The Death Of Dr. Martin Luther King: The Trade's Response To Tragedy

Spain Wins Euro Fest w/ 'La La'

New Label Formed By Jerry Ross Thru MGM

Atlantic & Mercury: Top 1st Quarters In History

Bill Drake: FM, Radio Of Today

Neil Diamond To Uni

THE BRASS BEAT OF ALPERT'S TJB GOES ON

Int'l. Section Begins Pg. 73
Ray Price is more ‘Popular’ than ever.

‘Night Life,’ his new single, is moving fast. Like the album from which it comes.

The album Take Me As I Am launches the Ray Price of today, singing “Yesterday,” “I Can’t Help It,” “In the Summer of My Life,” “I’m Still Not Over You”...

*Also available in 4-track and 8-track stereo tape cartridges.
Music from the silver-screen supposedly had its hey-day when the giants of pop music were lured by the new medium called “talkies” in the early 30’s and, not to mention, large sums of sun-drenched Hollywood finances. Film musicals bursting to the seams with hit songs and non-musicals enriched with melodic scoring were a study in the compatibility of quality with quantity.

OK, so this is not the Golden Age of Hollywood music in the sense that everything that is done is hammong on the way out of the theatre. But, for the record business—and for film producers who cast an eye in the direction of promotion—there presentlyexists a new era, the Golden Age of Exposure.

The contemporary pop music sound has taken hold in motion-pictures that mirror contemporary society, particularly that segment that falls into the under-30 category. Quite naturally, film makers have turned to music makers who are best equipped to communicate musically with youth-themed-and-directed performer/writers. One of the best examples of this approach was the employment of the music and artistry of Simon & Garfunkel for “The Graduate.” Their heard-but-not-seen appearance in the film not only makes the thematic sense for the film, but has stimulated a remarkable demand for S&G’s Columbia LP and singles product, including the soundtrack LP. Familiar S&G songs are spotlighted, but a segment called “Mrs. Robinson” is a new S&G sound for their fans, who, judging from the revitalized LP-singles sales, have greatly expanded as a result of the film.

The S&G experience is a reminder that audiences who sit in movie houses are exposed to film music in a manner that is anything but casual. As a “captivating audience,” their exposure to “plays” on the screen of a certain song or theme can be more influential than perhaps weeks of programming of the same on radio. Additionally, there is little or no distraction, no tendency to switch dials and “see” what’s on doing on other stations. There is unique, concentrated attention to the screen and, quite possibly, a subliminal absorption of what is being heard. It is quite likely that many movie-goers got wind of the artistry of S&G for the first time thru “The Graduate.” Evidently, these people liked what they heard.

The movie industry seems to be moving in the direction of the use of not only major disk acts, but newcomers as well. Many labels with film companyaffiliations have made it clear that they figure on such exploitation of their roster. Don Kirshner, in fact, plans to introduce a new group thru a film he is producing with Harry Saltzman.

All this opens up the fascinating prospect of the emergence of the “talkies” into a prime exposure force in the creation of hit record acts.
HONEY
2 YOUNG GIRL
LADY MADONNA
CRY LIKE A BABY
VALLERI
MIGHTY QUINN
THE BALLAD OF BONNIE & CLYDE
DANCE TO THE MUSIC
I GOT THE FEELIN'
UNICORN
THE DOCK OF THE BAY
SUMMERLETS BLUES
FOREVER CAME TODAY
PLAYBOY
A BEAUTIFUL MORNING
TIGHTEN UP
TAKING TIME TO KNOW HER
LA-MEANS I LOVE YOU
LOVE IS ALL AROUND
FUNKY STREET
IF YOU CAN'T WANT
LOVE IS BLUE
KISS ME GOODBYE
SINCE YOU'VE BEEN GONE
SCARBOURGH FAIR
SIMON SAYS
SOUL SÉRENADE
COWBOYS & GIRLS
30 CAB DRIVER
31 U.S. MALE
LOOK TO YOUR SOUL
SWEET INSPIRATION
TAKE GOOD CARE OF MY BABY
SHERRY DON'T GO
CINDERELLA-ROCKEFALLA
UP ON THE ROOF
PAYING THE COST TO BE THE BOSS
I PROMISE TO WAIT MY LOVE
WEAR IT ON YOUR FACE
I CAN'T BE BELIEVING YOU
MAKE YOUR OWN SWEET
GEAthy
RED REd WIne
ALONG AS LONG AS I GOT YOU
KEEP ME HANGIN' ON
DON'T WANT MY LOVE
TIN SOLDIER
AIN'T NO WAY
FUNKY WASH
do
Soul Train
CHAIN GANG
I AM THE MAN FOR YOU
LOVE IN THEM THREE HILLS
DO DRON
HOW WE'LL EVER GET THIS WAY
UNWIND
I MAY TAKE A GIANT STEP
HOLY MAN
HERE'S TO YOU
TAKE ME IN
THE SHADOW OF YOUR LOVE
I LOVE YOU
CAN I CARRY YOUR BALLOON

A Beautiful Morning (Starr, BMI) 15 
So Long (Browne, Ascap) 16 
Goodbye, My Love (Bennett, BMI) 16 
(Oh Baby, I Love You (Ritchie, BMI) 17 
You're So Good To Me (Jones, BMI) 19 
My Baby Just Cares For Me (Coventry, BMI) 19 
L. David Simon (Simon, BMI) 22 
Don't Make Me Cry (Browne, Ascap) 22 
Look To Your Soul (Johney Rivers, BMI) 22 
Here's To You (Browne, Ascap) 22 
Shadow Of Your Love (Bennett, BMI) 22

Good, The Bad, And The Ugly (Starr, BMI) 35 
Love Me Do (Beatles, Ascap) 35 
Here's To You (Browne, Ascap) 35 
Where Do I Go From Here (Browne, Ascap) 35 
L. David Simon (Simon, BMI) 35 

Annie Laurie (Carr, BMI) 58 
Cracklin' Rosie (Carr, BMI) 58 
We Can Work It Out (Browne, Ascap) 58 

Good Gal (Browne, Ascap) 65 

Sherry Don't Go

Honey Russell (Carr, BMI) 85 

L. David Simon (Simon, BMI) 85 

Frances, L. BMI) 105 

Trudy Spencer (Spencer, BMI) 105 

Joyce Welburn (Welburn, BMI) 105

 Bella Slay (Slay, BMI) 125

Kiss Me Goodbye (Donna, Ascap) 125

La La Means I Love You (Nelson, BMI) 125

Island Of Love (Carr, BMI) 125

Robert John (Columbia, BMI) 125

Dr. John (Carr, BMI) 125

La La Means I Love You (Nelson, BMI) 125

Sherry Don't Go (Browne, Ascap) 125

Good Gal (Browne, Ascap) 125

My Baby Just Cares For Me (Coventry, BMI) 125

L. David Simon (Simon, BMI) 125


Alphabetized Top 100 (Including Publishers and Licensees)

CASHBOX TOP 100

Compiled from leading retail outlets—Does not include airplay reports • SHARP upward move
Faithfully,
Gray as the day may be.
Somehow we always see hope in tomorrow.
Faithfully.
Dark as the night may seem
We close our eyes and dream of a new day.
Why do we have such a strong belief,
hold such a long belief in tomorrow?
Because we know, as long as its faith we show,
our prayers will be answered so Faithfully.
John Hartford
The beginning of an era
It really got started with two NARAS Grammy awards this year: BEST C&W SONG—“GENTLE ON MY MIND”, BEST FOLK PERFORMANCE—“GENTLE ON MY MIND,”
Now it takes off with the new Victor single
“SHINY RAILS OF STEEL”
c/w Natural to Be Gone #9507

To be continued all summer long
when John is a regular on the
Smothers Brothers Summer Show (CBS-TV)
NEW YORK — The violent aftermath of the murder of the man who dedicated and gave his life to non-violence, Dr. Martin Luther King, is having an impact on the music business.

The scene has changed in some instances, but the burning and looting that destroyed music wholesaling and retailing establishments in Newark and Detroit last summer followed a familiar pattern in the hardest hit of all cities last week, Washington, D.C. There, retail operations bore the brunt of arson and looting. Two Quality stores operated by Wexie Maxie (Silverman) are in total ruin in the 7th St. area, the heart of the Negro ghetto. A third store owned by the famed R&B-oriented retailer is located in nearby Maryland, and escaped damage.

Also reported as total losses in the ghetto area of the nation's capital are Super Music, Irving's and Sabina. According to information received from the Baltimore area, damage to record establishments was minimal. At least one trade figure in the city, however, has been called up by his National Guard unit in light of disturbances. He is Maury Bass of the record department of Joseph M. Zivic.

In Chicago, a branch of Singer One-Stop was believed to have been burned out, and a warehouse on the city's West Side was threatened with a withdrawal of all merchandise to the downtown main store. The operation main set-up in the city is out of the ghetto area.

In New York, the rumor mill seemed to be greater than actual acts of looting and burning. (Continued on page 12)

JERRY ROSS FORMS HERITAGE LABEL, MGM'S METRO GROUP IS DISTRIBUTOR

NEW YORK — Jerry Ross, the producer, has formed Heritage Records for distribution through the Metro Group of MGM Records.

An announcement by Mort Nasatir, president of MGM, and Unit the relation-ship will be underwritten by strong ad., publicity and promotion campaign to introduce the label to the trade. Product from Heritage is under-way and is expected to be unveiled later this month.

Among the lead producers on the soon to be released Ross works through the method of assembling a specific artist on record and in-person appearances, launching the modern merchant- nisng and sales promo in album design and conception.

As a producer for Mercury Records, most recent affiliation, Ross came up with such strong hits as Bobby Hobb's "Sunny," Spanky & Our Gang's "1917," King John's "Take It," Jerry Butler's "Mr. D," "Dream Merchant" and "Jay & the Techniques" "Apples, Peaches, Pump- kin Pie." Over a period of 78 months, he has scored with 15 charts.

Ross started his career in the music business as a deejay in his native New York, later became a producer for ABC, then "When We Get Married," "The 81" and "Who Do You Love," he was brought to the label by Mercury's then A&R head, Sylvia Singleton.

MGM's Metro Group is under the direction of Irvin Stiller.

SPECIAL A&M-TJB SECTION STARTS PG. 33

As well as musically the universal application and appeal of the Brass in this country, the "Beat of the Brass" will be demonstrated as a declarative statement by hundreds of thousands of the lyrics and times of the Nation. From deserted Ellis Island, the "Beat of the Brass" will go point for point of millions of refugees, to the Moda Grass in New Orleans, (complete with a musical trip on a riverboat), the Brass sends its message through the unique training practice of the Chicago Cubs, an un-beat-able version of an American rodeo, a flat-bed truck ride down the N.Y. Broadway, Chicago's State Street and Las Vegas' Fremont St. (as well as several other surprises), the night of Aug. 22nd will find most segments of our nation swinging to the beat of the brass.

A&M FORMS PIC, TV UNIT

NEW YORK — A&M Productions, a film and TV production unit of A&M Records, has been formed, Cask Box learned at press time. Full details will be available next week.

Euro Fest "La La"

Zafro of Madrid, is bound to be strong for with its simple melody line and a chorus chant, which might well have emanated from the Tamla- Motown stable, it is a strong, com- mercial proposition. In winning the Eurovision Song Contest (ESC) against first class competition of an unprecedented character, it has, of course, secured invaluable exposure for Zafro. 5,000,000 viewers in countries throughout Europe and elsewhere were tuned in for the release.

Spain’s Massiel Wins

In Britain, where Dick James Mu- sic has the publishing rights to "La La," Philips Records washed out a single of the song by Massiel in both English and Spanish. Philips previously published "El Baile de la Sue- rat's version of the number in antici-pation of his singing it in the contest.

The contest, however, was withdrawn from the ESC by the Spanish authori-ties because he had decided upon singing the song in the Catalan tongue while the Spanish decreed that the song should be performed in everyday Spanish. His insistence on delivering the song in his native gypsy may have cost him dearly for, in celebration, Massiel has been given the rank of Dame of the Civil Order of Isabel the Catholic by General Franco. There is little doubt that the song will be heard around the world.

writers of winning Eurovision song, Ramon Arcusa and Manolo De La Calva.

Animals Wins Oscar 2nd In Row By British Writer

"Animals" wins its second Oscar this year, British Brittain

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"Animals" wins its second Oscar this year, British Brittain

"Animals" wins its second Oscar this year, British Brittain
Bill Drake: FM Can Be Radio Of Today

NEW YORK—“FM is not the radio of tomorrow—it’s the radio of today if station management wants it to be so.” So says Bill Drake, program director who hands programing for stations in ten markets.

He backs up his comment with evidence. WOR-FM, the New York outlet for National Public Radio over some months back received a ten-hour program, the second only to WABC-AM which Pulse reported with a fifteen rating. The WOR-FM program, which airs on other AM stations in the New York City, includes a wide variety of WOR-FM at five, and the report before that showed them at two. So the rise has been impressive and rapid.

Drake attributes the tremendous rise to the fact that WOR decided to invest heavily in a concept for a major entity on the New York scene. He credits this concept with financial backing only given an AM outlet. They didn’t look at it as a weak sister and bury it as could get started.

It is interesting that WOR-FM concerts, such as a high rating when AM radio far outnumber FM sets.

Atlantic’s 1st Qt Sells Up 100% In Biggest 3-Mo. Volume Ever

NEW YORK—A continuing stretch of album and singles has sparked a 200% increase in first quarter of a similar period last year at Atlantic Records for the first three months of 1967, according to that three month period in the history of the label, ranks the biggest in a period year in which Atlantic sales have climbed.

Jan. Confab A Big Start

Atlantic’s 1st Qt. was released at its Jan. sales convention in Nassau and during February, plus orders cut after convention. The more than for the period from January 15 to March 15. More than half of the 45 albums released during Atlantic-Atco to its sales convention in Nassau and during Feb., have become best-sellers and have climbed high on the album charts. They include albums by Aretha Franklin, Elvis Presley, Bessie Carter, Elvis Presley, Bessie Carter, Butterfly, Rose Garden, Flip Wilson, Joe Tex, Junior Walker, Curtis, Eddie Harris, The Fireballs, Steve Cropper, “The Tangerine Blues,” This Is Soul’ and new albums by Otis Redding (Vol.) Sam & Booker T. & The MG’s (Stax).

Selling records on the West Coast during the first three months of 1968 were led by mill selling discs by Aretha

Welk Buys 2 Pubs, 19th In Five Years

NEW YORK—Lawrence Welk’s music company, Welk Attractions, Inc., has bought two new catalogs to a roster that brings to 19 the number of companies acquired in the past five years.

Latest additions are Reliance (Altoona), the Pennsylvania firm of which will be integrated into Welk’s Bibo and Vogue catalogs, respectively. Reliance is operated by Schyler Get Along Without You,” while Timmy, a former clarinet § in the orchestra. The current program includes records by the Fireballs, Arlen Conley, King Curtis and the Saxes, Bill and Dave and Ollie and The Nightingales (Stax).

Cap Inks? & Mysterians

Hollywood—Capitol Records has signed Question Mark & the Mysterians, whose single of “96 Tears” was certified as a million seller by Organization for Recording Industry in the U.S. (RIAA) in 1966. The independent producer Mark Taylor negotiated the deal for FiGo-Go Record Productions, a Michigan company, and Capitol Records of Question Mark’s records up to now. He will produce most of the group’s future product. The first Question Mark single on Capitol is scheduled for release today (15), is titled “Make You Mine.”

Rock In 3400 B.C.

—The earliest known musical performances may have been one of today’s rock ensembles. Pierre Delouge, an archeologist professor of Paleolithic Anthropology, says there are reports that an expedition to Iran in 1965 uncovered fragments of seal clay showing a harpist, drummer, hornplayer and singer. The professor also reported that they are the oldest records known of the grouping of instruments into an orchestra.

Central Park Fest Acts To Appear On New Capitol-Handled Music Images Line

NEW YORK—Capitol Records will distribute “live” LP’s of this summer’s Central Park Festival shows. The label named Eddie Fawcett, Manheim, Facebook, president & vp, and Lou Reznik, senior vp, as exclusive producers of the in-person remote djs.

The early May release is an album featuring tracks by Lou Rawls, The Manheim Lewis Trio, all cut during last year’s series of concerts. A new label, Capitol-Fam-Print, which artists from various labels will appear on, will be used. The album of for the CPMF concerts, employing the distribution facilities of Capitol, will be released by Fawcett, who is in charge of all remote djs, and also will be used for the CPMF. The CPMF usually presents about 70 artists in the pop, rock and jazz fields. More than 40 different programs are held before an open-air audience, which pay a $1 or less (sometimes free). Event draws more than 1 million each summer.

Music Images: Multi Faceted

Music Images, which was formed by Newmark and Fox, is presently active in record production, packaging, and recording TV and radio promotion. Last Nov., the pair produced the first LP for the holding label. Lou Reznik, an addition to the Longines Symphonette & Society, part of a multi-deal arrangement. How” is the label’s first album and Fox brought the world famous boy’s choir Los Niños Cantores de Murialde to the U.S. for a tour in Dec. 67 which included an appearance on the Ed Sullivan Show. An album has been produced of the show and the tour will be an original water color of the show, which Fox had commissions from Salvadore Dali.

Music Images has signed composer producer Charlie Fox to an exclusive recording contract and an album will be produced immediately. Fox, who has scored and conducted the music for “The Incident,” 20th Fox, composed music for “Johnny Belinda” starring Mia Farrow for ABC-TV and made television shows “In the Same World of Sports” and “The Judgment.” Will be featured on piano and harmonica with a new sound.

An association has been formed with Cosy TV France, the largest TV production Co. in Europe, whereas Music Images will act as exclusive Western Hemisphere and Far East Representative for all of Cosy’s existing catalogs which is in excess of 20 different series, of cartoons, documentaries, variety and comedy shows including 26 half hour segments starring Bob Hope and many others.

Music Images includes future productions and music Images is assigned production of recorded music and sound tracks.

Newmark and Fox are heading up an office of Music Images at 300 East 57th St. West coast offices have been recently added.

Statewide diversity is pointed up by hits from San Francisco’s Blue Cheer with “Summertime Blues,” Chicago’s New Colony Six and “I Will Always Be True” by The J. Geils Band and the Techniques, now riding with “Baby Make Your Own Sweet Music” and “Let’s Do It Again” by The Ventures. Statewide diversity is pointed up by hits from San Francisco’s Blue Cheer with “Summertime Blues,” Chicago’s New Colony Six and “I Will Always Be True” by The J. Geils Band and the Techniques, now riding with “Baby Make Your Own Sweet Music” and “Let’s Do It Again” by The Ventures. Statewide diversity is pointed up by hits from San Francisco’s Blue Cheer with “Summertime Blues,” Chicago’s New Colony Six and “I Will Always Be True” by The J. Geils Band and the Techniques, now riding with “Baby Make Your Own Sweet Music” and “Let’s Do It Again” by The Ventures.

Labelwise Breakdown

Leading the surge in sales has been the (Continued on page 50)

Neil Diamond (left) with MCA executive vice pres Beire Adams.

Neil Diamond Inks Wax Pact With Uni

NEW YORK—Neil Diamond, former by the Bang label, has been inked by Uni. The MCA rushed his first single out last week, an “autobiographical” item titled “I Don’t Know Why.”

Diamond, who last year tied with Frank Sinatra for top male vocalist honors in Cash Box, was accounted for a series of best sellers including “I Don’t Know Why,” “You’ll Be a Woman Soon” and “Thank the Lord for the Night Time.” In addi- tion Diamond himself has written a number of hits for other artists, among them, Monkee, Cliff Richard, Jay and the Americans and Ronnie Dove. “I’m a Believer,” “Lilac Apple” and “Song to Liberty” are some of his best known tunes, and has brought sales of Diamond songs to 10 million.

Since his start with Bang in 1965, Diamond has become a consistent "worldwide sales force. Comment on the new signing, Universal City Execs—Net. Tagh and called the “one of the leaders of the contemporary music field, whose enormous talent has yet to be truly tapped.”

Cash Box—April 20, 1966.
AM IS PROUD TO ANNOUNCE THAT NEIL DIAMOND
RECORDED A MODERN DAY CLASSIC
"BROOKLYN ROADS"

IT'S HAPPENING AT ANI

NEW YORK'S NEWEST NIGHTLIFE MEcca
Trade's Response To King's Death

(Continued from page 7)
their own tributes last weekend at Bill Graham's Fillmore East, where a large percentage of the staff were mourning bands.

Epic's Dave Kapralik produced a documentary feature on Dr. King's life by the East Harlem Children's Chorus from which all royalties will go to the group. The film is titled "You're Goin' To Be Carefully Taught"... from "South Pacific." In commenting on the 42-minute film, Epic's public relations noted: "We also pride ourselves that in our industry, we have less discrimination. If there then should be no problem in our coming together as an industry to lend and not to follow. We have the ears of American youth. We know what communication is. We have mastered the science of selling. Can we not put all of these assets together and begin building?"

Shields requested initiation of an industrywide committee of "active downtown retailers" to help ease tensions in ghetto areas. Most of its committees have produced a 16mm color film for distribution to TV stations. Our sincere thanks to Lloyd H. Sand, president of the Allelix Records, Atlantic's Jerry Wexler and Epic's Hal Atlik have joined the newly organized committee to help coordinate Shields directly through NATRA.

PROMO ACTS FOR GHETTOES

The record industry has in its possession a wealth of material to help ease tensions in ghetto areas. Most of its committees have produced a 16mm color film for distribution to TV stations. Our sincere thanks to Lloyd H. Sand, president of the Allelix Records, Atlantic's Jerry Wexler and Epic's Hal Atlik have joined the newly organized committee to help coordinate Shields directly through NATRA.

Promo acts for ghettoes have been released in recent weeks.

American Breed Busy in Commercial Field

CHICAGO — The American Breed, Dunwich Productions' popular rock group, will be making its debut in the commercial field with "The Telephone Jingle" for Bell Telephone, broadcast nationally over the major radio networks.

This makes the third major commercial assignment for the American Breed. Only last month the first beam of the group's "Weekly Newspaper Ad" television spot for American Airlines was broadcast in 20 major markets, while the "Miss Cola jingle" was airing on national radio.

Tom Traut, president of Dunwich Productions, said that "the American Breed are becoming almost as popular with the record-buying public as they are with the charts. The commercial field is a logical extension of their musical success, and Dunwich is washing full advantage of it with the American Breed. We have never heard our artists express any signs in negotiation for them now.

The American Breed's latest act single is "Ready, Willing And Able." The single, recorded in full stereo in the Top 10 Epic recording, "Take Good Care Of My Baby". Tickets for the affair are now on sale ($20 per person) at UJA's East 56th Street.

American Breed Busy in Commercial Field

(Continued from page 7)

Voice of the American Breed..." as his tribute to the late Dr. King.

Mrs. Martin Luther King took over the Rev.'s march to Memphis on April 9th. Harry Belafonte marched with her.

Many diskstores were closed April 9th, during funeral services for King in memory of the fallen leader.

Music Stores Hit

(Continued from page 7)

ings. The president of the Record Shack, two located in the west and east sides of the city, said he was having no trouble earlier in the week. This proved to be unfounded for both locations, the west side branch, said he was having difficulty obtaining product from suppliers.

Newark, a major sector of dis- tress, however, received the day's damage to music establishments, was in a state of "uneasy calm," a district representative said.

Acts of destruction or no, it was revealed that sales and promotions had suffered greatly in key cities. Fears of nighttime looters taking to the streets found only a few, due to the fact that the industry throughout the hot-weather months ahead.

Cash Box—April 20, 1968

12

THE MEMORIAM OF MARTIN LUTHER KING JR.

NEW YORK—“How much money and how much horsepower are we going to need to make the dream of Martin Luther King that could have been real? How can we determine the logistics of making his dream come true?” asked Del Shields in an open message to the record industry last week.

Shields, executive secretary of the National Association of Television and Radio Announcers (NATRA), offered his comment as a point “that we are going to have to look at several means by which the record industry can work as an effective force for the ends of the Black community.”

In the aftermath of King’s assassination, Shields said, the “slow, slaim pace of government to move and adjust the laws to create hope for millions of blacks” was pointed out. But, “as a country of blacks, it is the people who man the institutions, that form the society.” He continued, “it was this structure that Martin fought for 13 years to correct. He knew the system could not be changed without the willingness of the people to desire a change. And we stand today hoping that desires of blacks and white have finally married so we can begin living together as one.”

Searching Proposals

Speaking directly to presidents of record companies he asked “search thirty-five questions”...

“I ask you not to give your life, but to offer life to blacks. Check your companies, see if you are cooperating with the President’s Equal Employment Opportunities Program.”

Looking at the company’s roster, he suggests and see if the Negro is being fairly considered. If you are in the field of responsibility, and that black employees are being offered fair training and advancement.

He urged that attitudes of subordinates, and affiliated enterprises be investigated and eliminated. Many companies you are active on Presidential Committees,” Shield said, “seeking to find methods that will step up and open employment. You return to your places of business and your plans fall flat when you’re back in the office, there is no follow up.”

Aside from money contributions, Shields suggested, “lend time and effort in the direction of organizations to see what Negroes are being carried out with efficiency and productivity.”

“If we are really moved” by Martin Luther King, Shields said, “let us dedicate ourselves to creating monuments that will live and breathe in his name. We can only do this by actively helping the black youth of this nation.”

“We cannot merely tell them to stop rioting...you must understand that the black youth of this nation loves their country. They are the key to within a few days, business will go on as usual and the opportunities Dr. King will bring them will be realized.”

The bullet that killed Dr. King cut through the black community of Black America and its heart will never be the same. The families of the slain that can heal this wounded heart must be a major surgery to replace the damaged organ and recondition with hope and the belief that it can share in the promised land of America.”

Capabilities & Pride

“We have the capabilities of producing overnight best selling records. We have grown from one track to eight track machines. We can move records across the nation in 24 hours. We have taken pride in that this industry, a man can move from poverty with the strength of one record. Therefore, we need to apply this same ingenuity, pride and hope to agriculture and to the future. We have grown from one track to eight track, a man can become a better selling human and a top producer for humanity.

In conclusion, the Peer for Doris in New York, who suggests to the trade that these films, many of which, if we point out, are “just lying around,” be used for star-studded presentation in schools and areas. Even a backlog going back several years can be split together to form a great “oldies—but-goodies.” There are many avenues through which these films can be shown—in schools, churches, theaters, anti-poverty units, etc.

What is required, however, is some sort of follow-through. We can collect these films and technical assistance in making “packages” out of the backlogs. This will also be a production tools that Cash Box welcomes any suggestions on how to expedite the use of such films for a vital cause.

Disk Acts At UJA Fete

NEW YORK—The entertainment committee of the Coin Machine Division of the Greater New York United Jewish Appeal reports that recording artists Bobby Vinton, Chubby Checker and Sammy Davis Jr. were accepted to appear at the May 11, Victory Drive which will be held at the New York Hilton Hotel. Vinton is presently represented on the cover of the Birth of a Nation, Epic recording. "Take Good Care Of My Baby". Tickets for the affair are now on sale ($20 per person) at UJA’s East 56th Street.
A new album presentation by
THE ASSOCIATION
To make the Spring of '68
more meaningful - more memorable

THE ASSOCIATION

BIRTHDAY

PRODUCED BY BONES HOWE
ARRANGED BY THE ASSOCIATION
WITH BOB ALCIVAR, RAY POHLMAN & BILL HOLLAND
WARNER BROS. SEVEN ARTS RECORDS, INC.
### CashBox Radio Active

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

(TALLY COMPLETED APRIL 10, 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>
</tr>
</thead>
<tbody>
<tr>
<td>46%</td>
<td>Ain't Nothing Like The Real Thing—Marvin Gaye &amp; Tammi Terrell—Tamla</td>
<td>80%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>44%</td>
<td>She's Looking Good—Wilson Pickett—Atlantic</td>
<td>82%</td>
<td></td>
<td></td>
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<tr>
<td>42%</td>
<td>If I Were A Carpenter—Four Tops—Motown</td>
<td>42%</td>
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<tr>
<td>41%</td>
<td>Ain't No Way—Aretha Franklin—Atlantic</td>
<td>51%</td>
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<td>Holy Man—Scott McKenzie—Ode</td>
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Cash Box—April 20, 1968
IN MEMORIAM

to

DR. MARTIN LUTHER KING JR.

1929-1968

*We hope his life and death has not been in vain.*

Calla Records
### PHILIPS DOUBLE-HIT SERIES

**ALL-TIME GIANT HITS...BACK TO BACK**

#### 6 NEW RELEASES—TOP HITS OF THE INDUSTRY

<table>
<thead>
<tr>
<th>Song Title</th>
<th>Artist(s)</th>
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<td>Can't Take My Eyes Off You</td>
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<td>The Look of Love</td>
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<td>I'll Try Anything</td>
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<td>Make You Watch</td>
<td>Bobby Hebb</td>
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**MUSIC OPERATORS NOTE**—Your One-stop Has Title Strips

#### THIS IS THE CATALOG THAT MAKES THIS TRULY A DOUBLE-HIT SERIES

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<td>Days of Wine and Roses</td>
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<td>Paul &amp; Paula</td>
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<td>Wishin' and Hopin'</td>
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<td>Rag Doll</td>
<td>Ronni</td>
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<td>Dusty Springfield</td>
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#### THESE PLASTIC DIVIDER CARDS—FREE

For every initial order of 200 or more assorted “Double-Hit Series” from the new releases and/or catalog, we will ship one set of divider cards at no charge.

