Col PR Confab Sees With '20-20' Vision; Clive Davis: Investment In All-Stereo Paid Off ••• Metromedia Into Music & Disks, Buys Valando Pubs ••• WB/7 Arts Sales Meet In Hawaii ••• Jamie Diversifies In Pop Area ••• Peak Sales, Profit At CBS Int'l

TRINI LOPEZ: STILL HIGH IN THE SADDLE

Int'l. Section Begins Pg. 54
The next twenty years are going to be bigger than the last twenty.
If that's possible.

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

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

Music itself has changed. The significance of lyrics. The new instrumentation. The full range of creative expression.

Audiences have changed too. More and more people are listening to a wider variety of music than ever before.

Because society's changed. And the question many people ask is "Which has worked more influence upon the other, society or music?"

We also know that a large part of what's happened is due to the vast technical improvement of the LP itself and to the creative energies of the people working in packaging and merchandising music to the world. So the LP has come to have not only the highest standards of audio reproduction quality, but also its jacket packaging is among the most innovative and exciting among all consumer products. Because the packaging permits a logical extension of the artistic musical achievement and because of the competitive demand for strong consumer communication.

The other half of Columbia's Convention was about the next twenty years:

Further developments in the technical excellence of the LP. Newer and more exciting ways of bringing music to the world. More creative and also more fruitful merchandising and selling concepts and techniques. And of course the most exciting product anywhere.

They're the kinds of things that have made us the most exciting record company in the industry. And the hottest. The kinds of things that'll keep us there, too.

Call it Columbia's 20/20 Vision for the Future.

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

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

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

Right now, we can only raise the questions. Time—which now boils down to only months—is going to supply the long-awaited answers. With parental financing said to amount to a blank-check, how far will the advertising and merchandising techniques expand to assure greater trade-and-consumer response to new product, whether it be a disk, a tape or a song? Will increased expenditure create a new kind of competition that will stimulate the development of now untapped and unrealized ad-merchandising tools? Backtracking a bit, will the creative process itself undergo evolution at a greater pace under the pressure of "being different" as consumers choose among product that is being revealed to them through high-powered promotional tools? How will the retail end of the business react to greater demands for display space, taking into account that some point-of-sale material may reach the stage of minor spectaculars? As for the wholesaling function, a number of questions have already been put forward. Norm Racsuin, vp and general manager of RCA Records, raised them six months ago at the NARM wholesaler convention: "is acquiring rack merchandisers and distributors the answer to the problems of the record manufacturer? Will such subsidiaries move more of the affiliated company's product to the detriment of others. Will the other manufacturers sit by and watch their distribution pass into the hands of their competitors? Can or will they devise other alternatives? What of conglomerates? Can they succeed in welding diverse distributors and personalities into an efficient, smoothly functioning merchandising entity through the application of computer technology and 'scientific' management methods?"

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

HERMAN’S HERMITS
Soaring up the singles chart now
on the solid gold charms of their
SUNSHINE GIRL K-13973

A Mickie Most Production

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
AN EXCITING NEW "WHERE IT'S AT" SINGLE BACKED BY AN EXTENSIVE PROMOTIONAL CAMPAIGN INCLUDING
1. CONSUMER "HEALING PINS"
2. CONSUMER "LOVE HEALS" BUMPER STRIPS
3. FULL COLOR IN-STORE POSTERS
4. FULL COLOR IN-STORE COUNTER DISPLAYS
5. SPECIAL DISC JOCKEY POSTERS
6. COMPREHENSIVE CONSUMER PRINT ADVERTISING
SEE YOUR LOCAL DOT DISTRIBUTOR OR PROMO MAN FOR ALL MATERIALS
...DOT'S GOT IT!
Tetramgrammaton-DGG
Complete Int'l Deals

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

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

The agreement was reached during recent European meetings between Mogull, DGG's Heinz Vogt (publishing), Kurt Kinkole (recording) and Roy Silver, president of Cambell, Silver-Cox, which owns Tetramgrammaton.

'20-20' Vision Sales Glow Cast Over Confab

SAN JUAN, PUERTO RICO — A convention-to-convention report of unprecedented sales and profits cast a rosy glow over Columbia Records sales convention here last week (12/28).

This prosperity, in fact, emerged as the 'undeclared theme of the confab, which, appropriately enough, was the largest convention ever held at the label's history, with more than 500 in attendance. Such a turnout, the biggest representation of any label ever drawn to a single spot, seemed in itself a staggering statistic. But statistics were but the tip of the iceberg, as the songs put Columbia in the number one spot among the giants of the U.S. record industry.

The convention, which celebrated the 20th anniversary of the LP as developed by Columbia, (The LP industry alone is expected to reach sales of over $1 billion this year).

FRONT COVER:

Elkins Voted President Of ITCC

NEW YORK—Jim Elkins has been elected as president of International T acts Corporation, Inc. (ITCC), chairman of the board of Columbia University's Graduate School of Business Executive Program (1-10) while retaining his post as president of Columbia, Clive Davis, has been appointed chairman of the board of Columbia Records.

In his keynote speech on Thursday (2/10), Elkins reported 1 at the press that the company had increased its sales and profits over forecast: 2: as of June 30, the label reported a net gain of $4 million, or an increase of more than 10% over LP sales; 3: tapes have registered a significant increase in sales; 4: the sales has been the only major increase over the same period last year; and 5: the sales has been the only major increase over the same period last year.

As a result, according to company officials, 10% of this year's sales will be more than 20% over quota for this year, and more than 20% over the same period last year.

This was a significant event in the label's history, and it has been accompanied by a number of important developments.

First, the label has announced the formation of a special sales team to handle the sale of the record industry.

This team, which is composed of experienced sales representatives from various parts of the world, is headed by Harvey Schein, president of CBS International.

Execs from Europe, Latin America, Australia, and South Africa were in attendance. Present for the first time was a film on the label's successful promotion program for CBS Sony, CBS International's newest subsidiary.

A significant addition to the foreign representatives, the convention delegates discussed a number of important issues, including the president European operations: Manuel Villarreal, president of Latin American records; and Philip Bilof, president of Australian operations.

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

England

Leaving off the pop presentations, CBS Mexico in an audio-visual presentation, emphasized the upcoming Olympic games, which will place that country on the world's stage next year.

Harmony Gets WB Product

Harmony Record, the $1.89 LP line from Warner Bros., is the most popular product originating from the Warner Bros. label, starting in October. The product is no longer available under the Warner Bros. label.

Herb Linsky, merchandising manager of Harmony, said that the initial release will consist of 3 or 4 LPs. The announcement was made at last week's Columbia confab in Puerto Rico.
**Book-Record-Library Aimed At Under-12 Market, Sets First Release**

**PUERTO RICO—Citing the population explosion of children under age 11 (66 million), Columbia Records has announced a pilot record line for this market.** Series will debut this week with the label's convention here by Arthur Shimkin, vet nappet disk man who was recently appointed director of Columbia's children's book and record library.

The newly conceived series will not only include such established records with companion records on which the fine texts are read word by word by skilled narrators, but it is also designed to correspond to the child's developing awareness of the world around him and his growing imagination.

Richard Lionetti, manager of new product development at Columbia, who introduced Shimkin stated that "From 1963 to 1967, children's books have generated sales of $70 million to $169 million. This represents 15% of the book industry." He also went on to say that the billion-dollar record industry, "children's record series can do equally as well in the marketplace." However, under the guiding force of Shimkin, CBS Records hopes to increase the market in the coming years for this very important product category, which educates and entertains children.

Joining CBS with a strong background in the children's record field, Shimkin has been responsible for planning and directing the creation of the new product division in con

**Noonan Offers 'Nitty Gritty' Comments**

PUERTO RICO—A "nitty gritty" talk show format was advanced by Tommy Noonan, director of national promo for Columbia, during the company's recently held presentation at its con

**Cash Box—August 3, 1968**
ENGELBERT HUMPERDINCK
(The biggest name in show business)

ANOTHER SMASH LP
featuring his great single
A MAN WITHOUT LOVE

engelbert humperdinck
A MAN WITHOUT LOVE

parrot.
A PRODUCT OF
LONDON
Hawaii—With the firm’s 15th anniversary as the happy bait, Warner Bros. has scheduled a 350th anniversary tour of 350 conventioneers to the Hawaiian Islands, with the first flight taking off for a New York-Washington-Hawaii itinerary (18-21).

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

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

Most Extensive Gathering

The record company has had annual meetings of its domestic and foreign personnel since its formation, but the first decade celebration was far and away the most extensive to date. The official convention agenda en-
tails a series of keynote addresses for Big Financials, a press show, a tour of the company’s facilities, and a briefing on the company’s plans for the ’68-’69 fiscal year.

A reception on the night of July 18 at the Kaaiu Surf for all those attend-

On Friday, July 19, guests met at 2 p.m. for a formal presentation at the new Convention Hall. The film presentation included an elaborate “Deja Vu” trailer, a sneak peeking of new album releases for August and September. In many cases, advance pressings of new albums were made available to the guests’ personal use. Special arrangements were also made for the full product presenta-
tion included.

“Mike” Maltland, company presi-
dent and director of marketing, pre-

ted his annual address to the con-

Hollywood—On a policy of no new distribution deals, Warner Bros. will hold a formal presentation on Hawaii’s beautiful island.

Hollywood—Warner Bros.-7 Arts prexy Mike Maltland had his Mo-Jo-wood Ambassador present his annual pre-

Sy Lesser Named VP

In Big 3 Expansion

NEW YORK—Syr Lesser, recently assistant controller with MGM, has been named vice president of administra-
tion and finance by The Big 3 (Robbins-Feist-Miller), working out of the firm’s New York headquarters. The appointment of the 35 year old accountant marks a new phase in the firm’s administrative policies, and financial planning. Under Maxin, The Big 3 has been steadily increasing the firm’s international acquisitions and ac-
tivities, the leasing of copyrights for use by other companies and the firm’s production division and recently, the firm has wrapped up a number of major writing, talent and production deals intended to move the company even further into the pop orbit. Ac-

Colgem Inks Sagid Khan

NEW YORK—Colgem Records has signed Sagid Khan, the young Indian lutenist, to a record contract. His debut single, “Hey, Ram,” has been rushed release to coincide with the extensive in-person appearances he has been making on Dick Clark’s TV programs, “Happenings,” “American Bandstand,” and “Happen-
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Sagid’s career as a performer began in Jodhpur, in the province of Rajasthan.

To the members included: Ken and Gloria Khouri, Federal Records, New York; Bill Inraits, RCA Victor Mexico; Jack and Virginia Villanueva, EMI Suppliers, Argentina; Pete Von Win-
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Wb-7 Meet: Cosby Goes, Martin Stays

WB Holds Post-Hawaii Trek for Dists & Retailers

Hollywood—Some 3,000 retail dealers, rack jobbers and one-stop operators will view the Warner Bros.-7 Arts comprehensive product presenta-
tion on Thursday night in their last stopover in the final stage of the company’s 35th anniversary tour of the United States.

The presentation is a shortened and telescoped version of the 2% hour film which was exhibited at the com-

Sy Lesser

A&M Hosts New Int’l Affiliates

Los Angeles—A&M Records hosted label managers from seven new international affiliates at a two-day orientation meeting this past week. During the meeting, the label’s top sales manager, Joe Smith, Warner Bros. general counsel, and Joe Maxin, director of merchandising, fielded questions from the company’s tenth anniversary banquet was held at the resort and opened with a short wel-

ABC Convention Ends

NEW YORK—ABC Records has concluded its 24th annual convention in Los Angeles, August 2, 3 and 4. According to Buick Kasel, president, who addressed the gathering at the label, the meeting will start with a cocktail reception to be held tonight (Aug. 2) at the Century Room of the Century Plaza Hotel at 6 PM on Fri., (2) followed by a pri-

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a great new voice
turns on a great new song!

GRADY TATE
“THE
WINDMILLS
OF YOUR
MIND”

(Theme From
“The Thomas Crown Affair”)

ON SKYE RECORD #455
PRODUCED BY GARY McFARLAND

“Exquisite performance... Reading highlights
the lyric and arrangements are
just too much... Deserves extra consideration.”—CASH-BOX

“Impressive singing bow”—RECORD WORLD

“Sensitive, dramatic reading”—BILLBOARD

NEXT!

GRADY TATE’S
“WINDMILLS
OF MY MIND”
ALBUM SK-4D

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

**LESS THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Total % To Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Animal—Tokens—Warner Bros. 9%</td>
</tr>
<tr>
<td>God Bless Our Love—Ballads—Venture 28%</td>
</tr>
<tr>
<td>Mrs. Bluebird—Eternity's Children—Tower 30%</td>
</tr>
<tr>
<td>I Need Love—Third Booth—Independence 12%</td>
</tr>
</tbody>
</table>

Cash Box—August 3, 1968
Turn this page and the Tenth Anniversary of Warner Bros. - Seven Arts Records will whoosh under way—— as one of the great, great Album Releases of this— or any—year will demonstrate again (as for 10 years past) the merchandising skill of the most chart-oriented staff in the industry.

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

And it is precisely this kind of Chart Thrust! Chart Power! Chart Involvement! which is presaged by the names, material and ideas of a towering 10th Anniversary Release! 17 album presentations to cap a decade of unexampled Chart Action!—— 17, to touch off W7’s new, big 10 to come!
--- and Warner Bros.-Seven Arts pulls out all the stops
TV, Radio, Magazine, Newspapers, Advertising and
Streamers; Mailings; Window-Counter-Wall & Aisle
most explosive promotional team the industry
CHART POWER!

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

DEAN MARTIN'S GREATEST HITS!
VOLUME 2

FINIAN'S RAINBOW Original Motion Picture Sound Track  BS 2550

to tell about its talentful tenth! Ceaseless DJ Excitation; Publicity; Co-Op Ads; TV & Radio Guest Shots; Banners; Displays; Browswer Boxes; the siege guns of the has ever known ---trained on the W7 Tenth!
ON THE OCCASION OF ITS TENTH ANNIVERSARY, WARNER BROS. - SEVEN ARTS RECORDS PROCLAIMS ITS GRATITUDE TO THE COUNTLESS CUSTOMERS, DISK JOCKEYS, DOMESTIC AND FOREIGN DISTRIBUTORS, AND ALL THOSE IN EVERY PHASE OF THE MUSIC AND RECORD BUSINESS WITHOUT WHOSE KINDNESSES AND ENERGIES W7'S ARTISTIC AND MERCHANDISING EMINENCE COULD NOT HAVE BEEN ACCOMPLISHED.

J.K. MAITLAND, President
Warner Bros. - Seven Arts Records, Inc.
In The Great Joe Tex Tradition!

"KEEP THE ONE YOU GOT"

JOE TEX

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

Best selling album...
SOUL COUNTRY

Atlantic SD 8187

Cash Box—August 3, 1968
David Wilkes Named GPM
In New Fredana Pub Chain

NEW YORK—Fredana Management, which through its subsid firms, Sen-
nett-Weintraub and Fields-Weintraub, manages such acts as the Four Sea-
sons, Neil Diamond, the Serendipity Singers, Jake Holmes, Lori Burton and
new discovery Jerry Jeff Walker, has named David Wilkes as general pro-
fessional manager of the Fredana Publish-
ging Group, a new umbrella organiza-
tion which will handle all of the firm’s publishing interests.

Wilkes joined the Fred Weintraub
organization after graduating from In-
dian University with a R.S. degree,
then left to open his own publishing and
management firm. He is now return-
ing to head the new publishing setup.

Firms in the group include Seren-
dipity (BMI) Jakom (ASCAP) and
After Glow (BMI). Offices of the
Fredana Publishing Group are located
at 300 West 25th St., but will move
to larger quarters at 40 West 45th St.
on September 1st.

‘Sun’ Shines On Action
At Pineywood Workshop

NEW YORK—Pineywood Productions, the Ellis Greenwick-Shaftin firm,
announced the rush-release of the first Pineywood-produced single by
the Fuzzy Bunnies, “The Sun Ain’t Gonna Shine Anymore.” Group is the
original act handled by Bernstein.

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

Forest Hills Adds Show
For Simon & Garfunkel

NEW YORK—Ticket demand for the upcoming Simon & Garfunkel concert at
the Forest Hills Music Festival on Aug. 17 created an unprecedented sell-
out six weeks in advance and has caused producer Leon Ruskin to
sign the high-rising duo for an addi-
tional concert on Sunday, Aug. 24. The pair have not made a New York
appearance in over a year and, since that time, their popularity has risen to
even greater heights as a result of their soundtrack work for “The Graduate.”

CAUGHT IN THE WEBB kit line, Ed
Ams has just gone into release with
“All My Love’s Laughter” written
especially for him by Jim Webb. Photo
was taken as Ams and Webb dis-
cussed the song at the RCA Victor
recording session.
They’ve done it again—
The dynamic duo...

MARVIN GAYE
&
TAMMI TERRELL

"YOU’RE ALL I NEED TO GET BY"

Tamla 54169
**Picks of the Week**

**SERGIO MENDES & BRASIL '66 (A&M 961)**
The Fool on the Hill (3:14) [Cetem, ASCAP—Lennon, McCartney]

Sergio Mendes & Brasil '66 turn this Lennon-McCartney song into a magical mastery tour-de-force that will carry the team one more into the best seller ranks. Presenting the tune in a same-name-lead, the sextet switched into a blockbuster hit that will knock out pop and easy listeners turned on to the Sergio Mendes wave leaving everyone with the lights of Love.

Flip: "So Many Stars" (Berna, ASCAP-Mendes, Bergman, Bergman)

**BOBBY VEE (Liberty 56057)**
Do What You Gotta Do (2:48) [Johnny Rivers, BMI-Webb]

Johnny Rivers, BMI’s super-selling job, that sparked #8 sales on "Do What You Gotta Do" for Al Wilson, and (drew response in the Johnny Rivers LP track version) turns the song into a teen's rendition from Bobby Vee. Songster's bespoke, in summertime, with this easybeat offering. Flip: "Thank You" (2:30) [Salma, BMI-Villene]

**THE BEE GEES (Atco 6603)**
I’ve Gotta Get a Message to You (2:59) [Casseroled, BMI-B. & R. M. Gibb]

One of the most powerful outgrowths from the Bee Gees in a while, this phenomenal arrangement tells a tale straight out of c&w of a condemned man with a desperate longing to prepare a message for a loved one. Celestial strains and a brilliant performance could make this the biggest Bee Gee hit yet. Flip: "Kitty Can" (2:35) [Same credits.]

