there and everywhere to give them a truly international stature.

The EMI Company in South Africa is:

EMI (South Africa) (Pty) Ltd. 32 Steele Street, Steeledale, Johannesburg. Tel: Johannesburg 869-2661/7

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Al Martino is one of the many EMI artists who enjoy good sales in South Africa.
Brazil's Best Sellers

This Week
1. Pata Pata (n.p.) Miriam Makeba/Reprise-CBD
2. *Era Daria A Minha Vida* (Genial) Roberto Carlos/CBS
4. *Pra Voce* (Arlequin) Vania Cardoso/Parlophone
5. *Hello Goodbye* (Fermata) The Beatles/Parlophone
6. *Com Tu* (Arlequin) Chico Buarque/RCG; Cynara & Cybele/CBS; Doris Monteiro/Odeon
7. *When Summer Is Gone* (RCA) Gary Lewis/RCA Victor
8. *George On* (CBS) Johnny Mathis/Parlophone

Last Week
12. *Alegria Alegria* (Arlequin) Caetano Veloso/Philips

Brazil's Top Twelve LP's

This Week
1. *Em Ritmo De Aventura*—Roberto Carlos/CBS
2. *Em Ritmo De Aventura*—Roberto Carlos/Parlophone
3. Sgt. Peppers Lonely Heart Club Band—The Beatles/Parlophone
4. *Alegria Alegria*—Wilson Simonal/Odeon
5. *As 12 Dias Da Juventude*—Os Carbonos/Beverly
6. *Alegria Alegria*—Wilson Simonal/Philips
7. *O Barulho*—Chico Buarque de Hollanda/RGE
8. *En Te Amo Me mes Amor*—Martins/Atlantica
9. *O Canto*—Roberto Carlos/CBS
10. *Jequiabu Na Broadway*—Mario Albenize/Chanticleer
11. *Goldso*—will do in Rovino/RCA Victor
12. America—Herk Alpert & Tijuana Brass/AdM-Fermanta

Brazil's Top Six Double-Compacts

This Week
1. Anna—The Beatles/Parlophone-Odeon
2. *Em Ritmo De Aventura*—Roberto Carlos/Parlophone-Odeon
4. *Dio Come Ti Amo*—Giulietta Giacinti/RGE
5. *En Te Amo Me mes Amor*—Martins/Atlantica
6. Poor Side Of Town—Johnny Rivers/RCA Victor

Argentina's Best Sellers

This Week
1. Pata Pata (n.p.) Miriam Makeba (Music Hall)
2. *Quiero Llenarme De Ti* (Melograft) Sandra, Jockey, H. Pilguero (Mercury) (Quinto); Silvia del Rio (Erato); Lord Klave (Philips); Los Tatuores (Odeon)
3. The World We Know (Rex) Frank Sinatra (Music Hall): Cara meses later (RCA); Murial Anderson (Philips)
4. *La Paloma* (Fermata) Palito Ortega (RCA)
5. *La Balsa* (Fermata) Los Gatos (RCA)
6. *El Rey Lloro* (Fermata) Palito Ortega (RCA)
7. *Amor* (Fermata) Palito Ortega (RCA)
8. *No Pisen Las Flores* (Fermata) Palito Ortega (RCA)
9. *Te Quiero Mucho Pepero* (Disc Jockey)
10. *Tu No Sabes* (Fermata) Palito Ortega (RCA)
11. *La Copita Rosa* (Fermata) Palito Ortega (RCA)
12. *Te Quiero Mucho Pepero* (Disc Jockey)
13. *Tu No Sabes* (Fermata) Palito Ortega (RCA)
14. *La Balsa* (Fermata) Los Gatos (RCA)
15. *La Juventud Los Iracondos* (RCA)
16. *I Love You, I Love You* (RCA)
17. *Amor De Pobre* (Smart) Pepito Perez (Disc Jockey; Millitonio) (Santos Los Nocetos (Music Hall)

France's Best Sellers

This Week
1. 5 Los Roses Blanches (Les Sunlights) AZ; Meridian
2. 6 *Childhood Of The Sun (Ray Charles)* CBS
3. 7 *Paulette (Les Charlots) Vogue; Vogue International
4. 8 *Comme Une Huitième (Claude Francois) Friche; Barclay
5. 9 *Massachusetts (The Bee Gees) Folydor; Tournier
6. 10 *Comme Un Gargon* (Sylvie Vartan) RCA; Euro-France-Tilt
7. 11 *Hello Goodbye* (The Beatles) Odeon; Northern-Tournier
8. 12 *Days Of Our Lives* (David McWilliams) Maxi
9. 13 *Hush* (Billy Joe Royal) CBS; Chappell
10. 14 *Lucinda* (CBS) CBS
11. 15 *Lolita* (CBS) CBS
12. 16 *Childhood Of The Sun (Ray Charles)* CBS
13. 17 *Hello Goodbye* (The Beatles) Odeon; Northern-Tournier
14. 18 *Days Of Our Lives* (David McWilliams) Maxi
15. 19 *Hush* (Billy Joe Royal) CBS; Chappell
16. 20 *Lucinda* (CBS) CBS
Japan's Best Sellers

This Last

ALBUMS
1 1 Monkees Golden Album—The Monkees (RCA)
2 2 Blue Comets/Original Hits No. 2.—The Blue Comets (CBS)
3 3 Rolling Stones Golden Album—The Rolling Stones (London)
4 4 The Walker Brothers Story—The Walker Brothers (Philips)
5 5 The Osmonds—The Osmonds (Philips)

This Last

LOCAL
1 1 Love You Tokyo.—Los Primos (Crown)
2 2 Nippon Kyoiku—Furage No Kono Me (King)
3 3 Sekai Wa Futari No Tameni—Naomi Sagarra (Victor)
4 4 Marushaki-No Tosaku—Jibara Mizora (Columbia)
5 5 Maboroshi-No Amahita—Yuzu Kayama (Toshiba)
6 6 Kuchinashi-No Ballad—Kazo Funaki (Columbia)
7 7 Sakurada Blues—Shinichi Mori (Victor)
8 8 Ame Koro—Akira Fuse (King)
9 9 Inochi Kuretemo—Shinichi Mori (Victor)
10 10 Namida-No Kawakumade—Sachiko Nishida (Polydor)