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**Picks of the Week**

**SIMON & GARFUNKEL** (Columbia 44511)
Mrs. Robinson (3:28) [Chorus Cross, BMI-Simon]

Appearing at the climax of "The Graduate," an abbreviated "Mrs. Robin-son" was one of the movie's spotlight moments. Its extended version in the soundtrack album adds some songs which feature on the over-track's single, a booming-beat ballad with the glittering vocals and unique orchestration that hallmark the duo's material. Should be one of the biggest singles in the S&G catalog. Flip: "Old Friends/Bookends" (3:55) Chorus Cross, BMI-Simon.

**OTTIS REDDING** (Voil 163)
The Gauge Song (Dum-Dum) (2:40) [East, Time, Reo-vel, BMI-Redding, Copper]

Breaking out of the "Dock of the Bay" melancholy, Ottis Redding's newest records shows some growth. Solid vocal styling and a very fine song should have the team coasting up the best seller charts as a strong follow-up to the recent "Honey Chile" hit. Expect immediate R&B response and a big pop breakthrough. Flip: "Forget Me Not" (2:58) [Joe, BMI-Morris, May]

**1910 FRUITGUM COMPANY** (Buddah 39)
May I Take A Giant Step (Into Your Heart) (2:24) [Kaskat, BMI-Chilton]

A return to the group's debut, "May I Take a Giant Step" has already moved into the breakout category and promises to repeat the over-whelming showing of their first session. Up-tempo side with a monster potential. Flip: "Poor Old Mr. Jensen" (2:15) [Kaskat, BMI-Taxin]

**DELFONICS** (Phillie Grove 151)
I'm Sorry (2:41) [Nickel Shoe, BMI-Dell, Hart]

Gilding blues backdrop gives a fine and novel styling to this new effort from Martha Reeves & the Vandellas. Solid vocal styling and a very fine song should have the team coasting up to the best seller charts as a strong follow-up to the recent "Honey Chile" hit. Expect immediate R&B response and a big pop breakthrough. Flip: "Forget Me Not" (2:58) [Joe, BMI-Morris, May]

**NEIL DIAMOND** (Uni 55065)
Brooklyn Roads (3:26) [Stonebridge, BMI-Diamond]

Initial outing for Neil Diamond with the Uni label is a nostalgia filled glimpse of the "good old days" of children. Set to a fairly slow beat, the side focuses attention on the solid vocal and lyrical impact of the performance, but excellent production work and reasonable dance appeal is also evident and should turn the side into a big sales item. Flip: "Holiday Inn" BMI (2:19) [Same credit]

**HERMAN'S HERMITS** (MGM 13934)
Sleepy Joe (3:01) [Southern, ASCAP-Carter]

Weary atmosphere on this lazy drifting ballad and a heavy-rhythmic arrangement give Herman's Hermits an unusual outing on the pop scene. Great rhythm and unusual singing on the side. The potential of the side should bring renewed interest in the effort. Anticipate a strong showing from the regular fans and many new followers for the artists. Flip: "Just One Girl" (2:40) [Hermits, BMI-Love, Jones]

**ESQUIRES** (Bunky 7755)
Why Can't I Stop (2:50) [Fisher-Hi-Hi, BMI-Edwards, Moore]

Shining falsetto lead, easy groove rhythm appeal and a fine chunk of funk material should move the Esquires up the charts in an outing that could become the group's biggest to date. Fan following already established with a series of noise-makers will expand in pop and R&B markets via this serving of dance-blues. Flip: "The Feeling's Gone" (2:25) [Same credits]

**GENE PITNEY** (Musicor 1306)
She's a Heartbreaker (2:59) [Catalogue, Cee & I, BMI-Fox, Williams]

Smooth the vibrant Gene Pitney vocal sound in soul, add a potent rhythmic backing and work up a hefty production, that's the picture with this new effort showing the strength of his voice has never appeared before. Solid sound and a big combination of vocal and material shows should make an ex-ceptional front-runner on the charts. Expect a strong second week's turnover. Flip: "Conquistador" (2:35) [Catalogue, Primary, BMI-Anisfield]

**SOLOMON BURKE** (Atlantic 2507)
I Wish I Knew (How It Would Feel To Be Free) (2:46) [Duane, BMI-Taylor, Dallas]

Massive impact of this soft-gospel flavored blues-message side can be expected to spur monster R&B sales and a blockbuster reaction on the pop scene for the new Solomon Burke single. Fine backup work from ork and chirping keyboards with relevant vocal delivery of the material in an out-ing that should surge high on the best seller lists. Royalties are being for-warded to the family of Martin Luther King Jr. Flip: "It's Just a Matter of Time" (2:56) [Eden, BMI-Hendrix, Otis, Benton] Equally timely new look at the Brook Benton lovesong.

**Picks of the Week**

**GRAPEFRUIT** (Equinox 70005)
Elevator (2:05) [Yolk, ASCAP-Alexander]

Coming back from a noise-making premiere with "Dear Dillah," Grape-fruit shows no signs of slowing down with this return entry, "Elevator." Track features a bright, rollicking beat, sparkling harmonies and some extra-ordinary orchestral support. Everything about the track spells immediate response from pop outlets making this side the one that should break the team over here. Flip: "Yes" (2:20) [Yolk, ASCAP-Perry]

**BUFFALO SPRINGFIELD** (Atco 6572)
Un-Mundo (2:03) [Springalo, Cotillion, BMI-Stills]

Addition of an Afro-Latin percussion to the electro-blues style of the Buffalo Springfield has given the band a new look in their latest single filled with novel attractiveness. Flip: "Merry-Go-Round" (2:05) [Same pubs, BMI-Buffalo Springfield, BMI-Flip] Original is a monster, but the echo and orchestration and a repeating R&B track should turn this one into an exciting combo with enticing vocal and production work to open a possible two-sided response from pop fans.

**JACK JONES** (RCA Victor 9510)
Follow Me (2:28) [Cherubbel, ASCAP-Sparks]

Interesting new application of the Jack Jones touch on a pop side that packs an easy-beat rhythm and the pop-style type lyrics as well as a big punk band presence for the familiar easy listening flavor. The whole side is a pretty middle-of-the-road shot at multi-market acceptance that should do Jones proud. Expect a good presentation in both the adult and teen spots. Without Her (2:05) [Rock, BMI-Nilsson] Many pop and more than a few adult jays can be expected to react favorably to this strong coupler. Might even open the top side.

**DEE DEE SHARPE** (Atco 6576)
A Woman Who'll Do Wrong (2:56) [Dandelson, Twig, BMI-Kelly, Reid]

Coming on with the strength of "When A Man Loves A Woman," this side will be a hit out of the gate. A neat rhythm is on this debut, "A Woman Who'll Do Wrong" and the tempo will turn with another venture in younger rock. Sticking with the same idea that scored via "Simple Simon," the team's "May I Take A Giant Step" has already moved into the breakout category and promises to repeat the over-whelming showing of their first session. Up-tempo side with a monster potential. Flip: "Poor Old Mr. Jensen" (2:15) [Kaskat, BMI-Taxin]

**NINO TEMPO & APRIL STEVENS** (White Whale 268)
Let It Be Me (2:53) [MCA, ASCAP-Curtis, Defaeke, Bercaud]

Several times a hit, and a team with quite a few hits to its credit, "Let It Be Me" returns to the charts with this tender performance from Nino Tempo and April Stevens. Stellar choir background, simple orchestration and the outstanding union of material and artists make this side a big one with the powers that be up in the hit ranks. No flip info available.

**MARGARET WHITING** (London 122)
Faithfully (2:23) [Sunbeam, BMI-Syne, Grossman]

Strong ballad selection ripples with excellent adult market appeal and the solid youth-attraction that has brought Cor and Humpernickel ballad servings into the upper reaches of pop sales charts. Extremely fine production work from Carl Ullmann and Rock Gomer. With this tender performance from Nino Tempo and April Stevens, Stellar choir background, simple orchestration and the outstanding union of material and artists make this side a big one with the powers that be up in the hit ranks. No flip info available.

**MONSTERS** (V.I.P. 25046)
Bring Back The Love (2:57) [Joe, BMI-Dean, Weatherspoon, Goga, Holland]

Drum roll intro announces a solid entry from the Monsters which should spark recognition of this bright soul team. Heavy Detroit beat backing and a series of grand vocal outbursts give the side enough listening and dance appeal to initiate a skyrocket trip up the best seller lists on both pop and blues scenes. Flip: "The Further You Look, The Less You See" (2:18) [Joe, BMI-Whitfield, Robinson]

**PEGGY LEE** (Capitol 2171)
Reason to Believe (2:25) [Faithful Virtue, BMI-Hardin]

Versatility has its limits, but with this new "bag," Peggy Lee extends her already versatile reach even further. A strong vocal treatment on the side. Expect a solid run in both the doo-wop and pop markets. The arrangement should open radio and juke-box floodgates and a sales aval-anche for the track. Flip: "Am I Losing You" (2:33) [Southern, ASCAP-Carter]

**TURLEY RICHARDS** (Kapp 906)
Is This My Woman (2:28) [Famous, ASCAP-Bernstein, Millrose]

Full-bodied belting from Turley Richards should turn the "This Is My Woman" hit into a blockbuster hit. His latest is a fine ballad with a combined pop and blues appeal that will be in compe-ition for the ring to the earlier Robbie Taylor reading. Could wind up taking pop honors with the Taylor side cornering the r&B market. Flip: "Everything's Goin' for Me" (2:08) [Natson, ASCAP-MacRae]
Every one a powerhouse! Love Is Blue, Scarborough Fair, The Ballad of Bonnie and Clyde, Mission Impossible Theme.  CAL/CAS-2253

Movie tunes and chart hits like The Glory of Love, It Must Be Him, Be My Love, Also, Love Me Always, Yellow Bird, Holly.  CAL/CAS-2221

With many Berlin favorites Blue Skies, How Deep Is the Ocean (How High Is the Sky), The Song is Ended (But the Melody Lingers On).  CAL/CAS-2220

Excellent educational, but also fun. album. Tells how to know left from right, good manners, phonetics, plus songs and games.  CAL/CAS-1096

Fine renditions of such hits as Bonnie and Clyde, To Sir, With Love, Theme from "Valley of the Dolls," Live for Life, others.  CAL CAS-2210

His second Camden album. Till There Was You, A Malt Blast, Flutters Ball, A Shot in the Dark, Bluesy, In a Mellow Tone, Kelly's Tune.  CAL/CAS-2158

Norma Jean's many fans will delight in this one. What Locks the Door, A Woman in Love, Pick Me Up on Your Way Down, more.  CAL CAS-2216

A brass ball with such fine tunes as Ay Ay Ay, Wade in the Water, The Bramble Bush, Pala Patz, A Randa, others.  CAL/CAS-2197
**Newcomer Picks**

**IRON BUTTERFLY** (Atom 6573) 
Uncommon Power (2:29) [Ten East, Cotillion, BMI] — Ings, Weis, Bushby. Presently making a name for itself with the "Heavy" LP, the Iron Butterfly takes a solid shot at singles acceptance with this offbeat rock side. Track has an appealing folkly pop sound with piano backing and dance floor appeal, and the overall performance is one that will put the crew high in the running for a breakout. (2:18) [Ten East, Cotillion, BMI] — Silver single.

**SILVER BYKE** (Bang 557) 
I’ve Got Time (2:32) [Benders, Hip-Lit, Web IV, BMI] — Cazalet. Slow driver from the Silver Byke could put the team on the right track for their solid pop breakout. High energy harmonies and a throbbing beat with polished brass touches give the side an appeal that could ignite a big explosion among teen listeners and dance fans. Anticipate a sizeable chunk of exposure and heavy sales for the 45. (3:10) [Benders, Web IV, BMI] — Silver Cazalet single.

**QUEEN ANNE’S LACE** (Mona Lee 218) 
You’re Never T Miller/Macy/Way But Loose (2:18) [Goldough, ASCAP, Lipps, Phillips]. Combining stylings of the Mamas & The Papas plus the Fifth Dimension gives this newcomer a distinctive sound that should have them snapping up spotlight showings and many positive responses from teen listeners across the country. Light-hearted dance number with teen-oriented lyric that should hook in a big way. (2:34) [Goldough, ASCAP, Lipps, Phillips] — Silver single.

**UNITED FOUR** (Harthon 143) 
One More Year (2:20) [Harthon, BMI-Lanfield, McDougal] — Hit list, teen-appeal side that could launch this promising young group into the big comeback side for the duo. Plenty of pop appeal with a good middle-of-the-road concept as well. (2:18) [Harthon, BMI-Lanfield, McDougal] — Silver single.

**THE HOLY MACKEREL** (Reprise 0681) 
Love For Everyone (2:56) [BMI] — All Right. Easy drifting melodic line and a solid vocal line that combines the flavor of white-r&b with the best of today’s sound should prove the persuaders in this track that will rock up a big sales shots on the blues and pop fronts. Teen item with breakpoint potential, this mid-speed driver has enough delivery and a lot of appeal to score for the newcomer act. (2:45) [From "Love For Everyone"] — Silver single.

**Best Bets**

**EVERLY BROTHERS** (Warner 7 Arts 7102) 

**RUBY & THE ROMANTICS** (ABC 11095) 
More Than Yesterday Less Than Tomorrow (2:54) [Kerko, BMI-Fann, Mosley] Strong ballad with a subtle rhythmic throb to set it high in the esteem of blues and pop listeners, this track could return Ruby & The Romance to the best seller lists. (2:54) [Kerko, BMI-Fann, Mosley] — Silver single.

**FURYS** (Diamond 242) 
You’re In Love (2:54) [Tobi-Ann, Becks, BMI-Wel- denhaft] Mellow blend of modal harmonies with a softly throbbing easybackdrop melody for a convincing session with a lot of appeal, and the overall performance is one that will put the crew high in the running for a breakout. (2:54) [Tobi-Ann, Becks, BMI-Weldenhaft] — Silver single.

**JIMMIE RODGERS** (A&M 930) 
How To Say Goodbye (2:50) [Screen Gems-Columbia, BMI-Gates] A good r&b ballad with a melodically backing makes this side an attractive one for easy listening and middle-of-the-road fans with chart pick-up heavy response. (No info available) [Screen Gems-Columbia, BMI-Gates] — Silver single.

**LINDA LYNDELL** (Vo! 161) 
Be In Your Arms Tonight (2:32) [Crazy Cajun, BMI-Thomas, McCree, Thomas] Meticulously produced and appealing song make this side an exciting hit of blues entertainment that has a solid shot at r&b charting and pop best seller prospect. (2:50) [Crazy Cajun, BMI-Thomas, McCree, Thomas] — Silver single.

**BOB CARROLL** (Mono 1014) 
Try A Little Kindness (2:30) [Bourne, ASCAP-Jackson, Krones] Originally written by Bob Carroll, this march-tempo memorial side pursues as a timely side that could gain attention in both the pop and r&b adlt stations. (2:30) [Bourne, ASCAP-Jackson, Krones] — Silver single.

**HAPPENINGS** (B. T. Puppy 540) 
Randy (2:23) [Bright Tunes, BMI—Renate] Buzzballing of vocal themes and harmonies makes merry of this airy mid-speed ditty. Attractive work from the group and their instrumental backup could spark a chart burst. (No info available) [Bright Tunes, BMI—Renate] — Silver single.

**PEGGY SCOTT & JO JO BENSON** (SSS Int’l 786) 
Lover’s Holiday (2:54) [Crazy Cajun, BMI-Thomas, McCree, Thomas] Heavy beat and a solid guy & girl vocal performance give this side all the appeal needed to spark a heavy r&b shot and to approach a pop market reception. (2:54) [Crazy Cajun, BMI-Thomas, McCree, Thomas] — Silver single.

**SPONTANEOUS COMBUSTION** (Red 103) 
Love Me With A Song (2:40) [Cim, BMI-La Fragaola, Oleasty] Smooth surface sailing and a steadily growing build up this work to a chart bonanza, this charming and musical song into a possible breakout session with the newcomer group. (2:40) [Cim, BMI-La Fragaola, Oleasty] — Silver single.

**TIME ZONE** (White Whale 269) 
Space Dust (2:45) [Emamay, ASCAP-Garson] Unusual instrumental offering with plenty of pop potential, this side could do a lot of good in effect and a good use of effects could spur a sizable teen response. (2:45) [Emamay, ASCAP-Garson] — Silver single.

**TAMS** (ABC 11096) 
Be Young, Be Foolish, Be Happy (2:06) [Low-Tri, Low-Sai, BMI-White, BMI-Cordell] A good group for r&b sales, the Tams come up with an exceptional outing here that could break through and make the big pop board. Solid vocal with a big best bounding hit. (2:07) [Low-Tri, Low-Sai, BMI-White, BMI-Cordell] — Silver single.
The Stereo 8 Story
(April)
**Best Bets**

EXILES (Date 1508) Come Out, Come Out Whoever You Are (2:18) [Police, BMI-Kasha, Hirschhorn] Terrific push in the ork backin of this up-tempo outing put fire into the side and could stir up discotheque action for anyone. Flip: "I'd Love to Give My Love Away" (2:22) [Saturday, BMI-Crewe, Kasha, Hirschhorn]

TONY MIDDLETON (Mr G 811) Let Me Down Easy (2:25) [Tune House, ASCAP-Gozzo] Very attractive vocal performance on this enticing ballad could bring Tony Middleton into the easy listening spotlight. Plop bluesy outing with lovely material. Flip: "Let Me Down Easy-Instrumental" (2:25) [Same credits]

RHONDA & REBA (RCA Victor 9511) Go Live Your Life (2:14) [Dunbar, BMI-Ehonda] Ambling rhythmic track with an exotic touch and good vocal appeal. The deck has a different flavor which could spark teen attention and stir up a good sales acceptance. Flip: "School of Pools" (2:12) [Same credits]

JASON (Antler 1228) (Woman) Ease My Mind (2:05) [Ar- go, BMI-Grosman] Out-of-the-ordinary vocal power and an eerie, haunting ballad combine forces on this strong side from Jason. With a little exposure the deck could follow an expertly-break-out pattern into the best seller lists. Flip: "Broadway Concrete" (2:35) [Same credits]. Antler Records, N.Y.C.

DANNY O'NEIL (PD 1001) Danny Boy/66 (2:20) (Boosey & Hawkes, ASCAP-Weatherly) Looking at the age-old standard with a modern perspective, Danny O'Neil delivers a straight tenor reading with present day insight. Excellent material for adult listeners and juke-box operator programming. Flip: "Love Letters" (2:26) [Famous, ASCAP-Young, Hey- man]

INYADERS (U.S.A. 902) The Flower Song (2:00) [Disney, ASCAP-Hillard, Fair] Fricol of a pit-on-rock shining with the merry air of a pit-on. Song from Disney's "Alice in Wonderland" in a teen or middle-of-the-road atmosphere. Could come from left-field. Flip: "With A Tear" (2:30) [Go-Mo, ASCAP-Polzk, Butler]

PAPER DOLLS (Warner 7191) Something Here In My Heart (2:25) [Walt Disney, BMI-Macleod, Macaulay] English group debuts in the States with a lifting rock ballad that has a dance appeal and teen sound that could start a sales bond for the team. Flip: "All The Time In The World" (2:34) [Ezra, ASCAP-Macleod, Macaulay]

O. V. WRIGHT (Backbeat 591) Oh Baby Mine (2:18) [Don, BMI- Wright] Snappy aching and a hearty vocal showing from O. V. Wright should grab a chunk of r&b exposure for this driving side. Flip: "Working Your Game" (2:08) [Don, BMI-Malone, Caple]

STEVE MILLER BAND (Capitol 2156) Sittin' In Circles (2:02) [Inherit, Todd- mark, BMI-Goldberg] Smoky young-ballad with an envelope skin to "San Francisco" marks the Capitol premiere of the West Coast crew. Anticipate a sizeable "underground" showing and possible pop explosion from this hit. (2:05) [Oak River Valley, BMI-Biller] Less enthralling, but more pop minded side. Mid-speed beat track.

DEVIL'S BRIGADE (United Artists 50291) Dreaming Is (2:54) [Unart, BMI- Michaels, Gommern] Drifting through a hazy-rock opening into a flashy side with heavy booming drums and attractive vocals, the Devil's Brigade could score with this teen enter, Pop possibilities here. Flip: "Hey Mister Man" (2:30) [Same credits]

KINGS RANSOM (Integra 102) Shadows of Dawn (2:11) [Integra- BMI-Torbert, Jr.] Down-tempered pop side with a gently rocking heat and fair group showing that could entice a chunk of pop exposure, some sales. Flip: "Street Car" (2:45) [Integra- BMI-Zokli]

TONY RITCHIE (GNP Crescendo 409) Comin' On Strong (2:16) [Hill & Range, BMI-Ritchie, Spence, Dallon] Good ole rock outing with extra appeal from a fuzz backdrop for blues flavoring. Fine showing from Tony Ritchie that could make a name for him with teen listeners. Flip: "Could You Really Live Without Her" (2:29) [Same credits]

*Featured song of the Week: Mad Dad of Smokey The Bear Also long NBC special narrated by James Cagney, to be reshown by the network May 5th.

**CashBox Record Reviews**

**BUDDY DAVIS**

new recording star on the way, way up

From a Georgia farm to the top of the lists (via prestige nightclubs)

**Buddy's new single—**

**anyone can move a mountain***

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WHAT BRINGS THE BEATLES, DONOVAN, BRIAN JONES & CILLA BLACK TOGETHER FOR A SUMMIT MEETING?

Left to right: Brian Jones, Donovan (new mustache), Ringo Starr, John Lennon, Cilla Black and Paul McCartney

GRAPEFRUIT

ENGLAND'S NEWEST SUPERGROUP, DISCOVERED, DEVELOPED AND RECORDED BY THE BEATLES' NEW COMPANY, APPLE.

"ELEVATOR"

B/W "YES" E-70005

EXCLUSIVELY ON

EQUINOX

NEW YORK-BEVERLY HILLS/ A SUBSIDIARY OF ABC RECORDS, INC., 1330 AVENUE OF THE AMERICAS, N.Y.
**CashBox Record Ramblings**

**NEW YORK**

Joni Mitchell's debut album is out on A&M (2206, $2.98). "At 11:15 I went next door to a $1.98 store and took a quarter, but could place I could see a seat; at 11:30 the place closed. At 11:45 I went to a bar, because the fire marshal wouldn't let me have a drink. Then I went downtown to the new Cashew (310 W. 52nd St.) with the DJ. The Mercury duet will be going into the Garrick Theatre Apr. 18, 19, 20.

**Hollywood**

Recording to co-manager Sid Girard there have been, so far, 92 New Chris- ty Minstrels. In other words 83 old Christy Minstrels.

It doesn't sound like Bill Cosby (quoted by NBC-Television's press dept.) but we're partial to the line anyway. "I knew a fellow who used to smoke so loud he'd wake himself up. He solved the problem—now sleeps in the other room."

Along the more blustering recent LP releases on the coast (all on Music at Home's label), "On the Hill," "The Maschanyi Gypsy" (A&M), Mason Williams' "Phonograph Record Manual," cutting for a label to, among this week's releases, "Joni Mitchell" (Reprise, "Bookends" (BMG and Garfunkel on Columbia)) and "Randy Newman" (Reprise). All sections composed by the performers. Reminder of F. S. Fitzgerald's line "You don't write music you want to set something. You write because you've got something to say."

This month we made a little list of our favorite composers. We ranked Newman no. 1 and Jim Webb just a step behind. The LP only confirmed our earlier estimate. Though we're not yet ready to rank Norman among our favorite five vocal talents, his sound is sincere and certainly identifiable. He's one of the "sleepers" of '68.

Music City, has incidentally, added a top ten and 4 track cartridge chart —also has four titles on this week's "Top 200 Movies" —"First," "Diallal Gear" and "Buffalo Springfield."

Just two years ago (almost to the day) our "West Coast Girl of the Month," Jerry Girls, was still in the top 20 national acts. This month she reported being so strong that "I'm Sorry" ships immediately.

These Visitors

Stairsteps

Milt Ryder

Candy Graham

Old Christy Minstrels

Lyn Roman

Goldstein who threw the bash, had this to say: "Every day at 11:15." At 11:15 I went next door to a $1.98 store and took a quarter, but could place I could see a seat; at 11:30 the place closed. At 11:45 I went to a bar, because the fire marshal wouldn't let me have a drink. Then I went downtown to the new Cashew (310 W. 52nd St.) with the DJ. The Mercury duet will be going into the Garrick Theatre Apr. 18, 19, 20.

Hollin' Wolf opened at the Studio the other night. He's a great organizer Charles Lloyd follows Wolf at the club Apr. 25-28. Then Traffic comes in for a short stay (artists). Gary Burton, whose group includes jazz guitarists Larry Coryell, will be playing the club from May 20 to June 2. Burton and Coryell first met at the scene, when Coryell was with a rock group called the Free Spirits.

Herb Alpert's getting a lot of flak for saying that the A&M is there. That's Art Wayne, who's been very busy of late handling publicity for AERI, Jeff Walker and working with the Charlotte Russe.

Howard Parker from Tarantula Productions in London info that Precid Harum will be in the U.S.A. from Apr. 19-26.

Producer Eichhie Kaye has just had his first effort released on Capitol by The Trash Vixens. "This is a Very Man." The group consists of four, of course, all of whom are Kaye's family. Their father (and manager) Dale Curtis was formerly with radio station WLS. Rumor has it that they have appeared often in the Ohio/In- diana/ Cincinnati area.

Bell Records is releasing a brand new follow-up record to "La La Menia I Love You" by Stu Cheyne. "La La" is still in the top 20 national acts and could well be reported resoundingly strong so that "I'm Sorry" ships immediately.

Candy Graham has been tapped as the new publicity and publicity relations director at Dunhill.

The Byrds formed for an eleven day tour of S Africa—leaving here May 2 to perform in Italy for seven even of concerts.

Capitol's the Human Bein appearing in a special role opposite Beatle on the "World of Personality " show.

Roy Orbison has been asked to contribute a song to the "Rock Around the Clock" LP which will include a ditty called "The Face" which will be their next single.

Columbia Records, who started her singing career here about a dozen years ago, back at work on Ron Kraymer's party. New New York act is "Rayo the Leader of the New Nitty nitty act. She'll unveil it at the Sahara Hotel in Tahoe on April 23rd. The act's lead singer is "Bea- man Bros." "Chitty Chitty Bang Bang" are getting stronger A&R response, we hear, to the tune titled "Huzy-Abye Mountain."

Michael will start preparing their days before the Disney cameras for "Love Bug," also rehearsing and cutting her follow up Columbia LP. "A Streetcar Named Desire."

Another West Coast Girl of the Week, in Lynn Roman, Dot's "Girl for All Reasons" (title of her new LP) scheduled to receive a concentrated ad campaign in consumer and music trades.

According to label's ad merchandising director Jack Levy, "Lyrics is creating a tremendous fan following, wherever she appears. There's heavy acceptance of her new single "Here I Am," Miss Roman, produced by Dot's east coast A&R taper Jerry Granahan, also the label's artist roster in late '67.

Eddy Flowers and George Harris, heads of ESI Prod., have set Tommy Pain's next recording session, under way, c/o A&M Records. Also signed—Jim Econo- mides to produce an upcoming LP, to be released before the date, ESI also tapped to handle post-production chores on the ABC series "The F.B.I.".

T. E. Ford cutting his sixth LP for Capitol—a Xmas LP ... Quincy Jones, recently completed the score for Danny Mann's "For the Love of Ivy," starting work on "The Split" at MGM this week.

Causic Quote of the Week from Both Prelatly, Rick reviewer for L.A. Magazine, concerning "Half a Six- bence." It's "one more victim of the reviled pound ... part of the blame rests with Tommy Steele who is nei- ther as charming nor as charming as you assume he must be a gifted dancer—until he starts dancing. Either he works cheap or he has a lot of relatives. Director George Sidney, who has just given it to Ford, keeps his remarkable record intact."

Chicago Magazines have just come out in town from Illinois. We happen to know "Red Headed" and "Red Velvet" which should be "headlining" within two or three weeks. We were only 100 weeks off target. Her initial single, released just the other day on

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"HANGIN' FROM YOUR LOVIN' TREE"
B/W "LET'S TAKE A WALK" #AB-129

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Cash Box—April 20, 1968
MOOD INDIGO
B杏eau's Lake Fronte Fountain (Decca)
Jim Kweskin Jug Band . . . (Reprise)

WHERE THE RAINBOW ENDS
Bing Crosby
Tony Bennett

STAR DUST
Spandy & Our Gang (Mercury)
Four-Phrase Piano (Ranwood)

DOWN-DOWN-DOWN
Count Basie & Mills Bros. . . . (Dot)

WE CAN GET THERE BY CANDLELIGHT
New Faces . . . (Parrot)

ROCK-A-BYE YOUR BABY
Wayne Newton
(MGM)
George Jones
Aliza Kashi
(Jubilee)

EVER SINCE YOU TOLD ME THAT YOU LOVE ME I'm (Bobby)
Timmy Thomas
(Reprise)

I'M GETTING SENTIMENTAL
Jack Jones
(RCA Victor)

ASK ME WHY
Friday Brown
(RCA Victor)
Carmen McRae
(Atlantic)

HESITATION BLUES
Curtis Harney
Nitty Gritty Dirt Band . . . (Liberty)

GREEN GRASS
Johnny Mann Singers
(Liberty)

SWEEP IT UP ARA
Johnny Smith
(Verve)

MAYBE SOMEDAY
Your Eyes
Eddie Fisher
(MGM)

CARAVAN
Bert Kaempfert
(Decca)
Les Paul
(London)
Wes Montgomery
(Verve)

SCARLET RIBBONS
Val Doonican
(Decca)

SERENATA
Rita Reys
(RCA Victor)
Harold Vick
(RCA Victor)

DIFFERENCE OF OPINION
Moby Grape
(Independence)

SHEIK OF ARABY
Bert Kaempfert
(Decca)
Jim Kweskin Jug Band . . . (Vanguard)

BEYOND THE SHADOW OF A DOUBT
Billy Fury
(Bell)

SOPHISTICATED LADY
Buddy Merrill
(Atlantic)

BLUE TANGO
Four-Phrase Piano (Ranwood)

ON THE BEACH
Frankie Laine (Columbia) (P. L. P.)