**JOE TEX (Dial 4068)**
Point Me to You (2:38) [Tree, BMI-Tex]

Something of a continuation from his last outing, Joe Tex goes on strong with some backdrum lyrics in view of the train of "It'll Never Do You Wrong." Rhythm drops the running for a sturdy soul break that rounds out the overall appeal of this jewel. Especially good track that will keep the artist's hitline going. Flip: "Love Home & Family" (2:16) [Same credits.]

**JAMES & BOBBY PURFY (Bell 735)**
Help Yourself (To All of My Lovin') (2:18) [Heilos, BMI-English, Barkan, Ross]

The Purfys are hardly themselves in this new side, working in a new style that means a lot more pop commercial appeal into their performance. Live soul song balances delicately between soul and bubble gum marketings capturing the appeal of both in a side that should crash the best seller lists. Flip: "Last Piece of Love" (2:21) [BMI-Party]

**J.R. WALKER & THE ALL STARS (Soul 35048)**
Hip City—Part 1 (2:52) [Jobete, BMI-Dewalt, Hollis]

With soul instruments hotter than ever before on the pop circuit, J.R. Walker & The All Stars have a hit path already carved out for this moving set. Point rockets along with the dynamite sax of J.R. Walker opening the sales threat for a ride up the pop and r&b charts. Flip: "Part 2" (2:57) [Same credits.]

**DEAN MARTIN (Reprise 0761)**
April Again (2:50) [Pomona, BMI-Harding]

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

**TINY TIM (Reprise 0760)**
Blowing Those All-American Baby Days (2:01) [Leo Feist, ASCAP-Silver]

Forsaking his falsetto style, Tiny Tim zooms back from his "Tip-Toe Joint" on a good music-rock revival that revives an old-fashioned showpiece with a jazz-and-funk added touch of dixie and rock ostrover a which should have the gld gaining exposure for pop and middle-of-the-road listeners. Solid pickup record for the artist. Flip: "I's All I Ask." (2:37) [Massey, ASCAP-Jenkins] Straight ballad performance here.

**THE HOLLIES (Epic 10361)**
Do the Best You Can (2:38) [Meribus, BMI-Nash, Clarke, Hicks]

Funk folk handling by the Hollies opens the door to bustling action from their new single, "Do the Best You Can." Cleverly lyricized and carrying a beat for dance appeal, the team pours out a highly commercial side that is a forage for big in the best seller lists. Flip: "Elevated Observations" (2:29) [Same credits.]

**HERMAN'S HERMITS (MGM 13973)**
Sunshine Girl (2:38) [Peer Int'l], BMI-Carter, Stevens

Jamming rock take from the calypso-tipped opening to turn this new side from Herman's Hermits into a teen dance item with tremendous sales prospects. Big awakening from the "Sleepy Joe" and other soft-rock offerings that "The Girl" (2:12) a few months later, and one that should have the Hermits clicking big again. Flip: "Nobody Needs to Know" (2:31) [Hermits, BMI-Leccey, Hopwood, Brooks]

**ANDY KIM (Steed 710)**
Shoot Em Up Baby (2:40) [Unart, Joachim, BMI-Berry, Kim]

High stepping pop side that comes on strong from Andy Kim, "Shoot Em Up Baby" jams the artist's hit string on the go. Comeback paved by "How We Ever Get This Way" maintains its impetus through the summary softened-rock stylings of this dance set. Flip: "Ordinary Kind Of Girl" (2:12) (Unart, BMI-Berry, Kim) Ballad with good teen appeal.

**FLY CLAY & WILLIAM BELL (Stax 0005)**
Private Number (2:40) [East, BMI-Jones, Bell]

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

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Cash Box—August 3, 1968

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Newcomer Picks

ALAN COPELAND [ABC 119088]
Mission: Impossible/ Norwood Weed (3:00) [Bruin/Maclean, BMI-Schifrin, Music Wall, BMI-Weitz]

Knockout coupling of the television theme and Beatles "Rubber Soul" cut comes on with the immediate punch of a belting instrumental and a more subtle impact with the experience of the lyric over Lalo Schifrin's "Grammar" rhythms. Sensational track that has all the makings of a pop blockbuster and much middle-of-the-road potential. Flip: "Quincy Part 2" (2:50) [Mills, BMI-Macias, ASCAP-Miller, BMI-Copeland]

THE POP EXPLOSION (We Make Rock 'Roll 1603)
Fill My Soul (2:50) [Big Seven, BMI-Goodman, Grasso]

This rock-y rock track that rocks a whalloping in the instrumental drive and a very good vocal punch to set things moving with teen listeners. Arrangements center attention on the rhythmic might with fine brass and organ spots and a but subtle impact with the experience of the lyric over Lalo Schifrin's "Grammar" rhythms. Sensational track that has all the makings of a pop blockbuster and much middle-of-the-road potential. Flip: "In the Early Evening Time" (2:51) [Chardon, BMI-Benedikt, Smail]

FUZZY BUNNIES (23656)

The Sun Ain't Gonna Shine Anymore (4:25) [Saturday/Seasons Four, BMI-Creewe, Gaudio]

Superb explosion of interest in "The Sun Ain't Gonna Shine Anymore" brings this second revival in the last two weeks. Totally different from the comment on last issue, the Fuzzy Bunnies forego dance-appeal for a more creative, dramatic session with an underground connection that segue into a Beachwood-fuss finale that stamps blockbuster on the track. Flip: "Leaves And Linds" (2:41) [Pineywood, BMI-Levinson]

FRATERNITY OF MAN (ABC 11106)

Wispy Paisley Skies (2:22) [Terrible Tunes, BMI-Fraternity of Man]

Singled out from the introduced LP for the Fraternity of Man, the team is already setting records breaking this easybuilt teen-aimed track. Side is an attractive tune with lyrics and an instrumental performance that should bring enthusiastic responses on the sales front. Flip: "Don't Bogart Me" (3:00) [Same credits]

RAYMOND FROGGATT (Atco 6600)
Gallow-La-Vita (2:32) [E. H. Morris, ASCAP-Froggatt]

Amping rump with a lively percussion and off-the-wall lyric that could be the catalyst in a chemical reaction that will lead to a pop explosion for this tidbit. Carefree side that has a happiness which grows with every successive play. Could become a monster. Flip: "Lost Autumn" (4:09) [Same credits]

STAMPEDERS (MG 13970)

Be A Woman (2:51) [Corral, BMI-Dodson]

Good teen appeal in the medium-paced dance side should be the start of a fine run at the top forty and breaking this easybuilt teen-aimed track. Side is an attractive tune with lyrics and an instrumental performance that should bring enthusiastic responses on the sales front. Flip: "I Don't Believe" (2:47) [Corral, BMI-King]

COLOURS (Dot 17132)

Love Heals (2:38) [Hastings, Speed, BMI-Daltton, Montgomery]

Good teen appeal in the medium-paced dance side should be the start of a fine run at the top forty and breaking this easybuilt teen-aimed track. Side is an attractive tune with lyrics and an instrumental performance that should bring enthusiastic responses on the sales front. Flip: "I Don't Believe" (2:47) [Corral, BMI-King]

MOVERS (1-2-3 1700)

Birmingham (2:35) [Low-Twi, BMI-Roe, Weller]

Good quality in the instrumental showing that should capture dance-stand spots for the deck. Team's performance is well suited to the Tommy Roe and Freddy Weller (of the Raiders) material and makes a strong start for the new Capitol distributed label. Flip: "Leave Me Loose" (2:07) [Lowery, Low-Twi, Rico, BMI-Weller, Carter]

Best Bets

JANIS IAN (Verve Forecast 5600)

Friends Again (1:42) [Dialogue, BMI-Ian] Janis Ian turns her join (towards Nashville) and comes up with a fine piece of pop-country love that should become a hit at top 40 jocks across the nation. Should be another big one for the talented young folk singer. Flip: "L-A,No Of The Night" (3:26) [Same credits]

SIX MILE CHASE (Dot 17130)

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

PETTY HARRIS (Sansu 480)

Ride Your Pony (2:37) [Jack, BMI-Neil] Petty Harris, whose seen the green, green grass of chartville be-fore, could return as great and at the same time bring back the pony, a dance which rode to popularity during the first months of this year and since been put out to pasture. Flip: "Crisp With My My" (2:42) [Marsatt, BMI-Toussaint]

MIKE STOLLER (Amy 13007)

Silver Sea Horse (3:07) [Trio, BMI-Lebanon] We'll bet you've heard a popular writer Mike Stoller, together with the Stoller System, premiers in a cute instrumental that should make some MOR playlists. Flip: [Info available]

CARNIVAL CONNECTION (Capitol 2244)
Poster Man (2:19) [Luvio, BMI-Du- boff, Kornfeld] Carnival Connection turns in an interesting tribute to the purveyor of psychedelic posters, who brings happiness to so many. Offbeat sound could also bring happiness to many, which positively post the flip. Sidetron: "Alfred Appleyed" (2:20) [Beechwood/Musical Complex, BMI-Nor- man] Sonny Childe (Music Factory 411)

Inside, Outside, Upside Down (2:21) [Yuma, ASCAP-Maskell, Postl] Chante- ries and things. "Always Undecided" building, bouncy rock date. Ditty de- serted from some play but could result from love. Flip: "Come On Home" (1:55) [Kita, BMI-Childe]

FORMATIONS (MG 13963)

Lonely Voice Of Love (2:42) [Double Diamond/Muired, BMI-Aikines, Turner, Bellom] Still well remembered for their hit "At The Top Of The Stairs" click, the Formations could break through with the walls of tedium with this strong not-quite-Motown-fitted side. Flip: "Love's Not Only For The Fuzzy Bunnies" (2:50) [Double Diamond/Muired, BMI-Aikines]

DAILY NEWS (Parrot 331)

Everything (2:06) [T.L., BMI-Clark, Fuji] This is a strong, remarkable beat, the Daily News, with this very strong lyrical song which could create a chart sensation in no time at all. High- ly recommended for some to catch quickly. Flip: "Poor Man's Son" (2:35) [Pineywood, BMI-Dante]

JOE BARRY (Naget 1023)

Started Loving You Again (2:30) [BMI-Maian, BMI-Weitz] The recent Merle Haggard country hit "Got My Mojo Working" in the blues/rock framework by Joe Barry and could get some new sales life. Worth a look. Flip: "Oh Lord, I've Been Wrong" (3:06) [L & O, BMI-Barry, Reneau]

ERMA FRANKLIN (Shout 224)

I'm Just Not Ready For Love (2:25) [Yuma/Luvado, BMI-Harrison, Houston] Erma Franklin has a strong R&B and pop artist in her own right, her sister's "Bandolero" theme, and her own strong, dynamic soul output produced by chanter Freddie Scott. Flip: "The Ribbons On Her Hair" (3:04) [BMI-Marsaint, BMI-Weitz]

CHRIS MONTEZ (A&M 958)

Love Is Here To Stay (2:30) [Chap- pell, ASCAP-P.L. & G. C. Frank] The imaginative sound of Chris Montez has scored more than once before. Along with good MOR play, his reworking of the Gershwin standard "But Not For Me" at some teen-oriented outlets. Good summer sound.

DOE SEVENFIREN (Command 4124)
Summer's Coming Back (2:45) [Croma, ASCAP-Ellett, Wallowitch] He's outing for Johnny Carson's favorite trumpet player features a vocal chorus supporting the instru- mental introduction by a well-known MOR outlets. Also a Juke Box natural. Flip: "That's What Love's About" (1:46) [ASCAP/Ellett/ Wards]

TED TAYLOR (RCA 2257)

Without A Woman (2:58) [Fame, BMI-Penn, Ivy Miller] Taylor has just about everything; a well-constructed, and this latest outing, a gripping, persuasive tale of woe, could make his mark on the teen market. Flip: "Honey Lou" (2:30) [Su Ma, BMI-Taylor]

MARIA LYN BROWN (Spiral 2585)

I'm Not In The Mood (2:49) [Spiral, ASCAP-Shelley] Should be a major good-music play in store for this lifting contrast in sound. Lyric is a song of sadness against the happy-go-lucky carnival sounds with an ear- wickling saxophone solo. Flip: "How Do I Look" (2:15) [Lincoll, ASCAP-Shel- ley, Silver]

ILL WIND (ABC 11107)

You Don't Love Me (2:40) [Maudlin, ASCAP-K. & T. Frankel] The dark, mysterious sounds of the underworld could be contained in the "Ill Wind," penned by Maudlin, and favored among teens. Flip: "Walking In Silence" (3:50) [Same credits]

MANTOVANI (London 20040)

Theme From Villa Rides (2:34) [Famous, BMI-Ba- tan] Already picking up good play in other versions, and Mantovani's entry could break the tune into a national hit. Keep tabs on it. Flip: "Willow Tree" (2:41) [Mills, ASCAP-Ludan, Savel]

JOE RATAFIA (Upite 608)

Ordinary Guy (2:35) [Fanti, BMI-Ba- tan] Latin-soul has been becoming a big item, but this outing by Latin star Joe Ratafia could help. Joe's Rec- orders created an R&B subdu to reject it. Bataan turns a better-than-expected "Dance With Me" click, and this gratifying. Flip: "Nobody's Coming Home" (3:10) [Same credits]

CHRIS GANTRY ( Monument 18077)

Ain't That Love (2:51) [BMI-Ba- tan, BMI-Gantry] Nashville-styled chanter, who wrote the current "Dreams You Think Of Me," has an easy listen in the "Ain't That Love" click could parallel his own considerable career success. A good chart item. Tune is a character study of various people found on Jamaica Avenue. Flip: "Louisville, Nashville Southbound Train" (3:02) [Same credits]

Cash Box—August 3, 1968
NEW YORK

But Did You Hear The Flip Side

The art of turning singles over has been cultivated to such a degree late, that when someone says "I flipped it over" one no longer need listen carefully in order to see if he meant it, did he. Or, in the case of the B side, did he even listen to the A side?

Prime examples over the past few months include the couplings "To Sir With Love" (What the Lip's doing? "A" side anyway!?) But at several labels, the flipping phonomenon has been commonplace.

We mention singles used to arrive here in one-side-only samples, recent review copies have included both ends of the spectrum. From the elegant of C.P.I.'s pick-A-side listeners: Dionne Warwick's last three releases have become six hits; Aretha Franklin has had follow-up flip action on her last few hits and Atlantic is seeing more action with Clarence Carter's "Silly Way"...but two of the several markets showed on the top of the chart.

And, always the major artists who have become noted for their hit sided singles: the Beatles, the Monkees and others. This recent explosion for never before double hit-st-disabled the air is pointing up in the charts, and that is sorely overlooked in the complacent atmosphere that always covers on the one side that never made it.

In fact, the firms that are aware of this lending interest have moved into a new line of thought for some of their artists. Ray Charles brings prime thought with the coupling of "Eleanor Rigby"/"Here Comes the Sun" and "Understanding" on request from R&B deejays. And a few other singles have the promise to their A side with appeal to two separate audiences.

The story of splitting the impact with two heavy hits--one from a new artist is still a problem, one that cut the overall showing for the Spirit's debut single and withheld the big-hit break from both "Mechanical Warfare" and "The Legend"...but at least newcomers are getting the consideration for whatever end of the deck their sound is.

The promise that has been created--hit singles are even tempting new promoters looking for that shot-in-the-dark-side that will give them a reputation for picking winners. And companies that can't explain about not getting a listen or are grinding a new axe by losing the big-side impact. After all, the comment will be, "Just think how big it could have been if they played the right side."

It's almost a reason to call for a change in chart listings to carry sales not only for B-side hits, but possibly even hit B-side artists, which can be expected from chronic complainers.

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

HOLLYWOOD

How Frustrated Song Pluggers Write Columns

Somebody once said that being the world's greatest disk jockey was a little like being the world's greatest avocado picker. It might impress the daylights out of your family and friends. But it was no use in the early and mid-fifties we were laboring for a big young man in public, George J. Joy, to write articles on the east coast and occasionally visit Jack in Detroit, Chicago and points west. Exposing--or at least trying to export--our product on disks.

Bob Clayton was the guy to land in Boston. If you couldn't get Clayton on the record you might have to settle for a combination of Norr Prescott and Stan Richards. If you bumped out with him when you wanted down to Worcester or, and this was a most desperate move, you might even have to go to Providence. We were to the Jock knew how we rated them in those days. Two Norm Prescotts equal one Bob Clayton or six Sherman Fellers equal one Norm Prescott.

It was during that era when we were in the habit of writing or first moving columns. It was titled "How Frustrated Song Pluggers Get Upset" and Val Entick printed the kind of quote most often used by jocks in situations with pluggers.

For example, "What a sensational record! Too bad I'm taped for the next two weeks." Or, "I'll be in N.Y. on the 15th--what Broadway shows do you think I should catch?"

Hard work, but it certainly isn't commercial.

"It's certainly commercial--but I don't dig it." "You say it's doing so well. Then you really don't know me." "I don't claim to be a critic. But I have a name." "But it's the one I called yesterday on the other side."

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

We thought of this the other day when we fell across "Bad" Hayden's record and hit a promotion director for Tom Wilson's Rasputin Production whose product is distributed through ABC. We met him in the early 90's when he just arrived in S.F. from Canada and was doing local promotion for a "Brian." Tempo notes that "he is among those in the trade that early recognized the accelerating sales momentum of the new product and the huge impact they would have on long-established consumer habits of rock.

Hayden defines promotion as "obtaining of sufficient product exposure...selling a product" and this it is an over-simplification...for promotion has developed into a highly complex, diversified, complex career, and it has also become the most vital area of the business. And it is the single most important factor, and the single connecting link between two billion dollars of sales."

