Classics In The Mainstream (See Editorial) •••
Consolidated Sets Americom Trade Briefing •••
WB/7 Arts & NGC Merger: $445 Mil Leisure Time Co. •••
Maitland Heads All WB/7 Music Activities •••
Roger Williams: New Kapp Pact •••
MCA Ltd: Indie Swings •••

ELEKTRA . . . IS MADE OF ARTISTS

Aug. 24, 1968

Cash Box

75¢

Status Quo

Int'l. Section Begins Pg. 53
Janis Joplin/Big Brother and The Holding Company.
Their first Columbia single. Watch out!

"Piece of My Heart"
C/W "Turtle Blues" 4-4426
You’ve heard the talk... it’s all true. They’ll kick and scratch
and bite and work your ears over with an unforgettable
impact. They’re going to wipe you out. With their first single
from their brand new album "Cheap Thrills." (KCS 9707)

Janis Joplin,
Big Brother and The Holding Company
On COLUMBIA RECORDS®

*Also available in 4-Track Reel-to-Reel Stereo Tape
and 4-Track and 8-Track Stereo Tape Cartridges.
Classics In The Mainstream?

If some labels are gauging the market out there correctly, another wall that separates one kind of music from another will come crashing down. While the task seems like getting the rock of Gibraltar to give way at the insistence of a Woodpecker, there are forces at work, these labels believe, that can get the job done.

The contention of these companies—and they include Columbia, Elektra and Mercury's Limelight—is that serious music is going to overflow into the general market. They feel that the pop market is already tasting and enjoying the fruits of serious-music type sounds thru some of the more skillful rock groups. Though the latter tie-in with serious music is largely the result of their experimentation with electronic sounds—paralleled by similar work being done by avant-garde composers in serious music—it's felt that this is within ear-shot of interest in all types of classical music. As Columbia puts it in its promo theme—from "Bach to Rock." Both Elektra and Limelight are coming to market with electronic and/or orchestral scores whose merchandising concepts are designed to stimulate interest in the pop area.

Thus, it is envisioned that there will no longer be a marked division between the general area of pop music and the classics. And by pop we include such areas as R&B, folk, jazz, rock, which at one time were considered to cater to entirely different markets. The concept of a classical (or serious music) sound that flows in the mainstream of general musical tastes and ideas undoubtedly injects a new vitality into a musical area that the business often sees as a "nonprofit (or no profit)" division that is permitted to continue for prestige purposes." But, pop-orientation for serious music could conceivably change all that. It has already led to a re-thinking of the value of the classical single, which in the opinion of Joe Bott, classical head of Mercury, is ready for a new chance—and Mercury is going to put its classical sound where its pop money is with a release schedule of classical 45's.

For many years, the more enlightened music critics have stated that there are only two kinds of music: good or bad. This is what some of the industry's companies are out to prove.
MID-AUGUST EXPLOSION from THE LONDON GROUP

Amen Corner
HIGH IN THE SKY

Sammy Hall
WEERING ANALEAH

Ace Cannon
ALLEY CAT

The Flirtations
SOMEONE OUT THERE

The Timebox
BEGGIN'

Jennifer
CHELSEA MORNING
The new Jefferson Airplane Album.
NEW YORK—Warner Bros.-Seven Arts, itself the offspring of a merger 14 months ago, has reached an agreed-upon contract to combine with National General Corp.

National General Corp.'s own birth took place in 1952, when it acquired the theatre chain owned by 20th Century Fox.

The total assets of the teaming, which includes Warner Bros.-Seven Arts and National General Corp., will be $450,000,000.

Only 10 days ago, Seeburg, the vending machine-juke box manufacturer, said it had hoped to reach an agreement along similar lines with Warner Bros.-Seven Arts.

But, early last week the two companies announced that a team of outside experts would be established to combine their interests. This would come about thru terms by which each company would give up its key interests, in the hope of receiving the entire proceeds in return.

The boards of both companies are expected to meet this week, (20) to vote on the terms. Shareholders approval would then be asked for.

The arrangement is the result of the company's desire to increase its holdings in the music business. It is believed that the new company, to be called the Music Corporation of America, will be in a position to combine the interests of both companies.

The board of directors of the new company is expected to meet this week, (20) to vote on the terms. Shareholders approval would then be asked for.

Mike Maitland

Arts Records, Inc., in 1961, after a 14-year career with Capitol Records, Inc. He joined Capitol in 1946 as a talent scout in the company's Detroit branch, rising through the ranks, and becoming director of branch manager, national sales manager, director of sales, and vice president of Capitol Records Distributing Corp.

A native of Detroit, Michigan, Maitland received his formal education at Eastern Michigan College and Wash-ington University (St. Louis). During World War II, Maitland served with the Air Force for three and a half years, principally as a fighter pilot with Gen. Claire Chennault's 14th Air Force in the China-India-Burma theatre.

Maitland is currently president of the Record Industry Association of America (RIAA).

Lee Publishing Post

Maitland also announced the appointment of George Lee as vice president and general manager of Warner Bros.-Seven Arts Music, Inc. Associated with WB-7 Records for the past five years as vice president and director of

Consolidated To Host Trade Briefing of Americc's Pockeschild on Aug. 28

NEW YORK—Several weeks before conventions are in the chance to pass judgement on America's 4 Pockeschild in Consolidated Distributors, which has allied itself in the

NARM Tape Meet SRO

PHILADELPHIA — More than 350 representatives of the tape industry will attend the Tenth Biennial Convention of NARM, the wholesaler association, being held in Philadelphia Sept. 3-6. According to NARM executives, the figure represents a complete sell-out and latecomers are being housed at the nearby hotel.

More than 100 companies, both wholesalers and manufacturers, are represented.

The trade will also get a preview of an Americc counter display unit (see cut), radio spots on behalf of Public Broadcasting's "Cheap Thrills," as a $1 million gold seller. Don England, vp of sales and distribution at Leiber & Stoller, said of the meeting: "It was immediate and enormous." The show, featuring the widely publicized talent of Janis Joplin, contains two of the group's most requested concert tunes—"Cats & Dogs" and "Piece of My Heart."
“THE WEIGHT” #66313
JACKIE DeSHANNON

PRODUCED BY CHARLES GREENE & BRIAN STONE
NEW YORK/PALA RECORDS, INC. PRODUCTION
F. M. Scott Exits Capitol For Time Disks

NEW YORK—Francis M. Scott III has been appointed managing director of Time-Life Records, effective Oct. 1, 1968, reporting to Bert Austin, publisher of Time-Life Books. Scott is presently vice president of business affairs at Capitol Records, where for the past 19 years he has served in virtually every field of record production, being credited with 200 pop and 76 classical albums.

As head of Time-Life Records, a division of Time-Life Books, Scott continues a relationship that began with the inception of Time-Inc's domestic record enterprise. Time-Life Records was specifically organized in 1965 to create and market "The Story of Great Music," a classical record series covering the last four centuries of outstanding music. Besides his other executive duties at Capitol, Scott was responsible for managing Capitol in the part in the "Great Music" series.

Each volume in the "Great Music" series combines Time Inc.'s editorial and graphic resources with an album of recorded music from the catalogs of Angel Records, Capitol's classical label, and the affiliated resources of EMI of London. More than ten volumes, each consisting of four LP records, plus a richly illustrated book describing the context in which the music was composed, and a guide to the recordings, have been marketed in the United States exclusively by business affairs at Capitol Records, each containing five long playing records plus a listener's guide, have been marketed under the name of "Great Music" as supplements to the initial series.

Recent T-L Expansions

Building on the four LP series, Time-Life Records has recently undertaken the development of several series, including the expansion of the pop music. These series will also draw on the repertoire of American and English folk music, which will be sold by mail order here and abroad. In addition, Time-Life International Recordings has collaborated with Deutsche Grammophone since 1964 in the marketing of classical and semi-classical albums in ten countries throughout the world.

Scott will be responsible for the development of these expansion plans, as well as for the ongoing business of the record division. His office will be in the Time & Life Building in New York.

Capitol Records president Stan Gortkov accepted Scott's resignation with "great regret." Capitol Industries president Glenn Wallin said that "in nearly twenty years of service Scotty has made many important contributions to Capitol's growth. We are sorry to see him go, but we wish him well in his new association and hope that the work Time and Capitol do together will continue to keep us in touch."

Scott's outside interests include sailing, gardening, and the National Academy of Recording Arts and Sciences, which he has served over the years as a national trustee, treasurer and president.

Pagliara Is Col. Director For Sales, Admin, Distrib

NEW YORK—Warner Pagliara will be appointed as the new director of sales and distribution at Columbia Records.

Don England, vp of sales and distribution, said that he will be responsible for directing the operation of all branches and service centers within the sales and distribution dept.; directing sales services and radio station services activities; and assisting in the development of sales, merchandising, and distribution policies and programs.

Pagliara joined Columbia in 1955, and most recently was director of operations and administration.

Mercury Family Sets Largest Release Ever, 76 LPs To Be Supported By Mammoth Promo

CHICAGO—Mercury Records is readying a massive promotional effort behind its forthcoming 22-week, cumulative album release in the label's "12-Week Plan" promotion. All major outlets, all corporate labels' sales and promo brass began a 10-day nationwide promotional push yesterday (Oct. 1), which is demonstrating 76 new LP's for the fall in color, sound, and concept. A total of 25 different cities are being held through the fall.

"We decided to take the Mercury show on the road because we wish to take advantage of the contributions everyone in the personnel of our distribution and their accounts of the importance of the product in our radio release," Irving Green, corporate president stated in his budget of this developing and extending our key dealers to distributors and record merchants avoids the common advice which usually has had to attend any normal department meeting. In fact, to know now that more interested people within the ranks of the wholesale and retail record business will now, more personally, feel the enthusiasm of our own staff," Green concluded.

Smothers Bros. Packages

Spearheading the Mercury labels' "12-Week Plan" promo package will be two packages from the Smothers Brothers Comedy Hour, one for the "Jukebox Number One" new comedy album in over three years. Supporting this important album is a special consumer program which includes a full page ad in a forthcoming issue of the New York Times; a nationwide co-op radio and local newspaper ad campaign; extensive school radio and television advertising; the promotion of the album for retail sale; and a marketing policy to the nation's underground publications; special fan club offers; and a travel point of purchase program specifically for stores in cities in the forthcoming Smothers Brothers' television concert. In addition, 2,000 four color, 3 dimensional window or in-store flashing signs will be sent to the album are being shipped nationally. A new Smothers Bros. Showroom is also available in the consumer catalog will also be serviced.

The second album is "Pat Paulsen for President," a set based on the featured comedian of the Smothers Brothers' CBS TV show and his mythical presidency. Alan Mintz, Mercury product manager, said that full national promotion will be slapped behind the album and campaign venue will be announced shortly.

New Rock Groups

Three important new contemporary rock groups have initial albums in the works. "The Genesis," a Los Angeles-based band, will play background for the new release of "The Smoother," by Lynn County, an underground favorite who have played concerts for the past two years, basing five months ago in San Francisco; and "Crossroads Of Time," by the Eyes of Blue, a Welsh group which won the nationwide first place in the Mercury Brotherhood contest. The competition. Complementing these are "Rocky Berry's From "Loose To Prisone," a group which contrasts Berry in his native St. Louis habitat and his current situation with the Sidemen; "Lesley Gore's Golden Hits Vol. 2," and "Ingredients," by composer-producer Rock & Roll, which was produced by Don Costa. Rounding out the list for release in a near future is "Bnoskauskis's "Piano Award," spotlighting the Janowski quartet in primarily current hit songs and "Latin Work-Out," by Ray Rivera and his orchestra, a new Latin big band doing current chart favorites.

Based upon the success of the acclaimed two-LP "Beach Boys Country & Western music, "Big Country," Mercury is releasing three more albums in the next two years, including "Ivan & the Ripple," "The Winds of the West Coast," and "Latin Salsa." Source: Mercury Records

Cherie Austin, Dinah Washington, Arthur Prysock, Clyde McPhatter, Ruth Brown, Joe Liggins, Billy Eck- stine, Eddy Vinson, Ivory Joe Hunter, and Jay McShann, and more. "Golden Era Of Dance And Song" includes Patti Page, Vic Damone, the Harmoni- cians, Richard Hayman, Eddy Howard, Dick Contino, Georgia Gibbs, Frank Yalom, Sarah Vaughan, Brook Benton, Theresa Brewer, and others in their biggest hits. "Decade Of Golden Groups" combines the peak recordings of the Platters, the Diamonds, the Cardigans, Paul and Paula, the Gay- lords, Spanky & Our Gang, the Peng- uins, the Del Vikings, the Hondells, the Manfred Mann, the Left Bankes, and others.