WHO'S SORRY NOW
Bobby Vinton
(Epic)
Guiding Light Sound . . . (Project 3)

ALL MY LOVE
Billy Vaughn
(Dot)

LOVE SICK BLUES
Harry Belafonte
(RCA Victor)
Ben CODER
(MGM)

ON THE WELCOME MAT AT WHERE IT'S AT: Two members of Dot Records, record producer, the Split Level, chat with Paul Powers (r.), program director of WKGO-Boston, at a party at the Boston restaurant Where It's At. the party, hosted by Don Masters, Boston promo man for Dot, was held to kick off the Split Level's new Dot single, "Right Track." (Photo: PUTTERS: KSF-San Francisco's Jim McCracken was en route to California concerts given by Rod McKuen at Hotel Regency April 4, at San Jose on April 5, and at Berkeley High School Community Theatre on April 6. This program was directed by person numbered on KHON-Denver, renamed the Rocky Mountain Food Dealers Association Installation Dinner at the Alhambra Hotel in Denver on March 24. . . In spite of the delay slide at KPPC-FM-Pasadena, B. Washington, there was no major appearance at the Long Beach auditorium on April 11.

VITAL STATISTICS: Steve Byrd has come out of retirement, a second vocal, formerly with KXLW-ST. . . Jack Bogot, formerly with KALL-Salt Lake City and WWSW-Pittsburgh, joins KDKA-Pittsburgh this week (15) as morning personality.

This marks the second consecutive year that Fann has been honored by the journalism organization. The first presentation in 1967 was the first of its kind to be awarded to a New York City radio outlet. Fann will be cited for his “consistent fine radio coverage of City Hall and surrounding agencies” at a luncheon scheduled for this month, and will receive his NYFOP (New York City Police Department) working press card mount- ed in bronze on a plaque. WABC is the only radio station that maintains a news bureau in City Hall. The bureau was inaugurated by program director Ed Hardy on January 1, 1966, in order to provide the outlet with con- stant on-the-spot coverage of the nerve center of the city.

Beginning Sunday, April 7, during the regular San Francisco State Col- lege show, "Records At Random," the departments of drama, music, and radio-TV at the college combined for the first time to present a series of half-hour dramatic shows on KSFO-San Francisco. The final portions of the programs highlight current rec- ords. The students participating in the new State College-KSFO series are given students' success techniques by actual participation. Eligibility for membership in the categories of radio and competitive auditions and will provide companies in the area that drama produced this semester. The music department meets the musical requirements of the program and students have opportunities to create and perform original theatrical and traditional music instead of radio productions. The broadcast commu- nication arts department studio is responsible for all productions. The first dramatic vehicle chosen for the "Playbill for the City of San Francisco," "No Flowers," a prize-winning stage drama by Joe Esanu and rewritten for radio by the authors.

KLAC—Los Angeles has been presented with a special public service award from the Los Angeles County Department of Adoption. The award will be given in recognition of the outstand- ing efforts by KLAC in add- ing the County Department of Adop- tion's recorded books and available children. Sam Benson, KLAC's public service director, was cited for his significant part played over the past several years in answering a great number of queries from the public. The award was made on Tuesday, April 9, at the KLAC Administration, Los Angeles. Jack G. Thayer, vice presi- dent and general manager of KLAC, accepted the award on behalf of Lea Heath, director of the Department of Adoptions.

WAX MANIA—Sergio Mendes & Brazil '66 returned this year to perform at the Woman's City Club of Los Angeles on April 9. The club has been a frequent venue for the group, and the 1968 appearance was the last one before the group's appearance at the Alhambra Hotel in Denver on March 14.

The Irish Rovers consist of Will and George Miller, Wilie McDowell, and Jimmy Ferguson. The Miller brothers play banjo, mandolin, and guitar, and an occasional tin whistle. McDowell was All-Ireland Champion Accordionist in 1963, and Ferguson handles the vocal chores. The group, which started off this year with perfor- med summers at the town hall in Portrush, the singer was in the chair, of St. Colom's Church in Belfast dur- ing this period, and he evinced an ecclesiastical spirit by going on the air to a Methodist Sunday school which had better bus tours and picnics than Catholic counterpart. The Irish Rovers were brought to Decca Records by the label's west coast A&R executive, Bud Dant. The quartet has had nu- merous TV appearances on such shows as the "Smothers Brothers," "The Tonight Show," and "The Mike Douglas Show." The Irish Rovers are Delicious in the Number 10 on the charts this week.

Cash Box-April 20, 1966
The earth turns around as the seasons dissolve.
And in multi-colored rooms a phosphorous flower blooms.
The flower is a girl.
The girl is alive.
Glowing in her secrets.
Growing with the seasons...

**CAMILLIA IS CHANGING**
K-139998S
A kaleidoscopic experience, mirrored in the altar ego of the
**CHAMÆLEON CHURCH**
The entire country heard it last night when it was chosen as a pick hit of the week on the ABC-TV show, "Preview."

Produced by Alan Lorber for Alan Lorber Productions, Inc.
Mellin Pacted To Pen 15 Foreign Film Scores

NEW YORK—Veteran music publisher and composer Robert Mellin has been pacted to compose the music for twelve films to be produced by Jose Benenatert Productions in France, and to do the scores for three Romanian movies as well. The first of the French motion pictures to be released is entitled “Children Of Cain.” All three of the Romanian films, which include “Michael The Great” and “Peninmore Cooper,” will be directed by Serge Nikolaescu.

Mellin who has been based in London for the past few years has recently handled the music chores for a number of foreign films, including “A Plat Full Of Dollars,” (“Italy”), “We Still Kill The Old Way,” and “Closely Watched Trains” (“Czechoslovakia.”) Mellin will also do the music for two television series, “Tom Sawyer” and “The Reporters,” and will distribute a film spectacular based on the Romanian invasion of Rumania, entitled “The Immortals.” A co-production between Mellin, Rumania Films and Franco-London Film S.A., “The Immortals” is Mellin’s first venture as a co-producer.

Still A Beautiful Mornin’

“Oklahoma!,” the great Rodgers & Hammerstein musical was 25 years old this year, and in honor of the event, Decca Records has re-packaged its original cast album of the show, with new liner notes and pictures. Also new is the sleeve art-work, the original painting of which was recently presented to the state of Oklahoma, where it will hang in the State House. At the presentation ceremonies were (left to right): Rodgers, Armina Marshall Langner of the Theatre Guild, Milton Riecklin, vice-chairman of the board of MCA, parent company of Decca, and Governor Dewey Bartlett of Oklahoma.

Decca’s entire sales force is receiving full promo kits which include a complete background story of the production, an “Oklahoma!” silver anniversary fact sheet, record and tape order form, sales letter and description and availability of specially devised point-of-sale literature and window displays. A major radio, TV and press campaign with special emphasis to media on the high school and college level is being instituted.

Kama Sutra Appoints Marrone Comptroller

NEW YORK—Mike Marrone has been appointed comptroller of Kama Sutra. One of the first employees of MGM Records, Marrone served for 22 years in the MGM accounting department. On coming to Kama Sutra, he resigned his post as chief accountant and assistant to the comptroller at MGM. Marrone will be in complete charge of every phase of Kama Sutra’s accounting activities. He will report directly to executive vice president Art Kass who, with Phil Steinberg, is responsible for the administration of all business and financial affairs for Kama Sutra.

In addition to Marrone, Kama Sutra recently added Alex Jolier to their accounting department to supervise royalty payments by all their record and music publishing companies. The Kama Sutra group of companies includes Buddha Records, Kama Sutra Records, Tender Tunes, Kama Sutra Music, and Kama Sutra Productions.

Greif-Garris Signs Fame For U.S. Representation

Greif-Garris Management has completed negotiations with English manager Ric Ginnel, for exclusive U.S. representation of England’s TV motion picture and recording star Georgie Fame. The artist was voted #1 male singer and #2 blues singer on the Melody Maker Poll in England and is currently high on U.S. charts with his “Ballad of Bonnie and Clyde on Epi.”

George Greif of the management firm will travel to England to accompany Fame while he appears with Count Basie at Basie’s English tour.

Greif and Garris will bring Fame to the U.S. at the end of May for a short tour and to test for a major film.

AF To Distrib Parallax, Signs Production Deal

NEW YORK—Enhancing the expansion moves of his Audio Fidelity label, president Herman Gimbel last week signed for world distribution rights to the new Parallax Record firm. His pact with Don Litwin includes indie production work with the Cincinnati based Electric Renaissance Productions company which owns Parallax.

Gimbel called the move the beginning of a new phase for Audio Fidelity, citing a “tremendous emphasis in today’s market placed on independent producers.”

Litwin, a force in the Cincl underground movement, is A&R chief for the Parallax label and has already recorded the local group Surdi Grehus. First release under the agreement was made last week, a single “Love Me” from Jerry Jackson. Plans are now being worked on for LP product from Jackson and the Surdi Grehus.

Both labels are now mapping national and regional promotion and advertising programs for product.
NOT ONLY A LOT, BUT ALSO A WAY OF LIFE AND LOVE

This is a story of Success and How to Live it. It is accurate and it is also true and typical and if it is wildly told then that is good.

One morning I sat unseen at a tiny watching window in the forgotten forbidden room and hung a microphone from a hidden hook and played the game of Ed Murrow—life as it happens, subsequently seen and narrated.

Life On The Lot

Since Food is the corner-stone of Life, we began the observation at the moment of the arrival of the catering truck on the A.M. Lot. Here, re-rented, are sections of the taped commentary, I hope it takes the reader on a gentle scene-setting adventure.

"It's always nice when the lunch truck arrives on the lot. The lot is built on four sides of a square, a little guarded tower-house run by Jolly Vic who's bald and his father came from Italy with 13 children and he said he was good at driving a big family but it was very rough on his mother. You know that Victor wasn't rough on his mother because Victor isn't rough to anyone. Difficult, but never rough. Victor's a touchy, a kindly handler, you know. He likes to hug you, put your shoulders and tweak your ears, pull your lapel.

"Well, the catering truck comes, and from all over the place comes these beautiful women with their little mini-skirts. They all bounce and dance and laugh and sing. Some cover them, some just date them, some just say "good." There isn't a lot of lust around here, we see each other everyday, you know. I mean, you know how it is.

"Nancy Alpert is the one. She's out of a storybook. Beautiful and Alabama and mercury-eyed and very warm, very close. She handles herself very well and properly. That's why she's so warm and close, because she knows she can handle herself, I wouldn't like to think that there was a Nancy Helffingfizer who was vulnerable.

"She wears boots and topping pink smear and a lovely white sweater and she waxes and because she is happy and young and she has a nice job.

"Everyone has a nice job here. Everyone here says it's the best job they've ever had, and we all grumble, it's single-stored mostly, until you look up and suddenly you see a terrace or there's another little layer of offices. It was built by Chaplin, I believe. At any rate, Chaplin had it and did so did Shelton with CBS, and did Percy Mason, who lived here I think he had an apartment. I can see the steps where he had the apartment. He used to entertain his guests by night here.

"There's a limp Stars and Stripes flying over the guard-house. There are bushes, Victor has a chair in the sun and a sort of bench under an awning and he eats his sandwiches after the lunch truck comes.

"The lunch truck is on the lot. There is also a loudspeaker system which is very gentle, but it means that whenever you are, they can find you. It's so much better than a building with an elevator. This is the sort of place everyone should work in. It's impossible to be lonely here. Every door is opened. Herbie Alpert's door is open except when he's listening to music, and then he closes it so that he can keep the music in—be considerate.

"It's not to keep the people out.

"Nobdy is kept out here, because there are no secrets. There never was a place less secrets.

"Another big event in the day here, a great Friday lunch, the days off. Herbie walks across the lot carrying his trumpet with that curiously athletic walk. It's an athletic walk with a little limp. It must be that the limp is disguised.

"I Miss is arriving on the lot with a guest or a friend with shades on. Well, he pulls into the parking space right by Alpert's space.

"The two of them get out, they leap over the car doors—leap very well and nobody's very frightened when they see the wheels arrive because the wheels are theirSpawn.

"They wave to each other when they get out of the car. They look around and anyone's around gets a bloody big grin. Another event of the day.

"There's color inside the offices which lie between Jerry's, Herb's, Gil's. You could live comfortably in any one of these offices and you could have some great parties. There's nothing in the world, of course, like Hollywood offices—nor like Hollywood homes and there's nothing like Hollywood, which is probably why we all turn up here and congregate and...

"It's afternoon now.

"Now it's evening and the sun is down on its horizon. Goodbye Sun, see you again. Victor's here guarding the gate. He's had a long day. My goodness, Victor's never here at this time. He's a morning man. Must be that Bill's off. On you, Allen Stanton's here, A.S., A&R Artists and Repertoire—magnificently anarchistic, Quaint. Everyone has a car. Do you know the funny thing is that everyone has a car. That's wealth. A nation's power. That's amazing. Allan Rider has a lot of hair down the side of his face, I suppose those are sideburns.

Bob Frank, National Sales Manager.

There are those who say he's a hiphie. But he's a promotion man. A hip promotion man.

Well, good.

"Hilde, the switchboard girl, had the board tied up all the other day because she made the sudden public announcement. 'Herb Alpert is freezing.' Freezing at 70 degrees! That's how public notice is spread. She said the people on the line told it so that's how it was so that's why she told the people. 'Herb Alpert is freezing.' Please give him head.

"Joel Sill is back from New York I see. He's the brother of Chuck Kaye, the son of Lester Sill who runs Screen Lunch A Car arrives. And with it who?

"Bernice Heaves. Where does she go? With her lovely scarf? Oh, to the street. Maybe it's over, maybe the day ended.

"It's getting quite dark and Victor's very agitated. Not nervous, but moving a lot and chewing and looking. It must be difficult filling your time in sometime.

"Victor comes across and he says 'hi' and had injuries just came into graphics. Harold is the album promotion man. He's a head of it, Harold has. Five stops from one jump off point in Seattle and he's been all around and every stop he makes has to go into a dialogue to say how fine a product is and at the end of the day wonders if he were alone along the line he may have repeated himself. My goodness, what sense he wanted to is I what. What a job. What a good job. What a good job he does of it.

"Did we do anything this week or did we just confuse ourselves?

Pat Faralla is here now—fantastic. Pat and John and all the boys and girls andSales and Cooper, the publicist, and you wonder much essence it must take to effervescence as Pat and Jodie in such a breathless 6/5-time dance-against-the-clock environment as Paul Cooper's.

Cash Box—April 20, 1968
Not only a lot, but also a way of life and love.

(Continued from preceding page)

though, in a cursory-from-evaluation of the A & M complex, he might appear to be impres- 
sionable in the role of commerce grieve behind the glittering Alpert, this is not the case.
He's the real deal, and you and I together who dignity and there are those the A & M lot—borne for a lot of money after previous ownership by Chaplin, Bleefan and Perry Mason (in that order)—who say that the worst pressurized day plumed under snow and heat and rains and storms of 
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SINGER presents
THE BEAT OF THE BRASS
starring
HERB ALPERT & THE TIJUANA BRASS

See this all-new Color TV Special!

Executive Producer for Singer: Alfred di Scipio
Produced & Directed by: Jack Haley, Jr.
Written by: Tom Mankiewicz
Director of Photography: Vilis Lapenieks

What's new for tomorrow is at SINGER today!
FEATURING:
CABARET
THANKS FOR THE MEMORY
MONDAY, MONDAY
SLICK
PANAMA
A BEAUTIFUL FRIEND
SHE TOUCHED ME
TALK TO THE ANIMALS
BELZ MEIN SHTETLE BELZ
(MY HOME TOWN)
THIS GUY'S IN LOVE WITH YOU
THE ROBIN

A NEW ALBUM ON A&M RECORDS
THE BEAT OF THE BRASS
HERB ALPERT &
THE TIJUANA BRASS
A CBS TV SPECIAL, APRIL 22ND
JOE COCKER
ROCKER
MOTHER'S NAME ........ MARJORIE
LIKES .................. MARGERINE
SINGS
MARJORINE
COCKER'S COOKER
ON A&M
RECORDS
# 928

PRODUCED BY JENNY CORDELL
...the rest is history

A & M's Artists Roster

Herb Alpert & The Tijuana Brass

Mike Drinkwater

Ronny Boyce & Bobby Hat

Dana

Doc DeCo
The Elderly's Children

Jonathan Freedman

Fred Harris

Sukie and the Children

Arturo de las Morenas & Brasil '66

Janet Mayer

The Merry Go Round

Lail Herman

Johnny Mathis

Sergio Mendes & Brasil '66

Janet Mayer

Janet Mayer

Enrique Morel

Janet Mayer

Jive Jake

The Small Circle of Friends

Bill Evans

The Parade

Janet Mayer

Chiki Rodgers

The Sandpipers

Daisy Sessions

Stevie & Brewer

The Travel Agency

Bikis Wechter & The Baja Marimba Band

Waterfront

Bill Wilson

West Coast Brass

Al Michaels

Joe Golden Boys

The Light

Bob Payton

8 pieces of Eight

Cash Box—April 20, 1968

A & M’sville:

The A&M complex which now occupies the above area at Sunset Blvd., a lot which was formerly Charlie Chaplin’s studio and grounds. A brief history of the studio appears below.

could be cast easily as a young madam. In the early days, there were only a few names among the list that he was. He was, in fact, a Los Angeles-born and raised musician. The other, like a lot of Angelenos, Herbie has been affected by the weekend bullfights at Tijuana.

"I used to go down to Tijuana," he says, "and I liked the Mariachi sound. But I hadn’t progressed much over the years and it seemed to me that if I could add an undercurrent of American sound, updating the bass-line and the guitars and tambourine.

At 25, as he was in 1962, Herbie already had a wealth of musical experience behind him. He had studied with several teachers, including the first trumpeter of the San Francisco Orchestra. He’d spent two years in the Army as a trumpeter, buying concert tickets with the blowing of “Taps” as many as 19 several a day.

After the Army, Herbie invaded the fiercely competitive world of recording in Los Angeles first as a kind of junior Artist & Repertoire man with Keen Records.

Herbie spent a year with Keen, then moved on as an independent record producer. He did Jan and Dean’s first record session and also wrote “Wonderful World,” which the late Sam Cooke recorded and which years later became a hit for, Herman’s Hermits.

All the while, Herbie was also playing weekend gigs with pickup bands and was in on the soundtrack of “The Ten Commandments.”

As a dedicated horn player he had, almost from the time he picked up Alton’s horn, been anxious to create a distinctly different horn sound.

Herbie’s death in 1962. He asked, “When the hell will I learn to play the French horn?” which I had been written by a musician friend of his named Sonny All.

Herbie says, “1 was one of those musicians that get hold of you.”

Heck says, “If you heart it once, you’d make up singing it.”

To me, it isn’t itself perfectly to trumpets playing in threes—the Mariachi sound.

Like, dark and edgy and hard-sounding, Herbie seems to be cast easily as a young madam. In the early days, there were only a few names among the list that he was. He was, in fact, a Los Angeles-born and raised musician. The other, like a lot of Angelenos, Herbie has been affected by the weekend bullfights at Tijuana.

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"How many really distinctive trumpet styles have there been?" Herbie asks. “When the hell will I learn to play the French horn?” which I had been written by a musician friend of his named Sonny All.

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When your customers ask for Herb Alpert, or any of the great A&M artists, on pre-recorded stereo tape... be sure you can deliver! Ampex brings you all the great A&M releases on OPEN REEL, 4-TRACK CARTRIDGE, 8-TRACK CARTRIDGE and CASSETTE. In addition, we help you move merchandise with special promotions, display and merchandising materials. Contact your distributor and get all the details on our Herb Alpert/A&M "ring up sales" program.
Discography of Herb Alpert & Tijuana Brass

LP 101/SP 101 "THE LONELY BULL"
THE LONELY BULL (EL SOLITARIO)
EL LORO DEL WOLF
TIJUANA SAUERKRAUT
OSCAR HUGO
NEVER ON SUNDAY
STRUITTM' WITH MARIA
LET IT BE ME
ACAPULCO 1922
LIMBO ROCK
CRAWFISH
(LAGRIMA QUIETA)

LP 103/SP 103 "HERB ALPERT'S TIJUANA BRASS -- VOLUME TWO"
THE GREAT MANOLETE
LA VIRGEN DE LA MACARENA
SPANISH HARLEM
WINDS OF BARCELONA
GREEN LEAVES OF SUMMER
MOORE
A.ME-ME-CA
SURFIN' SENORITA
MARCHING THRU MARIPOSA
CREA MI AMOR
MEXICAN CORN
MOLIO

LP 108/SP 108 "SOUTH OF THE BORDER"
SOUTH OF THE BORDER
THE GIRL FROM IAXENAPA
HELLO, GOLLY
I'VE GROWN ACCUSTOMED TO HER FACE
UP CHEROKEE STREET
MEXICAN SHUFFLE
EL PRESIDENTE
ALL MY LOVING
ANGELITO
SALUD, AMOR Y CERERO
NUMERO CINCO
AGUAS, MI CORAZON

LP 110/SP 4110 "WHIPPED CREAM & OTHER DELIGHTS"
A TASTE OF HONEY
GREEN PEPPERS
TANGELO
BITTERSWEET SAMBA
LEMON TREE
WHIPPED CREAM
LOVE POTION #9
EL GARABANDO
LADYFINGERS
BUTTERBALL
PEANUTS
LOLLIPOPS AND ROSES

Cash Box—April 20, 1968

Chemical thing, an instrument," he says. "I've always been aware of the horn as an extension of my body, a part of me, It's another voice." And what that voice says, very lustily, is witty, upbeat, romantic, and above all, happy.

Any new musical sound, if it turns out to be an immediate big success, turns out also to have been just right for its moment in history. It emerges out of everything that has been, to answer our hopes and needs in a new way.

All the air-plays, the record charts and the personal appearances are presently confirming that Herb Alpert and the Tijuana Brass are the just-right sound for our right-nows.

The seven great boogie's in the bullring, the old Plaza of Toros in Tijuana, Mexico, probably can't all together intimidate an average Guianese milk-cow. On the other hand, they have probably done as much for bullfighting as anything since Matador.

In their former lives as Los Angeles musicians they were maladores of the four-note measure, picaros of the polka, and they found their moment of truth during 64-bar solos.

But, brought together under the guiding genius of Herb Alpert, the Dominibus of the 8-fast trumpet, they became that new magnificent seven, the Tijuana Brass.

Aficionados of good music have been crying "Olé" ever since the T.B.B. burst onto the scene in 1962. One recent afternoon, Herb Alpert and his men performed a sentimental pilgrimage to Tijuana for a bull's-eye view of the bullring where they gave their name and the beginnings of their distinctive style.

In the beginning, Herb brought the Tijuana Brass together only for recording sessions. When their phenomenal recording success led to the inevitable concert dates and television appearances, the Brass became a permanent, full-time, swingin' unit.
Not only a lot, but also a way of life.

(Continued from page 32)

She says: ‘In December of 1962, I ran into Jack. It was a great day for me. The Lonely Bull’ single had done very well, very well and we were talking about how we could get bigger. We were both working hard and so forth. He said he wanted to open an office, but it wasn’t until the following year when we were going on the road. He had just released this album and he was going on the road with it, which was a very big part of our business. In Herb’s garage which was not just a garage. It was a space that they weren’t literally sitting there with the cars. They had docks and telephones and that kind of thing.”

Then in January, 1963, we went down to talk to Herb and Jack. I think we decided that they needed a girl and I was probably the job. I met Lynette Jerry and Herb now have an office. They need someone to answer the phones, someone to keep the books, someone to do all the jobs. So we had, to handle their copyrights for the film companies, someone who would do everything.

“All those things either I had a working knowledge of, or I knew enough about the business to that I could pick up the phone and say, ‘how do you do this.’ Like the publishing of records, I knew a couple of people in the publishing business. But it was a very simple thing there because we limited the products and then in 1964, we re-launched the business. As far as I know in 1963, there were 3 ‘Whipped Cream’ albums and ‘A Taste of Honey’ all left broke house.

‘We worked… I can remember being in the office many, many days, at 6:30 or 7:00 in the morning, something like that. And the first one to get your feet on the plants because the business was already there. So I used to come into the office at 6:30 or 7:00 in the morning, call the secretary and ask, ‘what do you mean how many records I was going to have, call the printing people or give me a call before 9:00? By 9:00 I had taken care of all their things and I could concentrate on the concert business.’

‘I had many funny situations. We had no idea what was going to happen with us. All of a sudden, we had a sudden increase. And that was not just the sales, you couldn’t buy them. Our distributor couldn’t project, they had no idea that it was going to be this big and we finally got to the point where some of our distributors were calling us as three or four times a day.’

Well now… all that was a long, long time ago… my mother should be long gone by now. But I find myself calming being the IBM coordinated nerve center of the stock checking system. Being the head of a corporation is not what I want to do. I think I would like to stay at home and have kids. But I can’t help but notice that, although I have a big family, I’m not the one who is going to do it. I feel that I’ve lived a little bit because I was interested in a little bit because I was interested in music. I was interested in music because I was interested in being a writer in total for a year. I had basically the raw songs down on paper. But he had seen major labels, he walked into a record store and if he wasn’t interested probably in a little bit because he wasn’t a big fan. The songs I wrote from Elektra and had a small following. I think I had a good idea of what about an amount of records into a small hard core public. I think I had a good idea of what about taking Phil Ochs to expand his market to expand his market.

‘I was a very big fan of Phil Ochs based on the recording of his first album. And I felt that Phil Ochs was one of the leaders being able to express what was happening in this country.

‘I could feel the mood… I could feel that we considered it a great opportunity. There was even within the company a little reluctance about putting on the deal, but the deal was the subject matter was concerned. The company thought it was a little bit too far out. I thought that there was a lot of discussion about some social commentary things.

‘I worked a lot to reassure them that I didn’t think Phil was a leader of a movement… more a material with a conscience.’

Tijuana Brass—Special On Specials

Herb Alpert wins them again... after his gold-selling record, Tijuana Brass, last work year, he topped them again on the Nov. 24 repeat over the NBC network. Herb Alpert’s Tijuana Brass in the Nielsen all-time multi-network area tie for this season’s top spot with a 37 share to win its time period. Opposite was "Gomer Pyle" (CBS) with an 18.1 rating and "The Andy Griffith Show" (CBS) with a 17.4 rating and a 29 share and "Hondo" (NBC) with a 12.4 rating and a 21 share.

This marks the first time this CBS special and the NBC opposite network worked the highest rating.

Herb Alpert Story: Journalist’s Dream

Herb Alpert is a pushover for journalists—he likes to talk. And so it’s not surprising that a remarkably compressed elegant ragged—tastefully-concealed-riches history. He has great skin and a face which finds a response not only in the mainstream American life but also in Europe, Australia, the Orient and so on.

Herb is continuing proof that the American Dream is reality—with drive, ambition and skill, you can make it.

His music is well-known in the industry and, abbreviated, it runs thus.

Herb was a hard working trumpet player with production skill and a knack for engineering and with Jerry Moss, he climbed a beach from a successful struggle stretch his charm and ability on what Churchill called “broad, sun-tinted uplands” by means of a single called “The Lonely Bull.”

When this record was released there was, of course, no Tijuana Brass. The band was born just two studio musicians and until after the first album, there was no group you could identify. There were no ideas for the music business, no public to see what they had heard that Herb and the Tijuana Brass were formed.

Nine albums later, they’re probably the top audio-visual unit in the nation. Every album is massive and is massive in style. The A & M label—new study accounts of the West’s Charlie Chaplin/Red Skelton/Perry Mason studio hot for bread, Brandy, Herb’s albums, including Sergio Mendes and Brazil ‘66, the Tijuana Brass, the Philip Clarke Band, the Burt Bacharach, Tommy Boyce & Bobby Hart, Shepway & Brewer, Dinah Washington, Dieber Hart, Peter Dieber, Elmer’s Children, The Paradigm, Timrod, The Sandpipers, Antonio Carlos Jobim, The Gypsy Kings, The Travel Agency Band, Johnny Mandel, The Gerry Go-Go’s, The West Coast Weekend, the No One.

Nobody who is on the label has any doubt that they will continue to have the same success as when, according to the asset balance sheet, the one that has beenparagraphed and the financial is. It is all going for him. It is all going for us.

Herb Alpert Month: Details of U.S. Merchandising

Campaign Appeal

On Page 7 This Issue

Herb Alpert Month in Italy:

See Details On International News Report
LIKE TO GET TO KNOW YOU
72795
PRESENTED TO THE NATIONS—Albums of a recital given at the United Nations by Smt. M. S. Subbulakshmi, Indian musician and vocalist, are presented (left to right) by Chris Peters, president of Peters International; to UN Ambassador G. Parthasarathi, permanent representative of India; U Thant, UN Secretary General; and C. Narasimhan, Chief de Cabinet. Peters International is distributor in the U.S. of finished records for the EMI Group. Peters made the presentation on behalf of Bhashkar Mehta, managing director of the issuing label, which is the Gramophone Company of India (EMI).