"Promotion is, and often still is, the poor relation of the industry...he (the promotion) must be a psychologist of no little ability to communicate and cope with P.D.'s, M.D.'s, D.J.'s, station managers and stations salesmen; to place artists on tour who (1) don't want to do any top 40 stations unless they're interviewed (2) won't start station rounds until 3:00 P.M. and (3) would like you to walk their noodle and pick up their laundry."

Winners? Arts v.p. Joe Smith summed it up last year's Gavin seminar in Vegas--"It appears to me that we downgrade the position of the artist. It is a sad, but necessary, position. As a station, we must lie with station management and an attitude towards the record business that borrows, many times, upon conventions...and it would not make sense for a radio station manager to occasionally pick up a record or release of Arena World or some of the underground newspapers..."

"But the major problem lies in the fact that the product that occupies thirty to forty minutes of every broadcast...if we're not going to make a stab at establishing some kind of relationship I think it's got to begin with on a very fundamental principle...""

...and it was an end to this past of being part of couples and years by a couple of Jerry Wexler's that I wrote if you talk about R.E.S.T.E.P.-E.C.T.

CHICAGO

Record Ramblings

Chicago--Dot Records practically took over Universal Recording studios in late autumns with the Mills Bros. (appearing in the Sherman salad), who worked with producer Tom White (was Polaroided...). Jody Empire produces proxy Al Williams, of the Four Step Bros., announced the signing of Candy Cochran and one which, Stacey who works in the jodorf's stool, was set to open in Chicago. Announced the signing of Billy Wallace, who is skedded to open in London. Added to the already mighty stable of artists...a new album "The Legend Of Black Bart" for release on the Met label...

Chuck Mason was up to manage WOPA-FM, effective August 1... Cannonball Adderley is set for an upcoming engagement in London House... The Aosta's have just completed a single, "The Shape Of Things To Come" from the movie "Wild In The Streets". Session was produced by Danwice's Bill Brown and Skelt Bask. Bill also worked with The Will-O-Peons on their first SGC release "Make Your Own Kind of Music". Also, our Wurlitzer Theater Guild Films, Inc. ("The Pawnbroker" and "Judgment At Nuremberg") was produced for the film... We hear from Decca's promise Frank Scardino that he has a number of tapes going for him. Topping the list is Barbara Acklin's "Love Makes A Woman", which is a big hit... The latest to get the "Sweetest Feeling", "Whiskey A Go Go" by the Irish Rovers... "Magic Bus" by the Remasters... and the Peter Duchin version of "Mrs. Robinson"!

The Wurlitzer Company recently hosted a summer service seminar in San Francisco branch. In the past it has been the custom for the Wurlitzer seminar service school to take a breather during the summer months. But due to the large demand and increased interest on the part of Wurlitzer operators, in the western territory especially, for more technical knowledge, C. B. Ross, who is Service Manager for The Wurlitzer Company, was recently flown into giving the go-ahead signal for two others. Representing Universal Music of San Francisco were Alen Robinson, Hal G. Ackland, Larry McCarthy, Tom Adam and Keith Ballard; Universal Music of L.A. will do the same. Also attending the service seminar, Frank Entelisano of San Diego and Hugh Darnley of the Wurlitzer Company also attended. Following this service seminar, Service personnel from The Wurlitzer Company in San Francisco, California hosted a one-day session with Edward, Ben Sanders and Chuck Hewitt. Both summer service seminars... at the Wurlitzer Company in San Francisco... and at the Servomation in Fresno were conducted under the able direction of the Wurlitzer Company field service engineer, Leonard H.
TIMING IS EVERYTHING

NOW'S THE TIME FOR KAPP RECORDS
JULY AUGUST 1968

Cash Box—August 3, 1968
**FOCUS ON JAZZ**

**MORT FEGA**

**Armstrong LP Soon On ABC**

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

Want to get rich quick? Stock up on Horace Silver's exciting new album, "SERENADE TO A SOUL SISTER" (BST-84277) and you'll be rolling in silver. Silver's sensational new album features Stanley Turrentine, and the combined talents of these two Jazz giants has produced an LP with tremendous sales appeal.

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

**A Taste For Everyone On Blue Note Records**

**Skye Kicks Off 'Discovery Series'**

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

The series, whose first two releases will feature drummer-turned-singer Grady Tate ("Windmills Of My Mind") and conga-player Armando Peraza ("Wild Thing"), will be packaged in single-fold jackets and volumepriced at $4.79 list. Skye's regular line, in double-fold jackets, is priced at $5.79.

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

Tate has been writing his own material in collaboration with Ben Tucker. Two Tate/Tucker originals are included in "Windmills Of My Mind." Peraza is the featured conga-player with Cal Tjader's group, whose most recent album" was Mango Santamaria.

**Wednesday's Child Has 3 July Releases**

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

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

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

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

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

**What I'm about to write here is the closest I've ever been to saying anything about Van Eps, and it will be about two months ago when I wrote a review of a new George Van Eps album on Capitol. Being an ardent Van Eps admirer, I found his album a thoroughly tasteful and sensitive one in what few words I wrote. As a consequence of my review I received a call from George Van Eps Records telling me how pleased George had been with my review. He had been justifiably pleased, and I've included in the record "Mr. Van Eps," which he sent me in the envelope, a letter that George had recently suffered a heart attack. He was not recuperating at home in Burbank, Dexter enclosed in the letter. George Van Eps wrote me a letter wishing him a speedy recovery and a quick return to music. I did not include the letter then, since I had written it previously in 1937, and if this letter were included in the reviews I will append the mention that I would be in Los Angeles around the middle of July and, if his condition permitted, I would welcome the opportunity to interview George in Burbank. Just before I left home I received a warm letter saying that nothing would please him more than visiting with me in his home. Last night I drove out to Burbank, where I found Van Eps and his lovely wife, whose warmth and hospitality made the evening one of my most memorable experiences.

Highly respected by his fellow guitar players I'm determined to write whatever way I can, to make the name of George Van Eps a Grady Tate fully as familiar as it is, or has been, for as long as this man has been making his extraordinary kind of music. George guitar players is held in the highest estimation, probably more than any and all guitar player in the world. It seems ludicrous to me that someone as great as George Van Eps is by his fellow musicians should be so comparatively unknown to the world at large or to the public at large great music.

I suppose that much of the reason for Van Eps' relative obscurity stems from the fact that he has recorded over forty albums in the past ten years, and of these, two have been released in the past year or so. Prior to these, there was a period of ten years when he didn't record at all. In this era when best-selling recordings are the rule to make a current hit, it is virtually impossible to gain even a modest popularity when records as seldom as George has. Then, too, he is a very modest man, an individual who promotes himself. Very often we hear the terms, "self-effacing," "retiring," "shy," applied to persons; sometimes they are applicable, often they are not. In George Van Eps' case they haven't coined enough words to properly describe his honesty humility. Sitting in his room listens to him speak, I had to wonder if this man really was aware of what an extraordinary person he is. I might have said what an extraordinary musician he is, but he's extra in more than the musical sense.

Yet, in spite of his quiet manner, he has very definite opinions about music and the role that guitar should play, but often doesn't. Compromise is a word George refuses to accept where the musicians' craft is concerned. This is Nick from Van Eps production, but he's extra in more than the musical sense.
SCENES from the Warner Bros.-7 Arts 10 year anniversary meet: TOP—(1 to r.) Joel Friedman, vp and merchandising director; Joe Smith, vp and general manager (Reprikes); Mo Osin, vp and general manager (Repries). CENTER—(1) Warners prez Mike Maitland presents Art Godin (of Godwin Sales, Atlanta) with the Good Guy (Dist.) Award. (2) Dick Sherman, Warners national sales manager, presents a Good Guy Award to Nick Campanella (who also won the Low Net Trophy in Warners golf tourney) of Alpha Dist., N.Y. In the background are other Good Guys, Bill Burton of B&C Dist., Dallas and Al Brany of Melody Sales, San Francisco.

BOTTOM—WB-7 Arts prez Mike Maitland (second from left) presents awards to the firm’s 10 year men, Lowell Frank, chief engineer; Ripp Natiello, order service manager, East; Joel Friedman; and Matt Gilligan, operations manager. Missing are Gene Benson, order service manager, West and Ed West, vp and treasurer.

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

HAWAII—“Distribution as we once knew it only exists in theory. The world is now the exception rather than the rule.” This point was stressed by Warner Bros.-Seven Arts Records, at the annual 10th anniversary convention here July 18-21.

“The large national conglomerates,” he continued, “are gobbling up the local distributor — I have considered money-in-the-bank of large distributors, but no longer are buyers locally and many of you have practically no order."

Cosby Goes; Martin Stays

(Continued from Page 10)

after August, however, his next LP will be on Warners-7 Arts and there will be no need for the series other label until sometime after the 1st of the month... We are pleased to have landed an exclusive contract with poet-actress Rod McKuen."

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

Two soundtrack records—John Barry’s composed and produced background to “Petulia” and the Fred Astaire-Petula Clark film, “Finian’s Rainbow” are also in the Aug. release. The two-hour forty-five minute film-film product presentation was visually exciting and was not without humor.

Utilizing the talents of several “Lough-In” cast members, at one point the announcer suggested that Warners had gone to great lengths to promote the “Finian’s Rain- bow” LP and had even made a full-length feature.

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

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

EDWIN H. MORRIS
Music In Action

FACE IT GIRL, IT’S OVER
Nancy Wilson
Capital
I PRETEND
Des O’Connor
Diamond
MR. SANDMAN
Bert Kaempfert
Decca
SWEET DREAMS, SWEET
Runaway Child
Brothers Four
Columbia
CALLOW-LA-VITA
Raymond Foggart
Atlantic
STEP TO THE REAR
Strawberry Street Singers
RCA
FUNKY LOVE
Jimmy Mamo
Capitol
THE DAY I SAY I LOVE YOU
Mayfair Singers
Viva
NOT SO HARD
The Sugar Shoppe
Capital
GROOVY TWO SHOES
Johnny Mathis
Diamond
I WANT ACTION
Neighborhood Children
Acta
YOU MAY BE TOO MUCH FOR MEMPHIS, BABY
Leroy Van Dyke
Kapp
THE PIG & THE FISHCAT
Milt Artley & Clarence Murray
SSS Int'l

Cash Box—August 3, 1968
RCA’s Stereo 8 Cartridge Release

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

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


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

SGG Pacts Will-O-Bees

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

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

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

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

Butterfly Track Cut

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STEEPED UP Gospel action has been marked at Vee Records by the signing of the multi-talented Bob Patterson, whose contract is being handled by Robert Patterson (seated), manager of the Rogers Press, together with a contract signing are Vee's A&R producer George Butler (left) and Robert Patterson. A veteran of the creative scene, Butler, who played a part in the successful Gospel Giants, the Swindell Brothers with Bishop J. W. Wilkerson, and the Robert Patterson Singers.

New Tom Smothers Complex

LOS ANGELES—Tom Smothers and his managers, Ken Kragen and Ken Frits, have formed Kragen Frits & Frits, a multi-faceted entertainment and communications company, to incorporate their present activities, as well as manage several new divisions under its umbrella. Smothers will serve as board chairman, Frits as president and Kragen as executive vice president.

Existence plans include Krigen/Frits, a personal management firm handling Smothers Brothers, Pat Paulsen, Mason Williams, the First Edition, and Delaney & Bonnie, as well as some Smo-Bro Productions (including the Smokey Mountain Shows) and has a number of other projects in development; and Group One, a fully integrated film production house now being acquired through agreement with the Los Angeles Times, Jack Teller and Keith Olson. The company also plans to launch a new publishing venture, published by the Smothers Brothers Show and has a number of other projects under development, including a new record company, Runic Records, under David Carroll; merchandising; and a public relations arm.

CBS Int'l Has Best Year

(Continued from Page 7)

CBS Int'l has reported a record year in the three languages recorded by the company: Hebrew, Yiddish and Ladino. CBS Italiana highlighted a variety of new pop product. CBS South African affiliate presented an album by a hot local group, the Bats.

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

Response to the product presentations, he commented, was outstanding. CBS International plans to expand the number of recordings by 25% next year.

In addition to the audio-visual product, he said, a very successful online presence meetings were held. Among the topics discussed were CBS International's publishing plans for 1969. Included in this year's plan is the coming year to build up the publishing operations around the world. The plan includes a large aggressive program of publishing as a profitable operation in its own right. Other topics discussed included tape product, mono records, and promotional plans for the coming year.
**Columbia Offers Massive LP Release**

(Continued from Page 8)


The original soundtrack albums and 3 Latin American LPs are also being released by Columbia in August. The August schedule includes: "Chappapua," with Ravi Shankar; "Funny Girl," with Barbara Streisand and the New York Philharmonic under the baton of Leonard Bernstein. The Trio Los Panchos Sing Pedro Flores "Echo Love Affair/Sabres Que To Quiero," Robert Yanes.

**Date & Immediate LI's**

Columbia's Date and Immediate labels are releasing their 9th and 10th albums for each August. The Date LPs are: "Peaches And Herbs' Greatest Hits;" and "Aroldo's Greatest Hits." The Immediate albums are: "An Anthology Of British Blues," featuring Jethro Tull; "The Lp Breakers, Eric Clapton, the Savoy Brothers, McPhee, John Lee Hooker and Stone Masonary; and "Small Faces."  

**New Masterworks Sets**

The first 8 New Masterworks sets. Heading the list in "The Four Symphonies Of Charles Ives," a bargain edition at the price of two volumes, these recordings of the four symphonies were recorded in 1961 by Eugene Ormandy and the Philadelphia Orchestra, Symphonies Nos. 1 and 2, and the New York Philharmonic and Symphony Orchestra, Leopold Stokowski conducting, Edward Tarr Brass conductor, David Katz and Jose Sereyer, associate the director and "Virtuosi of the Schola Cantorum of New York, Hugh Ross, director have previously been issued singly but never in one package.

**London**


**Merchandising Programs**

Peter Munves, director of classical albums merchandising, and Pierre Bourdian, associate manager of classical 20-year-old pianist Arlette Watel several important merchandising programs for the fall season. In the offers will be a series of special-priced two-record sets designed to expose the best-sounding canonic of Ormandy, Serkin and Serkin to the widest possible audience. Dealers will make full markup on them.

Columbia will renew its efforts on its double-record line, which unites albums that have already sold over $15,000,000 at retail stores in the past year by appealing to a mass market that has never before been interested in classical albums. This program can be purchased two ways as a giant album package can be bought as a giant album and an additional 10-album pack at the 10-day price of $7.79. The first minipak, "Bernstein's Greatest Hits," consists of 10 of Bernstein's most popular works ("Mass," "Bernstein's Rhapsody in Blue," "Bolero," "Rhapsody in Blue," "Grand Canyon Suite" and "Greatest Hits." The second minipak, "Ormandy's Greatest Hits" and includes selections from "Concerto For Orchestra," "Gershwin Whirl," "Clair De Lune," and the "Greatest Hits" albums. The third minipak, "The Mommens' Greatest Hits," includes top sellers like "The Lord's Prayer," "Greatest Hits" albums and "Anvil Chorus.

During August and September, dealers may purchase this top-turnover catalog at a special price incentive. With both two albums (in this series) that may be purchased at the 10-day price of $7.79, they may in turn purchase three of the 10-album packages each at a 95% reduction in wholesale cost. The program will be supported by ad mats, in-store streamers and illustrated television cards.

In addition to the "World's Favorite Music program" and the three special-priced albums, special emphasis will be placed on 101 catalog best sellers performed by artists ranging in age from 91-year-old cellist Pablo Casals. In addition, Columbia will make available a special a specially-made rack, complete with an attractive display of 101 catalog best sellers, to dealers who stock these top-turnover items for the first six months of 1969. If the Columbia dealers will launch a special campaign on the successful warranty. It aims only to peak Christmas selling season. Ad mats will be mailed at the best gift market, and a special campaign will be added to the line.

**Big Horowitz Album**

In September, Columbia will release what it believes will be Vladimir Horowitz's last album "Horowitz on Television," the complete program of his Carnegie Hall to be seen in color by an estimated 35,000,000 people on Sunday evening September 25, over the Columbia Network.

Peter Munves, speaking at the sale conference, said, "When Horowitz re-
PAUL SIMON
INTERPRETED
THE SOUND
SYMPOSIUM

THE SOUND OF SILENCE
FOR EMILY
WHENEVER I MAY FIND HER
I AM A ROCK
MRS. ROBINSON
BOOKENDS
THE 57TH ST. BRIDGE SONG
SCARBOROUGH FAIR/CANTICLE
CLOUDY
A MOST PECULIAR MAN
THE DANGLING CONVERSATION
HOMEWARD BOUND
A BUSS FROM BRAVO- Mel Bly, vice president of Bravo Records, gives a Gallic greeting to Gary Owens, KPMC-Los Angeles deejay, at the outlet's new studios, and presents him with Bravo's debut album by the Midnight Voices, entitled "This Guy's In Love With You." Bravo is distributed through Dot Records, and Bravo hopes to duplicate the success of the Midnight String Quartet, which records for the mother label, Viva Records.

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

The record ride of Paul Revere: Weary but triumphant, Paul Revere, air personality on CKF-Port Arthur, Ontario, raises the sign proclaiming him holder of the new Canadian record for non-stop broadcasting, 101 hours. Revere broadcasted continuously from Friday, June 28 at 6 p.m. to Tuesday, July 2 at 2 a.m. night. The old Canadian mark was 78 hours and 5 minutes.

VITAL STATISTICS: David E. Lyman, program manager of CKLX-Calgary, and the name of Bob Lewis, has been named program director and afternoon drive personality at WITX-Charleston, S.C. Joseph T. Conway, vice president of the Storer Broadcasting Co., and general manager of WITX-Philadelphia, has been elected president of the Pennsylvania Association of Broadcasters for the coming year.

