3 Publishers Start Omega Equities Leisure-Time Acquisitions • • • Alan Livingston Leaves Capitol • • • Berkman GM Of Bang-Shout • • • Editorial: The Local ‘Record Man’ • • • London, Kapp Sales Meet Product • • • Top Artist At ‘Cantagiro’ Is Caselli • • •

THE CREAM IN ATCO’S COFFERS

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THE CREAM IN ATCO’S COFFERS

THE CREAM IN ATCO’S COFFERS
The Comfortable Chair

BE ME • SOME SOON—SOME DAY
PRODUCED BY ROBBIE KRIEGER & JOHN DENSMORE • WOULDN'T THIS MAKE A GREAT COVER IF IT WAS IN COLOR?

ON

ODE RECORDS
The Local 'Record Man'

The days of the hippie-dippie local promo man who got by—with occasional success—with radio station relationships that amounted to a flip hey-baby-play-my-record are on the road to extinction. This is the sum conclusion of conversations with various sales-promo execs. Local promo, these individuals assert, has evolved into a great deal more than 99% reliance on a guy whose very personality turns a local music scene on. "For the national promo exec, one of these execs explains, 'radio station contact— the fruits of which, hopefully, is getting a record on the playlist—is half the job done. For the local promo man, it amounts to only 20% of the job done.'

What is getting the job done all the way? This really means that a local promo rep must think of himself as a 'record man' rather than one who assumes he can call it a day when the sound of a record he is working on makes a playlist. Assuming that a certain disk is deemed worthy of a station's willingness to give it a try, most stations won't stay with it more than two weeks if audience response isn't encouraging. This gives the promo rep a vital period of 10 days or so to follow-through. That follow-through entails an immediate check with a distrb making him aware that the record is being played, contact with large retailers and one-stops to check on whether they are receiving inventory on the record, etc. The local promo man, in short, does the job right when he is truly an extension of the activities that are done on a larger scale at the home office.

And what about his relationship with local radio stations? Here, too, the local man's functions should go beyond the area of "glorified messenger-boy." A good example of this is to display to radio personnel an awareness of all product that's on the market. He can, for instance, endeavor himself to programmers if he can occasionally recommend a disk he's heard, even if it doesn't happen to bear the logo of the company he represents. Such a relationship is mature and can set a foundation of mutual respect.

Many of the industry's leading record men have drawn from the local promo field. The disk industry is more complex than ever, and signs are that it will continue to call heavily on people with a well-rounded knowledge of the music business. It makes sense for the present success of a company and the recruitment of national manpower for the local promo man to approach his radio station contact function as one step in a chain of steps that are required to see a record through. Taking on multi-faceted responsibilities is the hallmark of today's promo (record) man.
"EVERYTHING" IS EVERYTHING

PARROT HAS A SMASH!

Winner for Pineywood

N.Y. July 22—PARROT RECORDS has a giant in the new release by "THE DAILY NEWS," "EVERYTHING." A great new song written by Rudi Clark, Johnny Northern and Ralph Bailey of T. M. Music-BMI. It seems destined for the top. ELLIE GREENWICH and MIKE RASHKOW were appointed by LONDON RECORDS to produce this disc for PARROT through their PINEYWOOD PRODUCTIONS LTD.

PARROT 331

THE DAILY NEWS (above)—Whose recording of "EVERYTHING" backed with "POOR MAN’S SON" has just been released.
he floats thru the air... Nilsson

GETS ALL THE WAY THERE ON HIS NEW VICTOR ALBUM. Includes both sides of his new Victor single "Everybody's Talkin'" and "Don't Leave Me" 1964 as well as I Said Goodbye to Me, Mr. Tinker, Little Cowboy, Good Old Desk, Together, One, Bath and Mr. Richland's Favorite Song.
NEW YORK—The music business has a new company interested in making it a part of its expansion into the leisure-time market.

Omega Equities, the name of the development in the leisure-time market that holds holdings in the music field are three music publishing companies, the Rob- ert Mellen Music Publishing, Inc., of New York, and Vealke Music. Mellen is the only principal partner in the company, with Mellen having inked a 5-year deal.

According to Warren Twee, attorney who represents Omega, further acquisitions in the music field are forthcoming, including disk operations. He indicated that Omega did not plan any acquisitions in the wholesale area.

Soundtrack Emphasis

Among the Mellen firms involved in the Omega transaction are Robert Mellen Music, Robert Music, Shervin Music, Enwin Music and Alpognum Music, Robert and Shervin are ASCAP-cleared. It’s understood that Mellen simply plans to spend much of his time abroad, with specific intentions of sup- owing soundtrack music to the cata- log; this is an important area of films are already in the Mellen stable. Some of Omega’s top copyrights include “Here in My Heart,” “Stranger on the Shore,” “I’m Yours” and “Prisoner of Love.”

The world-wide operation of Stanny music, now under Omega, includes rights to songs like “I’ve Learned to Live Again.” “Watch All I’ve Been To You,” among others.

2 New Board Members

It was also announced that two new members have been added to the Cap- itol Industries board, Nolan Brown and Michael Nidof, Browning has been a director of Capitol Records since 1946. He was elected chairman of the board of Capitol Records, Inc., and as director and officer of other subsidiary companies.

Glen E. Wallach, present board chairman and chief executive officer, was elected president of Capitol Industries, Inc., and in addition will assume Livingston’s responsibilities. Livingston indicated that his decision was based on policy differences with the directors of the company.

Wallach announced the first and the board of directors of Capitol Industries, Inc., accepted Livingston’s resignation extending, as he pointed out, Livingston has been an active and contributing factor of the company since he first joined Capitol Records in 1946.

If the first two Columbia album releases took people by storm, “Wheels of Fire” is nothing less than a hurri- cate. Since its unveiling at the Atlantic-Ato sales meeting a month ago, the two-record set has passed the million-dollar mark, hit the #1 spot on the best seller lists and is still selling faster than most singles.

The Cream, with Eric Clapton (guitar), Jack Bruce (Fender bass) and Ginger Baker (drums), is now having its first major single breakout from the nearly-4-year-old “Sunshine of Love,” #16 this week and nearing the million-sales mark. They are also to be heard as per- formers in the Ato soundtrack album for “The Savage Seven,” with the main theme “ Anyone for Tennis?”

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Catalano, Rosner & Diamond Music Co.

New York—Three young tradesters have joined forces to form a new pro- duction-publishing operation, the CDR Corporation. It has been announced by John Catalano, former exec vp of the Crewe Group of Companies; Dave Rosner, former exec vp of Bang-Shout a subsidiary of Algonquin Records, and the new, independent agency’s manager of April-Blackwood Music; and Martin Top 40 artist, Neil Diam- ond.

Employing the concept of “ key con- tacts plus dollars” the trio has engaged in extensive talent acquisitions and is already engaged and recorded The Pen- nsy Candy.

Own Writer, Musician Staff CDR, based in New York, will have its own staff of exclusive writers and producers, and will shortly announce the signing of two new talent agents and part of their talent exploitation pro- gram, plans are currently underway for the construction of a new 15-track recording studio in New York, staffed by house musicians. This will not only allow proven producers working under the CDR banner full creative freedom, but will also give the company as a fertile atmosphere for the growth and development of new young talent.

Trio’s Background Rosner, who helmed the April-Blackwood creative department in both publishing and independent production, was closely associated with gret its guests with the hottest streak of success in its history.

Myers Leaves Acta To Form New H’wood Label

HOLLYWOOD — Kenny Myers has resigned his post as general manager of Acta Records, the Dot label affiliate. Myers, who officially leaves his VP position on Aug. 1, said he will have his new label in operation by mid-Aug., with initial offices on the market by Sept. 1. He will continue to headquarters in Hollywood and is presently scouting talent and personnel. Manufacturing and distrib- ution arrangements for the yet-to-be named label will be set within 30 days.

Myers joined Dot in Dec., 1966, fol- lowing a 15-year association with Mer- cury Records. He formed Acta in 1967 and was named general manager. His acts at the label included the American Breed and Peppermint Trolley Company.

Arnold Burk, Paramount Pictures’ vp in charge of vaudeville operations, said that Myers “stewardship of the Acta label contributed significantly to Dot’s overall growth.” He added that Myers accepted the resignation with “great reluctance.” Burk noted that Acta will con- tinue as an “important factor” in Dot’s operations.

3 Publishers Start Omega Equities Leisure-Time Drive

FRONT COVER:
THE FUZZY BUNNIES

SING

THE SUN AIN'T GONNA SHINE ANYMORE

#32364

ON DECCA

NATURALLY

A DIVISION OF MCA INC.

Cash Box—July 27, 1968
New York—London Records has launched its FP (Fall Program) 68 plans for the release of 46 new albums, comprising the company’s history, to its entire staff of office album sales executives, sales managers, and distribs at the label’s Manhattan headquarters. Managers were brought in for a full week of meetings between the London sales team and every sales office throughout the country. The person-to-person conferences with individual distribs and their own sales and staff are held Monday (29) when the London staff can finally begin to assess the new product.

London’s release feature four already-rush-released special pop albums. The company has also announced during the meetings. Promotional literature for the program have been geared to the idea of the ballot and the coloring machine in this presidential election year.

**Kapp’s Success Perspective Starts Rolling w/11 New LPs, Artists Deals**

**Kapp’s Success Perspective Starts Rolling w/11 New LPs, Artists Deals**


Pat Rolle is one of the premiering new artists, Wiedenmann said had signed to the label. He also indicated that there would be a strong push on newly-signed Betty Barnes. Her debut single is, “Destiny’s Child.” The assemblage was also told that Kapp would release Shani Waltz, next LP to coincide with the showing of the movie. The film was to be shown, “Oliver!,” and that Kapp would record Howard A. Roberts, the choral director for the movie. It was also said that there would be additional important artist announcements upcoming within the next few weeks.


**Liberty Conducting Musical Knowledge At The Coast Meet This Week**

Hollywood—It’s a college of music conducted by the president of the largest recording firm in the business, conducting a meeting of personnel rather than new product releases. The meeting, attended by office men, branch managers and corporate personnel from all the Liberty divisions, was held here Tuesday and heard Liberty Records president Al Bennett outline the goals of the convention. The theme of the convention is “Welcome to Liberty Record Distributing College.” It’s the first time in the record industry that the emphasis of the national sales meeting has been placed so strongly on the training of people rather than product presentation.

During the two days of the convention the corporate slide presentation will be shown and it will cover the structure and extent of the company’s liberty’s part in the industry and branch personnel’s role in the Liberty assembly line.

All these subjects will be covered in hour-long sessions, and various audio and visual techniques will be utilized.

Two and three dimensional screens will reflect the images produced by various types of projectors and motion picture camera.

Four track stereo sound will be utilized along with more than 200 independent lighting systems.

The photographic slide presentation was prepared by Dwight Eare of the Liberty advertising and merchandising department. The photography was done by Ron Waler.

July 27 will be devoted to United Artists records and will consist of an introduction to product and the artist roster of the new Liberty Rec.

Closing out the convention will be a special presentation of the Top Liberty Records Inc. artists. The convention is being coordinated by manager of marketing, Allen LaVinger and assistant to LRDc general manager Wayne Bennett.

**Capitol Non-Slip 45s**

Hollywood—Capitol records, will manufacture next month its seventh 45-rpm product with a non-slip feature. The general appearance of the record is relatively unchanged, with the exception of a ring of small serrations, or notches, molded into both sides of the record concentric with the label. When the records are stacked, these serrations interlock, one record to another, to keep the records from slipping. The serrations, being etched into the non-slip area of the record, to grip the smaller serrations of the other non-slip record, thereby lessening the possibility of slipping with non-slip records when they are intermixed.

Since they have been available in Europe for some years, it can be said that serrated records are not new. About 100,000 of this type of record was set by the RIAA in 1961. Yet Capitol is most likely for records first recorded before Capitol to produce 45-rpm product in competition with other companies.

The decision to produce this type of record came about when RIAA had all records cut in conjunction with the retail trade, wherein increasing numbers of consumer complaints were being received regarding record slippage on changers.

Siegelson and Trepel.

**Knight Out Of C-P Pact**

New York—The American Arbitration Association has granted Terry Knight his wish, he’s out of C-P Productions’ 5-year pact with Cameo-Parkway Records. The decision was reached on July 10 by Abraham Males, the arbitrator. While in C-P, Knight had a Top 100 hit, “I (Who Have Nothing),” a second hit, “I Know Your Music” label affiliation shortly.

**Caterina Caselli Wins**

**Caterina Caselli Wins**

**Cantargo Fest**

**Cantargo Fest**

**Inl’l News Report**

**Cash Box—July 27, 1968**

**London Casts 46 ’Votes’ In Top LP Push**

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**Broadened U.S. Scene For London’s Publishing Co.; Siegelson To Staff**

**Broadened U.S. Scene For London’s Publishing Co.; Siegelson To Staff**

**NEW YORK—Bert Siegelson has been named director of professional activities for the American Society of Composers, Authors and Publishers (ASCAP) and Peleton Music Corporation (BMI), twin publishing subsidiaries of London Records. According to Mimi Trepel, who is general manager and a director of recording and sales, the move, coincides with a general expansion of publishing activity in the Burlington-Felsted group, with particular emphasis on broadened representation of songs.**

**For nine years he served as professional activities director of BMI and associated with foreign-based product. In line with the new effort, much more will be spent on developing young new writers. Siegelson, who comes from the publishing background to his new post.**

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Decca Sets 1st Promo Seminar In Aug

NEW YORK—Decca Records has organized a four-program, two-hour special to be aired on Aug. 7-11 in local markets at the Universal Picture Studios.

"Valuable Tool"

Details of the promotional conclave were made known upon Man- cinis' return from the label's Los An- geles base. Manzione took the fact that "this type of promotional meet- ing, the first of which we expect to do, is a valuable tool in our over-all strengthened promo- tion operation. It will give our field promotion people a first hand oppor- tunity to continue to aid us in building the Decca image and motion set-up as the best in the in- dustry, second to no one." The com- panys promo staffs will check in at the Continental Hyatt Hotel, Los An- geles, for the first of Augus. A full schedule of promotion business sem- inars will stage the next morning at the Universal City-Studios. In addition to the seminars the promo staffs will do their own show packages in the Universal City studios, long top tourist attraction on the West Coast. They will also have a private screening of first assemblies from Univers- al's new show engagement motion picture "Sweet Charity," which is now scheduled for an early release.

"Swany Uped To Prod. Mgr. On West Coast By Columbia"

NEW YORK—Columbia Records has re- ported that Dave Swany has been appointed Dave Swany to the newly created position of product manager for the West Coast region. The appointment was announced by Bruce Lundrav, director of merchandising for the label. Swany was most recently based in Hollywood, and will be responsible for merchandising liaison with all west coast Colum- bia A & R producers on all aspects of release preparation. He will specialize in the development and exploitation of retail programs, and will assist in the coordination of cover art and liner notes.

Columbia Records in 1965 as manager of west coast press and retail, and with several years of newspaper and radio experience. In 1966 he was transferred to the New York office as national promo- tive, where he publicized Columbia's two-oriented artists.

Swany served as an associate manager of popular album sales at Columbia in 1967, and was most recently appointed as assistant manager of press and retail. In this capacity he was actively involved in the development of Columbia Records' highly successful "Close-Up" promotional campaign.

Epic Ups Wecker To A & R Admin. Ass't

NEW YORK—Marty Wecker, former- ally assistant to Bob Koss, has been promoted to the newly estab- lished position of administrative as- sistant to Epic's A & R director, according to an announcement by Dave Kapralik, Epic vice-president and A & R. Wecker, who joined Epic in June, 1967, after a stint as music director of a local station, has been re- porting to Dave Kapralik for recommending record masters for purchase, supervising Epic's annual tour of Europe, and supervising Epic A & R administrative activities.

Applegate, Ruff Join Capitol A & R Staff

HOLLYWOOD—Dick Peirce, Dot Rec- ords vice president and general man- ager, has announced the addition of two new West Coast A & R staff producers, Bobby Applegate and Ray Ruff. The pair will headquarter at Dot's Hollywood office and report directly to Peirce.

Applegate, 31, is the former manager of the Checkmates, entered production in 1964 and came up with the Top Ten "Last Kiss," which recently he was involved in personal production. Before that, he was most recently revived English group, Them.

Applegate, Dot's Southern Cali- fornia representative, has shown much prowess in the area of production. His musical insight has been an asset to the label's increasing artist roster.

Brooklyn Ghetto Jazz Workshop

NEW YORK — The Bedford-Lincoln Neighborhood Museum, the first in a series of workshops to be held at the Bed- ford-Lincoln neighborhood museum operated by the Brooklyn Children's Mu- seum, will hold a workshop as part of the "cool-it" program under the direction of Bill Barron, the mu- seum's director. The workshop will di- scuss how to start a jazz band and how to blossom the future of the participants. Mr. Barron will do the presentation and will be assisted by Chris White, a regular member of Rhythm Associates. Workshop in and concert will be held.

Cash Box—July 27, 1968

Walt Wilson's Gun Run Talent To Appear On MGM's 'Community Labels'

NEW YORK—Disk product, both ac- counts and singles, from the stable of Walt Wilson's Gun Run Productions will flow through the facilities of MGM Records' "Community of Labels" operation. Mort Nasatir, presi- dent of MGM, and Wilson, a former Associated Artists VP, announced the agreement.

The first in the series of releases will be singles and albums by the sensory Nervous System, heard on the Music Factory label. A six man group, they were sampled at MGM's recent Las Vegas meeting. The group has a surprising 34 network shows, plus with the Canadian Broadcasting Corporation contract.

Two other groups, Grimble's Mill from Los Angeles and The Serfs from Wil- mington, Delaware, are both discovered by Tom Wilson and Mark Joseph. Both of these groups will be released on the Miriam, Broadway and Verve labels, re- spectively.

The contract also includes records by Nick Ashford, famed writer and producer, whose "California Soul" is scheduled for immediate release on the Verve label. The fifth package of Wilson's Gun Run is already being released on the Verve Forecast label. All artists will be handled by Mark D. Applegate, formerly of the MCA and Gun Run Productions and booked through MCA's talent office. All three ac- counts are scheduled to receive heavy promotion and publicity tied in with national consumer and trade ad- vertising.

Promo Manager

Wilson and Joseph will soon employ the services of a national promotion manager who will work in cooperation with MGM's "Community Of Labels" to publicize and promote artists pro- duced by Wilson himself, the Verve D. M. and managed by Reluctant Management.

Wilson, 15 year industry vet as a producer has a string of successes to his credit. They include: Bob Dylan, Simon and Garfinkle, The Animals, The Mothers of Invention, Blues Proj- ect, Hugh Manciela, John Coltrane, Herbie Mann, The Clancy Brothers, and Eddie Harris.

Both Wilson and Joseph, who also have been involved in the production and film production, and artist man- agement, believe in the "total development of an artist."

Wilson & Nasatir

THE MARKET & MUSIC

Hughes Ends ABC Bid

NEW YORK—Howard Hughes called off his drive to win control of the American Broadcasting Co. last week. Officially, the Hughes position was that his tender offer to buy shares at $745 each to gain a 35% interest in the company was dropped because of "inordinate opposition" from present ABC management. However, it was also suggested that the probability of Hughes' public appearance before a Federal Communications Commission (FCC) hearing on the matter may have played a major role in his deci- sion. Hughes goes a long way to keep himself out of public view. ABC man- agement, who was informed of Hughes' two week two of gallery real estate, was not told of the FCC stemmed from ABC's broadcast net- work holdings.

Meanwhile, ABC was seen as continuing its negotiations with CIT Financial for a merger of the two companies.

ABC, Transamerica Reports

New York—ABC, Inc., earnings in the second quarter rose to a record $5,875,000 or 62¢ a share, up from $5,869,000 and 65¢ in the same period of 1967. First half earnings, however, declined to $6,475,000 or $1.57, from $8,065,000 and 71¢ last year.

ABC, parent company of American United Pictures and the UA and Liberty music and record outlet, had record second quarter income of $23,005,000, including earnings of Liberty. UA and ABC earnings in the same period was $18,096,100 or 65¢ a share, adjusted to include newly- acquired Liberty and Trans Int'! Air- lines. For the six month period, profits soared from $12,735,000 or 34¢ a share, including UA and Liberty. Taking the latter into account, the ABC show was $27,814,800, or 1.28 a share.

Anthony, Damita Jo

Inked By Ranwood

HOLLYWOOD—Rand Wood, presi- dent of the Renandez Records, has an- nounced the acquisition of both Ray Ruff's former band and Damita Jo, an up-and-coming singer. The Ran- wood label, Anthony, a Capitol Rec- ords artist for nineteen years, will be produced by Wood with Bill Justis) charting his initial Ranwood album, set for release in August. Damita Jo, a native of Mexico and recently on Epic, will be cutting her first session for Ranwood during the week of August. Material is presently being screened for the date by Ray Ruff and Tony Renandez, general man-ager of Wood's label. Jo's most recent chart single was the Birt-McCain ballad "If You Go Away."

Warners Obtains Hendrix Rights In U. S. & Canada In Chaplin Settlement

NEW YORK—An in-court settlement has been agreed upon by singer Jimi Hendrix, Warner Brothers Records and the Hal Leonard Corp., who own the publishing rights to Hendrix in October 1965.

Chaplin and his firm, P.P. X. Enter- tainment, a production and publishing company, signed a three-year contract with Hendrix in 1965, which covered all pub- lic, stage, and song and arrange exclu- sively for P.P. X. The United States publication and foreign rights of the agreement have all been sold to Warner Brothers as part of the $1,450,000-a-year deal financially un- til 1972 in all of Hendrix's past, present and future recordings. A settlement for territories outside the United States is still being negotiated.

In the settlement agreement, Capi- tol, the current Jimi Hendrix-Curits Knight album will be followed by a new Hendrix-Knight release, and a third Hendrix recording, this time with the Jimi Hendrix Experience, is due on Capitol's label.

The three Jimi Hendrix Experience albums will be on Warner Brothers, under the terms of the settlement.

P.P. X. started last year when Warner Brothers released a Hendrix LP featuring the "Are You Experienced" compilation of Hendrix's P.P. X. contract. Columbus efforts to enjoy the Capi- tol-P.P. X. deal last year, when the Court of Appeals even before the case came to trial in the Los Angeles District Court, where the settlement was entered by Federal Judge Dudley

Anthony, Damita Jo
The Equals
made #1 in
Germany...Belgium
Holland...England
Now they’re ready to
make it happen here!

“Baby, Come Back”
#9583

Cash Box—July 27, 1968
**CashBox Radio Active**

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

(TALLY COMPLETED JULY 17, 1968—COVERS PRECEDING WEEK)

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>48%</td>
<td>I Can't Stop Dancing—Archie Bell &amp; Drells—Atlantic</td>
<td></td>
<td></td>
<td>90%</td>
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<tr>
<td>46%</td>
<td>People Got To Be Free—Rascals—Atlantic</td>
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<tr>
<td>45%</td>
<td>You're All I Need—Marvin Gaye &amp; Tammi Terrell—Tamla</td>
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<tr>
<td>44%</td>
<td>Born To Be Wild—Steppenwolf—Dunhill</td>
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<td></td>
<td>91%</td>
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<tr>
<td>42%</td>
<td>Please Return Your Love To Me—Temptations—Gordy</td>
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<td>39%</td>
<td>Slip Away—Clarence Carter—Atlantic</td>
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<td>37%</td>
<td>Soul Limbo—Booker T &amp; Mg's—Stax</td>
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<tr>
<td>34%</td>
<td>Yesterday Dreams—Four Tops—Motown</td>
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<tr>
<td>32%</td>
<td>Don't Give Up—Petula Clark—Warner Bros.</td>
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<td>68%</td>
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<tr>
<td>30%</td>
<td>Light My Fire—Jose Feliciano—RCA</td>
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<td></td>
<td>39%</td>
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<tr>
<td>29%</td>
<td>You Keep Me Hanging On—Vanilla Fudge—Atco</td>
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<td>29%</td>
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<tr>
<td>25%</td>
<td>Journey To The Center Of The Mind—Amboy Dukes—Mainstream</td>
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<td></td>
<td>72%</td>
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<tr>
<td>23%</td>
<td>Down At Lulu's—Ohio Express—Buddah</td>
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<tr>
<td>22%</td>
<td>Classical Gas—Mason Williams—Warner Bros.</td>
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<td>99%</td>
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<tr>
<td>20%</td>
<td>God Bless Our Love—Ballads—Venture</td>
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<td>20%</td>
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<td>19%</td>
<td>Halfway To Paradise—Bobby Vinton—Epic</td>
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<td>96%</td>
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<tr>
<td>17%</td>
<td>On The Road Again—Canned Heat—Liberty</td>
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<td>24%</td>
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<tr>
<td>15%</td>
<td>You Met Your Match—Stevie Wonder—Tamla</td>
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<td>73%</td>
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<td>14%</td>
<td>1,2,3 Red Light—1910 Fruitgum Co.—Buddah</td>
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<td>Sealed With A Kiss—Gary Lewis—Liberty</td>
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<td>12%</td>
<td>Do It Again—Beach Boys—Capitol</td>
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<td>11%</td>
<td>Somebody Cares—Tommy James &amp; Shondells—Roulette</td>
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<td>Anyway You Want Me—American Breed—Acta</td>
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<td>Breaking Up Hard To Do—Happenings—B.T. Puppy</td>
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<td>Impossible Dream—Roger Williams—Kapp</td>
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<td>10%</td>
<td>And Suddenly—Cherry People—Heritage</td>
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**LESS THAN 10%—BUT MORE THAN 5%**

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<tr>
<th>Title</th>
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<td>Down In Tennessee—Kasenetz/Katz Singing Orchestrat</td>
<td>Circus—Buddah</td>
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<td>I'll Guess I'll Have to Cry, Cry, Cry—James Brown—King</td>
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<td>Hitch It To The Horse—Fantastic Johnny C—Phil L.A. Of Soul—Atlantic</td>
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<td>Mr. Bojangles—Jerry Jeff Walker—Ataco</td>
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<td>Listen Here—Eddie Harris—Atlantic</td>
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<td>Prayer Meetin'—Willie Mitchell—Hi</td>
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<td>853 10th Ave—Bobby Gosh—Roulette</td>
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*Cash Box—July 27, 1968*
This may be the most versatile group we've ever presented on MGM Records. And that takes in a lot of territory.