NY DGG To Act As Consultants To Philips; Joint Office Formed

NEW YORK—Deutsche Grammophon Records’ New York operation has assumed responsibilities of consultants to Philips Phonographic Industries of Baarn, Holland. The announcement was made last week by Claus R. Pettermann, head of the German-based DGG’s NY operation.

International Music Consultants is the name of the new consultants office, which will serve both DGG and PPI. Pettermann is general manager of the new office, which is located at 125 Park Avenue here in NY.

Jules I. Kurta, formerly with Hill & Range Music, has been retained to handle legal work, particularly in the music publishing field, for DGG and PPI.

The formation of a joint U.S. consultants office of DGG and PPI is in line with the policy of the management of those internationally known record manufacturers to gradually consolidate functions in areas that are non-competitive from an operational point of view. It is on this basis that International Music Consultants will operate in all areas.

International Music Consultants will be working and co-ordinating its activities with DGG and PPI’s U.S. licenses, MGM Records (for DGG) and Mercury Records (for PPI).

25 US Distribs Inked Tetragrammaton

BEVERLY HILLS — The recently formed Tetragrammaton Records has finalized distribution contracts with 25 major distributors across the U.S. to handle sales of the diskery’s product. The announcement was made by Arthur Mogoll, president of the label. Kicking off the deals are the initial single on Tetragrammaton, “Pat Albert,” by the Pat Albert Orchestra and Chorus, and Murray Roman’s comedy LP, “You Can’t Beat People Up And Have Them Say I Love You.”

Record Merchandising will handle all local distribution in Los Angeles. Tetragrammaton is a subsidiary of The Campbell, Silver Corp.

Hal Charm’s Wife Dies

NEW YORK—Ruth Charm, the wife of Hal Charm, regional sales-promo rep for Mercury-Phillips out of Baltimore, died at Washington Hospital in Washington, D.C. on Thursday, April 4, after a long illness. Her age was 43. Besides her husband, she is survived by a daughter, Merrill-Anne, and her mother. A funeral service was held at the Park West Chapel in New York on Friday, April 5.

‘Your Own Thing’ Sold To Nat’l. Gen. Pictures

NEW YORK—National General Pictures has bought the U.S. distribution rights to the off-Broadway rock musical, for $600,000 plus a percentage of the gross. The show will open on April 12 at the Orpheum Theatre last week (10). The film version of "You’re a Good Man, Charlie Brown" is said to be the highest price ever paid for an off-Broadway property, will be directed and produced by Stanley Donen. The movie will be shot here and in London.

Jon Peters and Dorothy Love are the producers of the stage show, which has a score by Hal Hester and Danny Dare. Donald Driver wrote the book and directed.

Harumi Set For National Tour

NEW YORK—In one of the most elaborate artist promotion tours in history, Verve/Forecast Records is introducing its new singing talent, Harumi, on a five-week-plus national tour. The label has booked Harumi and her group for a series of one-nighters to the trade in clubs in fifteen cities.

Harumi will fly directly to Boston for an appearance at the Boston Tea Party on April 10 and subsequent engagements include La Cave in Cleveland, April 17; Snug in Detroit, April 18; Chicago, La Cave, April 19; Chicago, Club 23; and Phantasia in Dallas on April 21. In addition, Harumi will remain in the city for the 25th for another night at the club. Harumi arrives in Seattle on April 28, for a concert at the University of Washington. Then he goes to San Francisco on April 27 to play at a club to be named shortly.

In Los Angeles he will perform for a benefit sponsored by Radio Station KRLA at the Pasadena Civic Auditorium, with a 30-piece orchestra. Tom Wilson, who produced the Harumi album and Larry Fallon are flying out to meet Harumi in LA. Larry Fallon will arrange and conduct the orchestra. From there he accompany Harumi to Honolulu for the second appearance at the Shell on May 10.

On the way back to New York Harumi plans to stop off in Indians, Miami, Philadelphia, Baltimore, Washington and Connecticutt. Visits include press conferences, cocktail parties, and radio and television appearances, which have been set up for the artist in each city.

Emphasis will be numbers on the first artist’s LP release called “Harumi.” The album includes 12 songs, nine by Harumi and two Japanese “Freakout” sides. One, called “Samurai Memories,” features Japanese dialogue over a heavy rock orchestra background. The other, a 24-minute cut called “See Ted Tales Of The Pomegranate Forest,” is scored with Japanese music and instruments under English dialogue.

Surf Club Owner Offers Light Show Servicing

NEW YORK—William Spence, owner of the three Surf Clubs in the Boston area has formed the Above Ground Light Co., to supply owners of clubs, bars, private organizations and teen-age dance ensembles with psychedelic light shows.

Subscribers to Spence’s program will receive a series of light shows which, while incorporating the use of slides, strobes and optical-sound 16mm films, will maintain the same concept. For example, there are now light shows in production built around Albert, surfing and hippy and space themes, with more to follow.

Surf Club attracts more than 10,000 kids each weekend, feel that the shows are of vital importance to the future of the many clubs today. He noted though that many owners of clubs throughout the country do not have people or equipment locally available to produce this type show.

With his research and experience in this area, Spence is able to pack professional light shows and insure constant ideas and changes for his subscribers.

Headquarters for the Above Ground Light Co., are located at 344 Atlantic Ave., Boston Mass.

No one saw. Nobody heard.

All’s Quiet On West 23rd.
The beginning of a great Heritage.

MGM RECORDS is proud to announce their association with JERRY ROSS, continuing his heritage of hits on a great new label:
Talent On Stage

PEGGY LEE

COPACABANA, N.Y.—Tim Hardin, Buffalo Sainte-Marie, John Sebastian, Johnny Rivers. That’s a good cross-section of the contemporary art of pop songs, and it takes up a goodly portion of Peggy Lee’s new act, which arrived at the Copa for a two-week stay last week. The Capitol songstress has always been a strong supporter of the rhythm-of-the-day (e.g. “Why Don’t You Do Right” and “Fever”) and it comes across winningly. Two songs, in fact, round out her current Top 40-"hit single a Koppelman-Robin production of Tim Hardin’s “Reason to Believe” and John Sebastian’s “Didn’t Want to Have to Do It.” Peggy is also referring to the old masters in such items as the breezy opening Richard Rodgers’ “Do I Hear a Waltz?” and Lerner-Loewe’s “Come Back to Me.” There’s even a brand-new song, Cy Coleman’s and Dorothy Field’s charming past to New York, “Personal Property,” which will be seen in the movie version of “Sweet Charity.” Note that Peggy introduced “Charri- ty’s Big Spender” several years ago at the Copa.

Down through the act there’s a continued mixture of old favorites and newer items, such as Buffy Ste-Marie’s poignant “Till It’s Time for You to Go,” “Travelin’ Light,” “Somethin’ Stupid,” “Alright OK, You Win.” “By the Time I Get to Phoenix” and the aforementioned “Fever” and “Why Don’t You Do Right.”

Supported by a fine orchestra under pianist John Levy’s direction, Peggy Lee is covering the best of several worlds of pop music in first-rate performances.

Long Time

A new group, known as Eternity’s Children, is shown on the occasion of their debut with Tower Records. Shown (from the left) are: Mike McClain, Charles Ross, Linda Lewey, and Roy Whitaker who is described obligingly rendering his signature.

Annadiane Pubberty Makes H’wood Debut

HOLLYWOOD — Annadiane Music, Publishing Company, a BMI affiliate, has been formed here by Diane Lampert and Fred Stuart. Miss Lampert has written many pop and C&W hits. This spring she will have singles released in England by Engelbert Humperdinck, Val Doonican, and Jimmy Justice, Brita-side, a new Jimmy Durante single, “Ten Girls Ago” will be out on Warner Bros.-Reprise. Sammy Fain, Miss Lampert’s co-writer on the song, will also have a release, Stuart is president of Fred Stuart Associates, Los Angeles-public relations firm.

Annadiane has an exclusive contract with Dick Michaels of Clark-Michaels Productions, to produce all its masters and dubs.

Annadiane’s first release will be by singer Jane Sparrow. The songs are “Let No One Love You” by Dave Saxon and Miss Lampert, and “To Be In Love,” by Dick Loring and Miss Lampert.

Miss Lampert leaves April 21 for London to work on several songs with Tom Springfield; the title song for a Boultling Brothers picture; and a Broadway show with composer Bernard Herrmann. She then goes on to Spain and Italy to set up sub-publishers for Annadiane.

New Pollof Label

NEW YORK—As a part of its general expansion, Herbert Polafy Associates has formed a new label, Argoxy Records. First disk will be a souvenir LP, "The Fall Guys in Person," recorded at the Sahara in Las Vegas by Bill Ramal to be issued next month. Current plans call for sales of the album to be limited to night clubs and lounges.

Cash Box—April 20, 1968

All’s Quiet on West 23rd.

Chelsea Pete. Working the street.

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

1 FRIENDS (Time of Year—BMI) Bosco Boys (Capitol 2160)
2 CABARET (Sunborn—BMI) North Alpen & Tijuana Brava (A&M 925)
3 WHY SAY GOODBYE (Robbins—ASCAP) Cosmic Francois (MGM 19793)
4 SHOW TIME (Alpert—BMI) Detroit Emeralds (Riv. Tic 153)
5 I GOT A SURE THING (East—BMI) Otta & Th-Night-Lady (Stax 245)
6 SHE WEARS MY RING (Audiff-Ross—BMI) Coleman King (Capitol 2114)
7 LOOK AT WHAT I ALMOST MISSED (Lamport—BMI) Parliament (Revistar 217)
8 A DINNE A DOZEN (East—BMI) Coleman Thomas (Stax 251)
9 LOUISIANA MAN (Audiff-Ross—BMI) Bubble Guppy (Capitol 2147)
10 A STOP ALONG THE WAY (Faison—BMI) Timothy Cott (Vee Vee 154)
11 SAN FRANCISCO GIRL (Fillip—BMI) Fever Tree (BMI 55060)
12 COME DOWN (Leon Hardwood—ASCAP) Honey Industries (Lhi 1200)
13 YUMMY, YUMMY, YUMMY (T. & M.—BMI) Ohio Express (Buddah 38)
14 LOVE IS BLUE (Croony—ASCAP) Claudine Longet (A&M 909)
15 MOOD INDIGO (Mollo—BMI) Brenda Lee & Pete Fountain (Decca 32299)
16 ANGEL OF THE MORNING (Blacks—which—BMI) Martin Roche (Bell 705)
17 YESTERDAY I HEARD THE RAIN (Rain—BMI) Tony Bennett (Columbia 44310)
18 I CAN REMEMBER (Big Sean—BMI) James & Bobby Purify (Bell 721)
19 YOU AIN’T GOING NOWHERE (Swart—ASCAP) Byrds (Columbia 44699)
20 IF YOU LOVE ME (Southern—ASCAP) Peggy March (HCA Victor 4994)
21 BILLY SUNSHINE (Blackwood—BMI) Eric Sands (Comet 2002)
22 DAYS OF PEARLY SPENCER (Pearson—BMI) David McWilliams (Riva 896)
23 NO OTHER LOVE (Wollman—ASCAP) Joy & Amorities (United Artists 50728)
24 BLACK ON WHITE (White Way—ASCAP) North Atlantic Invasion Force (Mr. G 806)
25 CHAIN OF FOOLS (Jobete—BMI) Jimmy Smith (Verve 10883)

26 FEELINGS (Triumph—BMI) Gross Roots (Dublin 4129)
27 BY THE TIME I GET TO PHOENIX (Judas—BMI) Magnificent Men (Capitol 2134)
28 MAMAN (T. R. Morris—ASCAP) (MGM 19793)
29 COME LIVE WITH ME (Ren Feist—ASCAP) Tony Scotti (Liberty 50604)
30 DON’T HURT ME NO MORE (Tim—BMI) Al Grene (Hot Line 15001)
31 IN THE HEAT OF THE NIGHT (United Artists—ASCAP) Dick Hyman (Command 4114)
32 WOMAN WITH THE BLUES (Don—BMI) Lampert (Dunhill 427)
33 BABY YOU’re SO RIGHT (Chubb & BMI) Brenda & The Tabulations (Son 5070)
34 THE LEGEND OF XANADU (Al-Cash—BMI) Barry & The Humbers (Essential 68287)
35 OLD MCDONALD BOGGLALOO FARM (Blue Crack—BMI) Sam The Sham (MGM 13920)
36 ILLUSION (Cannon—Asco—BMI) Bed Brox (Chariot 325)
37 I CAN’T MAKE IT ALONE (C.ToDateTime—BMI) Billy Medly (MGM 13921)
38 FAT ALBERT HEY (Hey, Hey, Hey (Coltrane—BMI) Fat Albert & The Crows (Tetragrammation 1300)
39 NEVER GIVE YOU UP (Dunhill—BMI) Jerry Butler (Mercury 72798)
40 LOVE MACHINE (Murray—BMI) Paul Jones (RCA 40504)
41 NOWHERE TO RUN (Johnte—BMI) The Whispers & The Warlock (Soul City 106)
42 CALL ON YOU (Sealark—BMI) Chu Turay & Anthony Mata (Seal & Seal 101)
43 FLIGHTS OF FANTASY (Dojo—BMI) Sergio Mendes & Brasil ‘66 (A&M 924)
44 THE GYPSIES, THE JUGGLERS & THE CLOWNS (Snark—BMI) Josh Jones (Kapra 900)
45 THE LOOK OF LOVE (Cuban—BMI) Sergio Mendes & Brasil ‘66 (A&M 924)
46 LIFE OF THE PARTY (Simpson—BMI) Louis Armstrong (Kapo 901)
47 NIGHTS IN WHITE SATIN (Essen—ASCAP) Moody Blues (Parlophone 85053)
48 THE POWER OF LOVE (Bosco—BMI) Robert Knight (Rising Sons 708)
49 SALLY WAS A GOOD OL’ GIRL (Bill & Bill) Trini Lopez (Screen Gems 6059)
50 THE DOCK OF THE BAY (Time of Year—BMI) King Curtis & Kingpins (Area 562)
Their big first single on ABC Records...

"BE MY BABY"
b/w "CANDY STREET"

Produced by John Modara for John Modara Productions.
Arranged by Richard Rome.
TOWN HALL, N. Y. — Tim Hardin, Verve Forecast Records recording artist, presented a selection of his self-penned contemporary songs at Town Hall on Wednesday night, April 10, giving ample evidence of why he is considered one of the major figures on the modern musical scene. Accompanying himself on guitar and piano, Hardin sang, for the most part, in a gentle, low-keyed manner. He opened the program with "The Lady Came From Baltimore," and gave tender readings to "Reason To Believe," "Hang On To A Dream," "Black Sheep Boy," and "If I Were A Carpenter." The artist's subtle singing style, while beautiful to hear, occasionally obscured his lyrics; a case of mother blurring matter. This was unfortunate, because Hardin's simple, understated words are exquisite poetry.

The performer upped the tempo in the second half of the concert with "Smagmin' Man," in which he celebrates the joys of that outcast's illegal activities "(I sell guns to the A-rabs, I sell dynamite to the Jews!)." Included in the program were moving tributes to the late comedian, Lenny Bruce, and the late C&W singer-composer, Hank Williams.

As his single encore, Hardin rendered "You Are The First Love Song," a lovely tune which he dedicated to his wife.

The artist was supported by a fine quintet: Danny Hankin, guitar; Dan McDonald, drums; Warren Bearhardt, pianist; clarinets, organ; Eddie Gomes, bass; and Mike Manieri, vibes.

ARTHUR, N. Y. — The Pleasure Seekers are beautiful—both musically and physically. If they didn't have any talent, they could work dates on the strength of their looks alone. But they do have talent. In fact, they play and sing with more power than most of the new male groups around. All-girl groups have appeared on the scene before, but none has made a lasting impact. Most of them lack a solid musical base. The Pleasure Seekers have not only a solid musical base, but talent material; they could go all the way.

On Wednesday night, April 10, at Arthur, the Pleasure Seekers tested their mettle against some of the biggest tunes of the day. They opened the evening with a rousing version of the Beatles' "Magical Mystery Tour," and went on to perform a number of the songs from the Beatles' "Sgt. Pepper's Lonely Hearts Club Band," winding up with "A Day In The Life." Their vocal and instrumental (three guitars, organ and drums) sounds are strong and professional, and their movements are well rehearsed and effective.

Exhibiting more energy than can reasonably be expected of five young women, the Pleasure Seekers entered the R&B and Motown bags and gave powerhouse readings of such soul numbers as "Try A Little Tenderness," "Stop! In The Name Of Love" and "Reach Out, I'll Be There." Another number which demonstrated the group's performance of the Bee Gees hit, "To Love Somebody." Having recently signed a contract with Mercury Records, and with their first Mercury single due out imminently, the Pleasure Seekers are now in a position to test themselves against a national public. The group is tight, and if the song is too...watch out.

THE SCENE, N. Y. — The Bagatelle is a large, Boston-based R&B act that is currently being produced by Tom Wilson for release on ABC Records. The club was crowded late on a midweek night, which isn't really the norm for New York niteries featuring a record-less act. There are, however, two other factors involved: 1) the scene has developed something of a reputation for booking good acts, whether they've been heard of or not and 2) a lot of people remember Tom Wilson's work with the Mothers as well as with early Dylan and Simon & Garfunkel. The Bagatelle deserves all of this attention because they're particularly good.

The Bagatelle is fast about even smit as far as enthusiasm goes between hard driving rhythm and solid vocal harmonies. They're strong on both counts. Much of the show is built on long, funkgy leads that include much of better known R&B, rock, and rock 'n' roll tunes of the past 10 years. There's more than enough current material in the Bagatelle's show to eliminate the possibility of their being categorized as a 'live-oldies-but-goodies' act but they do use a lot of really great old stuff.

HOLLYWOOD — A & M recording artist, Herb Alpert & The Tijuana Brass, have been on tour, which will cover 103 night engagements around the country. They will be at the Cow Palace, San Diego, May 9; University of Nebraska in Lincoln, May 10; University of Minnesota in Minneapolis, May 11; Butler University in Indianapolis, Indiana, May 12; Bradley University in Peoria, Illinois, May 15; Wicita State University in Kansas, May 14; University of Wyoming in Laramie, May 15; Colorado State University in Ft. Collins, May 16; Montana State University in Bozeman, May 17 and Brigham Young University in Provo, Utah, May 18. The confirmation of this tour was made by Gil Friesen, general manager of A & M.

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BY THE MUSIC MAKERS
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G-5003
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For D.J. copies, write to above address
**Cowsills: Product Tie-ins Start To Roll**

NEW YORK—The link between hit record acts and the merchandising of their popularity on a myriad of products continues to grow.

A strong case in point are the Cowsills, the hot MGM family that is about 15 in sales. According to Ed Justin, vp and merchandising director at U.V.M., the merchandising wing of Screen Gems-Columbia, moppets and teenies up to the age of 15 will be lured by the following products with Cowsills tie-ins: comics, posters, puzzles, toy musical instruments and a guitar retailing at $50. The $50 item is the peak of a range of prices that start at $1. (Actually, a Monkees guitar manufactured by Sorkin is the highest priced item, retailing at $40.)

In addition, ILAM is licensing monthly Cowsills columns in 16 Magazine and Datebook.

**Royalties & Flat Fees**

The Cowsills will be paid a 5% royalty on all sales. There are no special price of the hand-goods sold, while a flat monthly fee is being paid by the magazines.

Because of the special nature of the Cowsills act, including a mother and both male and female off-spring, Justin feels that the Cowsills could last longer than just on the merchandising market. This is quite a big margin over the normal range of disk acts. Just as Justin's words have "total acceptability", many of the clean-cut, family-type appearance.

The only set with powerful potential on the merchandising scene can lose out with improper procedures, Justin points out. In view, the Beatles suffered from such a fate because of the press, belittling the talent, that saw duplication of licenses that led to "confusion and hard feelings." He adds that the sensations from England could have been the all-time leaders in the merchandising area, but that the act's results fell far short of that possibility.

**Two-Way Street**

Do promotions based on hit record sales raise an issue of unfair competition? Justin's answer is that it's a two-way-street. Of course, it's crucial that an act continue to record successful sides, Justin says, "but promotions to tie in with the act are also essential." ILAM is vitally interested in learning from labels both the "right" and "wrong" merchandising disk act activity with regard to its clients. Also, there is an increasing use of "good" album artwork for licensing to poster companies.

**1st Scope**

ILAM maintains 19 offices on a global basis. In the case of the Cowsills, merchandising tie-ins figure most heavily in England and Italy, where they have achieved greatest penetration. In Italy, there are plans to produce Cowsills animations with their records serving as soundtracks. These will be sold to sponsors for jingle purposes.

**Pepper Still Expanding Distribution Channels**

MEMPHIS — Five new distributors have been named by Memphis-based Pepper Records, the label, a division of Pepper & Tanner, last week named Robert Ackerman of Detroit, St. Louis, Cleveland, and Madison for exclusive local distribution of records released by Pepper.

Marty Lacker, general manager of the firm, said that the distributors just named are: Summit in Chicago, Jay Kay in Detroit, Seaway in Cleveland, Roberts, and Tell Music in Madison.

**Shankar-Menuhin LP Is Angel's All-Timer**

Hollywood—A novel album by Indian sitarist Ravi Shankar and violinist Yehudi Menuhin, "Meet East," has reached the No. 2 position on the classical Angel label's all-time best-seller list, ahead of 2,000,000 by the Soviet Army Chorus and Benny Goodman, both mastered and played by Dennis Brain. Both of the top-place albums were released more than 10 years ago, and this rare collaboration was recorded 12 years ago.

"Meet East" includes compositions by Shankar based on traditional Indian themes with the composer on sitar and Menuhin playing violin (an instrument already assimilated by natalist composers Missa and Georges Enesco's Violin Sonata).

"Within months," said Myers, "we expect to have our No. 2 on Angel's all-time sales list. A second album, "Alpha," that was never being recorded and will be released as soon as possible." Myers is at a loss to predict if the joint project will expand the diad classical music, but doubts that Shankar and Menuhin's "insights into like many serious composers, are searching for new sounds, wider horizons. The demand for a genre such as Jazz, Age, Asia is part of our world, and we hope Angel can keep up with the Jazz Age in our artists and our ideas."

**RCA's 1st Qtr Profits Hit High; Sales Down**

NEW YORK — Profits at the Radio Corporation of America (RCA) hit an all-time high during the first quarter of 1968, despite a drop in sales.

Company reported a 5% increase in earnings and a 5% increase in gross sales, for the period ending March 31. Profits were $36.8 million, compared to $34.9 million in the same period a year ago. Sales of $1.8 billion, up 5%. The company attributed the increase to "continued strong performance of its communications equipment business.

"We are pleased with the results of our first quarter," said RCA's president, Robert Sarnoff. "RCA's "ability to maintain profit momentum in the first quarter was encouraging. Though general economic uncertainties, gives us an encouraging start on the new year, we will go on with the strategy of sales and earnings in 1968, the executive added.

No information is available on the showing of RCA's disk division.

**Mercury Sales (Continued from page 8)**

Philipps with 6 singles and 4 LPs on the top 100 charts. Maurice's "Love Is Blue" and "How Much Love's That We Never Had" and "Maurice's "Love Is Blue" and "How Much Love's That We Never Had"

**All's Quiet On West 23rd.**

**Thomas Mascher Is New Basford Prexy**

SAN FRANCISCO—Thomas F. Mascher, vice president and general manager of the Bosch & Company, distributor of Zenith, Gibson, Easy, Chrysler Airtemp and multifamily appliances, has been elected president of the Company, replacing Willard H. Mie, who has been named presiding officer and vice president of Kenyon & Eckhardt, Inc., Chicago.

**May 1 Is Cutoff Date For Nominations For '67 ASCAP-Deems Taylor Awards**

NEW YORK—Stanley Adams, president of the American Society of Composers, Authors and Publishers, has designated May 1 as the cutoff date for nominations for the 1967 ASCAP-Deems Taylor Awards.

-created to honor the late Deems Taylor as a composer, writer on music and music critic, the awards are being made each year to encourage excellence in American music

**ACSP Gives Buranko Awards**

NEW YORK — Winners were announced last week for the annual Nathan Buranko Memorial Competition sponsored by the American Society of Composers, Authors and Publishers (ASCAP). Prizes in the contest which evaluated essays dealing with copyright aspects were given to 5 contestents whose papers will be published in the ASCAP Copyright Law Symposium #17.

Winners were announced by Chief Judge Stanley Feld of the NY Court of Appeals and Herman Finkelstein, general counsel of ASCAP. They are: Carl R. Ramsey, who was awarded 1st prize of $1,500; Martin Balles, 2nd Prize of $1,000; David G. Griff, 3rd prize of $750; Nancy C. Dreher, 4th prize of $500; Raymond T. Nimetz, 5th prize of $250.

**Officer Warner. Around the corner**

**Cash Box**—April 20, 1968

50
Mortimer.
A new name, style and sound.

Dedicated Music Man
is their new hit from the album.

PRODUCED BY DANIEL SECUNDA FOR BB & D PRODUCTIONS
PHILIPS RECORDS, A DIVISION OF MERCURY RECORD PRODUCTIONS, INC. 35 EAST WACKER, CHICAGO, ILL.
Spain Wins Eurovision Contest

(Continued from page 7) Serrat would have been appropriately honored if he had performed the winning entry.

Spain’s victory in what now ranks as one of the world’s most important song contests came as the climax to a high-spirited event which began now to produce the kind of material that one would expect from a program of such enormous plug value and in-built international sales potential.

Staged this year at the Royal Albert Hall, London, and beamed to the 17 participating countries throughout Europe plus such countries as Russia, Cachoeiras, East Germany, Poland, Romania, Bulgaria and Tunisia, this was the first time the program had been broadcast in color. BCL hosted the proceedings as winners of the previous year’s contest when Sandie Shaw took Bill Martin and Phil Coulter’s “Puppet On A String” (KPM) through to a runaway victory.

Follow-Up Entry

It is a fact that the ESC has never been won by the same country for two years running but this year it looked until the very last moment that Brit- ain would become the first country to do so. Writers Martin and Coulter would also pull off the double for the first time.

It was their composition, “Congratulations,” that gave the British entry their chance, and other British numbers to gain entry into the ESC. Following the success last year of the hit, “You’ll Never Walk Alone,” a top flight attraction in her own right, this year Cliff Richard, another top artist, made a wide appeal, elected to represent Britain with the song. The commercial decision was then made to enter the contest, and the hit parade and the reaction throughout Europe before the contest was extremely favorable.

Positioning of the British entry in the contest was also fairly favorable for, by ballot, it was selected 15th out of 17 contestants. It came as no great surprise, therefore, when midway through the marking “Congratulations” was well up in the scoring and was dicing with the French number, “La Source” (The Spring) for top place. Towards the close of the voting it was still in the hunt, and the French ballad had been caught by the British entry. At the penultimate stage of markings, from Germany, Spain had to pick up four more points, and from the Germans, handing two points to Britain, gave the Spanish a massive vote of 2,000 points. As it happened, “La Source” is a song from the album “Eurovision Song Contest” and was written by Monty Wheeler.

Serrat’s victory was well deserved and he was declared the overall winner. The French song, “La Source,” which featured a prominent performance by Claude Lemaire, was selected as the winning entry.

The voting procedure was straightforward. The voting procedure was simple and direct, with each participating country having one vote. The countries were divided into two groups, each consisting of seven countries.

The voting took place in two phases. In the first phase, the countries in Group A cast their votes for the countries in Group B, and vice versa in the second phase. The countries with the highest total number of votes were declared the winners.

Monty Wheeler. He’s no squarer.

AGAC’s Eliscu Sites Songwriters’ Gains

NEW YORK—The members of the AGAC (American Guild of Authors and Composers) were addressed by Edward S. Bogard, president of the American Guild of Authors and Composers, on Wednesday, April 3, at the Hollywood Roosevelt Hotel.

The most recent copyright activity, Eliscu described the vital role being played by the publisher in today’s world. Eliscu emphasized the citizenship status for songwriters through fair royalty statements, truly professional contracts, concert performances in the new commercial age, and the need for new legislation that would protect the interests of songwriters.

Eliscu concluded his speech by saying that the AGAC was working to create new rules, but that the organization is committed to the principle that the rights of songwriters should be protected.

Overall, the 1968 contest produced some really effective songwriting with some to remember.
AND YOU SAID
IT COULDN'T HAPPEN HERE

IT COULDN'T HAPPEN HERE
by THE BANNED

A long time ago in Egypt
The Pharaoh had a million slaves.
He beat them to death in the desert sun
To build him a fancy grave.

What a terrible thing to do,
What a terrible thing to do.
But that's just history
and anyone can see:
IT COULD NEVER HAPPEN HERE!

Then close by the river Jordan
The gentlest of men was born.
They nailed Him to a cross on Calvary hill
With a crown of razor thorn.

What a terrible thing to do,
What a terrible thing to do.
But that's theology
and anyone can see:
IT COULD NEVER HAPPEN HERE!

Now how many men remember
The maddest murderer of all?
His victims cried out over six million strong
And the world never heard their call.