"Generation Un-Gap" is the Phillips moniker for a program that mixes music for all ages. Featured in the release are second LP's by three of the top contemporary music groups in the industry: Blue Cheer, H.P. Love- craft, and the Holo People.

"Outsideinside," by Blue Cheer, was recorded across on a New York city radio station whose call-ins... "Satisfaction," one of the trip's most requested live numbers. The LP features a single which features a striking LP cover. The group is regarded as one of the top working acts in the business and has played to sell-out crowds at most of the country's top concert centers. For the first time, the group will have a chance to perform in a top concert area.

Selected excerpts from all three LP's are included in a free 12 inch demo disk which is being sent directly.

Al Silver To Direct Expanded R&B Division For Roulette Label

NEW YORK—Al Silver, absent from the disk for the past four years, is returning to the wax world on a new job for the R&B division.

Silver, who formed the Herald- Amber disk operation in 1955, offering a long string of R&B-type hits, will head the label's R&B department, directing the acquisition of new talent, masters and planned entry into production.

Among Silver's Herald-Amber hits were "Shake a Hand" by Faye Adams, "Tonight Tonight" by the Mellow Kings, "Story Untold" by the Nut- ters, "Your Baby Man" by the Charlie & Ray, "Still of the Night" by the Five Satins, "Get a Job" by the Silhouettes and "Stay" by Maurice Williams. Silver started in the disk business with a record store operation a pressing plant. He also owned Angel Music Publishing.
### 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 AUG. 14, 1968—COVERS PRECEDING WEEK**

<table>
<thead>
<tr>
<th>% OF STATIONS</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>60%</td>
<td>Harper Valley P.T.A.</td>
<td>Jeannie C. Riley</td>
<td>Plantation</td>
</tr>
<tr>
<td>46%</td>
<td>Six Man Band</td>
<td>Association</td>
<td>Warner-7 Arts</td>
</tr>
<tr>
<td>43%</td>
<td>Indian Reservation</td>
<td>Don Fardon</td>
<td>GNP/Crescendo</td>
</tr>
<tr>
<td>40%</td>
<td>Baby Come Back</td>
<td>Equals</td>
<td>RCA</td>
</tr>
<tr>
<td>37%</td>
<td>Help Yourself</td>
<td>Tom Jones</td>
<td>Parrot</td>
</tr>
<tr>
<td>35%</td>
<td>That Kind Of Girl</td>
<td>Merrill Rush</td>
<td>Bell</td>
</tr>
<tr>
<td>33%</td>
<td>I Say A Little Prayer</td>
<td>Aretha Franklin</td>
<td>Atlantic</td>
</tr>
<tr>
<td>31%</td>
<td>Naturally Stoned</td>
<td>Avant Garde</td>
<td>Columbia</td>
</tr>
<tr>
<td>30%</td>
<td>Hush</td>
<td>Deep Purple</td>
<td>Tele gramm aton</td>
</tr>
<tr>
<td>29%</td>
<td>Street Fighting Man</td>
<td>Rolling Stones</td>
<td>London</td>
</tr>
<tr>
<td>28%</td>
<td>Who Is Gonna Love Me</td>
<td>Dionne Warwick</td>
<td>Scepter</td>
</tr>
<tr>
<td>26%</td>
<td>The Weight</td>
<td>Jackie DeShannon</td>
<td>Imperial</td>
</tr>
<tr>
<td>25%</td>
<td>Time Has Come Today</td>
<td>Chamber Bros.</td>
<td>Columbia</td>
</tr>
<tr>
<td>23%</td>
<td>Midnight Confessions</td>
<td>Grass Roots</td>
<td>Dunhill</td>
</tr>
<tr>
<td>21%</td>
<td>In-A-Gadda Da Vida</td>
<td>Iron Butterfly</td>
<td>Atco</td>
</tr>
<tr>
<td>19%</td>
<td>If Love Is In Your Heart</td>
<td>Friend &amp; Lover</td>
<td>Verve-Forecast</td>
</tr>
<tr>
<td>18%</td>
<td>Love Heals</td>
<td>Colours</td>
<td>Dot</td>
</tr>
<tr>
<td>17%</td>
<td>Girl Watcher</td>
<td>O'Key sions</td>
<td>ABC</td>
</tr>
<tr>
<td>15%</td>
<td>Girls Can't Do What The Guys Do</td>
<td>Betty Wright</td>
<td>Alston</td>
</tr>
<tr>
<td>14%</td>
<td>Private Number</td>
<td>Judy Clay</td>
<td>William Bell</td>
</tr>
<tr>
<td>13%</td>
<td>Little Green Apples</td>
<td>O. C Smith</td>
<td>Columbia</td>
</tr>
<tr>
<td>12%</td>
<td>Barefoot In Baltimore</td>
<td>Strawberry Alarm Clock</td>
<td>Uni</td>
</tr>
<tr>
<td>11%</td>
<td>The Snake</td>
<td>Al Wilson</td>
<td>Soul City</td>
</tr>
<tr>
<td>10%</td>
<td>Working On A Groovy Thing</td>
<td>Patti Drew</td>
<td>Capitol</td>
</tr>
<tr>
<td>10%</td>
<td>Mary Elizabeth</td>
<td>Osmond Bros.</td>
<td>Barnaby</td>
</tr>
</tbody>
</table>

**LESS THAN 10%—BUT MORE THAN 5%**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Give A Damn</td>
<td>Spanky &amp; Our Gang</td>
<td>Mercury</td>
</tr>
<tr>
<td>I've Gotta Get A Message To You</td>
<td>Bee Gees</td>
<td>Atco</td>
</tr>
<tr>
<td>Storybook Children</td>
<td>Billy Joe Royal</td>
<td>Columbia</td>
</tr>
<tr>
<td>Sally Had A Party</td>
<td>Columbia</td>
<td>Flavor</td>
</tr>
<tr>
<td>Tell Someone You Love Them</td>
<td>Dino, Desi &amp; Billy</td>
<td>Reprise</td>
</tr>
<tr>
<td>Listen Here</td>
<td>Eddie Harris</td>
<td>Atlantic</td>
</tr>
<tr>
<td>Shape Of Things To Come</td>
<td>Max Frost &amp; The Troopers</td>
<td>Tower</td>
</tr>
</tbody>
</table>

Cash Box—August 24, 1968
THE ORIGINAL HIT VERSION
NOW TAKING OFF AND FLYING HIGH

"THE BIPLANE, EVERMORE"
sung by
THE IRISH ROVERS

on DECCA

DECCA RECORDS, A Division of MCA Inc., New York, N. Y., U.S.A.
1 SHAPE OF THINGS TO COME
(Screen Gems/Columbia—BMI)
Ace Point & The Tramps (Tower 419)

2 SHOOT EM UP BABY
(Decca-Joshua-BMI)
Andy Kim (Steed 710)

3 LISTEN HERE
(Tangerine—BMI)
Eddie Harris (Atlantic 2487)

4 MARY ELIZABETH
(Chordin—BMI)
Orson Brothers (Barney 3002)

5 BRING BACK THOSE ROCKABYE BABY DAYS
(Lovely-An-ASCAP)
Sueo Victor (Marque 445)

6 SINGLES GAME
(Sunday—BMI)
Jay & The Techniques (Smash 217)

7 OPEN MY EYES
(Seven Gables/Columbia—BMI)
Natz (S.G.C. 44001)

8 DOWN ON ME
(Blue—BMI)
Big Brother & Holding Co. (Mainstream 662)

9 SUNDAY MORNING 6 O’Clock
(Cornel Drivers (Buddah 61)

10 STORYBOOK CHILDREN
(Stanwood—BMI)
Billy Joe Royal (Columbia 44374)

11 MISTER NICO
(Meister—ASCAP)
Four Jacks & A Jill (RCA Victor 9572)

12 I WISH IT WOULD RAIN
(Jubilee—BMI)
Gladys Knight & The Pips (Soul 33047)

13 PRIVATE NUMBER
(Eno-BMI)
Judy Clay & William Bell (Stax 0005)

14 LULLABY FROM ROSEMARY’S BABY, Part 1
(Famous—ASCAP)
Mia Farrow (Dot 17126)

15 GENTLE ON MY MIND
(Oliver—BMI)
Boots Randolph (Monument 1081)

16 SOUL MEETING
(Carrington—BMI)
The Soul Clan (Atlantic 2330)

17 SOUL CLAPPIN’
(Timex, Patience & Ball)
Sueo Victor (Marque 445)

18 HARD TO GET A THING CALLED LOVE
(Karma Sutra—BMI)
The Flatters (Musician 1322)

19 SHE’S ABOUT A MOVER
(Crazy Cullen—BMI)
Ole Clay (Columbia 44001)

20 UNCHAINED MELODY
(Frank—ASCAP)
Sweat Inspirations (Atlantic 2551)

21 THE WINDBILL OF YOUR MIND
(United Artists—ASCAP)
Neil Harrison (Reprise 0758)

22 UNDERSTANDING
(Mercury—BMI)
Ray Charles (ARC 1190)

23 SANDCASTLES
(Prem—BMI)
31st Of February (Vanguard 30566)

24 FIRE
(Soupy—BMI)
Five By Five (Paulo 302)

25 ALL MY LOVE’S LAUGHTER
(Eno—BMI)
Ed Ames (RCA Victor 9599)

26 THE WOMAN I LOVE
(Midnight—BMI)
Bob Rowles (Capitol 2733)

27 GET READY-UPTIGHT
(Johnny—BMI)
Little Eva Harris (Spring 704)

28 BREAKING DOWN THE WALLS OF HEARTACHE
(Street Gems/Columbia—BMI)
Bandwagon (Bac 10323)

29 WHOM WOULD ANSWER
(Sonbury—ASCAP)
Relatives (Keep 936)

30 HUSHABYE MOUNTAIN
(United—BMI)
Tony Bennett (Columbia 44484)

31 THIS WHEEL’S ON FIRE
(Owts—ASCAP)
Julie Driscoll (Ato 6593)

32 MECHANICAL WORLD
(Hollenbach—BMI)
Spirit (Glo 596)

33 FAMOUS
(Al Goldsl—BMI)
Jerry Lee Lewis (Smash 2164)

34 EVERYBODY’S GOING TO THE LOVE IN
(Conspiracy—BMI)

35 RAIN & TEARS
(McLaren—ASK)
Ahmadinejad’s Child (Philips 40549)

37 I HEARD IT THROUGH THE GRAPEVINE
(United—BMI)
King Curtis & The Kingspins (Ato 6598)

38 YOU GOTTA HAVE A THING OF YOUR OWN
(Chris-Mary—Cassill—BMI)

39 I’M LONELY FOR YOU
(Beatwood—Barnes—BMI)
Bertee Swann (Capitol 2704)

40 YOU WANT TO CHANGE ME
(World War III—Double Diamond—BMI)
Wesley Hebb (Philips 40555)

41 THE MULE
(Delaware—James Bay—BMI)
James Bay (Phil-La-Of—Soul 316)

42 THIS GUY IN LOVE WITH YOU
(Blue Sea—Int’l—ASCAP)
Tony Motola (Project 3 1337)

43 ME & YOU
(Big State—ASCAP)
Brenton Wood (Double Shot 130)

44 SINCE YOU’VE BEEN GONE
(14th Hour/Columbia—BMI)
Ramsay Lewis (Cedart 6309)

45 DA YOU WANNA DANCE
(Coelo—BMI)
Love Society (Scepter 12273)

46 ODD COUPLE
(Famous—ASCAP)
Hefti Muh (Dot 17100)

47 THE MUFFIN MAN
(Cherie—BMI)
World Of Oz (Vowel 5992)

48 I Ain’T GONNA LOVES NOBODY ELSE
(Bugle—Columbia)
Maharaders (Bell 732)

49 DO THE BEST YOU CAN
(Charles—BMI)
The Hollies (Epic 10261)

50 GEORGIA ON MY MIND
(Feat In—BMI)
Wes Montgomery (A&M 940)

---

PARAMOUNT SCORES ALL WAYS!

---

PLUS THESE GREAT CHART HITS

“SOUL LIMBO” BOOKER T & THE MG’S—Stax
“NEVER GIVE YOU UP” JERRY BUTLER—Mercury
“I’VE NEVER FOUND A GIRL” EDDIE FLOYD—Stax
“TWO LITTLE HEARTS” COMPTON BROTHERS—Dot
“AMEN” “HARD TO HANDLE” OTIS REDDING—Alco

BREAKING FAST

“HELP YOURSELF” TOM JONES—Parrot
“PRIVATE NUMBER” JUDY CLAY & WILLIAM BELL—Stax

SOON TO BE RELEASED

“HEY. WESTERN UNION MAN” JERRY BUTLER—Mercury

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Cash Box—August 24, 1968
A new concept of news presentation was brought to Bay Area listeners last week (12) by KSAN-FM-San Francisco. News programming at the outlet is now under the direction of Stefan Ponek, recently appointed director of news and public affairs for the "adult rock" Metromedia station, Says Ponek, "Our main attempt will be to bring honest perspective to the news in whatever way the disc jockey feels it can be best accomplished." Although actualities TV constitute the main core of each news capsule, there are few or no restrictions on whatever creative devices are used in a news presentation.