Kangaroo is more. Maybe even too much. Too much talent for one group. Too many sounds to put on one single.

So we're not releasing one. We're releasing three. Simultaneously.

Three separate singles. Three distinctly different grooves. A pocketful of hits, all destined for greatness.

Precedent-shattering? Perhaps.

Precedent-setting? We'll see.

In the meantime, we advise you to get a jump on the charts.

Order Kangaroo today. In triplicate.

**FROG GIGGIN'** K-13962
N. D. SMART II WITH KANGAROO

**DAYDREAM STALLION** K-13961
BARBARA KEITH WITH KANGAROO

**SUCH A LONG LONG TIME** KANGAROO K-13960

From the forthcoming album: KANGAROO SE-4586
Produced by Bob Wyld & Art Polhemus
A Longhair Production
Debut Single...

"Open My Eyes"

b/w "HELLO IT'S ME"

SGC 001

Produced and arranged by NAZZ

Available in special 4 color sleeve

...Debut Album Coming In August

To listen to the Nazz is to understand immediately what rock and roll is all about. There is an exhilaration and joyfulness to what they are doing which expresses completely the attitude that rock has always sought to express. They play with such finesse and solidity, it amazes me that anything can be so simple yet complex at one and the same time.

The amazingly diverse abilities of the Nazz are represented on this album. Their hard rock is the hardest of the hard. But the ability of these four young men to create truly original and honest ballads, and adorn them with the most melodic and imaginative harmonies since the hey day of the Mamas and Papas will come as a surprise to anyone who thinks that a band can only play it one way or the other.

Todd, Stewkey, Carson, and Thom have created a debut album which immediately places them within the top echelons of the rock hierarchy. They have captured the youthfulness and innocence which has been so lacking from the rock of the past year. They have revitalized the music with their total energy and lack of pretension. And, before they are through, I think they will tear your head apart, and put it back together again.

Jon Landau (Rolling Stone EYE)

SGC 5001

Distributed by ATCO RECORDS

4 & 8 track cartridges, cassettes and reels exclusively from G.R.T., General Recorded Tape, Inc., Sunnyvale, Calif. 94086
SO YOU'RE INTERESTED IN DEMOGRAPHICS?

GOING TO NUMBER ONE!

#56037

Produced by Snuff Garrett

Cash Box—July 27, 1968
FAST BREAKING... HISTORY MAKING!

THE NEW TINY TIM SINGLE:
"BRING BACK THOSE ROCKABYE BABY DAYS"

#0760

THE MOST IMPROBABLE SUCCESS STORY IN THE HISTORY OF SHOW BUSINESS CONTINUES TO BURGEON!
With a population of nearly 500 million and an ever-growing interest in Western Music someone, someday, is going to sell an awful lot of records in India.
Who Killed Ezra Brymay
by David McWilliams

Cash Box—July 27, 1968
FOREST HILLS, N.Y.—Leonard Ruskin's 1968 music festival at the Forest Hills Tennis Stadium, plagued by the threat of heavy rain, featured two power-packed shows on August 16 and 17. On the opening night, Peter, Paul and Mary turned the largest crowd of the season into a roof-raising, feel-good audience, while the following evening's performance by the New York Philharmonic Orchestra demonstrated the power of symphony music.

Peter Yarrow, Paul Stookey and Mary Travers disprove the theory that the whole cannot be greater than the sum of its parts. Their renditions of such favorites as "Leavin' On A Jet Plane," "Asafool," "If I Had A Hammer" and "If I Had My Way," still pack the power they displayed when they were first released. Along with three old Dylan favorites, "The Times They Are A Changin'," "Don't Think Twice, It's Alright," and "Blowing In The Wind," they performed their recent Dylan-composed kit, "Too Much Of Nothing."

Peter took a solo turn to conduct the audience in an enjoyable rendition of "Stewball," and Paul performed a new song, "Love City," and his own "Give A Damn," number.

With an introduction of "This is a children's song. If I write a song about pot, I'll tell you," the group sang "Puff, The Magic Dragon," a highlight of the show.

Many other numbers, including their Top 40 "I Dig Rock & Roll Music" were performed during the course of their two hour presentation, with no a blinker in the lot. Not many groups can sustain audience interest for a complete show, but then, not many groups are Peter, Paul and Mary.

ARThUR, N.Y.—Making his first appearance in New York, Washington-based Phil Flowers made an impressive debut at Arthur's Place in the early evening of last Sunday, July 12. He was immediately offered a contract to perform as a headliner at this mid-August Madison-Plaza benefit. He now plans to tour through the end of the month with an accompanying band that includes a live rhythm section of drums, rhythm guitar, lead guitar, and bass. Simultaneous with his continued work on this solo project, Bobby Rogers, his co-producer, is currently on the road with a country band, and he plans to record a second album with the latter group in late August.

Looking like a brawny Otis Redding, Flowers thrives on a booming voice and electric guitar style, and he has been compared to the late artist, but he shows an equal proficiency in material from other Memphis music sources.

Though most of his songs are recent material, Flowers also uses older songs such as "The 500 Mile Mistake," which he sang at his first gig in New York. He looks like a great guitar player, and he is a demonstration of "The Alligator," a dance introduced in Flowers' latest LP single release, introduced at an appearance in D.C., The Alligator has been growing in popularity there and has made inroads at many of the society functions at which Flowers has entertained.

Basically a cross between boot camp cadethenemies and an epileptic fit, the show is probably the first really new thing to happen in discotheque in several years. Contrary to the custom of usually discussing music and movement, there is not a word of music in any of the shape of the songs, but the theme of the concert is simply to "celebrate the music and movement." As done by two members of Flowers' band, the Alligator comes off great, and if it leaves the dance floor empty for the next number through exhaustion, at least the boards are cleaner.

THE SCENE, N.Y.—By building up an audience that is more interested in music than star power, Steve Paul's Scene is consistently able to provide this kind of attention to local and national acts playing here. For their Scene appearance, they dispensed with the light and laid heavy on the music. While most electronic groups tend to be boring and annoying, the Floyd have somehow managed to capture the essence of psychedelic which was introduced by Jefferson Airplane. As evidenced by their choice of titles, their music has an interesting quality of outer spaceiness which is successfully diluted by a certain down-to-earth visual performance. Among the tunes were two instrumental, "Interstellar Overdrive" and "A Sauceful Of Secrets," and four vocals including "Set The Controls For The Heart Of The Sun," "Let There Be More Light" and "Flaming." In all, the six songs took over an hour, but it only seemed like a few minutes, for the Floyd is not as excellent to American acts (John Hammond, for one) who are much closer to a blues-y and psychedelic side of the blues group there. The quartet showed moments of greatness, but on the whole p. r. to grab American acts (John Hammond, for one) who are much closer to a blues-y and psychedelic side of the blues group there. The quartet showed moments of greatness, but on the whole p. r. to grab the Floyd's "Black Hole Sun," "Puff, The Magic Dragon," and "One Sunday Afternoon."
New Artist... MARK JAMES
SUSPICIOUS MINDS

Great Sound...

THE SWEET SOUND OF SUCCESS IS HAPPENING NOW ON

PRODUCED BY CHIPS Moman
SCEPTER 12221

SCEPTER RECORDS

Personal Management
Paul Cantor, WAND (212) CI 5-2170
NEW YORK—Len Levy, Epic Records vice president of sales and distribution, reports that order response on the recently released Liberty LPs was the strongest release ever made available by one label, and that this was immediately following the Convention. Members of the Epic sales department divide into four teams and traveled to the various distribution points to hold individual sales meetings for each distributor's sales personnel. These new instructions were the same presentation that was given at the convention, which was attended only by the distributors and their sales and promotion managers.

Epic has received heavy response for the new albums by Donovan, Sly and The Family Stone, Tammy Wynette, David Houston and The Temptations. Among the albums by new artists introduced at the convention, those by West, a pop group from the San Francisco Bay area, and by vocalist Anna Marie were received with good response. Orders on the new Crossroads product reflect the highest individual quantities released since the line was first introduced a little less than two years ago.

Liberty Rushes 3 LP's

LOS ANGELES—A special rush release program on albums by the Johnny Mann Singers, the Ventures, and Trombones Unlimited has been announced by Bud DuBois, general manager of Liberty Records.

Included among the twelve tunes on Mann's twenty-sixth Liberty LP, "This Guy's In Love With You—The Look Of Love," are songs by such noted contemporary writers as Jim Webb, Burt Bacharach, and Paul Anka.

The Ventures' new album, "The Horse," features that tune, plus such well-known hits as "Moonlight and Roses," "Grazing In The Grass," "Tip Toe Thru The Tulips," and "Here Comes The Sun" and "Somewhere Over The Rainbow." Trombones Unlimited are represented on their latest Liberty package, "Grazing In The Grass," a selection of R&B ditties.

Rasputin LP's Move

NEW YORK—Supporting their product, The Ventures, Tom Wilson and Mark Joseph, heads of Rasputin Productions, are seeing their efforts reflected in heavy air play and strong sales action for their first album, "Rasputin," which is being released by The Ill Wind and Fraternity of Man, released on ABC Records.

The Bagatelle have just completed an appearance in a major motion picture, "Parachute to Paradise" produced by Floyd L. Peterson Productions. The group appears in the film and on the theme of the picture as much of the score. They recently completed their fourth return engagement in New York City's Electric Circus.

The Ill Wind, scoring heavily in the Boston area, made an appearance at the Boston Tea Party, are embarking on a cross-country tour for their album, "Flashes." A single, "My Dark World" is being taken from the album for release.

The Fraternity of Man album, which many consider an underground set of surprising programmed heavily on both AM & FM stations, "Wispy Paisley Skies" and "Don't Bother Me, I'm Ugly," are sold as a single release. The group has just finished a tour at San Francisco's Avalon Ballroom.

Wilson and Joseph were recently the subject of much publicity on Swedish radio and television and in periodicals when they signed the Pickwick label. "The Perhaps," a show on Swedish Radio as the number one group in Scandinavia.

Unable to travel to Sweden for a show based upon the group and themselves, Wilson and Joseph brought The Perhaps to the United States for several weeks where Tom Wilson is recording the group. Tom Wilson, head who heads Reluctant Management, the company which manages the Ventures and other acts, notes that with release of an album by The Perhaps, where the public attention is given to visual attraction of the acts with the album debut, Cover art, photography and general appearance of each group is of vital importance to the Wilson-Joseph organization.

Casino Box—July 27, 1968
THE HIT SOUND OF SOUL ON ATLANTIC-ATCO

PERCY SLEDGE
S UDDEN STOP
Atlantic 2539
Produced by Quin Ivy & Marlin Greene

KING CURTIS & THE KINGPINS
I HEARD IT THRU THE GRAPEVINE
ATCO 6598
Produced by Arif Mardin

SOUL BROTHERS SIX
YOUR LOVE IS SUCH A WONDERFUL LOVE
Atlantic 2535
Produced by Jerry Greenberg & Arif Mardin

Cash Box—July 27, 1968
BMI To Open Theatre Workshop On Coast

HOLLYWOOD—The BMI (Broadcast Music, Inc.) Musical Theatre Workshop, which has provided free training to composers and lyricists in New York City since 1969, will begin a series of similar sessions in Los Angeles in early October directed by Lehman Engel, leading Broadway composer-director. The Workshop is designed to stimulate proven writers and to develop new talent for the musical theatre.

In October, Engel will make the first of a series of visits to Los Angeles to conduct the Coast classes. Each visit will last for four days, during which two sessions will be held each day. Classes for qualifying professional writers will be held in the afternoon, and those for new talent in the evenings. All writers, lyricists and/or composers who wish to join the Workshop must first submit material. This can be on tape, recording or in manuscript form showing some indication of potential for writing for the musical theatre. Engel will make the final selection of participants in the classes. Material of all aspiring writers must be submitted no later than August 23 to Herbert Eiseman, BMI, 9720 Wilshire Blvd., Suite 802, Beverly Hills, California. As in the case with the New York classes, no charge of any sort will be made to persons attending the sessions.

Engel has conducted more than 150 Broadway musicals. He also is the author of "The American Musical Theatre," the recently published volume devoted to analyses of some of the most successful musicals of the 20th century. He was a Fellow at the Juilliard Graduate School of Music, and has studied privately with famed composers, Roger Sessions. Among the many Broadway musicals Engel has directed are "Wonderful Town," "Call Me Mister," "Lil' Abner." He has conducted opera, composed lyrics and incidental music and lectured extensively on the musical theatre.

Roy Is UA Promo Rep

LOS ANGELES—United Artists Records has appointed Del Roy promotion representative for the label's product in southern California. Roy will headquarter at Liberty Recorders' Los Angeles branch.

Stigwood Fitzpatrick Books Buckingham's For Road Show; Inks Gray

LOS ANGELES—The Buckingham's have been signed to a week-long engagement (August 4th through the 11th) in the road show production of "Sweet Charity" in Kansas City, Missouri, by Robert Fitzpatrick, president of Stigwood Fitzpatrick, management for the group. The Buckingham's will portray the rock band in the party sequence of the Broadway musical. A well-known, professional rock group has heretofore never appeared in the role, and since the announcement of the Buckingham's signing, box office sales have reportedly jumped. The Buckingham's will perform their latest single, which has just been released in England, "Back In Love Again."

Stigwood Fitzpatrick has also signed Capitol recording artist Dobie Gray, best known for his chart single of a few years back, "The In Crowd." His latest release for Capitol is a Ray Charles type entitled "We The People."

Disk Buyer Is Co-Producer Of LP

NEW YORK—A record buyer for Alexander's here has become a co-producer of a new LP on the Samba label. Along with Joe Consentino, John Surico produced "Come & Have Some Tea with the Tea Company." Consentino also arranged the LP, which contains a 10 minute plus cut that will be edited down to 3:13 for a singles release. Side is "Flowers." Production company involved in the session is Jowar, of which Consentino is a partner.

Premier, Douglas To Star 'Essential Lenny Bruce'

NEW YORK—Premier Talent has been set to handle booking for "The Essential Lenny Bruce," one of the best-selling books of the past year, in its stage presentation being produced by Rock International. Being an unexpected hit, interest in the late comedian is running high and FTA will be offering the show as a one-night attraction touring the college concert circuit starting November—December through the Fall-Spring college year.

Directed by Fred Baker, the presentation will juxtapose records, films, and readings with the performance of live actors.

Slick Innovation

On another front, Douglas has introduced a 2" by 2" stick-on label to replace the bulky full sized ones currently in use. Laurie Records distributors, who distribute Douglas International, received the books, which feature full color photos of the initial release, lithographed on light cardboard and bound with the traditional smaller, plastic spiral in a pocket sized package.

According to Laurie national sales counselor, Jon Lamm, the label is designed to place their product on the retail checkout floor. The label, which includes a product by Richie Havens, received a fast reaction from the leading chains.

Jimmie Rodgers Opens Golf Products Corp.

LOS ANGELES—Singer Jimmie Rodgers' newly formed J. R. Golf Products Corp, has opened headquarters here at 6665 Sunset Boulevard.

The firm—with branch offices pending in Seattle, Phoenix, St. Louis, New York, Boston, and Hong Kong—is involved in the manufacture and sale of original golf equipment and related products bearing the entertainer's trademark. Initial merchandise is set for shipment on September 1.

Partnered with Rodgers in the corporation are Seattle land developer Jack D. Chesterfield (secretary-treasurer) and medical researcher Neil H. Marquis (sales-promotion director).

Asap's Fables Join New York Soul Fest

NEW YORK—Chess Records blue-eyed soul group, Asap's Fables, have been added to the previously all- negro "Soul Festival '69" being held at Randall's Island Saturday, July 27. Produced by Teddy Powell as a complement to his Randall's Island Jazz Festival, the WWRL co-sponsored event features Joe Tex, "Mom's" Mabey, Percy Sledge, Jerry Butler, Pigneat Markham, Peaches & Herb, Bobby Taylor and the VanCovers, the Delphonics and the Intruders. Sae Sam will m.c. and various air personalities from WWRL will also be present.

Womxn To Ampex Tape

NEW YORK—Jack Woodman, formerly with Humen, Smith, Mickelberry, the Miami advertising agency, has joined Ampex Stereo Tapes in the position of product manager, reporting to Don Hall, vice president of the stereo tape division. Woodman's responsibilities will include liaison with record companies, selection of new releases, and providing input to the marketing group from the field.
LOVE

and everybody loves our two new albums

in fact,
everybody loves what we've been doing for months!

this LOVE
is distributed nationally
by Dot Records,
a division of
Paramount Pictures Corporation

Cash Box—July 27, 1968
NEW FULL SOUL SOUNDS FROM EXCELLO/A-BET

**“THE SOUND OF A CRYIN’ MAN”**

**The Kelly Brothers**

**EXCELLO #2300**

**“SOMEBODY OUT THERE”**

**Lucille Mathis**

**A-BET #9431**

**DISTRIBUTED BY NASHBORO RECORD CO.**

1011 WOODLAND ST.

NASHVILLE, TENN.

(615) 227-5831

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A series of five and ten-minute radio shows, entitled "The Hit Heard Round The World," will begin airing across the nation next week in August, according to Herbert Moss, president of the New York-based Gotham Recording Corporation which is recording the broadcasts. Presented in behalf of the United States Recruiting Aids Division of the U.S. Army, the series is hosted by Freddie Robbins, who, from New York, will conduct telephone interviews with foreign decays. The voices of Robbins and his guest are taped separately and then the tapes are combined, a procedure which eliminates the otherwise objectionable radio broadcast jingles. Top tunes from foreign lands are played on the shows, which are about 15 minutes long, and a new series is taped each day.

**Martin scheduled concerts**

George Gilmore, producer-composer for Tower Records' Las Vegas show, The Second Chorus, announced that he will host a series of concerts in Las Vegas this fall. This will be the first time that the offer has been made to the public, and it is anticipated that approximately 2,000 stations will carry the program. Gotham Recording is associated with educational, public service, and pop music broadcasting through its FM and TV radio station, WNEW-FM New York.

**IN THE PINK AT THE PRESS PARTY**

Michael Mann's new album, "Saucerful Of Secrets," is getting good reviews from the press. At a recent gathering at a New York hotel, the press was invited to hear the new album. George Duneau, vice president and general manager of WNEW-FM New York, Rogers Water and Dave Gilmore, of Tower's Pink Floyd, were also in attendance.

**WNEW-FM New York**

The new album, "Saucerful Of Secrets," is being made available by WNEW-FM New York, Rogers Water and Dave Gilmore. The album will be available in FM outlets across the country. Each series will provide music programming, and will feature top recording artists as guests. The album will be available to the public through the American record industry.

**ENGLISH ASSEMBLY**

Joe Franklin (r) has announced that the company will be hiring a new group, Pardy & Pardy. The group will be special at an in-theater party for the new National Geographic film, "Hive Sweet Hive," on Saturday, July 13. Over 1,000 tickets were sold out for the event, which was hosted by KJI-Los Angeles, Dallilah, and National General at the Ziegfeld Theatre in Hollywood. Webb wrote the music and lyrics for the show, and the first set of songs titled "Montage." The producers are planning to release songs on record.

**WWUN-Jackson, Miss.**

has won award from the Mississippi Associated Press Convention and the Mississippi Broadcasters Association in the first year that the outlet entered the news awards competition held by the two organizations. The Mississippi Broadcasters honored WWUN with a "Certificate of Excellence" award for public service to the community. The award was in recognition of the station's activity in obtaining news and used toys for the "Toys For Tots" campaign. Through WWUN, the Marine Corps Reserve gathered toys for needy children in Jackson and area northern Mississippi. In addition, the station also sponsored a "Coast to Coast" radio telethon to raise money for local charities.

**Bios for Dee Jays**

**Iron Butterfly**

The Iron Butterfly consists of Doug Ingle, group leader and lead vocalist, Ron Bushy, drums; Dee Lerman, bass; and Erle Keith Bramm, lead guitar. Ingle picked the Butterfly's first Ateo single, "Possession"/"Unconscious Will Power," which will soon be released in the forthcoming film, "Savage Seven." Twenty-one years old, Ingle has been playing the organ for two years and spends most of his spare time composing. Bushy, 22, is a drummer and the fourth member, who, like Ingle, is a career man in the service. He's been a drummer since the 6th grade, Dorman, 22, is the Butterfly's comedian. Besides bass guitar, he plays rhythm guitar, drums, and piano. Bramm, 17, is a violinist who plays rhythm guitar, drums, and piano. He's learned to play the violin for the first time. Ingle and Bramm are both from Los Angeles, and Dorman is from Detroit. Ingle and Bramm have been a team for four years.

**Andy Kim**

Singer Andy Kim was born in Montreal on December 8, 1946, the third of four sons in a Lebanese family. He passed up his high school senior prom to hitch-hike to New York where he stormed the doors of recording companies. Since he couldn't afford accompaniment, he learned to play guitar. He wrote his own material, and his older brother became his manager. His ambitions are widely diversified; he'd like to own a TV station, be a movie star and Prime Minister of Canada. Kim's first single, "How'd We Ever Get This Way," released on Asian Records, was number 18 on the Top 100 recently. His first album, also entitled "How'd We Ever Get This Way," was recently released. The artist wrote eleven of the twelve songs on the LP. Kim is scheduled for a concert of concerts through the country in the fall.
HELLO, I LOVE YOU

b/w LOVE STREET, EK-45635, ON
Spunky's 'Give A Dam' Goes Commercially

CHICAGO—Originally released on the original French Top Ten hit by Aphrodite's Child—"Rain and Tears," an English-language tune which is expected to reach the half million mark in sales there.

A recent Philips master purchase, "Going Back To Miami" by the Spirit of St. Louis, is beginning to receive strong reaction in several major markets, including Miami and, of course, St. Louis.

writes, "Another social commentary, attempting to counteract public indifference to community problems. The word 'Damm' has previously been restricted on the air, but in this context it is not only acceptable but most meaningful in a constructive sense."

"Give A Dam" was recorded especially for Mayor John V. Lindsay and his Urban Coalition in conjunction with the "Give A Damm" campaign prepared as a public service by the Young & Rubicam advertising agency. The summer action program is aimed at focusing attention on ghetto problems.

The tune, written by the group's production team of Stu Scharf and Bob Dorough was released to radio stations in a special jacket outlining the goals of the New York program.

Now, with release on a commercial basis throughout the country, proceeds from royalties will go to the Urban Coalition which is a national organization aimed at uniting business, labor and community groups in a joint effort to deal with the problems of poverty and urban decay.

Wednesday's Child Into Outside Work

Hollywood — Wednesday's Child Productions, which has confined itself to producing its own artists, is now taking outside work. A&R director Jackie Mills has already committed a single with Dallas Cowboys football star Lance Rentzel, "Lockin' Like Somethin' That Ain't" for Columbia; four sides with Slim Gaillard for Epcot Productions, all of which, with "Love Thy" as the 'A' side, were released last week by Epic; and four sides with the Ashes for Vault.

The increase in production work has left Mills low on good material, and he is now trying to hear from music publishers with material for any of WCP's acts.

A&M Film Unit Scores

Hollywood — The film rights to a forthcoming novel, "God Spoke, The Night," due from Scribner's next month, have been acquired by Perry Leff, production and director for the Jerome Ross and Dorothy Davies production unit which is in Hill and Range. He also worked as road manager for the Happenings.

Stone Named P.M. of Bernstein Pubbies

New York — Roger Stone has been appointed professional manager of Herb Bernstein's publishing firms, Hillbilly, and World. Bernstein has announced, Stone's previous music publishing firm was Hill and Range. He also worked as road manager for the Happenings.

CRDC Names Mgrs. And Ass't Controller; Davis Has Retired

Hollywood — Capitol Records District Manager Donald Griffith has retired, according to an announcement by Bob Thiele, vice president of A&R, and national sales manager of the firm.

Hollywood — Donald Griffith, who has been division manager in Dallas, now moves to Atlanta as division manager over Capitol in Atlanta, and Miami districts.

John H. Griffith, previously district sales manager for Capitol division manager over Dallas, Houston, St. Louis; and Kansas City, will retire.

Thomas G. Tilton, a CRDC employee since February 1967, assumed the district sales manager's position in Dallas.

James D. Houston, who joined CRDC in 1963 as territory manager in Salt Lake City, becomes district sales manager for the newly-created Houston Sales district.

Frank McGrath, becomes district sales manager for Boston reporting to Charles Nuccio, division manager in New York.

Thomas P. Takayoshi is appointed to the position of assistant manager in Cleveland, reporting to division manager Culvenor.

James A. Doyle becomes district sales manager for Boston reporting to Charles Nuccio, division manager in New York.

At the same time, John O'Leary has been named assistant controller of Capitol, an announcement which was made by Vincent R. Martin and Robert B. Jackson, vice president and controller of the firm.

O'Leary's responsibilities will include extensive participation in the development of management reporting and control systems for CRP.

Since joining Capitol in 1966, O'Leary has held the positions of executive staff assistant to the executive vice president of finance of CRC; assistant and controller of CRP; and assistant manager of CRC; and most recently, acting controller of Capitol Industries.

O'Leary has also had ten years experience in various financial assignments with Chrysler Corp.

Richard E. Davis has retired as plant controller of the Scranton plant, and Donald D. Evans, Scranton plant manager. The resignation was effective June 30.

Davis joined Capitol in February 1951 as assistant controller, was promoted to the position of controller in October 1956, and with the above announcement, Evans has stated that effective July 1, 1968, Martin Hanczey, accounting supervisor, assumed the duties held by Davis and has been promoted to the position of assistant controller of the company.

Hanczey joined Capitol in March 1955 and has held many positions in the accounting department.

Philips Sings Single

Chicago — Phillips Records is releasing the current French Top Ten hit by Aphrodite's Child in a Greek group, "Rain and Tears," an English-language tune which is expected to reach the half million mark in sales there.

A recent Philips master purchase, "Going Back To Miami" by the Spirit of St. Louis, is beginning to receive strong reaction in several major markets, including Miami and, of course, St. Louis.

NEWTOWN PLACE—Or Larry's Lane, is the appellation of this new street in Islip, Long Island. Named after ABC Records' head Larry Newton, the avenue was "christened" at an informal ceremony which was held with Newton (second from left), his partner and chief executive officer, Cardinal Industrial Park in nearby Hauppauge; and Frank Guarino (right) of the Long Island Assoc. Newton Place runs adjacent to building #2 of the True Sound complex which will be devoted to warehousing and shipping of ABC product, and to the True Sound pressing plant.