This Last

INTERNATIONAL
1 1 Kumi-Dakeni Ai-O—The Tigres (Polydor) Publisher/Wantanabe
2 2 Only Live Twice—The Folk Crusaders (Capitol) Publisher/Art Music
3 3 Itsamadeo Dokomadeo—The Spiders (Philips) Publisher/New Orient
4 4 Otome-No Iori—Jun Mayuzumi (Capitol) Publisher/Ishihara
5 5 Theme Of The Monkees—The Monkees (RCA Victor) Sub-Publisher/Shinobi
6 6 Daydream Believer—The Monkees (RCA Victor) Sub-Publisher/Shinobi
7 7 Okay—Dave Dee, Dozy, Mick & Tich (Philips) Sub-Publisher/Shinobi
8 8 Hello Good-Bye—The Beatles (Odeon) Sub-Publisher/Toshiba
9 9 Sukidakura—The Village Singers (CBS) Publisher/Top
10 10 Kitsugai No Futari—The Blue Comets (CBS) Publisher/Wantanabe
11 11 Taiyo Yaro—The Bunnys (Seven Seas) Publisher/Seven Seas
12 12 Machikutabireta Nichiyobi—Vicky (Philips) Sub-Publisher/Shinobi
13 13 Yumemaru Kumi—The Tempters (Philips) Publisher/—
14 14 L'Amour Est Bleu—Vicky (Philips) Sub-Publisher/Shinobi
15 15 Okay—The Carnabeats (Philips) Sub-Publisher/A. Shroeder

Cash Box—February 10, 1968
MERCURY'S FREEDOM — Jonathan Westton's group Freedom, founded by two ex-members of Precol Harum, has just signed a long-term, world-wide recording contract with Reisner again in England through Electrola, distributed by Philips. Ex-Weston, who will produce all of Freedom's records is seen here signing an exclusive production contract with Mercury. His New Breed firm will find and record new acts for Mercury, its third label in the U.K. and has a surprising début for the guitar "Attraction" Rick (produced by Dino di Laurentis) to be shown in the United Kingdom called "It's Worth Happening." The Yar's, former member Irving Green; Lou Reiner, Mercury's international head; and Jack Gould of Philips; Jonathan Westton is seated.

WORLD WIDE GATHERING — This group photo shows the guests (representing nearly 90 countries) at the leading exexs of Deutsche Grammophon Gesellschaft MBH. The occasion was the International DGG convention on Jan. 15-16.
Local outlet the Groot is now on its way to England as part of its prize for action here this week. The Souvenir last of the Souvenir which we understand that the Groot's big hit single “Woman, You're Breaking Me” is set for release in both England and the United States by CBS. The Groot is booked for personal appearances in London, and it would break through to the international big time. Good luck Fella!!

Riding along nicely at the number position across the nation is local boy Johnny Farren with his Sadies, The Cleaning Lady," out for EMI’s Columbia label. The deck was produced by David Mackay who recently spent several days recording new material for Johnny at Bill Armstrong’s studio. The new single will come from these sides, as will Johnny’s first album. Charts for the session were done by Johnny Hawker, who recently returned home from a brief trip to England, Canada, and Scandinavia.

Festival Records have moved to their new address which houses administrative offices, studio, wardrobe, and pressing plant. New mailing details for the company are as follows: Festival Records Pty. Ltd., 63-79 Miller Street, Pyrmont, New South Wales, 2009, Australia. The phone number is the same at 68-4021.

Blind disc-jockey Granlany Dee has something of a first going for himself right now. Granlany is also a singer and a recording artist for the EMI group and has several kits to his credit. He has now his first album out for the RCA boys are making an all-out drive to establish the record. And Associated Music, the RCA publishing subsid here who handle the local copyright to the song, will be doing likewise.

New local outfit called the Heart And Soul have their first single out on the Festival label with “Who Could Be Loving You” and “She’s Got The Time.” Copyright in both sides is controlled by Belinda Music.

Australia’s Best Sellers

1 Sadies, The Cleaning Lady (Johnny Farnham—Columbia) Tu-Con Music.
2 Hello Goodbye (The Beatles—Parlophone) Northern Songs.
3 Daydream Believer (The Monkees—RCA) Tu-Con Music.
4 The Rain, The Park And Other Things (The Cowells—MGM) J. Albert & Son.
5 The Two Of Us (Tony Hatch & Jackie Trent—Actor) Leeds Music.
6 You’re Not Changed (Sande Shaw—Actor) Chappell & Co.
7 All My Love (Cliff Richard—Columbia) Castle Music.
8 Baby You Got It (Brothers Four—Festival).
10 The Last Waltz (Englebert Humperdinck—Decca) J. Albert & Son.

Asterisk indicates locally produced record.

Sweden’s Best Sellers

1 Lyckliga gatan (il Ragazzo della Via Gluck) (Anna-Lena Lofgren/Metronome) Sonet Music AB, Sweden.
2 Hello Goodbye (Beatles—Parlophone) Sonora Musikförlags AB, Sweden.
3 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
4 World (The Bee Gees—Polydor) Sonora Musikförlags AB, Sweden.
5 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
6 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
7 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
8 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
9 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.
10 Bee Gees (Polydor) Sonora Musikförlags AB, Sweden.

England Mark’s Mfr’s Sales

1 World — The Bee Gees — Polydor — Abigail Music/R.
2 World — The Bee Gees — Polydor — Abigail Music/R.
3 World — The Bee Gees — Polydor — Abigail Music/R.
4 World — The Bee Gees — Polydor — Abigail Music/R.
5 World — The Bee Gees — Polydor — Abigail Music/R.
6 World — The Bee Gees — Polydor — Abigail Music/R.
7 World — The Bee Gees — Polydor — Abigail Music/R.
8 World — The Bee Gees — Polydor — Abigail Music/R.
9 World — The Bee Gees — Polydor — Abigail Music/R.
10 World — The Bee Gees — Polydor — Abigail Music/R.