Deejays are not bound by a tight time schedule. On an hour, between 8 a.m. and 8 p.m., news capsules of varying lengths are presented, but they occur at any time during the hour, as current events dictate. Ponek states that "we are all bound by the belief that most radio concepts are old-fashioned and restrictive, to the point where honest communication in media has become rare. We want to put our media back in touch with people, and I think we've got a collection of people creative enough to achieve this." KSAN's new form of news programming has been dubbed "Free Form News."

Triangulate Stations will produce and distribute six-hour-long video tape colorcasts this season featuring the Doodeltown Pipers. Founded by Ward Ellis and George Willkins in November 1965, the Pipers are ten young men and ten girls whose average age is 15. Each is a soloist, with styles ranging from folk-rock to opera, and the numbers are arranged and choreographed to fit their individual personalities. The TV specials are being produced by Ellis, with Willkins as musical director, John Moffatt as director, and Triangulate's director of television programming, Lew Klein as executive producer. The colorcasts are geared to seasons and calendar periods of the year (not specific holidays) and combine studio and outdoor footage. Until now, national production at Triangulate has rested principally in the areas of sports, public affairs, and women's shows. The Doodeltown Pipers' specials mark a new entertainment phase for the expanding syndication activities of Triangulate.

The fashion show for young men held by Barney's and WMCA-New York at Central Park Mall on Sunday, August 10, was a huge success. Police estimates placed the crowd at about 30,000, Gary Puckett and the Union Gap opened, with WMCA Good Guy Gary Stevens handling the emcee chores. Go-go girls pranced through their paces during the two-hour event, and the audience was wildly enthusiastic.

WABC-New York and WXYZ-Detroit recently sponsored a contest for advertising agency people in New York, Detroit, and Chicago. The two ARC-owned outlets offered three all-expense-paid trips for two to the big football doubleheader in Cleveland on September 7. The Detroit Lions will face the New York Jets in the first game, and the second game will pair the Green Bay Packers and the Cleveland Browns. The object of the contest was to make the final scores of the Jets-Houston August 12 game and the Detroit-Baltimore August 23 game. Each closest correct guesses in New York, Chicago and Detroit will win a trip for two to the Cleveland doubleheader, including overnight accommodations at the Hollenden Hotel and $100 spending money during the trip.

The newest team in the American Football League, the Cincinnati Bengals, is the beneficiary of a big promotional push from the Cincinnati radio and TV outlets which will broadcast their games. WLW-Cincinnati, which will broadcast the games, and WLW-TV stations in Cincinnati, Dayton, Columbus, and Indianapolis are informing football fans about the new team and its coach, Paul Brown, WLW Radio has a three-year contract as the official "Voice of the Bengals," and has been airing a daily five-minute Paul Brown Sport. Six months ago, June 24, veteran sportscaster Phil Sam will call the play-by-play throughout the entire fourteen-game schedule. Jimmy Crum, sports director of WMC-TV-Columbus, Ohio, will do the color commentary. Promotion for the Bengals includes numerous spot announcements on radio and TV, many features on the team on Avco Broadcasting's live TV programs, newspaper and TV Goldine, and加 consignor on all outgoing metered mail.

With the Pittsburgh Steelers making for the 1968 National Football League wars, KDKA-Pittsburgh has returned to its old time format. The Bill Austin Show, to the air. Austin is entering his third year on KDKA and his third year as host coach of the Steelers. As in past seasons, he is joined in the air by veteran broadcaster Bob Prince. KDKA will carry 14 of the 15 Steeler games to be played, this season, due to programming conflicts, WJAS-Pittsburgh will broadcast the other four. Sam Benka, KDKA sports director, will detail the action, with Jack Fleming assisting.

NAAZ-MA-TAZZ: Nazz, the Philadelphia vocal and instrumental group recently paired to the new Avco label, are shown above at the studios of LMEX-Boston. They were interviewed and acted as guest deejays. At center, left to right, are Ron Robin and Mark Young of the group's debut single, "Open My Eyes," is receiving heavy airplay at the moment. The group enjoyed a successful stints in Beantown at The Boston Tea Party on August 1, 2, and 3.

PUTTERS: Johnny Holliday, KYA-San Francisco deejay, had the lead role in the Woodminster Theatre presentation of "How To Succeed In Business Without Really Trying" when the musical opened August 9 in Oakland. Dick McGarr, a deejay at KSFO-San Francisco, emceed the entire jazz concert at Stern Grove on August 4.

VITAL STATISTICS: Ruth Ann Meyer has resigned as Strauss Broadcast Group vice president for programing and program director of WMCA-New York. Terrell L. Metheny Jr., presently operating out of KTFR-Houston, will replace Miss Meyer as program director shortly... Bill Dotz, formerly vice president and production director of WQM-WGAY-Washington, has been appointed program director of WASH-FM-Washington.

Chappell To Publish "Curley McDimple"

NEW YORK — Publishing rights to the score of "Curley McDimple," the hit off-Broadway musical spoof of the 1950's, have been obtained by Chappell Music. Robert Dahab wrote the music and lyrics for the show, which has a book by Dahab and Mary Boylan. Butterfly McQueen and Ray Johnson star in the show, which played in its 10th month at the Bel Wheeler Theatre. "Curley McDimple" takes place in a 1930s boarding house for vaudevillians located off Times Square, and includes takeoffs on such old-timers as George Murphy, Alice Faye, James Dunn and Shirley Temple.
Oh, please, Roger... everybody's doing it!

Gee whiz! I'd sure like to, but I just can't tell her. I don't know how!

The 5th Dimension
Have a new album
Stoned Soul Picnic
Production and sound: Bones Howe

For those of you who don't know how to surry, just follow these easy step-by-step directions.
"What you voters need is a level-headed, peace-loving candidate—you hear me?"
PARIS
MORE THAN JUST A CITY

BOBBY PARIS
"TRAGEDY" B/W "PER-SO-NAL-LY"
tetragrammaton records
359 NORTH CANON DRIVE BEVERLY HILLS, CALIFORNIA 90210 (213) CRESTVIEW 8-7680
A DIVISION OF
The Campbell, Silver, Cosby Corporation

Cash Box—August 24, 1968
"FLY ME TO THE MOON"
BOBBY WOMACK

...off the ground
...on the air
...and going up

A DIVISION OF UNITED ARTISTS RECORDS, INC.
**Cash Box**

**Record Reviews**

### Picks of the Week

**HERB ALPERT (A&M 963)**
To Wait for Love (3:15) (Blue Seas, Jac, ASCAP-David, Bacharach) Working with the difficult syncopation of another Bacharach-David composition, Alpert takes the vocal and delivers a distinct-plus sales on "This Guy's In Love With You." Sensational song, delightful arrangements and the magic personal appeal add up to another powerhouse side. Flip: "Bud" (3:38) (MGM, Newman, Coleman) (R)

**FRANK SINATRA (Reprise 0764)**
My Way of Life (3:02) (Roosevelt, BMi-Kaempfert, Rebbin, Sigman) Stunning arrangement and Kaempfert composition on this powerful performance that should wrap up the programmng spotlight at all popular format stations. Gentle delivery and arrangement build to a startling crescendo; fades into softness and rebuils to new emotion-plus as the song winds its way toward conclusion. One of the strongest ballads from Sinatra in some time. Flip: "Cycles" (3:06) (Irving, BMi-Caldwell) (R)

**JERRY BUTLER (Mercury 72850)**
Hey, Western Union Man (2:37) (Parabut, Double Diamond, Downstairs, BMi-Gamble, Huff, Butler) Change-of-the-Butler pace that has kept him in so soft melancholy mood recently the chanter comes back with a stronger rhythmic offering that should have him working on even higher sales than with "Never Gonna Give You Up." Very fine dance track, loaded with the power of a splendid vocal and some off-Detroit orchestral settings. Flip: "Just Can't Forget About You" (2:36) (World War III, Parabut, BMi-Gamble, Butler, Butler) (R)

**JOE SIMON (Sound Stage 7 2017)**
Message from Maria (2:17) (Ann, BMi-Reed) Initially striking, and with the power to grow more lovely with each listen, this latest effort by Joe Simon picks up where "You Keep Me Hangin' On" left off. Similar in melodic attractiveness and vocal power, the lid is bound to score with both blues and pop audiences. Heavy sales side. Flip: "I Wonder About Us" (2:31) (Maurice, BMi-Reed) (R)

**BIG BROther & THE HOLDING COMPANY**
(Columbia 44626)
Piece of My Heart (2:43) (Webb IV, Ragmarr, BMi-Rogovoy, Berns) First Columbia single from one of the most widely acclaimed West Coast groups, this is the group's smash. Track is an all-out performance bound to reverberate across the teen and progressive rock fronts from coast to coast with possible credo in r&B and pop. Power-packed Janis Joplin vocal is the key factor, but the group's support deserves citation. Flip: "Turtle Blues" (4:26) (Cheap Thrills, ASCAP-Joplin) (R)

**DEAN MARTIN (Reprise 0765)**
4 Card Stab (2:14) (Fancucchi, ASCAP-Washington, Larre) Now seeing hit receptions for "April Again," Dean Martin springs into a sp或许ntly song from his new movie, The Little Orphan. The title theme has a liveliness and cuteness that should appeal to young listeners, and very well could add second title on the chart status of the chanter. No flip information available at present.

**IRISH ROVERS**
(Decca 32371)
ROYAL GUARDSMEN (Laurie 3461)
Biplane Evermore (2:45/3:18) (Little Darlin', BMi-Cooper) Two groups whose hit record focuses on whimsical narratives make bright goes of a cute little ditty that could attract enough attention to bring home hit status. Very fine dance track, loaded with the power of a splendid vocal and some off-Detroit orchestral settings. Flip: "I Remember Long Ago" (2:35) (Brenahan, BMi-Faragher, McClure) (R)

**D'WAYS**
(Bell 737)
The Record (2:35) (My Music, Bay-Wes, BMi-Seymour) Weird opening moves into a standout song which should put the D'WAYS high on the follow up trail to r&B breakthrough and pop potential. Side is a very fine example of offbeat vocal growling and spatially-grungy soundscapes which will kick off extra-strong discography location exposure. Chalk up another fine track for the group. Flip: "Going Gone Gone" (2:14) (BMi-Poirieter, Poirieter, Poirieter, Mandel) Exceptional counter which will have many deejays flipping the single.

**PEPPERMINT TROLLEY COMPANY**
(Acta 829)
True Value (2:36) (Irving, BMi-Williams, Nichols) Back from their initial hit, the Peppermint Trolley Company eases into a follow up venture that should find a hit reception growing as the team's name spreads toward the east. Gentle rock track with a smooth flowing melody and rhythm line. Very nice change-of-pace & volume break midway, giving the flip that it needs. Flip: "I Remember Long Ago" (2:35) (Brenahan, BMi-Faragher, McClure) (R)

**MAGNATRIS**
(NGM 13980)
After the Fox (2:06) (Sweeney, BMi-Gross, Fred) Reflecting vocal fireworks that gave the Magnatris a hit with "Here Comes the Judge," and a blazing instrumental session done up for "horseplay," this dance-oriented record is sure to add to the group's growing sales book. New music side which will kick off extra-strong discography location exposure. Chalk up another fine track for the group. Flip: "Going Gone Gone" (2:14) (BMi-Poirieter, Poirieter, Poirieter, Mandel) Exceptional counter which will have many deejays flipping the single.

**ETERNITY'S CHILDREN**
(Tower 439)
Sunshine Among Us (2:40) (Sweeney, ASCAP-Maroni) Regional action spread nationwide for Eternity's Children with their last "Mrs. Brown" single and fans can expect to add to the group's overwhelming success with the following this hit r&B rock offering. Fine dance side with a good instrumental set make "Sunshine Among Us" a track that will breeze. Flip: "No Time to Lose" (2:20) (Sweeney, ASCAP-Maroni) (R)

**WILL-O-BEES**
(S.G.C. 002)
Make Your Own Kind of Music (2:37) (Screen Gems/Columbia, BMi-Bann, Wel) Probably vocal work puts the icing on a piece of material cake which has breakthrough prospects. Team has created some sales before, and in their debut with the S.G.C. label, the Will-O-Bees can expect to make their reputation with this very attractive teen offering. Side is blunted to catch pop exposure and should see best seller activity. Flip: "Listen to the Music" (2:36) (S.G.C. credits.)