Impulse Signs Alice Coltrane

New York — Impulse Records has signed Alice Coltrane, widow of the late famed jazz musician John Coltrane, to an exclusive recording contract.

The announcement was made by Bob Thiele, director of A&R for ABC Records, parent of the jazz label.

Mrs. Coltrane, noted pianist and harpist, will record her own original material as well as compositions left by her late husband.

Mrs. Coltrane's recording contract was made through Capitol Records, and all recordings released by Impulse Records will be made under license to John Coltrane and Alice Coltrane will carry a special Coltrane Recording Corp.

Bob Thiele will work closely with Mrs. Coltrane in determining repertoire and packaging. Thiele worked with Coltrane for five years preceding the man's untimely death a year ago, and both Thiele and Alice Coltrane will aim at perpetuating the music and the goals of John Coltrane.

One of John Coltrane's favorite projects was the furthers the music through the discovery of new young musicians and this ambition will be furthered primarily under the supervision of Mrs. Coltrane. Her own recordings will feature Jimmy Garrison, Rashied Ali, and Pharoah Sanders, all of whom were part of John Coltrane's last recording group.

Bob Thiele states "the discovery of the John Coltrane tapes held by Mrs. Coltrane, as well as several unreleased tapes in the Impulse catalog, will provide a flow of new product by the late artist for the next three or four years."
Ray Stevens gets serious.
NEW YORK

They’re Starting In The Middle

Retirement fits well on Jack Mills, the music publisher who left the scene three years ago when he sold his musical for $4 million to Music-to—you guessed it—a conglomerate. Then, in 1960, Jack has returned as a partnership with his son, Stan Mills, to wish him well on his new music publishing venture. The partner in Music and had been Music. Early in his career, Jack was a songwriter, but, as he put it, he has been somewhat preoccupied with finding his contact to push his own songs. Nevertheless, one of his tunes,”I Bought The Ring & I'll Change Your Name,” proved a moderate success. This tune is going to try for a comeback via a recording, as a part of an LP, by comedian George Burns for the Buddah label.

As for his son’s new career, Jack noted that his company’s moderate offces were a far cry from the offices he had when he went out to make his mark in the world of music publishing. It was suggested to Jack that in this prosperous era of walk-to-walk and all, he could easily start a business career somewhere “in the upper corner of Madison Avenue.” Jack seemed delighted at Stan’s announcement that he has just placed the first song to be recorded for his new operation.

Tom & Dick Smothers, the brothers, made a large hit in a row of appearances tour in more than two years. This A-1 tour, accompanied by comic and presidential hopeful (7) Fat Paulsen, Billed “The Smothers Brothers Comedy Hour or Two,” the bill will include dates at Madison Square Garden (21), Festival Field, Newport (25), and then Fair and Fortuna street showplace in the west. . . . The Vanil

Bobbie Gentry was one of the major stars of the 1960s, known for her country-pop hits like “Ode to Billie Joe” and “Fancy.” Her success was initially as a blues singer from Johnny Thunder and the Delta Cats, and she used the stage name Bobbie Gentry to avoid confusion with a previous Bobbie Gentry. Her music was characterized by its folk influence and storytelling lyrics, often featuring stories of life in rural Mississippi. Gentry’s image as a folk singer was further enhanced by her use of a “Southern” accent and her association with the Beat Generation artists of the 1960s. Throughout her career, she was known for her distinctive voice, her prominent cheekbones, and her memorable performances. She had a string of successful albums in the 1960s, including “Ode to Billie Joe” and “Fancy,” and her music continues to be celebrated today. She is remembered as one of the pioneering women in country music.
ATLANTIC proudly announces the first release on COTILLION RECORDS

Otis Clay
with a soul-buster!
“SHE’S ABOUT A MOVER”

Cotillion 44001
produced by Rick Hall

The Mohawks
with a smash instrumental!
“THE CHAMP”

Cotillion 44002
produced by Harry Palmer for Pama Records

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COTILLION RECORDS 1841 Broadway, New York, N. Y. 10023

Cash Box—July 27, 1968
**Picks of the Week**

**TEMPTATIONS** (Gordy 7074)
"I Can't Make Him Losing You" (2:21) [Lobete, BMI-Whitfield, Strong, Neely]

Working with the new falsetto lead that came into the fore with "I Can't Believe I'm Losing You," the Temptations return after another chart run in 1970. The group's sound is different in that it is much less reliant on the group's familar style. Still backed by the solid Motown rhythm section, the side and performance come off stunningly for a very big pop and blues response. Flip: "How Can I Forget" (2:00) [Lobete, BMI-Whitfield, Strong]

**SAM & DAVE** (Atlantic 2540)
"Can you Find Another Way (2:23) [East, Pronto, BMI-Banks, Jackson]

Look to Sam & Dave for a solid bit of soul work on their new effort that has their own Mel Lewis supplanting Latimore's groove. The group's sound is likely to bring them the biggest side yet in his r&b career. Arrangements and production put a high gloss on this sparkling ballad with a cushioned musical presentation, a fine listener and dancers response. Flip: "Don't Try To Catch a River" (3:42) [Same credits.]

**FREDDIE SCOTT** (Shout 233)
"You Got What I Need (2:40) [Double Diamond, Downstairs, BMI-Gamble, Huff]

Solid styling and a sensational voice make Freddie Scott a standout potential power ballad. His current effort has all the earmarks of becoming something of a chart monster with a blazing instrumental backdrop that will bring home the discothque exposure and ten sales on a brisk cutting out to click in blues and pop markets. Flips: "Break Down Piece of Man" (2:45) [East, Pronto, BMI-Cropper, Shawmell]

**MICKEY MURRAY & CLARENCE MURRAY** (SSS Int'l 743)
"How Do You Think We Can Live With Somebody (2:15) [Crazy Cajun, BMI-Thomas, Mcree, Travis]

Feather pased side features the power of a vocal pairing with Mickey Murray. Although some of the material may be a bit too formulaic, the group's sound is likely to bring them another smash, with a lavish instrumental backdrop that will bring home the discothque exposure and ten sales on a brisk cutting out to click in blues and pop markets. Flips: "The Pig & the Pussycat" (2:00) [Trobi-Am, BMI-Radicliffe, Scott]

**OTIS CLAY** (Cotillion 44001)
"She's About A Mover (2:59) [Crazy Cajun, BMI-Sahn]

Hitting the same ancient area for the Sir Douglas Quintet, this fine dance track is given a revamping to gather action from r&b markets as well as pop spots. Terrific dance beat is matched by a phenomenal voice by Otis Clay that will knock off the delay recorders, and listeners will turn the lid on this soul monster in short order. Flips: "You Don't Miss Your Water" (2:43) [East, BMI-Bell]

**GENE SIMMONS** (Mala 2012)
"Tired Of Being (2:33) [Press, BMI-Simmons]

Pop ballad with a taste of Honey that fills by as the beat picks up on this enticing track from Gene Simmons. Interesting arrangements and a fine lyric make this an appealing look for middle-of-the-road play as well as strong teen market possibilities. Deserves more than one careful listener to make the difference. Flip: "I'm Just A Loser" (2:12) [Press, BMI-James]

**EYDIE GORME** (Calendar 1004)
"This Girl's In Love With You (4:00) [Blue Seas, Jac, ASCAP-Bacharach, David]

Newly presented ladies' answer performance to the Herb Alpert smash, is a glittering lid that will see plenty of activity at easy listening spots and more than a medindum of play at MOR stations. Soft arrangement with a cute non-moral, deep theme. There is this powerhouse material on its second time "round. Flips: "It's You Again" (2:53) [Damila, ASCAP-Marks] Selection from the Broadway musical "Golden Rainbow."

**ENCH LIGHT & THE LIGHT BRIGADE** (Project 3 1339)
"Lullaby From "Rosemary's Baby (3:04) [Famous, ASCAP-Komedal]

Stunning arrangements and a powerful atmospheric handling of the eerie theme from "Rosemary's Baby" should bring Ench Light and his orchestra to the growing listeners. The singing and middle-of-the-road favor. Braziling and lush all in all, this performance is one of the most enjoyable of the non-pop renderings yet released. (No flip information.)

**Newcomer Picks**

**THE NAZZ** (SGC 001)
"Open My Eyes (2:48) [Screen Gems/Columbia, BMI-Rundgren]

Fireworks should accompany the debut single from SGC Records. Initialsplice with this material powers a strong side that will work to put the icing on a sensational rock song and a group sound that will tear its way into the teen pop polls. High stepping rhythmics are polished off with production touches that have set the group in the stereo market. Flips: "Hello It's Me" (4:00) [Same credits.]

**DEEP PURPLE** (Tetagrammaton 1503)
"Hush (4:11) [Lowery, BMI-Sothi]

Purposely recorded version of the time-back Billy Joe Royal song comes in for some phenomenal work from the Deep Purple, a new English group that can be expected to shatter underground and pop listening. The instrumental work and tailoring of the rock song all point to sheer force in a strong bid to crack the best seller lists. Should succeed in a grand manner. Flip: "One More Rainy Day" (2:15) [Ganja, ASCAP-Evans, Lord]
Magic Bus

The Who

DECCA RECORDS. A Division of MCA, Inc.
**Newcomer Picks**

**DEREK (Bang, 558)**
Cinnamon (2:35) [Pancou, BMI-Tobin, Cymbal]

A track with an outstanding dance appeal and some very fine vocal work from Derek sets up a teen side that should enjoy a heavy break. Basic sound and a smooth "bubble-gum" side, the song is enhanced by an arrangement with interesting flairs provided by a trace of harmonica and some fine folk-rock guitar work. Flip: [No info available.]

**KANGAROO (MGM 13960 & 13961)**

Daydream Staller (2:15) [Jangan Ranga, Ian, BMI-Keith]

Such a Long Time (2:15) [Jangan Ranga/Apothecary, BMI-Hall]

Debuting with a highly promoted LP and three singles, the Kangaroo offers a fine selection of well-crafted, textured or progressive rock lines. Team is instrumental in an up-tempo session on "Such A Long Time" and has a stunning female vocalist in the "Daydream Staller" track that has slower pace and an appeal that relies on solid performance rather than frantic drive for its effects. Thoroughly a hit that has yet to be received here, but has a lot to live up to with these already prepared.

**MIRAGE (Page One 21006)**

Mind Games (2:38) [Berry, BMI-Stein, Fay]

Forsaking fancy figurers, the Mirage gets down to the business of rock on a teen tune that is basically just a good, clean dance track with a pretty interesting group of voices to see through the haze of trends and gimmickry and head straight for the heart of the pop rock fare. Very fine group showing with the teen-power to become a monster. Flip: "Chicago Cargo" (2:42) [Dick James, BMI-Duncan, Nye, Gates, Wyens] Delightful coupling.

**SHIRLEY HORN (ABC 11108)**

For Love of Ivy (2:54) [Anmpco, ASCAP-Jones, Russell]

This track from Miss Horn's new movie provides a solid vehicle for Shirley Horn to break into best seller ranks on both pop and soft spin levels. Exceptional song gets a smoky vocal with an instrument that is a mixture of blues and jazz. Producer's earthy press on the listener level. Big breaking prospect. Flip: "Have You Tried to Forget" (2:25) [Yonne, BMI-Patlak]

**DE O'CONNOR (Diamond 247)**

I Pretend (2:48) [E. H. Morris, ASCAP-Red, Mason]

Newest Englishman to come along in the Humperdinck-pop-jazul vein, Denver-born to blood of the Sun is a bright from a top five showing in Britain with a pretty ballad from the Reed-Mason catalog. All the elements of success are built-in for a break in the middle-of-the-road to younger market, and good music exposure is an added prospect. Likely to catch sales fire. Flip: "Thinking of You" (2:14) [E. H. Morris, ASCAP-O'Connor, Dodd]

**DON PARTRIDGE (Capitol 2242)**

B&B (2:18) [BMI-Partridge, BMI-Kerr, Maitland]

Wild side that has had a run on the British best seller lists comes on strong from the off-the-wall kazooping by opening through its close. Hearty beat by this time has changed along with the punchy vocal by Don Partridge set up a side that is so weird that it could just explode. Something is there that is just irresistible. Flip: I've Got Something for You" (2:38) [Andover, ASCAP-Partridge]

**Best Bets**

**WAYNE COCHRAN (Chess 2054)**

Up In My Mind (2:48) [Winyn, BMI-Simm, Spector] Already established as a major live attraction in the South, Wayne Cochran could score heavily in both areas with this one. A high potential dity which should find favor with a good percentage of Top 40 music directors. Genre: "You Can't Judge A Book By The Cover" (2:36) [Amc, BMI-Dixon]

**WATTS 1630 FM ST. RHYTHM BAND (Warner-7 Arts 7229)**

Bottomless (2:55) [Wright-Gershi, Tourk, Watts, BMI-1630 FM St. Rhythm Band]

If the Watts 1630 FM St. Rhythm Band can sound from the "Spreadin' Honey" and "Boung Sugar" crew, this time in a "band hand" format with that kind of thing: an arrangement that builds in intensity and power this potentially good one. Flip: "I Hope It's True" (2:40) [Same pubs, BMI-Wright, Flemings]

**RAMSEY LEWIS (Cadet 5009)**

Since You've Been Gone (2:35) [14th Hour/Collignon, BMI-Franklin, White]

Ramsey Lewis turns his attentions and his piano to this recent Arthas Frank- lin smash and could emerge with another winning effort. Certain of interest to MOT outlets. Flip: "Les Fleur" (3:00) [Rommel, BMI-Stepney]

**KIP BRANDON (NRA 200)**

It's A Lonely World (2:41) [Seasons Four, BMI-Petillo]

The new MOG-distributed NRA label gets off to a flying start with this catchy-well produced tale told by Kip Brandon. Could be a big attention getter. Flip: "When I Was A Kid" (3:00) [Same credits.]

**MELLOW BRICK ROAD (United Artists 50295)**

(Don't Put All Your Eggs In One Basket (2:15) [Barmour, BMI-Elmig- Tures]

This tight hard-rock debut from the Mellow Brick Road has the goods to break through. Surprisingly strong, interesting lead voice. Flip: "Other Side of This Life" (2:25) [Third Story, BMI-Clayton]

**BILL WENDY & THE BOSS TWEEDS (Columbia 44095)**

Fire (2:34) [Sea-Lark, BMI-Hendrix]

Progressive rock effort with a very fine performance on a song from the Jinx Hendrix catalog. Track is a bright dance prospect with a probable underground and teen programing prospects. Flip: "A Watchwath Band" (3:06) [Seabird, BMI-Wendy]

**CLIFF RICHARD (Uni 55601)**

All My Love (Solo Tc) (2:25) [Ponder- elia, BMI-Janet]

Top British youth idol is back with an English pop star in this strong job on this gentle romance. A candidate for heavy good music play with a possibility of Top 40 action. "Story Book Vol" (2:30) [E. B. Mars, BMI-Mullin, BMI-Brainard]

**BILLY CLARK (Dynamo 123)**

Soul Party (Part I) (2:36) [Cataloge/Denn, BMI-Clark, Benes] Energetic, lively dance-oriented ditty, an instrumental with vocal sound effects could make the grade for Billy Clark & the Maskmen. Flip: "Soul Party (Part II)" (2:10) [Same credits.]

**BEAU BRUMMELS (Warner-7 Arts 7218)**

Love Walking Down To Misery (2:42) [Wax Tablet, BMI-Elliott] Long awaited release by the Beau Brumells is a little better than the last and goes close. Flip: "Shes The One" (2:21) [Jr.] (uprightly tune also has a touch of folk, Country Menu] "I'm A Sleeper" (3:10) [Wax Tablet, BMI-Elliott, Valentino]

**GUSE (Acto 6559)**

Moments For My Mom (2:47) [Coillinn/Somny, BMI-Mitchell, Watson] Unusual combination of blues and rock, done with heavy beat, could provide a Winner for the Glee Good piano and organ breaks. Flip: "Nothing But Else Love" (3:92) [Coillinn/Somny, BMI-Mitchell]

**NEW LIME (Columbia 41957)**

Donna (2:00) [Kemo, BMI-Valenes] The old Ritchie Valens hit has been very successful before for the new version by the Lime, featuring 1959's style harmony and arrangements. Pulse dance beat and very fine vocal work is featured up front. Watch it. Flip: "Key To My Heart" (2:57) [Same credits.]

**RICHARD BARCKAY: SOUL MACHINE (A&M 553)**

What's Your Name? (2:15) [Bill & Rock 'n' Roll Machine] Out of the old 45 comes this season-back hit with a great beat and some good ballad-pulsing bass-guitar punctuation and very fine vocal performance. Could score. Flip: "I'll Be Your Boy" (2:15) [Crestview, ASCAP-Ashley]

**CINCINNATI MUSIC CO. (Kapp 227)**

Is Do The Thing (2:13) [Pelew, Powerhouse, ASCAP-Day, Disch] Great support give this side a shot at making breakthrough waves on a clip toward pop recognition. Flip: "Time" (2:23) [Same credits.]

**GRADY TATE (Skye 155)**

Billboard Spotlight Singles

SPANKY & OUR GANG—GIVE A DAMN

(Prod. Scharf/Dorough, Edel) (Writers: Scharf-Dorough) (Takya, ASCAP)—Backed by a tremendous promotional campaign by the New York Urban Coalition and New York’s Mayor John Lindsay, this compelling lyric material is set to a good commercial beat. The urgency of the message and the strong performance should put it high on the Hot 100. Flip: “Swinging Gate.” Mercury 72831

Cash Box Record Reviews

Special Interest Selection

SPANKY & OUR GANG (Mercury DJ-101)

Give a Damn (2:55) Takya, ASCAP-Scharf, Dorough)

Released in cooperation with the New York Urban Coalition because Stu Scharf, Bob Dorough, Spanky and Our Gang “Give a Damn,” this public service recording presents a picture of the ghetto and the idea behind this summer’s “Give a Damn” campaign under way to establish jobs and a summer program for New York’s slum dwellers. Stunningly performed, the side fits in well with pop formats and should be considered for considerable exposure.

Bill Gavin’s Personal Picks

GIVE A DAMN—Spanky & Our Gang (Mercury) Another social commentary, attempting to counteract public indifference to community problems. The word “damn” has previously been restricted on the air, but in this context it is not only acceptable but most meaningful in a constructive sense.

If You

Give a damn.

PRODUCED BY SCHARF/DOROUGH, EDEL—Based on an idea created by Young and Rubicam for the Urban Coalition.

Play It, Stock It, Sell It

Spanky And Our Gang, Stuart Scharf, Bob Dorough and Mercury Records have established a fund, donating a portion of the royalties to the Urban Coalition Action Council.
MOHAWKS (Cotillion 44026)  
[...]
KEITH (Mercy 72824)  
[...]
NIGHTY GIFTY DIRT BAND  
[...]
LOVE SOCIETY (Scepter 12223)  
[...]
BEST BETS

MOWAKS (Cotillion 44026)  
[...]
KEITH (Mercy 72824)  
[...]
NIGHTY GIFTY DIRT BAND  
[...]
LOVE SOCIETY (Scepter 12223)  
[...]

KINETIC ENERGY (Amy 11082)  
[...]
JAN & DEAN (Warner Bros.-7 Arts 249)  
[...]

BARBARA & BRENTA (Dynamo 120)  
[...]

TIMMY WILLIS (Veep 1288)  
Gotta Get Back To Georgia (3:08) [...] 

DELEGATES (Pacific Jazz 88120)  
Pigmy 1 Part (2:27) [...] 

KAREN CHANDLER (Dot 17127)  
I'm A Woman (2:48) [...] 

EDDIE WILSON (RockBeat 306)  
Sincerely (2:49) [...] 

MIRRORED IMAGE  
[...]
KENNY LATimore (Dade 2017)  
[...]

GOOD BETS

MOWAKS (Cotillion 44026)  
[...]
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[...]
LOVE SOCIETY (Scepter 12223)  
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KEITH (Mercy 72824)  
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NIGHTY GIFTY DIRT BAND  
[...]
LOVE SOCIETY (Scepter 12223)  
[...]
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or

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SURE SHOTS

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Baladis

YOU'RE ALL I NEED TO GET BY
Marvin Gaye & Tammi Terrell

PLEASE RETURN YOUR LOVE ME
Temptations

ANYWAY THAT YOU WANT ME
American Breed

DOWN AT LULU'S
Ohio Express

BROWN EYED WOMAN
Bill Medley

CashBox
SURE SHOTS

Dot Names Langer
Advertising Ass’t
LOS ANGELES — Dot Records has assigned Stu Langer, until recently program director of KCBQ-San Diego, to the newly created post of ad merchandising assistant. The appointment is effective immediately.

Langer, who will headquarter at Dot’s home office in Hollywood, reports to Jack L. Levy, firm’s director of advertising and merchandising. The addition further points to the stepped up activity prevalent in the latter department based on high increase in sales and subsequent product volume from Dot and its affiliated labels. Chris Whitford was brought in earlier this year to helm the art department, an integral part of ad-merchandising.

Born in Milwaukee, Langer received a B.S. in radio-television from the University of Wisconsin. Shortly after graduation he joined WKBW-Buffalo in 1964, functioning in production and sales promotion. In 1967 Langer headed for San Diego where he became p.d. of KCBQ, responsible for all programming, including production of commercials and promotions.

DOTTY GINSBURY LTD., Div. Bows In New York

NEW YORK — International Tape Products, a new division of Sylvan Ginsbury Ltd., has been established in New York to make a complete line of magnetic tape products for the overseas market.

Benvenuto von Halle has been named director of marketing of the International Tape Products division.

CASH BOX—July 27, 1968
IT AIN'T SLEEPIN' ANY MORE!

"SLEEP WALK '68"
b/w "IT MUST BE HIM"

# 66292

SANTO & JOHNNY

PRODUCED BY JIMMY WISNER
A BELDISC A.G. PRODUCTION

IMPERIAL
A PRODUCT OF LIBERTY RECORDS

BAKERSFIELD, CALIF.

This Week
1. THE HORSE
2. SUNSHINE OF YOUR LOVE
3. SLEEPWALK "68"
4. HURRY GURDY MAN
5. CLASSICAL GAS

CLIFF NOBLES PHIL-JA 1BS
CREAM ATCO 3BS
SANTO & JOHNNY IMPERIAL 4BS
DONOVAN EPIC 5BS
MASON WILLIAMS W.B.7 20

Last Week

Top 5
NEW YORK—ESP Disk, whose approach to marketing has been, by design, non-commercial and non-promotional, has reassessed its thinking and is now in the process of a complete marketing reorganization.

The label has appointed Alan Silva as national director of sales, and Steve Stollman as national promotional director, and, together with the recently retained Sound Images p.r. outfit, they will work to establish the label's identity as, in the words of president Jimmie Stollman, being "closely akin to the Library of Congress." The ESP catalog, which includes the Folkways String Ensemble, Albert Ayler, Sun Ra and Pearls Before Swine is "probably the best down-and-out taste of the new music available, and it is, at this point, our intention to bring this to the forefront." The new merchandising team will also concentrate on educating the label's distributors and dealers to the potential inherent in the firm's avant-garde catalogue.

ESP will hold back releases scheduled for Summer until the reorganization has been completed and the hoped-for feedback has been received from distributors.

**Gem Of A Promo For Pearl**

NEW YORK—A $65,000 budget has been allotted for the new Pearl Bailey LP, "The Pearl," released Nov. 15th. Special ads, prepared by John DeLancie, have begun appearing in newspapers, magazines & trade publications.

In addition, Miss Bailey has taped 22-second spots for radio use. A series of six 50-line ads will be running in the New York Times this week.

"The Pearl" is one of the most expensive albums I've ever produced," said label president Enoch Light, "and deserves the same special care in advertising as went into the actual record.

**City Hall Tribute**

Miss Bailey, currently starring in "Hello Dolly" on Broadway, will receive a special tribute from Mayor John V. Lindsay on behalf of the City of New York at a City Hall Festival, Tuesday, July 23. Enoch Light, making his first public performance in New York since forming his all-star orchestra to accompany Miss Bailey in a performance of several tunes from her new LP, Miss Bailey sẽ perform on the New York City Summer Festival Hosts for 1968.

In the fall, Miss Bailey will be honored as the New York Times Dime's "Man of the Year." She will be the first woman so honored.

**Joe X. Price Aids Watts Summer Fest**

HOLLYWOOD—Joe X. Price will work in a voluntary capacity for the 1968 Watts Summer Festival, which has been announced by Claude McDonald, executive director of the upcoming fest. Price will coordinate closely with McDonald in all press business on behalf of the fest.

Third annual event, which kicks off with a press conference this week (2nd) at the Watts Towers, runs Aug. 3 through Aug. 11.

Price, former publicity director for Capitol, will work with the newly formed Record Industry for Community Relations in conjunction with the Watts Festival. The IRC was formed for the express purpose of "helping the underprivileged help themselves."

**Feliciano's 'Fire' Blazes**

NEW YORK—Jose Feliciano, high on the charts with both his new "Feliciano LP" and "Light My Fire" singles, has consistently achieved with his Latin-American recordings for RCA in the U.S.

Feliciano, who will star in his own Spanish language TV show, to be syndicated to Latin-American stations throughout the U.S., has two current singles on the Latin-American best selling charts, "La Copa Rota," and "Amor Verdadero," two Spanish language LPs in release, all recorded in Latin America, in addition to three previous English language LPs.

**Mayoral Honors**

Mayor Robert F. Wagner, Jr., in recognition of the efforts of the New York City public and private sector, announced this week that he will name Mayoral Honors to those who have made significant contributions to the city. The honors will be presented at a special dinner to be held at the Waldorf-Astoria Hotel on Friday, April 26, and will consist of a medallion inscribed with the name of the recipient and a certificate of appreciation.

The recipients of the Mayoral Honors are:

1. **Mercury & Smith**
   - In Master Deal

   **CHICAGO—Mercury Records has secured rights to "Action" b/w "A Woman Like Her," a Major Bill Smith-produced master originally released on the Soft label. Single, making noise in the Texoma and Florida areas, is being rushed into release under the Mercury logo. The Mercury-Smith contract has previously been sealed with such hits as "Hey Paula" by Paul and Paula, and "Hey Baby" by Bruce Channel.

   The blind singer was discovered accidently during an engagement at Gerde's Folk City in 1963.