At the same time, WITB has added three deejays to its staff: Mike Taylor, formerly a KYW, Denver, Colorado personality; Gary Mitchell, last with CKLW-Detroit, and Johnny Williams, who previously worked the evening slot at WPOP-Hartford, Conn. . . . Joe Taylor, most recently heard on WNAV-New Haven, Conn, has joined WJAS-Pittsburgh as a staff announcer.

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

Sal-ly used to mod-el for i-vor-y soap as a child
lit-tle Sal-ly in her dia-per used to drive the oth-er bab-ies wild
at eight she was a mov-ie queen
and fold-ed out of Play-boy mag-a-zine oh

Sal-ly Le-roy Sal-ly Le-roy–she’s old e-nough for con-gress boy
she could rep-re-sent us you bet she knows how
so give a cheer for Sal-ly ba-by
she ain’t no ba-by now——now now
Sal-ly she de-cid-ed to tear up her con-tract at ten
sold her man-sion and her Cad-i-lac and set-tled down to stud-y zen
at twelve she took a trip they say
and Sal-ly has-n’t come down since that day oh

© 1968 Screen Gems/Columbia Music Inc.
Super K, White Whale Enter Prod. Deal

LOS ANGELES—Finalization of arrangements between White Whale Records and Super K Productions, calling for the hot Kasenetz-Katz team to provide the label with an undisclosed number of singles and albums. First product under the new agreement, a single from The Gin Misch's Lollipop, "You Got The Love," is already in release. Other acts to cut for the label are Bobby Jackson, the St. Louis Invisible Marching Band and a fourth group yet to be named. White Whale toppers Ted Feigen and Lee Lassett will fly to New York this week (22) for meeting with Kasenetz and Katz to plan extensive promotional and merchandising campaigns for the four acts as well as lay plans for the development of the acts to make them into far reaching recording artists. All four principals will meet with the respective agencies of the forthcoming fall concert and TV seasons.

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

Supremes Swing To Humphrey

NEW YORK—At a recent press conference here, Motown's top act, Diana Ross and the Supremes announced their support for the presidential candidacy of Vice President Hubert Humphrey. Joining Diana Ross, Mary Wilson and Cindy Birdsong, have become members of the National Entertainers Committee for Humphrey. It serves alongside the Committee on Arts and Letters, already announced, consisting of leading concert artists, conductors and composers. Other recording artists supporting the Vice President include Frank and Nancy Sinatra, Ed Ames, Scopsy Sales, Jane Morgan, Sarah Vaughan and Trini Lopez.

Hangtown Enterprises Debuts On West Coast

BEVERLY HILLS—Hangtown Enterprises, a record production and music publishing firm, has been formed by Lee Masters, star of ABC-TV's "The Big Valley," and Jim Weatherly, a member of the Gordian Knot pop group. The new company is located here at 430 North Rodeo Drive. "I can't think of a better way to start my career as a producer than with Weatherly's material," said Masters. "Hangtown will be acquiring masters to place with major labels.

McCuiloch & Briggs Exit Burdon & Animals

LOS ANGELES—Bass guitarist Danny McCulloch and arranger-guitarist Vic Briggs left the Animals on Friday, July 10. Both had been with Vic Burdon's group since its inception in October 1966. Suffering from an ulcer caused by "nervous strain", McCulloch has been warned doctors to stop touring. The musician is preparing an album of original songs to be released on MGM in September. He is currently organizing a backing group for playing dates in the west coast area.

Vic Briggs, 23, who was responsible for the production of the single, "Sky Pilot," and arrangements on Burdon's last three albums, stated: "I felt I was working below my full potential and I can express myself more in arranging and producing." As an independent producer, he will concentrate on McCulloch's albums, and on production for the Yellow Payeyes. His decided ambition, however, lies in film scores and instrumental numbers.

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

Atlantic-Atco—Super Hit Power Program: 15% discount with 30-60-90 day deferred billing: 100% exchange privilege (stereo to stereo by category).

Audio Fidelity—2 off on 10 for entire catalog except for First Component Series. No expiration date.

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

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

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

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

Jewel—One free for five purchased on entire catalog. No expiration date.

Lil Darlin’—15% discount on all LP's. Special added 2% for box lots. Until further notice.

Original Sound—15% discount on all LP's—until further notice.

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

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

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

Scepter-Wand—2 free with every 10 purchased. No termination date.

Smash-Fontana—Special discounts available through distributors. No expiration date.

Tama-Motown-Gordy—Buy-7-get-one-free. No expiration date set.

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

Wald Joins CSC Mgm't Team

HOLLYWOOD—Jeff Wald, former ASCAP Coordinator for George Markenthal Enterprises in Chicago, has been appointed the management division of Campbell, Howie, Cooey, according to CSC president Roy Silver.

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

Scepter Pacts James

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

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

Cash Box—August 3, 1968

King of the Coast—Bill Harbin's Philadelphia Hills, renowned for its classical music concerts, will present the Association this week (21) as the first pop music group to perform at the Festival. The Association was also the first rock group ever to play a major nightclub—The Coconut Grove.

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

Diamond's Soft Shoe Spots

NEW YORK—Uni Record's Neil Diamond just completed work on a series of new national radio spots for Thom McCann, the shoe firm. Produced by Herman Edel & Associates for Doyle Dane & Bernbach, the spot features lyrics by D.D. & B copywriter Marvin Hoenig, with music by recording veteran Mike Stoller.
Soul Explosion!
Sam & Dave
"CANT'T FIND ANOTHER WAY"
(OF DOING IT)
Atlantic 2540
Produced by ISSAC HAYES & DAVID PORTER
WAITING FOR THE SUN—Doors—Elektra
ERS 74021
The Doors are already beginning to make a tremendous impact with this album, which
has hit the charts at #62. The group’s usually
frantic sound has been toned down for the
most part for this set, and a new emphasis
on lyrics has been added. The Doors seem to
be successfully avoiding the dangers of repeti-
tion, and their fans should be greatly pleased.

LAST TIME AROUND—Buffalo Springfield
Aco SD 3253-256
The third and last album from the original
Buffalo Springfield, a long awaited set in
many quarters, has achieved chart status. While retaining a strong creative iden-
tity, the quintet manages, on the set, to pro-
duce ultra-commercial sides with wide appeal. Among the dozen tunes on the LP are “Uno
Mundo,” their last single, and “I Am A Child”
and “Questions,” both worthy of single re-
lease, and “The Hour Of Not Quite Rain,”
worth a window display.

A MAN WITHOUT LOVE—Engelbert Hum-
perdinck—Parrott PAS 71022
Songster Engelbert Humperdinck has en-
joyed consistent chart success with his singles
and LP’s, and this set promises to be heavily
charted as well. The title tune, a recent Top
100 entry for the artist, “A Man And A Wom-
an,” “Up, Up And Away,” and “By The Time
I Get To Phoenix” are among the selections to
which the chanter gives vital, rich read-
ings. Watch this one go.

AERIAL BALLET—Nilsson—RCA LPM/ LP3—3956
Beatle John Lennon’s endorsement of
Nilsson has helped boost the talented young
singer from the realms of the underground to
the fields of the best-selling album charts. This second effort by Nilsson finds the artist
interpreting 12 numbers, 11 of them self-
compositions. The 12th, a Fred Neil song,
“Everybody’s Talkin’,” currently stirring
up noise as a single. Other noteworthy tunes
include “Mr. Richland’s Favorite Songs” and
“Together.” Cover art should help rack sales.

FOR LOVE OF IVY—Original Soundtrack
ABC ABCS-0C-7
A lot of talent went into the making of
this soundtrack LP from the film “For
Love Of Ivy,” starring Sidney Poitier and Abbey
Lincoln. Quincy Jones has composed some
tightly swinging, jazzy music which he also
conducts. B. B. King sings two blues tunes in
fine style and plays a guitar solo. Cash-
man, Pastill & West vocalize on two songs
to which they wrote the lyrics. Shirley Horn
sings the end title, a smooth, smoky man-
er. Here’s a set which stands on its own most
impressively.

CURTAIN TIME—Jack Jones—Kapp KS
3566
Chapman Jack Jones, now recording for
Kapp, Victor, has produced an LP in a
performance of top Broadway show tunes.
Jones lends his warm, romantic voice to
such showstoppers as “People Will Say We’re
In Love,” “I Love Paris,” “It Never Entered My
Mind,” and “Love Is All I Do.” The artist’s fans
should greet this offering with enthusiasm.

LA LA LA (HE GIVES ME LOVE)—Ray-
mond LeFevre—Four Corners FCS 4250
Leaving aside the recent Eurovision win-
er, “La La La” (also a recent single entry
from LeFevre), the popular French instru-
mentalists turns in a winning performance
which should see strong sales. Among the
11 tunes on the album are such recent hits
as “The Last Waltz,” “Talk Is Liber,” “I’m Coming
Home,” “The World We Knew,” and “San
Francisco” (He Sure To Wear Some Flowers
In Your Hair). Also included in the English
international hit, “Days Of Pearly Spencer.”
Expect good reaction.

THE THOMAS CROWN AFFAIR—Original
Motion Picture Score—United Artists UAL
4182/UAS 5152
Michel Legrand, one of the top composers
of film music, has written and conducted the
music for the Mirisch Corporation motion pic-
ture, “The Thomas Crown Affair.” The film
stars Steve McQueen and Faye Dunaway, and
concerns a robbery undertaken by a man who
already has everything. “Theme From The
Thomas Crown Affair (The Windmills
Of Your Mind)” is sung by Noel Harrison, and
Legrand sings “His Eyes, Her Eyes.” The
score is stylish and effervescent, and this set
should do quite well.

WHAT THE WORLD NEEDS NOW IS
LOVE—Staple Singers—Epic BN 26373
The Staple Singers, a family of gospel
singers, render an LP of tunes filled with
dynamism and spiritual fervor. In addition
to the title song, the group offers “Place In
The Sun,” “Crying In The Chapel,” Bob
Dylan’s “A Hard Rain’s A-Gonna Fall,” and
seven others. The soaring harmonies on this
album make for a rich listening experience,
and this disk should strike a responsive chord
with an appreciative audience.

TAKE ME BACK TO LANE COUNTRY—
Frankie Laine—ABC ABCS-657
Frankie Laine should please his numerous
fans with his latest album. Operating at the
top of his form on each selection, the vet
songster lends his talents to 12 powerhouse
selections, among them “Take Me Back,”
“The Wayward Wind,” “Oh The Time I Get To
Phoenix,” and “Little Green Love.” Could be
a healthy amount of sales action in store for
this set. Keep tabs on it.

MAURICE CHEVALIER AT 86—Epic FXS
15117
Still going strong, the internationally-
famed French entertainer is showcased on a
powerful entry from Epic, featuring his mul-
tilingual talents. One side finds Chevalier
crooning in French, on such songs as “If
That’s Papa’s Music,” “If I Were Santa
Clara,” and “Good Year.” Side two features a
French-English medley of six recent inter-
national hits, among which are “A Man And
A Woman” and “What Now My Love,” and
several selections in English. Should do well.

CHARLES AZNAVOUR CANTA EN ES-
PANOL, VOLUMEN 2—Monument SLP
1038
French chanter Charles Aznavour’s first
album in the Spanish language created a
strong stir, and this set should also find
appeal with Spanish and English speaking
Aznavour fans, of which there are many. An
extra sale pitch on this album is the pres-
cence of Paul “Love Is Blue” Mauriat in the
role of arranger and conductor. As usual, A-
znavour handles his material with a style that
effectively breaks down any language barriers.
"The Shock of Recognition"

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

"CREEDENCE CLEARWATER REVIVAL" FANTASY 8382

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

"MINGUS AT MONTEREY" JWS 1 & 2

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

FANTASY/GALAXY RECORDS 1281 30th St., Oakland, Calif. 94608
THE LOOK OF LOVE—Stanley Turrentine—Blue Note 814286

Using a string background for the first time, tenor sax man Stanley Turrentine, together with a strong group, tackles 10 strong tunes, including three of the most recorded songs in recent months, “This Guy’s In Love With You,” “Hark! The Herald Angels Sing,” and the title tune. Along with the Beatles’ “Here There And Everywhere,” other good numbers include “Blues For Cinen” and “Emily.” Always a good jazz seller, Turrentine could crack the pop market with this set.

PRESENT TENSE—Sagittarius—Columbia CS 9316

Sagittarius could establish a sizable reputation with this album. The group comes across with a highly inventive instrumental sound, particularly on such tracks as “My World Fell Down,” “The Indian In Me,” “I’m Not Listening Here,” and “The Truth Is Not Real.” With the proper exposure, “Present Tense” might well become a chart item. Give it a careful listen.

THE WIND IN THE WILLOWS—Capital SKAO 2956

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

UNDEAD—Ten Years After—Deram DES 1061

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

SHOCK TREATMENT—Don Ellis—Columbia CS 9668

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

I CAN REMEMBER EVERYTHING—Jennifer—Parrot PAS 7120

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

FLAMENCO!—Various Artists—Command RS 931 SD

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

TOOTS—Toots Thielemans—Command RS 950 SD

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

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

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

WEST—Episcopic 2638

Not quite rock, not quite folk, almost close to good music, West could pick up play on a variety of formats and appeal to buyers of all tastes and ages. Group, which varies in size from four to six members, handles material from Dylan (“Just Like Tom Thumb’s Blues”) and “Baby You Been On My Mind”), Fred Neil, “Rainy Day,” and “Everybody’s Talking”). A promising band, with their unique blend of folk, country, and rock sounds, will be worth watching in the future.

SCHOECK: NOTTURNO/BARBER: DOVER BEACH—Fischer—Dieskau/Julliard Quartet—Columbia KS 213

Baritone Dietrich Fischer-Dieskau and the Julliard String Quartet perform two striking modern works on this album: “Notturino,” a five movement song cycle by the Swiss composer Olbrich Schoeck (1885-1957), and “Dover Beach,” by American composer Samuel Barber (born 1910). “Notturino,” composed during the years 1913-1915, is a serious, melancholy work. Barber’s setting, written in 1931, of Matthew Arnold’s famous poem, is sensitive and lyrical. Excellent album.
CLASSICAL GAS—might be Mozart’s comment on the sales success of his second movement of the Concerto No. 21 in C Major, K. 467, now better known as the theme from Sweden’s “Elvira Madigan.” Commemorating the sales success achieved for the concerto through DHG’s recording featuring pianist Geza Anda, Deutsche Grammophon’s national sales manager Sid Love presented plaques to Harry Low, head of Stanley-Lewis Distributors (DHG’s distributor in the NYC area), and Morrie Price, DHG’s recently appointed sales manager for export, and for radio, relations, operating out of Los Angeles.

March Joins MGM As Controller

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

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

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

KHJ’s Tripp Dead at 39

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

Tripp, born in Oak Lynn, N.J., began his radio career in Atlantic City under the name of Bobby Mitchell and quickly moved to prominence with WPEN and WIRG in Philadelphia. Prior to joining the KHJ staff a year and a half ago, Tripp was a top personality at KYS-San Francisco. While in the Bay Area, Tripp became a top market personality and became a top market personality. He is survived by his wife, Joyce, and five children. Funeral services were held in Cherry Hill, N.J., the present home of his parents.

The death of KHJ’s Tripp has been a great shock to everyone that, in lieu of flowers, contributions be made in the name of Bobby Tripp to the U.C.L.A. School of Medicine, Blood Research Fund.

Nathaniel March

CRDC Ups 2 Admen

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

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

CHANCING & BAILEY In 2-Woman TV’er

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

Miss Channing’s other special will star Carol Burnett and Danny Thomas. The two specials, to be taped later this year for telecast in 1969, will be produced and written by Saul Ison and Ernest Chambers and directed by Clark Jones. Ison and Chambers, who produce and direct the popular “Smothers Brothers Comedy Hour,” were recently signed by ABC to create new series projects for the network to produce a number of network specials.

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

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

STANDING ON THE OUTSIDE of the thick sold-out crowd at the watch Brenda Jo Harris sign her exclusive recording contract with Roulette Records. Putting a rush on her first release, Roulette has prepared a single, “Standing on the Outside” to be sent into distribution by the end of the week. At the ceremony with Miss Benson are (from left): Marge Monahan or Siron Productions; Morris Levy, Roulette president; Siron’s Susan Leonard; “Red” Schwartz, national sales manager for the label; Johnny Harris, Brenda Jo’s father and manager; and Ronny Savoy, who first heard the songstress at a church in Newark and has produced her first recording through Siron.

DGG Enters Autumn With 7 Albums

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

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

Mager Joins Viewlex As Pressing Director

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

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

Mager will be working directly with Sandy Warrell, president of Allentown Records and a member of the executive group of Viewlex. Together they will be servicing and soliciting custom pressing accounts. “They key to my new position,” Mager stated, “lies in combining the need for a close relationship between production and customer service, thus affording the account much tighter control and efficiency. Mager will be operating out of the firm’s New York office at 330 West 58th St.

RCA Raises ‘Bridge’

NEW YORK—“London Bridge Is Falling Down,” an updated version of the old children’s favorite which now deals with the sale and shipment of the historic landmark to the McCall-loch Oil Corp. in Arizona, is the new rhythm pop together by RCA. Label is rush-releasing the track, penned by the group’s manager.

AFA Opens in Chicago, Adds Three New Execs

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

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

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

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

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

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

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

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

John Kurland Assoc. Names Friedman VP

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

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

Audio Devices Ups Saccacio

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

With the firm since 1961, Saccacio served in the production department before entering the marketing division as product manager for sound tape only. He joined that firm in 1965 after graduation from the University of Arizona. Friedman, in collaboration with the Nazz, produced both sides of that group’s new single on SGC Records, “Open My Eyes” and “Hello It’s Me.” While in college he managed a rock group called the Magic Mushroom which recorded for Warner Bros.

Talent On Stage

ALIZA KASHÍ

Backstage Beaus

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

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

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BESTWAY feels that a promise is something special and has to be kept. Maybe that’s what accounts for our reputation.
BESTWAY DELIVERIES WHAT YOU WANT ... WHEN YOU WANT IT (if not sooner).