### Newcomer Picks

**MARIBLES**
(Cottieion 44003)
Only One Woman (2:43) (Casserolee, BMi-Gibb, Gibb, Gibb) Bee Gee material goes soul in a shattering performance that is bound to break open sales book in r&B to pop markets. Slow moving ballistic that has super-charged power swelling in the orchestral line and a solid vocal performance which will turn up monster responses for "Only One Woman." Brilliant reworking of the song with powerful new music. Flip: "The Light of a Burning Candle" (2:14) (S.G.C. credits.)

**AORTA**
(Atlantic 2545)
Shape of Things to Come (2:15) (Screen Gems, Columbia, BMi-Well) Outstanding treatment of the song from "Wild in the Streets" forms the reputation maker for the Aorta. Terrific dance impact and a very fine performance on vocal and instrumental levels give the group a shot at making the hit status that was missed by earlier renditions of the powered-pack material. Flip: "Gracious" (4:15) (BMi-Bee) (R)

**BOBBY PARIS**
(Tetragrammaton 1504)
Per-Se-No-Ly (2:09) (Poyott, BMi-Paris) With back to back success this promising Tetragrammaton folks with this pop explosion that should snatch teen attention and achieve breakthrough sales for Bobby Paris. Lively dance side with a fine vocal and material power which will turn up monster responses for the winner's circle. Flip: "Tragedy" (3:17) (Bluff City, BMi-Benson, Burch)

**JAN RHODES**
(Blue 1001)
Mama's Dark Talk (3:05) (Arcola, BMi-Myers) Tastefully presented soulrolieto, or one-part conversation, that materialy and musically bridges the generations on a somewhat awkward subject. Attractive vocal and instrumental production work should gain the advantage in winning early exposure on both pop and easy listening formats. Sales could blossom into a rapid surge. Flip: "Chasin' Honey" (2:35) (S.G.C. credits.)

**THE INNOVATION**
(Amy 11032)
Your Time's Gone (2:30) (Unart, BMi-Greenwich) This gives the group a new lease on life and the title tune gives the group the unique touch to this psyche-tipped rock outing a med at top forty programming. Particularly good dance infectiousness and a standout performance set the stage for a bright bounce into best seller status on this side, Flip: "Things Ain't the Same" (2:40) (Fred Parker, BMi-Parker, Parker, Robbins) (R)

**THE RAINBOW PRFS**
(Mgr. G. 817)
There's a War in Our Marking, BMi-Ellis) Extremely fine production and a smashing performance by the Rainbow Profs garners this side with the power to break from there into the tighter format teen scene. Well written material is matched by recording intensity in the delivery could create a winning sales item here. Flip: "Better Way" (2:40) (S.G.C. credits.)

**THE BROTHERS OF LOVE**
(Blue Rock 4057)
Yes I Am (2:26) (James Boy, MRC, BMi-James) Tender and pretty composer with this new song and Temptations-like performance from the Brothers of Love find this side suited to immediate acceptance on blues stations with a heavy pop response likely in the spreading of this hit. Top ten pop responses and a worthwhile breakthrough in the playing. Should happen big. Flip: "Sweetie Pie" (2:05) (S.G.C. credits.)

**UNIFICS**
(Kapp 935)
C.C. Love (2:30) (Andjun, BMi-Drapier) Plenty of power in the lyrics, arrangements and splendid group vocals of this new blues entry should start a clicking reaction in motion. Slow ballad right in line with the old-fashioned work now solidly in vogue are delivered brilliantly for ample blues breaks to start a heavy spillover into pop sales. Flip: [no info available.]

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Cash Box—August 24, 1968
ONE WEEK OLD AND ALREADY ON A TRIP
Through the air in major cities across the country—
great new talent—great new song—
great new title—great!

"NATURALLY STONED"
by THE AVANT-GARDE (44590)

ON COLUMBIA RECORDS®
Where Is Love? 

Jack Jones

Arranged and Conducted by Pat Williams

Valley of the Dolls (theme from the motion picture "Valley of the Dolls")
Suzanne
Where Is Love? (from the musical production "Oliver!"
Lonely Afternoon (from the motion picture "How Sweet It Is!")
Light My Fire
It's Nice to Be with You
Dreams Are All I Have of You
Good Times
(reprise) 'Round the Bend
Old Man River
I Really Want to Know You
NEW YORK

Soviets Try Oldies But Goodies?

Russian youth who see more toler-
ance for western music (e.g. rock) in
certain Communist countries (Poland,
Czechoslovakia) have openly criticized
official denunciation of same in their
countries.

A group of Ukrainian youths has
filed such a complaint in a letter that appeared in Pravda Uk-
rainy, the official party newspaper of the
Soviet Union.

"Please tell us why in Poland, Czech-
oneslovakia and Yugoslavia and other non-western countries, they allow
reproaches young people for singing modern songs and dancing to pop mu-
sic," the youngsters wrote in reply to
everything the performance of "boring" western songs at gatherings of Kom-
somols (young Communists).

The kids got a reply—from a solicit of
the Kiev Philharmonic, who warned
that popular music from the west was


HOLLYWOOD

This Time We Almost Made the Pieces Fit

As Bix Beiderbecke once said to Henry Russo—"we blew it again,"
One of the 1975 Oscar nominees--reminded Jimmy Webb—"didn't we?"

We've had at least two chances to make it up to the moon. To be rich,
famous, handsome and tall with long sideburns and a lot of La Brees. With
any luck at all we could have been
Jerry Moss.

Our first moon shot came about
eighteen years ago. A gal we knew
brought us a denou cut by a Brooklyn
High kid. "Get hi on a tape label and you'll own 20% of hi
contact.

We didn't. The kid was Steve Lawrence.

"We think we learn our lesson.

But no. Eighteen years after—just
last week—we're back in the War.
Warmer, looking like impoverished rabbis,
walked into our office and asked us for advice. They had just formed a
group and needed $4,000 to get in-
strumental. We had a lot of ideas. Nor
an electronic sound in our heads and it'll
take $4,400 to have the instruments
built. They said that anyone who
put up the money could own 49.5%
of the group.

I guess my first mistake
when I asked if I could hear this new concept.

"You'd have to get inside our heads to hear it," one of them told me. He


Chicago

Ben Arden Associates announced the
opening of several new midwest
booking offices, which are entering
the country's talent arrangement
roster. Among them, The Closed
Ring, A Jade Harmonix and American
Treasure, a 5-man unit from Chi currently
working on their first record release. Firm's
Al Curtis is readying a series of personal appearances for the groups.

Curtis made a vice president at Royal Disc Dist. . . . Carmen McRae is slated for

MGM's Tony Bennett . . . . Miriam Makeba came in for a one-nighter in the Regal Theater last

Saturday, appearing with Jack McDuff.

The Goallers have a new MGM
headliner: "It/Ta-De-Ta-Jee-Fat Daddy's Foods" which is reportedly starting
turns in New York, Chicago and Boston.

Two record labels, one started by
to The Chetah for a time, in
back to being the Aragon again. This
label is expected to run from disk acts on weekends to

was Herman's Hermits . . . . Mobs
Records prez Jim Manning has scheduled
a session at Sound Studios for newly
group acquired label The Ravelles. They'll

Pyschedelic Movement," an origi-

from disco's new publishing


arm, Gi Gi Dar . . . . The Kim Sisters are
currently headlining in the Empire
Bowl and their new album, "Love
in the Forehead of the New York
Remun (Runwood). "I Wasn't Born To
Follow" by Karen Karah (Dunhill)

"Crying in The Rain" by Hugo (Tangerine) . . . . Columbus's

arranged all sorts of local artists for

Big Brother & The Holding Company,

were in town for a weekend stint in

the Aragon (16-17). Group's new
album is "Cheap Thrills." The
Cryin Shames, who just wrapped up a new

sing in New York tagged "Green-

Ork, Glickstein, Charles, Davis, Smith &

the 150,000 albums from sürta for

the new Richard Harris-Jim Webb LP "The Yard Went on Forever," according to Larry Newton

head of ABC Records, will be released in mid-September through Webb's

Productions tip-off with Dunhill

Records.

It seems like a big thing out of
can't get it right now. Anyway CBY's top 100 chart
just announced the top eleven singles cut on the west.

With albums it was eight of the top twelve.

Cash Box—August 24, 1968
Watch It Soar!

The Dave Clark Five

THE RED BALLOON
5-70375

EPIC

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NEW YORK—Some professional editing by KFRC (San Francisco) program director Les Turpin on "Time Has Come Today," originally an eleven-minute cut from the Chambers Brothers' "The Time Has Come," LP on Capitol, has resulted in the 8-month-old deck hitting the Cash Box Top 100 in the #88 slot this week.

The growing popularity of the Chambers Brothers, through in-person appearances, has kept the album going strong on progressive FM outlets. KXOA in Sacramento began programing the original eleven minute cut in late May and the word of its acceptance spread to KROY in Sacramento and KYA in San Francisco. One month after its debut on KYA, "Time Has Come Today" was launched on Blue Heaven. Turpin trimmed it to 4:45 master in the station's studio.

Columbia, noting the tremendous listener reaction, rushed Turpin's version into production as a single, and, although the LP cut is currently being programmed by many outlets where record timings are flexible, the shorter cut is being gaining strong AM acceptance.

Dot Inks Ike Cole

Hollywood—Dot Records has signed Ike Cole, brother of the late Nick "King" Cole, and sessions staff member Gerry Granahan are scheduled to begin in New York on August 27. Deal was announced by Dot's executive v.p. and general manager Jim Peirce.

Cole, now being managed by Julian Portman, brought out the Ike Cole Trio (together since 1958) recently in favor of solo dates at leading night-ery's throughout the U.S. and in the Far East.

Mercury Gets James Master

New York—"Yes I Am" by the Love, a new single from the Philly-based indie producer Jesse James, is being rush-released by Mercury Records' R&R label, Blue Rock.

James was responsible for Cliff "The Horse" Torrence's "The Horse" as well as "Ri- Ga Loo Broadway" and "Hitch It To The Horse" by the Fantastic Johnny.

In the past, Mercury, corporately, has discovered such talents as Phil Spector as Jay & the Noyes, and, through associations, singer-songwriters (Smash), Keith (Mercury) and, most recently, Woody's Truck Stop, a leading Philadelphia underground group.

Cowills Milk Campaign

For American Dairy Assoc.

New York—Sept. 9 has been set as the TV kick-off date for a series of 12 color spots cut by MGM's Cowills for the American Dairy Association. 28 cities throughout mid-West have been set so far by the Compton Advertising Agency, 50 cities throughout the same area will begin carrying radio spots by the group beginning Sept. 11. Additional cities are being set by Compton.

This begins the initial stage in the Cowills promational contract with ADA, which will see both TV and radio spots receiving national wide airing in 1969. The group will also participate in billboard, newspaper and magazine ads, and will be making public relations appearances for the milk association.
new hit sounds on
atlantic-atco

The Iron
Butterfly

IN-A-GADDA-DA-VIDA

Atco #6606
Produced by Jim Hilton
A Green & Stone Production for York/Pala
from the hit album
"IN-A-GADDA-DA-VIDA"
(Atco 33-250)

The Sweet
Inspirations

UNCHAINED MELODY

Atlantic #2551
Arranged by Arif Mardin
Produced by Tom Dowd

Cash Box—August 24, 1968
DEAN MARTIN'S GREATEST Hits, VOL. 2—Reprise 6340
Volume 2 of Dean Martin’s Greatest Hits includes a variety of powerhouse tracks, among them: “The Door Is Still Open (To My Heart),” “Send Me The Pillow You Dream On,” “You’re Still Goin’ Strong,” and “Lay Some Happiness On Me.” The chanter has been captivating countless listeners for years with his warm, romantic voice, and he should continue to do so for a long while yet. This set should be on the charts shortly.

WORD PICTURES — Bobby Goldsboro — United Artists 666
Bobby Goldsboro’s last album, “Honey,” is still high on the Top 100 albums, and his new set should begin its climb up the chart in the very near future. The choice is in excellent form throughout the entire LP. Six of the ten songs are to his own compositions (among them is his current single hit, “Autumn Of My Life”). “If You Go Away” (music by Jacques Brel, lyrics by Rod McKuen) is one of the top tracks. Stock up as much as you can get of this one.

YESTERDAY I HEARD THE RAIN—Tony Bennett — Columbia CS 9678
Tony Bennett’s many followers should be delighted with this singer’s new album, on which he renders eleven pop-ditties in warm, romantic fashion. The title song (the artist’s recent single), “I Have Only Have Eyes For You,” and “There Will Never Be Another You” are standout efforts. This LP should see heavy sales action.