**Philadelphia Festival Bill**

Chairman of the Philadelphia Festival Bill, their eleventh annual event, will take place in the Philadelphia Civic Center, under the aegis of Mayor Frank L. Rizzo, and will include such artists as Bob Dylan, the Rolling Stones, the Who, and the Kinks.

The festival will be held from August 15th to 17th, and will feature a variety of musical styles, including rock, folk, and soul. The event will also include a variety of art exhibits and workshops, and will be open to the public.

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**Record Ramblings**

NEW YORK (Con't from page 30)

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CashBox Album Reviews

Pop Picks

ED AMES SINGS 'APOLOGIZE' — RCA LPM/LSP 4025

Ed Ames had a hit with the title tune of this album, and the set itself is already beginning to show chart action. Along with such hits as 'Sunny,' one of the best present here, "Honey," "Love Is Blue," and "After All The Loves Of My Life" (from "Mac Arthur Park"), the chanter offers a vocal version of the "Elvin Madison" theme and a pretty ballad, "Ride Of Snow." Expect heavy airplay and sales.

DO YOU KNOW THE WAY TO SAN JOSE
—Julius Wechter & Baja Marimba Band—
A&M SP 4130

Always a potent chart threat, Wechter and the Baja Marimba Band come on stronger than ever with this new collection. Mood and pace vary nicely with the material as the group goes from the oldie "Yes Sir, That's My Baby" (a recent single noontime) through "Sunrise, Sunset" (from "Fiddler") to an excellent rendition of the recent Spanky & Our Gang hit, "Sunday Morning." Strong hits and good originals round out the set, which should see heavy action.

COUNTRY JOE & THE FISH TOGETHER
—Vanguard VSD 7077

Country Joe and the Fish fire away at war, the suburbs, and racism in an LP which fuses message and music. Of particular note is Joe McDonald's "The Harlem Song," an acerbic comment on passing attitudes held by too many whites about Negroes. "Bright Suburban Mr. & Mrs. Clean Machine" is a put-down of the trivial surrounding antifascist lives. The Fish are engaged, to say the least, of their rock messages offered here should find many sympathetic ears.

VILLA RIDES — Original Motion Picture Soundtrack—Dot BLP 25470

Maurice Jarre, who wrote the score for "Dr. Zhivago" and "Lawrence Of Arabia," two of the most successful tracks in recent times, is also responsible for the music to this Yul Brynner, Robert Mitchum film from Paramount. The recent popularity of westerns and their soundtracks should also help sales. As expected, the music carries a strong Mexican flavor. Airplay could help make this one of the big items of the year.

Pop Best Bets

CLASS OF '68—Floyd Cramer—RCA LSP/LPM 4025

Although a strong country artist, pianist Floyd Cramer has also enjoyed considerable success in the pop field, and this collection of mostly 1968 hits should enhance his reputation and sales record. With a lushly corded background, Cramer works his way through such mood pieces as "Never My Love," "Love Is Blue," "Mission: Impossible Theme," and "A Man And A Woman." A strong candidate for heavy good-music airtime and resultant chart success.

MONUMENTAL POP HITS—Various Artists—Monument SLP 18096

Here's a strong package of singles from Monument, some of which were top chart items. Among the tunes are "Oh Pretty Woman," "Roy Orbison, "Mexico," "Bob Moore, "My Special Frog," "Down At Papa Joe's," the Dixie Bells, all of which were chart hits. This set of "oldies" could score solid sales success.

SHE'S A HEARTBREAKER—Gene Pitney—
Musicor MS 3164

With his single career back on the upswing as a result of the title tune, Gene Pitney should enhance his already strong album reputation with this new, highly diversified collection of tunes. "Count The Days," the recent Charlie & Inez Foxx hit, "Yours Until Condemned Tomorrow," the current Vivian Reed hit, Pitney's own English hit, "Somewhere In The Country," and Tony Bruno's "Small Town" add a nice dimension to the artist. Good bet for chart status.

THE SOUND OF BOOTS—Boots Randolph—
Monument SLP 18099

Six man Boots Randolph has enjoyed great success with his previous LP's and this new offering promises to be no exception. Randolph's lush, sweet stylings permeate such pop goodies as "Gentle On My Mind," "Jackson," "By The Time I Get To Phoenix," and "Green Green Grass Of Home." Look for fast chart action on this package.

WEST MEETS EAST—ALBUM 2—Yehudi Menuhin & Ravi Shankar—Angel S 46226

World famous violinist Yehudi Menuhin and the equally renowned sitarist Ravi Shankar perform together for the second time on record. This superb album, Menuhin and Shankar are featured in "Raga Ploio," which was composed by Shankar. The two artists exchange musical ideas of extreme complexity and elaborations. "Dhun" and "Raga Ananda Bhairava" complete the disk. Devotees of serious music should find this set enchanting.

SOFTLY—Sandpipers—A&M SP 4117

After their initial singles successes, the Sandpipers have settled down to turning out a string of pleasing pop. Their vocal power, more than just background music, has been found a wide market. Diversity is the key as the trio tackles "I've Got You," "Love Is Blue," "All My Loving," a Beatles oldie, and some foreign material, "Quando M'Innamoro" and "Ojos De Espaena." Could be a strong package for the group.

TAPE FROM CALIFORNIA—Phil Ochs—A&M SP 4118

Phil Ochs stands in the forefront of our modern-day protestin' minstrels, and his contemporary songs have won him a loyal following. On his second A&M LP his vocal with-guitar-accompaniment has again been augmented with more complex musical patterns, this time with much more success. Ochs' fans will be familiar with much of the material, especially "The War Is Over," and "White Boots Marching In A Yellow Land."

NOTHING BUT SOUL—James Brown—King 1011

James Brown has previously offered instrumental efforts in the straight-soul bag, and now the multi-talented airmen aims at the soul-jazz field. Featuring Brown on the organ, the James Brown Band (one of the better aggregations around) adds a strong half-dozen tunes in fine form. Titles include "Soul With Different Notes," "Go On Now," and "Little Fellow," could be a winning effort for Brown.
PRODUCT OF BERTY RECORDS

"ON THE ROAD AGAIN"

Produced by Dallas Smith

#50088
**Pop Best Bets**

**I'M GONNA BE A COUNTRY GIRL AGAIN** — Buffy Sainte-Marie—Vanguard VSD 79828

Buffy Sainte-Marie's new album was recorded with a group of noted Nashville musicians, including pianist Floyd Craner. Dedicated to guitarist Chet Atkins and billed as Miss Sainte-Marie's first country album, the set consists of thirteen songs, twelve of which she wrote. In addition to the title tune, the LP includes the recent single, "A Soulful Shade Of Blue"/"The Piney Wood Hills". The singer's dramatic, vivid style creates the sense of poetry in sound, and the disk should attract an enthusiastic following.

**HISTORY OF RHYTHM & BLUES, VOLS. 5 & 6**—Various Artists—Atlantic SD 8183, 8194

The latest addition to Atlantic's comprehensive history of soul cover the years 1961-64 and mark the passing of the old guard (the Drifters, the Coasters, La Vern Baker) and the birth of the new (Otis Redding, Wilson Pickett, Little Tony). Some of the songs present are the Drifters' "On Broadway", Ben E. King's "Stand By Me", "Green Onions", by Booker T. & the MG's, Chris Kenner's "Land Of 1000 Dances", the Mar-Keys' "Last Night", Otis Redding's "Mr. Pitiful", Wilson Pickett's "I'm Gonna Cry."

**MOMENTS TO REMEMBER** — DeAngelo Singers—ABC S 6389

This is the second entry from the Peter DeAngelo Singers, who have a very promising sales future, and features such recent chart items as "Kiss Me Goodbye", originally done by Pet Clark, the Association's "Everything That Touches You", the Union Gap's "Young Girl", and eight others. Excellently done set may do very well. Watch it.

**K. & J.J. ISRAEL**—Kai Winding/J. J. Johnson—A&M SD 9899

Trombonists Kai Winding and J. J. Johnson weave their impressive talents together, complementing each other expertly in nine tunes. In addition to the title cut, the set features, "My Funny Valentine", "Never My Love", and "Try Me, Sis". Here's an offering which is likely to see considerable play in both jazz and pop areas.

**Jazz Picks**

**HODGES & HINES/SWING OUR THING** — Johnnny Hodges/Earl Hines—Verve V 6-887

Johnny Hodges, alto saxist with Duke Ellington's band, and famed jazz pianist Earl "Fatha" Hines make a formidable combination on this stylish LP. Hodges penned three of the eleven tunes on the set: "Open Ears", "Can A Moose Crochet?" and "Bustin' With Basie." Hines composed "One Night In Trinidad" and "The Cannery Walk." Brimming with buoyancy, this sparkling album should enjoy heavy sales action in jazz circles.

**Classical Picks**

**FRENCH, GERMAN, SPANISH AND RUS-"SIA SONGS—Regina Resnik—Epix EPC 1351**

On this album, mezzo-soprano Regina Resnik lends her considerable talents to seventeen classical songs by French composers Jean Philippe Rameau, Gasparo Spontini, Jean Paul Martinelli, and Pierre Gaveaux; Russian composer Joaquim Turina; and Spanish composers Peter Ilyitch Tchaikovsky and Sergei Prokofiev; and German composer Gustav Mahler. Miss Resnik's voice is a delight and her material is well chosen. Pianist Richard Wolfach provides excellent accompaniment. This set could do quite well in classical circles.

**BIGGER & BETTER** — David Newman—Atlantic SD 1273

The versatile talents of David Newman are spotlighted on this richly melodious LP. The artist plays "Yesterday," tenor sax on "And I Love Her," and flute on "For Sylvania," a particularly lovely selection. Newman's sax work is smooth and mellow, and on flute he is fluid and graceful. This sweet-singing album provides a listening delight.

**CHILD OF PLENTY**—Julie Budd—MGM SE 4513

12-year-old Julie Budd has heaps of talent. Her first album effort, "Child Of Plenty," includes her recent single, "All's Quiet On West 23rd," a moving social commentary, along with versions of "Black Is Black" and "People Are Strange" and some very strong originals. Lark was a winner on the pre-taped NBC Showcase '68 talent contest airing Tuesday, July 20, and will be on that show's Sept. special. Exposure could help this LP considerably.

11 P.M. SATURDAY—Bagatelle—ABC A 646 Part of the Boston scene, the 10-man vocal and instrumental group, Bagatelle, here recorded in a concert atmosphere, features a strong brass section which works very effectively on "Soil Man," "Get To Get You Into My Life," and "Shake." Slanted toward blue-eyed-soul, they also turn in some strong original tunes such as "Such A Fun About Sunday, and "Hay You." The group's 10-minute "I Feel Good" medley, which includes some super-old R&B tunes, should get strong airplay on FMers.

**PAT MCMORRICK TELLS IT LIKE IT IS**—Atco SD 33-212

Comedian Pat McMurick views the world through mad-colored glasses, and on this album the results of this vision are wildly hilarious. "Pat McMurick's New Daytime Game Humiliation" is the weakest item. A manic joke show enunciates the career of a contestant who is unable to answer an impossible question. Three "Mondo Silly" tracks explore such madness as crossing a mouse and a hippopotamus and getting a beast which devours a cheese factory. An LP of imagina- tive wit.

**THE MAGIC OF JU-JU** — Archie Shepp—Impulse AS 9124

Tenor saxist Archie Shepp employs a sharp, vigorous attack as he performs four jazz tunes, all of which he composed. His sax spits and spews on the title track, which takes up all of Side 1. The other three selections on the set are "You're What This Day Is All About," "Shazam," and "Sorry Bout That." Jazz enthusiasts should find this album highly compelling.

**BAROQUE CANTATAS**—Netania Davrath/ Wiener Solisten/Anton Heiller/Richard Rudolf—Caldinal VCS 10025

Netzach soprano Netania Davrath is the star of this recording which contains four Baroque solo cantatas, two by George Fred- eric Handel and one each by Joseph-Hector Fioce and Alessandro Scarlatti. Miss Davrath's voice is pure and expressive and she is in excellent form all throughout the album. The Wiener Solisten provides the instrumen- tal background. Anton Heiller conducts and plays harpsichord, and Richard Rudolf is the solo trumpeter on the Scarlatti cantata. Fine performances by all.
The Heat's On

Six Sizzling Singles

Sounds Of Synanon
"Hoop La"
5-10357

The Bandwagon
"Breakin' Down The Walls Of Heartache"
5-10352

The Orphans
"This Is The Time"
5-10348

Cupids Inspiration
"Yesterday Has Gone"
5-10356

The Marmalade
"Lovin' Things"
5-10340

West
"Just Like Tom Thumb's Blues"
5-10335

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Oh Fudge!

NEW YORK — Currently hot with a new album ("Renaissance"), and an old single, ("You Keep Me Hangin' On"), the Vanilla Fudge is now set for two major TV spots, a July 23 Merv Griffin taping (for later airing) and a guest spot on NBC's "Today Show." The appearances sandwich the group's July 24 concert at the Chaifetz Music Festival, where they have two shows. The Fudge are currently on a cross-country concert tour.

Diamond Gets British Hit

NEW YORK — Diamond Records has released "I Pretend," a single by Des O'Connor—comedian, which is high on the British charts. The single was recently acquired by Diamond through a master purchase. "I Pretend," purchased from Transglobal Co., will be published in U.S. by E. H. Morris and Co.

O'Conner's appearances in the States include the Ed Sullivan Show.

Merrymen To Edmar

NEW YORK—Jerry Field, head of the newly-formed Edmar Records (an affiliate of Edmar of Bermuda), has announced the signing of the Merrymen, one of the top calypso groups in the Caribbean, to the label. Previously available only on imported labels, the Merrymen now have two albums out on Edmar. "You Sweeten Me," and "Beautiful Bermuda.

Edmar is headquartered at 81 Spring Valley Rd., Paramus, N.J.

Livingston Leaving Capitol

acts as financial counselor to other corporations in the Los Angeles area. Nidorf also has been a director of Capitol Records and has an extensive background of experience in the entertainment industry.

Long Disk Career

A hard-driving, soft-spoken exec, Livingston has had a rocket-like career in the entertainment industry. On Jan. 1, 1946, shortly after his discharge from the army, he joined Capitol in a job based on a concept of his own. The idea was to make children's records, an area of the business that the company had all but abandoned since 1929.

Livingston's first record, "Bozo at the Circus," sold over 100,000 in the first month, and has sold over $40 million to date. He is responsible for some 50 other children's records he created.

In 1948, two years after he joined the company, Livingston was named director of album repertoire. In 1949 he was made vice president in charge of albums and in 1951 vice president in charge of artists and repertoire, with responsibility for all creative aspects of Capitol's recording activities.

His success in the record industry was documented in a Saturday Evening Post featured article devoted to his achievements.

Left In 1956

In 1956 Livingston left Capitol to become vice president in charge of west coast television programming for the National Broadcasting Company. He returned to Capitol in October 1961 as vice president—creative services, and in Dec. 1961, he became Capitol's president and was elected to the board of directors. In February 1966, Livingston was elected a member of the board of Electric and Musical Industries (EMI), the giant British record and electronics firm, which is Capitol's parent stockholder.

Diversification Moves

During his career at Capitol, Livingston has also been instrumental in a number of diversifications and new developments in the record industry. Under his leadership, the first high-speed tape duplicating machinery was produced; Capitol direct marketing corporation (a mail order activity) was expanded into a major subsidiary; a contract was negotiated with the Russian Government granting Capitol exclusive manufacturing and distribution rights to the Russian artists in the Western Hemisphere; and a merger with Audio Devices (a leading manufacturer of precision magnetic tape for computers, instrumentation, TV and sound and stereo cartidges) was consummated. Also under his leadership, Capitol successfully introduced America to the most popular recording group in the history of the industry—The Beatles.

College Alumn

A native of McDonald, Pa., Livingston studied several instruments as a youth and worked his way through the University of Pennsylvania playing saxophone and clarinet in a student dance band graduating with a B.A. from the University of Pennsylvania's Wharton School of Finance and Commerce with a Bachelor of Science degree. Livingston went to New York and worked in the record business for three years before enlisting in the army as a private. He emerged in 1946 as a 2nd Lieutenant, and from there went to California to begin a career in the entertainment business.

Alan Livingston is not the only member of his family to make a mark in the entertainment industry. His brother, Jay, one of the country's top songwriters, is a multiple Academy Award winner.

Livingston is married to actress Nancy Olson and resides in Beverly Hills, California.

Murray To Capitol Board

(Continued from Page 7)

Murray's election to the Capitol Industries and Audio Devices Board also marks the return of an important member of our company," Wallichs added, noting that before joining General Precision Murray served as a vice president of Capitol Records, Inc.

Murray is also a former vice president and general manager of the record division of RCA Victor Record Company, prior to World War II he spent seven years in Japan as a joint Managing Director of RCA Victor Record Company and Columbia Record Company of Japan. In 1951, Murray joined General Precision Equipment Corp. as vice president and general manager of its General Precision Instruments division. He became president of General Precision Laboratory in 1957. In 1958 he was assigned additional duties as vice president, finance, in the parent company, and in April of the following year became chairman of the board and chief executive officer of General Precision.
WEST COAST WINNERS

HEADING EAST

Dino, Desi & Dilly

"Tell Someone You Love Them"

#0698

Pat Shannon

"She Sleeps Alone"

#7210

WARNER BROS. — SEVEN ARTS, RECORDS INC.
NEW YORK—Alberto Ginastera, acclaimed by the New York Times as "an outstanding composer," was guest-of-honor at an ASCAP-hosted press conference last week (16), as a tribute to his 1965-66 extended stay in the United States. Maestro Ginastera has been busy supervising the recent manufacturing of many of his works, including his second opera, "Bomarzo," introduced by the Philadelphia Orchestra in February, and his third opera, "Revere," premiered by the New York City Opera Company in March. Staged in Italy, his first Drama, "Pieds Du Midi," for the recording of his "Piano Concerto" by João Carlos Martins with Edo de Waart conducting the Czech Philharmonic Symphony. His "Estudios Sinfónicos" was given its world premiere in Buenos Aires on March 31, 1968 by the Vanderbilt Symphony Orchestra conducted by Meredith Davis and a fortnight later.

ABC Pacts Dana Valery

NEW YORK—ABC Records has signed in Dan Valery, young international singing artist, to an exclusive recording contract, according to an announcement made by the label's President, Jack Reif, Miss Valery's manager.

Miss Valery appeared on television's "Shindig" and "American Bandstand" last week.

"I am sure that Dan's vocal talent and ability to identify with young people will result in a great new singing career," Mr. Reif said. "The success of his recent recording in the West Indies, "Shadows," is proof that Dan is ready for such an exclusive contract.

ABC signed the 19-year-old singer to a five-year agreement.

Valery's first recording with ABC will be "I'm Gonna Get You," a ballad currently popular on the West Coast, and "Smile." The latter was written by Valery and his partner, singer and composer, Piano Concerto".

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THEY MUST OR...

- Tommy James and The Shondells wouldn't have 9 hits in a row.
- Tommy James wouldn't have been voted most popular male vocalist last year.
- Tommy James and The Shondells wouldn't have such an impressive album catalog that just keeps selling and selling.

Incidentally, Tommy James and The Shondells new single from their hit album is called "Somebody Cares" R7016 and it's selling and selling too.
WP Jazz Men
Vocalist-trumpeter Lee Raymond makes everything official with the finishing touch on his new recording contract just signed with World Pacific. Witnessing the penmanship are national promotion manager Ben Scotti (left) and WP's national sales director Macey Lipman (right). Raymond's first release is a single, "Ever on My Mind," scheduled for immediate release.

Incident Seriously Wounds B. J. Thomas
NEW YORK—B.J. Thomas, the star songster on Scepter Records, was seriously injured last week as a result of knife wounds inflicted during an altercation with a night desk clerk at a midtown New York hotel. He was rushed to Polyclinic Hospital, where doctors later said he would recover. The incident forced cancellation of Thomas' appearances on the Merv Griffin and Mike Douglas TV shows. He is currently hitting with "Eyes of a New York Woman."

Agency Studios Forms Diskery And Pubbery
CHICAGO — Agency Recording Studios has formed its own diskery, Agency Diskery, and its own publishing company, Garamoni Music Publishing. Having recorded radio and TV commercials for 15 years, Agency Recording Studios will continue in that field. The first release on Agency Records is a single entitled "If I Must Go," by lark Bobetta Williams, known professionally as Bobetta.

Record distribution is being set in major markets, with Joe Petralia handling promotion in the New York area and Paul Gallis doing promotion in the midwest.

Request Signs Dragon
NEW ROCHELLE, N. Y. — Chester Dragon, a Polish polka band leader, and his band have been signed to a recording contract by Rquest Records. Dragon is well known in the New England area where he has appeared on radio, TV, and at Polish national festivals.

McEuen's Acts Active
NEW YORK—William McEuen Productions, the Hollywood based management firm, has set several major deals for its acts, and is also negotiating a disc pact for its newest group, the Magic Lantern.

The Nitty Gritty Dirt Band, who scored recently with "Buy For Me The Rain," have been signed for a featured role in Paramount's forthcoming big-budget screen version of Lerner & Loewe's "Paint Your Wagon," with Lee Marvin and Jean Seberg. A national publicity drive, centering on the Liberty Records group's screen debut will be getting underway shortly. Newest LP is "Rare Junk," and a new single, "These Days," is set for immediate release.

Imperial's Sunshine Company, currently making noise with "On a Beautiful Day," will begin a six-week tour of Western and Eastern theatres as part of the John Davidson Show.

The Hour Glass, a five-man blue-eyed-soul group signed with Liberty, will begin a summer-long tour through the South for both club and concert dates. Group's organist-guitarist-singer, Greg Allman, is having his first solo effort, an R&B version of the current Tammy Wynette country hit "D-I-V-O-R-C-E," released immediately.

Firma president Bill McEuen has just signed a new group from the Northwest called the Magic Lantern, a sextet featuring lead singer Kathy Smith, and is currently negotiating a disc pact.

UNITED in meetings held recently in Tokyo, the United Artists music companies of Japan and the U. S. exchanged views and discussed mutual workings under the executive leadership of Murray Deutch (third from left), executive vice president of the UA publishing operation. With him at the conferences are (from left) Tsats Nagashima, president of UA Music-Japan; Paul Mano, chief of JASRAC's foreign section; Yoshihiro Yasuda, manager of the index dept., at JASRAC; John Spalding, general manager and financial director of UA Music & Records in London, who accompanied Deutch on his Far East trip; Takaji Kodama, manager of the JASRAC Mechanical rights dept.; and Hajime Fujii, general manager of United Artists Music in Japan.
Sergio Mendes and Brasil '66

FOOL ON THE HILL
B/W SO MANY STARS - A&M 961
**STORYBOOK CHILDREN**

by Billy Joe Royal

It's no fairy tale.
Billy Joe Royal's brand-new sounding single is breaking big in three markets after only one week.
A hit.

On COLUMBIA RECORDS

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### CashBox Top 50 In R&B Locations

<table>
<thead>
<tr>
<th>Number</th>
<th>Title</th>
<th>Artist</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>GRAZING IN THE GRASS</td>
<td>Hugh Askew (Uni 5064)</td>
<td>1</td>
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<tr>
<td>2</td>
<td>THE HORSE</td>
<td>Cliff Nobles (Phil-Le-of-Soul 313)</td>
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<td>3</td>
<td>STONED SOUL PICNIC</td>
<td>5th Dimension (Soul City 706)</td>
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<td>4</td>
<td>STAY IN MY CORNER</td>
<td>Dells (Cotder 3012)</td>
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<td>5</td>
<td>LOVER'S HOLIDAY</td>
<td>Peggy Scott &amp; Jo Jo Benson (SSS International 736)</td>
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<tr>
<td>6</td>
<td>I'M A MIDNIGHT MOVEMBER</td>
<td>Wilson Pickett (Atlantic 25328)</td>
<td>8</td>
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<tr>
<td>7</td>
<td>NEVER GIVE YOU UP</td>
<td>Jerry Butler (Mercury 57298)</td>
<td>6</td>
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<td>8</td>
<td>HERE COMES THE JUDGE</td>
<td>Fagmeat Markham (Chess 2049)</td>
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<td>9</td>
<td>HITCH IT TO THE HORSE</td>
<td>Fontane Johnny C (Phil Le of Soul 315)</td>
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<td>10</td>
<td>LICKING STICK—LICKING STICK (Part 1)</td>
<td>Jimmy Brown &amp; Famous Flames (King 6160)</td>
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<td>11</td>
<td>LOVE MAKES A WOMAN</td>
<td>Barbara Acklin (Brunswick 55279)</td>
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<td>AMEN</td>
<td>Otis Redding (Arco 6392)</td>
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<td>13</td>
<td>(YOU KEEP ME) HANGIN' ON</td>
<td>Joe Simon (Sound Stage 7-3660)</td>
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<td>YOU MET YOUR MATCH</td>
<td>Stevie Wonder (Tomto 54168)</td>
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<td>UNDERSTANDING ELEANOR RIGBY</td>
<td>Ray Charles (ABC 11090)</td>
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<td>LOOK OVER YOUR SHOULDER</td>
<td>O'Jays (Bell 704)</td>
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<td>YESTERDAY'S DREAM</td>
<td>4 Tops (Motown 1127)</td>
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<td>SLIP AWAY</td>
<td>Clarence Carter (Atlantic 2150)</td>
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<td>IT SHOULD HAVE BEEN ME</td>
<td>Gladys Knight &amp; The Pips (Soul 35043)</td>
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<td>Aretha Franklin (Atlantic 2518)</td>
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<td>THE SNAKE</td>
<td>Al Wilson (Soul City 767)</td>
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<td>FACE IT GIRL IT'S OVER</td>
<td>Nancy Wilson (Capitol 2136)</td>
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<td>GOD BLESS OUR LOVE</td>
<td>Bolith (Venture 815)</td>
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<td>YESTER LOVE</td>
<td>Miracles (Tomto 54167)</td>
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<td>I CAN'T STOP DANCING</td>
<td>Archie Bell &amp; The Drifters (Atlantic 2364)</td>
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<td>26</td>
<td>I GUESS I'LL HAVE TO CRY, CRY, CAY</td>
<td>James Brown &amp; The Famous Flames (King 6141)</td>
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<td>HERE COMES THE JUDGE</td>
<td>Shorty Long (Soul 35040)</td>
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<td>TO LOVE SOMEBODY</td>
<td>Sweet Inspiration (Atlantic 3229)</td>
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<td>SOUL LIMBO</td>
<td>Baecker &amp; M. C. G. (Swox 0001)</td>
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<td>I'VE GOT TO HAVE YOU</td>
<td>Fantastic Four (Ric Tic 129)</td>
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<td>I GET THE SWEETEST FEELING</td>
<td>Jackie Wilson (Brunswick 55391)</td>
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<td>THE DOCTOR</td>
<td>Mary Wells (Jubilee 5601)</td>
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<td>(LOVE IS LIKE) A BASEBALL GAME</td>
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<td>YOU'RE ALL I NEED TO GET BY</td>
<td>Marvin Gaye &amp; Tommi Terrell (Tamto 54169)</td>
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<td>35</td>
<td>TURN ON YOUR LOVE LIGHT</td>
<td>Bill Black (Hi 2143)</td>
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<td>BE YOUNG BE FOOLISH BE HAPPY</td>
<td>Toms (ABC 11064)</td>
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<td>I'M GONNA DO WHAT THEY DO TO ME</td>
<td>B. B. King (Bluesway 61018)</td>
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<td>SAVE YOUR LOVE FOR ME</td>
<td>Bobby Blond (Duke 435)</td>
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<td>39</td>
<td>YOU'RE TOUGH ENOUGH</td>
<td>Joe Wells (Blue Rock 6022)</td>
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<td>PRAYER MEETIN'</td>
<td>Willie Mitchell (HI 2147)</td>
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<td>I'VE NEVER FOUND A GIRL (TOLOVE ME LIKE YOU DO)</td>
<td>Eddie Floyd (Swox 0002)</td>
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<td>42</td>
<td>GOOD OLD MUSIC</td>
<td>Parliament (Revilot 213)</td>
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<td>43</td>
<td>PLEASE RETURN YOUR LOVE TO ME</td>
<td>Temptation (Gardy 7074)</td>
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<td>44</td>
<td>YOURS UNTIL TOMORROW</td>
<td>Vivian Reed (Epic 10119)</td>
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<td>45</td>
<td>THERE WAS A TIME</td>
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<td>RIVER OF TEARS</td>
<td>Gene Chandler (Checker 1199)</td>
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<td>47</td>
<td>YOUNG BOY</td>
<td>Barbara Green (Renet 5001)</td>
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<td>48</td>
<td>HARD TO HANDLE</td>
<td>Otis Redding (Arco 6392)</td>
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<tr>
<td>49</td>
<td>BREAKIN' DOWN THE WALLS OF HEARTACHES</td>
<td>Bandwagon (Epic 10352)</td>
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<tr>
<td>50</td>
<td>M'Lady</td>
<td>Sly &amp; The Family Stone (Epic 10355)</td>
<td>...</td>
</tr>
</tbody>
</table>
HOT! HOT! HOT!