Norway’s Best Sellers

This Last Weeks on Week Week Charts

1 Lyckliga gatan (il Ragazzo della Via Gluck) (Anna-Lena Lofgren/Metronome) Sonet Music AB, Sweden.
2 Hello Goodbye (Beatles—Parlophone) Sonora Musikförlags AB, Sweden.
3 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
4 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
5 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
7 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
8 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
9 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.
10 Under ditt parasoll (Sven-Ingvars/Svenak/Svenskans) Seven Brothers Music Inc./Edition Odeon, Sweden.

Denmark

Ravi Shankar appeared in a Danish TV show last Jan. 26th, with EMI following up with a special campaign on the four stereo LP albums available. As from the beginning of this year, EMI here added the following new labels those other local labels, and added in such sounds as Bangles, Impulse, Music Guild, Tangerine, Westminster and Whitehall. Also from the start of 1968, Ole Bredahl joined EMI as producer—he already had a recording contract with the company, known as Sir Harry in Sir Henry & His Butlers.

Syg Gregers and Gustav Winckler has done “Doveo og Juliet” in Danish for Sonet. The tune, recorded in Germany by Peggy March on RCA Victor, this week looks in the United States as one of the RCA boys are making an all-out drive to establish the record. And Associated Music, the RCA publishing subsid here who handle the local copyright to the song, will be doing likewise.

New local outfit called the Heart And Soul have their first single out on the Festival label with “Who Could Be Loving You” and “She’s Got The Time.” Copyright in both sides is controlled by Belinda Music.

Cash Box February 10, 1968
OPENING UP

The simple fact that the majority of operators today are carrying a tremendous, almost excessive debt to their distributors or local factoring houses, a debt built through the necessary but costly purchase of adequate, route equipment has raised many a bankers eye-brow and shut the vault on many an operator over the years. To be sure, the value of coin machine “paper” to local banks and finance firms varies considerably from town to town, country to country, state to state. Some metropolitan areas offer credit verging on carte blanche to operators interested in updating the route, based upon past performance of that local industry to make the debt good in the time allotted. Other regions find operators hard-pressed to raise finance at suitable interest from anyone but their territorial distributing organizations, and from these principally because their franchise agreements with the factory allows their dealing with virtually any banking house in the nation. Therefore, it is not unusual that the average operator looks to his distributor to provide financing for the machines he buys. It is also apparent that the choice of music and amusement machines he buys is greatly determined by his credit standing at a given distributing organization, in many cases, more so than the quality and brand preference he attaches to a particular make of machine.

But there’s always two sides to every coin and an operator leaves himself wide open to exorbitant interest rates from some distributors is he spreads paper all over town. A distributor who takes advantage of an operator who’s spread so thin by robbing from Peter to give to Paul encourages such irresponsible finagling and should be prepared to take the consequences when he’s hung for the debt.

What is desirable and actually necessary in today’s sophisticated business world is an updating of every operator’s accounting methods. Many operators keep close tabs on their books. They know what they can spend, how much they can safely borrow and still show a profit, how to adequately depreciate their equipment over the short or long term and thereby take advantage of all the financial benefits available to plot a consistent plan of profitable growth. Some operators are as sophisticated about their bookkeeping as the dirty deck of of IOU’s in their pockets. It is to this segment of the trade that we plead for closer attention to and scrutiny of their receipts and expenditures.

Most operating firms use the services of an accountant but how many of those accountants are close enough or care enough to help the operator plot the proper course of financial activity. How many bother to detail their current liabilities, term liabilities, current assets, capital, cash, chart the course in depreciation, let the operator know the right time to buy a new phonograph or table—even when he might not need one—or refrain from incurring further debt, even when the impulse to snap up a new location might be irresistible.

And here’s a real crusher! How many operators are willing to show their distributors their annual statements, even when it might generously raise their credit and substantially lower the interest. Too much secrecy clouds the coin machine industry’s books, what books exist. It’s traditional, it’s “safe,” it’s also ridiculous if “bearing your financial soul” could help you out of a financial hole.

Triangle Stockholders Vote Formal Approval of Rowe Acquisition

NEWARK, N. J. —Shareholders of Triangle Conduit & Cable Co. Inc., at a special meeting in Whippany, approved Triangle’s acquisition of the Rowe Manufacturing Division of Canteen Corporation, according to Carl S. Menger, chairman of the board and president.

Shareholders also approved an increase in Triangle’s authorized number of shares of capital stock to 3,500,000 from 2,500,000 shares.

The acquisition, Triangle’s first major diversification into the consumer products field, calls for Canteen Corporation to receive from Triangle $24 million in cash and $4 million in convertible subordinated notes for Rowe.

Menger said that the newly-acquired business will be known as Rowe International, Inc., and that Triangle will operate Rowe as a wholly-owned subsidiary. He added that Jack D. Harper, president of Rowe, will continue in that capacity along with the other members of Rowe’s current management team.

Menger said that he was “gratified at the shareholders’ approval of the acquisition” and that Rowe represents “a springboard for the consideration for other possible moves into related areas of the consumer products field in the future.”

He added that the acquisition is in keeping with Triangle’s policy to achieve desirable diversification in areas of strong profit and growth potential, thus in the long run diminishing the company’s reliance on the cyclical nature of its historical operations.”

Rowe, with annual sales in excess of $40 million, is one of the country’s largest manufacturers of a broad line of vending machine equipment, coin-operated phonographs and background music systems. Its headquarters and main production facilities are in Whippany, N. J. Rowe also has another plant in Grand Rapids, Michigan.

Three Executive Promotions Also Announced

Menger also announced three executive promotions during the special meeting.

Judd E. Winick has been appointed vice president—corporate planning; Robert C. Hawkins has been appointed vice president—corporate marketing, and Robert V. Quindlen has been appointed vice president—manufacturing. Winick succeeds Harry H. Martin, who will assume the responsibilities of a newly-created position to be announced shortly. Hawkins will have full responsibility for all activities of the Triangle Manufacturing Division, Winick of the marketing organization of The Plastic Wire & Cable Corporation, a wholly-owned subsidiary of Triangle. Quindlen will be responsible for all operations in Triangle’s rod mill and wire and cable facilities in New Brunswick, N. J., steel operations.
Harper Realigns Rowe Exec Force; J. Barton, Marcus Named V. P.’s

WHIPPANY, N.J.—Jack Harper, president of Rowe Manufacturing, has announced the realignment of certain corporate duties of some top level executives in the phonograph, vending and background music manufacturing complex, to provide, as he stated, “increased effectiveness and new opportunities for personal development.”