What a terrible thing to do.
What a terrible thing to do.
But that was Germany
and anyone can see:
IT COULD NEVER HAPPEN HERE!
IT COULD NEVER HAPPEN HERE!
We'd never let it happen here;
No!
IT COULD NEVER HAPPEN HERE!

Three tears for a mighty nation;
Too soon her glory turned to shame.
She spent all her dollars on bullets and bombs,
And pennies on misery and pain.

What a terrible thing to do.
What a terrible thing to do.
But that's insanity
and anyone can see:
IT COULD NEVER HAPPEN HERE!
IT COULD NEVER HAPPEN HERE!
We'd never let it happen here;
No!
IT COULD NEVER HAPPEN HERE!
NEW YORK—Decca Records last week unveiled its new album product for the month of April. Leading off the list of new LP's is the original sound track of "I'll Never Forget What's In A Name," with a score composed and conducted by Francis Lai of "A Man And A Woman" fame. Jackie Wilson and Count Basie team forces for a brand new Brunswick package titled "Manufacturers Of Soul," a set that includes the duo's single releases of "For Your Precious Love," "Chain Gang," and "Funkley Broadway." In the rock bag Decca is introducing a first LP by the Nova Locals, "Nova I." This

21 Welk Albums Coming From Ranwood This Month

HOLLYWOOD—Ranwood Records will be releasing a total of 21 albums from Lawrence Welk during the next thirty days. Announcement by the firm noted that shipment of 18 LP's would be forthcoming, including albums with Welk joined by the Lennon Sisters, Jo Ann Castle, Myron Floren and Jerry Burke.

An additional eight sets will be released at the end of May. These will be the best selling albums from Welk's catalog of 50 titles on the Record Masters, Decca and Realto labels. All LP's will feature new covers and new artwork. They will be available in time for Mother's Day.

At the same time, Ranwood disclosed that Welk's current chart LP, "I'll Be Blue," has been assigned to the RCA Victor Record Club and will be a feature LP in the month of August. The label also has announced a take-off show, the Welk Pontoon, on all the coast which will include 4-track, 8-track and cassette releases.

ABC To Issue Two Soundtrack Albums

NEW YORK—Two forthcoming motion picture soundtrack albums will be released by ABC Records as the result of an agreement recently consummated between Larry Newton, president of the label, and Sam Clark, group vice president of non-broadcast operations for American Broadcasting Companies, Inc.

"For Love Of Ivy," produced by Palomar Productions, the motion picture division of ABC, will star Sidney Poitier and Abbey Lincoln. With a score by Quincy Jones, the film will also include the off-screen voice of ABC artist B. B. King. In addition, Casalino, Pietelli & West, who are also on the ABC recording roster, composed a song which they will perform off-screen.

The second soundtrack is the Cinema Center production, "East Of Java," starring Maximilian Schell, Sal Mineo, Rizzano Brazili, and Brian Keith. Frank De Vol composed the score for this film with the title song written by Mack David. The ABC recording group, the Impressionists, will perform the title song off-camera.

Liberty Unveils 3 Instrumental LP's

NEW YORK—For its mid-April album release, Liberty Records is offering three new instrumental sets.

Heading the list is "Flights Of Fantasy," by the Ventures. On this album, the crack instrumental combo interprets a number of current and recent hits.

The 50 Guitars of Tommy Garrett take the listener on an instrumental trip to the deepest part of Mexico on their latest LP, "El Hombre." Tunes on the album include, "Yellow Days," "Domino De Ronda," "Magic Trumpet" and "The Hanging Tree." "Love Sounds" by the Love Strings of Mort Garson is a portrait of a young couple caught in the pulse of the big city. The music on this LP describes the city and the daily lives of the two lovers who are so affected by, yet still find escapes from, the pulsating metropolis.

CashBox Album Plans

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

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

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

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

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

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

JEWEL-PAULA—One free for every purchase on entire catalog. No expiration date set.

LITTLE-DARLIN'—Special 2 on 10 deal on all product. Expires May 1.

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

PHILIPS—Discounts on entire catalog. SP/MPS series are discounted 10%, all other classics discounted 20%. No expiration date.

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

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

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

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

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

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

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

CashBox—April 20, 1969

London's Phase 4 Launches Swing Series

NEW YORK—Spurred on by the favorable response accorded British bandleader Ted Heath's recent "Swing Is King" LP, London Records recently decided to inaugurate a swing series via its Phase 4 stereo line.


New Imperial/Minit Sets

NEW YORK—The highlight of Imperial/Minit Records' April LP release is the first album by a new group called the Moon.

"Without Earth" features 12 original cuts by the Moon. The group wrote, arranged, played, engineered and produced all of the cuts on the LP.

"Let's Get Together" is blues singer Jimmy McCracklin's latest LP.

Lark Sue Raney offers "With A Little Help From My Friends." Sue assumes all the vocal parts, from intricate harmonies to large choral effects. The tunes vary from the title "Vaya Con Dios."
At $35. an ounce this record is worth $52.50!

We waited for the right moment to advertise Tommy's latest hit. But now we know that it's headed for solid gold. Its market value is increasing every day.

"MONY, MONY"

Tommy James and The Shondells

50-Billboard
51-Cash Box
51-Record World

Guard against inflation!

ash Box—April 20, 1968
WP Offers Asian LP Release For April

NEW YORK—World Pacific Records‘ April album release consists of three
Asian albums.

Heading up the release is “Ravi Shankar in San Francisco.” Shankar
is showcased in a performance record-
ed at the San Francisco Civic Audi-
torium.

On “Paul Horn in India,” the jazz
flautist plays ragas and melodies based
upon ancient ragas and a number of

Indian musicians. Ravi Shankar com-
posed three of the melodies on the album, which was recorded in New Delhi shortly after Horn’s last visit with the Maharishi Mahesh Yogi at the Academy of Rishike-
sh.

Rounding out the Asian music re-
cord- "Carnatic Music" which fea-
tures South Indian singer K. V. Narayanawasamy.

At a time when the big record com-
panies absorbing the smaller ones, we must respect the temerity of the
founders of a new, small, and inde-
pendent label: I Norelco, one of the
word independent because that is the
prime motivation of the inter-
ested parties who have given birth to
the Skye label. It is their dedication
to doing things differently that has
given Norelco the freedom to do battle
to the giants of the recording industry.

To be sure, the buyers for the emer-
tioned record label and the record
buyer will benefit from a wholesome
attitude about music and the people
who make it, or, inversely, suffer from a lack of understand-
ing about it and them. With its advent to a multi-million dollar trade, much of the personal aspect of making records has evaporated.

It is this lack of personal involve-
ment in the record industry today that is the basis for the emerging cop-
ies, it; they want everyone connected with the label to be com-
pletely involved, such as people were
in the early days of recording.

Yet Exce, Talent Roster

Norman Schwartz, long affiliated
with music and musicians, is the di-
rector of Skye Recording Company,
Ltd., and its principal investor. The
other principals in the company are
Lennie Lewis, veteran record man
who is in Skye’s Director of Sales
and Promotion, Gary McFarland, Cal
Tajder, and Gabor Szabo, each an es-
tablished, and rising, star in the in-
dustry, has recorded an album for Skye, which three albums constitute
its first release. The premise of giv-
ing musicians stock in a record com-
pany is of evolutionary, to be sure;
but it is a pleasant regression to the
more personal relationships that flour-
ished when the business of making
records was in its incubation period.

No A&R Concept

Speaking with Schwartz and Mc-
Farland, it is learned that, unlike other
companies, Skye will not have what
has come to be known as an A & R man to enforce the belief that a
record on a show should be the re-
fection of the artist and not someone
who has done all the preliminary
preparation for the recording date.
Too often, they observe, an artist
comes into the studio, where tunes,
cards, sidemen have been assembled by the A & R department, lends his or her
virtuoso talent to the assembled parts,
and leaves. To them, Schwartz and
McFarland, this is only partial in-
volve-ment and not compatible to their
thought. They intend to pay annual-
ly recording artists larger royalties than has been the custom, but, in return, they will only perform for a partnership agreement that includes marketing.

Necessi-
city to give more guarantees will be raised to the artist. The luckily good
will have the major say in matters pertaining to his album, of course, the
players chooses to use on the date to the editing and mixing of the tapes to the for-


tagage that will house his album. From
my many conversations with musi-
cians who have recorded I must an-
sume that this attitude on the part of
distributors of the company is welcomed on a desert. In summing up the mission of Norelco,
man Schwartz said, “We don’t want to be in the business of creating art for art’s sake, or for mere
merchandising, and marketing it.”

First Releases

Skye’s first release, now stock-
d in distributors across the coun-
try, embraces three albums, “So-
cular Heat” by Cal Tajder, “Does The
Night Smile” by Lennie Lewis, and
“Baccanai” by Gabor Szabo. From a reviewer’s point of view, I would say that each one is an excellent album and that each
returns us to the excellence of the previous paragraph. If they can main-
tain this high level of quality, and if I fail to see why they can’t, distribu-
tors are accustomed to paying for
their promotional copies and, as a
consequence, one does not have to
number of albums that they give out for air play, review, etc., which can only din the points that they are
getting off the ground. Skye also in-

tends to service, as do the other labels, the college radio stations
around the country, another area that, for the musician, is a point of
the promotion departments of most record labels. Schwartz told me that he’s not in the business of selling rec-
ords, but that he does recognize the importance of exposure and that the
possible channel of exposure and was to do so is being penny wise and
poor foolish.

Skye will record in stereo only and the Albums will have a suggested
retail price of $4.79. They have made contractual arrangements with Am-
rex Tape, The Country Club, and Columbia International for dis-
brcasion in each related field. Three

The company will release a year with Skye artists as I am sure
anyone is aware. The Skye artists will record when they have something together that should be recorded, be it for an album or ten. The quality of what is to be recorded will be the denominator.

The principals of the Skye Recording
Company, Ltd., Norman Schwartz,
Lennie Lewis, Gary McFarland, Gabor
Szabo, and Cal Tajder have more than ade-
quate experience in the record bus-
ness, being perhaps, the best of all.

Brother Jack McDuff

Signs Pact With Cadet

NEW YORK — Soul/jazz organist
Brother Jack McDuff, formerly with
the Pablo label, has signed a new
recording contract with Cadet Records.
McDuff will continue to be produced
by Lew Futterman, Cadet president.
McDuff is scheduled for the last week in
April at Cadet’s Chicago studio.

Cash Box — April 20, 1968
We Proudly Congratulate

LESLEY BRICUSSE

for

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DOCTOR DOLITTLE

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Cash Box — April 20, 1966
"I have come to appreciate the role the radio announcer plays in the life of our people. For better or for worse you are opinion makers in the community and it is important that you remain aware of the power which is potential in your vocation. The masses of Americans who have been denied and deprived educational and economic opportunity are almost totally dependent on radio as their means of relating to the society at large. They are the thousands of people who have come to feel that life is a long and desolate corridor with no exit signs." *

NATIONAL ASSOCIATION OF TV & RADIO ANNOUNCERS

*From a speech delivered at the Annual Convention of NATRA: August 11, 1967 in Atlanta, Georgia
Wax Adds 2 To Staff
NEW YORK—Morton D. Wax & Associates has two new staff members—Howard Sherman, who joins the firm as an account executive in the publicity department, and Richard Pershinger, who will work in the record promotion department.

Sherman will be servicing the communications trade publications with press information for clients in recording, television, radio, the film industry and commercial production. Sherman was a publicist with Walt Disney Productions in New York for four years. He was involved in all phases of Disney publicity including the management of a series of promotional tours for the Mickey Mouse Club. Sherman recently completed two years of military service. While in the Army he was assigned to the public information office at Fort Totten, New York as non-commissioned officer in charge of a missile demonstration team.

Richard Pershinger, formerly of Record World, will assist Barry A. Fiedel, who has been appointed to the post of general manager of Wax’s record promotion department. Fiedel will be expanding his department by initiating a new division, an underground record promotion department, servicing and specializing in F.M. progressive rock and college stations. Judy Liebman has been moved to head Wax’s fan magazine department and will also be in charge of TV and radio interviews.

SAVE AM RADIO!
PLAY ESP DISK

Robert Jackson Joins Capitol As Controller
HOLLYWOOD — Robert B. Jackson has just been named controller of Capitol Records. Jackson will be responsible for all accounting and financial operations of Capitol and will report directly to Stan Gortikov, the firm’s president.

Previous to his Capitol appointment, Jackson was employed for eight years as Hollywood controller for the CBS Television Network. He was previously employed by Space Technology Laboratories, several manufacturing firms, and Haskins and Sells. Jackson served as an officer in the United States Navy after his graduation with honors from the University of California at Berkeley, where he received a B.S. in Business Administration. He became a Certified Public Accountant in California in 1948. Jackson and his family make their home in San Marino.

Hashberry Finishes Films With Rotary Connection
Hank Schwartzen, president of Hasherry Films, said last week that his company had contracted for and completed the 16 mm merchandise films for the release of a series of three films for Chess/Cadet Records.

This is the first series of Hasherry-produced films for television. The series is the latest in a series of a complete album. The films may be shown together as a complete film having three different sections or moods, or may be shown under separate titles: “Soul Man,” “Ruby Tuesday,” and “Lady Jane” with the Cadet concept team the Rotary Connection.

Hashberry is presently distributing the films in 192 markets for air play by network, syndicated and local television day jet programs.

Over The Mark
Shown lifting a glass of honey (1) at a cocktail party thrown by United Artists President Jack Nicholson in New York on July 23, the hill will include dancing and story telling as well as varied folk music forms during the Tuesday—Wednesday schedule. July 24 will feature the annual “Children’s Day” program hosted by Jim Kuekkin.

Opening the large evening shows on Thursday, the Newport Fest will include shows covering American and foreign folk music, country music, blues ballads, protest, bawdy, sacred, traditional and modern material. Afternoon workshops will be presented this year, as last, in an informal “country fair” atmosphere for close range listening opportunities.

Sunday evening’s closing show will be a tribute to the late Woody Guthrie.

Folk Fest Programming Near Completion
NEW YORK—Dates and schedules for the up-coming Newport Folk Festival have been completed and the lineup of performers at the July event is also near- ing completion.

Set to run from Tuesday, July 23, through Sunday the 28th, the annual Folk Festival will follow last year’s pattern of opening with smaller informal programs on the first two days before moving into the larger evening shows toward the Festival’s conclusion.

Held at Festival Field in Newport, R.I., the bill will include dancing and story telling as well as varied folk music forms during the Tuesday—Wednesday schedule. July 24 will feature the annual “Children’s Day” program hosted by Jim Kuekkin.

Opening the large evening shows on Thursday, the Newport Fest will include shows covering American and foreign folk music, country music, blues ballads, protest, bawdy, sacred, traditional and modern material. Afternoon workshops will be presented this year, as last, in an informal “country fair” atmosphere for close range listening opportunities.

Sunday evening’s closing show will be a tribute to the late Woody Guthrie.

Tighten Up Takes Off For Atlantic
NEW YORK — “Tighten Up,” by Archie Bell and the Drells, is enjoying brisk sales action on Atlantic Records, after having been kicked off on May 19, the day it was made in Texas, gained the approval of KOCH program director Don Sundeen, and deejays Travis Gardner, Gino Baylor, King Bee, Deep Throat, Gee Gee, and Skipper Lee. Atlantic picked up the mark as a result of the enthusiasm generated by its airing on KOCH.

Kaybank Changes Name To Sentinel
NEW YORK — At their annual meeting, the stockholders of Kaybank Recording Corp. voted to change the corporation’s name. Robert G. Haake, 43, was elected president and managing director of the Kaybank. He succeeds Vernon C. Bank, who retired in September 1967. Other officers and directors are: Jan L. Jan sen, chairman of the board; Jack L. Chestnut, secretary; Amos Hellrich, director; Donald F. Zibell, director; and Andrew J. Martin, director.

Sentinel Record Corp. presently handles all phases of the record manufacturing business, including designing, printing, and fabricating of labels and jackets in its own facilities in north Minneapolis.

TRO Ready For New Singles, Harum Tour
The Richmond Organization, which now has a major singles hit with “The Unicorn” by the Irish Rovers on Decca, is gearing its promo forces for two new entries in the singles derby, both of which will be on A&M Records featuring British artists. These include the Procol Harum and a new solo chanter Joe Cocker.

The Procol Harum, whose giant hit of last fall, “A Whiter Shade of Pale,” is also published in this country by TRO, arrive in America for their third tour Friday (19). The group will be here for a month featuring its new single, “Quicksand.”

Joe Cocker, a relative newcomer on the British scene, is featured on the single, “Marjorie,” which has already been released in England. A&M also expects to release a new single by The Move, another British group which hit the British charts with “Fire Brigade.”

Essex Music, which is the TRO-affiliated British firm, publishes material by the Move and Procol Harum in England, while TRO is the American publisher for both groups.

Seeco Runs New Base As ‘Clearing House’
NEW YORK — Seeco Records has opened new offices at 1650 Broadway and assumed a new function as a clearing house.
**Pop Picks**

**BIRTHDAY — Association — Warner Bros.-Seven Arts W/WS 1733**

The Association should soon be seeing chart action with this LP of pop melodies which includes their recent chart single, "Everything That Touches You," "Rose Petals, Incense And A Rabbit," a sweet, tender outing, "Time For Livin'," and "the Birthday Morning," a soft, lovely effort are also featured on the disk. The album promises to develop into a huge hit.

**THE BALLAD OF BONNIE & CLYDE — Georgie Fame — Epic LN 24368/BN 28568**

Titled after his current single smash, chanter Georgie Fame's latest LP is a powerhouse effort that's bound to make plenty of sales noise. The set has an "oldies" flavor, "Someone To Watch Over Me," "Side By Side" and "St. James Infirmary" really are oldies, and "When I'm Sixty-Four" and "Mellow Yellow," are recently-written tunes that have an oldies sound. Fame's versions of all these numbers, of course, bear his special stamp. Should be on the charts soon.

**THE PAINTED DESERT — Ferrante & Teicher — United Artists UAL 43856/UAS 6636**

United Artists' renowned piano duo, Ferrante and Teicher, offer their interpretations of a dozen famed western tunes on their latest album. Blending the sounds of their instruments together with the kind of teamwork that has made them an immensely successful disk act, F & T play "Home On The Range," "High Noon," "Yellow Rose Of Texas," "Tumbling Tumbleweeds," and eight others. Watch for this one on the charts.

**Pop Best Bets**

**CINDERELLA ROCKEFELLA / FREE JUST LIKE THE WIND — Abi & Esther Ofarim — Philips PHS 600-289**

Israel husband and wife singing duo, Abi & Esther Ofarim, are currently on the Top 100 with their single waxing of "Cinderella Rockefella" (the amusing, infectious, honky-tonk-style bouncer is a smash on the international scene). This LP includes a variety of toe tappers and ballads and features, in addition to "Cinderella," a lovely ballad, sung solo by Esther, called "Your Heart Is Free Just Like The Wind." Look for good action on this set.

**THE LIFE AND SOUL OF THE PARTY — Peter Duchin — Decca DL 49877/49867**

The piano wizardry of Peter Duchin is everywhere in evidence on this scintillating album. The artist also renders a number of harpsichord solos. Duchin's technical brilliance and faultless interpretations are displayed on such outings as the little track, "I Say A Little Prayer," "The Look Of Love," and "Norwegian Wood." A superbly tasteful package, the set should receive substantial good music play.

**THE LENNON SISTERS TODAY — Mercury SR 61164**

The Lennon Sisters, long a fixture on the Lawrence Welk TVer, serve up a selection of pop goodies, rendering their material in pert, sweet fashion. Included on the set are such tunes as "Can't Take My Eyes Off You," "What The World Needs Now Is Love," "Everything That Touches You," and "I'm Gonna Make You Remember Me." The LP shapes up as a strong sales item.

**ELI AND THE THIRTEENTH CONFESION**

Here's a delightful offering of songs from songwriter/composer Laura Nyro. It's a powerful and exciting set that is tinged throughout with blues. Some of the stronger tracks are: "Lucky," "Eli's Coming," "Stoned Soul Picnic," and "The Confession." The set, issued on Columbia, is very pleasantly packaged and should see a wide variety of airplay and sales activity.

**MANUFACTURERS OF SOUL — Jackie Wilson & Count Basie — Brunswick BL 54134/754134**

Jackie Wilson and Count Basie made chart noise with their "Your Precious Love" single, and now they appear together on an album that should also hit the charts. Wilson, vocalizing with his usual power, and Basie, playing in fine style on organ, piano and clarinet, complement each other's abilities and achieve a rare intensity of communication. Besides "Precious Love," the set includes Wilson's and Basie's latest single, "Chain Gang," which has just hit the Top 100, and nine other groovy tracks.

**WOW — Moby Grape — Columbia CSX 3**

**GRAPE JAM — Moby Grape, Mike Bloomfield, Al Kooper — Columbia MCS**

If you buy "Wow," which goes for $1 over standard list, you get with it in the same package another album, "Grape Jam," free. "Grape Jam," features Moby Grape jamming with Mike Bloomfield of the Electric Flag group on Side 1 and with Al Kooper of the Blood, Sweat & Tears group on Side 2. The highlight of "Wow" is "Just Like Gene Autry; A Fox Trot," which features Arthur Godfrey on banjo and uke (really!). Lots of groovy rock sounds. Watch it move.

**I'M GONNA MAKE YOU LOVE ME — Madeline Bell — Philips PHS 600-271**

Madeline Bell hit the charts with her very first American release of this album (the Newark-born lark had worked as a session singer in England, primarily on vocal work, as in songs by artists such as Dusty Springfield). Miss Bell has a strong and versatile voice, equally suited to soul-filled R&B numbers like "Mercy, Mercy, Mercy," and good music ballads like "Glimp Ev'ry Mountain." She should have a bright disk career ahead of her.

**THE INNER MYSTIQUE — Chocolate Watch Band — Tower ST 4180**

The Chocolate Watch Band serves up a tasty bunch of powerful tracks including such outstanding efforts as "Baby Blues," "I Ain't No Miracle Worker," "Inner Mystique," and "Voyage Of The Trieste." It's hard rock that should find a great deal of favor with the teen market. Cover art on this set is particularly intriguing.

**RARE JUNK — Nitty Gritty Dirt Band — Liberty LST 7840**

The overall sound of this album comes across as early Jazzy and jazzy and blended with a hint of rock. Good time music from the beginning, this one is a strong candidate for spins and sales aplenty. "Reason To Believe," "Mourning," "Tears," "Mourning," "Blues," and "Mourning," "Tears," and the classic "Hesitation Blues" are among the more outstanding tracks.

**JONI MITCHELL — Reprise 6283**

On this, her first album, songstress Joni Mitchell, a prolific and oft-cut writer, offers ten lovely tracks, perhaps the foremost of which would include: "Michael From Mountains," "Night In The City," "Nathan Lafraneer," "Diet Of Penance," and "The Cactus Tree." She handles all vocals and guitar (bass guitar is Steve Bills) in addition to having executed the cover art. The product is very simple, extremely tasteful, and all in all, the album is an emotionally moving experience and a listening delight.

**UP THE JUNCTION — Original Soundtrack — Mercury SR 61165**

Manfred Mann performs the music on this soundtrack LP from the Paramount film, "Up The Junction," which stars Sam Kendall and Dennis Waterman. The movie concerns working class life in the slums of London, and the music aptly captures the vitality and mood of the scene. The tune, in both vocal and instrumental versions, is particularly effective. The set should capture the fancy of many.
In 'The Room'

Candy Graham (seated) signs an exclusive recording contract with UNI while Russ Regan (left), general manager of UNI, and J. R. Shanklin, her producer, look on. This contract, her first, is pitched through Johnny Mercer's Golden Age Productions. Her initial single is entitled, "The Moon"/"Cry A Little Tear." The lark has an extensive TV and nightclub background and she has just returned from a world-wide USO tour.

Ciao}

The California Copyright Conference installed its newly elected officers and board of directors for the 1968-69 season at its recent meeting, presided over by out-going president Herbert Gottlieb (ASCAP-West Coast).

New officers are: Arthur Hamilton (songwriter) — President
Herbert Eiseman (BMI-West Coast) — First Vice President
Bernard Brody (Brody & Associates) — Second Vice President
Shirley Clough (Four Star TV Music Co.) — Secretary
Loris McGrew (Warner-Sherman Arts Music) — Assistant Secretary

Board of Directors:
Malcolm Beelby (Warner-Sherman Arts Music)
Irwin Coster (Universal Pictures Music)
Mike Elliot (Liberty Records)
Mickey Golden (Criteron Music)
Sidney Goldstein (E. H. Morris & Co.)
Bill Stewart (D. J.)
Paul Weirick (Vogue Music)
Mary Williams (NBC Music Clearances)

Hold-over Board members are:
Jesse Kaye (MGM Records)
Bob McCluskey (Acuff-Rose)
Averill Pasawor (Attorney)
Stephan Pasternacki
Estelle Radin
Alfred W. Schleisinger (Administrator)
Harold Spina (songwriter)
Keith Williams (songwriter)


Kaiser Appointed CSC Treasurer
BEVERLY HILLS—Roy Silver, president of The Campbell, Silver, Cosby & Irwin Sidney Kaiser treasur-er of the firm, Kaiser, president of New York City's Sidney Management, arrived from New York last week (1) and is making his permanent head-quarters in CSC's Beverly Hills offices.

Kaiser's company has been Bill Cos-by's financial guide for the past five years and CSC's since its birth last year. Due to the heavy demands of CSC's production program, Kaiser has given up his participating New York ties for the full time executive position with CSC. Kaiser remains, however, full non-working partner in the N.Y. accounting firm of Gottfried, Mausner & Kaiser.

Holman Joins Ovation Staff
NEW HARTFORD, CONN. — Ova-tion Instruments Division of Kaman Corporation has appointed Howard E. Holman to the new position of director of manufacturing for the firm's Manufac-turing Organization. Holman will become the fourth executive to be added to the Ovation staff and will immediately begin overseeing a major expansion of the firm's manufacturing operation.

In 1960 Holman became assistant chief engineer for Lowry Organ Co. in Chicago, and went on to establish himself as a manufacturer of professional electric guitars, amplifiers and other electronic devices.

Most recently Holman was vice pres-ident of engineering and manufacturing for Valco Guitars in Elk Grove Village, Ill. Previously he had filled executive positions with Majestic Radio & Television, the Lowry Organ Co., and the Argus Corp. Holman has been awarded a number of patents for electronic musical equipment.

Educated at the University of Illi-nois Extension Division and at Iowa State College at Ames, Iowa, Holman served in the U.S. Navy from 1943 to 1946, designing electrical and electronic installations for the American Military Government in the U.S. and in India, and ended his service in the South Pacific.

In 1948 he joined Majestic Radio & Television at St. Charles and Elgin, Ill., as test equipment design section head. There he designed and equipped the first central frequency generator screen room and shielded plant distribution system ever installed by a large manufacturing concern.

In 1960 Holman became assistant chief engineer for Lowry Organ Co. in Chicago, where he was credited with a number of music industry innovations. Among these were the first commercial hi-fi record-play-ing equipment, a patented organ device for the piano, and other electronic organ controls.

In 1965 Holman went with Wurlitzer Co. as chief engineer and engineering manager. He formed Wurlitzer's Electronic Division at Corinth, Miss., designed and equipped complete line of successful electronic organs and pianos. From this period his patented developments included a variety of organ components and circuits, including a rhythm device called the "Siedman," the electronic piano, and the first multi-output organ tone generators.

From 1961 to 1964 Holman left the music equipment business to become president for Meatges & Company, Manufacturing Co. at Independence, Kan., producer of integrated solid state sub-miniature encapsulated circuits and other advanced electronic components.

In 1964 Holman took over as chief engineer and manufacturing manager for the company, Holman-Woodell at Nesh-do, Kansas, to research, develop and produce a new c-pfessional quality electronic fretté and keyboard musical instrument with a digital memory and audio equipment. Holman served as president and general manager of the company until 1967, when he joined a Valco Guitars.

Jewels Upped At E.B. Marks
NEW YORK—Robert Jewels has been named general sales manager of Ed-ward B. Marks Music. Herbert Marks, president of the seventy-five-year-old firm, noted that Jewels has been serv-ing the firm in various executive capaci-ties for more than five years, most recently as sales promotion manager. Jewels assumes the post vacated since the death of Carl Coehrs, nearly a year ago.

The Marks sales network includes Frank Kossy, eastern and southern sales; Edward Adams, mid-west; Robert F. Pel, west and south; and Vic Melin, northwest. The entire sales network will report directly to Jewels, who currently is associated in the publica-tion and sales schedule on the score to the "George M." musical.

Jewels had this to say: "Like 1967, I expect 1968 will be another pro-ductive year in printing. Not only are we enjoying larger sales in all areas, but the sales staff has been able to obtain new band works by such composers as Norwegians Averill, Joito, Alfred Reed Clinton, Williams, Richard Hayman, Ernest Gold, et al. an interest in concert performances in New York of the most energetic choral program under the, Les of Don Walin and Ralph Hunter, plus the accelerated program of folklore issues, assure this.

Prior to his joining Marks, Jewels was with Broadcast Music.

Don Black Busy On Film Writing Chores
In making a brief visit to New York and Los Angeles, lyricist Don Black has returned to England to complete several film writing assignments. Black wrote the lyrics for the 1967 Oscar-winning song, "Born Free," and "To Sir, With Love," which, to the surprise of many, has passed over for an Oscar nomination.

In collaboration with John Dankworth he's putting finishing touches on "Hidesaway," to be sung by George Fame in Universal's production, "Go, forth," which stars Richard Burton and Elizabeth Taylor.