JAMES BROWN'S

New Smash Single

"I Guess I'll Have to Cry, Cry, Cry."

King 6141
Minit, Veep Consolidate, Add Gospel Label

NEW YORK—Latest move resulting from recent merger of In Focus Artists and Liberty Records is the consolidation of the firm’s Veep and Minit. Roll-oriented labels, which will now both operate out of the UA framework, under the overall supervision of UA vice president and general manager Mike Lipton.

Ed Wright, director of product and promotion for Minit, will now assume that function for the combined operation. Lipton and Wright will coordinate from the East Coast. National promotion coordinator Aki Aloseh will continue to headquarter on the West Coast, but will travel extensively on behalf of both labels.

Sales for the Minit and Veep labels will be directed by Sonny Kirshen and Dave Greenman, respectively singles and albums national sales managers for U.A.

New Veep-Gospel Label

Wright announced the planned expansion of activity in the gospel field with the establishment of the Veep-Gospel label, extending the growing repertoire and roster currently existing on Yeon. Thorough staff producer George Butler, the label is presently represented in the gospel field by Pro-

Drayton Joins Staff Of Herman Edel Assoc.

IN CHARACTER—Don Scardino disclosed a few weeks ago that a time to make his recording debut, Scardino, in fereground, has become widely recog-

Scher to Personality

LAS VEGAS—Bob Scher, formerly production director and director of international operations with Muscrop Records, has joined Personality Productions as general manager. In his new capacity, Scherbo will be respon-
sible for coordinating the activities for the Platters and also their new proteges, the Prescription. Latter group opens a four-week engagement at the Crossway Airport Inn.

First single on the new release, on Antler, (owned by Buck Ram, a prin-
ciple of the group in personality) “Don’t Fall In Love” is currently performing a soft promotional campaign.

Playing With Fire

NASHVILLE—The Bagatelle enhances their stage act with the added impact of mime and fire-eating ex-
bitions featuring Rick For-
ber (see last week). Among the onlookers at last week’s demo demon-
stration are: Willie Alexander, Mark Gould, Lee Tipton (in background) and Steve Schrell (who are joined by four more members in making up the entire Bag-
atelle cast).

At Liberty

Newest addition to the Liberty family is Tommy Albright (center) who has signed a contract with the firm. Onlookers at the pacte- ring were Liberty’s general man-
ger Bud Dain (left) and Ron Bledsoe, assistant to Lib’s presi-
dent. Albright, who was working as a singing-musician in Nashville before coming to the label, will be stationed in New York with his first release, a single called “Iddle Mind.”

Governor Declares ‘Glen Campbell Day’ In State Of Arkansas Proclamation

GOVERNOR—Glen Campbell was declared Arkansas’ “Official State Entertainer” by Governor Winthrop Rockefeller, beginning July 13 as “Glen Campbell Day” in Arkansas. Attending the signing ceremony held in the Governor’s office was Campbell’s sister, Mrs. Bar-

GRT Releases 22 Tapes

HOLLYWOOD—General Recorded Tape has announced the release of 22 new LP’s in tape form, all of which will be available 7-track, with 9 also on 4-track and 6 in cassette form.

The albums available in all three configurations are: James Brown, “Nothing But Soul,” King; Lawrence Welk, “Butter Fly”; “Winchester Cathedral,” “Calcula” and “The Lawrence Welk Television Show.”

Lyric Awards, the traditional soundtrack from “Man Of La Mancha,” the latter three on 4-track only; four Jack Jones sets, “Call Me Irresponsible,” “Dear Heart,” “The Impossible Dream” and “Madame Butterfly.” Other albums include: “The World Needs Now Is Love!” and the original soundtrack from “Man Of La Mancha,” the latter three on Kapp’s 8-track.

Porcell Signs Production Deal With RCA Victor

NEW YORK—Gerard W. Porcell Associates, currently handling produc-
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UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

<table>
<thead>
<tr>
<th>EVENT</th>
<th>DATE</th>
<th>PLACE</th>
</tr>
</thead>
<tbody>
<tr>
<td>NATRA CONVENTION</td>
<td>Aug. 14-18</td>
<td>MANNHEIM BEACH, FLA.</td>
</tr>
<tr>
<td>NARM TAPE CONVENTION</td>
<td>SEPT. 3-6</td>
<td>CONTINENTAL PLAZA HOTEL, CHICAGO</td>
</tr>
<tr>
<td>COUNTRY MUSIC WEEK</td>
<td>OCT. 17-19</td>
<td>NASHVILLE, TENN.</td>
</tr>
<tr>
<td>MIDEM</td>
<td>JAN. 17-24, 1969</td>
<td>CANNES, FRANCE</td>
</tr>
<tr>
<td>NARM TAPE CONVENTION</td>
<td>FEB. 28-MAR. 5, 1969</td>
<td>CENTURY PLAZA HOTEL, LOS ANGELES</td>
</tr>
</tbody>
</table>

Cash Box—July 27, 1968
"GRAZING IN THE GRASS"
UNI 55066
NOW THE #1 SINGLE
IN THE COUNTRY!

"THE PROMISE OF A FUTURE"
UNI 73028
SOON TO BE THE #1 ALBUM
IN THE COUNTRY!
IT'S A FACT...

THE ODD COUPLE
DLP 25862
Featuring Comedy Dialogue
From The Motion Picture Sound Track

ROSEMARY'S BABY
DLP 25875

...are the fast-breaking sound tracks from two record smashing motion pictures.

AND

Mike Nesmith Presents
THE WICHITA TRAIN WHISTLE SINGS
DLP 25861

PAUL SIMON INTERPRETED
The Sound Symposium
DLP 25871

HOW'D WE EVER GET THIS WAY
Andy Kim
ST 37001

MY SHY VIOLET
The Mills Brothers
DLP 25872

...are four more red-hot packages!

IT'S A FACT!
AND DOT'S GOT 'EM

Call your local Dot distributor and ask him.

DOT RECORDS
A Division Of Paramount Pictures Corporation
1537 North Vine Street
Hollywood, California 90028

Cash Box—July 27, 1968
1. WHEELS OF FIRE
2. BOOKENDS
3. THE BEAT OF THE BRASS
4. LOOK AROUND
5. A TRAMP SHINING
6. THE GRADUATES
7. THE RASCALS' GREATEST HITS
8. ARETHA NOW
9. ISAUEI GEAR
10. HONEY
11. THE BIRDS THE BEES & THE MONKEYS
12. PARSLY SAGE ROSEMARY & THYME
13. YOUNG GIRL
14. REALIZATION
15. I WISH IT WOULD RAIN
16. GOD BLESS TINY TIM
17. ARE YOU EXPERIENCED
18. REA NSANCE
19. JOHNNY CASH AT FOLSOM PRISON
20. THE PROMISE OF A FUTURE
21. PAPAS & MAMAS
22. LADY SOUL
23. THE GOOD THE BAD & THE UGLY
24. THE UNICORN
25. DEAN MARTIN'S GREATEST HITS V. 1
26. BIRTHDAY
27. MAURITIUS MAGIC
28. SOUNDS OF SILENCE
29. STEPPENWOLF
30. HONEY
31. MUSIC FROM MONTY BOLIN'S DOLLS ETC.
32. TOWNE'S GREATEST HITS
33. TO RUSSELL MY BROTHER WHOM I SLEPT WITH
34. THE DOORS
35. SPEEDWAY
36. FEVER ZONE
37. A NEW PLACE IN THE SUN
38. BLOOMING HITS
39. HELLO DUMMY
40. GONE' OUT OF MY HEAD
41. CAMELOT
42. DR. ZHIVAGO
43. DAYS OF FUTURE PAST
44. THE IMMORTAL OTIS REDDING
45. LOVE IS BLUE
46. A LONG TIME COMIN'
47. THERE IS
48. DONOVAN IN CONCERT
49. EASY
50. REFLECTIONS
51. THE DOCK OF THE BAY
52. JOURNEY TO THE CENTER OF THE MIND
53. QUICKSILVER MESSANGER SERVICE
54. FRIENDS
55. FELICIANO
56. THE MASON WILHAMS PHONOGRAPH RECORD
57. IN A-GADDA DA-VIDA
58. BONNIE AND CLYDE
59. DIANA ROSS & THE SUPREMES GREATEST HITS

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move
**VERVE**

<table>
<thead>
<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Year</th>
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<tbody>
<tr>
<td>Alice In Wonderland Vol. 1</td>
<td>Cyril Ritchard</td>
<td>1944</td>
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<tr>
<td>Snow White &amp; Rumpelstiltskin</td>
<td>Irene Wicker</td>
<td>1944</td>
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<tr>
<td>Children's Concert</td>
<td>Oscar Brand</td>
<td>1944</td>
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<tr>
<td>Arabian Night's Entertainment</td>
<td>Alec Templeton</td>
<td>1945</td>
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<tr>
<td>Children's Concert</td>
<td>Martyn Green</td>
<td>1945</td>
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<tr>
<td>A Child Introduction To The Alphabet And Numbers</td>
<td>Irene Wicker</td>
<td>1945</td>
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<tr>
<td>A Child's Introduction To Square Dancing</td>
<td>Piste Pete</td>
<td>1945</td>
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<td>A Child's Introduction To The Ballet</td>
<td>Mina Shaera</td>
<td>1945</td>
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<tr>
<td>The Stories Of Peter Pan And Thumbelina</td>
<td>Rex Graham</td>
<td>1945</td>
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<tr>
<td>First Songs For Children</td>
<td>Margerie Bennett</td>
<td>1945</td>
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<td>Songs From The Children's Zoo</td>
<td>Mother Goose</td>
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**ABC PARAMOUNT IMPULSE**

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**Basic Album Inventory**

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

**WARNER BROS.-SEVEN ARTS**

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<td>Bill Cosby</td>
<td>Bill Cosby</td>
<td>1964</td>
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<tr>
<td>Bill Cosby Is A Very Funny Fellow</td>
<td>Bill Cosby</td>
<td>1964</td>
</tr>
<tr>
<td>Bill Cosby I Started Out As A Child</td>
<td>Bill Cosby</td>
<td>1967</td>
</tr>
<tr>
<td>P militar Clark &amp; P militar Clark With Peter, Paul &amp; Mary</td>
<td>Peter, Paul, and Mary</td>
<td>1963</td>
</tr>
<tr>
<td>See What Tomorrow Brings</td>
<td>Peter, Paul, and Mary</td>
<td>1964</td>
</tr>
<tr>
<td>In The Wind</td>
<td>Peter, Paul, and Mary</td>
<td>1967</td>
</tr>
<tr>
<td>Petula Clark</td>
<td>Petula Clark</td>
<td>1968</td>
</tr>
<tr>
<td>Peter, Paul, and Mary</td>
<td>Peter, Paul, and Mary</td>
<td>1968</td>
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<td>Peter, Paul, and Mary</td>
<td>Peter, Paul, and Mary</td>
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<td>Peter, Paul, and Mary</td>
<td>Peter, Paul, and Mary</td>
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<td>Peter, Paul, and Mary</td>
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<td>Peter, Paul, and Mary</td>
<td>Peter, Paul, and Mary</td>
<td>1972</td>
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<tr>
<td>Every Brothers &amp; Original Soundtrack</td>
<td>The Association</td>
<td>1972</td>
</tr>
<tr>
<td>San Sebastian Strings</td>
<td>The Association</td>
<td>1973</td>
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<tr>
<td>The Grateful Dead</td>
<td>The Grateful Dead</td>
<td>1974</td>
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<tr>
<td>Album 1700</td>
<td>Peter, Paul, and Mary</td>
<td>1974</td>
</tr>
<tr>
<td>These Are My Songs</td>
<td>Petula Clark</td>
<td>1975</td>
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<tr>
<td>Bill Cosby</td>
<td>Bill Cosby</td>
<td>1975</td>
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<tr>
<td>Cosby Says-Silver Threat</td>
<td>Bill Cosby</td>
<td>1975</td>
</tr>
<tr>
<td>San Sebastian Strings</td>
<td>The Grateful Dead</td>
<td>1975</td>
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<tr>
<td>Along Comes The Association</td>
<td>Bill Cosby</td>
<td>1975</td>
</tr>
<tr>
<td>Hoop For The Salvation Army</td>
<td>Bill Cosby</td>
<td>1975</td>
</tr>
<tr>
<td>To Russell, My Brother Whom I Slept With</td>
<td>Bill Cosby</td>
<td>1975</td>
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**WONDERLAND (Continued)**

<table>
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<tr>
<th>Album Title</th>
<th>Artist(s)</th>
<th>Year</th>
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<tbody>
<tr>
<td>Alice In Wonderland Vol. 1</td>
<td>Cyril Ritchard</td>
<td>1944</td>
</tr>
<tr>
<td>Snow White &amp; Rumpelstiltskin</td>
<td>Irene Wicker</td>
<td>1944</td>
</tr>
<tr>
<td>Children's Concert</td>
<td>Oscar Brand</td>
<td>1944</td>
</tr>
<tr>
<td>Arabian Night's Entertainment</td>
<td>Alec Templeton</td>
<td>1945</td>
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<tr>
<td>Children's Concert</td>
<td>Martyn Green</td>
<td>1945</td>
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<tr>
<td>A Child Introduction To The Alphabet And Numbers</td>
<td>Irene Wicker</td>
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<tr>
<td>A Child's Introduction To Square Dancing</td>
<td>Piste Pete</td>
<td>1945</td>
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<tr>
<td>A Child's Introduction To The Ballet</td>
<td>Mina Shaera</td>
<td>1945</td>
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<tr>
<td>The Stories Of Peter Pan And Thumbelina</td>
<td>Rex Graham</td>
<td>1945</td>
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<tr>
<td>First Songs For Children</td>
<td>Margerie Bennett</td>
<td>1945</td>
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<tr>
<td>Songs From The Children's Zoo</td>
<td>Mother Goose</td>
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**WORLD PACIFIC/PACIFIC JAZZ/SOCIAL**

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<th>Album Title</th>
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<tr>
<td>Delinis Live At Monterey</td>
<td>Don Ellis</td>
<td>2011</td>
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<tr>
<td>Delinis Live In 3/2/3 A Time</td>
<td>Don Ellis</td>
<td>2012</td>
</tr>
<tr>
<td>Up-And-Down</td>
<td>Don Ellis</td>
<td>2012</td>
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<tr>
<td>Cosmic Consciousness</td>
<td>Paul Horn</td>
<td>2014</td>
</tr>
<tr>
<td>In India</td>
<td>Paul Horn</td>
<td>2014</td>
</tr>
<tr>
<td>Jazz Crusaders</td>
<td>John Coltrane</td>
<td>2014</td>
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<td>Lighthouse '68</td>
<td>John Coltrane</td>
<td>2014</td>
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<tr>
<td>Two Rugs Mood On Guitar</td>
<td>John Coltrane</td>
<td>2014</td>
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<tr>
<td>Young Master Of The Sarod</td>
<td>Abdul Kalam</td>
<td>2014</td>
</tr>
<tr>
<td>John Coltrane</td>
<td>John Coltrane</td>
<td>2014</td>
</tr>
<tr>
<td>Maharishi</td>
<td>John Coltrane</td>
<td>2014</td>
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<tr>
<td>Mastersounds With</td>
<td>John Coltrane</td>
<td>2014</td>
</tr>
<tr>
<td>Swinging New Big Band</td>
<td>Buddy Rich</td>
<td>2011</td>
</tr>
<tr>
<td>Buddy Rich Big Swing Band</td>
<td>Buddy Rich</td>
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<tr>
<td>Magical Mystery</td>
<td>Buddy Rich</td>
<td>2014</td>
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<tr>
<td>California Dreamin'</td>
<td>Buddy Rich</td>
<td>2014</td>
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<td>Music From Today's Movies</td>
<td>Buddy Rich</td>
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<td>A Spoonful Of Jazz</td>
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<td>Improvisations</td>
<td>Buddy Rich</td>
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<td>Portrait Of Genius</td>
<td>Buddy Rich</td>
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<td>The Sound Of The Sitar</td>
<td>Buddy Rich</td>
<td>2014</td>
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<tr>
<td>In New York</td>
<td>Buddy Rich</td>
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<td>Live At The Monterey Pop Festival</td>
<td>Buddy Rich</td>
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<td>In San Francisco</td>
<td>Buddy Rich</td>
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<tr>
<td>The Golden Sword</td>
<td>Gerald Wilson</td>
<td>2011</td>
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<td>Live And Swinging</td>
<td>Gerald Wilson</td>
<td>2011</td>
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<td>Everywhere</td>
<td>Gerald Wilson</td>
<td>2012</td>
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**ABC PARAMOUNT IMPULSE**

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<th>Album Title</th>
<th>Artist(s)</th>
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<tbody>
<tr>
<td>Love Me</td>
<td>Eydie Gorme</td>
<td>1974</td>
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<tr>
<td>Swinging With Me</td>
<td>Eydie Gorme</td>
<td>1974</td>
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<tr>
<td>The Best Of Steve Lawrence</td>
<td>Steve Lawrence</td>
<td>1974</td>
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<tr>
<td>Our Best To You</td>
<td>Steve Lawrence</td>
<td>1974</td>
</tr>
<tr>
<td>Live At The Village Vanguard</td>
<td>John Coltrane</td>
<td>1974</td>
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<tr>
<td>The John Coltrane Quartet</td>
<td>John Coltrane</td>
<td>1974</td>
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<tr>
<td>A Love Supreme</td>
<td>John Coltrane</td>
<td>1974</td>
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<tr>
<td>Keep On Pushing</td>
<td>John Coltrane</td>
<td>1974</td>
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<tr>
<td>Modern Sounds In C &amp; W Music-Vol 1</td>
<td>Ray Charles</td>
<td>1974</td>
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<tr>
<td>Greatest Hits</td>
<td>Ray Charles</td>
<td>1974</td>
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<tr>
<td>Crying Time</td>
<td>Ray Charles</td>
<td>1974</td>
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<tr>
<td>Great Scott</td>
<td>Shirley Scott</td>
<td>1974</td>
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<td>El Chico</td>
<td>Chico Hamilton</td>
<td>1974</td>
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<tr>
<td>Flamingo</td>
<td>Carlos Montoya</td>
<td>1975</td>
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<td>Flamenco Fire</td>
<td>Carlos Montoya</td>
<td>1975</td>
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<td>Sabinas</td>
<td>Carlos Montoya</td>
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<td>El Rey Del Flamenco</td>
<td>Carlos Montoya</td>
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<tr>
<td>Jazz Around The World</td>
<td>Yusef Lateef</td>
<td>1975</td>
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<tr>
<td>The Giants Of Flamenco</td>
<td>Yusef Lateef</td>
<td>1975</td>
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<tr>
<td>Flamenco Fire</td>
<td>Yusef Lateef</td>
<td>1975</td>
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<tr>
<td>A Man &amp; His Soul</td>
<td>Ray Charles</td>
<td>1975</td>
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<tr>
<td>Sweet Pea</td>
<td>Johnnie Ray</td>
<td>1975</td>
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<tr>
<td>As Time Goes By</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Sing Us A Song</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Spirituals</td>
<td>Bobbe Fair</td>
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<td>Meditations</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Prodigies</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Rolls</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Affair</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<tr>
<td>Today</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<tr>
<td>Tuesday Night `s Out</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<td>Seraphim</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<tr>
<td>Experience</td>
<td>Bobbe Fair</td>
<td>1975</td>
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<tr>
<td>The Kenny Dummys Dream</td>
<td>Frank &amp; His Care</td>
<td>1975</td>
</tr>
<tr>
<td>Swing Low Sweet Chariot</td>
<td>Barry White</td>
<td>1975</td>
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**ACTA**

<table>
<thead>
<tr>
<th>Album Title</th>
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<tr>
<td>American Breed</td>
<td>Barry White</td>
<td>1975</td>
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<tr>
<td>American Breed</td>
<td>Barry White</td>
<td>1975</td>
</tr>
<tr>
<td>The Other Half</td>
<td>Barry White</td>
<td>1975</td>
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<tr>
<td>Neighbourhood Child</td>
<td>Barry White</td>
<td>1975</td>
</tr>
<tr>
<td>Pumpkin &amp; Powell, Scarlet &amp; Green</td>
<td>Barry White &amp;伴手</td>
<td>1975</td>
</tr>
<tr>
<td>Peppermint Trolley Co.</td>
<td>Barry White &amp;伴手</td>
<td>1975</td>
</tr>
</tbody>
</table>
Starbys New Merchandising Aid

MADISON, TENNESSEE — Starbys Records has introduced a new record merchandising aid, PTDS-01, to its distributors. PTDS-01 is now available at rack jobbers, one stop and record dealers throughout the nation.

In making the announcement, Col. Jim Wilson, Starbys vice president of marketing, stated: "PTDS-01 is a special truck driver album prepak consisting of 50 stereo Starbys truck-driver albums packaged in a colorful, attractive, sales-promoting pre-assembled browser display and is shipped, self-contained, in a specially constructed outer carton.

"The design is such as to use in many normally non-record outlets to include truck stops, cafes, gas stations etc.

Monument To Conduct Military Campaign For Cargill

HOLLYWOOD — Monument Records is going to conduct a promotional campaign for Henson Cargill in conjunction with their military sales agents, Charles Brady Associates, when Cargill tours the United States military installations in West Germany September 6-20.

Cargill, of "Skip A Rope" fame, will be available for numerous military post exchange autograph sessions and in the current best-selling LP as he tours the GI circuit on behalf of Harry Keiner's Red Carpet Productions.

Cargill will also guest on various American Forces Network programs during the 16-day tour, appearing on AFN-Frankfurt and AFN-Berlin in particular.

2 New Labels Formed By Audrey Williams

NASHVILLE — Audrey Williams has formed two new independent record labels, Bonanza and Williams, adding it to the Nashville's only independent record label, Nashville Enterprises. The first Bonanza disk, a C&W single called "Dr. Who," by Lamar Morris, has already been released.

Williams Records, which will be a R&B label, will have its first release at the beginning of August, Bobby Hendricks, who had a hit called "Ticky, Twitchy Feeling" some years ago, will bow the label with "Go On Home." "Girl" will release "She Used To Hold Me." Mrs. Williams is not only directly in charge of the Bonanza and Williams labels, but she is also producing all the material for them. She is in charge of the process of setting up distribution for her new diskers.

Research Abroad

GBS' managing editor, Johnny Cash, who is preparing an album on the Holy Land, recently went to Israel to do research for the set. In the photo at right, he is seen visiting the "Walling Wall" in Jerusalem with his wife, June Carter, dropped in at GBS’ Records (Israel) Ltd., GBS International’s subsidiary company, while they were in the Holy Land.

Edward J. Shea Named ASCAP’s Nashville Regional Director

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) has named Edward J. Shea Nashville regional executive director. Shea, who has been executive vice president of the Nashville Area Chamber of Commerce for the past ten years, will be making his first appearance that post toassume his new one.

Quintana Jones, now ASCAP’s Nashville representative, will continue in her present capacity with the Society and will work closely with Ed Shea. His success is a contributory factor in the present-planned expansion of the Society's operation.

A native of Nashville, Shea graduated from Vanderbilt University and received his masters degree from Peabody College. He holds a doctor of laws degree from St. Bernard College. Shea is a graduate of organizational management institutes at the University of Georgia and the University of North Carolina. He participated in special studies at the University of Wisconsin and attended Oxford University in England.

 Shea's been or is involved in nearly every major civic endeavor in Nashville, including the United Way Fund, the USAF, the National Foundation, the American Red Cross, the Salvation Army, the American Cancer Society, the St. Thomas Hospital Advisory Board, the Bishops Advisory Board for the Nashville Diocese, and he is a former chairman of the Tennessee Commission on the Performing Arts.