Those executive changes and assignments effective by the time the announcement was issued, include:

1. The naming of Alvin Schaffer as vice president for corporate planning. Al has demonstrated outstanding managerial competence as plant manager in Whipppany and will bring all broad experience and superior organizational talents to his new assignment,” the president declared.

2. John Moye is appointed to the newly-created post of vice president for manufacturing, with overall responsibility for both Grand Rapids and Whipppany facilities. “John has an excellent engineering background, a proven record of unusual administrative abilities as plant manager in Grand Rapids and is highly regarded as a production expert within our industry,” Harper stated.

3. Richard Mueller has been assigned the position of vice president for engineering. All research and development engineering for the company will be coordinated under his direction, who has spent the greater part of his career in this area and will be responsible for maintaining the company’s world leadership in this area.

4. Marvin Chaban has joined Rowe as secretary and general counsel. “In his previous position as Chief patent attorney for Continenx,” Harper stated, “Mr. Chaban has acquired a high degree of administrative and executive ability and has an ability to handle a wide variety of assignments.” Harper decried.

5. Marvin Chaban has also been assigned the position of vice president for marketing.

6. Richard Mueller has been assigned the position of vice president for engineering. All research and development engineering for the company will be coordinated under his direction, who has spent the greater part of his career in this area and will be responsible for maintaining the company’s world leadership in this area.

7. Robert Milne has been appointed to the newly-created post of vice president for manufacturing, with overall responsibility for both Grand Rapids and Whipppany facilities. “Robert Milne has an excellent engineering background, a proven record of unusual administrative abilities as plant manager in Grand Rapids and is highly regarded as a production expert within our industry,” Harper stated.

TOKYO, Ont.—Robert J. Milne, a native of Montreal, has been appointed resident representative in Quebec and the mainline provinces for National Rejectors of Canada Limited, a subsidiary of National Rejectors, Inc., of New York. Mr. Milne succeeds H. F. (Hugh) Sackett, NRI’s director of marketing.

Milne will be responsible for sales and customer service activities. He previously had served as general manager of Rema Refrigeration Co., Montréal, a distributor of vending machines and commercial refrigeration equipment.

Sackett said, “We are pleased to have Bob Milne join our organization, and we are confident that his experience and familiarity with the Canadian vending industry will be an important asset to our growing Canadian activities.”

National Rejectors recently announced a major expansion of its Canadian operations with the opening of a new plant at Meaford, Ont. The facility manufactures the firm’s revolutionary new 81-socket, 15-coin selector which are designed to accept Canada’s proposed pure nickel coins as well as existing Canadian and United States coinage.

NRI has sales and service operations in Canada since 1953 and was an early member of the Canadian Automatic Merchandising Association (CAMA). The company is a member of the CAMA Coinage Committee and is an associate member of the Canadian Soft Drink Association.

NRI has sales and service operations in Canada since 1953 and was an early member of the Canadian Automatic Merchandising Association (CAMA). The company is a member of the CAMA Coinage Committee and is an associate member of the Canadian Soft Drink Association.

National Rejectors, Inc., a subsidiary of UMC Industries, Inc., has pioneered the introduction of automatic money validating and handling equipment for the coin-operated industry, and when it introduced the first truly successful slug rejector, these advances have contributed to the growth of automatic merchandising.

Today, the NRI organization is international in scope. In the United States and Canada, the firm’s extensive field force includes representatives in seven area offices and 20 regional locations.

In addition to the new National Receptor plant at Meaford, Ont., the firm currently has manufacturing operations in both the United States and Europe. Its two plants in the United States are located in St. Louis, Mo., and Atlanta, Ga., and its overseas operation is National Receptor, Gm.b.H., of West Germany, with a plant at Buxtehude, near Hamburg. Sales offices are maintained in London, England; Paris, France; and Milan, Italy.

TRIANGLE (continued) of Glen Dale, W. Va., and marking links and castings, also in New Brunswick, Winick will report to the office of the president; both Hawkins and Quindlen will report to Leonard C. Marsce, vice-president-administra-

COLUMBIA, S. CAROLINA — “We had good attendance in spite of the flu bug which kept a good many away,” said Mrs. Ethyl Campbell, about 175 operators, guests, and friends who were in attendance.

West Columbia was swimming high during the Fifth Annual convention of the South Carolina Coin Operators Association, January 27-28th, at the Shrine Club. Prominent coiners from all over the country was there. At the Saturday evening gala, the Dixie Cups of Bird Records entertained, (Chop) Of Love, Fame. Two Go-Go girls from Charleston was also of the slate of entertainment. As was, The Flails Dance Band and well-known WDRK DJ, Charlie Walker, acting as master of ceremonies.

Mrs. Campbell said, “We were sorry to hear that the MGM and Capitol records executives were unable to attend because of illness, also Rowe AM’s Joe Elston, who was tied up in Louisville, Kentucky after the AM distributor showing and could not make it to the affair.”

The action started on Saturday morning at 10:00 with the the opening of exhibits where phonographs, games, pool tables, counter games, cars and trucks were on display. The gala dinner was at 7:00 PM ‘Drinks for everyone’ at the cocktail hour!

The dance began at 8:00 PM and lasted ‘til the wee hours of Sunday morning when everyone had to get up by 10:00 AM if they wanted to make the flight back to their homes. By 1:30 PM, everyone’s headache was gone and just in time too, because it was time to break up and everyone was hungry.

At the end of the evening, the ladies and their women guests went on a tour of the famous Amusey House where they had a good time as well as an interesting one.

Speaking at the Sunday afternoon luncheon was newly elected MOA President, Billy Cannon of Haddon-field, N.J. As MOA’s vice-president, Fred Granger, Cannon was the guest speaker.