A CURRENT SET OF STANDARDS—Billy Vaughn — Dot DL 35852
A perennially popular artist, Billy Vaughn should see excellent action with his latest album, “A Current Set Of Standards.” Among the current standards are “This Guy’s In Love With You,” “The Look Of Love,” “Mrs. Robinson,” and “Indian Lake.” Lots of pleasant middle-of-the-road sounds here add up to lots of sales power. Don’t let this one out of your sight.

ONE FOR THE ROAD—Righteous Bros. — Verve V 6353
The old Righteous Bros., Bill Medley and Bob Hatfield, have broken up (Medley is now a solo act and Hatfield has joined with Jim Walker to form the new Righteous Bros.), but Verve’s new is somewhat good material by the duo in the current LP, Medley and Hatfield bring their considerable vocal talents to bear on “Tell Me The Time It Is,” “You’re My Soul And Inspiration,” “That Lucky Old Sun,” “Unchained Melody,” and a host of other potently tunes. Should be seeing chart action soon.

CHAPPAQUA — Ravi Shankar, Original Soundtrack — Columbia OS 3230
“Chappaqua,” an autobiographical film produced, directed, written, and acted by Conrad Rooky, has received a lot of publicity during its New York engagement. With the film scheduled for imminent nationwide release, this soundtrack, featuring the talents of Indian sitar virtuoso Ravi Shankar, should produce some healthy sales. Shankar composed the score, and added by unidentified accompanists, turns in a highly Western-oriented sound. Should have appeal in many quarters.

ANGEL OF THE MORNING—Percy Faith — Columbia CS 9706
There’s a heavy sampling of chart material on this one from Percy Faith, His Orchestra and Chorus. Faith’s smooth arrangements make for pleasant listening, but the sound may not be in such tune as the title outing, “Miss Robinson,” “This Guy’s In Love With You,” and “Do You Know The Way To San Jose.” Anticipate a flurry of sales in good music markets.

FROM LAWRENCE WELK TO AMERICA WITH LOVE—Ramwood R 8090
The Lawrence Welk Singers & Orchestra pay musical tribute to America with patriotic fervor. “To America With Love,” “This Is My Country,” “Let’s Make America What It Used To Be,” “America The Beautiful,” and six other melodies receive feelingful treatment. There should be a large market which will favorably greet this album.

OPEN—Julie Driscoll, Brian Auger & the Trinity — Aces 5048-258
The rash of publicity on former model Julie “Jools” Driscoll has created almost an air of anticipation about this debut effort from the multi-talented combination group known as Julie Driscoll, Brian Auger & the Trinity and, in fact, the album has already hit the charts. Side one features the jazz-rock sound of Auger & company on a hit song (4 out of 5 penned by Auger) which are way above average. Side two features the career (but still hard) rock sound of Miss Driscoll on such standouts as “Tramp” and “Why (Am I Treated So Bad),” Also above average, as should be the sales.

REACH OUT OF THE DARKNESS—Friend and Lover — Verve Forecast FT 3055
Titled after their recent hit, “Reach Out Of The Darkness,” “Friend and Lover’s new album is a powerhouse effort that should see plenty of spins and sales. The boy and girl duos have a very commercial sound, and Jim Post (the main half of Friend and Lover) has written a host of groovy tunes, including “If Love Is In Your Heart,” which has just hit the charts as a single. This set should be a big one.

SUPER SESSION—Mike Bloomfield/Al Kooper/Steve Stills—Columbia CS 9701
Three former members of hit groups—Mike Bloomfield (Blood, Sweat and Tears) and Steve Stills (Buffalo Springfield)—have joined forces and come up with a groovy blues-rock set that should reap plenty of spins and sales. Kooper produced the LP and he is heard throughout as an artist, vocalizing and playing piano, organ, electric 12-string guitar, and electric guitar. Bloomfield (electric guitar) is on Side 1 only and Stills (also electric guitar) is on Side 2 only. Excellent package.
STRETCH OUT WITH

THE JON & ROBIN CLASTIC EVENT

OUR NEW ALBUM RELEASE ON

A PRODUCT OF ABNAK MUSIC ENTERPRISES, INC.

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Cash Box—August 24, 1968
THE CLOWN DIED IN MARVIN GARDENS—Beacon Street Union—MGM SE 4548

The Beacon Street Union made the charts with their first album, and they should see even better action with their new set. Imaginative lyrics and sophisticated rock combine to make the LP a listening experience that the group's fans will surely not want to miss. The inventive title track and a long (10:14!), mind-blowing track called "Baby Please Don't Go" are two of the album's highlights. Keep close tabs on this one.

THE WAY I FEEL—Leonard Nimoy—Dot DLP 25883

Leonard Nimoy, known to thousands of TV viewers as Mr. Spock on "Star Trek," has gained something of a reputation as a singer via his two Dot albums, and his third LP for the label should increase that reputation. Nimoy has a very pleasant baritone voice, and he picks a particularly good use on such numbers as "I'd Love Making Love To You," "Sunny," "If I Had a Hammer," and "Here We Go Round Again," which is scheduled to be the songstress's next single. Watch this set for action.

JON & ROBIN ELASTIC EVENT—Abnak ABST M2070

Latest album from the Dallas vocal duo, aided by musicians from the In Crowd and the Five Americans, is a strong collection of 10 tunes from various sources. Jon & Robin come on strong with two recent single efforts, "Dr. Jon" and "You Got Style," (both chart riders), as well as "Just Imagine" and an interesting arrangement of "By The Time I Get To Phoenix." Duo's fans should produce good sales for this set.

POP PICKS

TEN OF PENTACLES—Sam The Sham—MGM SE 4526

Sam The Sham could have quite a saleable item on his hands with this set. Sam's groovy, funky vocalizing has earned him a large and faithful coterie of admirers, all of whom should welcome his latest effort. "Old MacDonald Had A Bongo farm," "The Down Home Street," "Stagger Yak," and "Takety Yak" are just four of the treats on an album filled with goodies.

FATS IS BACK—Fats Domino—Reprise 6304

Fats Domino, the great rock and roll singer and pianist who had a long string of gold records in the '50s, is back with a bang. Though his style hasn't changed a great deal, he doesn't sound in the least out of date, and his readings of such tunes as "Lady Madonna" (his latest single, now on the charts), and "Love Me Right"—both Beatles numbers—are right in the groove. Could be heavy action on this one.

PICK OF THE WEEK

LOOK AHEAD—Pat Boone—Dot DLP 25876

His brief sojourn in Nashville's invigorating climate may prove highly beneficial to Pat Boone, whose latest album, produced there by Anita Kerr, takes the veteran chanter into new, groovy areas. Boone voice sounds thoroughly at home with such outstanding country songs as "Gonna Find Me A Blackbird," "Love Of The Common People," "Take These Chains From My Heart," and "Too Soon To Know." Good change of pace for the artist.

DAYS OF PEARLY SPENCER—WHO KILLED EDDIE?—RCA VICTOR LPM 10143

The debut single from David McWilliams, "Days Of Pearly Spencer," although not a chart item in the U.S. (it went to #1 in Italy, France, and other countries), picked up a lot of underground action and created a certain void that this album is intended to fill. The Irish-born singer-writer runs through 13 different-sounding, self-penned efforts, including his current "Who Killed Ezra?" noisemaker. Could happen big.

WINE AND SONG—Sergio Franchi—RCA VICTOR LPM 10145

The latest album from this feeling Italian tenor is one that all Sergio Franchi fans will want to have. Franchi's voice is aided by a created setting, a lively party atmosphere, filled with applause, cheers, and encouragement. This set includes "A Man Without Love" (done in English and Italian), "The Impossible Dream," "To Give," and a "Fiddler On The Roof" medley. A good set with built-in appeal.

FROM THIS MOMENT ON—Charles McPherson—Prestige PR 7559

In a smooth, lyrical, mellow performance, alto saxist Charles McPherson delivers an LP of seven jazz tunes. He is given strong support from Cedar Walton, piano; Pat Martino, guitar; Peck Morrison, bass; and Lenny McBurney, drums. The album features "Once In A Lifetime," "On the Hill," "Without You," and the title track. Should be good response in jazz circles to this stylish set.

CLASSICAL PICKS


On this album, contemporary German composer Hans Werner Henze directs the premiere disk performances of two of his choral works. In "Muses Of Sicily," composed in 1966, Henze employs, in his own words, "wholly simple formulas, with the music circling round single notes and tonal energies." "Moralities," composed in 1967, are three didactic pieces or school operas which Henze wrote for the Cincinnati Music Festival.

Cash Box—August 24, 1968
TO ALL RADIO STATIONS AND DEALERS
RE: SHAPE OF THINGS TO COME BY MAX FROST AND THE TROOPERS ON TOWER (#419)—STOP—FIVE COVER VERSION OF RECORD OUT NOW—STOP—HERE ARE FIVE REASONS YOU SHOULD PLAY AND STOCK RECORDING BY MAX FROST
(1) IT IS ORIGINAL RECORDING FROM MOTION PICTURE
(2) FILM HAS GROSSED 5 MILLION DOLLARS TO DATE
(3) ALBUM HAS ALREADY SOLD OVER 250,000
(4) WHEREEVER RECORD HAS BEEN PLAYED, IT GOES TOP TEN IN TWO WEEKS
(5) SALES BACK UP LOCAL RADIO CHART ACTIVITY—OVER 100,000 SOLD IN ONE WEEK OF ACTION—STOP—TOWER HAS THE HIT RECORDING.

TOWER RECORDS
Love Is Blue: A Loser Wins

NEW YORK—Nobody likes to go with a loser, and the song that managed to place last in the 1967 Eurovision Contest seemed destined for oblivion, Bob Colby, who was responsible for the English adaptation of Barbra Streisand’s “Free Again,” heard the song in Paris and secured the North American rights for his Croma Music Company.

Now that American sales of Paul Mauriat’s “Love Is Blue” are over the four million mark, with sheet music sales topping 850,000, it is interesting to note that the song has still not become a chart success in France.

Bernstein And Ritt In A&M Film Deal

HOLLYWOOD—Walter Bernstein has signed with A&M Productions to write an original untitled screenplay for the firm. Firm president Perry Leff also announced the signing of Martin Ritt to co-produce and direct the film. Ritt and Bernstein are currently co-producing “The Molly Maguires” for Paramount, based on Bernstein’s original screenplay.

Bernie Sparago Heads Ambassador’s Sales

NEW YORK—Ambassador Records has named Bernie Sparago to the post of national sales manager.

Sparago, for the past six years a national account exec at the company, will supervise the activities of the label’s sales force. It includes Fred Levi, west coast; Dave Radding, east coast; Jim Hammond, midwest; and Mary Jacobs, south.

He’ll also work closely with Ralph Stein, exec producer of Ambassador, on all new sales promotions, displays, merchandising ideas and development of new products.

The company reports that it’s headed for another record-breaking year of activity.

B&B—Hob Music Merge

DETOUR—B&B/Hob Music has been formed as a result of a merger between B&B Music, an indie operation, and Hob Music, formerly part of Carmen Cosmetics Co. Hob holds over 200 copyrights, mostly in the spiritual and C&W field. In 1966, the cosmetics firm sold its Hob Record operation to Scepter, and with this latest move, is now free of its music obligations.

John Frye will head up the merged firms, with Carmen Murphy becoming general chairman of the Greater Tomorrow Project, a non-profit subsidiary of B&B/Hob Music and Carmen Cosmetics. Greater Tomorrow is currently trying to secure releases on “A Greater Tomorrow,” profits from which will go to the Martin Luther King Foundation and towards the rebuilding of Detroit and other riot-torn cities.

Degatina To P-S

West Coast Office

NEW YORK—Peer-Southern Music has assigned John Degatina to its west coast office. Degatina majored in film scoring at UCLA, and is a well-known writer, arranger, and pianist on the coast. He will be seeking new talent and new tunes for Peer-Southern.

ARTISTS IN ACTION—The Osmond Brothers, TV favorites and the debut act on Andy Williams’ Barnaby label, run through their first release “Mary Elizabeth” at a special show for underprivileged children at the Garden State Arts Center in New Jersey. Children were busied, free of charge, spectrophonically for the show. The Osmond Brothers appeared at the Arts Center a few weeks earlier with the American Shahn Brothers, shown earlier, Peter Nero, and last week were at the Westbury Music Fair in Westbury, Long Island.

Alouette Adds 2 Pubs;
Wayne Sets Coast Trip

NEW YORK—Alouette Productions, the Kelli Ross/Art Wayne music publishing complex which specializes in administration and exploitation of outside publishing firms, has brought two new firms under its wing.

Peanut Butter Music, the newly-formed Artie Resnick/Joey Levine firm, whose copyrights include “Down at Lulu’s” (the Ohio Express charter) and “You Got the Love” (a just-released deck by Professor Marriner’s Lollipop) will have its business affairs administered by Alouette.