Premier Of ‘Time To Sing’ Set For Nashville, Aug. 15

NASHVILLE — The Paramount Theater in Nashville will be the site of the world premiere of Hank Williams Jr.'s first feature MGM movie, "A Time To Sing." Country music spawns from local stations in thirty-five U.S. and Canadian major market areas will be selected by contests for an expense-paid trip to the four day extravaganza centering around the flick. In addition to Hank Williams Jr., six other Hollywood stars and the producer will be on hand for the event. With extensive radio, television, and newspaper coverage, the affair will open August 15th with a luncheon on the stage of the Grand Ole Opry House, hosted by Nashville's Mayor Beverly Briley...followed by a party on Old Hickory Lake and a yacht cruise down the Cumberland River back into Nash-

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First time on record together! Top country vocalist Buck Owens, top country band The Buckaroos team up with fresh, talented young Buddy Alan in a new hit single: Let The World Keep On 'A Turnin' #2237 b/w I'll Love You Forever And Ever. Produced by Ken Nelson.

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

Publicity Director: Joe McFadden, 405 Chester Avenue, Bakersfield, California, (805) 323-8311

Buck's hit single
Sweet Rosie Jones
heads up his new LP
ST-2962

Buck Owens & Buddy Alan and the Buckaroos
BILLY WALKER SALUTES THE COUNTRY MUSIC HALL OF FAME—Monument SLP 18101

Chantier Billy Walker has been around a long time, but not quite as long as most of the songs in his new album. The combination of the two (Walker & songs) should make everybody concerned (especially the dealers) a little bit happier and a little bit richer. Some of the powerful tunes delivered herein include "High Noon," "Cold Cold Heart," "Walking The Floor Over You" and "I'm So Lonesome I Could Cry.

OUR LAST RENDEZVOUS—Stu Phillips—RCA LSP/LPM 4012

Stu Phillips could make a strong dent in the charts with this sparkling collection of carefully gathered material. Phillips has a way with a good ballad, a fact demonstrated often in this set. The title song, "To Get To You" and "That Completely Destroys My Plans" are three good examples. Also included here are three of Phillips' single noisemakers, "Joanita Jones," "Win Rose" and "The Note In Box Number 9."

MONUMENTAL COUNTRY HITS—Various Artists—Monument SLP 18095

From out of the past comes this collection of 10 country biggies from the Monument vaults. Included on this set are such goodies as Robert Mitchum's "Little Old Wine Drinker Me," Billy Walker's "I Taught Her Everything She Knows" and "A Million And One," Dolly Parton's "Dumb Blonde" and three Jeannie Seely items, "Don't Touch Me," "I'll Love You More" and "When It's Over." Tunes from Grandpa Jones and Don Robertson round out the set. Should be good for a nice amount of coin.

THE ALL-TIME GREAT COUNTRY INSTRUMENTALS—Jim & Jesse—Epic EN 26394

Could be good things on tap for this compilation of favorite country instrumentals as aptly performed by guitarists Jim & Jesse. Pair's following will go for their treatment of such standards as "Wildwood Flower," "Orange Blossom Special," "Sugar-Foot Rag" and "Duckaro." Also experiencing the special string work of Jim & Jesse are 7 other noteworthy tunes including "Dona Yonder," "Fireball Express" and "Banderilla."

THE TERRIFIC TEXAS TROUBADORS AND GUESTS—Deca DL 5017/75017

Ernest Tubb's backup group goes out on its own once again, this time with the help of guest vocalists Jack Greene, Wade Ray, Buck Evans and Bun Wilson. Four instrumentals, "Buddy's Boogie," "Tuxedo Junction," "Ridgetop Stomp" and "Nashville Shuffle" showcase the group's excellent solo work. Group member Steve Chapman's vocal work on "I Act Just Like This All The Time" also goes over well. Needless to say, the guest contribute strongly. Could be a big LP.

INTRODUCING THE CHAPARRAL BROTHERS—Capitol ST 2922

Striking debut album from the two Chaparral Brothers could see significant sales action and put this duo solidly on the country scene. Tight, Everly Brothers-type harmony (although more countrified) is employed on a dozen numbers, among which are the well-known "Love The Common People," and some excellent self-penned tunes including "Shattered Man," "Out Of My Mind" and "Winner Take All." "Standing In The Rain" is also a gem. Keep close tabs on this set.

JIMMY DICKENS sings HOW TO CATCH AN AFRICAN SKEETER ALIVE 32326

Decca Records is a Division of MCA Inc.
<table>
<thead>
<tr>
<th>Pops of the Week</th>
</tr>
</thead>
<tbody>
<tr>
<td>BILL ANDERSON (Decca 32360) Happy State Of Mind (2:25) [Stallion, BMI-Anderson]</td>
</tr>
<tr>
<td>LIZ ANDERSON (RCA Victor 9586) Cry, Cry Again (2:41) [Greenback, BMI-Anderson, Land] Here's a moving woes item from Liz Anderson that should have no trouble reaching the charts. In the song, a mother hears her daughter praying for her errant father to come home. The daughter says, &quot;If at first I don't succeed, I'll cry, cry again.&quot; Flip: &quot;Me, Me, Me, Me, Me&quot; (1:45) [Greenback, BMI-Anderson]</td>
</tr>
<tr>
<td>CHARLIE LOUVIN (Capitol 2231) Hey Daddy (2:21) [Southtown, BMI-Chrysler] This is an effective, inspiring ode about a man who, after a period of weakness, gives up bars and blondes for the more rewarding pleasure of being with his children. Songster Charlie Louvin may have a real smash with this one. Don't let it out of your sight. Flip: &quot;She Will Get Lonesome&quot; (2:35) [Acuff-Rose, BMI-C. &amp; I. Louvin]</td>
</tr>
<tr>
<td>JOHN WAKELY (Decca 32345) I Can Almost See My Baby (2:36) [Riverside, ASCAP-Wakely] John Wakely has a very nice voice, rather on the gentle side, and I &quot;Can Almost See My Baby&quot; is a solid romantic tune. These two factors give the side excellent hit potential. Put it high on your list of disks to watch. Flip: &quot;By Winter I'll Be Gone&quot; (2:36) [Meno, BMI-Hanson]</td>
</tr>
<tr>
<td>MONTY LEE (K-Ark 845) Truck's Gonna Be My Home (2:01) [Smoky, SESAC-C. &amp; D. Montgomery] Monty Lee may well have a winning item on his hands with this infectious truck driving ditty, &quot;Truck's Gonna Be My Home.&quot; Excellent performance by the chanter deserves a careful listen. Flip: &quot;Listen Arms&quot; (2:07) [Glad, BMI-M. &amp; E. Montgomery]</td>
</tr>
<tr>
<td>RUSTY DELANEY (Ohio 5848) (B-1) Stole Me A Claim Dau (2:53) [Cedarlane BMI-Fitch, Childress, Meyers] Off on this side. Flip: &quot;Act Naturally&quot; (2:42) [Blue Book BMI-Russell, Morris]</td>
</tr>
</tbody>
</table>

Cash Box—July 27, 1968
Once or twice a year our ace country editor, Tom McIntee, begins to feel the strain of months of hard work upon his splendid mind. His constitution, superb at all other times, grows shaky. His eyes become glazed, he gnaws pencils, his heart beats erratically. He knows it is time to take a rest.

When Tom is on vacation, we carry on as best we can, knowing full well, as we assemble the country section, that we can never come up to his standards. As we blunder through the single reviews or compile, with consummate awkwardness, the Country Top 50, our ineptitude weighs us down and we marvel at the skill and savoir faire which he does his job. So it is that at this time we feel bound to pay tribute to this “man for all seasons” (one or two weeks excepted), to acknowledge his years of fine service to country music and to wish him continued success in his chosen calling.

We are certain that Tom’s loyal readers agree with us in our estimate of him.

RCA’s crack chanter, Waylon Jennings, is reportedly drawing excellent crowds at the Golden Nugget in Las Vegas, where he is playing a two week engagement. Waylon will be at the Nugget through July 24. . . . The 4th annual “Fun In The Sun Day,” held by KUZZ Radio in Bakersfield, Califor- nia, drew about ten thousand people. Capitol’s new singing and guitar play- ing duo, the Chapparal Brothers (who, by the way, are identical twins), entertained. On the bill with the Chapparals were the Sandlin Brothers, Johnny Russell, Leon Copeland and Judy King. KUZZ deejay Larry Daniels and His Barkshouts provided background music for the singers . . . Dot songster Bruce Mullen has just finished a one week stint as the special guest star at the annual National Ac- tionnaires Convention in Oklahoma City . . . Kimberly Summer Brown, Jim Ed and Becky Brown’s brand new baby girl, will always have fireworks on her birthday. She was born on July 4th at 6:15 P.M., weighing 6 lbs. 11½ ozs.

One of the youngest artists in the C&W music field, nine year old singer and yodeler “Rusty” Delaney, made his first TV appearance July 18 on the syndicated “Folks Varieties” TVer, which originates in Cleveland. “Rusty” gave a live performance and was backed by the Buckeye Strings . . . Tomball and the Glaser Bros, are set to play a two day stint at the Platts- burg, N.Y., Fairgrounds, July 27 and 28. The group hosted the National Life Grand Ole Opry Show, which was filmed on July 12 . . . Dave Dudley and the Roadrunners will appear at the Stage House in Minneapolis July 25, 27 and 28 . . . Kapp chanter Mel Fills opens a week long stint at the Play- room in Atlanta today (22) . . . Famed C&W comedian, the Duke of Paducah, was recently named 1968 camp master and emcee for the “Dream Campers Rally,” an annual event held each year in Marion, Iowa. The “Rally,” which draws fifteen to twenty thousand campers every year, is sponsored by Travel Industries, Inc. of O’vage, Canada. The firm manufactures camp- ers (motorless trailer-like sleep-in ve- hicles which may be attached to a car or pickup truck) . . . From July 25 through August 2, “Little” Jimmy Dickens and his Country Boys and Red Sovine will be on the same bill at the fair in Regina, Saskatchewan, Canada.

Floyd Tillman’s home from the hos- pital and making an excellent recov- ery after his recent heart attack. A number of Floyd’s songs have been recorded by other artists of late. Don Gibson has put two of Floyd’s effi- cings, “I Love You So Much It Hurts Me” and “It Makes No Difference Now” on his new RCA album; David Houston’s new Epic LP includes “I Love You So Much It Hurts Me”; Wynn Stewart has waxed “This Cold War With You” for Capitol; Glen Camp- bell’s new Capitol album contains “I Gotta Have My Baby Back”; and “Slippin’ Away” is one of the cuts on Hank Thompson’s new Dot set. Peer Southern is the publisher on all these songs.

BEAUTIFUL TRIO — Lovely Mary Gard (right) was named the first Miss Country Music, U.S.A. on July 3 at San Antonio’s Hemisfair ’68. About 10,500 people saw her coronation, which was one of the chief highlights of the KHER-Radio-sponsored Grand Ole Opry-Miss Country Music, U.S.A. Contest. Other highlights were the performances of such artists as Charlie Pride, Ray Price, Loretta Lynn, Willie Nelson, David Houston, Johnny Bush and Minnie Pearl. Shown here with Miss Gard are Miss Mary Ann Wertz, second runner up (left) and Miss Linda Ginochio, first runner up (center).

THE LOVERS
b/w YOUR GENTLE WAY OF LOVING ME
50310
BILL WILBOURN & KATHY MORRISON
Currently on the Country Charts

Published by Four Star Music
Exclusive Bookings:
Wright Talent Agency
p. o. Box 516
Cookeville, Tenn. 37041
(615) 859-2446
Kitty Wells latest
“Gypsy King”
DECCA 32343

CashBox Country Reviews

Picks of the Week

Kitty Wells (Decca, 32343)
Gypsy King (B.I. Wells, Kitty Wells BMI Markley)
The Queen of the Country circuit is always a great hit for programmers and juke box operators. Her latest, Gypsy King, is a pretty, rhythmic melody with all the courtly, right-on flavor of early fifties country. Flip "Gypsy King" over for "When Hearts Drive Hard and Cold" (2.46). (Kitty Wells BMI Anglin)

They all agree... Kitty has another HIT!

DECCA RECORDS, A Division of MCA Inc., New York, N.Y., USA

Cash Box—July 27, 1968
Italy's Best Sellers

<table>
<thead>
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<th>This Last Week</th>
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<td>Week On Chart</td>
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1. Luglio: Riccardo Del Turco (CDG) Published by Sugar
2. *Pio Scritto T'Amo Sulla Sabbia*: Franco I & Franco IV (Cellograf Simp) Published by Leonardir
3. *Il Volto Della Vita/Days of Pearly Spencer*: Caterina Caselli (CDG), David McWilliams (CBS Italia) Published by CBS Italia & M.Selenium
4. *Non Illuderti Mai*: Orietta Berti (Phonogram) Published by M.Selenium
5. *Il Volo della Vita/Days of Pearly Spencer*: Caterina Caselli (CDG), David McWilliams (CBS Italia) Published by CBS Italia & M.Selenium
6. *Chimera*: Gianni Morandi (RCA Italia) Published by Mimeo
7. *Avoe Un Cuore*: Mino Reina (Artiston) Published by Artiston
8. *Sogno*: Adriano Celentano (Clan) Published by Clan
9. *Love Is Blue*: Paul Mauriat (Phonogram), The Renegades (EMI Italia) Published by EMI/Africa
10. *10 Per Le Otto*: I Camaleonti (CBS Italia) Published by Sugar

Denmark's Best Sellers

1. *Lille sommerflug*: Bjorn Tidmand/Odeon (Wilmsh Hansen, Musik-Forlag, Denmark)
2. *Lille sommerflug*: Mahlins Quartz/RCV Victor (Wilhelm Hansen, Musik-Forlag, Denmark)
3. *Jumpin Jack Flash*: Rolling Stones/Decca (Musikkforlaget Exx AB, Sweden)
4. *Young Girl*: Union Gas-Packet/CBS (Sweden Su-
5. *Lil af Frukt*: Malin/Uni.A (Sweden Su-

Norway's Best Sellers

1. *Young Girl*: Union Gap-Packet/CBS Sweden Music AB, Sweden
2. *A Man Without Love*: Engelbert Humperdinck/Decca Arne Bendiksen A/S, Norway
5. *Vi ska ha hand i hand*: Gunnil Wiklund/Colum
7. *Vb erecta*: Carl Magnus/Carl Magnus Sweden Music AB, Sweden
10. *Da er det sommer*: (Les petits cailloux blancs) (Dizzie Tunes/Troll) Sweden Music AB, Sweden

Sweden's Best Sellers

1. *Things*: (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
2. *Smanar de det handen*: (Quando m'inamorare) (Anna-Lena Lilgren/Metronome) Thore Ehrling Musik AB, Sweden
5. *Vilken bärglig dag*: (Edwa Roos/Epic) Sonet Music AB, Sweden
8. *Somewhere In The Country*: (Gene Pitney/CBS)
10. *Local Copy righteous*

Mexico's Best Sellers

1. *Ricocheta*: Hinas. Nñez (Orfeon), Concita Solis (CFS), Flor Sil- vester (Jumstar)
2. *Palabras*: (Words) Bee Gees (Polydor), Los Leos y Johnny Dynamo (Orfeon), Roberto Jordán (RCA)
3. *Sanchachelas*: (Young Girl) Union Gap (CBS), Los Belmonts (Orfeon)
4. *El Amor Es Trieste*: (Love is blue) Paul Mauriat (Philips), Paul Mauriat and His Pop Singers (Philips), Al Martino (Capitol), Karina (Gamma), Matilde (Tico), Claudine Longet (Tico), Los Fresnos (Peerless), Aldo Rizzardi (Peerless), Alberto Vázquez (Musart)
5. *Amor Eterno*: De Un Amor Mio/Roger Carlos (RCA), Pablo Beltrán Ruiz (RCA) Los Johnny Jets (CBS), Lalo Duarte (Capitol), Chayito (Peerless)
7. *El Mejor De Simon Says*: (1961 Fruit Gum Company (Kamastruma), Roberto Jordán (RCA), Los Rockin Devils (Orfeon), Jack Edmonds (Tizcot), Neda Estes (Tizcot)
8. *A Maestro Con Carilio*: (To Sit With Love)–Lulu (Capitol), Los Rockin Devils (Orfeon)
10. *Amor No Llores*: Robertoha (Capitol)

Sao Paulo's Best Sellers

1. *Love Is Blue*: (L'Amour Est Bleu)–Paul Mauriat/Philips- 
2. *Quem Serà*: (Nossa Terra) Agnaldo Timóteo/Odeon
3. *A Pobreza*: (Musical Musical) Leno/Brazil
4. *Cra Que Cal*: (n.p.) Os Capazes/RCV Victor
5. *Honey* (Fermata) Bobby Goldsboro/UA-Odeon; Moacyr Franco/Copacabana; Roberto Barreiros/Chanteur
6. *The Dock of the Bay*: (n.p.) Otis Redding/Philips/BSB; Os Baobás/Macambur
8. *Vida Eternizada*: (Marcos Valle & Milton Nascimento/Odeon; Marisa Rossi/Collodi; Eliana Pittman/Macuco-Renheit; Jack Rodrigues, Os Caricóes, Elvis Regina/Philips Brigitte/Continental
9. *Quero Lhe Dizer Cantando*: (Agnaldo Rayol/Copacabana)
10. *Summer Rain*: RCA Johnny Rivers/RCA Victor
11. *Homburg*: (Fernata) The Beat Kings/Renheit; The Mustangs/RCA Victor
12. *Gimme Little Sign*: (Fernata) Brenton Wood/Double Shot/Fer-
13. *Bom Tempo*: (Arlequin) Chico Buarque de Hollanda/RE
14. *Veste de Cor*: (CBS)
15. *Rain*: (Rolling Stones)
16. *Small Things*: (Gungorna)
17. *Flyer*: (n.p.) Manfred Mann/Philips
20. *Sá Marina*: (Wilson Simonal/Odeon)

Top Twelve LP's

1. *Chico Buarque*, Vol. 3—Chico Buarque de Hollanda/RGE
2. *Em Ritmo De Aventura*: Roberto Carlos/CBS
3. *O Sucesso E O Astro*: Agnaldo Timóteo/Odeon
4. *Look Around*: Sergio Mendes & Brasil 66/ADM-Fernata
8. *I Bienal De Samba*: Several Brazilian Artists/Philips-CBS
9. *Obrigado Querida*: Agnaldo Timóteo/Odeon
11. *Paulo Sergio*: Paulo Sergio/Carrivela

Holland's Best Sellers

This Last Week

1. *Ich Bau' Dir Ein Schloss*: (Heiniej/CNR) (Vivace-Bassart/Am-
2. *Camp*: (Sir Henry & the Butlers/Metronome) (Amazon/Heem-
3. *Young Girl*: (Union Gap/CBS) (Borquel-Music/Amsterdam)
4. *You Don't Know What You Mean To Me*: Sam & Dave/Atlantic
5. *Times Were When*: (The Cats/Imperial) (Connelly-Bassart/Am-
6. *Honey*: Bobby Goldsboro/UA (Bassart/Amsterdam)
7. *Jumpin Jack Flash*: The Rolling Stones/Decca (Essex-Bassart/ 
8. *Summertime Blues*: (Blue Cheer/Philips) (Bassart/Amsterdam)
9. *Muffin Man*: (World Of Oz/Derm) (Ed. Sparta-Portgen- 
10. *Hurdy Gurdy Man*: (Donovan/Pye) (Holland Music/Amsterdam)

Cash Box—July 27, 1968
12 year old Dutch-born Heintje topped the charts in Holland recently with a German song, "Ich Bau Dir Ein Schloss" (I'll Build You a Castle). In Germany, Heintje has already had a million seller with "Mama" and held the No. 1 and No. 2 positions in one week with "Mama" and "Du Sollst Nicht Weinen." This CNR recording artiste whose disks are released in Germany by Ariola, is soon to visit the States to make recordings in the English language.
**Cash Box**

The Cream are set to split up at the end of the year and form three new groups. They will undertake their farewell tour of the United States in mid-October for five weeks, returning to the UK for a farewell concert at Wembley in November, at which time they will split their manager, Robert Stigwood, say they would remain under his exclusive management both personal and recording as will members of the new groups. The two groups are the new Cream who will tour the States on Polydor. In the Cash Box American Top 100 Album charts the Cream have two singles in the top six, "SSS Of Your Love" and "Sunshine Of Your Love" which is selling at a terrific rate and it is on release in Denmark, Sweden, Norway, Germany, Holland, Australia and New Zealand. Negotiations are under way for the Pentangle to be released in the States by a major label.

Franke and the Angles with his current success via "Yesterday Has Gone," the Teddy Randazza composition he acquired during a recent visit to America and covered by the British group "Cringe," have gone to a solo concert at the Royal Festival Hall and drew a 2,000 capacity crowd at the recent Woburn Festival. Their first album "The Pentangle" is selling at a terrific rate and it is on release in Denmark, Sweden, Norway, Germany, Holland, Australia and New Zealand. Negotiations are under way for the Pentangle to be released in the States by a major label.

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| 9 | "In The Morning" | The Sun (Geffen) Feinhals |
| 10 | "Love In The Morning" | The Sun (Geffen) Feinhals |
| 11 | "Don't Do It" | Young Union (Capitol) CBS Music |
| 12 | "Put Your Love To Me" | Tears Of Joy (Atlantic) Interscope |
| 13 | "This Guy's In Love" | Herb Alpert (A & M) Blue Jazz |
| 14 | "One More Dance" | Esther & Abi Ofarim (Philips) Sparta |
| 15 | "The Love Of My Life" | The Searchers (Bellaphon) Interscope |
| 16 | "This Wheel's On Fire" | Julie Driscoll (Malamud) Feldman |

**Great Britain's Top Ten LPs:**

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3. Dock Of The Bay — Otis Redding (Stax) | 5. Jungle Book — Soundtrack (Disney) 
4. Some Of Us — Soundtrack (RCA) | 6. Honey — Andy Williams (CBS) 
5. Open — Julie Driscoll (Malamud) Feldman | 7. Bread — Bread (Elektra) 
6. John Peel — The John Peel Show (RCA) | 8. Sgt. Pepper — The Beatles (Parlophone) 
8. John Peel — The John Peel Show (RCA) | 10. Blue Cheer — Blue Cheer (Decca) 

**N.Y. Phonogram reports that singer Lissybeth List will often be heard outside the Netherlands during the next months. In August she will participate in the N.Y. Philharmonic Festival in Lincoln Center. Lissybeth List will perform in 10 concerts and will give the record an extra push while Lissybeth will visit Holland just after the session for a "Dance Festival." An intensive Eurodisc campaign handed by Negram-Delma's managing director Robert Ose and label chief Harry Kimmert is working full speed now. A special mini LP was released, window displays were made, trips were made available as prizes in the dealer campaign, posters were printed in different sizes, etc. The campaign will end with the Robert Stigwood/Radio Artists Margit Schramm tour through the Netherlands and Belgium. Negram production man Evert Wilbrink reports heavy interest by the Dutch public in the Electra and Reprise Underground records. T.V.-ers by the leading artists in this field will further broaden this interest. Reprise Group Manila was seen on July 3rd playing their "We My Friend" in YARA TV's Rot-White-blue program. "Creative artists exhibition comes to Holland on July 28 and 29 to play VARA's Fenikpsmagazine, while other Electro artists "Incredible Stringband" and "Blue Cheer" will be playing the "Abergavenny Festival. In September, further promotion visits are lined up for Tiny Tim in September and the Association in October. A special Underground campaign will be starting in the next week. During the "Abergavenny Festival," Jack Bruce, "Electric Flag," "The Doors," Randy Newman and the West Coast Pop Art Experimental Band, promote their present records to the music publishers and record shops on the Bellaphon label. The singer, recently seen on German TV thru his appearance on the "Deutsche-Schlag-Wettbewerb," scored recently in the German charts for "Blue Cheer."" `

**Great Britain (Continued)**

Tito Burns, who is the new head of the now London Weekly TV which takes the air on August 2nd, has lined up Tom Jones, Dusty Springfield, Roy Orbison and Van Johnson for shows. He has also signed humourist and culinary expert Clement Freud for his debut as a variety performer. The Best End cast of "Canterbury Tales," a musical based on Chaucer's "Canterbury Tales," is set for the show for Decca, Principals are Wilfred Brimbell, Jesse Evans and Kenneth J. Warren, and they were backed by the medieval big band sound of the Gabrieli Brass. "Canterbury Tales" opened at the Phoenix Theatre March 21st and ends its run on Broadway at the end of the year. A film version is also being prepared.

**Great Britain**

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**German Record Mfr's Sales**

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<td>5</td>
<td>&quot;Don 'Dir&quot;</td>
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<tr>
<td>6</td>
<td>&quot;Flower Power Kleid (Flower Power Dress)&quot;</td>
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<tr>
<td>7</td>
<td>&quot;Mademoiselle Angelique&quot;</td>
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<tr>
<td>8</td>
<td>&quot;Start Musik für mich (That's music for me)&quot;</td>
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<tr>
<td>9</td>
<td>&quot;Decca / Polydor / Bellaphon / EMI&quot;</td>
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Pye Product To Phonodisc In Canada

LONDON — Phonodisc has been named the licensee for Canada of Pye product, according to Louis Benjamin, managing director of London-based label. Appointment, effective Sept. 1, is the result of a long-term agreement.

VMC-Phonodisc Deal

HOLLYWOOD — VMC Records, a subsidiary of Vance Music Corp, has concluded its first distribution deal outside the U.S., with Phonodisc Ltd. of Toronto set to handle Canadian releases of VMC artists.

Deal was signed by Steve Vail, president of VMC and Don McKim, president of Phonodisc Toronto. Vail is now in negotiation with firms in Europe, Asia and Latin America to handle Phonodisc label, he said, but no further foreign deals have yet been concluded.

S. A. Writer To AGAC

NEW YORK — South African songwriter Charles Segal, recently arrived in this country, has joined AGAC, the songwriters' guild, according to Miriam Stern, AGAC executive director. Segal, with over 180 songs recorded in his native land, has also had a number of recordings done here, and intends to apply for temporary resident status.

The addition of Segal to the AGAC membership roster brings the total number of recording societies represented by AGAC to nine: SAMRO in South Africa; AKM in Austria; SACEM in France; PRS in England; GEMA in Germany; and ASCAP, BMI & SESAC in the U.S.