The 80-member machine personnel in attendance included: George Harris, Frank Bechtold from Mtg, Clearwater; Eddie Franklin of Jupiter Enterprises from Miami, Fla., and Liniki of American Showcase from Union City, New Jersey, Lenni Schneller of U.S. Billiards from Amityville, N.Y., Larry Le Stougeon of Le Stougeon Distributors, George Hoppel of San Francisco, with the former a host of other wonderful people,” said Mrs. Campbell. Incidentally, Mrs. Campbell and her husband, own Universal Vending Distributors, West Columbia, and spoke on the Jupiter line of phonographs.

It was a grand time for all and you can count on this being one of the most well-attended and the most well-attended yet. We look forward to hearing from all the people who attended, regretted it. Well done, Oper- ators of South Carolina!”

Unique, Gravity-Operated Sorter Released

Nadex Coin Sorter automatically sorts, routes and stacks coins all by gravity flow.

BUFFALO, N.Y. — At long last, “someone has come up with a fast, foolproof, inexpensive coin sorter.” It is called the Nadex Coin Sorter, and is the invention of Ronald C. Maduni, a young Canadian-born, former high school teacher of English.

The Nadex Coin Sorter works entirely by gravity. Its only moving parts are the coins themselves. It can sort counters and count up to 500 to 500 coins a minute.

Molded of durable plastic and shaped like a large rowboat, the device is 28 inches long, 8 inches wide and 1 1/2 inches deep.

To operate, it set up at an angle and the coins are poured in at the top. As they drop downward, the various denominations are automatically diverted into separate receptacles and placed into the calibrated slots that indicate the coins in.

Hailed as the “world’s simplest” coin sorter, the new product has a built-in buffer and it is easy to wrap the coins in tubes or plastic flat paper wrappers.

The secret of the Nadex Coin Sorter is in the precision-engineered contours and elevations that direct the coins to the proper stack.

“Priced at under $300, it is capable of doing anything that the human sorter for $300 can do,” Gadsen said in an interview.

Distribution is being handled by Nadex Industries of Buffalo, New York.

Merchandisers Handbook... No. 24

We found a terrific idea in the pages of “World’s Fair,” the trade newspaper for the British coin biz. It read like this: “Plastic door seals originally produced for fitting to car doors in order to make them airtight and waterproof, are said to be ideal for keeping the interior of jukebox cabinets completely free from exterior dirt, etc. The seals have a roughly U-shaped section and are attached to the inner side of the door so that the four strips used form a close fitting rectangle following the outer edges of it. When the door is closed the strip is compressed at all points and an airtight enclosure achieved immediately.” This is an excellent idea for those of you who are experiencing difficulties with dirt getting into the mechanisms of your phonographs. Give it a try and see what happens!

Cash Box—February 10, 1968
LOUISVILLE—A grand assembly of Rowe distributors and factory representatives, called for by the firm’s president Jack Harper, gathered here in Louisville Jan. 25th and 26th for the premiere presentation of their new console phonograph, slated for trade-wide release the third week of February.

The brand new music machine, wrapped in secrecy until its dramatic unveiling on the stage of the Louisville Convention Center Thursday afternoon, was analyzed in depth and detailed from stem to stern at follow-up meetings conducted by national sales manager Joe Barton, service supervisors Jim Abato and George Kleissey, Grand Rapids engineer Roger Hendricks and others in the factory’s technical division.

Such an exceptionally large number of distributor personnel converged on Louisville’s Stouffers Inn Wednesday evening, many had to check into the Sheraton Hotel and the Medical Center due to the overflow.

Harper opened the proceedings Thursday morning with a keynote address, citing the success of his distributor network, passing out compliments where due and urging the representatives onto greater sales in 1968 by effective merchandising of their new product line. National promotion manager and “master planner” Jim Newlander, together with Joe Barton, supervised a theatrical revue, staged by the Jam Handy Players, which presented the new phonograph with as much music, dance, patter and pom as a Broadway musical.

Farther along Thursday afternoon, a takeoff on NBC TV’s “Tonight” show, featuring “Joey Barton,” was well received by the distrists in the audience. This segment of the presentation offered the success stories and sales techniques of several of Rowe’s key distributing organizations. Panelists on hand represented Atlas Music of Chicago, Trimount Automatic Sales of Boston, J & J Distributing of Indianapolis and Bush International of Miami. Lunch Thursday was served in the nearby Sheraton Hotel’s Grand Ballroom. Toward the close of the session, Rowe’s overseas division manager Paul Hunger described the unique coinage, import duties and other European conditions which he must consider in effectively running his branch of operations. Hunger congratulated the engineering staff of Rowe for providing his division with the products he’s used to great advantage in their consistent growth of European sales.

A cocktail reception Saturday morning, which offered the distributors their first close inspection of the new console, was followed by dinner and entertainment in the Stouffers banquet hall, Comic Joe Conte and lovely songstress Harriet Blake starred.

Sunday’s program crackled off at 8:15 with breakfast, followed by a rigorous schedule of sales, financial and product sessions which continued throughout the day, only breaking for lunch. Joe Barton concluded the two-day event with a synopsis of the market on the profit potential that lay ahead. By the rousing applause of the assembly, the Rowe distributors have picked up the ball and will be running hard for the end zone in 1968. Selected regional showings of the new photo have begun by press time and operators are urged to watch the mail for their invitations.

The Trimount story is explained to Barton by reps of the New England distr (L to R) Russ Eckels, Bob Bourque, Dave Riskin, Marshall Caras, Dan Brown, Bob Jones, Irv Margold and Barton.
PhonoVue Has 4-Tops, Cowsills, 1910 Fruit-Gum Co. On Latest

WHIPPANY, N.J. — George Klersey, director of the Rowe AMI PhoneVue/record pairings service for operators of the AMI Music Merchant/PhoneVue. The new matches are for the week ending February 10, 1968.

"Walk Away Renee" by The Four Tops on Motown is matched with "Girl and Statue" (L-2906A). "Two Girls In Garden" (L-29065), "Jukebox Party" (L-290811) and "Feeling Blue" (L-2912N).

"We Can Fly" by The Cowsills on MGM is matched with "Harmon Sky Girl" (L-2912E), "The Body" (L-2911T) and "Montmartre Les Girls #17" (L-29086C).