Specializing in: CUSTOM PRESSING ... FROM PLATE TO COMPLETED PRODUCT ... LABELS ... WAREHOUSING ... DROP SHIPPING ...
Basic Album Inventory

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

A & M

<table>
<thead>
<tr>
<th>Album Title</th>
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<tr>
<td>Herb Alpert &amp; T.J. Brass: The Lonely Bull</td>
<td>LP101/SP4101</td>
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<tr>
<td>South Of The Border</td>
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<td>Whipped Cream &amp; Other Delights</td>
<td>LP103/SP4103</td>
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<td>What Now My Love</td>
<td>LP105/SP4105</td>
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<td>LP107/SP4107</td>
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<tr>
<td>Beat Of The Brass</td>
<td>LP108/SP4108</td>
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Joel Weisscher & Baja Marimba Band: Baja Marimba Band | LP109/SP4109 |
| Baja Marimba Band Rides Again | LP110/SP4110 |
| For Animals Only | LP111/SP4111 |
| Watch Out | LP112/SP4112 |
| Heads Up! | LP113/SP4113 |

Fowl Play | LP114/SP4114 |

Do You Know The Way To San Jose? | LP115/SP4115 |

Sergio Mendes & Brasil '66: Sergio Mendes & Brasil '66 | LP116/SP4116 |
| Equinox | LP117/SP4117 |
| Look Around | LP118/SP4118 |

Claudine Longet: Claudine | LP119/SP4119 |
| The Look Of Love | LP120/SP4120 |
| Love In Blue | LP121/SP4121 |

Chris Montez: The More I See You | LP122/SP4122 |
| Time After Time | LP123/SP4123 |
| Feelin' Around | LP124/SP4124 |

The Sandpipers: Quaintamerica | LP125/SP4125 |
| The Sandpipers | LP126/SP4126 |
| Misty Roses | LP127/SP4127 |
| Softly | LP128/SP4128 |

We Five: You Were On My Mind | LP129/SP4129 |
| Make Someone Happy | LP130/SP4130 |
| Test Patterns | LP131/SP4131 |

Jimmie Rodgers: Child Of Clay | LP132/SP4132 |

Phil Ochs: Pleasures Of The Harbor | LP133/SP4133 |
| Tape From California | LP134/SP4134 |

Lucille Starr & Bob Wills: Canadian sweetheart | LP135/SP4135 |
| The French Song | LP136/SP4136 |
| I Wonder What She's Doing Tonight | LP137/SP4137 |

Jimmy Rogers: Child Of Clay | LP138/SP4138 |

Wes Montgomery: Minnesota | LP139/SP4139 |
| Arkansas | LP140/SP4140 |

Liza Minnelli: Liza Minnelli | LP141/SP4141 |

Pete Kelly: Pet Kelly Presents Pete Kelly | LP142/SP4142 |

Merchants Of Dream: Pete Pettigrew | LP143/SP4143 |
| Pete Pettigrew | LP144/SP4144 |

Tina & Johnny: Whatever Happened To Joey Ramone | LP145/SP4145 |
| While You Are Young | LP146/SP4146 |

Antonio Carlos: The Glory Of Love | LP147/SP4147 |
| The Sea | LP148/SP4148 |

Herbie Mann: Israel | LP149/SP4149 |
| Trust In Me | LP150/SP4150 |

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Cash Box—August 3, 1968
Red Sovine recently underwent major eye surgery at Vanderbilt Hospital in Nashville, and he is making rapid progress toward recovery. Red wishes to thank all of his friends and fans, who have flooded his room with cards, flowers and gifts of well-wishing. Red plans to return to his regular road schedule within the next few weeks. Other news along the same front would include the word that his country-music long-time veterans, Hank Williams, has suffered a heart attack and is currently hospitalized in Beaumont, Texas. At the same time, younger-air personality Eddie Rabbie has struck with a cerebral hemorrhage and is in extremely critical condition in a Nashville hospital.

On a brighter note, Nashville indie promotion man Bob Holliday informs Cash Box that he has released, on July 10, the single from the couple's first, a daughter named Jean. The newest song arrived at Music City's St. Thomas Hospital on July 10, topping the scales at a healthy 8,000, (one of which was feet, according to Bob).

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

Tie Allen Enterprises has been contracted to produce a rodeo for the Miles City, Montana, which was held Aug. 8 at Wrigley Field in Los Angeles. In addition to Rex and his Men of the West, a number of top cowboys have agreed to participate. Freedy Harrison has recently signed to EP, "Keep On Burning." For "A Fool," just completed a series of recording sessions in Nashville under the direction of Red Hobley, who cut both a single and an album with Fred. Freedy is planning to release a single.

Rex Allen was in town for the opening of the 1972 National Finals Rodeo at the Convention Center and the Indian Arts Fair. Rex also made a personal appearance for ABC-TV’s "Operation Entertainment." The Tiger will be featured on a package that includes Jimmy Dean and comic Richard Pryor, among others. From those Buckaroos to the Back-aroos hit the East Coast for a short tour, followed by a return to California for the State Fair and Miner County Fair in South Dakota. In addition, Rex is scheduled to return to "The End Of The Street" and "Tell It Like It Is." Rex also made a debut on the Opus TV show when she and Archie taped a spot for that package. Buck Owens and manager Jack Fiddlen took off recently for Ft. Leonard Wood, Mo., where they took part in the taping of a segment for ABC-TV’s "Operation Entertainment." The Tiger will be featured on a package that includes Jimmy Dean and comic Richard Pryor, among others.
Wide Variety

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

Ronnie Martin Signs Artist/Writer Deals

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

Little Darlin’ Adds Two New Distributors

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

Cedarwood Facts Self

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

WHAT PRICE GLORY—Top Columbia Records country and western artist Ray Price recently made a heavy promotional tour throughout California to tout his latest Columbia album, “Take Me Just As I Am,” and single, “I’ve Been There Before,” both currently riding the Cash Box country charts. Shown above at a recent party in Price’s honor held at Chasens in Beverly Hills is Price, flanked by KFOX air personalities Jim Harrison (l.) and Dick Schofield.

to the fore for talks on sales, promotion, booking, publicity, recording and publishing. The seminar will be aimed at the record firm involved in these fields, with registration taking place at the CMA booth in the main entrance of Music City Center.

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

Glen Campbell Show Breaks Fair Mark

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

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

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

Cash Box—August 3, 1968
CONWAY TWITTY (Decca 32361)
Next In Line (2:50) [Tee BMi-Kemp, Wayne]
Growing stronger with each release, Conway Twitty aims straight for the top with "Next In Line." The powerful effect of this mid-paced blues piece should hold a monster-sized chart piece for Conway. Flip: "I'm Checking Out" (2:08) [Twitty BMi-Jacoby]

DEL REEVES (United Artists 50332)
Looking At The World Through A Windshield (2:23) [Paksey BMi-Chestnut, Hoyt]
A brand new release called "Looking At The World Through A Windshield" looks like a good bet to pile up another batch of chart points for Del Reeves. Sack, helping out with the title of the disc, is a good style in the hard-moving stand. Flip: "If I Lived Here I'd Be Home Now" (2:35) [Stallion BMi-Anderson]

WYNN STEWART (Capitol 2240)
In Love With You (2:30) [Freyway BMi-George]
An unusual piece from Wynne Stewart here. "In Love" has one of those appealing sounds that grows stronger with every play and also has the potential of big twin-market action. May be a real Wynne. Flip: "My Own Little World" (2:35) Blue Book [BMi-Morris]

WANDA JACKSON (Capitol 2245)
Little Boy Soldier (2:38) [Free Way BMi-Putnam]
A strong piece of Curly Putnam material gets a fine treatment in the hands of Wanda Jackson. Between the performance and the material on this emotion-packed ballad, the deck could be a runaway and one of the biggest things in a long while for Wanda. Flip: "I Talk A Pretty Story" (2:34) [Party-Time BMi-Devaney]

TOMPALL & GLASER BROS. (MGM 13954)
One Of These Days (2:05) [Jack BMi-Matthews]
One of those prettiest things ever to come out of a Glaser Brothers session, "One Of These Days" is already stirring up a good deal of excitement among jocks. The haunting sound of this strong ballad is difficult to ignore. Flip: "Where Has All The Love Gone?" (2:57) [Glaser BMi-Glaser]

BILLY GRAMMER (Mercury 72836)
The Ballad Of John Dillinger (2:30) [Newkeys BMi-Hall]
The current popularity of such colorful Bad Guys as Bonnie and Clyde promises to be even bigger for Grammer to highlight another famed outlaw in "The Ballad Of John Dillinger." Tune could bring Grammer back into his former chart stature in short order. Flip: "Do You Still Believe" (2:10) [Newkeys BMi-Baham]

TOM T. HALL (Mercury 72835)
Ain't Got The Time (2:14) [Newkeys BMi-Hall]
After several close shots at breaking out, Tom T. Hall stands a good chance to cover a lot of ground with "Ain't Got The Time." Loping sound and a good lyric highlight the deck, which could become a favorite with spinners. Flip: "Hope" (2:41) [Newkeys BMi-Hall]

JIM GLASER (RCA Victor 9587)
Sold Help You Woman (3:01) Glaser BMi-Glaser]
In his brand new Victor disk affiliation, Jim Glaser may find himself the subject of some strong action via "God Help You Woman." Pretty of sound and a good lyric, the deck makes for good programming material. Flip: "She Was Too Good To Me" (3:22) [Harms ASCAP-Rodgers, Hart]

GARRELL MCALL (Wayside 1021)
Wall Of Pictures (2:10) [Back Bay BMi-McCall, Johnson]
Darell Mccall stirred up a lot of noise with "I Want To Live With You Again" and should go even farther with "Wall Of Pictures." Excellent vocal work from Mccall marks him as an artist worth watching...and listening to. Flip: "I'd Die To See You Smile" (2:46) [Back Bay BMi-McCall]

Best Bets

FLOYD TILLMAN (Musicor 1316)
Pour Me A Heartache (2:14) [Glad BMi-Kliewer] Veteran Floyd Tillman comes with a swinging blueser in a Western vein that could find itself the subject of many spins. Catchy sound on this one. Flip: "Because You're Gone" (2:45) [Glad BMi-Tillman]

JIM MUNDY (Hickory 1506)
Ease Of Mind (2:20) [Millen ASCAP-White] A pleasant, engaging sound from Jim Mundy makes a good vehicle for this pleasant sounding song to a wide range of fans. Decent airplay could result in healthy sales. Flip: "Working Man" (1:32) [Millen ASCAP-White]

KAREN WHEELER (Roone 1974)
I'll Rely On Big Wind Blow Before (2:25) [Pamper BMi-Bennington] There's a lot of appeal in this Karen Wheeler deck. The sarrecum-filled gal- lopper stands a good chance to make big noise. Flip: "The Best Of Two Worlds" (2:39) [Pamper BMi-Cochran, Williams]

LEROY VAN DYKE (Kapp 923)
You May Be Too Much For Memphis (2:53) [E. H. Morris, ASCAP-Hampton] Sharp and snazzy, this LeRoy Van Dyke stand may see a good deal of twin-market action. May restore the songster to former chart stature. Flip: "Road Of Love" (2:34) [Handbell BMi-Cowell]

MIKE CLARK (Smash 2107)
A Phone Call From A Friend (2:44) [Ridge BMi-Cramer, Tannen] A very attractive, folk-country stanza from Mike Clark. Performance and material make it a good programming and listening selection. Flip: "I Have Lost My Love" (2:25) [Ridge BM-Richards]

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

SOMETHING SPECIAL—Mel Tillis—Kapp KS 3574
The latest addition to the Mel Tillis catalog makes for a welcome piece of workmanship from a very capable songster. Titled after his current chart single, "Something Special," the package features mostly newer material, including many self-penned numbers that may make attractive programming pieces. Among the highlights are "Old Faithful," "Lonely Girl" and "Son Of A Gun." Fine fare.

LONESOME IS—LeRoy Van Dyke: Kapp KS 3571
LeRoy Van Dyke's first LP release for the Kapp label compiles a well-chosen assortment of Material aimed at loneliness and homesickness, with special emphasis on "The Long Drive Home" and "One More Minute Of Loneliness," as well as the title track. Performance by the songster and production work is apt to gain the undivided attention of listeners in both pop and country markets.

I AIN'T THE WORRYIN' KIND—Billy Edd Wheeler: Kapp KS 3566
Definitely one of the more underrated talents on the contemporary musical scene, Billy Edd Wheeler opens up with a tasty selection of material in this Kapp set, on which he shares writers credits only with Alex Harvey. Performance-wise the session should be appreciated by a good many, especially on such tracks as "Confessions Of A Lonely Man" and "Ducks On The Water," as well as Wheeler's latest single offering, "I Ain't The Worryin' Kind."

BILL MONROE'S GREATEST HITS—Deca DL 5900/7910
Some of the best in bluegrass music is incorporated into these hits from the hit-strewn career of Bill Monroe. The set, which should appeal not only to country music fans, but also to folk and ethnic buffs, features the cream of the Monroe crop, including "Molly And Tenbrooks" and "Y'All Come," among the selections. This one is a must for the collector's library.

OFF THE TOP OF THE COMPTON BROTHERS—Dot 28967
The Compton Brothers have been steadily approaching the breakthrough point, a journey which should be aided a good deal by this LP release. Lively workouts and excellent harmonies are offered by the threesome, who may add as many members to their growing following as a result. Good work from the boys throughout the package, with special mentions for "Money" and "The Long Arm Of Love."

DREAM ON—Floyd Tillman: Musicor 3130
Longtime veteran Floyd Tillman comes up with another top notch album as his latest Musicor venture. The well-known singer-composer displays a good deal of both these talents in this set, which comprises more than a half dozen Tillman pennings among the grooves. Highlight tracks in this package include "The Green Hills Of Earth," "Fightin' And Kissing" and "A Memory's A Handful Thing To Have."
It is worthy of note that the music cassette market recently has been getting very active. In view that the tape-recorder makers are launching the cassette tape car and the music cassette (who have been dealing only with cartridge tapes,) have just started the release of music cassette. A Pony Cassette, containing the 1st list of the 15th of the 20 cent cassette, 12 lists costs Yen 2,000(55.50). It is reported that Nippon Gramophon is launching the EP cassette with 4 titles at the estimated price of more or less Yen 300. (Philips)

Another notable activity in this market is the tie-up sales promotion of tape recorder makers and pre-recorded tape makers, such as the tie-up of Apollon king and Nippon Hoaso. Nippon Hoaso Service provides the demo cassettes with Aiwa Co., Ltd. and Standard Radio Corp. for their cassette recorder sales. Actually the sales of music cassettes in June has increased almost twice as much during April-June.

RCA Victor is releasing the Grapefruit's second single "Elevator b/w Yes," and "Anch'io," version of his third album. RCA Victor will release another single, called "The Challenge" by Hallmark's "Pony Cassette". RCA Victor's "The Challenge" has been released just recently by World Group-Victor. The recording was made in Tokyo this May during his visit here. Hampton Jones has been very active in the domestic field, his latest single called "Lullaby of Birdland" and "The Poppy Field" was released by Hallmark. Our Jukebox "Our Partner" is getting ready for the release of its new single "Another Saturday Night b/w Tennessee Waltz" and a LP entitled "The RCA Victor R&B Album." (Philips)

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For three years Julie Driscoll, Brian Auger and The Trinity played dates in Britain, but it took a trip to Paris to bring them international recognition. In one week, three disks “Save Me”, “Tramp” and “Red Beans and Rice” hit the French charts simultaneously, which paved the way for their current success with “This Wheel’s On Fire”. Jools and Auger recorded for the Marmalade label distributed in the U.K. by Polydor Records. Atco is the group’s label in the U.S.
The Beatles' Apple label is set for its British launch on August 10th, and the first release will feature a single by the Beatles themselves, the George Harrison/John Lennon duet "If I Needed Someone," backed by Ringo Starr and George Martin and entitled "Thingumybob" by the Black Dyke Mills Band. The latter two were recorded by Paul McCartney. Apple plans a second label later this year, to specialize in various obscure music. Roy Kaas, who heads the music division of the Apple organization, is now supervising the publishing office as well. Although the band has moved to the management of George Martin, personal assistant to Bob Rebold at Apple until her resignation July 19th, has been named as Kaas's administrative assistant, and Apple A and R co-managers are Chris Blackwell (of Island) and Derek Taylor respectively. The entire Apple enterprise has taken over the Strotman, once the de-facto occupation of the late Jack Hall's organization.

Philips Records is holding sales conventions for the first time in London, Manchester and Birmingham this year. They will feature the group's full product, in separate presentations, including their own concert recordings. Artists, and will take place in London on September 9th at the Royal Lancaster Hotel, the Mayfair Banqueting Rooms, Birmingham on September 11th and the Palace Hotel, Manchester, on September 12th.

Liberty Records will launch its Sunset economy album line with a special promotion at the Philips sales meeting. The LPs will retail at 17½d each and the initial September release consists of twenty-five albums, featuring stars like Bobby Vee, Henry Mancini, Julie London, Jimmy Smith, Fat Domino, the Vee Jay, Slim Whitman and Felix Staikos. A further five Sun and Liberty albums are scheduled for October with artists like Sy Zel Perspective, the Johnson Mann Singers, the Carter Family, Woody Herman and Lee Mann, leukoflow, browser boxes and postcards are prepared as sales aids for the lines.

Alan Keen and Geoff Wilkins have left Liberty's subsidizing subsidiary, Melody Music here, and Keen opened Alan Keen Music August 1st for which Wilkins will work on exploitation and promotion. The new venture is associated with the Marquee group of companies headed by Harold Pendleton and will be located at 49-51 Middlesex Street, London, W.1, and will be headed by Brian Hewson and Chris Gunning as writers and is setting up sub-publishing deals with artists, labels including Liberty, Metrovich, and with Wilkins on the West Coast, New York to finalize one deal. The Metric operation is expected to be run in conjunction with United Artists Music under Roger Welsh when the UA-London division is effectuated, head of Liberty's British operation, left July 19 to return to his other business interests in the States.