Dan Elliot, co-producer of Jerry Jeff Walker’s “Mr. Bojangles” chart hit, has brought his Dallas Music into the Alouette fold for administration and exploitation. Elliot, who recently signed with Columbia as an artist (to be produced by Jimmy Wisner), has also signed a number of production deals, to be announced shortly. Between these and the other Alouette affiliates, which include Quincy Jones’ Earth Music; Leslie Gores’ Buff Music; Dialogue Music (which has the exclusive writing talents of Janis Ian); and the wholly owned Tattersall Music; they are racking up an impressive list of recordings, currently in release or soon to be released, by Hugh Masekela, the Cowills, the Cherry People, Leslie Gore, the Good Rats, the Kasenetz-Katz Singing Orchestral Circus, the U.S. Marines, the New Orleans Reeds, and Aesops Fables and the Ohio Express, among others.

On the production front, Mrs. Ross and Wayne are currently working with the much publicized Philips group, Charlotte Russe, whose first deck, “Anyway Your Mind Blows,” was produced for the firm by Herb Bernstein. Having concluded a successful East Coast promotional tour, they are readying their next release as well as an album.

Ron Huffline and Barry Olander, who produce the Cherry People for Heritage Records, will produce a new group, “Heaven,” for Alouette. The group is reported to have caused near riots where they have played in Washington, D.C., Huffline and Olander will be offering the group, together with a merchandising concept, to a number of labels within the next few weeks.

Coast Trip

Wayne will be making a trip to Los Angeles this week (23) and San Francisco next week (30) to promote Janis Ian’s new Verve Forecast single, “Friends Again,” and her latest album, “The Secret Life Of J. J. Eddy Fink,” Headquartering out of the Mercury Records offices on the Coast, Wayne will also be working on the firm’s vast selection of material.

In keeping with Alouette’s expansion program, Mrs. Ross, along with her husband, prominent attorney Sanford Ross, are proud to announce that they are expecting their second child in the Fall.

Columbia Inks Greene

NEW YORK—Baron Greene, jazz pianist/Composer, has been signed by John Hammond to a Columbia Records contract. Greene’s first album for the label, already recorded, will be released shortly. Greene, who is a recording artist for the famed label, has signed a writers contract with Ivan Mogul Music (ASCAP).
IF YOU HAVE AN INTEREST IN MUSIC, DON'T MISS—

SINGER presents

The Sounds of '68

Next in the series of "SINGER presents..." television specials:

Starring ★ ED AMES
Special guest star ★ ARETHA FRANKLIN
Featuring: NINE FINALISTS FROM NATION-WIDE "SUPERTEEN" POP MUSIC TALENT SEARCH

TUESDAY AUGUST 20, 1968
IN COLOR 8:30 to 9:30 P.M. (7:30 CENTRAL)
UNITED STATES: ABC TELEVISION NETWORK
CANADA: CTV TELEVISION NETWORK

See and hear
- What's happening in contemporary music today;
- The richness and classic artistry of Ed Ames, blended with the excitement and new sound of "Lady Soul", Aretha Franklin, plus
- Final competition to select winners in each category from nine of the brightest young talents (four groups; three female vocalists; two male vocalists) that an intensive, nationwide talent search could discover.
- Another important television programming first from Singer. "SINGER presents The Sounds of '68" is the first contest or awards show to be created, produced and professionally presented— as all such shows probably will be some day—completely as a high-quality entertainment program designed for enjoyment by the viewer at home.

SINGER presents The Sounds of '68

Presented by The Singer Company and its more than 2,000 SINGER CENTERS and Singer-Approved Dealers throughout the fifty United States and Canada.

Producer: Robert L. Delligener
Director: Tim Kiley
Executive Producer: Alfred di Scipio
Writer: Robert Lenski
Musical Director: Billy Strange
Art Director: James Trittipo
Costume Designer: Boyd Clapton

Robert E. Petersen Production expressly for The Singer Company

In sewing machines and other superior-quality products for home and industry, and in television special specials... What's new for tomorrow is at SINGER today! *

*Trademark of the SINGER COMPANY
Harlem Gets Outdoor Opera

NEW YORK—An outdoor opera concert, dedicated to the late Dr. Martin Luther King, Jr., has been set for Harlem's Mount Morris Park on Friday, August 23 at 7:30 p.m. Metropolitan Opera star Teresa Stratas will be presenting a wide range of musical selections, prefaced by introductory remarks to heighten appreciation. The program will be sponsored by Manhattan Borough President Percy Sutton and held under the auspices of the City of New York. Plans currently call for a second concert to take place in mid-September at the Kennedy Center to honor the late Senator Robert F. Kennedy.

Dynasty Markets 5 LP's


Endisco Named WB-7 Arts, Cotillion, Skye Distrib.

PHOENIX—Endisco, Inc., of Phoenix, Arizona, has been named the state's distributor for the Warner Bros. and Reprise lines and the new Cotillion label, a subsidiary of Atlantic Records, plus Skye Records. The announcement came from Bob Coven, president of Endisco.

Cash Box—Top 50 In R & B Locations

1. STAY IN MY CORNER
   Della (Coast 5417)
2. SLIP AWAY
   Clarence Carter (Atlantic 2558)
3. LOVE MAKES A WOMAN
   Barbara Acklin (Brunswick 53379)
4. YOU'RE ALL I NEED TO GET BY
   Marvin Gaye & Tammi Terrell (Tamla 54169)
5. SOUL LIMBO
   Booker T & M. G. 's (Stax 0001)
6. YOU MET YOUR MATCH
   Stevie Wonder (Tamla 54168)
7. I CAN'T STOP DANCING
   Archie Bell & The Drells (Atlantic 2534)
8. LOVE IS LIKE A BASEBALL GAME
   Intruders (Gamble 217)
9. STONED SOUL PICNIC
   5th Dimension (Soul City 760)
10. THE HOUSE THAT JACK BUILT
    Aretha Franklin (Atlantic 2546)
11. I GET THE SWEETEST FEELING
    Jackie Wilson (Brunswick 53381)
12. THE HORSE
    Cliff Nobles (Phil-O-Soul 313)
13. PLEASE RETURN YOUR LOVE TO ME
    Temptations (Gordy 7074)
14. THE SNAKE
    Al Wilson (Soul City 767)
15. I'VE NEVER FOUND A GIRL (TO LOVE ME LIKE YOU DO)
    Eddie Floyd (Stax 0002)
16. I GUESS I'LL HAVE TO CRY, CRY, CRY
    James Brown & The Famous Flames (King 6141)
17. LOVER'S HOLIDAY
    Peggy Scott & Jo Jo Irons (Scepter 533 International 736)
18. YESTERDAY'S DREAM
    4 Tops (Motown 1127)
19. GRAZING IN THE GRASS
    Hugh Masekela (Uni 50066)
20. PEOPLE GOT TO BE FREE
    Baracuda (Atlantic 2537)
21. GIRL'S CAN'T DO WHAT THE GUYS DO
    Betty Wright (Atlantic 4569)
22. GOD BLESS OUR LOVE
    Ballads (Venture 613)
23. I LOVED AND LOST
    Impressions (ABC 11103)
24. I'M A MIDNIGHT MOVER
    Wilson Pickett (Atlantic 2528)
25. CAN'T YOU FIND ANOTHER WAY
    Sam & Dave (Atlantic 2540)
26. KEEP THE ONE YOU GOT
    Joe Eve (Ptr 4083)
27. PRAYER MEETIN'
    Willie Mitchell (Mt 2147)
28. TURN ON YOUR LOVE LIGHT
    Bill Black (Mt 2145)
29. SPECIAL OCCASION
    Smokey Robinson & The Miracles (Tamla 54172)
30. HITCH IT TO THE HORSE
    Fantastic Johnny C (Phil-O-Soul 315)
31. BREAKIN' DOWN THE WALLS OF HEARTACHES
    Bondwagen (Epic 10332)
32. I SAY A LITTLE PRAYER
    Aretha Franklin (Atlantic 2546)
33. I'M GONNA DO WHAT THEY DO TO ME
    B. B. King (Blueway 60108)
34. PRIVATE NUMBER
    Judy Clay & William Bell (Stax 0005)
35. FLY ME TO THE MOON
    Bobby Womack (Kint 20548)
36. GIRL WATCHERS
    O'Keyians (ABC 1164)
37. LITTLE GREEN APPLES
    C. C. Smith (Columbia 44616)
38. HIP CITY Part II
    Jim Walker & The All Stars (Soul 33048)
39. I CAN'T DANCE TO THE MUSIC YOU'RE PLAYIN'
    Alton Barnes & The Veedelites (Gordy 7073)
40. WHO IS GONNA LOVE ME
    Dianne Warwick (Scepter 12226)
41. HARD TO HANDLE
    Otis Redding (Atco 6592)
42. LISTEN HERE
    Eddie Harris (Atlantic 2478)
43. HOLD ME TIGHT
    Johnny Nash (Jad 2077)
44. LIGHT MY FIRE
    Jose Feliciano (RCA 9350)
45. SEND MY BABY BACK
    Freddie Hughes (Wand 1182)
46. SUDDEN STOP
    Percy Sledge (Atlantic 2539)
47. BROWN EYED WOMAN
    Bill Medley (A&M 13959)
48. THE WOMAN I LOVE
    B. B. King (Kent 492)
49. THE MULE
    The James Boys (Phil-O-Soul 316)
50. MESSAGE FROM MARIA
    Joe S'Man (Sound Stage 7 2687)

"It sure beats a donkey for a mascot!"
NEW SINATRA SINGLE "MY WAY OF LIFE"
#0764

[Image of Frank Sinatra]
Blue Note, Solid State Merged Under Fuhrman

NEW YORK—The consolidation of Blue Note, the indie jazz label acquired by Liberty in 1965, and Solid State, the UA jazz subsidiary established in early 1966, is the latest result of the Liberty-U.A. consolidation. Although marketing, merchandising and promotion activity will be merged, separate label identity will be maintained.

Helming the newly combined label operation as general manager will be Mel Fuhrman, assisted by Eryk Bagley, acting as national sales manager. Al Riley will handle national promotion for the labels.

Fuhrman, who has been associated with the Liberty organization in a variety of executive capacities for the past five and a half years, stated that he is looking forward to the coming year to an array of outstanding product by the many established artists and several promising new jazz discoveries represented on both labels.

"Blue Note added Fuhrman, will continue its direction in the marketing of traditional jazz, while the Solid State label will undoubtedly see expansion into the new horizons of experimental trends and developments in jazz."

The majority of Solid State product is produced for the label by Sonny Lester, while production activity for Blue Note is mainly under the supervision of Frank Wolff, one of the company's original owners, and Duke Pearson, doubling as an A&R producer and artist for the label.

Blue Note and Solid State are currently headquartered at the Blue Note offices, 1776 Broadway, while expanded facilities to house them are under construction at the UA offices, 729 Seventh Ave.

Jeff Smerin Joins UA

NEW YORK—United Artists Records has added Jeff Smerin to its staff in the dual capacity of album packaging co-ordination and publicity activity. The announcement was made by UA vice president and general manager Mikeпочт.

Smerin will work in close contact with art director Frank Guana to expedite the flow of component elements comprising finished album product. In addition, he will assist director of executive services Marty Hoffman with publicity and literature services, review mailings, artist biographies, etc.

Smerin, 25, joins UA following a background in the agency field, in a variety of ad-pub assignments.

Colours Promo Pays Off

HOLLYWOOD—Dot's extensive promotion campaign for Colours is starting to pay off as the group's single, "Love Heals," hits the Top 100 this week. Dot national sales manager Dick Bowman sees the disk shaping up as the biggest Dot single since he joined the firm. Prime play and sales are reported in Dallas, Cleveland, N.Y. Boston, Baltimore, Los Angeles and Seattle and are spreading to other territories.

"Love Heals," part of a campaign which also includes full-color ads and bumper stickers, are being offered to listeners by several DJs. Group's debut LP, "Colours," is also picking up steam.

NARAS Holds Special Awards Meeting In N.Y.

NEW YORK—The National Academy of Recording Arts & Sciences held a special awards and categories meeting, the first of its kind, at the Berkshire Hotel here last Saturday (17). Attending thealcone were Irving Townsend and Sid Feller, national trustees of NARAS. Townsend and Feller, who also serve the Los Angeles chapter as president and treasurer, respectively, discussed the local recommendations with trustee representatives from the other chapter cities, to expedite final decision on the 1968 Grammy Awards categories, scheduled to be reviewed during the September national trustees meet.

The latter gathering, set for September 7 & 8, also in N.Y., will be attended by representatives from the record academy's chapter cities of Los Angeles, New York, Chicago, and Nashville. Saturday's confabs were devised to eliminate some of the lengthy awards and categories discussions prevalent in the past.