Hanning Starts Duties As Southern Sweden Chief

STOCKHOLM, Sweden — Lennart Hanning, since July 1, the head of Southern Music AB, has now started his activity in a field that is comparatively new to him.

Originally set to becoming a concert pianist, this plan was spoiled in a car accident in 1960. In 1961 he was contacted by the late Simon Bremh, head of Karstulff Grammofon AB and offered a position as record producer, a job he kept until 1964, when he joined the Swedish Broadcasting Co. as bandleader and music producer in the Light program section.

When Roland Sjögren decided to leave Southern Music, due to illness, Hanning was appointed the new head of Southern's Scandinavian activities.

Today, Southern Music AB, which recently bought the independent record producer, Scan-Disc Recording Co., AB, has plans of building up a national as well as international catalog. Hanning told Cash Box. So far, Annika Rübsberg as soloist, as member of the group Annaïkis, and the ballad singer Tor Bergner, are leading names at the Scan-Disc label.

Canadian Ampex Into Prerecorded Tapes

ONTARIO — James Delnor, general manager of Ampex of Canada, has announced that firm's entry into the full-scale manufacturing and marketing of prerecorded stereo music tapes, with initial entries from the London Records family. Firm is currently negotiating with other record companies for additional products.

Current plans call for a full line of prerecorded tapes in open reel, 1-1/2 inch, and mini-cassettes, as well as configurations to be marketed throughout Canada in music stores, automo-

tive stores, department stores, and club stores.

Keith P. McCloskey has been named manager of Ampex of Canada Limited's AST (Ampex Stereo Tapes) Group. He joined the company in 1967 as marketing manager of the summer audio and video recorders. Prior to that he was with Phillips Electronics Industries in a variety of managerial positions. He is a graduate of University of Western Ontario.

Joseph R. Parisiello has been named sales manager of the AST Group. He will report to McCloskey. Parisiello was formerly sales manager for Ontario and Western Canada for Ampex of Canada Limited's record division. Prior to joining Ampex, Parisiello was with Ampex Record Company. He is a member of the Variety Club of Toronto.

Anyha In Montreal

NEW YORK—Atlantic Records' top songstress, Anyha Franklin, brings her concert tour to Centre Mont-Royal, Saturday, Aug. 19 in Montreal. The jark's newest album, "Aretha Now," released last month, is break-

ing the Billboard charts for second week.

Later in the summer Miss Franklin will take time from her touring schedule to do a guest spot on the docu-

dimentary series "In Black America" for CBS Television in the U.S.

Caterina Caselli Wins 'Cantagiro' Before Audience Of 10,000 Fans

RECOARO — Ten thousand persons were on hand to watch Caterina Caselli (CGD) take top prize on the final night of the Cantagiro. Anzio Radell's Italian touring song fest of thousands was covered by television, local and national stations, watched on national TV. Miss Caselli, competing in the "A" (top-name) division, sang "La Mia Vita," the Italian version of "Days of Wine and Roses." The 7th edition of the Cantagiro lasted for 18 days, with three of the above mentioned competing in the contest of the "B" (newcomer) team com-

Carlin To Rep White Whale Publishing

LONDON — Carlin Music has been named the U.K. representative for the catalogs of Laushman (BMI) and Popped (ASCAP). Music, the publishing affiliates of White Whale Records in the U.S. Deal was concluded between Carlin's UK & Irish and White Whale and Fred Bienstock & Paul Rich of Carlin Music.


As Carlin, Davrv Drop Salt

Carlin Music and Davrv Music have decided not to proceed with the formation of a joint venture in the High Court against Phillips Records, Dick James Music and Ar-

Georges Marrige Dies

LONDON — George Marrige, company secretary and administrative controller of Pye Records, Ltd., died on Friday morning, July 12, aged 62.

Marrige went to Pye as administrative controller in Jan. 1969. He was made company secretary in Aug. 1963, and appointed to the board of directors of Pye Records Ltd. in Jan. 1965.

Marrige was manager of the London Palladium, a position he had held from 1953. He had previously been manager of CRI's Empire Theatre, London from 1947 to 1952, following his pre-war years as a Moss's Empire theatre manager in Liverpool and Belfast, and his wartime service with the R.A.F. Ground Control.

He leaves a widow and a son, Basil, who is currently director of Pye Records Ltd. and a production controller.

Capitol Forms Foreign Adm Post; Macedo Named HOLLYWOOD — John Macedo has been named to the newly-created post of director of administration for foreign subsidiaries at Capitol Records, reports Bill Valliant, vp of the foreign subdiah dept.

Macedo will be responsible for the administrative services in CRI's foreign subsidiaries division, relating to Capitol Records (Canada) Ltd., Capitol Records (U.K.), and Disques Capitol de Mexico. He will assist these companies in the installation of systems and procedures that are compatible with CRI. In addition, he will coordinate the flow of information provided by the foreign subsidiaries.

Macedo's previous experience include time in his new position, dating back to July 1951 when he started as CRI's general sales manager. He served in many capacities within the import and export division, including controller, L.A. plant in 1956. In 1952, Macedo was appointed Holly-

ITALIAN STAR Al Bianco is shown in fine company at a celebration held in honor of his receiving a gold disk award for his big hit "Nel Sole." The performer is (second from left) celebrating with (from left) George Alexander, general manager of EMJ Italiana; CB rep Marco Rostini, and EMJ Italiana sales manager Carlo Barabrese.

Visiting New York John Ros was given the VIP treatment as shown in his conference shot with Mimi Tespel (right) and Diana Weller. Ros, the manager of Britain's London and Decem product with N.V. Phonogram in Amber
den, spent a week in N.Y. for a series of business meetings relating to the release of product from U.S. London's roster for Holland. The ladies involved in discussion with Ros are manager and assat. manager of foreign distribution or London.

Cash Box — July 27, 1968
France

Jacques Souplet, CBS France President, renewed Joe Dassin for a long-term world-wide contract at the moment when Joe's international audience is quickly expanding. The new recording sessions take place in France and German and are expected almost all over the world through CBS International network of affiliates and licensees.

Simultaneously, the Czechoslovakian record label, will be released in France as of September 15 through CBS-Supraphon label. Jacques Souplet has signed a distributing and licensing deal with this company for France and former French colonies. The agreement follows similar deals between both firms to release through Supraphon-CBS, local catalogue of Discques France. Among the first releases, Caravelle, Yves Montand, Joe Dassin, Les Compagnons, Ornette Coleman.

Henri Marchal, who manages Sunny Music, just signed a contract with the British company Filmus which gives him the exclusive rights for France of Filmus and Medallion Music catalogues. Marchal also announces the release through Polydor of an LP album of "Coco Briarival Quartet." This is a Sunny Music production. The album presents six international standards and six "The Dooldletown papers", which are all published by Sunny Music.

Claude Vincent of Editions Esses tells us Riviera artist Nicoletta has recorded Hubert Hiber's new French treatment of famous international standard "Fly Me To The Moon." Two other Esses copyrights were just recorded: "Non Merel" by Jean Claude Allora through the Pathé-Marconi label and "N'Aie Pas Peur," a K. Adler and Pierre Delanse song, by EMI artist Regime.

Recordings just completed with songs published by Chappelli include the French treatment of "What A Wonderful World" by Roger Whittaker (French lyrics are from André Salvet), Sandie Shaw's "Aujourd'hui" (French lyrics by Frank Gerald), "Ces yeux de velours" (French lyrics by Colette Rivat) and "Londres" (French lyrics by André Salvet). Many releases also for S.E.M.I., Rolf Marbro's publishing society; Hubel Polnarow just released a new EP with four of his original compositions. The most important song is "Jour Apres Jour" with lyrics by Jean Loup Dabadie, France Gall also recorded a Sami song, "S'ye a de svelle a vendre," as did Sylvie Vartan ("Pas en été"), Richard Anthony ("Tu Mens Si Bien") and Alain Stefan ("Rêvée til mon ami").

Six weeks after the great social crisis here, the record industry has rapidly regained its stride. Sales are fantastic. For example, Phillips, whose production had been geared for 35,000 records a day, has had to step up to the 110,000 figure each day for the past two weeks. A wonderful indication of things to come.

Cash Box: Scandinavia

Finland

Last week's releases from Scandin-Musikkki Oy included the LP album "Tiili-vihreä railussa," featuring among others Anu! Tähti, Risto Tapiola, Veikko Tuomi, Eugen Malmström, a local single with two tangos with Reijo Taipale, as well as a single with Islanders including the titles "Kites," "Reveille," and "Mina." Siltasaara has done "The Maitreg Theme" backed with a local Waltz. Finally, another EP in the serial "4 ikilema" was released last week. All here mentioned are on the Scandin label. Releases also include several LP albums on Scepter, Esp-Dik, Sonet, Kapp, Metrophone and Palette. Among foreign singles, Whoo Pickett with "She's Lookin' Good" on Atlantic, and Dione Warwick with "Do You Know The Way to San Jose" on Scepter.

Norway

Recent releases from Norsk Phonogram A/S includes an LP album with Enemies, a local group on the CBS label. Among recent singles are "She's A Heartbreaker" with Gene Pitney on CBS and "Days" with Kinks on Pye.

Eigemo and Kjell Anna are two new groups on the Triloba label here. Their debut record, "Excuse Me" in Norwegian, backed with a local tune by Arne Bendiksen.

John & Non-Disc is out with "A Man Without Love" with Engelbert Humperdink on Decca, both as single (second spot at the charts this week) and as an LP album.

Sweden

Dieter Zimmermann, German record producer and composer from Berlin, now in Stockholm for business talks.

Helge Roundvik of Capol A/B here back from Berlin where she just made a recording with Zara Lehander. Among others, she recorded the German tune "Elmer muss da sein" with Swedish lyrics by Bengt Hasslin. Agnetha Fältskog, local Swedish nightingale, has just made another Capol single. Her German debut record, "Robinson Croose" and "Sonny Boy," released on Metrophone-Capol in Germany, is doing very well.

Recently, several Italian groups released singles again. Her recent Decca recording of "What A Wonderful World" has started to move on the charts. Among last week's release's from Grammofon AB Elektro can be mentioned the Monkies with "I Like To Be Loved," backed by "Let Yourself Go," Richard Harris with "Mac Arthur Park," all on RCA Victor.

Actual EMI releases include "I'll Love You Forever Today" with Cliff Richard on Columbia, "Choo Choo Train" with Box Tops on Stateside, and "I'm A Believer" with Four Tops on Tamla-Motown. Among the releases was also the LP "Fights Of Fantasy" with Ventures on Liberty.

Argentina's Top LP's

1. Le Neón—Adamo (Odeon)
2. El Angel—Paito Ortega (RCA)
3. Los Gatos—Los Gatos (RCA)
4. Digan Lo Que Digan—Raphael (Odeon)
5. La La La—Caravelli (CBS)
6. Que No—Elena Walach (CBS)
7. Best Of—The Platters (Mercury)
8. El Impacto—Palito Ortega (RCA)
9. En Castellano—Charles Aznavour (Disc Jockey)
10. Fue Contigo—Alternativa (Odeon)

Arthur Conley takes the water on a new kind of "Funky Street." The former session man accompanied by Joseph Velona of Rifi Records (Atlantic-Atco Italian affiliate) and a trusted guide book, took the stage the other night in Venice, during his recent visit to appear at the 4th Annual Venice International Music Festival. Indeed his 3 week departure from Venice, Conley cut two songs, including "Funky Street" in Italian.
Big Year For South Africa's Trutone Label

Trutone again had a very successful year. One of the highlights of the year was the acquisition of the distributorship for the MGM complex of labels.

Trutone are the musicians in the music field, and they had a new recording featured Trutone's launch of a concentrated music campaign. The Trutone campaign was launched in March by C. Solomon, Chairman of the Gramophone and Phillips Group. Trutone's new recording with Sowelva also signed a long term distribution agreement with Trutone for the Phillips labels.

The year also saw giant strides being made in both South Africa and to a certain extent overseas, of South African recording artists, and Trutone had fair share in this development. Mr. Rosengarten, Trutone's General Manager, visited the U.K. and during his visit arranged for the worldwide release of four LPs by South African artists, these being:

Sax-O-Phonics '68—Art Heatle & His Orchestra

Burnin' Soul—The Flames

Soul Fire—The Flames

Soul Meeting—Una Vally

Considerable interest was shown in the possibility of Una Vally appearing on television in the U.K. Another Trutone group whose records were released overseas were The Invaders, one of whose single songs is already on the hit parade. This group also received a special gold award for the sale of its records in South Africa.

A new star on the horizon, recently discovered by Trutone, is Hilaria. Her single "In}gless" hit the South African charts two weeks after release and by the third week had reached the top with the song undoubtedly heading right for the top.

The year saw the visit of Liberace and Shelly Berman to South Africa, both of whom played to capacity audiences, receiving rave reviews in the press and a great welcome from the green frock it.

The top artists who made a particular impression on the local scene were Manfred Mann, Tommy James & The Shondells, The American Breed, Dave Dee, Dozy, Beaky, Mick & Tich and, of course, The Tragga. The Tragga were recently awarded the special gold merit award by Trutone for outstanding sales of their records in South Africa.

Like in most other parts of the world, Paul Mauriat's "Love Is Blue" also reached the top of the South African charts.

The South African market being almost unique by the fact that literally more LPs are sold than seven singles, LP artists are of tremendous importance and the following are catalogue eagereven:

Billy Vaughn; Al Caiola; Paul Mauriat; Liberace; The Tragga; Paul McCartney's "Yesterday"; Astrud Gilberto; Brook Benton; Jimmy Smith.

There has been quite a definite change in the trends of the Bantu market. Traditional music is definitely on the way out and the African of today definitely prefers their particular type of modern music. Good prospects for the main solo groups.

In the urban centres in particular progressive jazz and soul are beginning to get an ever increasing following.

Cash Box: Buy

Buy The Year: $25

Happy Birthday to you
Happy Birthday to you
Happy Birthday to you

Have you heard of Philips, Mercury, Fontana?

Never heard of them?

What about Deutsche Grammophon, Kama Sutra, and Buddah?

Yeh, yeh!

Well, Phonogram Recordings have got 'em all!

O.K., but how about promotion, distribution, sales?

They pioneered the Musicassette.

**Argentine's Best Sellers**

This Week

<table>
<thead>
<tr>
<th>Album</th>
<th>Artist(s)</th>
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</thead>
<tbody>
<tr>
<td>Deliah (Ferrnata) Tom Jones (Odeon)</td>
<td>Jimmy Fontana, I Nomadli (RCA)</td>
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<tr>
<td>Honey (Relay) Bobby Goldboro (UA-CBS)</td>
<td>Ray Conniff, Sandro (CBS)</td>
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<td>Young Girl—Union Gap (CBS)</td>
<td>Buena Vista 98 (RCA)</td>
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<tr>
<td>Una Muchacha Y Una Guitarra (Ansa) Sandro (CBS)</td>
<td>Tencho Saks (Music Hall)</td>
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<tr>
<td>Young Girl—Union Gap (CBS)</td>
<td>Buena Vista 98 (RCA)</td>
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<tr>
<td>Viento, Dile A La Lluvia (Ferrnata) Los Gatos (RCA)</td>
<td>Una Muchacha Y Una Guitarra (Ansa) Sandro (CBS)</td>
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<tr>
<td>Si Me Das La Mano—Freddy Tadeo (CBS)</td>
<td>Buenavista 98 (RCA)</td>
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<tr>
<td>Cuando Sal Del Cuerpo (Korn) Luis Aguirre (CBS)</td>
<td>Tony Fontan (Odeon)</td>
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<tr>
<td>La Bambula—Patty Pava (RCA)</td>
<td>Buena Vista 98 (RCA)</td>
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<tr>
<td>La Bamba—Patty Pava (RCA)</td>
<td>Buena Vista 98 (RCA)</td>
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<tr>
<td>Nuestro Juramento (Edami) Jose Feliciano (RCA)</td>
<td>Buena Vista 98 (RCA)</td>
</tr>
<tr>
<td>Lady Madonna (Ferrnata) The Beatles (Odeon); Walkers (Music Hall)</td>
<td>Buena Vista 98 (RCA)</td>
</tr>
</tbody>
</table>
| The Troggs—Wanderley Audric Gilberto; Brook Benton; Jimmy Smith.

**Cash Box—July 27, 1968**
EDITORIAL: Promoting Coin Equipment

Webster defines *promotion* as—"the stirring up of interest in an enterprise." Whether that be accomplished through advertising, free publicity, or both, promotion has become a necessary marketing tool in this era for selling everything from soup to nuts. What about coin machine operation? This too. The services the music and games operator offers can be made more profitable through a little promotional ingenuity just like most anything else on the market. But first let's examine the basic premise behind promotion before we see how its practical application can gain more money for the average operating company.

Promotion is employed to get both the name and the description of a particular product before the buying public in order to spark interest in it and create, what the Madison Ave. boys call, "brand preference" over its competitors. In the last analysis, of course, the strongest reason for the purchase of any product is the quality of the product itself—"customer satisfaction"—but some means must be employed to introduce that product and continually remind the buyers that it's there.

Now what does the coin machine operating company offer? Very simply—entertainment through a coin chute. The operator sells two things: 1. his services to the location owner; and 2. music and game fun to the location's customers. Likewise, he makes more money if: 1. he gets more locations; and 2. the machines on these locations earn more coins.

Practical Application

Promotion should be employed by the modern operating company as one more tool in gaining new locations. In addition to the face to face confrontations with the proprietor, keeping a pulse on new locations opening up in the area and the purchase of competitive routes, the operator can be more effectively make his presence felt by running a nice sized and good-looking display ad in the local phone directory, detailing his music, amusement and vending services. He should also run similar ads from time to time in big editions of the local paper. Furthermore, he should let the community at large see the route company name on a well fitted-out route truck, on the facade of the operation's headquarters and on his servicemen's uniforms. Simply then, take the means at hand to get the public before the create, an image of quality and you'll never be a stranger when you walk into a potential location.

The second avenue of promotion is what is termed "point of purchase." We call it on-location merchandising and all it means is using signs, pictures, posters, contests, bonuses, prizes, tournaments . . . anything short of a brass band to coax the folks over to play the machines. (Remember the CB Merchandisers Handbook series?)

Good promotion also includes attractive and informative business cards and company letterhead—those displaying photos of jukes and games and a list of services offered invariably create more interest than the plain printed variety. And don't forget that little doodads like keyrings, money clips, tie pins, denominational, etc. etc., all bearing the company name in combination with some miniature of a game, a juke or the company trademark, serve to create a good deal of interest in your firm.

It requires no special talent to beat the drum for one's own company—only a healthy respect for the benefits that properly placed, intelligently applied promotion can bring and a little serious thought. Of course, there are agencies in nearly every moderate sized town that will help an operator merchandise his services for a fee. For the busy operator, this may be the best suggestion.

One last thought—when an operating company gets its name in front of the public eye, it means one more knob knocked out of some misunderstanding that stands between the operator and the man on the street. People tend to mistrust the unknown. Likewise, they respect what they know. Think about it.

**NAMA INCREASES MEMBERSHIP DUES, EFFECTIVE JANUARY, 1969**

**CHICAGO**—The minimum dues amount paid by operator and bottler members, and dues rates of machine manufacturers and allied members have been increased for the first time since 1957, by action of the board of the National Automatic Merchandising Association (NAMA), according to Meyer Gelfand, president.

Gelfand said the dues changes will take effect in January 1969. Except for the minimum figure, the present dues rates for operating companies, $13 for each full-time employee and $7 for each part-time employee, will remain unchanged.

Minimum annual dues for vending operator member firms will be $100 for the company and for the first two persons reported, changed from the present $55 per year which covered only the company and the owner.

The special bottler member category also was raised to a $100-a-year minimum.

**Dues for machine manufacturer members will be increased 20 per cent for each dues bracket and the maximum for manufacturers will be raised from $12,500 a year to $15,000.**

Also slated for an increase will be the dues of "allied members." The Board of Directors will determine this rate at its September meeting based on recommendations to be made by a special advisory committee composed of allied and operator members.

As part of the dues changes, the NAMA directors also established several new categories to fit the diversified activities of companies in the "allied member" segment. For several of these new categories the annual rates will be $100.

Dues rates of machine manufacturers are based on annual sales volume. The new rates, including the 20 per cent increase, will be as follows:

- Sales to $125,000—$600
- $125,001 to $500,000—$1,020
- $500,001 to $1,500,000—$2,100
- $1,500,001 to $5,000,000—$4,200
- $5,000,001 to $10,000,000—$6,000
- $10,000,001 to $15,000,000—$9,000
- $15,000,001 to $25,000,000—$12,000
- Over $25,000,000—$15,000

Gelfand pointed out that operating costs of the association and the addition of many new services in the past 10 years have made the increase in dues mandatory.

"Because of higher costs and several emergency programs, NAMA was forced to budget expenditures in excess of income in recent years," Gelfand revealed. The association reported a deficit of $18,814 in 1967 and expects expenditures to be $30,000 higher than income this year, Gelfand said, "It is obvious that we can no longer furnish the many new services required by our members at the rates established in 1957."

Valley Vendor's Founder,
Isaac Chriess Dies

PHOENIX, ARIZ.—Isaac Chriess, a founder of Valley Vendors Corp., and active member of Jewish service organizations, died recently in Good Samaritan Hospital. He was 78.

Mr. Chriess was president of Bikkur Cholim for 7 years and in 1968 was awarded the organizations' outstanding service award. He was secretary of the Phoenix Jewish Labor Council.

He came to the United States from Russia in 1911 and to Phoenix from Pittsburgh in 1950. He was an officer in the Valley Vendor Corp. until his retirement in 1967.

Survivors include two daughters, Mrs. Arthur Kaufman and Mrs. Miriam Neiman of Los Angeles; two sons, Jack of Phoenix and David of Pittsburgh; nine grandchildren and six great-grandchildren.

Services were held at Grissman's Bethany Chapel with burial in Workmen's Circle Cemetery.
OMAHA, Neb.—Coin Operated Industries of Nebraska held a meeting, Sunday, July 21st, at the Holiday Inn in Lincoln, where they discussed such topics as “direct sales, 2 for 25c play, award incentives and public relations,” among other issues facing Nebraska operators. The meeting was attended by 64, with president, Ed Kort initiating the discussions.

Series afternoon an informal Banquet in honor of Howard Ellis and Ted Nichols was held where Jerry Witt thanked them for their services and assistance to C.O.I.N. and the entire industry. Ardant supporters of MOA and have dedicated many hours of their time in the past few years.

Kort made a series of interesting comments regarding the problems confronting Nebraska operators. There is the immediate need for greater unity. This associated needs every operator in the state as a whole, in order to achieve the common objective of expanded sales. Ellis stated that every operator must now how to offset as many of the sales problems. The only way you can do this is find out what others are doing to combat the problem. And, the only way you can do this is attend the meetings.”

Kort continued, “as a member of an association there are so many benefits to be gained. Especially from the meetings, where you can associate with your neighboring operators. The social atmosphere and the exchange of ideas builds confidence in each other and develope a healthy situation for all concerned.”

New Tax Tables Offered by MOA

CHICAGO—with passage by congress of the 10 per cent surcharge on income taxes, it has become necessary for forms to increase the withholding tax from employee wages and salaries. Fred Granger, MOA executive vice president, announced recently that the association is “pleased to provide a new Withholding Tax Tables as a membership service.”

Granger said, “Each member will receive one free copy. We have a limited number of extra copies that will be available at a cost of $2.50 per copy.”

They can be obtained by writing or calling Granger at Music Operators of America, Inc. 228 N. LaSalle St., Chicago 60601. (312) 726-2810.

Bally Offers 2-Player Replay or Add-A-Ball

"Safari" Is The Name Fun's The Game

CHICAGO—Bally Manufacturing Corporation, Chicago, commenced delivery this week of "Safari," first Bally 2-player flipper pinball since 1966, in choice of Replay or Add-A-Ball models.

"The sensational success of recent multi-player games, comments Bill O'Donnell, Bally president, "proves that a 2-player Add-A-Ball game is practical. Although the bulk of Safari games built will be in the Replay version, Add-A-Ball operators will have another opportunity to move into the increasingly popular 2-player games."

"And they have a wonderful game for the move. From the colorful, comic backglass to the offset flippers at the bottom of the playfield, Safari is alive with action."

"Among the 30 different score targets, last man survival is insured by rollers next to the flippers which suddenly jump from 10 to 100 when the new 'Tiger-Trail' feature is activated."

The 'Tiger-Trail' feature also activates Bonus Score registers on the backglass and jumps one roller from 10 to 200—the 'big difference' Bally "Safari" affect which players love.

"Needless to say, "Safari" includes the Bally trade-mark of an 'E-Z Open Free-Ball Gate.'"

BAC Thinks Highly Of Arcades

Along the Belgian Coast there is a community by the name of Blankenberge. Apparently many families from Belgium and surrounding countries send their vacations in this area. In Blankenberge there are several arcades, three in particular are owned by the Belgian Amusement Company and are run by Sol Groenteman, manager.

The majority of vacationers are British as evidenced by the number of British pennies on the machines. Normally, in Belgium play must be with change, but the Britishers use up their pennies as well. Groenteman commented on the equipment located in Blankenberge. "Many of Bally's Penny Lanes have taken on very well and so have their Periscopes."

"Another successful machine is Alec Electronics' Guided Missile, along with Seeburg's Safari. It's a beautiful machine," was Groenteman's comment. He has installed a whole row of Sega's Rifleman machines and finds them an excellent draw. As Sega distributor for the Benelux countries, Groenteman said he has sent invitations to visit the Sega headquarters in Japan.

Groenteman said he was looking for something to do really well, "things that are interesting, easy to understand. Our customers are from every nationality, so too many detailed instructions are out, for they would have to be in several languages."

Sound Effects

One thing that has really become popular on games is sound effects. For any machine to do really well, they must have sound effects. It's the sound that attracts people, stressed Groenteman. It is evidenced by the rows of people waiting to put their dimes and coins in the Bally Johnny Diggers.

"And it's the same with the new Rally-France flippers," he said. This trend towards sound effects in amusement machines no doubt started with Sears' popular machine, The Bear. The Seeburg game probably enjoys the most enduring success than any other game, because of their ability to draw crowds in many arcades all over the world. Groenteman has a row of the "Beers" which still occupies one of the best positions in his arcade and they are an all-time draw.