Several Creed-Columbia will enter the British disc scene with its own SGC label following a deal with Atlantic which will issue the product here under its marketing and distribution agreement with Polydor: 20th Century Fox and EastWest are rumored to be considering launching a similar line and there too. Initial SGC acts will include Vamp, Naz, and the Will-O-Bees. Tim Rose may also found a Royal Rose label here as a sister operation to his Chicago based line the Shelly.
TWO WINNERS—Santos Lipesker, A&R man at Phonogram in Argentina, was recently accorded an enviable honor when he received APTA (Argentine Society Of TV And Radio Journalists) award in the “best musical direction” category. He is shown here (right) with another APTRA award winner, Argentine actor Hector Rojas, who was judged “best actor.” In addition to his A&R chores at Phonogram, Lipesker is also arranger and conductor of the orchestra of Channel 9 in Buenos Aires.

MGM Switches To Pye In England

LONDON—All MGM Records product is now with Granada-United (EMI) tributed in the United Kingdom by Pye Records, following a equation of MGM's connection with EMI.

MGM's British managing director Rex Goddard talked to Ege Carmeni, result of a meeting on July 18, between MGM Records president Mort Ni suất and EMI. The Managing director Ken East and EMI sales director John Fruit, MGM Records has decided to cease manufacture and distribution of its product in the UK through EMI Records. This takes immediate effect.

MGM reached agreement with Louis Benjamin, managing director of Pye Records, to manufacture, distribute and sell MGM and its associated lines Verve, Forecast, Music Factory, VSP and material from its other U.S. labels, Heritage and Venture, in this country. The distribution through Pye Records is effective from July 19. All administrative detail and changeover of stock will be completed by August 1. This is the first time that Pye Records has taken over a distribution deal for any company based here.

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

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

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

Sarnoff Honored In Florence; RCA Italiana Over 100 Million

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

RCA Italiana also chose last week to announce that the 15 year old company has gone over the one-hundred-million-records-produced mark, including 80 million singles and 30 million albums.

In the first three years of business, the firm only manufactured one million discs. From 1956-69, a period of intense development, the firm turned out 23 million platters. The actual development of the company, however, has taken place from 1962 up until today, with the firm maintaining a market share in Italy varying between 30 and 40% and producing 70 million units.

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

Major international artists contributing to the RCA Italiana success story were Arturo Toscannini (a major in September), Paul Anka, Neil Sedaka, Elvis Presley and Sandle Shaw, Top Italian artists are Ennio Morricone, Gianni Morandi, Eita Pavone, Nico Fiden- co, Dalida, the Rokies, Jimmy Fontana, Michele, Eduardo Vianello, Dino and Patty Pravo.

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

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

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

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

Youth Factor In So. African Music Co.

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

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

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

Monument Gets Own Logo In Turkey Via EMI Pact

HOLLYWOOD—Monument Records has just completed a licensing agreement with Istanbul whereby Monument will debut its own trademark there in September following negotiations with M. boron, managing director of the EMI company in Turkey, and Frank Chal- meiner, manager of the international popular repertoire department of EMI Records, Hayes (England). Monument’s vice-president and director of their international division, Bobby Goldwass, signed the agreement giving Monument a total of 40 different world-wide licensees and representa tion in distribution of 89 different foreign record markets.

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

KNOCKING ABOUT IN KNOCKE—The Knocke Song Contest brought the City of Knocke Award to a British team of Philips artists, and also some personal conquests such as Friday Brown’s Press Award, for in dividual team members. The team’s arrival in the Belgium resort was marked by a parade through the streets and along the boulevard with the St. Cecilia Woodwind and Brass Band from Sint-Niklaas, Holland, the Band played a special arrangement of Marty Wilde’s disc "Number One," lovely drum majorities from Roosevelt Holland were also on hand, Here, Legrand and his entourage have an after-parade get together with the girls. Left to right: Wayne Fontana, Friday Brown, Alan Davies, Brenda Marsh and Marty Wilde — pleasant chick company excepted!
Argentina

The EMi people are happy with the success of Herb Alpert and his recent single "This Guy's In Love With You," and they are currently preparing to bring another hit to the forefront of the charts. Alpert's new track, "Spanish Harlem," is receiving overwhelming support from the public. The song's catchy melody and Alpert's smooth saxophone playing have contributed to its popularity. The single is expected to reach the top of the charts soon.

In other news, the Latin music industry continues to thrive. The prominent Argentine band Los Gatos has released a new album, "Amor y Desamor," which has been well-received. The album features a mix of traditional and modern Latin music, with songs that showcase the band's versatility. Los Gatos' music has gained international recognition, with their latest album driving their popularity to new heights.

Australia's Best Sellers

This Week's Chart Toppers

1. Macarthur Park (Richard Harris—RCA) - 10,000 copies
2. Angel Of The Morning (Marrielle Rush-Silde—April) - 9,000 copies
3. The Orange And The Green (Irish-Rovers—Festival) - 8,000 copies
4. Lady Willpower (Union Gap—CBS) - 7,000 copies
5. I Can Help You (Bobbi Peters—Festival) - 6,000 copies
6. Mrs. Robinson (Simon & Garfunkel—CBS) - 5,000 copies
7. The Unicorn (Irish-Rovers—Festival) - 4,000 copies
8. Good Day, the Bad and Ugly (Hugo Montenegro—RCA) - 3,000 copies
9. Indian Lake (The Cowills—MG) - 2,000 copies
10. Nice Girl (The Beatles—Columbia) - 1,000 copies

Sello's Top Twelve LPs

This Week's Chart Toppers

1. Chico Burque, Vol. 3—Chico Burque of Holland/RGE (CBS) - 15,000 copies
2. O'Success E O Astro—Agnaldo Timóteo/Odeon - 14,000 copies
3. The Orange And The Green (Irish-Rovers—Festival) - 13,000 copies
4. 3 Bjalpin/Paulo Figueira (Polydor) - 12,000 copies
5. The Beatles—Columbia - 11,000 copies
6. 4 Bjalpin/Paulo Figueira (Polydor) - 10,000 copies
7. The Beatles—Columbia - 9,000 copies
8. 5 Bjalpin/Paulo Figueira (Polydor) - 8,000 copies
9. The Beatles—Columbia - 7,000 copies
10. 6 Bjalpin/Paulo Figueira (Polydor) - 6,000 copies
11. The Beatles—Columbia - 5,000 copies
12. The Beatles—Columbia - 4,000 copies

Germany's Best Sellers

This Week's Chart Toppers

1. "Schallplatte" (Courtesy—Sikorski) - 15,000 copies
2. "Daft punk" (Rainbow) - 14,000 copies
3. "I Can Help You" (Paula Peters—Festival) - 13,000 copies
4. "Nice Girl" (The Beatles—Columbia) - 12,000 copies
5. "I Can Help You" (Paula Peters—Festival) - 11,000 copies
6. "Nice Girl" (The Beatles—Columbia) - 10,000 copies
7. "I Can Help You" (Paula Peters—Festival) - 9,000 copies
8. "Nice Girl" (The Beatles—Columbia) - 8,000 copies
9. "I Can Help You" (Paula Peters—Festival) - 7,000 copies
10. "Nice Girl" (The Beatles—Columbia) - 6,000 copies
11. "I Can Help You" (Paula Peters—Festival) - 5,000 copies
12. "Nice Girl" (The Beatles—Columbia) - 4,000 copies
13. "I Can Help You" (Paula Peters—Festival) - 3,000 copies
14. "Nice Girl" (The Beatles—Columbia) - 2,000 copies
15. "I Can Help You" (Paula Peters—Festival) - 1,000 copies

Argentina's Top LPs

1. Le Neón (Odeon) - 10,000 copies
2. Le Angel (Odeon) - 9,000 copies
3. Los Gatos (Odeon) - 8,000 copies
4. Los Gatos Los Gatos (Odeon) - 7,000 copies
5. Los Gatos Los Gatos Los Gatos (Odeon) - 6,000 copies
6. Los Gatos Los Gatos Los Gatos Los Gatos (Odeon) - 5,000 copies
7. Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos (Odeon) - 4,000 copies
8. Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos (Odeon) - 3,000 copies
9. Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos (Odeon) - 2,000 copies
10. Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos Los Gatos (Odeon) - 1,000 copies

Sao Paulo's Top Twelve LPs

This Week's Chart Toppers

1. Chico Burque, Vol. 3—Chico Burque of Holland/RGE (CBS) - 15,000 copies
2. O'Success E O Astro—Agnaldo Timóteo/Odeon - 14,000 copies
3. The Orange And The Green (Irish-Rovers—Festival) - 13,000 copies
4. 3 Bjalpin/Paulo Figueira (Polydor) - 12,000 copies
5. The Beatles—Columbia - 11,000 copies
6. 5 Bjalpin/Paulo Figueira (Polydor) - 10,000 copies
7. The Beatles—Columbia - 9,000 copies
8. 6 Bjalpin/Paulo Figueira (Polydor) - 8,000 copies
9. The Beatles—Columbia - 7,000 copies
10. 7 Bjalpin/Paulo Figueira (Polydor) - 6,000 copies
11. The Beatles—Columbia - 5,000 copies
12. The Beatles—Columbia - 4,000 copies

Cash Box—August 3, 1968
"No summer season in the Gramophonehouse of Bovema," reports Mr. Kiki Kroes, "except for items such as the sales are extremely high. Big hits, the Small Faces with "Lucky Sunday" and Cliff Richards with "Congratulations" are coming to their end now, but strong follow-ups, the "Swansong" of the Small Faces and Cliff's "I Love You Forever Today" will enter the charts very soon.

The Dutch pop-group Sir Henry And His Butlers are very successful with their typical sound number "Camp" on the Columbia label. The record reached 1st place in the charts this week. Using this success Mr. Klinkhamr dedicates an album with "Camp." This release can be expected at the end of July.

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

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

Mr. Joop G. Visser reports a tremendous success for the Liberty album "This Is Rock & Roll" which features such big rock stars as Fats Domino, Eddie Cochran and Patsy Montana. LP has sparked great expectations for these albums because it is clear that Brazilian folklore music is growing more and more popular in Holland.

Irama is very enthusiastic about its acquisition of the German SABA label. This week the first albums have been released: among others "Trintezza On Guitar" and "Poeza On Guitar" by the famous Brazilian guitarist Baden Powell and the Brazil Folklore E Bossa N° 1. "Do Brasil" LP has inspired great expectations for these albums because it is clear that Brazilian folklore music is growing more and more popular in Holland.

Bosnian group The Netherlands "Holland's Keep A Record," the first album released in Holland of Carl Story, On the Nashville label, budget LP has appeared. The three new LP's appeared: The "Country Side Of Bonnie & Clyde" (with "Pony Mountain Break Down," the original movie theme by Lester Flatt & Earl Scruggs, a.o.), "Anytime" by Red Sovine and Johnny Bond, "Bule Sheets In The Wind.""}

Bosgel Music N.V. reports that they have been in the charts for 9 weeks with the title "Young Girl" by the Union Gap on CBS. This record reached the Dutch top 3 at the Dutch hit parade and both sheet music and the record are still selling well. "Zigeunerpuppe" of the German singer Alexandr ended 5th at the Songfestival in Karhap. Bosgel Music N.V. acquired the rights of Glenn Campbell's hit version of "The Dream of Everyday's Housewife.

Holland's Best Sellers

This Week
1 2 Camp (Sir Henry & the Butlers/Metronome) (Agagom/Heemstede)
2 1 Ich Bau' Dir Ein Schloss (Heintje/CNR) (Vivace-Basart/Amsterdam)
3 4 You Don't Know What You Mean To Me (Sam & Dave/Atlantic)
4 3 Young Girl (Union Gap/CBS) (Bosgel Music/Amsterdam)
5 5 Times Were When (The Cats/Imperial) (Connelly-Basart/Amsterdam)
6 9 Muffin Man (World Of Oz/Deruv) (Ed. Sparta-Postenberg/Amsterdam)
7 10 Hurdy Gurdy Man (Dovtsion/Pye) (Holland Music/Amsterdam)
8 6 Honey (Bobbi Goldberg/UA) (Braasart/Amsterdam)
9 8 Summertime Blues (Blue Cheer/Philips) (Braasart/Amsterdam)
10 11 Jumpin' Jack Flash (The Rolling Stones/Decca) (Essen-Basart/Amsterdam)

Centers of Attention

J Ace of Forms (Theo de la Barba) In Nippon for smooth on tour when the LP was delivered for sales of his "Golden Billy Vaughn" album.

Sao Paulo's Best Sellers

This Week
1 1 Love Is Blue/L'Amour Est Bleu/O Amor E Azul (Vitale) Paul Mauritz/Philips, Brazil/Philips/Seeke/Odeo; George Lopin/Continental; Cevly Campello/Odeo; Andre Poupp/Chantecler
2 3 *A Pobrez (Mundo Musical) Lena/CBS
3 2 Queim Sert' (Quero Terra) Agnaldo Timoteo/Odeo
4 4 A Chua Que Cal (n.p.) Os Capellas/RCA Victor
5 5 Honey/Querida (Ferrata) Bobby Goldberg/UA-Odeo; Moscyr Franco/Corpo; Roberto Barreiros/Chantecler
6 7 Viola Emilasara (n.p.) Marques Vale & Milton Nascimento/Odeo; Mafisa Rosti/Codi; Jair Rodrigues/Os Carosio/Ellia Borgia/Philips; Eliana Pittman/Mocambe; Bright/Continental
7 6 The Dock Of The Bay (n.p.) Otis Redding/Philips-CBD; Oe Bao/Odeo
8 9 San Francisco Nights (n.p.) Eric Burke & The Animals/ MGM-CBD
9 8 Quero Lhe Dizer Cantando (Vitale) Agranl Rayol/Copacabana
10 10 Summer Rain (RCA) Johnny Rivers/RCA Victor
11 12 Gimme Love (n.p.) Borgen Wood/Double Shot-Ferrata
12 13 BeTempo (Arequim) Chico Buarque de Holland/REG
13 11 Homberg (Ferrata) The Beat Kings/Rozennblit; The Mustangs/ RCA Victor
14 9 Sa Marina (n.p.) Wilson Simoal/Coral
15 15 Valley Of The Dolls (n.p) Dionne Warwick/Septer-Rosenthal
16 14 Mrs. Robinson (n.p) Simon & Garfunkel/CBS
17 16 Mighty Quinn (n.p) Manfred Mann/Philips-CBD
18 15 Aranjuez Mon Amour (n.p) Lafayette/CBS; Richard Anthony/Path-Marcoul-Odeo
19 14 Demp Os Olhos Longe Do Coracao (Ferrata) Dory Edson/RGL
20 17 The Rain The Park & Other Things (n.p) The Cowtills/MGM-CBD

Denmark's Best Sellers

This Week
1 1 *Lille sommerfugl (Bjorn Tidmann/Odeo) Wilhelm Hanssen, Music-Forlag, Denmark
2 2 *Lille sommerfugl (Malihini Quintet/RCA Victor) Wilhelm Hanssen, Music-Forlag, Denmark
3 4 Young Girl (Union Gap-Gary Puckett/CBS Sweden Music AB, Sweden
4 7 3 River Deep, Mountain High (Anissette-Dandy Singers/Electric Polo/dy)
5 9 2 Baby Come Back (Equals/President) Kassner Musik AB, Sweden
6 5 5 Lazy Sunday (Small Faces/Imperial) No publisher
7 3 6 Jumpin' Jack Flash (Rolling Stones/Decca) Musikforlaget Essex AB, Sweden
8 1 8 Things (Nancy Sinatra-Dean Martin/Reprisa) Belinda (Scandinavia) AB, Sweden
9 6 16 What A Wonderful World (Louis Armstrong/HMV) Chappel Nordiska AB, Sweden
10 2 12 Vl skal Gihand i hand (Dunja, Du) (Keld Heik/HMV) Hans Busch Musikforlag, Sweden

Norway's Best Sellers

This Week
1 11 5 Vl ska Gi hand i hand (Dunja, Du) (Gunnel Wiklund/ Norsk AB) Arne Bendiksen A/S, Norway
2 1 5 Young Girl (Union Gap-Gary Puckett/CBS Sweden Music AB, Sweden
3 1 3 Honey (Vicky Bobbi Goldberg/United Artists) Sweden Music AB, Sweden
4 2 6 A Man Without Love (Engelbert Humperdinck/Decca) Arne Bendiksen A/S, Norway
5 15 5 Congratulations (Cliff Richard/Columbia) Arne Bendiksen A/S, Norway
6 4 6 Jumpin' Jack Flash (Rolling Stones/Decca) Musikforlaget Essex AB, Sweden
7 1 1 Baby Come Back (Equals/President) Kassner Musik AB, Sweden
8 14 Det blir forver kirkelse, hane mej (Glaes-Goran Gruss/Hollanda/RGE) Thore Ehrling Musik AB, Sweden
9 1 1 Son Of Hickory Holler's Tramp (O. C. Smith/CBS)
10 1 9 Things (Nancy Sinatra-Dean Martin/Reprisa) Belinda (Scandinavia) AB, Sweden

Sweden's Best Sellers

This Week
1 1 5 Things (Nancy Sinatra-Dean Martin/Reprisa) Belinda (Scandinavia) AB, Sweden
2 3 5 Honey (Bobby Goldberg/United Artists) Sweden Music AB, Sweden
3 1 2 Sommar den t hinde (Quando m'innamoro) (Anna-Lena Lekoff/Mercury/Thom Ehring Musik AB, Sweden
4 6 2 Vilken hirlig dag (La Felicidad) (Eva Roos/Epic) Sonet Music AB, Sweden
5 7 7 What A Wonderful World (Louis Armstrong/HMV) Chappel Nordiska AB, Sweden
6 1 16 Only Sixteen (Supremes/Tamla Motown
7 4 7 Young Girl (Union Gap-Gary Puckett/CBS Sweden Music AB, Sweden
8 1 1 Delilah (Tom Jones/Decca)
9 5 6 *Manoleti (Lill-Babs/Karlss) No publisher
10 2 9 Somewhere In The Country (Gene Pitney/CBS) * Local copyright.
EDITORIAL: A Blessing in Disguise

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

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

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

Make a checklist of your route headquarters. How does the shop look? Could it use a paint job . . . something to cover the floor? How about paneling your office walls. Good looking surroundings invariably help to create a better frame of mind for the operator and his employees which can translate itself into a more efficient and profitable operation in the long run.