With Guy Wolfenden, former direc-tor of The Shakespeare Theater, Stratford-on-Avon, Don is penning the title song for Universal's "Relax, a Four Letter Word," starring Cilla Black and David Warner.

To Francis Lal's melody, Black is lyricizing three songs, "One Day Soon," "Here We Go Again," and "Love's A Gas," of which the last is penning the title song for Universal's "I'll Never Forget What's His Name".

Together with Mark London, his collaborator on "Born Free," Black is engaged in two projects; for 20th's "Gates," they're penning two songs; "Whilst Mine Eyes Rest On The Water" and "Come From?"; in addition they were signed by Columbia Pictures to write eight songs for the "One Million B.C." and star LuLu, and be filmed next summer.

In another project, Black is writing lyrics to "This Time," whose melody was written by Ken Thorne and is fea-tured—without lyrics—in the Alas Adventurer.

Black-lyricized songs from films in current release include The "Party-" and "Nothing To Lose," both in collabora-tion with Henry Mancini. They are sung by Claude Loquet in The Party, film also in color, is in song, "Pretty Polly", written by Black with "CBS." The new "Love the little Mat-ter Of Innocence," starring Hayley Mills.

UNDERWAY — Show celebrating the recent Debut of Harry "Bud" Weisner and his Swingin’ Herd at the River-boat on the Emprise State build- ing are (left to right): Woody Her- man, Caterina Valente, and Sugar Ray Bevilaqua.

The firm's offices are at the Village Gate, 160 Bleeker St., N.Y.C.

FROM COAST TO COAST, FROM OCEAN TO OCEAN

CASH BOX COUNTS!

Cash Box—April 20, 1968
Pop Best Bets

ELLIE GREENWICH COMPOSES, PRODUCES, SINGS—United Artists UAL 3648/UA 8948

Multi-talented Ellie Greenwich, who has composed and produced many Top 40 tunes, here offers an LP of 10 pop melodies, all of which she sings, five of which she wrote and all but one of which she produced. She exhibits a strong, compelling voice in such efforts as "I Want You To Be My Baby," "Baby, Baby, Hey," "The Letter," and "I'll Never Need More Than This." This set is likely to enjoy the same success that most of the disks penned and produced by Miss Greenwich have attained.

POWER OF LOVE—Hour Glass—Liberty LRP 320/CL 17522

Melodious rock tunes such as the title song, "Changing Of The Guard," "I Still Want Your Love," and "I'm Hanging Up My Heart For You" make this LP by the Hour Glass a winning package. Bluest, mournful, and soulful vocals by Gregory Allman are highlights of the set. Judging from the sounds on this album, the hour of success for the Hour Glass may be at hand.

AN AUDIENCE WITH THE KING OF WANDS—Gale Garnett & Gentle Reign—Columbia CS 9625

Featuring their current "Breaking Through" single, Gale Garnett & the Gentle Reign's new album is comprised entirely of Gale Garnett chippings except for Fred "Dolphins," which is performed beautifully by chanter Bob Ingram. Gale Garnett handles most of the vocal chores. Highlights include four "Mini Songs." Some of the other outstanding titles are: "Ballad For F. Scott Fitzgerald," "Big Sur," and "That's Not The Way." An excellent album.

EARTH OPERA—Elektra EKS 74016

Peter Rowan, vocalist and guitarist of Earth Opera, wrote all of the songs on this set (one of them is a co-collaboration with Vinn Grazman, who plays mandocello and mandolin for the group). Rowan's lyrics are poetic; his main themes are loneliness and alienation. His musical style is primarily rock, slow-paced or mid-tempo. He sings his songs with conviction. Keep an eye on this set. It could break out.

FOR YOU—Greg Morris—Dot DLP 25851

Greg Morris, one of the stars of the "Mission: Impossible," TV series, makes his album debut with "For You." On the set, Morris speaks song lyrics to the accompaniment of an orchestra. His rich, well-modulated voices showcases his material in an interesting new light. Top efforts include "For One In Love," "This Is All I Ask," "Try To Remember" and "The Look Of Love." Could go far.

Jazz Picks

SOLAR HEAT—Cal Tjader—Skye SK 1

The first release on the brand new Skye label, this LP features vibist Cal Tjader at what is very likely his best. In addition to the title track, such tunes as "Ode To Billie Joe," "Felicidade," and "Never My Love" are given that special Tjader treatment that has thrilled Latin/jazz fans for years. Arrangements are by Gary McFarland, who is also heard on vibes.

Classical Picks

RAVEL: DAPHNIS AND CHLOE—De Burgos/New Philharmonia Orch./Ambrosian Singers—Angel 3 36471

Rafael Frühbeck De Burgos, leading the New Philharmonia Orchestra and the Ambrosian Singers, has come up with an excellent interpretation of Maurice Ravel's ballet, "Daphnis And Chloe." The work, alternately lyrical and fiery, contains some of Ravel's most compelling music. The "Dawn Scene" is one of the most beautiful pieces of lyricism ever written. Give this album a most careful listen.

THREE 25 DAYS IN SEPTEMBER—David Blue—Reprise RS 6296

David Blue sings nine contemporary songs, all of which he composed. The lyrics are simple, yet indirect, and they are written in a sort of free verse. The artist renders his material in a low-keyed, gentle manner, creating a moody, poetic atmosphere. In addition to the title tune, the LP includes "You Need A Change," "You Will Come Back Again," and "Scales For A Window Thief." The set could gain the approval of a wide listener-base.

IN THE MORNING—Status Cymbal— RCA Victor LPM/LSP 3993

Light rock/middle-of-the-road for the most part, this package by the Status Cymbal is likely to see plenty of sales and airplay activity in those markets. Outstanding tracks by the vocal trio include: "Having Fun Again," "Love To You," "In The Morning" (their current single) and "Sleepy Sad Cafe."

NOVA I—Nova Local—Decca DL 4977/4977

The Nova Local renders a set of rock outings, with the tunes varying from hard-driving, psychedelic offerings to soft, musing efforts. "If A Ticket" is a powerful, surging item, while "A Visit From It, The King" is a gentle, easygoing number. A string choir backs up the quintet on "Forgotten Man," a most appealing melody. With this LP, the Nova Local could gain a sizable following.

THE HANDWRITING ON THE WALL—Jack Raymond & Haskell Barkin—Atlantic SD 8178

Here is a laugh-filled comedy album devoted to the subject of Graffiti, words or phrases written in public places, on cars, on billboards, etc. Created and compiled by Jack Raymond, produced by George Booker and George Foster and narrated by Jack Raymond and Haskell Barkin, the set explores the various aspects of graffiti, including "Sex," "Advertising," "Politics," and others. Could be a winner.

KISMET—Mastersounds With Wes Montgomery—Pacific Jazz ST 20180

Part of PJ's "Jazz Milestone" series, this album is a discerning collection of excellent jazz tracks. There's a heavy emphasis on vibes as well as Montgomery's guitar throughout the set. Included among the stronger efforts are: "Olive Tree," "Not Since Nineveh," "Baubles, Bangles, And Beads," and "The Eyes Of Paradise." Should be a wide market for this one.

RICCI PLAYS BACH: SONATA NO. 3 IN C MAJOR/PARTITA NO. 1 IN E MINOR—Raffa- giero Ricci—Decca DL 710152

Violinist Ruggiero Ricci here offers his third in a series of albums devoted to Johann Sebastian Bach's sonatas and partitas for unaccompanied violin. Ricci plays with great dexterity, grace and spirit, executing with fine artistry the technical and spiritual demands made upon him by these difficult Bach works. Classical listeners should find this set extremely rewarding.
A TRIBUTE TO A GREAT AMERICAN

20th CENTURY-FOX RECORDS
presents the album

I HAVE A DREAM
THE REV. DR. MARTIN LUTHER KING, JR.
1929-1968

THE ORIGINAL ADDRESS FROM THE MARCH ON WASHINGTON AUGUST 28, 1963

TFS 3201
Available Immediately
Parker Joins London Records Sales Staff

NEW YORK—Allan Parker has joined London Records New York sales staff. According to Herb Goldfarb, national sales and distribution manager, the appointment reflects continuing growth of sales volume at London, which recently closed the most successful sales year in its 21-year history.

An additional factor in the acquisition of talented sales personnel, Goldfarb said, is growth of the record industry's large rack and distribution operations now mushrooming in many areas of the country.

Parker began his career in sales for the Decca Records branch in Boston and later was active for Decca in both Providence and Hartford. He spent seven years as national director of LP sales and merchandising at ABC Records and most recently was associated with MGM Records as eastern and southern district manager.

Cowsills To Hit Nine Korvette's In Promo

NEW YORK—In order to publicize and promote their current chart single, "In Need Of A Friend," and their current chart album, "We Can Fly," MGM's crack rock group, the Cowsills, will make personal appearances at nine Korvette's stores in New York and New Jersey. The tour kicks off Thursday, April 16, when the Cowsills will appear in person at Korvette's store in Paramus, New Jersey and at the Nanuet store in Rockland County, New York. On Wednesday, April 15, the Cowsills are scheduled to appear at the Korvette's at 47th Street and Fifth Avenue and at Herald Square in New York City. On April 18, Thursday, the group will be seen in person at the Korvette's in Lawrence, Massachusetts and Westbury, Long Island. On Friday, April...
In our Apr. 6 issue we printed a country editorial dealing with the ex-patriate of country music at the annual NARM conventions, stating that, in our opinion, the organized strikes by CMA should strive to guarantee that some representation of country music is made at each and every NARM convention in the future. We did not mention the fact that a similar statement had been made in such a presentation at CMA's last year's convention in Los Angeles. It was our belief that, if our one issue had not been made, then the KGBS-Los Angeles compostion of the CMA board had been contacted by Jack Goldbard regarding another presentation by CMA at next year's gathering in Los Angeles. In May, the idea will be put before the CMA board at its own meeting in Los Angeles for discussion and/or planning. (Cash Box cannot take credit for inspiring the move, since it was made before our editorial went to press, but we wholeheartedly applaud the gesture from NARM, and once again urge CMA to continue in its efforts to guarantee country music representation at future gatherings in years to come.)

Out of Gold State capital, KRAK-Sacramento's program to support President Johnson's call for the limiting of non-travel overseas (a program which offers free air time to the Tourist Bureaus of every state in the union) has received response from 90 states to date. As an offshoot of the campaign, Governor David Cargill, Jay Hoffer has just been named Colonel, Aide-de-camp to the staff of New Governor, Governor Cargill, who strongly commended the idea of promoting tourism within the states. Shifting attention eastward, WWVA- Wheeling has announced the addition of BILLY JOY to its programming staff. Quay, formerly with WEAM-D.C., will take over the afternoon slot vacated by Darrell Edwards who has been lured to a late night role. The station also has added a voice coming across the airwaves from Jamboree Hall—that of Jamboree coordinator GUY THOMAS. In the Lone Star State, KHEY-El Paso informs us that its 11th anniversary show, featuring Willie Nelson was an overwhelming success. The station immediately followed up with another party packed show on Apr. 13, boasting a lineup that included Porter Wagoner & the Wagoners, The Dixie Chicks, Williay Nelson, Dave Dudley & the Roadrunners, Jimmie Newman and Tom T. Hall. On May 31, the station will present a dance show headlined by Buck Owens & the Buckaroos. In cooperation with the Atlanta Music Club, WPLO has scheduled an event featuring country music artists, as well as an "Auction of the Arts" (the on-air auctioning of items from famous country artists and other personalities), has already puled up approximately $200 in cash contributions and a list of auction items that includes De Reeeves' gold-plated boots, a wig from Dottie West, a be-jeweled suit from Stonewall Jackson, a scrapbook of Bill Monroe's ephemera, and other items. The proceeds from these fund raising efforts will be used to continue the station's efforts.

"I CHRISTEN THEE SUPER HUS"—One usually breaks a bottle of champagne over a new conveyance, but Epic Records' crack chatter, David Houghton, and the Detroit Persuaders have decided to christen their new Super Bus, with a record of his super hit "I Christen Thee Super HUS". His current single, now in the Top 10 on the Country Top 50 and still climbing, "Have A Little Faith." The new song comes into NY this week with his group, the Persuaders, to full out the event on April 22 at the Nashville Room in the Hotel Taft.

among others... KGBS-Los Angeles also has a powered-pick in the works, this one set for May 4 at the Shrine Auditorium. The lineup features the names of the KHEY bill, Porter Wagoner & the Wagoners, JIMMY NELSON, Dave Dudley & the Roadrunners and Tom T. Hall. WGOV-Valdosta, Ga., celebrated its first anniversary of 24-hour country broadcasting on Apr. 1 in a grand fashion. Because his help helped celebrate the occasion, the station staged a Texas-style barbecue for the station, with free beer and free hot dogs given away from noon till midnight. WHO-D Mesquite spinner Mike Hoyt with a pick to find out why listeners tuned in to his show. With albums by Buck Owens, Jerry Lee Lewis and others, one pick to find out who makes the best response, the poll drew 14,000 answers. Another poll was taken by WNYR-Bochum for the year's all-time favorite country record in the area. Winner was Hank Williams' "Your Cheatin' Heart," followed by Jim Reeves' "I'll Have To Go" and Eddy Arnold's "Make The World Go Away" and "Cattle Call."

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Campbell Draws 1500 At Macy's Promo

NEW YORK—Demonstrating his appeal as one of the hottest new names on the record-selling scene, Glen Campbell was recently the subject of major in-store promotion, staged jointly by Capitol Records and Macy’s Herald Square in New York City. The promotion, quite similar to one held last year for Buck Owens by the same individuals, Campbell pulled in over 1500 fans in two shows on a Friday afternoon, at a time when most New Yorkers are bustling to head for more relaxed climes.

The show’s overall appearance on the New York scene was considered a major success by all participants.

ABC Names Cohen As Nashville Head

NASHVILLE—Paul Cohen has been named to head the offices of ABC records’ Nashville division. The move was announced last week by label president- executive officer of Newco, Campbell, veteran of the Nashville scene for many years, is considered to be one of the original record business pioneers of that area and is recognized as one of the first A&R men to pinpoint Nashville as a major recording center.

Entering the music business in 1934 with Decca Records’ sales department in Chicago, Cohen eventually became head of that label’s country department, from which post he made strong moves in his drive to establish Nashville as a center for the promotion of the country sound. He worked with such Decca greats as Kitty Wells, Webb Pierce, Patsey Cline, Brenda Lee, Red Foley and pop acts Al Hibbler and the O.A.C. and is credited by many as being the first person to schedule an official major recording session in Nashville.

In 1959, he formed his own record companies, Todd and Brian, listing among the credits the smash

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<th>Title</th>
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<td>(Sure-Fire—BMI)</td>
<td>RCA Victor 9437</td>
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<td>YOU ARE MY TREASURE</td>
<td>(Forest Hills—BMI)</td>
<td>RCA Victor 9437</td>
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<td>3</td>
<td>LEGEND OF BONNIE &amp; CLYDE</td>
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<td>RCA Victor 9437</td>
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<td>A WORLD OF OUR OWN</td>
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<td>HONEY</td>
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<td>HOW LONG WILL MY BABY BE GONE</td>
<td>(Blue Book—BMI)</td>
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<td>HERE COMES THE RAIN BABY</td>
<td>(Auff-Rose—BMI)</td>
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<td>TAKE ME TO YOUR WORLD</td>
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<td>BABY'S BACK AGAIN</td>
<td>(Marchon—BMI)</td>
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<td>WILD WEEKEND</td>
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<td>THERE ARE NO EASY RUN</td>
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<td>THE IMAGE OF ME</td>
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<td>SHE WENT A LITTLE BIT FARTHER</td>
<td>(All Cezanne—BMI)</td>
<td>RCA Victor 9437</td>
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<td>THE CAJUN STRIPPER</td>
<td>(Auff-Rose—BMI)</td>
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<td>SOMETHING TAKES THE PLACE OF LOVING YOU</td>
<td>(Fingerlake—BMI)</td>
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<td>24</td>
<td>MOTHER MAY I</td>
<td>(Green-Book—BMI)</td>
<td>RCA Victor 9437</td>
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<td>25</td>
<td>HEY LITTLE ONE</td>
<td>(Sherman, De Vargen—BMI)</td>
<td>RCA Victor 9437</td>
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<td>26</td>
<td>FIND OUT WHAT'S HAPPENING</td>
<td>(Chad—BMI)</td>
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<td>27</td>
<td>MENTAL JOURNEY</td>
<td>(Sidwell—BMI)</td>
<td>RCA Victor 9437</td>
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<td>28</td>
<td>SUNDOWN MARY</td>
<td>(Cook—BMI)</td>
<td>RCA Victor 9437</td>
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<td>29</td>
<td>THE LITTLE THINGS</td>
<td>(Pamper—BMI)</td>
<td>RCA Victor 9437</td>
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**CashBox Country Top 50**

1. **COUNT YOUR BLESSINGS, WOMAN** (Stellan-BMI) - Jan Howard (Decca 32269)
2. **WELCOME HOME** (Pamper—BMI) - Jennie Seal (Monument 1054)
3. **IT'S ALL OVER** (Gall/BMI) - David Houston & Tommy Wynette (Epic 10274)
4. **BURY THE BOTTLE WITH ME** (Pamper-BMI) - Dick Curless (Tower 399)
5. **WILD BLOOD** (Pamper—BMI) - Del Reeves (United Artists 50270)
6. **WILL YOU VISIT ME ON SUNDAYS** (Blue-Creek—BMI) - Charlie Lovlin (Capitol 2106)
7. **I GOT YOU** (Music City—ASCAP) - Waylon Jennings & Anito Carter (RCA Victor 9464)
8. **ATLANTA GEORGIA STRAY** (Russell—BMI) - Sonny Curtis (Vivo 422)
9. **YOU'LL BETTER SIT DOWN KIDS** (Chesire-BMI) - Roy Drusky (Marcy 72784)
10. **THE DAY THE WORLD STOOD STILL** (Redd-Cromwell—BMI) - Charlie Pride (RCA Victor 9403)
11. **FOGGY MOUNTAIN BREAKDOWN** (Preston—BMI) - Flott & Savages (Mercury 72739)
12. **MOODS OF MARY** (Jack—BMI) - Tompson & Glasser Bros. (MGM 13880)
13. **A THING CALLED LOVE** (Vestron—BMI) - Jimmy Dean (RCA Victor 9454)
14. **SET ME FREE** (Tenn—BMI) - Charlie Rich (Epic 10287)
15. **WANDERLIN' MIND** (Green-Cox—BMI) - Margie Singleton (Ashley 2030)
16. **RAINBOWS ARE BACK IN STYLE** (Four-Star—BMI) - Slim Whitman (Imperial 60283)
17. **ORDINARY MIRACLE** (Southtown—BMI) - Bobby Lewis (United Artists 50261)
18. **I WANNA LIVE** (Windward Side—BMI) - Glen Campbell (Capitol 2116)
19. **ASHES OF LOVE** (Auff-Rose—BMI) - Don Gibson (RCA Victor 9460)
20. **NO OTHER TIME** (Yankee—BMI) - Lynn Anderson (Chert 1026)
21. **EVIOLUTION & THE BIBLE** (Wildness—BMI) - Hugh A. Lewis (Rapp 095)
22. **WHAT A WAY TO LIVE** (Pamper—BMI) - Johnny Bush (Stop 140)
23. **MAMA SEZ** (Marion Worth—BMI) - Elton Britt (Decca 32378)
24. **LOVE SONG FOR YOU** (Auff—BMI) - Hank Locklin (RCA Victor 9456)
25. **SUNSHINE OF MY WORLD** (Decca) - Dallas Frazier (Capitol 32285)
26. **TRUCK DRIVING WOMAN** (RCA) - Norma Jean (RCA Victor 9407)
27. **HOLDING ON TO NOTHING** (Pamper—BMI) - Porter Wagoner & Dolly Parton (RCA Victor 9499)
28. **SMALL TIME LABORING MAN** (Musicor) - George Jones (Musicor 1297)
29. **BORN TO LOVE YOU** (Pamper—BMI) - Webb Williford (Rapp 086)
30. **I'D LOVE TO LIVE WITH YOU AGAIN** (Decca) - Darrell McCall (Wayside 101)
31. **HE'S A GOOD OLD BOY** (Acuff-Rose—BMI) - Arlene Henderson (Columbia 44461)
Bucking for Number 1

Hear Buck's New Hit Single — Sweet Rosie Jones — #2142 (b/w: Happy Times Are Here Again)

Management: Jack McFadden, OMAC Artist Corp., 405 Chester Avenue, Bakersfield, California • (805) 327-7201 • (805) 327-1000

Cash Box — April 20, 1968
THE LEGEND OF BONNIE AND CLYDE—Merle Haggard—Capitol T/ST 2912
As the hottest single record in his career (which has been nothing short of a warm up to date), the title song of the band, "The Legend of Bonnie and Clyde," has been released. Merle Haggard follows up with an album highlighted by that same hit. In addition to the "Bonnie & Clyde" saga, Haggard uncorks ten other goodies, including "Money Tree" and "Think of Her," to further enhance the LP. Haggard is bound to make a getaway with this one, and wind up high on the most wanted list.

KITTY WELLS SHOWCASE—Decca DL 4961/74961
Some of the biggest plums from recent chart hits, including "Big Truck Drivin' Man," have been compiled in one heck of a Kitty Wells LP. The reigning queen of the country scene, Kitty is guaranteed to see exciting sales with each and every album release, and this one will definitely be no exception to the long-established rule. The songstress usually fine job is evident from beginning to end, with standout tracks like "Iickets The Door" and "Burning A Hole In My Mind."

HERE'S CONWAY TWITTY—Decca DL 4990/74990
A touch of the old and generous sampling of the new have been expertly blended to make for a listener's delight. Conway's connection, Honky-tonkin' with "Dim Lights, Thick Smoke (And Loud Louder Music)", hootin' with "Jambalaya" and wrong by his own self with "By The Time I Get To Phoenix," Conway offers something for everyone—and that something is well done all the way through. As a result, the set is bound to be one of his best in sales.

PUTTIN' ON — Lefty Frizzell — Columbia CL 2772/CS 5957
If LP in quite a while from Lefty Frizzell, this Columbia item should meet with a nice response from both deejays and Frizzell fans. The artist's distinctive styling make for an enjoyable performance, especially with such items as the recent single, "Get This Stranger Out Of Me," as well as "A Prayer On Your Lip's" and "I Just Couldn't See The Forest (For The Trees)." Set would make a nice addition to the well-stocked library.

YESTERDAY, TODAY AND THE OSBORNE BROTHERS—Decca DL 4983/74993
There's some flat good bluegrass harmony by the Osborne Brothers in this package. Bobby and Sonny get together with an excellent jug-pot version of the ancient "Will You Be Loving Another Man," and are in high gear by the time they hit with their most single cut, "Rocky Top." A pleasure to listen to, the set is a fine, thoroughly enjoyable representation of 'grass' sounds.

IF I COULD JUST GO HOME—Ed Bruce—RCA Victor LP-8524
Ed Bruce debuts on Victor's LP roster with a set that's certain to expand his growing audience to an even larger degree. Highlighted by one of his recent singles efforts, "Walker's Woods," the LP is a soul-filled assortment of country blues personality, with strong tracks in "By Route Of New Orleans" and "The Price I Pay To Stay." Songster may make himself with a nice splash for the deck.

THE NASHVILLE GUITARS AT HOME—Monument MLP 5995/SLP 18995
The quality of this combination of the Nashville Guitarists certainly merits a par excellence rating. Picking strictly country, the Guitars (Harold Bradley, Jerry Byrd, Pete Wade, Joe Tanner, Jack Eubanks and Jimmy Clavard) go right to the heart of the music with such juicy licks as "Rhode Island Red," "It's Such A Pretty World Today" and "Misty Blue," among others. An excellent choice for a well-stocked library.

A HAPPY DISK UNION—Harold and wife Johnny Wright and Kitty Wells, both famed as C&W singers, have recorded hits with other singers (Kitty with such artists as Red Foley, Webb Pierce and Ernest Tubb, and Jack Anglin), but they waited thirty-one years to complement their personal-life marriage with a professional-life disk union. The single they have just tossed together for the Decca Records is "Heartbreak Waltz" b/w "We'll Stick Together."

Don Schaefer, prez of Don Schaefer productions, and the firm's south-eastern promo director Joe McGregor visited Nashville recently to introduce a new indie promo program for country artists, a program which includes the handling of records, front work for artist appearances and constant communications with distributors, one-stop service for operators who help the artists' product. Schaefer opined that the growth of country music in the past five years has so overloaded label rosters and deejay programming lists that it is quite often impossible for new acts to break through—even with good product—and says that he would give the artist (both established and new) a personal promotion that is not ordinarily receive. In planning for nine months, the program has to date en-Listing such names as Decca's Conway Twitty, Jack Greene and Billy Parker; Starday's McLoughlin's David Rogers; Chart's Billy "Crash" Crudock and, since the program also helps promote the local music, also remains on the staff of Radio KEEK in a sales capacity. The birthday blues is "As A Woman (2:35) [Tarheel B-M-Johnson]."

BILLY PARKER (Decca 32305)
I've Still Got A Long Way To Go (2:54) [English B-M-Johnnet] A woody-toned piece that item that could do nice things for Ray Price's "Long Way To Go." Parker's delivery makes for fun listening. Flipp: "Where He Lives" (2:37) [Tarheel B-M-Johnson]."

RAY KIRK (Standing 883)
Carves And In Between (2:14) [Tarheel B-M-Johnson] A first-class item that could be a can't-miss. Flipp: "I Know What I Want" (2:38) [Tarheel B-M-Johnson]."

LORRAINE BJORLING (Capitol 10729)
Lorraine is the sweetest of them all, and the LP offers a wide variety of material. Flipp: "What A Man!" (2:58) [Tarheel B-M-Johnson]."

PAT MckINNEY (Epic 10306)
Woman Of The World (2:14) [Clem-ent-Hall B-M-Johnson] A highly enjoyable item, songs range from "Have Hope That" (1:58) [Tarheel B-M-Johnson]."

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Spain emerged triumphant at this year’s Eurovision Song Contest held at the Royal Albert Hall in London. The winning song, “La La La,” was sung by 20 year old Massiel, who also scored a personal triumph with her dynamic performance. Published in Spain by Zafiro-Novola and sub-published in all English speaking territories by Dick James Music “La La La” has been rush-released by Philips in English and Spanish. Our picture shows Joaquín Merino (international director of Zafiro, Spain), Massiel and Stephen James of Dick James Music, England.
ZAFIRO-NOVOLA

Congratulations

MASSIEL

and

are proud to have won

the 1968 EUROVISION SONG CONTEST

with "LA LA LA"

ZAFIRO-NOVOLA

CAMPOMANES 10 • MADRID 13 SPAIN • Tel. 2-41-50-04

Great Britain:

The burgeoning budget album business hereabouts gets another significant boost with the decision of United Artists to release its back catalogue on Pickwick's low-priced Hallmark label. Hallmark is already marketing CBS backlog material and the new deal will bring artists of the caliber of Long John Baldry, Joe, and Tina Turner, Lena Horne, the Isley Brothers and Frankie Avalon to the market. First release of the vaulted U.A. product is set for May, when soundtrack material "The Big Country" and "Man And A Woman" will be issued. Pickwick International will also have access to U.A.'s budget line Unart. The deal is timely inasmuch as the budget album field is expected to be the only one to derive sales benefit from the recent purchase tax on disks from 27½ to 50%. Makes all other categories of records, an "expensive buy" comparatively speaking.

The Burns, who still had five years to run under his contract with Harold Davison Ltd. for whom he acted as deputy managing director, has quit the Davison talent agency to take up a boy post in television. Burns becomes head of variety programs at London Weekend Television, an outfit which is scheduled to take over the Friday-Saturday-Sunday commercial TV franchise in London next August. His special responsibility will be to manage the company's move to British TV and to develop new talent for the small screen. By mutual agreement Burns has severed all connections with the Davison office, including Linden Records. Burns set up as a theatrical agent in 1969 after a successful career as a musician.

MGM Records, guided locally by Rex Oldfield, has cornered the market in signing deals with Tony Blackburn and Jimmy Young. While the Marvin Gaye/Loretta Young deal that a d.j's built-in following will provide a good base on which to build disk sales, Oldfield has linked a third record spinner, Tony Brandon, to Radio 1 spot. The play has paid off initially in the case of Tony Blackburn who has had strong chart action. His first LP has also been issued, Jimmy Young's, and a third record spinner, "Silver And Blue" however has proved a slower starter. The Tony Brandon release "Candy Kisses" may prove a point.

Terry Noon of Ambassador Music delighted with the current success of the group's "I Can't Wait" on Decca, which is keeping up at the U.K. 2,000 a day. With the many TV spots lined up it could make the Top Twenty very soon. The disk was penned, produced and arranged by the group. Other potential charters from Ambassador include "Maxine's Parlour" by the Crocheted Doughnut Ring on Decca and Swedish group Ola and the Janglers in what a Way To Die. The group is currently in Britain on a promotional tour, Lee Pincus of the American Gil Music will be in London shortly.

Larry Page of Page One Records plans another visit to the States in April where he will have discussions with Bell Records who distribute this in the U.K. An increased sales will be made on the Page One label (except the Troggs). The expansion of Page One is really underway and the catalog now boasts pop, folk, light orchestral, jazz and Irish reports. He reports that current sales are currently being noted up with the Plastic Penny's "Noobody Knows It" and "I'm A Train" by Colors Of Love.