CashBox Sure Shots

HARPER VALLEY PTA  
Jeanie C. Riley  
Plantation 711-336

WHO IS GONNA LOVE ME  
Dianne Warwick  
Scepter 12226

SIX MAN BAND  
Association  
Warner-7 Arts 7229

NATURALLY STONE  
Avant Garde  
Columbia 44590

IF LOVE IS IN YOUR HEART  
Friend & Lover  
Verve Forecast 5091

THAT KIND OF WOMAN  
Merilee Rush  
Bell 738

MIDNIGHT CONFESSIONS  
Grassroots  
Dunhill 4144

IN-A-GADDAA-DIVDA  
Iron Butterfly  
Atco 6606

INDIAN RESERVATION  
Dew Farden  
GNP/Crescendo 405

MY WAY OF LIFE  
Frank Sinatra  
Reprise 0764

GIRL WATCHER  
O Kayisons  
ABC 11094

BABY COME BACK  
Equals  
RCA 9590

TIME HAS COME TODAY  
Chambers Bros.  
Columbia 44414

LITTLE GREEN APPLES  
O. C. Smith  
Columbia 44416

Cash Box—August 24, 1968

"My interests, if elected, are with the general public, although I do have some personal goals!"
Steve Lawrence's new single will give you the "RUNAROUND."

And, "I'M FALLING DOWN (INTO WONDERLAND)," too.

#63-1005

Manufactured and Distributed by RCA
RCA Offering 48 LP's For September

NEW YORK—RCA Victor Records is issuing 48 albums for the month of September.


From Colemans comes "Interlude," an original soundtrack recording.

Red Seal Release

The Red Seal release is as follows: "John Browning Plays Ravel; Satinette; Le Tombeau De Coopier; Gaspar De La Neta;" "Zauned Love Duet," Caballe; "Marti;" "Rachmaninoff; Concerto No 3 In D Minor, Op. 30," Weissenberg; "Prete, Chicago Symphony Orch.;" "Rimsky-Korsakov: Scheherazade: March And The Flight Of The Bumble Bee From Tsar Saltan," Georgiades (solo violin); Previn, London, Orch.; "Overtures;" Symphony No. 4, Op. 53 ("Atitudes"); Manno; Symphony No. 7 In One Movement; "Le Tombeau De Marguerite Piazza;" Martinon, Chicago Symphony Orch.

RCA is marketing six albums of opera highlights: "Puccini: La Ron- dine," Moffo; Barisoli; Sereni; De Palma; Scatutt; "Mozart, RCA Italiana Opera Orch. and Cho.;" "Verdi: Un Ballo In Mascher"; Price; Ver- ret; "Rapallo;" Borrelli; "Mussorgsky;" Flagel- lo; "Leinsdorf, RCA Italiana Opera Orch. and Cho.;" "Verdi;" "Go-Round," Bergonzoni; Mihos; Prete, RCA Italiana Opera Orch. and Cho.; "Verdi;" "La Traviata," Ca- balle; Bergonzoni; "Mille;" "Pavarotti, RCA Italiana Opera Orch. and Cho.;" "Verdi;" "Luisa Miller," Moffo; Verret; Bergonzoni; "Maccioni;" Flagello; Tozzi; Cleva, RCA Italiana Opera Orch. and Cho.; "Donizetti: Lucia Ber- gina," Caballe; Verrett; Kraus: "Flagel- lo;" Perlea, RCA Italiana Opera Orch. and Cho.

"Victrola" Release

The "Victrola" release consists of: "Indie: Music: Ragas And Dance," Udaj Shankar and His Company of Indian Dancers and Musicians; "Three Concert Favorites; Thomas: Mignon Overture; Liszt: Hungarian Fantasy For Piano And Orchestra; Rimsky-Korsakov: Suite From "Le Coq D'Or,"" Fireler, Boston Pops; "Gesualdo: 5 Madrigals, 5 Motets," Decker Consort; "Giovanni Martinelli, Helen Jepson, Lawrence Tibbett; In The Great Seren From Verdi's Otello," Polletier, Metropolitan Opera Orch. and Cho.; "French Harpsichord Masterpieces;" Coopier; Suite In D; Tombeau De M. Blanchicer; "Dangebert; Suite In G;" Tombeau De M. de Chambonnieres Leonhardt; and "Fritz Kreisler Source- nirs (With Carl Lanneln At The Piano)."


The following albums make up the Camden release: "My Nova Scotia Home!; And Other Early Hank Snow Favorites," Hank Snow; "Living Strings Play The Music From Fant's Rain"; "The One And Only Sam Cooke;" "Honey And Other Hits," Living Trio; "Beautiful Isle Of Somewhere," Jake Hess and His Family Group; and "Songs From Walt Dis- ney's The Jungle Book" (children's release).

Foreign Release


A request record being offered by RCA is "From Pre-War Musical Com- edies," a 2-record-deluxe set (German).

In the Mexican catalog, there are three electronic stereo additions: "El Brindis Del Bohemio," Manuel Raval; and "Amor En La Sombra," Libertad Lamarque.

Bell Increases LP Action w/8 LP's

NEW YORK—Bell Records, looking to make the same impact on the album charts that they have been making on the singles charts, has released eight new records: her most recent album, "Merri Dee Rush, the Sacramento, James Carr and other artists from the Any- Male-Bell camp.

In announcing the release, Bell vice president and director of sales Irv Biegel called it "the most diversified and important album release in the company's history" and reiterated the label's "new direction" policy, inaugurated four months ago, which is "in joint effort between us, our distribu- tors and the record dealers," utilizing a "one-two punch" merchandising pro- gram to trade and consumers, in- cluding advertising, plus in-store aids such as browser boxes, hangers, win- dow streamers and point-of-purchase displays.

The new LP release reflects Biegel's policy of utilizing local and interna- tional "hot spots" of creative record- ing activity The Memphis Sound popu- larized by Bell is heard in the Box Tops "Non-Stop" LP featuring their Top 20 "Choo Choo Train" and the new "I Met Her In Church" single; Merri Dee Rush's "Angel of the Morn- ing" LP with her new "That Kind Of Woman" deck, and James Carr's "A Man Needs A Woman" LP tagged after his hit single.

From Nashville comes Bobby Rus- sel's "Words, Music, Laughter and Tears," The West Coast is represented by "The Zoo Presents Chocolate Moosie," Cantor Raymond Smoover's "Edge of Freedom" folk-rock sabbath service was cut in New York.

The LPs from England feature "Thank U Very Much" by the Saffo- fold, a satirical rock group headed by Mike McGear, Paul McCartney's brother, and "Sprocket Tooth," produced by Jimmy Miller of Rolling Stones and Traffic fame.

"The promotion, advertising and merchandising we have put behind this release is an indication of our new thrust into the album mar- ket," Biegel said.

Bell has had chart success most recently with The Box Tops! "Cry Like A Baby" set and The Delfonics' LP tagged after their big single "La La Means I Love You." Bell put 8 albums into the best-selling LP charts "Our goal for this year," said Biegel, "is to double that figure."
DOORS-WHO

SINGER BOWL, N.Y.—Although not headlining the bill, Decca Records' English quartet, the Who, turned out to be the hit of the first of three shows the group set for Singer Bowl this Summer.

Elektra's Doors, probably the nation's biggest rock sensation, seemed to have a case of the blues. Their two at times -- and occasionally harmonized with the many other rock groups currently making the rounds) -- was not quite up to the quality of their recordings. A large portion of the 17,000 strong crowd appeared to be fans of the Who, who were not the least bit phased by the Doors' superior performance, most of the other older progressive rock group, even those who stayed all the way through, were not favorably impressed. The Doors as a whole seemed to have followed Jim Morrison's lead and assumed an arrogant and contemptuous air, taking long pauses between songs. Nothing (except perhaps, smoke a cigarette), which tended to accentuate their musical shortcoming.

The Who, on the other hand, while also relying vaguely on the sound they lead to a produce a tight, musically outstanding set. Peter Townsend, long considered the group's guitar virtuoso, and Keith Moon, also strongly regarded for his trend-setting drumming and bass playing, worked the group on a series of numbers, including some early hits ("I Can't Explain" and "Subterranean Commanda"), a late hit (their current chart climbing "Magic Bus") and a "group cut" ("A Quick One While He's Away," the latter a mini-opera) which everyone seemed to like better.

The group's rip-rearing, freewheeling approach to rock'n'roll, although expected, still managed to get the audience in a fit of frenzy. MGM's new group, Kangaroo, despite amplifier troubles and competition from a nearby fireworks display, showed just how good a group in their N.Y. debut. Group displayed some strong vocal numbers through several songs from their album, including "Such A Long Time Ago!". May the lead of the Beatles' "Things We Said Today."

FILLMORE EAST, N.Y.—The words which would accurately convey the excitement that swept through the large audience (3,600) in the Fillmore East and the holding company, featuring the Blue Sky Band, was inadequate. Janis Joplin, performing in the last of four weekend shows, have not yet achieved the hit status of the Rolling Stones.

From a strictly musical standpoint, Janis is considered by many to be one of the strongest aggregations, and yet, listening to the work that they produce, one is left to wonder how they can produce this kind of music. (Their opening number, "I May Be Wrong, But I Won't Be Wrong Always," an original number from their new "Unlaid") LP, the group quickly proved the current trend in today's music industry that out of the English past, the American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's American/French influence, the group's. Average audience, in the late moments of the show, seemed to have been so enthralled with the Joplin's band performance, that they were not even spared the time to admire the Joplin's vocal performance. The group's a capella number, "Green Grass Of Rome" (the Tom Jones hit, which Miss Joplin pre-

WESTBURY MUSIC FAIR, LONG ISLAND, N.Y.—A middle-aged woman, walking through the grounds of the Westbury Music Fair at 4:30 Tuesday, Andy Williams Show summed up the feelings that seemed to prevail throughout the audience when she said, "They give you plenty-a-show and everything is remarkable.

And it was a marvelous show that offered something for everyone. There was the first-ever all-English act, the 16-year-old Osmond Bros. The RCA group has never sounded better. His younger (yet commercial and marketable) Osmond Brothers set to stop the Long Islanders' ear version of "Show Me" had things swinging immediately. On the soft side he did two beautiful mood times "Echoes" and "Sounds of Silence" and this Guy's "In Love With You" both very current items the audience recognized immediately. His classical-composer-like voice on "I Told You I Was sensation in a world, and dropped the light and more or less, as always, big crowd pleasers. His drummer Joe Casas and his bass player Gene Cherico were out of sight when they took solo shots on two "Love" oldies. And Nero's "Sound of Music" Medley, the finale, brought a huge ovation. The many people who come to see Andy Williams. The sound people of who was on the bill with him, walked away stunned with Nero's ability. He won many fans last week.

After the show, Andy came on with the Osmond Brothers, and it was delightful family entertainment at its very best. Something that's quite difficult to find in today's entertainment. Many people had young children with them. Working first with the Osmond's harmony, Andy did "I'll Get By," an old group song, "Over The Rainbow," "Peg O' My Heart" (tap dancing with the boys); he had them do their first release under the Barnaby banner, "Mary Elizabeth," called on, little (the looked like a two-year-old) Jimmy Osmond who broke it up with railing, "I Dig Rock And Roll Music" and "I Got A Woman" as his brothers joined him in the act. Andy returned to join the show in the last a little more time by joining in on four different songs, all of them one of the most entertaining song and dance numbers of the show. Andy was in top voice, the condition he seemed to be in every time we see him perform. And judging from the show he is tosing with, and the packed house, he knows what the public wants.

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Mercury Offers Largest Release Ever

(Continued from Page 9) to all accounts and will be given in quantity to stores that play music continuously through their PA system. The success of a similar demo LP released several months ago by Philips product manager Lou Simon, which included Paul Mauriat's orchestra and the Mystik Moods, precipitated the release of this all-star rock demo. Both Mauriat and the Mystik Moods Orchestra, major mood music de- linquents on Philips, have new albums: Paul Mauriat with "Prevaling Airs" and the Mystik Moods Orchestra with "Emotions."

Mauriat, the "Love Is Blue" maestro, is a compilation heavy sales from 6 previous Philips LP's, including the charted "Mauritania," "Bouming Hits, and "Mauritius Magic." "Emotions" is the sixth Mystik Moods LP to be released and all 5 previous decks have hit the charts.

Continuing the global theme of Philips are "Festival In Brasil," featuring recorded performances of top Latin artists at two different Brazilian music festivals, and "The Last Will And Testament of Jake Thackray," a new British composer-writer, which was obtained by Lou Riener, the corporation's London representative.

Smash/Fontana LP's

The Smash/Fontana labels, headed by product manager Eddy Borne, are coming out with 12 new albums under a "Smash/Fontana Deals You A Full House" umbrella.