"Simon Says" by the 1910 Fruitgum Company on Buddah is matched with "Pirate Wench" (L-2911X), "Baxoom Blande" (L-2911X) and "Triple Strip" (L-2919X).

"New Love" by The Fantastique Johnny O' on Janie/Guyden is matched with "Shake, Swing and Roll" (L-2910R).

"Love How It Hurts" by Barbara Mason on Ariste is matched with "Gambling Ladies" (L-2906C).

WW Special Showing

Pic shows several guests that attended World Wide's recent "special showing" of new line of vending equip. WW's rental head, Nate Feinstein was on hand to greet the guests.

Garwin Releases Six A & M Junior LP's

Features Top Artists

CHICAGO — Bob Garvin, heading up the promotion of Garvin's Sleeve's Little LP product released six (6) new titles last week that are now available to the trade thru their nearest one-step record outlet.

A&M #1201

Herbie Mann — "Glory Of Love"


A&M #1202

Tamba 4 — "We And The Sea"

"I'manpia," "We and The Sea," "Chant of Theoanha" and "Dolphin.

A&M #1203

Herb Alpert & Tli — "Herb Alpert's Ninth"


A&M #1204

The Sandpipers — "Misty Roses"


A&M #1205

Julius Wechter & The Baja Marimba Band — "Fowl Play"


A&M #1206

We Five — "Make Someone Happy"


Cash Box—February 10, 1968
**Eastern Flashes**

**FOOD FOR THOUGHT**—The labor scene in the big city last week saw a new price hike on the taxi meters, a "work slowdown" by the Sanitation Dept. (toward a pay rise), a strike by garbage employees in Manhattan and the Bronx (and who knows what else by press time). Isn't it time to give more serious consideration to a two-for-a-quarter jukebox play? Isn't it past time?

**NOTHING COULD BE FINER**—In spite of an intemperate bug buzz which kept many a Carolina operator abed, Mrs. Edith Campbell and the staff of the S.C.C.O.A. were most gratified by the superb turnout of over 175 ops, caterers and story people, all of whom kept the ball rolling on hand. Fine weather, good entertainment. The Bird Records' Dixie Cups and plenty of world-while coin talk puts the big check cake next to another great S.C.C. annual. Uncle Sam's Army Reserve kept us locked up Sat. but Mrs. Campbell was courteous enough to supply us with copy.

**BATTERUP**—The baseball season, which came North early, is on. Baseball fans, off to a fine start with Williams' exciting new 'Ball Park'. Billy Decker, who has a lot of coin-grabbing features have been soaked into the game and he looks forward to fielding a big campaign. Much sales talk is said to be arriving shortly and the great Kaufman hi Phil Tucker warming up in the bullpen ready to spread the good word throughout the Westchester and Rock-land letterheads.

**STEERING AHEAD**—Under the "J. & J. is on the Ball" campaign, Jack Harper and Joe Barton opened the curtain on Rowe's brand new console show down at Louisville's Convention Center last Jan. 25 & 26. Dists and their reps on hand could easily be the largest gathering of its kind and the response was highly enthusiastic. Several features on the new music maker, which the factory will announce in two weeks, is the Seventy Nightstand. All dists are indeed excited. We enjoyed many pleasant hours with the主机 and expect to hear M. Markowitz's recollections of his greatest products of the century. Joel Kleinman and Sam Cooper say Clare Wellsley, newly installed branch manager at the R.C. sales office, is doing a splendid job. Also new to coinits (coming from the vacuum cleaner industry) is J & J's Bill Watson, who moved to the top slot at the Gony office. He was acquired from Shaffer Dist. Tom Reid at Shaffer info's Ed Shaffer suffered a broken leg after slipping on the ice out at the Columbus airport. More disheartening news came when Ed's son was called away from the sales meet to join his Airforce Reserve unit which was activated on the 25th. Big Harry Mosley from Roanoke Driving struggling along the road at the Convention Center after too few hours of sleep the night before. Really big Dean McDonald in a mighty jovial mood Thurs. evening, discussing merits of the new console seen the first time in that day. That genial 'Canadian' Syd Vethilst, from Johnny Cooper's Sheldon Sales Co, is pioneering the tartanesh fashion look along with Advance's Pete Enterline. Makes things a mite easier, we must admit. Syd looks forward to Buffalo showings on new machine, saying it's just what his customers need. Coinvict S Wolfe from Bush 31st, had to drag out his overcoat for first time in two years. "Louisville is a mite chillier than Jacksonville," said S, pulling up his collar. Paul Cohen and Casey Lowicki from Banner Specialty in Pittsburgh joined us for a little refresher Thurs. eve. Likewise Ivan Margold from Trinidad who enjoyed company of overseas muses and games operator Bill Champion. Bill, who can tell more about the export business than anyone else, had to join his wife in Cleveland and fly back that night. Always a pleasure to chat with Bruce, Jerry and Jack from Hermitage (last seen fighting through the 14th Dist's shut up Club El Blanco). Messers Lynch and Holyfield from Lynch Dist. in New Orleans lent their sage remarks at the "Show and Tell" sessions Friday noon. 'Twas a dandy.

**HERE AND THERE**—Metroscope's Larry Galenti told us he congratulated Color-Sonics' Mickey Greenman for his interesting early type of film production, apart from the go-go fare. Jack Wilson of the New York State Op's Guild reminds members of next meeting slated for the Hotel Washington in Newark on Feb. 21st. Meet starts promptly at 7:30 p.m. and will feature Neil Diamond set for Annapolis, Md. concert on Feb. 24th . . . U.S. Billiards' Lenny Schwartz is geared up for the Alamo Classic 8-Ball Tourney—will advise local competitive jockeys to get in touch. Meet this Tues. Feb. 6th at 58th St. headquarters. Gil Sonin will comp. . . . Tommy Tarantelli and Jimmy Galuppi at the Syracuse onestop are rocking Paul Revere's "Street Talk" on Columbia, Tony Bennett's 'A Pool of Peace' and place special emphasis on Al Martino's "Love is Blue" on Capitol . . . Mort Heil, inventor of the Sensora Summarator, has brand new model coming out from Allen at Hubert's arcade on 42nd St. Drop in for a look—it'll knock your eyes out. Mert says it's crossing a 415 a week . . . Jack Gordon, back from European tour (including AST) says his horse racing film is "a little hay in Cinematic machines in the theater".