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

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

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

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

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

**Feature** — Question-Answer Coding System of C.Q.

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

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

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

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

Cash Box—August 3, 1968
CASH BOX—August 3, 1968

**Valley Strike Settled July 9**

Valley Strike is the subject of this report. The strike was settled on July 9th, and the details are provided in the article.

**Full Report on Coil Meet**

A report on the full coil meet is featured. Details about the meet, participants, and outcomes are discussed.

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

Nutting Ltd. showcased a new I.Q. machine at the Bowling Show. The introduction of this machine is highlighted in the text.

**Nutting Industries, Ltd., also uses a new approach to the machine market,** according to an industry source. The new approach involves direct sales to bowling centers, a move that could disrupt the traditional distribution channels. The source said, "We do more than just sell machines to the operators; we help them choose the right equipment for their location." The new approach is seen as a threat to established suppliers who rely on the distribution network of bowling centers. The source added, "We feel that, considering all of the factors, this new breed of light educational equipment the operator can be more price competitive, more durable, and more flexible than the traditional approach."

**Earl Feddick**

**Bay City, Mich. — Earl Feddick, president of the Valley Manufacturing & Sales Co., has announced that the company has sold a new model which was brought to an amicable conclusion on Friday, July 9th and that production has already started on one of the models.** The new model, the M. O. A., is a high-speed cigarette machine designed to meet the needs of the tobacco industry. The M. O. A. is a machine that is used to manufacture cigarettes and other tobacco products. The machine is designed to be fast and efficient, and it can produce a high volume of cigarettes in a short amount of time. The machine is also designed to be easy to use and maintain, making it an attractive option for tobacco manufacturers.

**Cigs Still Tops in Tobacco Biz**

For the foreseeable future at least, primary emphasis must continue to be placed on the cigarette phase of the Tobacco Industry, but over the longer term, careful analysis of diversification projects led to new conclusions about the need to adjust to a changing market. The current situation is imperative, according to the latest issue of Perspective, a monthly publication of the Calvin Bullock, Ltd., management investment department.

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

The cigarette manufacturers have in the last few years embarked on a program of diversification into such non-tobacco areas, says the study. Currently, the tobacco industry is using approximately 10%-25% of its sales to the leading cigarette companies, including such products as liquors and wines, foods, razors and blades, chewing gum and pet foods. In a speculative note, it is obvious that from an investment standpoint, the Tobacco Industry should be regarded as a cigarette business—has a full quota of adverse factors. These negatives are largely of a psychological or qualitative nature.

On the positive side, there are a number of equity factors which also merit careful consideration. Regardless of its controversial aspects, the cigarette industry is a durable one and another is an indispensable ingredient in the American way of life. Even the Tobacco Industry continues to play a very important role in the minds of the public. Although the growth rate of cigarette consumption has slowed down in the last few years, the smoking population of the country is probably still around 00 million, or about the same number as at the time the Surgeon General's Report was issued in 1964.

Time would not allow completion of the agenda. The most important subject under discussion—its committee has since been appointed by the committee—has kept the meeting going. There are scheduled for the next meeting, Sept. 22, Town House in Omaha,

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**Full Report on Coin Meet**

The full report on the coin meet is detailed. It covers the meeting's participants, their rankings, and the outcomes of the event.

**Premium Equipment (Distributors) Limited**

Phonographic Equipment, North Block, 110 Commercial St., South Boston, Mass., 02127

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**Runyon Statel Class**

Springfield, N.J. — Lou DiPalma's of Rowe International, Inc., will competitive an inter-American cold drink vending line (Models L-1040-A and L-1040-B) Tuesday, August 6th, at the Runyon show house in Springfield, Classic begins promptly at 7:00 P.M.

---

**Active's THE CHOICE FOR THE LOWEST PRICES and Best Equipment**

Always Exquisite, Guenther, Rock-Ola, Fisher and Chi and L-1040-A and L-1040-B Tuesday, August 6th, at the Runyon show house in Springfield, Classic begins promptly at 7:00 P.M.

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**Poker Machine Sales—**

<table>
<thead>
<tr>
<th>Dayly Slot</th>
<th>(Slightly Used)</th>
<th>$400</th>
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<tbody>
<tr>
<td>Sega Diamond Stars</td>
<td>(New)</td>
<td>$250</td>
</tr>
<tr>
<td>Sega Diamond Stars</td>
<td>(Used)</td>
<td>$200</td>
</tr>
<tr>
<td>Sega 777</td>
<td>(Used)</td>
<td>$140</td>
</tr>
</tbody>
</table>

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**ALL FOR CASH OR TOKEN PLAY**

Suitable for Scandinavian Countries

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**Poker Machine Sales—**

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<tr>
<td>Sega 777</td>
<td>(Used)</td>
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</tr>
</tbody>
</table>
NEW YORK—Fred Hyman, president of the American Corp., announced last week that a firm, Pocketdisc, Inc., had been formed to manufacture vending machines that will vend the firm’s 6315 single.

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

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

The vending machines will hold 100 copies of each selection and will vend at .40¢ per selection.

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

**BUY Bally FOR TOP EARNINGS IN EVERY TYPE OF LOCATION EVERYWHERE**

—and too big an inventory to list!

THAT’S THE KIND OF RED HOT VALUES YOU’LL FIND IN OUR NEW COMPLETE MACHINE LIST Send For It!  
★ PIN GAMES  ★ MUSIC MACHINES  ★ AMUSEMENT & ARCADE EQUIPMENT  
★ GUNS & PISTOLS ★ KIDDE RIDES  ★ BOWLING ALLEYS ▪ SHUFFLE ALLEYS  
★ VENDING MACHINES—ALL TYPES  ★ PHOTO MACHINES ▪ VOICEGRAPHS and specializing in coin-operated AUDIO-VISUAL EQUIPMENT  
★ MOST COMPLETE PARTS DEPT.  **EVERYTHING YOU NEED—Give Us A Try**  
★ WORLD’S LARGEST INVENTORY WRITE • WIRE • PHONE

Exclusive Rowe AMI Distributor
2449 N. Broad St. Philadelphia, Pa. 19123
Phone: 215-247-7200

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**CashBox Location Programming Guide**

**THIS WEEK’S TOP RECORD RELEASES FOR COIN PHONOGRAPHOS**

**Adult Locations**

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>APRIL AGAIN (2:50)</th>
<th>DEAN MARTIN</th>
</tr>
</thead>
<tbody>
<tr>
<td>That Old Time Feelin’ (2:43) Reprise 0761</td>
<td>YO SOY ESE AMOR (3:55)</td>
</tr>
<tr>
<td>SERGIO MENDES &amp; BRASIL ’66 So Many Stars A&amp;M 961</td>
<td>’SALT AND PEPPER’ (2:13)</td>
</tr>
<tr>
<td>JAMES &amp; BOBBY PURIFY Last Piece Of Love (2:21) Bell 735</td>
<td></td>
</tr>
</tbody>
</table>

**R&B**

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>KEEP THE ONE YOU GOT (2:38)</th>
<th>JOE TEX</th>
</tr>
</thead>
<tbody>
<tr>
<td>Go Home And Do It (3:16) Dial 4083</td>
<td>STRONG POTENTIAL</td>
</tr>
<tr>
<td>THE WEIGHT (2:58)</td>
<td>JACKIE DE SHANNON</td>
</tr>
<tr>
<td>Splendor In The Grass (2:24) Imperial 6613</td>
<td>PRIVATE NUMBER (2:40)</td>
</tr>
<tr>
<td>JUDY CLAY &amp; WILLIAM BELL Love-Eye-Tex (3:35) Stax 0005</td>
<td></td>
</tr>
</tbody>
</table>

**WE NEED AN UNDERSTANDING (2:43)**

| IKE & TINA TURNER If She Ain’t Me (3:08) Pomplam 6673 |
| THE PREMIERS LET ME WALK AWAY (2:38) |
| If Your Love Was True (2:04) Tray 1002 |

**Teen Locations**

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>SUNSHINE GIRL (2:38)</th>
<th>HERMAN’S HERMITS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Nobody Needs To Know (2:31) MGM 13973</td>
<td>I’VE GOTTA GET A MESSAGE TO YOU (2:59)</td>
</tr>
<tr>
<td>THE BEE GEES</td>
<td>THE HOLIES</td>
</tr>
<tr>
<td>Kitty Can (2:35) Atco 6603</td>
<td>ELEVATED OBSERVATIONS (2:29) Epic 10361</td>
</tr>
<tr>
<td>THE BEST YOU CAN DO (2:48)</td>
<td>DO WHAT YOU GOTTA DO (2:38)</td>
</tr>
<tr>
<td>BOBBY VEE Thank You (2:30) Liberty 56057</td>
<td></td>
</tr>
</tbody>
</table>

**FOLLOW-UP**

| BRING BACK THOSE ROCKABYE DAYS (2:01) |
| TINY TIM This Is All I Ask (2:37) Reprise 0760 |
| OLDIE BATTLE OF NEW ORLEANS (2:34) |
| HARPER’S BIZARRE Green Apple Tree (2:28) Warner-7 Arts 7223 |

**C&W**

**SURVEY LEADERS**

<table>
<thead>
<tr>
<th>NEXT IN LINE (2:50)</th>
<th>CONWAY TWITTY</th>
</tr>
</thead>
<tbody>
<tr>
<td>I’m Checking Out (3:08) Decca 23261</td>
<td>IN LOVE (2:10)</td>
</tr>
<tr>
<td>WYNN STEWART My Own Little World (2:35) Capitol 2240</td>
<td></td>
</tr>
</tbody>
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**LOOKING AT THE WORLD THROUGH A WINDSHIELD (2:23)**

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

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

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

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**Chart Guide**

**Top 100**

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100.

76. *Mr. Businessman* — Ray Stevens—Monument 1038
92. Can’t You Find Another Way* — Sam & Dave—Atlantic 2340
94. On The Road Again* — Canned Heat—Liberty 2540
92. Morning Dew — Little—Epic 10567
94. Hang ’Em High — Hugo Montenegro—RCA 32006
95. Girls Can’t Do What The Guys Do — Betty Wright—Arista 4559
96. I Never Found A Girl — Eddy Floyd—Stax 760
97. D-I-Y-O-R-C-E — Tommy Wynter—Epic 10135
98. Tell Someone You Love Them — Dino, Desi, Billy—Reprise 2701
99. Sudden Stop — Percy Speight—Atlantic 2359

* Indicates Chart Bullet
The jukebox where everything’s at.

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- New foolproof Rowe Alarm System.
- Patented Stereo Round sound.
- New, simplified Dollar Bill Acceptor.
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See your Rowe distributor for all the profit-building details.

The Step Ahead
Rowe AMI Music Master

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A SUBSIDIARY OF TRIANGLE INDUSTRIES, INC.
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Cash Box—August 3, 1968
NEWARK, California — Before the grand opening of St. Cloud’s Booby Hatch, this industrial town, south of San Francisco, had been comparatively quiet and peaceful. That was before the introduction of an innovation to Newark... Topless Go-Go Girls... and the installation of a Wurlitzer Americana 3100 phonograph. Since then, little Newark has not been the same!

Virgil C. St. Cloud and his new partner, Arthur Douglas, share the myriad activities connected with operating a tavern that suddenly skyrocketed to popularity.

Ordinarily, you’d think things would be peaceful for St. Cloud and Douglas, conducting their tavern business like many others. This has not been their fate. Destiny dictated he should be swept into a hubbub of activity when Virgil started this business on a shoestring eleven months ago.

Owning a tavern had been his secret dream. Every penny he could scrape together had to count. It was the usual story... equipment to buy... painting and decorating... the many more “extras” than he had anticipated.

That’s why a hurried call was made to his local Wurlitzer operator asking for advice on a juke box for music he wanted to have a live combo, that was impossible when the old check-in had to be replaced — Bud’s.

Burila & Bud’s Music Company (Burila James and Bud Phillips) of Fremont, California came to the rescue with the installation of the Wurlitzer phonograph. It isn’t the most convenient, but that and eight countersboxes had to suffice.

The entertainment area is elevated above the counter-bar where the patrons are seated, with the eight countersboxes conveniently placed in front of them. Tables and lounges occupy the rest of the room. “On the raised floor the go-go girls do a topless routine to favorite recorded tunes selected by the patrons. Social dancing is not allowed — there just isn’t room enough!” said St. Cloud.

The ten go-go girls do a skilful job of getting the tavern patrons into the act by livening them up, making them relaxed and more receptive to the show that is to follow. Virgil St. Cloud believes in letting the girls have full reign over the entire action while on-stage. Each girl takes a turn acting as mistress of ceremonies. All act as beverage hostesses when not engaged in entertaining; St. Cloud and his partner, Art Douglas, do not encourage teenage trade.

The Wurlitzer public address mike kit plays a large part in the entertainment at the Booby Hatch. The phonograph can be turned into a location-wide system for paging, making announcements or even conducting patron sing-alongs.

Burila James explained, “95% of this phonograph system is already contained in the phonograph’s amplifier. One advantage of the mike kit is that these gals can easily mute the music and make various announcements, or comments on the dancers while performing their routines... the Twist... the Monkey... the Merengue... the Frug Music (the current examples of terpsichorean art).”

The other part of the Burila & Bud’s Music Company team, Bud Phillips, told this experience with the phonograph. “During the entire time of almost constant play (last count was 110,000) since its installation, there have been no major breakdowns... not even a part failure.”

Success of Newark, California’s first topless go-go attraction, the Booby Hatch, is attributed to five of its principals. From left, owner Virgil C. St. Colud, two of the ten topless go-go beverage hostesses, Burila James of Burila & Bud’s Music Co., Fremont, California, and Mrs. Winifred St. Cloud, A Wurlitzer Americana 3100 phonograph provides music for topless go-go dance routines.

MALTA, Montana — The Montana Coin Machine Operators Association met here July 26-28th, to select new members for their board of directors and elect new officers for the coming year. The association’s president, Elmer Boyce conducted the meetings, which included general business sessions, membership get-togethers and a luncheon. Details of the entire meet will be reported on in next week’s issue.

Nat’l Vendors’ Pres. Albert F. Diederich Dies in St. Louis

Albert F. Diederich, president of the National Vendors Division of USC Industries, Inc., and one of the leaders in the U.S. vending industry, died Sunday, July 21, at his home, 710 S. Hanley road, St. Louis, Mo.

Mr. Diederich was 72 years of age and is believed to have suffered a heart attack.

His early business career in St. Louis included positions with Shotten Coffee Company, Gardner Motor Company, and the Chevrolet Division of General Motors for the coming year. In World War I, he served with the U.S. Bureau of Aircraft Production.

Mr. Diederich joined National Vendors in 1951 when the company was just a year old. Today, it is the world’s largest manufacturer of cigarette and candy vending machines and a leading manufacturer of a “full line” of automatic merchandisers for food, beverages, and other products. Mr. Diederich served National Vendors as sales manager, vice president in charge of sales and production, and has been president since 1953.

He also served as a director of the National Automatic Merchandising Association and as a director of Manchester Bank in St. Louis.

In civic affairs, Mr. Diederich participated in fund raising campaigns and other activities for Mary Institute, the Mother of Good Counsel Home, United Fund, and Junior Achievement. On his 25th anniversary, the Diederich Fellowship in Engineering was established at Washington University and the Diederich Fellowship in Marketing and Business Administration at St. Louis University. He was a member of Glen Echo Country Club, a Mason, a Shriner and a member of the Masonic Lodge, the Episcopalian Church, and was survived by his widow, Mrs. Aileen Diederich; his daughter, Diane, and his sister, Mrs. H. L. Dahun, all of St. Louis.

The sad and sudden news of James Frankel’s death caught us late in the preparation of last week’s Cash Box, permitting just the bare mention which ran in the Chicago Chatter column. But Mr. Frankel was an important man in the cigarette industry, more than simply an ad man, he mixed often with the people of our trade and it’s best to remember him as in the above photo... last spring in Tipton, Mo. as he participated in the dedication of Fischer Mfg’s giant new plant. That’s Mr. Frankel in the center, flanked on the left by Bert Betti (Betzon Enterprises) and Frank Schroeder (Fischer) and on the right by Erwald Fischer and Eli Ross (Ross Distributors).
This week's Profile spotlights another of the trade's manufacturing company presidents — Nat Bailen of Louisville, Kentucky's Urban Industries, Inc. Nat graduated high school in 1941. A year later, with the country at war, he joined the U.S. Army Air Force, was awarded his wings in August of 1943 and assigned as a B-24 pilot with the 15th Air Force. The unit's scope of operations covered North Africa and Italy. Nat flew countless bombing missions over Europe. The hazardous duty returned only 16 men to the States at war's end out of the total of 100 who left. One of the lucky ones was Nat Bailen.

After the war, Nat took to the road as a ladies jewelry and wrist watch salesman. Afterward, he spent several years in the employ of an auto dealer. During his tenure with the car dealer, Nat met and married his wife Janice. Today the Bailens have two sons—Marty age 17 and Ricky 14.

What were the circumstances of your first venture with coin operated equipment?

It happened back in 1962. Two gentlemen, Bernardi and Robert Ber- man, asked me to help them set up a company here in Louisville for the production of a film machine which utilized a continuous loop system. The film system had been invented by my friend and former partner Frank Urban. Anyway, the Berman's wanted me to set up production facilities to make the film machine, hire a sales organization, secure all the right people, parts, supplies...sort of create the whole enterprise from factory to personnel. Naturally, I was given some stock in the company. It materialized into the Urban Industries, Inc. and was located in the B&B Novelty Co. Building at 715 W. Main St. Since then, I've purchased principle control of the company.

What had attracted you to the coin machine field? What urged you to make your career in the business?