In keeping with the flush of record labels being created by the larger music publishers, Arlen Schroeder of Schröder Music has set up a distribution deal with CBS Records for the launch of his own label, Aurora. It is expected to make its initial release later this month. Appointed musical director of John McLeod will have overall responsibility for arrangements, routines and accompaniments. Discouraging noises made by the big record labels about the chances of the success of small, independent logos, are making no difference to the present success of many newcomers. In the charts at the moment are disks by such newcomers as Milton Samuel's Beacon Records with its first release "The World Is Laughing But A House Party" by the Showstoppers; the newly launched Bell label with "Captain Of Your Ship" by Repertoire and the Delmons plus "Grease Like A Baby" by the Box Tops, MCA have a number by John Rowles, and there are entries from the more established indie pages One, Island, President and others on the independent fringe.

Two ex-Disc Jockeys Guy Blackmore and Ross Brown have formed an independent promotion firm Kandoo Promotions, and their first disk is "Surprise, Surprise" by the Troggs on Page One. Ross, who has had record production experience in Australia, hopes to enter the production field over here.

Quickies: United Artists issue the fast climbing American hit "Honey" by Bobby Goldsboro published by Peter Maurice. Goldsboro is due in shortly for promotion work which should give boost to British disk sales. Another hit is the latest Collector series on the Golden Guinea label includes works by Mahler, Brahms and Haydn, "Supremes" "When a Man Loves A Woman" topping Billboard's Best Selling Sheet Music chart. "Soul Music ... Liberty artist Brenton Wood who had a recent smash here with "Gimme Little Sign" returning to Europe for tours of Italy and France. . . . The period trip for Esther and Abi Ofarim at their London concert March 5th. . . . First release on new Nems label distributed by CBS "1941" by Billy J. Kramer published by Sunbury Music. Nick Curtis covers American smash "Honey" on Decca . . . Paper Dolls currently scoring with "Here In My Heart" on Pye open cabaret season at Festa Club Stockholm in May . . . Traffic's tour of U.S. so successful will return for two week tour in August . . . Philips issue "La La La" by Juan Manuel Serrat—Spain's Eurovision entry—although Serrat did not perform the number in London because of political language problems. His place was taken by Zafiro artist Massiel . . . Felice Taylor's new President single "Captured By Your Love" . . . Great excitement about forthcoming Andy Williams London concerts.

BUT PLENTY OF FOG—Liberty songstress Vikki Carr, pictured here with Ron Kass (left), European operations director for the label, and Robert Reindorf, managing director of Liberty in Europe, has been making numerous TV appearances in London while promoting her latest single, "No Sun Today."
Mercury Fosters Closer Global Ties
At Its Label Family At London Meet

LONDON—Paddy Fleming, recently appointed assistant manager of Mercury Records in the U.K., played host to an international conference of label top brass last week which represented a first co-operation between the various global divisions of the banner.

Many Topics

Attending this confab, which was held at the Lanesborough Hotel and which will be the forerunner of others, were the execs from B.R. Records, France; Branch Holland, Burton's Fordham, in Canada; and Bobbi Gentry of Mercury, who is in charge of Philips artists in Argentina, Canada and Uruguay.

The Lanesborough Hotel boardroom was the venue of the meeting, and with the party to switch to another table for lunch, Mercury's present and future successes in the U.S. and the rest of the world is dependent on the free flow of product and idea between the international releases. No mention of the label, says Fleming. While much of Mercury's present success in the U.S. is based on European product, the current big hit for Mercury in the U.K. is the American item "Little Green Apples" by Roger Miller.

"Not the Same," says Fleming, who are now back in his Chicago headquarters, also visited Paris and Hamburg, with Mike Hilverson, the label's vp of European operations, and Joe Bott (label's classical department head) and John Sipple (head of the label's creative services—publicity, promotion and ad department) from Holland were Herman Cats, Mercury's European liaison executive; Theo Van Dongen, Mercury's vice president; and Fred Ackerman, who is in charge of Philips artists in Argentina, Canada and Uruguay.

At a luncheon in London from Holland were Mike Hilverson, London based Mercury executive, also attended the conference and went with the party to switch to another table for lunch, Mercury's present and future successes in the U.S. and the rest of the world is dependent on the free flow of product and idea between the international releases. No mention of the label, says Fleming. While much of Mercury's present success in the U.S. is based on European product, the current big hit for Mercury in the U.K. is the American item "Little Green Apples" by Roger Miller.

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Maitland, Rose Begin Tours Of WB-Seven Arts Int'l Markets

HOLLYWOOD—The Canadian and European operations of Warner Bros.-Seven Arts Records will be the main focus of business for president Mike Hilverson and other Warner execs, who are now back in his Chicago headquarters, also visited Paris and Hamburg, with Mike Hilverson, the label's vp of European operations, and Joe Bott (label's classical department head) and John Sipple (head of the label's creative services—publicity, promotion and ad department) from Holland.

One of the main orders of business in Canada will be moves toward signing more Canadian artists to the label, Hilverson stated recently after his performance at the San Remo Song Festival, where she had been invited to compete as an artist for the U.S. During the next few weeks, she will consult with Stanley Dorfman, BBC producer in charge of the show, to see if the show's format and upcoming guests from England and the U.S.

Monument Rep Deals For 2 S.A. Nations

HOLLYWOOD—A six-month test period of sales and promotion of the Monument Record catalog in Argentina and Uruguay, the label has become interested in the three billion dollar market, with Prodisa S.A., Buenos Aires, for distribution in Argentina and Uruguay.

Following personal meetings with Jorge Esperon, general manager of Prodisa; Bobby Weiss, vp and int'l director, firm up guarantees concerning the Monument, Sound Stage Seven and Rising Sons catalogs with the releases of all product under the Monument trademark.

Prodisa will launch its May campaign with singles by The Concept, The Temptations, Ike and Tina Turner, Robert Mitchell plus LP's of The Kitsch, the Strings, Boots Randolph, Rusty Draper and Joe Simon.

"It is most interesting," pointed out Weiss, "that Prodisa believes in pioneering various of its own C and W artists, besides our regular pop offerings and they will go to work on the latter's behalf in Latin America, which is, naturally, studied by the English press.

Monument artists will record special spot announcements in Spanish for circulation by Prodisa to key radio stations and disk jockeys in Argentina and Uruguay to help spotlight various product, records and promote the artists in general.

April Is A&M Month Throut Italy

MILAN—April is "A&M Month" in Italy thru the facilities of the American label's rep there, CGD Records.

According to a report to Cash Box by Joe Gainmini and Johnny Forges, top execs at CGD, the campaign will cover the entire country, and will include a special illustrated catalog; a special book-type LP, "Family Portrait," similar to the show aired in the U.S., containing photos and bio of all A&M artists that are to be distributed. The show records sold all over Italy; special catalog envelope containers for albums and singles, with reproductions of LP covers.

"Family Portrait" Contest

In addition, there's a "Family Portrait" album involving the correct identification of A&M performers.

London Int'l Pact For WB

NEW YORK—London Records will handle foreign distribution for Peppermint Farm, all records in all world markets except the U.S., Canada and South America, through Mimi Trepel, manager of foreign distribution for London. Product of Peppermint Farm will be handled by a stopgap, Philippines, a network of the Decca Recomp Co.

T. Mencken, London's vp of production, who has been on holiday in Europe for the past month, will return to London on June 15.

New Pompeii Label

Pompeii, a new company just formed in Dallas, Texas, will use CBS's record shops as its sole outlet in the U.S., via CBS's Southern Region Salesman, Joe Marzullo, who has been appointed as sales manager of the company's distribution苗.

A&M-Phillips Alliance

NEW YORK—A&M will handle distribution of Phillips product in the U.S. thru the company's U.S. rep, the Record Company of America.

For dealers, there is a buy-10-get-1 free offer on all A&M LP product. The offer covers all Classic, 5040, Philips, Mercury, and Empire, the last selected "A&M Man" among 35 CGA salespeople.

Pompeii also has booked a place on its list of artists, and the company is expected to begin operations, which will be distributed in the United States through A&M's rep, the Record Company of America.

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This week "Valleri" of the Monkees entered the hit lists in Holland at 30, "U.S. Male" and "Stay Away" of Elvis Presley is the follow-up for "Guitar Man" that is still very popular at the moment. Inelco released for Holland not only a single but also an album: "Brid's Gold Records Volume 4" is the fourth splendid album of golden records of "The King." Inelco released three Country & Western top singles: The Cajun Strippers "Tell Me Jim Ed Brown, "Find Out What's Happening" by Bob W. & "Here Comes The Rain, Baby" by Eddy Arnold. Three singles that might have good sales in Holland because of the old TV show about the country and western Jefie Jaxon's big autumn campaign "The Best Of Country & West." A very special album of Chet Atkins is "Solo Flights." On side one there's a new sound in guitar: "The octobass guitar" developed by Chet Atkins and Jimmie Webster. It sounds like a guitar and a double bass and is nowadays called an electric bass. This new instrument was released by Inelco and Jimmy Webster. It sounds like a guitar and a double bass and is nowadays called an electric bass. By Earl "Fatha" Hines has been released the first LP recorded by the Artone greats. It's called "The New Album" and consists of recordings from the Artone. The rockers are Albert King, Luther Allison and Little Walter. Hines started in 1967 and is still on the road. On the 21st of April a special concert will be held to celebrate Hines' 76. The concert is entitled "Another "Fatha" Hines Sunday" and for new James Royal single, "Sitting In The Station." They also report good reaction on the Tremeloes' "Suddenly You Love Me" and the Love Affair's "Everlasting Love." The Daily Express reports that Alice "Dick" Henry is preparing a new Bobino album. This will be released with the biggest sound and the best quality. The album is called "Bobino - The Best Of Bobino." On April 21st a new album "A Rich Man," the first LP recording by Zoot Money & The Big Roll Band on CBS entitled "Transition," as well as the French record player Jo Sony with the album entitled "Circus Parade." A very nice old songs, the London's old records as presented by the BBC-TV of Music Hall varieties in the Edwardian Style. TV series is being aired in Holland and is very successful.

The Compagnie Européenne d'Études et de Services (CEES) (5 rue du Helder-0 eème, Paris) just created a monitoring service for the various French radio stations. For 500 francs a month this service offers to the record producers information about the airplay of their songs, as well as the most successful songs. As of 4th of April, CEES has been covering Frank Inter, Europe No. 1, Lorraine FM, Europe FM, Radio Radio FM and will soon include France-Musique.

Roland Ronnie, Manager of the Polydor office in Amsterdam, has visited the Polydor office in Paris. This company has offered to make a new Bobino album, but due to the new Bobino, a special Marmalade label promo- tion was announced. They will release a new album for the Polydor label. In the meanwhile, most of the Polydor records were released in France and Belgium. At the same time, Andre Poulin, International Manager, is preparing a special Marmalade label promo- tion for the Polydor office in Paris. For the Polydor label, a new album was announced. The Polydor label tie with the exception that the Miller product is low-priced product, the other major label and magazines cooperation is on normal priced product.

Double Shot artist Brentwood Wood is expected in France in May for a personal appearance tour. He will be accompanied by record producer Hal Winn. This promotion is similar to several previous ones, but this time the Polydor Hod label will be released by the Polydor Hod label, but Donai just recorded a new album for Unidisc which published the complete collection.

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Due to the grace of England, Germany finished 6th in the Eurovision "Song For Europe" contest in Hamburg. "Love Me Do," a song by The Beatles, was defeated in a competition for the best "Song For Europe." The contest provides no rules for determining the best "Song For Europe." The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be. The judges are the only ones who can decide who the winner will be.

Philips reports that the German tour of Frankie and Johnny is a tremendous success. Johnny toured Hamburg, Nuremberg, Lucken, Baden, Amsterdam and The Hague. The tour was sold out and the album "My Golden Days" was released in Germany.

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Italian chantrix Ornella Vanoni is the visitor of the week in Buenos Aires. She has been appearing on TV through the new musical show started by Channel 11 under the title of "La Galera." Ornella was received at the airport by her closest friends Mauricio Velázquez who released her records, and originally by Ariston of Italy.

Roberto Kaminsky is finishing his tour of the Americas and is expected in Buenos Aires this week where he will sign contracts with several U.S. labels to release some of his popular recordings. Kaminsky is also representing and re-n iked several contracts with U.S. labels represented in Argentina by the Latin American office of Armstrong's company.

New sheet issues from publishing house of J. Albert & Son include "Everlasting Love," "Lapland," "Mighty Quinna," and the title song from the movie, "Far From The Madding Crowd." The song is being heavily promoted in this country by the same Maria Elena Walsh opened brightly a show at the Regina Theater under the title of "The Ballad of Bonnie and Clyde," already in the charts. The film has been very well received in all Latin American countries.

The chessboard is also that Miramea Records will release a new album next month, appearing at the Opera and possibly also on TV. Their "Pata Pata" and "Malaaysia" have been strong sellers in this country and are still in the charts. The company's press dept. sends word about a show that will be staged at one of the main theaters in Buenos Aires featuring several of the label's artists in a presentation of Latin American favorites. The label is also selling strongly the Paul Mauriat version of "Love Is Blue," after strong debut in the U.S. market. Now it has released a new album by the French orchestra with some of his latest hits.

RCA has released the first album by Spanish chantrix Massiel, as well as the second album by her Mexican counterpart, Mexican top name Jorge Negrete, and another by Samuel Aguayo and his regional music group. The diskery is promoting strongly the new single by Daniel Ortega (Disc Jockey), the new one by group Los Gatos, "Wind, Tell The Rain." Disc Jockey's Rodrigo Lopez is finishing the details for his new trip to the States, Mexico and Europe which will be started next week. One of the purposes of the tour is to establish contacts with U.S. labels, and also study the possibilites of developing sales of Massiel's albums in the markets where Disc Jockey isn't represented.

Melograf Publishers reports that they have contracted 20 songs written by well-known composer Chacho Narvaz, member of group Los Panchos. There are also new recordings of several chart-rising songs controlled by the publisher, like "Quiero Llenarme de Ti," now waded by Alfredo de Angelis, and "To Sir With Love" by Tolentino.

Famous reported this week the outing of new albums by group Los Cuatro Cadillaces, British group the Hollies and Brazilian orkestar Lyrio Pancalanti. The Hollies is also promoting an album by Emilio Muiños, and has another one by Bovea. The single by Enrico Macias, "Les Millionaires du Dimanche," already mentioned in this column, may appear as a single seller in short time.

Sorcio is promoting the latest album by Petula Clark, recorded originally by Vouge in France. Petula may turn into a very consistent artist in this market since her previous waxings have shown good sales marks. The diskery is also working on two other good French artists, Jacques Dutronc and Françoise Hardy, through their latest releases.

Argentina's Best Sellers

This Week

1. Digan Que Digan
2. Pata Pata
3. Amanecer
4. Conozco Per Te
5. Judy In Disguise
6. Suddenly
7. Los Cuatro Cadillaces
8. Los Cuatro Cadillaces
9. Sali a De Cuba
10. Sali a De Cuba

Last Week

1. Digon Que Digan
2. Pata Pata
3. Amanecer
4. Conozco Per Te
5. Judy In Disguise
6. Suddenly
7. Los Cuatro Cadillaces
8. Los Cuatro Cadillaces
9. Sali a De Cuba
10. Sali a De Cuba

The recording studios of Bill Armstrong Pty. Ltd., are in greater demand than ever since the installation of their brand new Scully 8-track recorder. The studio also displays a four-track facility available. Bill Armstrong's is the first studio in Australia to be fully operational with an 8 -track machine. The machine was air-lifted to Melbourne, from New York.

Argentina's Top LP's

1. El Impacto
2. Al Ponerse El Sol
3. Amor Con Amarillo
4. Rosamel
5. Pata Pata
6. Pepito Perez
7. San Remo 88

SCORING—Phonodisc Ltd., Canadian licensee for Chess-Checker-Cadet and the new Cadet Concept label, recently undertook a full scale promotional campaign in the provinces of Ontario, Quebec and British Columbia. The campaign included the distribution of a full line of merchandise, to promote the albums. The promo includes: telograms, full scale review mailings, follow-up with bus ads, newspaper ads, comic book fillers, card mailings featuring the album's cover, and a wide spread mailing of reprints from trade and consumer press. Shown above is a view of the Rotary Connection window display at the Record Villa in Toronto.
STANDIN' AT THE SAVOY—Shown gathered at a reception held for Andre Previn in London's Savoy are (from the left): Peter Doherty, classical A & E producer from RCA in New York; Andre Previn; Harold Lawrence, general manager of the London Symphony Orchestra; and Robert Angles, manager of repertoire coordination for RCA Grt. Britain, Ltd.

Cash Box

Mexico

Mexico City station Radio Mil dedicated 40 continuous hours broadcasting exclusively records of Spanish idol Luis Valdez 6 days ago Capitol Records released his latest album which is selling sensational here.

On April 23, Capitol Records will officially introduce the distribution of the Tamla Motown catalog. A huge party is planned for the occasion, and it is possible that the Stevie Wonder show will perform. Rene Leon will be in charge of this label in Mexico.

The Lemon Pickers recorded in Spanish their top hit “Green Tambourine.” This is an experiment which, if successful, will be continued by many other artists on the MGM and Kama Sutra labels.

Four new long plays were recently released by Musart Records: “Rolando Laserie (El Guaposchito),” “Antonio Aguilera-Vol. 10,” “Joyas de Espana, gran Orquesta de Concierto” and “Desfile de favoritas” with the Caravellas.

“Kilometro Cerro” is the name of the new long play cut at the ECO label by popular rock and roll group Frankie y Los Matadores. Top singer of the label, Marco Antonio Vazquez, cut an EP with his popular hit “Caricia y Herida.”

CBS released the top album “The Union Gap” featuring Gary Puckett. On the national production is the album sung by Linda Vera, “Los Grandes Boleros Tropical” and another where she sings music of Antonio Mazzanero.


Cash Box—April 20, 1968
France's Best Sellers

1 8 Riotta (Georgette Plun) - Vogue - Beucher
2 5 Quand une France Un Garçon (Sheila) - Carrère
3 6 Lady Madonna (The Beatles) - Odéon - Northern-Tournier
4 7 P'tit Bonheur (Michel Polnareff) - EMI
5 9 Melody Run In My Satin (The Moody Blues) - Deram - Essex
6 8 Lady Madonna (Phil & F. Odysse) - Carrère/Flac

Holland's Best Sellers

1 1 Cinderella Rockcella (Esther & Abi Oparin/Philips) - (Basart/Amsterdam)
2 2 Dillahh (Tom Jones/Deca) (Francis Day-Amsterdam)
3 3 Lady Madonna (The Beatles/Parlophone) (Leeds Holland-Basart-Amsterdam)
4 4 Kom Ut De Bedste (Egbert Douwe/Philips) (Altona-Ivan Mogull/Amsterdam)
5 5 If I Were A Rich Man (Roger Whittaker) - Festival - Chappell
6 6 I'll Never Leave You (Nicole Croisille) - Riviera-CED - La Compagnie
7 7 The Dock Of The Bay (Otis Redding) - Stax-CED
8 11 Pour La Vie (Monty/Barclay; AMI-Carrère
9 10 Mighty Quinn (Manfred Mann) - Fontana - Barclay
10 9 I'll Never Leave You (Nicole Croisille - Clysh/Hash (Johnny Holidayday)

Mexico's Best Sellers

1 Love Is Blue (El amor es triste) - Paul Mauriat (Philips), Paul Mauriat and the Pop Singers (Philips), Al Martino (Capitol), Karina (Gamma), Matilde (Tico).
2 Norma De Guadalajara - Perez Pra (RCA), Los Aragón (Muzart).
3 Lady Madonna - Los Beatles (Capitol).
4 Besos En El Mundo (Muzart), Los Aragón (Muzart).
5 Pata Pata - Miriam Makeba (Reprise), Los Rockin Devils (Orfneo).
6 Mi Gran Noche - Raphael (Capitol).
7 Gimme A Little Sign (Hizme una señal) - Brenton Wood (Gamma).
8 Roberto Jordán (RCA), baya m. (Muzykforlag, Sweden).
9 Enamorada De Un Amigo - Pablo Beltrán Ruiz (RCA), Los Johnny Jets (CBS), Roberto Quintero (CBS).
10 Judy In Disguise (Judy en disfraz) - John Fred & The Playboy Band (Gamma), Los Hoolligans (Orfneo).

Norway's Best Sellers

1 Lykligs gatan (Il ragazzo della Via Guic) (Anna-Lena Løfgren/Metronome) Arne Bendiksens AS, Norway.
2 Lady Madonna (Beatles/Parlophone) Sonora Musikforlag AS, Norway.
3 The Legend Of Xanadu (Dave Dee, Dozy, Beaky, Mick & Tich) - Fontana Sonora Musikforlag AS, Norway.
4 The Dock Of The Bay (Otis Redding) - Atlantic.
6 Under ditt parasoll (Sven-Ingvars/Svensk-American) Seven Brothers Music Inc., Sweden.
7 Be bittite minskjort (Dizie Tuné/Troll)
8 Mighty Quinn (Manfred Mann/Fontana) Sonora Musikforlag AS, Norway.
9 Cinderella Rockcella (Esther & Abi Oparin/Philips) Sweden Music AB, Sweden.
10 Minus de dansen (Anita Lindblom/CBS) Sonora Musikforlag AS, Norway.

Sweden's Best Sellers

1 Lady Madonna (Beatles/Parlophone) Sonora Musikforlag AS, Sweden.
2 Cinderella Rockcella (Esther & Abi Oparin/Philips) Sweden Music AB, Sweden.
4 Det funten röd rosor (Jan Hålland/Polydor) No publisher.
5 The Legend Of Xanadu (Dave Dee, Dozy, Beaky, Mick & Tich/Fontana) Sonora Musikforlag AB, Sweden.
6 *Det far lag, den åtten (Enrico Macias) Philips, Sweden.
7 Judy In Disguise (John Fred & His Playboy Band/Californica) Sonora Musikforlag AB, Sweden.
9 Bet samma i ann (Robban Broberg/HMV) Edition Odeon, Sweden.

Scandinavia

"Congratulations," the British entry at the Eurovision Song Contest this year, is handled here by Immodio A/S, the Danish EMI publishing house. Starting this summer, Denmark will have its own Song Festival. Known as the "Melody Grand Prix of Summer 1968," it is arranged by a weekly magazine, So og Hoy and A/S. This year it takes place April 15th. From a total of 536 songs received, a jury has picked out eight for the final.

Norway

Arne Bendiksens is currently on an extensive promotion tour around Europe with Kistri Sparboe who just has done her first German recording. So far his schedule has included press conferences in Hamburg, radio interview in Luxemburg, color-TV in Hamburg, and press and party in Baden-Baden and Munich, etc.

Sweden

Mr. Ronald Sjögren, general manager of Southern Music AB in Stockholm since 1946, will retire next July 1st due to ill health. He has been active in music publishing biz for 33 years, 22 years ago he was appointed general manager of Southern's stock office, also covering the other Scandinavian countries and Finland.

Sweden's song for Europe, "Det börjar verka kärlek, bana mej," which ended at fifth spot at the recent Eurovision Song Contest in London, looks like a world hit. It is reported that so far the tune has been placed at the American market. The local recording with Glass-Goran Hederstrom at RCA Victor this week entered the charts here.

Anna-Lena Løfgren on Metronome has just followed up her recent hit with a new single that also includes an Italian tune in Swedish—"Quando M'innamoro." Flip side has a local tune. Miss Løfgren recently had a Gold Disc for her Swedish version of "Il ragazzo della Via Guic."
Back in the "good old days" of the coin machine industry, (that frenetic boom period which characterized the thirties and a good five years or so just after the War), the concept of coin machine distributing was an extremely lucrative enterprise. Factories looked to those big operating companies who could command big shipments of new amusement and music machines to find their exclusive distributing representatives in specific territories. Commitments or quotas on new machines were pretty easily filled, since new merchandise was much in demand with thousands upon thousands of virgin locations just begging for something. Many operators-turned-distributor eventually sold off the route when they found that selling their equipment lines made plenty of money alone without the necessity of operating.

Veterans in this trade fondly recall those big Chicago conventions when the brass band met the incoming trains and the equipment orders came thick as flies. They also remember when distrib made periodic sales trips into the Windy City calling on the factories and transacting big business during the day and swinging at night. Yessir, it was indeed a ball.

But in reality, as this fledgling trade rushed to become an industry, with established sales channels from factory through distributor to operator, some of the original factors which fueled it's early boom days began to crumble. Like the settlers in the Oklahoma Land Ruse, the trade passed itself by, and in the last decade, has had to retrench.

Much gambling equipment, the lifeblood of many a large and prosperous route, has since been banned. Even the pingo games, that marvelous machine which this business created 100% without drawing from outside sources for ideas, has been hounded and hounded to the point where giant metropolitan areas are now denied the unique pleasure it offers. Perhaps most indicative of the period we now face is the diminishing number of traditional street locations—below the number of operators looking for them. As a result, the situation has reversed itself where the operator must now bend to the demands of the location where once it was he making the demands. And the hard-nosed competition going on among all levels of this industry has resulted in price wars and the proverbial loan and bonus cancer.

Distributors once sat in an enviable position, trafficking orders from operator to the factory, with little need to promote, push, send road men into the field to coax a hesitant operator into writing his name on an order blank, today they must do all these things and more to stay in business. Indeed, this situation has also come full round as distributors in increasing numbers are looking to their operating interests as their chief bread and butter.

Distributors today face fewer customers in the showroom. Consolidation of routes through sale or merger places a burden upon the distributor who would love to see new faces walk into the showroom to buy equipment. But inevitably they end up bargaining with the same so-called "hard block" of operators whose singular purchasing power give them a big bargaining stick to shake over the distributor's head. And it's no secret that a good number of distributing outlets have so over-extended credit to their customers they've called it quits and the factory had to pick up the pieces.

Still another problem arises when a distributor, who places the bulk of the machines he handles onto his own route, faces competitors instead of customers in the showroom. It's been said without argument that no operator likes to give money to his competitors. On the same score, no operator can effectively conduct business without placing new machines on his locations from time to time and the result is a Mexican standoff where the operator buys just those machines he thinks he absolutely needs.

Just what is the distributor's role today? He provides four chief services: 1. a local place where the operator can inspect new and reconditioned equipment; 2. a source for financing machine purchases; 3. a place to trade in used equipment; 4. a guy to call for mechanical help or advice. But if this was all a distributor in fact did offer, then, as many have already predicted, the day when operators will deal directly with factory representatives, bypassing the distributor, just might come.

That should never be. As surely as the factors which built our distributing networks have ebbed, new services designed to benefit a mature, modern industry have arisen. The progressive distributor today does not simply sit as a switch-board operator, channeling machine orders to this factory or that. He has carved out a new role to meet the new factors buffeting this trade. Instead of engaging in price and loan interest wars with the guys down the street, he sits down with his customers, often with their accountants present, and formulates intelligent common sense financial programs— not used car lot bargains. Some distributors are well known for their excellent used equipment reconditioning. Others enjoy a solid reputation for standing new equipment warranties. Some actively romance the less established machine and supplies factories for new products which they believe can earn additional income for their customers. Others have periodic "problem clinics" where they'll sit down with a group of progressive operators and find out what's currently bugging the local trade and try to come up with reasonable solutions. Some are known by the good legal information they offer their customers. Others stage periodic give-away promotions to move machines during the slack periods and offer the operator that little something extra. Some hold service sessions in addition to those conducted by the factories. Others sponsor open house equipment showings at designated spots out in the territory, in addition to those in the home office. Some aggressively exploit the home pool table market by advertising in the local paper and providing a clean showroom for this product.

Yes, today's progressive distributor does fill a vital need. But only if he creates and nurtures that need. Simply existing as a factory unloading station means nothing. There are many energetic, creative, vital distributing houses across the country. Unfortunately, there's also a lot of "dead wood" around with it. But in the inexorable "natural selection" by profit and loss, the fittest will ultimately survive.
Illinois Ops Urged to Get Involved with Community

SPRINGFIELD—An unusually large number of operators turned out for the ICMOA Spring Conference, held last weekend (6-7) at the St. Nicholas Hotel in Springfield, Illinois. In view of the existing turmoil in Chicago and major cities across the country, a moment of silence was observed preceding the opening of the meeting.

Registration was held on Saturday (9) from 6:00-7:30 PM, followed by hospitality hours from 7:00-9:00 PM.

Cal. Ops Party at Portale Opening

Facade of Bob Portale's brand new showroom and office at 1319 W. Pico Blvd. in Los Angeles.

LOS ANGELES — Bob Portale, coin machine industry veteran formerly associated with Lou Wolcher's Advance Automatic Sales Co., held a grand open house celebration Sunday, March 24th, to officially herald the opening of his new Portale Automatic Sales Co. showroom, sales offices and shop on Pico Blvd. Approximately 250 of Southern California's operators, their employees and guests turned out for the festive occasion.

Portale Automatic opens with an impressive list of equipment lines to offer his customers, including the full line of Rock-Ola music and vending machines, Chicago Coin games, D. Gottlieb pinpokes and United Billiards pool tables. Other lines are also available through a jobbing arrangement.

Portale's facilities, located in the heart of Los Angeles' "coin row" district, are reportedly among the best planned and most modern looking anywhere in the industry. With over 12,500 sq. ft. of space, the company boasts a spacious showroom, one of the finest and most fully equipped parts departments headed by manager Jack Leonard, and a large shop area at the rear for checking out new machines and reconditioning those used pieces taken in on trade. The following pix were snapped at the affair.