**ON THE HIGH ROAD**—John Ziegler of Lieberman Music told us last week that Lieberman had taken on the Columbia, Columbia (for distribution in Minnesota, N Dakota, S Dakota and west Texas). Columbia will be distributed to be inked by Nutting Associates, mfg. of the question-answer book, "What's the Dope?" to which Ransom White, Nutting, also announced that he has been promoted to sales manager for the Calif. firm. Abe Lipsky, of Lipsky Dist. on N.Y.'s 16th Ave. celebrated his 20th anniversary in the coin biz Jan. 31st. (see Profile for story).

**California Clippings**

**EXPORT ORDERS ARE KEEPING SIMON DISTRIBUTING HOPPING** . . . George Murzoka reports that the export business has been just great lately. He has one order going out to Australia and another headed for the European market. We got word just as he returned from a Las Vegas golf tournament last at the Convention Center after too few hours of sleep the night before. Really big Dean McDonald in a mighty jovial mood Thurs. evening, discussing merits of the new console seen the first time in that day. That genial 'Canadian' Syd Vethilst, from Johnny Cooper's Sheldon Sales Co, is pioneering the tartanesh fashion look along with Advance's Pete Enterline. Makes things a mite easier, we must admit. Syd looks forward to Buffalo showings on new machine, saying it's just what his customers need. Coinvict S Wolfe from Bush 31st, had to drag out his overcoat for first time in two years. "Louisville is a mite chillier than Jacksonville," said S, pulling up his collar. Paul Cohen and Casey Lowicki from Banner Specialty in

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ARE YOU READY FOR THE COMPUTER GENERATION?  
They demand sophisticated entertainment and that's what we provide!

DISTRIBUTORS  
WE ARE LAUNCHING A CAMPAIGN TO SIGN THE BEST DISTRIBUTORS IN THE COUNTRY!
Nutting Associates is the innovator in this new and highly profitable market.

Milwaukee Mentions  
Target date for the gala grand opening celebration at United Inc.'s new 1.7 million dollars in improvements for the big affair! Added to this, Russ tells us the firm recently increased the number of its sales representatives by 25 percent. The computer and is enjoying much success with it. The big problem is trying to get the salesmen to keep up with the demand! Harry Jacobs' son, Paul, has been hired to carry out the plans. He is currently in basic training with the National Guard in New Jersey but he's expected back in the spring. The new model is Nimer model 5100 and has been delivered to the company. The unit is a 200-line machine with a 10-key keyboard and a 100-character display. It is programmed in Fortran IV and can be used for a variety of applications including accounting, inventory control, and data processing. It is expected to be delivered soon.

Upper Mid West  
The South Dakota Vending and Music Association held their quarterly meeting at Rapid City Hotel Sunday and Monday Jan. 19-20. The meeting included articles on the state of the industry, a discussion on the success of the new vending machines, and a presentation on the future of the industry. 

Chicago Chatter  
MCA's executive vice president Fred Blumenthal sent a memo to all employees about the company's new computer system. The memo stated that the system will improve efficiency and reduce costs. It also mentioned the importance of the employees in the success of the company. The memo concluded with a request for everyone to work together to ensure the success of the new system.

CashBox Round the Route  
waiting more shipments of Bally's "World Cup" soccer game. They also are still in place in such outlets as Phoenix, San Bernardino, Orange County and Los Angeles County. We were very sorry to hear that they were returned down when they applied for a license. On to some better news. We hear thru the grapevine that Mr. and Mrs. Al Ciceri, from Santa Maria are now in the sale of "World Cup". Freddie Anderson of Salinas also dropped in to say hello.

UNITED POOL TABLES DUE TO ARRIVE AT ADVANCE AUTOMATICS—Fred Blumenthal, Bob Portale tells us that he is waiting anxiously for these new tables to finally arrive. Bob says that they have built a table that will enable one to play regulation pool. It also has a new buy back feature. Bob reports that he is very pleased with the success of Gottlieb's new "Royal Bader Sales very pleased with New Fischer. . . Leo Simon is informed that in his he can't be happier with this new and improved model. The title is "Fischer Regent 91 D." Leo tells us that it is completely changed. It now has a meter, reinforced leg structure as well as other numerous styling and mechanism changes. The "Helicopter Trainer" is still continuing to sell.

FROM THE RECORD RACKS—George F. Kilgore, California Music reports that things are looking very bright for the Sunshine Company with their new record. "Look, Here Comes the Sun" Jim and Jean recorded with Verve disk "People World." The Glenn Campbell seems to have a smash follow up to "By the Time I Think of You." The single "Hey Little One," on Capitol, Gladys Knight and the Pips to the effect that they are at the "End of the Road" on Soul. Joe Tex is saying that "Men Are Gettin' Scarce."

Milwaukee Mentions  
Target date for the gala grand opening Brewers at County Stadium, scheduled for Wednesday, February 26 and Harry Jacobs, Russ Townsend, et al., are knee-deep in preparations for the big event. Added to this, Russ tells us the firm recently increased the number of its sales representatives by 25 percent. The computer and is enjoying much success with it. The big problem is trying to get the salesmen to keep up with the demand! Harry Jacobs' son, Paul, has been hired to carry out the plans. He is currently in basic training with the National Guard in New Jersey but he's expected back in the spring. The new model is Nimer model 5100 and has been delivered to the company. The unit is a 200-line machine with a 10-key keyboard and a 100-character display. It is programmed in Fortran IV and can be used for a variety of applications including accounting, inventory control, and data processing. It is expected to be delivered soon.

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Inside the Zwingereck, customers will find a Rowe AMI Music Merchant (on the right) and the companion Phonovue (upper left). A Phonovue selection goes for 50 Pennies (about 12¢ American), the same price he charges for two record selections without Phonovue film. The 10 Pennies slot has been completely abolished here in favor of the smaller, “dime-sized” 50 Pennies piece.