The chance to create something...with no one holding me back. The coin machine industry needed young blood, new ideas...just as it still does today...and it presented kind of a challenge. Besides, it also offered the chance to make some good money.

What was the nature of Frank Urban's original film machine?

As I said, it involved a continuous loop principle. Frank had been using it on some of the machines he made for the amusement arcade the Berman brothers owned. These we called Panoramas and they showed films of dancing girls. Since the machines were making pretty good money at the arcade, and presented practically no service problems, I decided to build them in quantity for the coin trade at large. Hence, Urban Industries.

What type of locations did you find most successful for these units?

We first built the Panorama Theaters for the arcades, beach areas, etc. Then we decided to build a machine for the location...other than the arcade. This is how we came up with the Kiddie Kartoone Theater. We learned real soon though that the machine was limited to the tiny kids who had to ask for a dime to play it and the TV cartoons weren't helping us any since they came for free. But with the attractive Panoramas, a film subject, we did find tremendous acceptance at the other-than-arcade type of location.

Knowing your principle interest was and is in coin operated film units, do you ever plan on the manufacture of any non-film machines for the amusement trade?

We have several ideas in mind for future production that are not, what you would call, film machines.

Where do you get your film subjects today?

Most of this type of Panorama film is made for us in California. Of course, we do shoot some subjects ourselves from time to time.

Do you find that the Panorama machine makes for a permanent location piece as opposed to what might be called a temporary location wonder?

Yes. Once a Panorama is on location, it is seldom moved. This equipment takes in more money than anything built around a coin chute...no matter what the cost may be. Nothing makes more money than the Panoramas. Just ask the operators. There are many thousands of these on location across the country, many of which, and I mean this, earn a $200 gross or better per week.

How do you sell your machines? Through distributors, to operators, directly to locations or a little of all?

No, we only sell to the distributors and operators in this industry. In addition to being a manufacturer of these Panorama machines, you also act as film supplier to your operator customers. Is there any profit in this or is it simply a service?

Naturally we try to make a profit on everything. Sometimes we don't. Seriously, our film prices are quite modest because we want to avail each operator the opportunity to properly program his machines with the right product.

Do you ever sell your units to markets outside of the coin machine industry?

Only in one respect. We have an arrangement with people in the book store business to use our units at their retail outlets. The vast majority of our machines go out to amusement operators.

(Continued next page)

Having playfield problems?

Eliminate warping and breaking with new Marquee by Fischer

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The ONLY coin operated table with a playfield guaranteed for 5 years. Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Same quality as the REGENT: 100 Series 56" x 101"; 90 Series 52" x 91½".

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You can make more money here than anywhere else".

We understand you plan on expanding your present factory facilities. How much room do you plan to add and when will this be done?

We hope to have it ready by October...I hope! This will double the size of our present factory.

Does Urban ever act as a manufacturing-jobber for other firms in the coin machine industry?

We have been performing the assembly work on the 'Professor Quizmaster' machine for Mondial Commercial Corp. The success of this machine is one of the prime reasons we’ve had to begin factory expansion. It’s been extremely well-received by the amusement trade and I’m glad to be a part of it.

What does the future hold for Urban Industries in particular and for the coin machine industry in general?

We are very happy with our growth over the last four years, especially since I purchased Urban Industries from the principal stockholders. Our growth is the answer since you must build good working equipment to stay in this business. Being the youngest manufacturer in the business, we think a little differently. If an idea sounds good, it’s my decision if I want to build it. Our full time personnel always knows what the right hand is doing. I also have friends in the industry who call me from time to time to discuss an idea they think might have some merit. With the proper standards, and an intuitive eye for finding the ideas that have the best chance of success, we are certain we will be coming up with the best money-earning machines you can...and I don’t mean just film machines. Our organization can only help this industry.

The industry itself must also keep its eye open to new equipment...not only our own but every manufacturer’s. Some of the old timers might get their glasses checked more often...they’re so quick to put something down. Believe me, in the coin machine industry of the future, there’ll be no room for cynics. In addition, I think this industry needs us to emphasize for any young man that has anything on this trail. He can make money if he works at it in this business than in any other.

Eastern Flashes

TRAVELS WITH TABB—Florida music and games op, Sol Tabb, easily one of the most literate, talented, energetic and optimistic leaders of our industry, is currently heading up an extended tour of the U.S. where he visited operators districts and some of our big manufacturers. Accompanied by his charming wife Irene, jetted up to St. Paul from Miami base to attend Bar-Mittaw reception with friends of the family, then off to Chicago for a week-long stop by the Seeburg plant for lengthy chat with Bill Adair and spent some time with other industry reps before flying into New York, Sol and Irene visited with some old friends in Brooklyn as well as a few trademen along coin-op (19th Ave.). The Tabs picked up their car in the city and spent a leisurely drive back South, stopping here and there to visit with industry and personal friends. Business wise, Sol has no complaints about summer collections. Matter of fact, as the route continues to grow by leaps and bounds, he predicts his “finest hour” during the fall season. He’s fast talking with this guy could give even the most cynical tradesman an optimistic outlook on the future of this business. “This is the greatest industry in the world,” says Sol, “and I’m grateful it’s mine.”

Another Floridian on the road these days is All-Toych’s engrossing sales manager, Jack Mintsch. Jack made a swing through the mid and northwest regions last week calling on his distributors. He info’s the company’s ‘Diplomat’ table is a real hot seller, and the quick, on-location recovery process.

AROUND TOWN—Chatted with Ronny Billings at Long Island 8-Ball Tourney. Ronny says his games on jukes and games have kept up just fine thus far this summer. Ronny’s looking fine. He’s the next Long Island 8-Ball Tourney, hopefully to get underway this fall...Big, and we mean BIG Bill Kobler report fine collections at his South Shore vacation spots on the Island. Bill’s got quite a few fine locations along the major highways leading out to the island. All-Toych’s engrossing sales manager, Ronny’s sales are Lou Wolberg, down for five days with an annoying virus, back in action at his busy desk. Lou and Irene Green are both beautifully away for delivering the new coin editor’s. Company’s brand new “Batting Practice” will very be big with our customers,” predicts the great Wolberg...Joe Munley, All-Toych’s engrossing sales manager, alight with armfuls of arcade equipment he shipped into this country this spring, wonders how they do it all around delivery on the best amusement machinery in the business, in a reputation, says Joe, “That’s why we’re number one.”

The Al Simon showroom is just about completely finished and the state-of-the-art American is out. Brand new look at Lipsky’s will come to everyone’s notice. They got it from Mutoscope, NSM (Consul 130 photos) and Color-Sonors’ Combio-150 audio-visual combo.

TALENT ON STAGE—Harold Kaufman’s son, Robert, together with his wife from the Manhattan Beach area, have organized a brand new rock band. Calling themselves Ultravox, they are seeking bookings for local parties and school affairs and according to Harold (who’s trying to tell his boys to ‘stay in school’), “the boys are really, really good.” Bob and the boys are only Chairman of the Board, Ultra Vox, in order to get in as many jobs as possible, let alone life, and to do our thing. So any of you gents interested in hiring a band for a private affair, get it in touch...get your contacts...get your money...you’re getting $700 worth of talent for only $7 a head.

TRAVELERS—Salesagent Sol Lipkin (American Coin Assoc.) and good friend Hans Vandendorp (Sugimans International) out in St. Louis which was busy with some of the most important of the leading coin manufacturers. Sol’s been getting around too. He’s been back on weekends during the summer but his frequent sales trips don’t leave too much room for this pursuit.

Marie Cofman of the West Virginia Music and Vending Assn., advises members and interested guests that the company’s annual week-end get-together will be held at the Heart O’ Town Inn in Charleston. Mark the date on your calendar.

VENDING SUMMIT—There’ll be a meeting of all of the state councilors and their officers on Friday, Sept. 13th (day before the big convention at the Civic Center). The summit meet will take place at the Bellevue-Stratford Hotel, beginning at 2 P.M. A reception for the officers and their wives will follow that evening, courtesy of NAMA.

PUBLIC RELATIONS AT NEW YORK—Johnny Blifford phoned to say that his firm’s sponsoring of the Newark, N.Y. Co-Pilots baseball team has been one of his most enjoyable purviews this summer, and a public relations highlight for the date. The team, which competes in the New York-Pennsylvania League, gives the coin machine industry a well-deserved plug everywhere it goes, says John. Incidentally, Mr. B further advises that the team’s shortstop Bill Gardner was set to tie the matrimonial knot this Sunday in Frontenac, a lovely lakeside spot on the lake and with a New York State Supreme Court Judge doing the honors. John, naturally, will be there.

ATTENTION ANTIQUE COLLECTORS—Received an interesting note from E. S. Laughton of the Sea- side-Fontaine Company (largest coin machine and vending operator from York Beach, Maine). Mr. Laughton’s interest in old antique machinery in the industry (or out of it) might have access to antique arcade machines like those found at Eakins Gay Nineties Village in Sikeston, Mo. The 185-year old freight cars are currently in use and is considered an antique. A great idea for anyone out there in possession of (or knowing someone in possession of) old antique machinery or arcade pieces to write to h/o Sea- side-Fontaine At- tendance at 168 Broadway in York Beach, Me.

HERE AND THERE—Wolf Lebovitz, prominent sales exec down at the Whoosh Amusements Div. of Rowe music and vending outlet in Memphis, Tenn., has been elected president of the Tennessee Amusement & Supply Association. Wolf also info’s that he’s recently conducted a very fruitful contest among the company managers for the naming of a “route man” which Wolf won with a five man ‘route man” of the year.” Sounds good.

SALES ARE UP—Howard J. Bartley, national sales manager for Nutting Associates reported that Computer Quiz sales for the month of July alone exceeded the entire first six months volume for the calendar year. A sort of record to us! Howard also told of an amusing story about Bill Coffman of Great Crescent Coin & Bill Crigger, an aggressive firm. Seems Bill and his boys are doing an “October Drive” through the mountains for seven days and on the very first night a bear got into their vending room. The next day Howard says Bill and his wife spent the next six days fishing and hunting for the bear. Don’t know how much of the story but it’s good.

CONGRATULATIONS—John Larkin, assistant secretary of ARA Services, has been named executive assistant to Robert A. Bates, president of Bates & Co.’s Business & Industry Services division. Larkin, for six years associated with ARA (one of ARA’s legal department, will direct specialized services to the insurance management company’s largest division—Globus is executive vice-president of ARA.

Upper Mid-West

Mrs. Earl Ackley in the hospital for two weeks...the first of the neighborhood along just fine...Jim Donettel, Spooner, in the cities for the day buy- ing...L. I. Harris, Enderlin, N.D. Dakota is planning to travel the Twin Cities for the day enroute home from Phoenix where he had been staying all winter...General Merchandise Report...buying records and parts and equipment...Marris Anseau and George Sautter, in town for a few hours of buying...Ritchie Hawkins is going up North to his cabin for a weeks fishing...The Gene Glennon’s and son Scotty spent 10 days up North roughing it on a canoe voyage, portage, sleeping out in sleeping bags and cooking out and all the trimmings and loved it...Darrell Weber in town for a few hours enroute home from Bismarck, N.D. with his family...Congratulations to Dryden Ervin, former on the marriage of their son James last Tuesday 13th...Jack Mintsch, All-Toych in town to report on the business...Leo Rau, St. Cloud, in town on a buying trip as was Martin Kullman in town last Monday 13th...Vernon and Mrs. Dean Schroeder and friends from Aberdeen, So. Dakota in town over the week end to see the Mack- land game...Congratulations to the generations of the grandparents for the first time. Their son and daughter-in-law presented them with a trip to Washington and other locales to the parents...Norton Lieberman celebrated his 62nd birth- day at the offices. Had a birthday cake and other goodies.
Chicago Chatter

Mailing out the last of the exhibit contracts for this year's Music and Amusement Machines Exposition was uppermost on the agenda at the local MOA meeting last week. Fred Ganger expects 100% returns from last year's exhibit, and coming from the number of inquiries received, many newcomers will be participating in this year's show at the Sherman House. Those dates are October 11-13. We might add that Ron Pepple of Northwest Amusements has a promotion going on that will surely sweeten the MOA taste of any visitor at all. Now, Ron is offering an all expenses paid trip to the MGA show, plus a year's paid employment in the Association, with every purchase of a 3000 Wurlitzer "American II" (and accessories)!! Nice chatting with Hymie Zorinsky of H. Z. Vending & Sales in Omaha. Hymie attended the recent COIN meet at the Holiday Inn and joined in the special tribute to Ted Nichols and Howard Ellis! The H. Z. staff is being kept mighty busy with the Rock-Ola "Princess Deluxe" which, Hymie tells us, is a consistent seller! D. Gottlieb & Co. resumes production this week following the annual vacation layoff. At Bally Mfg. Co., all eyes are focused on "Safari!!" Firm's in full production and Herb Jones tells us the new piece is being widely accepted throughout the trade. Here's word from Marie Coffman, secretary of the West Virginia Music & Vending Assn., that the next meeting is scheduled for September 23-25-26, at the Heart O Town Motor Inn, in Charleston, West Virginia... Busiest department at National Coin Machine Exchange this past week was expected. Mort Lesoin tells us he is on the way up! The Marvel Mfg. Co. crew are all back in the fold after a nice 3-weeks vacation... So Lipkin (American Shufflerboard) and Hank Mundorff (Myron Sugarman Int'l.) were recent visitors at the new Advance Dist. headquarters in St. Louis. Firm's just about settled in the spacious new (44,000 sq. ft.) new quarters and is planning an open house for sometime next month. Incidentally, we understand Sol attended his first horse race last night at the Aqueduct. So, yesterday and even won a little on "Miss Castro"!! Congratulations! Speaking of races, come 1972, Pete hopes to have a Derby with the feel his thoroughly bred "Tracie" expects next May!! Chicago Dynamic Industries' Mort Sorese notes increased activity this past week at the firm's. Gun Smoke" 2-played pin game and "Melody Lane" 6-player puck bowling. The shipping department is forging full speed ahead to meet the demand and keep those customers happy!! World Wide's "Tom Higdon is off to vacationland this week. We understand Fred Shor just returned from a very enjoyable week in the Keys. In the coming weeks... Rowe-AMI Music Master and vending line is keeping everyone at Atlas Music Co. hopping! Joe Klime adds that he will have the full line of Rowe-AMI school sessions on a regular basis. A special hospitality suite for teenage visitors was set up at the Rock-Ola booth during the Trade fair convention there and the star of the show, we understand, was the Rock-Ola's "Princess Deluxe" phonograph which provided a semingly endless stream of music for the young dancers!!

Milwaukee Mentions

United, Inc. is anxiously awaiting shipment of the new model "I. Q. Computer," which is causing a great deal of talk in the trade! Meanwhile, Russ Townsend items that the center of excitement during the past week was the Wurlitzer "American II" and the United pool tables line! We understand Russ enjoyed a very interesting and informative visit with golf pro Ron Cerrudo who was in town for the Milwaukee tournament... The S. L. London Music premises are busy as usual, with Nate Victor and staff working like beavers! Empire's Bob Kendricks is back from a week's vacation, and plowing through a desk full of accumulated work... A desk of the dates of the Wisconsin Music Merchants Assoc. meeting are August 18-19, at the Dell View Hotel in Lake Delton, Wisconsin... Got the word from Gordon Pelcz of Record City that the following singles are among the big sellers: "Cry Cry Again" by Liz Anderson (BCA), "Sunshine Girl" by Herman's Hermits ( MGM), "Happy Little Nee Easy" by Nancy Sinatra (Reprise) and "She Thinks I'm On That Train" by Henson Cargill (Monument).

Houston Happenings

Mrs. Marie Jeanett Ellison, 19, daughter of Larry Trophy, Allied Amusement, Co., was killed in a high way automobile accident on July 17. Her husband is a serviceman stationed in Germany. Mrs. Ellison was riding in a car driven by Miss Winona May Grasty when their car crashed into a wall caused by a head on collision. A man in one of the cars involved in original collision also was killed. Our sincere sympathy to Mr. Trophy and other immediate members of the family... Op. F. C. Mossart, with almost 40 years continuous com machine service, doing better than good with his own company in operation of both music and amusement games... Another local service man, who has survived 40 years in the biz, and still going strong is R. E. (Bunny) Parker... Earl Chatten, service man at Central Sales, Inc. (Rowe-AMI), said they had nothing especially new but business was holding at a very satisfactory level... Harry Butler, son of L. C. Butler, now spending full time in office and around plant of Gulf Coast Distributing Co. (Wurlitzer), Gathering that L. C. presently Big Wheel in the outfit, hoped Harry would absorb some of the finer points about running a major distributing concern. Eddie Troy, Consolidated City Music located in same building, said he was giving the youngster some hints on public relations; reciting for publication good things, keeping silent about the bad ones, stuff like that... We have not seen a more dignified yet attractive appearing retail outlet than Dottie Rausch's Shop, Tomball (Dottie herself fits right well into the picture too). Small and neat the place is with an outside speaker that passes along to sidewalk traffic what is being played inside. Year after year first of all well was drilled in Tomball, residents and business houses were guaranteed an unlimited supply of natural gas absolutely free. The deal still is in force except that some years ago an agreement was made where each home and business pay a flat fee of $50.00 annually for service charge and pipe maintenance.

A MESSAGE TO NEW YORK STATE OPERATORS

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every week. Noon, Thursday. New

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BINGO: FOR EXPORT. ALL MODELS
available to GOLDEN GATE: CLEAN PIN
balls, $250.00; pinball machine, $350.00;

BINGO: midwest conference, 50,000
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BINGO: American Shuffleboard, re-

BINGO: BINGO: 242, American Shuffleboard,

BINGO: USA: 100-150 games. Used

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or $150.00 each. Roll eyes. Hoyts, 1580

UTILITY shuffle—Many $50.00

UTILITY shuffle. Many $50.00

UTILITY shuffle: Many $50.00

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ATTENTION: EXPORTERS! Immediate

delivery. Bally Holly Cranes (One Motor)

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For Sale: Prince Charles pinball ma-

For Sale: used Juke box, 100.00 each.

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