Good cheer abounded among nearly 250 tradesmen and guests attending the Portale party.

Smiles all around as Portale receives congratulations from (1 to r) Art Daddies, Pomona o/w Matt Murra and friends.

Chicago Coin's Mort Secore (right) joins Bob at the (1 to r) Mrs. Bob Parker, Elky Bay (D. Gottlieb's West Coast rep), operator Bob Parker and Bob.

Bally Issues Shares

WASHINGTON—Bally Mfg. Corp. announced last week that they had registered with the Securities and Exchange Commission a total of 255,000 common shares of stock, of which 150,000 shares are outstanding and up for public sale through underwriters headed by Saunders, Stiver & Co., Cleveland; and by Coenen Securities Corp., New York.

Net proceeds of Bally's part of the offering will be used to retire short-term bank loans and added to general funds.

The prospectus lists six selling shareholders.

1968 Parts Catalog Published by Bally

CHICAGO — Bally manufacturing Corporation, Chicago last week delivered the new 1968 Parts Catalog for flipper type pinball games to customers around the world.

Herb Jones, Bally advertising manager, who compiled the catalog, says that the book consists of 133 pages and updates parts data through "Surfers," Jones added that a supplement, updating the catalog through "Dogs," will soon go to press.

"Illustrating the international character of pinball," Jones commented, "is the fact that the 1968 Parts Catalog includes coin mechanism data specialized to seventeen nations of the world."
The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100.

67 If I Were A Carpenter* 4 Tops (Motown 1124)
72 I Promise To Wait My Love* Martha & Vandellas (Gordy 7070)
16 Soul Train* Chubby IV (Imperial 6679)
67 Chain Gang* Jackie Wilson & Count Basie (Brunswick 55373)
88 I Am The Man For You Baby* Edwin Starr (Gordy 7071)
93 Mary I Take A Giant Step 1910 F spindle Co. (Buddah 39)
94 I Like To Go To Get To Know You Sparky & Our Gang (Mercury 72795)
97 Take Me In Your Arms Baby (Bass 35)
99 I Love You People (Capitol 2078)
100 Can I Carry Your Balloon Smokey Robinson & Four Tops ( Epic 10231) * Indicate chart bullet

Active’s
THE CHOICE FOR THE Lowest Prices 
and Best Equipment
ALWAYS
Exclusive Gutman, Rock-Ola, Fisher and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware area
ACTIVE Amusement Machines Co. 666 North Broad Street, Philadelphia, 30 Pa. (215) 238-5000

Dependability
You Can Count On
—for the newest and reconditioned equipment
BANNER
Specialty Company

Cash Box Location Programming Guide

THIS WEEK’S TOP RECORD RELEASES FOR COIN PHONOGRAPH

**Adult Locations**

**EASY LISTENING**

**FOLLOW ME (2:28)**

JACK JONES

Without Her (2:05) RCA Victor 9150

**REASON TO BELIEVE (2:25)**

PEGGY LEE

 Didn’t Want To Have To Do It (2:40) Capitol 2171

**FAITHFULLY (2:23)**

MARGARET WHITING

Am I Losing You (2:33) London 122

**STONG POTENTIAL**

**HOW DO YOU SAY GOODBYE (2:50)**

JIMMIE RODGERS

I Wanna Be Free (2:18) A & M 930

**C & W**

**FOLLOW-UP**

**HOW SWEET IT IS (2:42)**

JACK RENO

Juke Box (2:41) JOB 14088

**STONG POTENTIAL**

**I’M GONNA MOVE ON (2:38)**

WARNER MACK

Tell Me To Go (2:42) Decca 33208

**FEELIN’ GOOD (2:07)**

KING RICHARD’S FLUEGEL KNIGHTS

To Life (2:06) MTA 151

**Teen Locations**

**SURVEY LEADERS**

**MRS. ROBINSON (3:39)**

SIMON & GARFUNKEL

Old Friends/Bookends (3:55) Columbia 44311

**FOLLOW-UPS**

**I’M SORRY (2:41)**

DEL-FONICS

No Flip Info Available Philly Groove 151

**MAY I TAKE A GIANT STEP (2:24)**

1910 FRUITGUM CO.

Mr. Jerrina (3:15) Buddah 39

**R&B**

**SURVEY LEADERS**

**THE HAPPY SONG (2:40)**

OTIS REDDING

Open The Door (2:21) Volt 163

**FOLLOW-UPS**

**WHY CAN’T I STOP (2:50)**

ESQUIRES

The Feeling’s Gone (2:25) Bunky 7735

**I PROMISE TO WAIT MY LOVE (2:05)**

MARTHA REEVES & VANDELLAS

Forget Me Not (2:58) Gordy 7070

**SURVEY LEADER**—The leading “Survey Leader” refers to those artists and groups whose record releases normally enjoy healthy play on coin-operated phonographs (as determined by the Cash Box Operator Survey). New single releases by Survey Leaders, therefore, present the most promising programming material for jukebox locations.

**FOLLOW-UP**—The “Follow-Up” title refers to artists and groups who have enjoyed a recent chart hit and follow-up with a promising new release.

东南

check your local One Stop for availability of the listed recordings

**Cash Box—April 20, 1968**
The Wurlitzer Wall Box offers more features than any other Remote Speaker Wall Box made. Accepts all U.S. coinage from half-dollars to nickels. Permits patron to play Little LP's and preselected Top Tunes from the Golden Bar. Each box has its own volume control. Available 100 or 200 selections with or without top-mounted speaker for private listening. Unique in every way including the extra earnings it produces in any location.

WURLITZER WALL BOX

THE WURLITZER COMPANY / North Tonawanda, N.Y.

112 Years of Musical Experience
The Further Adventures of the Shuffleboard

NEW YORK—Shuffleboard, undeniably the largest as well as the longest lasting game on any given location, is currently enjoying a tremendous resurgence in popularity throughout the country, thanks largely to well planned, often elaborate tournament contests promoted and staged by the game's coin-oriented distributing organizations.

With a new full-line availability of coin-operated shuffle-boards, numerous taverns whose space had previously been at a premium, have fallen into the scope of the shorter shuffle locations. The traditional 10' to 22' long board has been indeed preempted in many areas by such innovations as American Shuffleboard Company's 9' and 12' Imperial cushion bankshot series and its Shuffle '86. As a result of the added number of locations, thousands more customers have been exposed to the unique fun and demanding skills of this game.

That hard core tournament duo (Les Lysted of American's Seattle, Wash. office and Ed Martell at Tri-State in New Hampshire) have successfully exploited the long board tournament play for many years and have lately been joined by other American representatives in the program. Many contests staged during 1967 utilized the new 12' Cushion bank board, which has given added dimension, as well as new skill disciplines to the traditional game.

These distributors normally arrange for hall space through organizations such as the Elks and Moose Clubs, large enough to accommodate upwards of 1,000 competitors because shuffleboard contests have invariably attracted an abundance of interested players. The number of boards needed usually falls between 12 and 20.

American's distributors have introduced player competition on this grand scale to the Southwest (especially Texas where Santone Sales, Wallace Dist., O'Connor Dist. and State Music have jumped into the program), to Pennsylvania through Kloop Dist. out of Reading, in Memphis under the tutelage of Games Sales, in Oakland, Cal., through Stan Lysted's American Shuffleboard Sales as well as in localized play-offs in Dakota, Minnesota, Colorado, Montana and in Louisiana where Tom Hughes' S & H Distributors is representing the full shuffleboard line.

Sol Lipkin, American Shuffleboard's national sales director, spends more time on the road visiting with distributors than he does in the company's main office in Union City, N.J. "The sales team is now concentrating on those regions showing strong potential. To help introduce tournament play, he usually travels well-armed with all the necessary literature to explain all rules and regulations for staging and promoting a successful play-off."

"From the point of view," Lipkin stated recently, "it's not that easy to determine the exact number of boards necessary to stimulate in this country, because the game itself just lasts too long there. It's certainly not a replacement market, although we do enjoy reorders for certain given spots. A great percentage of the new units we sell each year are the shorter bank boards and almost always wind up on a smaller location that has never before offered shuffleboard play to its customers. We are seeing more curves being added appreciably the past three or four years, showing clearly that the population here is gaining tremendously."

Lipkin keeps a close watch on the annual volume of their shuffleboard sales, knows the key areas most partial to the game and is now concentrating on those regions showing strong potential. To help introduce tournament play, he usually travels well-armed with all the necessary literature to explain all rules and regulations for staging and promoting a successful play-off.

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LAS CRUCES, New Mexico—Consolidated Music Company, which has grown from a one-man operation in this semi-desert New Mexico city to a vast business with operations throughout the country, is marking its 85th anniversary this year.

Al Harper feels the same about servicing around Las Cruces, that Frank Derrick does around his territory of Albuquerque...that service is becoming an increasingly important part of their operation. It has to be试题 preparation.

Al Harper feels the same about servicing around Las Cruces, that Frank Derrick does around his territory of Albuquerque...that service is becoming an increasingly important part of their operation. It has to be a trouble-free operation as possible, "You're selling music," Al said, "and when people go to the pinball machine they expect good music...we have to be prepared."

They both know the importance of good public relations with waitresses, bartenders and all other personnel working in a particular location. "It develops a lot of good will...and costs you nothing to cultivate a friendly relationship with these people," he said.

At the conclusion of the Consolidated Music Company service seminars, Leonard Hicks swung up north to Denver, Colorado. The Drake Sales Company sponsored Bob Paulson and John Schibler at another of the Wurlitzer service seminars. Hicks said, "If there's someone around to listen, I'll always take the time to talk Wurlitzer to them!"

PHILADELPHIA — The officers and Board of Directors of Congregation Beth El Suburban are honoring former vice president, Marvin Stein, at a State of Israel Tribute Dinner on Sunday, May 5, at the Congregation, 715 Paxson Hollow Rd., Broomall. Elwood Shore, chairman of the event, announced that a reception for Stein will be held at 5:30 p.m., and dinner will be served at 6. Stein's Service Award will be presented to Stein.

Stein is prominent in the coin machine industry as president of Eastern Music Systems Corp. and Eastern Vending Distributors, Inc.

Shore also announced that entertainment at the event will be provided by Rivka Raz, sensational singing star of Israel's production of "My Fair Lady," which helped play to full houses for more than a year. Her Columbia recording of "My Fair Lady" was a hit disc in the United States. She came to the U.S. for an Ed Sullivan TV show, and has stayed to tour the country since.

1968 Parts Catalogue Published By WICO

CHICAGO — The WICO Corp. announced last week that their 1968 catalogue of coin machine parts and supplies is now in international distribution.

Bob Garrott, ad manager for WICO stated that "this is the biggest, most colorful catalog ever published by WICO, with 4-color views of machines featuring a new line of cue sticks on the back cover which is exclusive with WICO. The body of the book has been expanded (by more than 20 pages) to 294 pages crammed with items for service and maintenance of coin-operated machines, games, pool table and dining equipment. There is an additional 8-page catalog section of new merchandise available under the WICO Trading Stamp Plan."

"All sections of replacement parts for machines have been expanded and every effort has been made to list manufacturers' reference numbers. Parts lists have been taken where long lists of items such as coils, lamps, motors, etc., are required to make it easy as possible for the customer to locate the exact part wanted."

"Pool Supplies and Cigarette Machine sections are greatly expanded to offer a bigger variety of new items ... particularly products for up-dating old equipment with conversion kits, replacement parts, service kits," he said.

Garrott also said, "While prices in some cases are necessarily higher, the popularity of many others with the trade has made lower prices possible for these items. To help the buyer offset some higher costs, WICO has made many items available now at lower unit cost when purchased in quantity. Other items have been improved, given longer service, or duplicated in different materials as the buyer may have a choice of quality and price to suit his needs. For example, machine parts may be available either in metal or plastic. Pool Table Felt has been improved with tighter weaves blended with Nylon for longer wear, better play."

The catalog is available free of charge to those in the trade.
Cash Box

PROFILE ON: Harlan Wingrave—Accent Is On Diversification

"I can't be discouraged, we absolutely have to find new means to increase our revenue. Its impossible to cut down on expenditures, because if you do it impairs service to your customers and that would be fatal. I can't afford to cut corners and save pennies on service—if anything—I have to increase the efficiency of my service. And that has to do with what we're right in the middle of an inflationary squeeze." So states n-on-sense businessman, Harlan Wingrave, president and owner of Emporia Music Service located in Emporia, Kansas. The subject of this week's Cash Box Profile received his degree in accounting from Kansas State University in 1947 and practiced as a CPA with F. B. Kubik in Wichita for nearly two years before he learned the coin machine business.

His work as an accountant brought him in close contact with the trade and he decided that it looked easy enough to put a few machines out, collect the coins each week and get rich. With this in mind, Wingrave found a music and game route for sale and bought it. "It didn't take long for me to realize that this business was not as easy as I had originally thought." Wingrave stated. "It took a lot of work to build my operation into what it is today."

Since 1949, when Wingrave bought his route, he has increased his scope of operation to encompass a 50 mile radius of the 20,000 resident and 10,000 student population of Emporia.

In 1957, he started his full-line vending division, which is unique in itself. "We have a commissary kitchen in which the cook works all night preparing food. Then in the morning, our men come in and deliver to our locations. We have units primarily in small plants (600 or less employees). We have some in the College fraternity houses and dorms, also." He revealed. (Emporia has two colleges, The College of Emporia which is Presbyterian and the Kansas State Teachers College).

Although cigarette machines are not as lucrative as some other types of machines, Wingrave prefers them because, "cigarettes are easier to handle, they seem to be more of a clean-cut business. The other segments of the trade seems to be a rat-race."

Wingrave recently went into another business venture when he purchased the Sweetheart Candy & Tobacco Wholesale House in Salina, Kansas. "With the present state of the business, it was somewhat stagnant, which I assume is on a national level, we must find new avenues of revenue. The trade at large is doing good, but it seems optimistic—its not aggressive enough," he stated.

Wingrave's area enjoys a restful atmosphere of virtually no legislative harrassment, but the area does experience the nationwide problem of loans and bonuses. "I've been around long enough to ignore the problem, but the new men coming into the business are handing out tons of money to locations and getting them.

I've found that they don't keep the spots for long—sometimes six months is as long as a year, but then you hear the location owner yours and you come back and take care of me, this new guy gives me no service at all, and that's about the best you can do if you can give out large sums of money, but you better make sure you remember them, service and enough of it," Wingrave went on to say.

We asked Harlan if he expected a good summer and he said, "there's no telling. We hear about an oil boom, but I don't expect any sudden boom, but it should be an average summer. Some of our students return before summer school, so we still have things to look forward to."

Can you give me your personal opinions about the new innovations and changes in the industry? We asked at the recent board of directors meeting in Washington D.C. do you think it will strengthen MOA?

I was directly involved in the administrative changes and feel that we hit a new turning point with the present selecting board members. A lot of us had been in the game for years and we're getting old—we need a new blood with new ideas to insure the future of MOA. This is a change that we all must realize that is for the better. The MOA is there to protect its members against adverse legislation such as the present copyright legislation. It will come to an end someday because of the revocation of the copyright laws and when this happens, we're going to need someone in there with new ideas that can lead us in the right direction. You know, there's a wealth of interested young men in the business who can contribute a great deal to the future strength, security and financial picture.

About Music

Wingrave feels that the, "jukebox is still a great medium of exposure for artists, but is uncertain if it is a top medium for sales."

He says, "ten to fifteen years ago, anyone with 30 days of experience could program a jukebox, but today it is much more sophisticated and requires one to constantly have his finger on the pulse of what is new and what type of music, any particular location needs to make it a profitable and happy one."

The one problem we have out in this area is that sometimes we get ahead of ourselves. We'll place a new release in one of our locations and find that we have to take it off within two weeks because the play-meter shows no plays for it. Meanwhile, back in the East, the tune is making it's way onto the top 10. The biggest thing we have in this area now is Bobby Goldsboro's 'I'm a Fool,' followed by 'Union Gap' Rascel's and 'Cab Driver' by the Mill's Bros," he further stated.

According to Wingrave, little LP's are not probable and 2 plays for 25¢ is not ready for his area. "I've used little LP product before, but they just took up too much space, so I don't pay much attention to them anymore. 10 to 12 years ago, I crusaded for a day and put my ears pinned to the wall, so I don't make much attempt to promote 2 plays for 25¢.

Wingrave is a long list of credits with associations and civic organizations that warrant mentioning. Among them is a member of MOA board of directors, director of the Kansas Tobacco & Candy Association, president of the Kansas Amusement and Music Association, member of the board of the Kiwanis club, member of both the VFW and American Legion, Elder of his church and member of the executive council board of the Boy Scouts of America.

Thank you Mr. Wingrave for your, pleasant, interesting, informative opinions and answers to our questions.

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Cash Box—April 20, 1968
SERVICE SCHOOL REPORT

Lieberman Hosts Seeburg & Williams

MINNEAPOLIS—Jack Mulford, Seeburg service engineer said that the service school be held at Lieberman Music Company Wednesday and Thursday, 3-4, had the largest attendance ever. Jack Mulford held a service school on Williams Games on Wednesday and on Seeburg Phonographs and accessories on Thursday. Catered lunch and refreshments were served both days.


Vinton, Checker, Cooper To Entertain At UJA Victory Dinner May 11th

NEW YORK—According to Lou Wolberg (Runyon Sales) and Abe Lipsky (Lipsky Dist.), members of the entertainment committee of the 1968 UJA Campaign Fund Drive, two recording artists and a comedian have accepted invitations to appear at the UJA Victory Dinner May 11th at the New York Hilton where Musical Distributors' Harold Kaufman will be honored as the man of the year.

 Appearing will be Bobby Vinton (Epic Records) and Chubby Checker (Formerly with Cameo-Parkway) along with comedian Pat Cooper (United Artists). Checker is not necessarily represented on the Cash Box Top 100 chart, however, Vinton holds down the #84 spot with "Take Care Of My Baby" and Pat Cooper has a comedy album on the market.

It was also announced by Lipsky and Wolberg that Splits Cedar Hurst will donate all flowers for the affair.

Cash Box—April 20, 1968

FISCHER TABLES

Operators affectionately call them "Money-Magnets"

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Model 92-D 91"x52"

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**Cash Box Round The Route**

**Eastern Flashes**

LONG ISLAND TOURNEY — The Greater Long Island Sanctioned Section 8-Ball Tournament is now in its fourth week and we decided to check with some of the registered operators to see if and how much collection rose as a result of the contest being conducted at their locations. Without naming locations specifically, a sampling of grosses logged are: $155 to $191, $126 to $170, $74 way up to $160, $80 to $114 and $132 up to $190. It seems the greater numbers were encountered in those spots where the coin table had once been good, slack off to a poor gross of late and then shoot back up with the tournament play. We understand those really bum spots where the operator never played good collections should be entered into this type of contest. Long Island operators already grossing well don’t really need the contest to stimulate play. Len Schneider, just back from Los Angeles meeting with ops out that way who want to get onto the 8-ball handbill, will probably get the Long Island operators together in his office this week to check how things are panning out. Len also heard that Taverns in the sanctioned competition have enjoyed increased business. Curiously enough, collections have also risen in many cases, due in large part to the equipment in the tavern such as the music, game and cig machine.

**COUPONS CONTINUE —** Tommy Tarmey, executive officer on the state coupon purchases up at his Syracuse one-stop, has sent his regular branch manager Ed Op's coupons in amounts depending on number of discs bought (e.g. 5 for $1.00 100 freebies are given them on the basis of 25 freebies for every 50 coupons. In the hit picking department, Jimmy Galuppi set his finger on the Monteray's new "10-in-1" jukeboxes on Huff Records.

**HERE AND THERE —** Received nice letter from Vic McCarthy of Catskill Amusements in Hurleyville. He likes our Location Programming Guide. Likewise Bill Cannon (now off to Indiana's boondocks, who says he's heard nothing but favorable comment on the Guide from ops he's spoken to recently) and Bill's appointed an East legislative counsel name of Marc Brookman. He'll handle the association's activities in the Eastern states in state and local legislative matters as well as will be in contact with any tax and public health advice they might need. The group's latest effort is located in Philadelphia ... Connec- ticut operators should look to the manual for information to installing Betson Enterprises open house showing the "Man of the Year," May 14-15 ... Spoke with Joe Cirillo out at Betson recently and he says the big games moving with Jersey ops right now are Chi Coin's "All Stars" basketball and Bally's "World Cup" soccer. Joe says all the equipment on the showroom floor has been doing extremely well for the distrub and thinks March just might have hit another sales record.

**DRIVING —** Jerome Bonnabeau made an attempt to sell 1200 jukeboxes last trade week to please try and find a piece of used equipment that you are interested in and be looking for. Jerome will donate it to his department which heads up in New York State Hospitals and mental institutions. Jerome can be contacted in person at these State Hospitals. The phone number is: 792-8008 in New York City. Manhattan Division of The United Jewish Appeal reported last week that over $10,000 had been pledged for the 1968 Campaign to date. At a telephone mara- thon, callers sold out an additional 170 tickets to the May 11th, victory dinner where Harold Kaufman will be hon- ored. A committee will hold another telephone marathon at 10:30 A.M. and a regular meeting will be held later in the day at 6:00 P.M.

**DEEPEST SYMPATHY —** Heard the untimely news of the death of New Jersey music, games and cigare- tte operator Eddie Diericks. Eddie, who was found last week with a row that spread out into many of the State’s counties. His passing leaves a gap for assume management of the operation of the Diericks. Diericks takes over ownership.

**SHUFFLEBOARD CONTEST —** Sol Lipkins, just back from extensive road trip and already preparing for next excursion to the Coast, info's the factory's lending four '65 Royal Imperial shuffleboards to the Passaic Moose Lodge for their April 19, 20 and 21 Tri-State Tournament. So figures about 450 entrants will compet- e for shuffleboard honors, repre- senting locations in New York, Jersey and Pennsylvania. The Lodge is located in Paterson at 185 Summer St. (See separate feature article on the usages in shuffleboard popularity.)

**W.S. FOR MIDWAY —** W.S. Distributing in Brighton, Mass., operated by Bill Schwartz, has been named distributor for a new line of coin operated games for the New Eng- land area. W.S. will be handling Seeburg and Williams products, Mid- way's current line top is their "11th Avenue" jukebox.

**FLORIDA MUSIC FOR UNITED —** Art Daddis, United Billiards chief, arrived in Miami to see their Music and Vending (Seeburg's Miami outlet) as exclusive distributor in that area sets up. The Florida Music and Vending is headed by Ed Blankenship and Herb Mal- lins as manager.

**BALLY STOCK —** The large number of securities issued by Bally last week, according to market insiders, will probably be snapped up by sources close to the organization, but if and when the stocks reach the public (Over the Counter), shares will probably kick off at $18 per. This last item from the Investment Dealers Digest.

**NAMA COUNCIL MEETINGS —** Schedule of the area's Annual State Council Meetings, as issued by NAMA, are May 3-4 for the Georgia branch at Jeckell Island; May 17-19 for the NAMA convention in Florida, and June 7-8 for the New York group at the Lido Beach Hotel.

**Mort Hoffman, director of sales and promotion for Epic Records stated in a letter that last week that 'over the past several years Epic has received requests to provide stereo singles product for use on coin phonographs. The top usually cropa up at the annual MAD convention and then it's quiet for another year. Most recently there has been considerable publicity re- lated to stereo singles in the trade press. Hoffman, a staunch supporter of the jukebox as an exposure medium, further stated, "the jukebox is a very worthwhile avenue of exposure for single records and the music operator is one group who is very inter- ested in the operator's reaction to stereo singles and have sent them two or three listings of stereo singles releases. The samples were a special pressing just for music operators (the commercial pressings of these releases are available only in monaural), and is the single issued in a location and test the sound, after which, they are urged to send us their opinions via a special form enclosed in the package.""
**Chicago Chatter**

Needless to say, the shocking events of last week resulted in untold damage to several areas of our city. The coin machine business took its toll. One hit was Mary Gillette of Musical Merchants, who had extensive equipment in three of the prime target areas, the south side, Madison St., and the streets. Up until last Wednesday the areas were closed to everyone so it was impossible to survey the losses. ..."Carnival" is the name of the exciting, new rifle game being readied for shipment out of Chicago Dynamic Industries. A very enthusiastic Mort Secore describes it as not only exciting but very realistic, with its special recoil action! Dists will receive shipments this week.

Here's a reminder from Julius Sturm, executive director of FAMA, to get your reservations in to The Newport (Miami Beach, Fla.) no later than May 17, for the 1968 annual convention being held May 24-26! This year's fantastic demand in both domestic and foreign markets for the Williams Electronics Mfg. "Aqua Gun." We talked to Bill DeSelm and he excitedly advised that production is at full speed now, in an effort to fill the accumulated orders and "keep our customers happy!" To great advantage at this time, of course, is the Williams expansion move which has provided 30,000 additional square feet of space and moved the firm's entire operation under one roof! The Stanfield Music Co. are collectively making ready for the district's initial service school on the Bowers AMI "Music Master." Session will be held on Wednesday evening (17) in the Atlas showrooms and refreshments will be served. Dist's Bill Phillips and Bob Vihon took to the road last week, covering their respective territories of Iowa and Illinois. Nally Mfg. Corp's ad manager Herb Jones is mighty proud of the new 1968 Parts Catalog for flipper type pinball games, which is a treat to the firm's customers around the world! The staff at World Wide Dist. are being kept busy by the steady flow of orders pouring in from road men Art Wood, Tom Hirdon and John Neville. We talked to Howie Freer, who added that the dist's is enjoying much activity with the current Williams and United Linemount and, in fact, is anxiously awaiting fastmoving shipments to help meet the demand.

A reminder: the Illinois Automatic Merchandising Council annual meeting will be held up this weekend (18-19-20). Place is the Lake Lawn Lodge in Delavan, Wisconsin. Ross B. Schoer of Midway Mfg. announced last week the introduction of W. S. Dist. Co., 126 Lincoln St., Brighton, Massachusetts, as their exclusive dist. for coin-op amusement games in New England. Ted S., headed by William Schwartz, is the new dist. for Williams dist. for NE, and has an outstanding record of accomplishment in the music and games field. NAC survey results announced last week that officers and directors of the association will hold their mid-year board meet, May 22, at the Bis-marck Hotel in Chicago. Charles Bertsch, Bertsch Vending Co., has been president of the Indiana Vending Council of NAMA, serving with him will be: Earl Dixon, Fred Fowler, Or- vell Fetter, Robert DeLuiter, Lee Hunter, G. Lee Jones, E. D. Kendrick, Pat Malley, Jr., Thomas Perkins, Richard Courney, Charles French, E. E. Kinnear, Robert Martz and Andrew Russell. ... Paul L. Kutta, Vending Service, Inc., has been elected to serve as president of the Mississippi Automatic Merch. Ass'n. of NAMA. He succeeds D. O. Thomas. Serving with him will be James Sumrall, Paul Daniels, Ralph Green, Cal Baker, Sam Jones, Mrs. Betty Ajax, Joe O'Callaghan and Thomas.

**Milwaukee Mentions**

A large number of operators turned out for the recent Wisconsin NAMA weekend meeting at the Holiday Inn Central, Empire's Bob Rondeau, who was there, described it as "very informative" and extremely well attended. Among those participating were Roger and Jerry Zaug (Zaug Vending); Jim Lindberg (A-2 Vending); Jack Turner (Owens Vending); Louise Fahn (Nelson Vending); The Peltier brothers (Peltier Vending) and, from Empire, Dave St. Pierre, who heads up the vending division, Bob Rondeau and Harry Fry. Carl Millman was voted "Operator of the Year!" For a look at the local singles scene we talked to Gordon Pellet at Lee dissect City, who listed the following as strong juke box items: "Yummy Tummy Yummy" by the Ohio Express (Buick-wood); "Lily Marlene" by Al Martino (Capital); "Cabaret" by Herb Alpert (A&M) and "Loving You Has Made Me Bananas" by Guy Marks (ABC).

**Mid West Musings**

Oscar Winter in town for the day making the rounds and buying equipment, records and parts. ... Darrell Weber in town for the day on a business trip also picking up parts and records. ... Congratulations to Mr. & Mrs. Curtis Anderson on the marriage of their daughter Allura last month. ... Ben Kragtore in the city for a few days vacation visiting relatives in St. Paul. ... The Fritz Richingers returned this week from a very long vacation at Ft. Lauderdale. They flew in and their large cruiser will be sailed back here. ... Al Eggermont Jr. in the cities for a couple of days. ... Earl Shultz in town for the day making the rounds and visiting his daughter living in Bloomington. ... Arndt Petersen in town for records and parts. ... The Mike Imig's from Yankton are home after spending a very nice vacation in Hawaii. ... Mr. & Mrs. Warren Sandler are vacationing in California. Our deepest sympathy to Mrs. Owen Bjergum and family on the sudden death of her husband Owen Bjergum Sr. Owen awoke early Sunday morning coughing and died instantly of a heart attack. He was 79 years old and had been in the coin machine business for 14 years. Burial services were held Thursday 4th. ... Tony Bennett, Duke Ellington and Orchestra, Jack Leonard at Minneapolis Auditorium Sunday April 28th. ... Ice Follies at Sports Center April 17-28. ... Chad Mitchell announced that he will visit the Steve Katte at Colliow Lounge at Sheraton Ritz. ... Mary Martin and Robert Preston at Orpheum April 22-27 in I DO, I DO.

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