Jobst further advised that storekeepers in his Phonovue locations acce-pt a smaller commission out of the cash box (between 20 and 30%) in return for the advantages that this film machine provides as a crowd-gatherer. “We explain the higher cost of equipment, the added cost of renew- ing film selections and advise the inn-keeper that this excellent entertain-ment attraction will bring more money for him in the end through beverage and food sales,” he stated. The fact that Jobst continues placing Phonovue’s ample proof of their profit to the operator, according to officials at Frankenstein-Automaten.

**Accounting Aids To Issue From NAMA**

**CHICAGO**—A brand-new NAMA program to help vending operators with accounting and cost controls will be introduced at the 1968 Western Con-vention in Los Angeles. Developed for the association by the accounting firm of Price Waterhouse & Co., the Los Angeles presentation will be the first of a series to be repeated at each of the NAMA Regional Conferences this spring.

**Back to Europe A Bid Proposal**

The main part of the introductory presenta-tion, although general cost control and accounting procedures will also be covered, said Meyer Gelfand, the new NAMA president.

The accounting firm of Price Waterhouse & Co. was retained by NAMA in July, 1967, to develop special forms and controls for route-man’s activities, as well as accounting and reporting procedures which will provide NAMA member firms with more accurate financial information on their operations.

The model systems will also provide the operators with uniform bid prop-osal to help him evaluate the poten-tially unprofitability of a location.

The first segment of the six-part system will be presented at the West-ern Convention and at the Regional Management Conferences. The first-mentioned will occur, the “Value of Profit Planning,” “Evaluation of a Location and Preparation of a Bid Proposal,” “Evaluation Measures of a Bid Proposal.” The remaining five will be covered to members later in 1968 over the “Route Accountability,” “Increasing Profit Through Improved Merchandising Practices,” “Controls Over Vending Inventory,” “Service Control,” and “Budgeting, Al-lowance of Costs and Development of NAMA’s Profit.”

The staff of Price Waterhouse & Co. will present the first of the six economics at the Western Con-vention and at the Regional Manage-ment Conferences. Mr. Waterhouse & Co. also prepare the annual “Operating Ratio Report” for NAMA.

The association’s Western Conven-tion-Exhibit will be held at the An-nex Building in Los Angeles, Calif., March 22 to 24.

**CashBox Round The Route**

**Houston Happenings**

Over 50 servicemen and mechanics attended first session of WILA, U.S.A., and the pressing need for good coin-operated machines in this area. The shop is directed by Jack Mullen of South Austin, engineer. After eight weeks of basic instruction an advanced course, on coin-operated machine repair, is to main school in the Franz Company display hall each Wednesday night, an out of town school is held one night each week by the firm. Such sessions already have been held at St. Augus-tine on Jan. 22 and at Beaumont on Jan. 29 with Galveston scheduled for Feb. 5. As the fourth largest city, Beaumont, Texas, boasting some half dozen major operating firms, is one of the leading coin operated cities in this area. Considerable prestige of slight-ly different type was recently added.

Allie Martin and Charles Pearson, re-porters from KBBM TV, Ch. 12, Beaumont, spent three weeks in South Vietnam taking pictures and reports for the "The Door Into Vietnam" with Gulf Coast Utilities as sponsor. The long time telecast, not interrupted, and the interviewees re-ceived tremendous local reception. Martin and Pearson, who crossed-atmosphere from "Airmail to ANN" were presented with a super job for both photog-raphy and spot interviews. Naturally most of the fighting men interviewed were from Texas and Beaumont in particular... John E. Williams, ABC Music, adding to his already extensive phonograph operations. Don Jan-icek, owner Don's Bellaire Record Shop, uses a smooth promotion for dis-count counter. With each purch-ase of records or home entertain-ment above a stated minimum amount he gives cash coupons good on future purchases over a stated minimum. Don said the plan had proven successful in bringing back young and older cus-tomers.

**MUNICH OP SET 4th PJV SPOT**

MUNICH—The fourth Rowe AMI Music Merchant phonograph and Phonovue combination was installed here in Munich early in December in a brand new restaurant location called the "Zwingereck." The music and film installation is operated by Ludwig Jobst, who since his entrance into the German coin machine business in 1946, is among the oldest and most progres-sive operators in the area.

Jobst, who obtained the equipment through AMI's regional distributor Frankenstein-Automaten, has three other Music Merchant and Phonovue locations in this city. As a matter of fact, the very first Rowe Music Merchant put out in location in Germany was effected by Jobst through Frankenstein-Automaten about one year ago.

Jobst advised that he vends a Phonovue selection (with its accompanying record) for 50 Pennies (about 12¢ American).
PROFILE ON: ABE LIPSKY—His 20th Year Of Success

Wednesday, January 31, 1968, marked Abe Lipsky's 20th anniversary in the coin machine business. Abe is this week's Cash Box Profile subject.

As a child, Lipsky sold newspapers in New York City before moving on to various jobs in advertising. It was his work in advertising that led him to enter the coin machine business in 1948.

Lipsky started in the business as a salesman, but within a few years, he had become the owner of Lipsky Distributing Company. The company is now one of the largest coin machine distributors in the country.

In addition to coin machines, Lipsky's company also distributes a wide variety of other products, including vending machines, audio-visual equipment, and even film units.

Despite the many changes in the industry, Lipsky continues to be successful. He attributes this success to his ability to stay ahead of the competition and to always be looking for new opportunities.

Cash Box—February 10, 1968
One of the nation's oldest and largest one-stops, Redisco Records Distributing Company, last week announced the availability of little LP's for sale. According to Bucky Buchman, president of the company, "we have not only supplied our jukebox operator customers with product over the past 30 years—we have given much of our knowledge and experience." Bucky further advises, "the little LP market has begun to surge."

Redisco's inventory has been stocked with all musical categories of little LP's including: Popular, Country & Western, Old Favorites, Background Music, Rhythm and Blues, Rock and Roll, Soul and others. Bucky claims that, "Redisco has little LP albums that jukebox players want to hear and will play." To prove his point, a frequent and consistent mailing goes out to all jukebox customers of Redisco.

"The list keeps growing as more operators ask for the informative Redisco mail," he added.

Redisco is set up to service jukebox operators in desired record quantities and weekly or bi-weekly changes for jukebox routes. Title strips are furnished free by Buchman's company.

Complete Line of Little LP's Available at Redisco 1-Stop