Another type of machine which enjoys good success in Belgium is the bowling. This is an area out of the past that maintains it's success, the people who play the bowling alleys probably don't have bowling alleys in America because of some new something for them," commented Groenteman.

"Above all other, I enjoy planning and running an arcade. In my opinion, an arcade must be a place where people can get away from reality for awhile," said the arcade man.

DELTA BILLIARDS OFFER COIN-OP MODEL, "DELTA 77"

LOS ANGELES, Calif. The Delta Billiards Mfg. Co., a division of Duarte International Sales Co., a company that has been active in the domestic and export distribution of coin-operated machines for over ten years, has announced the release of their first entry into the coin-op pool table field. The firm manufactured home table only, previously to the Delta 77 (40 x 80 playfield) coin-op model.

Joseph Duarte, head of the firm, said, "In an effort to hasten general revolutionary new features. The Delta 77 is designed with a cushioned down cushion rails can be removed in less than 2 minutes without any special tools, The Delta ball release mechanism is extremely simple and trouble-free with no levers, cups or any parts to wear out. The coin box is located under the table to minimize robbery damages. It also has a vertical coin drop.

Duarte enthusiastically explained other features of the new coin table, saying, "We have a rigid slate board with no plywood liner sheet or plastic and the full-width interlocking edges are designed to provide maximum aeration and durability."

"In addition, the table has live rubber cushions, genuine Italian slate, commercial billiard felt, and cleaning gulls, extra-heavy leg levelers, burn and scratch resistant plastic wood finish," Duarte further revealed.

Factory and offices are located at 800 East 29th Street, Los Angeles 90011, telephone (213) 234-9077. The factory has a 50,000-sq. ft. manufacturing plant.

The Delta tables are distributed in California by Badger Sales Co. In Oregon by Dennis Distributing and in Washington by Music-Vend. Duarte will be appointing distributors in other areas as production expands.

Vendor, Mach. Shipments Drop 12%, Can Drink Units Rise 40%

CHICAGO—The value of vending machines shipped by manufacturers in 1967 reached $67,462,000, about 4,500 from the previous year, while the $54,927,000 machine shipped in 1967 climbed over $4 billion in 1957. This compares with 20,086 units in 1965, 19,581 in 1966.

While production of canned soft drink venders is on the upsizing, bottle soft drink machine shipments dropped to $7,600 units in 1967 from 12,685 in 1966. Hot and cold beverage machines accounted for 65 per cent of the total value of machines shipped, with $122,000,000.

The value of confection food and machine amounted to $30,724,000, while miscellaneous table items, $5,200,000, cigarette venders, $25,051,000.

Coffee venders which brew a single cup at a time from fresh grounds con-

Portale Expands Territory

LOS ANGELES—The territory cov-
### Adult Locations

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>Record Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>ALL MY LOVE'S LAUGHTER</td>
<td>ED AMES</td>
</tr>
<tr>
<td>I'll Stay Lonely</td>
<td>RCA Victor 9589</td>
</tr>
<tr>
<td>SAN FRANCISCO (WEAR SOME FLOWERS IN YOUR HAIR)</td>
<td>PAUL MAURIAT</td>
</tr>
<tr>
<td>I waited For You</td>
<td>Philips 40530</td>
</tr>
</tbody>
</table>

**EASY LISTENING**

- THIS GIRL'S IN LOVE WITH YOU (4:00) | EYDIE GORME
- It's You Again (2:52) Calender 1004 |
- HARD TO GET A THING CALLED LOVE (2:36) | THE PLATTERS
- Why (3:24) Music 1322
- LULLABY FROM "ROSEMARY'S BABY" (3:04) |
- ENOCH LIGHT & LIGHT BRIGADE (No Flip Info) |
- Project 3—1339

**C & W**

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>Record Title</th>
<th>Artist</th>
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<tr>
<td>EVERLASTING LOVE</td>
<td>HANK LOCKLIN</td>
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<tr>
<td>I'm Slowly Going Out Of Your Mind</td>
<td>RCA Victor 9582</td>
</tr>
<tr>
<td>I CAN ALMOST SEE MY BABY</td>
<td>JOHNN WAKELY</td>
</tr>
<tr>
<td>By Winter I'll Be Gone</td>
<td>Decos 32343</td>
</tr>
</tbody>
</table>

**STRONG POTENTIAL**

- MILL BILLY HIPPIE (2:16)
- HOMER & JETHRO
- I Crempt Into The Crypt And Cried (2:53) | RCA Victor 9581
- TEXAS (2:45)
- TEX RITTER
- Stranger On Boot Hill (2:23) Capital 2322

### Teen Locations

**SURVEY LEADERS**

- MAGIC BUS (3:10)
- THE WHO
- Someone's Coming (2:56) Decos 32262
- SINGLES GAME (2:42)
- JAY & TECHNIQUES
- Baby, Have Easy Your Heart Forgets Me (2:25) Smash 2171

**STRONG POTENTIAL**

- THE WINDMILLS OF YOUR MIND (2:20)
- NOEL HARRISON
- Leitch On The Beach (2:56) Reprise 9758
- THE MULE (2:42)
- THE JAMES BOYS
- The Horse (2:25) Phil. L.A. of Soul 316

**B & B**

**SURVEY LEADERS**

- PLEASE RETURN YOUR LOVE TO ME (2:21) TEMPTATIONS
  - How Can I Forget (2:00) Gordy 7074
- CAN'T YOU FIND ANOTHER WAY (2:23)
  - SAM & DAVE
  - Still Is The Night (2:28) Atlantic 2540

**STRONG POTENTIAL**

- HOLD IT BABY (2:15)
- SHORT KUTS
- Broke Down Piece Of Man (2:45) Pepper 439
- (YOU) GOT WHAT I NEED (2:40)
- FREDDIE SCOTT
  - Powerful Love (2:07) Shout 233

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**Epic Records Releases Five New Stereo Little LP's**

Epic Records, in keeping with its policy of supplying popular and varied product for jukebox operators, is releasing five new Stereo Little LP's, according to an announcement made by Mort Hoffman, the label's Director, sales and promotion. One of the innovators and chief suppliers of Stereo Little LP's, Epic has maintained a steady release pattern on this product. With the inclusion of these five new releases, the rapidly growing catalog of Epic Stereo Little LP's now offers over 75 albums in a variety of musical categories. The new releases include top selections from the following current hit albums: "Take Good Care of My Baby" by Bobby Vinton, "Already It's Heaven" by David Houston, "D-I-Y-O-B-C-E" by Tammy Wynette, "World Explosion" by The Tremeloes and "Life" by Sly and The Family Stone.

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**WANTED—WANTED INFORMATION**

We want your news. Has something important happened to you or your firm? Do you have any news you would like to share with the trade? **WRITE CASH BOX**
CashBox PROFILE ON: Russ Mawdsley — "Wears Many Hats"

This week's CashBox Profile subject is Russell Mawdsley, who is going to become manager and partner in Russell Hall, Inc., of Holyoke, Mass., along with Ralph Hynes, president and Leslie Hall, who is the secretary. Mawdsley acts as treasurer of the firm and works closely with his various repertoire of duties.

He started his career in the business in 1928, then just a kid cleaning machines. His brother-in-law was in the business and Mawdsley worked around his office and learned a hand doing whatever he could. He did this while going to school and to boot he joined the Marine Corps. After the war, in 1919, Mawdsley was discharged and he went into the coin machine business full-time with his brother-in-law when he started on most profit at which time he and his two working partners, Hynes and Hall, purchased the firm. The firm is presently undergoing an expansion program whereby it will move into 5,200 square feet of the second floor in the building presently occupied. One of the largest and most progressive operating firms in New England, Russell Hall operates within a radius of five miles of the home office in Holyoke. Mawdsley, himself, is one of the most enthusiastic profile subjects we've ever talked with. For some interesting and thought-provoking comments from the man himself, read the following candidate question-answer session.

What type of equipment comprises the larger portion of your route?

"We have more cigarette machines than any of the other types. Next comes candy, then probably music, but ambiance games and the other various vending equipment we operate would come before music. We have approximately 1,000 machines of all types. Incidentally, we are building our own commissary up on the second floor."

Which is the most lucrative to operate?

"Well, in vending, when you consider the cost of the unit and what you get back—1 have to get back more profit per dollar than in any of the other types. Next comes candy, then probably music, but ambiance games and the other various vending equipment we operate would come before music. We have approximately 1,000 machines of all types. Incidentally, we are building our own commissary up on the second floor."

What do you think is the most important factor to success in the coin machine business?

"Well, in vending, when you consider the cost of the unit and what you get back—1 have to get back more profit per dollar than in any of the other types. Next comes candy, then probably music, but ambiance games and the other various vending equipment we operate would come before music. We have approximately 1,000 machines of all types. Incidentally, we are building our own commissary up on the second floor."

"Then, in the amusement equipment aspect of the business, pool tables are the best. The pool table is the most profitable piece of amusement equipment ever to come along in the business. Due primarily to the small amount of service and the big earning ratio, you can leave a pool table in a location for a year and it will find its own level, whereas, a pin game will get 'flash play' for a few weeks then you have to rotate it to another spot. We have a couple of pool table locations we've had for five years and we're earning more constantly. We change each location every year or one months with a new model. The old ones we bring back to the shop, take the coin mechanism off and refill whatever needs it and sell it to the home pool table market."

Do you find there are any essential operating differences in your area as opposed to other regions of the country?

"Many people are under the impression that there is, but I don't think so. The problems inherent here in our area are nearly the same all over. We all have to face loans, bonuses and legislation even though they vary, but when you start talking with people from other parts of the country you find it's the same."

I had one new distributor come to me once and say, "I insist on you doing 'X' amount of business with us. If you don't, we'll solicit your locations and give them to someone who will deal with us." Well, I say, you better start now. I don't do business with people who dictate to me how much money I should spend with him. There's such a thing as free enterprise that allows me to do what I want to do. As far as my locations go, they can throw me out the minute my service isn't excellent!"

What makes you buy a particular brand of equipment? Does the salesman actually sell you or does the quality of the machine sell you?

"Well, actually there's a lot of selling points. We like to think we buy 'Caddilac' of the industry in every piece of equipment purchased. We have an open mind and have tried nearly every brand on the market. When a new brand makes an appearance, we'll put a few out and test them. I've never refused to see a salesman and give him my time. I've found that for coffee machines, Coffee-Flat prevails; for soda units, the Rowe impresses me most, then you can't beat National for cigarette and candy machines."

Have you ever been approached by a national vending company about buying you out?

"About 5 or 6 years ago one of the national companies approached me, but I refused the offer. Where would I go if something had materialized? I like this business. Actually, we have bought up some 10 smaller companies ourselves, along with one (1) larger one."

What status does 2 for 25¢ phono graph play have in your area?

"I don't think they're any machines on 2 for 25¢ play around here. We don't have any, but eventually everyone will have to change over. We were one of the first companies to change to 10¢ play and many people said we wouldn't survive, but we did and we'll survive 2 for 25¢ when it comes."

What technique do you use in programming your music locations?

"Our technique is Ralph Hynes, this man knows each individual location like the back of his hand. He programs (Continued on page 76)
**Cardinal Vending To Expand**

MANSFIELD, Ohio — The Cardinal Vending Company has awarded the general contract for construction of a 11,000 square foot office and warehouse facility in Mansfield, Ohio, to the R. G. Beer Corporation. The concrete and steel structure will be located on a three acre site adjoining Cardinal’s present plant. The new building will be attached to the present facility and match it architecturally.

The addition will equal about the size of the present building, which was completed in 1962. The new building will be started this month and completed by the end of the year.

Thomas J. Vogenthaler, manager of Cardinal Vending, said the new building will provide space for product storage, receiving and shipping, and a new shop for rebuilding equipment.


In addition to its home office and warehouse in Mansfield, Cardinal has 12 other divisional offices in Ohio. It also has facilities in Columbus, Ind., and Pittsburgh, Pa.

**Hooks Vending Wins PACM Award For “Outstanding Cup Of Coffee”**

NEW YORK—An outstanding cup of coffee is offered to hook and restaurant and vending industry users of Hook’s Vending Service, 2900 Enterprise, Indianapolis, Indiana.

The Coffee Brewing Center of the Pan-American Coffee Bureau announces that the vending machine operator had qualified for its 1968 “Golden Cup” Award for the first time. It received the award at 2900 Enterprise, Indianapolis.

The Award is presented to vending operators for specific locations where the machine is properly adjusted to vend a quality cup of coffee. A golden cup, mounted on a special plaque, will be presented shortly by a field representative of the Coffee Brewing Center.

The Center recommends that only top quality, freshly roasted ground coffee be used, and that the coffee be brewed at the ratio of two to one-and-one-half gallons of water per pound, producing 45 to 50 cups of coffee.

If special laboratory tests indicate the product is not dispensing a quality beverage, one of the Center’s field representatives makes an unannounced spot inspection of the vending machine to sample additional coffee, and the machine is returned for reconditioning, function testing, and check cleanliness.

The award is for one year and can be revoked when the above standards fall below the standards recommended by the Coffee Brewing Center.

**Bertsch Appointed Program Chairman For ’68 NAMA Convention**

CHICAGO, Ill.—Charles E. Bertsch, Bertsch Vending Company, Inc. Warren, Ind., has been appointed program chairman of the 1968 National Association of Machine Amusement and Trade Show of Automatic Merchandising, according to Meyer Gefen, president of the National Automatic Merchandising Association.

Scheduled from September 14 to 17 at the Philadelphia Civic Center, Philadelphia, Pa., the program discussion meetings will be conducted during the morning hours and the exhibits will be open during the afternoon of each Convention day.

MAWDSLEY PROFILE

(Continued from page 75)

for each location, he knows if a location has a particular ethnic following, he knows if a country or western element—he can match the sound of any location we have. One of the best ways to keep a location happy is to honor requests, this way he feels as though he is in a special location and he respects that."

From an operator’s point of view, how can you sell more about the present state of the business?"

"The number of music locations are on the decrease, especially the ones catering to middle-aged married couples. This is partly due to national restaurant chains, such as the Howard Johnson and partly due to urban renewal of depressed areas. Large restaurant chains are turning to music, such as the Delmonico’s chain that is eliminating the need for a jukebox; and the location that begins torn down, urban renewal are not going on again. A few years back I was appointed by the mayor to a position on the Hyde Park Planning Board of Urban Renewal and since that time I’ve approximately 25 locations have been torn down and many of them have not reopened."

"Vending has enjoyed it’s largest expansion during the past few years and has seen no end to its growth."

"Amusement games are back on the increase, due largely to the improved climate, the days of the one-balls are gone. The gambling stigma has passed. Today, amusement games offer clean, wholesome fun for the American family."

"What about the future, care to comment?"

"It looks fabulous! I can see no end, there’s no peripheral for the business. The only thing I think that might hold some companies back is that of acquiring help. This is not the biggest problems facing the industry. Then, this is becoming more pressing. There is a rate of not biting off more than they can chew. They shouldn’t tie up available capital and invest all their future in the present firm structure. This business is up and growing and I think it’s still in its infancy. There are so many new developments coming about—alarmingly, with a freezer-fried products, there’s just no end to it."

Public Relations—what do you think about it?"

"What we need most along the lines of public relations, is community relations on the local level. On a grass-roots basis whereby each individual contributes to the social and economic welfare of his own community. Start with the man who has 2000 machines right on down the line to the guy with 25 machines."
Exciting TIGER TRAIL feature advances Super SCORE

Big DIFFERENCE Rollovers jump from 10 to 100 or 200

New 100-200 SCORE ALLEY

2 OR 1 CAN PLAY loads of fun either way

Bag bigger profits with sensational new SAFARI, a jungle of wild action and repeat play appeal. Go on a top money safari. Get Bally SAFARI today.

See your distributor or write BALLY MANUFACTURING CORPORATION • 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.
Eastern Flashes

WATERTOWN WOES — If tavern attendance was just a touch off the past two weeks, the 11,000 New York area lads who made the annual trek up to Canton's Vic. Amos Kurn National Guard in early July just might have accounted for the absence. A central Soo editor who made his sixth and last trip into the dustbowl of the North with the rest of the troopers, saw once again how much the music and games mean to the boys on post whose principal source of entertainment is found in the dozen or so snorters of service and supply buildings. He also saw bars filled. Needless to say, the jokes, pins, rifle games and pool tables were playing a major role during their three or four hours. The undisputed hit tone on the post was, and probably still is, 'Choc Chunk Travel and Records.' The jokes, which for the most part are improvized by Wurliters or Regulars, the Ola's, were normally up full blast to get the music out over the din of hundreds of almost as many of The sound was straight and true. Real music makes you marvel at the technical excellence of today's coin phonographs. There's nothing like it. All machines have to evolve. Most of the new, years old, banged fast and furious. Real favorites here — you had to stand in line, wait and take whatever game became vacant first. Very little vending at all. Theirs's a pretty tough undertaking the Post Exchange. All in all, Drum offers its operators an excellent line of products, for marbles and games. Too bad it isn't all last year long.

DEEPST SYMPATHY — Get the same radio in the passing of Valley Vendors founder Isaac Chrisr from the firm’s current manager Joel Kaufman. Pollnow has assumed Isaac's career in this business best when he wrote: "It's a story, the kind of man who worked hard with his muscles and his mind. He was always ready to help anyone in need. He had a kind of enthusiasm for the machines that he installed and did what was needed. I don't mean one in a while, but every day; and he still had time and energy to work in all the service organizations he belonged to. He was a good fellow, grandfather and great-grandfather."

TABLE TOURNEYS — Non-stop Len Schellner of U.S. Billiards info’s that his company’s table tourney almost set to get rolling with 100 sanctioned locations already registered. Jobny’s with his Distribution Seeburg outlet in the New England area handling U.S. Billiard products. That comes also starting to perk up in the Pennywise contest and out in Kansas. We heard from Fred Goin of the Illinois association that his group will decide whether to stage their own tournament when they convene again in the Sept. meeting. On the business side, Lenways the U.S. Billiards factory is now turning out almost as many of the rod and white 'Leader' tables as the one-in-a-while one to make it almost an impossible city. Really catching on and does it look good on location.

On the move — Wurlitzer’s A. D. Palmer, just back from vacation, reports that Florida distributor Bob Roedel and his daughters are set to visit New York on a West Coast tour. While there, they'll be taking in 'Mame', Terrific show! ... Davis Distributing’s P.R. man explains that Billie has now arrived enjoying his vacation last week. When he returns to the job at the Sydney, local headquarters, Bill will be putting the finishing touches to an extensive brochure telling all of Davis’s happenings, interest’s in the communications included in the Upstate area... Another of Syracuse’s fine sons, big Tuna Tarantelli, is putting his seal of approval on the big picture by saying, “Steve Do It. Again” waxing on Capitol, Bobby T., while agreeing with Tom, likes Nancy Sinatra’s new by Happy Hoppe’s. Wurlitzer’s says both discs should reap much coins for the territory’s music ops.

S. D. TOPS TO MEET ABERDEEN, S.D.—The Music and Vending Assn. of South Dakota membership will meet at the Holiday Inn here in Aberdeen Sunday and Monday August 10-10. Top topic for discussion will be the group's planned 5-ball tournament, scheduled to get underway Sept. 9th. According to the association’s president Mac Hasvold, the registration of sanctioned locations for the tourney are not coming in as quickly as he would like at this stage and he urges all interested table operators to contact him on or before July 25th in order to receive all necessary material.

Those planning on attending the August meeting should contact Dean Schroeder who will make all reservations at the Holiday Inn for them. His number is 229-0760.

Association secretary Earl Porter advises that the two day meeting will also feature several forum discussions of local industry problems on Sunday afternoon. However, as Earl states, “the value of these discussions depend strictly on the interest of the operators who attend.” Get those registrations in early and let’s make this a good one.

RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

**BALLY**
- ROCKET 23 ...$125
- GOLD RUSH ...$120
- BLUE RIBBON, 4-PI ...$375
- BAZAAR ...$30
- BUS STOP, 2-PI ...$195
- GRAND TOUR ...$160
- MISS ...$170
- BULL FIGHT ...$305
- DISCOTEIR, 2-PI ...$330
- MAGIC LINE ...$210
- TRIO ...$230

**WILLIAMS**
- FOUR ROOST ...$135
- JUMPIN' JACK ...$175
- DOUBLE PLAY ...$175

Write for complete 1968 Catalog of Phonographs, Vending and Games. Published 1934.

Cable: ATMSIC - Chicago

**CHICAGO COIN**
- TV BASEBALL ...$295
- BULL-EYE BASEBALL ...$295
- 4 AG LEAGUE ...$285
- PAR GOLF ...$165
- HULA HULA ...$275

**MIDWAY**
- CAPTAIN KID ...$395
- TROPHY GUN ...$210
- RIFLE CHAMP GUN ...$275
- MYSTERY SCORE ...$150

**ATLAS MUSIC COMPANY**
2122 W. NORTHERN AVE., CHICAGO, ILL. 60647, Armitage 6-5005

**Cash Box—July 27, 1968**

Michigan Mentions

When it becomes almost impossible to take a day off for some relaxation, it's pretty obvious that business must be all too good. Such was the case, this past week especially, at Pioneer Sales & Services. Joel Kleinman and Sam Crovatt have been calling up lots of extra work hours trying to keep up with increased activity in both departments — phonographs, pool table vending equipment. But the fact is that long as the Empire's Bob Roncado will be welcomed back to the office today (25) with a familiar face, W.E.M.P., is issuing a bi-weekly news letter to keep us all informed of any big news from the station. As for the singles picture that was called John Jankowski at Radio Doctors who listed the following: "I still work with our operators: 4-5-6 (New York)" by Len Barry (Amy), "Down At Lotus'" by The Ohio Express (Buddah), "Do Something For Someone Else" by The Beatles (Don). Also, "Can't Say It's Good" by Mason Williams (WB).
CHICAGO CHATTER

CHICAGO — Funeral services for Jones B. Frankel, president and founder of the C. A. Frankel Company, were held Tuesday, July 16 in Piser Memorial Chapel. Mr. Frankel died in a hospital in Chicago on Saturday (13) following a lengthy illness. Interment was in West Lawn Cemetery.

Mr. Frankel was a prominent advertising executive for more than forty years. His agency serviced such coin machine accounts as D. Gottlieb & Co., Seeburg Mfg. Co. and Midway Mfg. Co.

Mr. Frankel was a member of the American Assn. of Advertising Agencies and the Federated Advertisers of Chicago.

He is survived by his widow, Flor- escent, and two sons, Gilbert and Ronald.

The big news from Bally Mfg. Corp. this week is the release of "Safari," firm’s first 2-player flipper since ’60. Shipments are en route to Bally distributors across the country—so watch for em!.. From the local NAMA dollars word that Charles E. Bertsch (Bertsch Vending Co., Inc., Warren, Wis.) was appointed temporary chairman for the 1968 NAMA convention in Philadelphia (9/14-17)...

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California Clippings

SUMMER VACATIONS MAKE FOR INVENTORY BUILDP — Inventory buildup was at C. A. Rakison and Company, due to factory summer shutdown. Talking about vacations, it appears that time off for the "entire" staff, Mike Hall, service manager, takes the first "vacation" and plans to up to the high Sierra’s for a few days of fishing, Al Bottenberg will spend the week warehouse space has been rented in the back of the C.A.R. office. If this week is completed, the additional space will be taken for the C.A.R. office. If this week is completed, the additional space will be

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Count every word including all words in form name. Numbers in address count as words. CHECK MUST ACCOMPANY ORDER FOR CLASSIFIED ADVERTISING. If cash or check is not encased in outer envelope, your classified ad will be held for 7 days pending receipt at your expense.
NOTICE—$72. Classified advertisers. (Outside USA add $52 to your present subscription for 1 year, 4 issues). Check must accompany order. Allow 4 weeks for publication of one Full Year, 52 consecutive weeks. You are allowed to change your Classified or cancel any portion of your order for final period of one year. No cancellations accepted after Wednesday, 12th of March. No payment to be made to Classifieds, $20.00 minimum in advance. Classified Ad is sent to reach New York weekly.

Classified Ads Close WEDNESDAY
Send all copy to: CASH BOX, 1789 Broadway, New York, 19-39.

FIVE EXHIBITS: BIG BRONCO HORSE $150.00 each, 1-Shoebox Gin, $75.00 and 1 Goliath. Special offer. For sale by AL. MACHINES CO., 407 EAST AVENUE, D.P.O. BOX 284, KILEEN, TEXAS.

PORKIN, RECONDITIONED, REFINISHED IN Blank. First size and pocket, $50.00 each, $400.00 for set. Direction, $45.00 each, $325.00 for set. Special sale, $2.50 each, $25.00 for set. Phone: MILLVILLE, N.J. 08332.

FOR EXPORT—All makes and models latest phonoconola, pin games and vending equipment. Write to PHONOS VENDING DISTRIBUTION COMPANY, 410 Danforth Ave., N.W. ENGLAND, CO., 9301. Whores ABCDIN.

3 BINGOS, 2 TURBO KINGS (TO BE SIGNED in Virginia only), 1277, 48s. Handicapped. WANTED: dash, FAST SCHWARTZ CO., 2215-1/2 S. 8TH ST., PHILADELPHIA, PA.

FOR SALE: 19 NEW TWIN DRAGON machines, 20 high quality used ones. Those have cash payout units but are easily converted to pinball. Start brand new. Your best buy. 30% OFF: NEW JACOB COHEN MACHINE CO., 620 WESTOVER DR. DAN- HUME, VA. Phone: 752-5044.

FOR SALE: BALLY FRUIT SLOT MACHINES STARTING AT $450.00 and the Largest Supplier of Used Slot Machines in the World. Contact: NEW JACOB COHEN MACHINE CO., 620 WESTOVER DRIVE, BATTLEFORD, SASKATCHEWAN, CANADA PHONE 455-2699. AREA CODE 952.

FOR SALE: Large selection of phonographs, pin games and vending equipment. For complete list write: PHONOS VENDING DISTRIBUTION COMPANY, 410 Danforth Ave., N.W. ENGLAND, CO., 9301. Whores ABCDIN.

1 Keary Rainbow 6 coin bingo games in A condition. This machine in good condition. $150.00. Write: New Jacob Co., Chattanooga, Tenn. If you can see it mail box to: 20TH STREET DISTRICT, BOX 615, JACKSON, MISS. 39206.


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