The LP, by the Asylum Choir, is titled "Look Inside The Asylum Choir." It features two musicians, Leon Russell and Mark Benno, who spent more than 250 hours in the studio training the effort for the Smash label.

Also on Smash is "The Sir Douglas Quintet Plus Two-Honky Blues," an LP featuring what leader Doug Sahm terms "two Francisco soul music." The Sir Douglas Quintet, now one of the top groups in San Francisco, is something of a mystery, with their songs well-known for the "She's About A Mule" hit.

Also in the rock gang on the Fontana label are "In The Woodland Of Weim," an LP of the Little Boy Blue Band, a hard rock group that has been booked into several major night spots in New York: "Lookin' Thru You," by the Herd, an English group that has had three straight Top 10 singles on the British charts, and "The Dandies Of Albn, an L.A. duo."

Also in the Smash program is "Scott Walker 2," featuring the sounds of one of the top international solo artists. Walker, resident of a 10 British charter with "Joanna," is a former member of the Walker Brothers.


A special 28x17 inch full-color display highlighting all 15 albums has been prepared to merchandise the release in mass stores. The extra large display is related to the "Full House" theme of the program.

Lumiltine Packages

The Mercury Corporation's Lime- light label, which found industry-wide praise with its initial six LP's of ex- perimental, avant garde music, is releasing five new albums under the leadership of product manager Robin Mcbride.

Highlights among the new release is "The Mecki Mark Men," a jazz-influenced Swedish rock quintet.

Also on Limelight is "Evolution And Contrasts," by Henk Badings and Dick Raaijmakers, who have put together an electronic score.

As in the first release of Limelight LP's, the Limelight LP record label is also being released this time. Titled "Streams Of Light," it features the sounds of Minor Sin Gupta, Lated Ahmed Khan, Surendin Kamat, and Virendra Sinha.

The label also moves into the Middle Eastern field for the first time with "Three Arab Musicians," by Stereophonic and the label also included "Rhythms From Iran."

The fourth Limelight album is "Constellations And Interferences" by Bengt Hambraeus, who has created every note of music on the pipe organ. The label is going again under the "Total Ex- perience in Sound" slogan, the Lime- light release is being backed by an extensive promotion program, a number of merchandising aids in- cluding a new "Display Mobile."

The compact display, which hangs from the ceiling, features the "Mecki Mark Men," Dick Raaijmakers, and four of the albums on the other side.

Some of the recent divider cards have also been introduced, featuring such labels as "Underground Music," "Electronic Experiments," "Joy's In Music," and "Songs From The Far East." Each card also bears the bold, new Limelight logo.

Mercury-Wing Disks


Mercury Classics

The Mercury classical division is releasing a total of 27 new albums in its "HMNOTAAL" series in conjunction with the corporation's over- all LP release schedule of 55 items under the Mercury, Philips, Fontana, Smash, Limelight, and Philips' own LP's.

The LP's will appear under several labels including Philips, (10), Fontana (4), Smash (3), Limelight (6), and Philips' own LP's.

The Mercury set features a twin highlight. Three of the LP's, "The Heart Of The Ballet," "The Heart Of The Play," and "The Heart Of The Concerto" are specially selected productions designed to in- troduce the new or aspiring classical fan to various forms of the art. Each of these LP's also features Arturo Toscani as the conductor who coordinates with the remaining three discs in the "Heart Of" series, which will be available as both a conductor and a composer. Among the highlights are "Variations On A Theme By Haydo" performed by the London Symphony Orchestra conducted by F. W. D'Ocagne, "The Polish Symphony No. 4" is the work of this composer and the third set combines Durati's "Symphony (1957)" and his "Nocturne and Capriccio." The former piece from the Minneapolis Symphony with Dorati as conductor is performed by the Allegri String Quartet with Roger Lord, oboe.

Philips Offerings

The 10 new LP's to appear under the "Philips" label are carefully selected to feature some of Phillip's world-famous artists. Leading off is Schubert's "Fantasy In C Major," with French players including Ponce, "Polymorphia; De Natura Sonoris," by the Crewe Philharmonic Orchestra and Choristers, is the definition of the world's largest in the U.S. and should prove a strong "display" item. "St. Luke's Passion" by the same com- poser and artists. "Mozart: Church Sonatas" is performed by organist Pierre Cocher-
Atlantic To Distribute Crazy World Of Arthur Brown

NEW YORK—Atlantic Records has secured distribution rights to the Crazy World of Arthur Brown, currently scoring on the English singles scene with "Fire," now holding down the number 2 slot, and on the album from with "The Crazy World Of Arthur Brown," currently number 4. Deal was negotiated with kit Lambert, Chris Stump and Pete Cameron of Track Records in London.

The group's act, a highly visual af

fair, in which Brown appears on stage in flowing multi-colored robes, his face streaked with make-up, a helmet on his head and his hair on fire, and with his fingers in his pockets, while his band backs him in a mixture of rock, R&B, jazz and pop.

Atlantic released "Fire" last week, and the album will be released this week. They will be issued on Track Records and distributed by Atlantic.

Mason Williams On '68: Everything's Write

NEW YORK—Arrival at the Number One spot with "Classical Gas," put the finishing touch to Mason Williams' nearly unbelievable tale of accomplishments for 1968... and there are still three months to go this year.

Working with Almo & Irving publishing, Williams arrived at the top American sales spot after hitting #1 across Europe with "Cinderella Rocke-jeller" in a recording by Esther & Abi Ofarim and seeing a good chart ride with his Warner-7 Arts LP, "The Mason Williams Photograph Record."

In other areas, Williams has also scored a breakthrough year becoming a writer for the Petula Clark and B. Andrew Williams Kaleidoscope television specials and the chief writer with the Warner Brothers Smokey. His "Bus Book" was also accepted for permanent display in the Museum of Modern Art in New York. The volume is made up of a life-size photograph of a Greyound Bus (side view).

Williams, with Jinx Kragen, has just published the definitive story of Pat Paulson's presidential campaign that is now on sale; and he has begun work on a volume of the health secrets behind Paulson's conditioning.

Buddah Inks Eire Apparent

NEW YORK—Buddah Records has signed the Eire Apparent, an Irish rock group, who recently toured this country with Eric Burdon and the Animals. Jimi Hendrix, of Experience fame, produced their first disc, which was released last week. The group is currently on a nationwide tour with the Jimi Hendrix Experience and the Soft Machine. They have also been signed to score and appear in "Moon Diary," a contemporary fantasy movie loosely based on the story of Alice In Wonderland.

Pickwick Continues Growth; Sales, Income, Way Up

NEW YORK—Pickwick International has reported a 35% increase in net income, for the year ending April 30, 1968, to $667,065, as compared to $494,870 during the previous fiscal year. Saltman's B114,301, is an increase of 45% as compared with $8,068,624. Earnings per share increased to $1.10 from $.80 (restated after giving effect to a 3 for 2 stock split, allowance for devaluation of English holiday and the new surcharge tax, all in the current year).

Pickwick's sales for the year increased by 45% over the previous year, the result of increased sales and profits for the economy priced merchant.

Maitland WB-7 Post

(Continued from Page 7)

Eastern operations. Communication in that post while taking on the additional responsibilities for the direction of the Salesman's Briefing division.

Maitland disclosed the amalgamation of all publishing activities into one professional staff in New York and Los Angeles, both operating under the direction of Lee.

Sherman On West Coast

Billy Sherman has been named general professional manager of the West Coast office. Reporting to him will be Jack Mass, professional manager, special projects.

Walker Evans has been promoted to director of the copyright and licensing department, while Lee Haas has been named secretary-treasurer, both operating out of the firm's East Coast offices. In addition, Max Kendricks was named professional manager, special projects, and Irving Brown was appointed director of the company's standard and educational department.

Lee disclosed that the publishing firm will immediately emphasize a new look, and engage in an energetic drive to sign new writers in all contemporary fields of music.

The firm is now engaged in its first Broadway show of the season, "Her First Roman," starring Richard Derr and Leslie Uggams, which opened in October. Atlantic has the original cast LP. The Warner firm expects to make additional forays into the Broadway field.

Present plans call for Lee to helm a meeting of both New York and West Coast staffs later this month to launch the new policy of the company.

Eddie Simon To Decca A&R

NEW YORK—Decca Records has named Eddie Simon, 22, to the label's A&R staff, effective immediately. The announcement came from Bill Gallagher, MCA vice president. Simon's primary A&R duties will cover all phases of today's contemporary music scene through the screening of masters, and the discovery and grooming of new young talent to be released on the label. He will also be assigned as a producer for several acts already on the Decca roster.

Simon, brother of Simon & Garfunkel's Paul Simon, was a major graduate of Queens College. While attending school his activities included performing and recording, which encompassed a wide and varied range of responsibility in the contemporary music field. In making the announcement of Simon's appointment, Gallagher once again stressed the fact of Decca's strict open-door policy that will be closely adhered to not only by this post this new production staff but by all of the label's A&R execs. At the same time, Gallagher noted that the company will continue to encourage young independent producers to bring their masters to Decca, and with the addition of Ed Simon, young producers can benefit by Simon's proven ability to evaluate their production.

Simon will base at Decca's New York executive offices located at 415 West 52nd Street. While making frequent trips to other areas in search of talent that fits in with the company's drive in new contemporary musical directions.

Consol. Americom Briefing

(Continued from Page 7)

various retail establishments. Similar distribution will involve the counter display.

As previously announced, a number of labels will offer their product on the 50c (tax included) disk. They include Almo, Atlantic, MGM, Monument, Reprise, Roulette, Tetragrammaton and Warner Bros.-Sire.

Current negotiations are expected to add further companies, reports Americom's Larry Kanaga. Fred Heyman, associated with Kanaga in the Americom operation, is expected to be on hand at the Consolidated briefing.

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DIANA ROSS & SUPREMES

RECENTLY

FOREST HILLS MUSIC FESTIVAL, N.Y.—Motown took charge of the happenings at Leonard Raskin's outdoor extravaganza Aug. 3 and the results were predictable: a most enjoyable evening.

Knocking out an audience is nothing new for Diana Ross & The Supremes, and they handled the chore with ease on this occasion. From their opening medley of hits, "Stop, In The Name Of Love," "Come See About Me," "My World Is Empty Without You" and "I'm Goin' Out," the talented trio displayed the professionalism and polish that have made them one of the hottest female vocal groups to emerge from a decade-plus of rock. Even when performing such an tune as the country-flavored "Queen Of The House," the girls manage to add that extra something. Comedy bits were slipped in throughout the show to keep the pace moving; it did and a quintet of very young volunteers was called on stage to demonstrate the latest dances while the group did "Falling In And Out Of Love," a bit which pleased everyone. Other crowd-pleasers (actually not one song failed to excite) included a "Yesterday"/"Michele" combo and a Mary Wilson-led "You're Nobody Till Somebody Loves You."

Diana Wonder, no longer "Little," also caused his share of the excitement with a bevy of hits, including "I Need Your Loving," "A Place In The Sun," "I Was Made To Love Her," and "Uptight." A strictly instrumental version of "Alesie," featuring Stevie on harmonica, and an up-tempo, unnamed jazz piece featuring him on drums, showed the fantastic versatility of this remarkable young man, who is sure to be around for quite a long time to come. This was further heightened by a moving vocal on "The Shadow Of Your Smile," which brought new depths to the tune.

Shaggy Long opened the show with his current "Here Come The Judge" charter, and followed with equally good performances on Jerry Butler's "Never Give You Up," Shorty's own "Function At The Junction," and "Baby I Need Your Loving." Not yet one of Motown's brightest stars, Shaggy is heading in that direction and should be there soon.

MORGANA KING

WESTSIDE ROOM, CENTURY CITY, CALIF.—Two of America's most gifted vocalists, Morgana King and Joe Williams, are currently doing what they do best. And within a couple of hundred steps of each other at the Century Plaza Hotel, Williams has undeniably found a second home at the Hong Kong Bar (it's his third appearance in the brick bistro) and King debuted at Westside Room last week, the first of a three-week public with which should add new fans and friends.

It's a surprise booking. Generally speaking, Ms. King, 21, has been relegated to the more intimate bars across the mall. But, hopefully, it's the start of a new era for the class location.

King has wisely chosen a slew of standards interlaced with recent chart items for her repertoire—"It's A Lovely Afternoon," "Taste of Honey," "Bill Bailey," "Lady is A Tramp," and then "Sunshine Superman," "50th Street Bridge," "Eleanor Rigby" and "Look Of Love." All are treated to her persuasive brand of smooth soft voiced and "sassy" stylings. Leaping octaves with the finesse of an Olympic gold medal champ, she tosses in canta
torial and Gregorian chants, adding spice to her sangria. Small wonder that she's (after all these years) finally being recognized as a major talent. Incidentally, there were polit
tical shenanigans attached to her debut. She was booked to open on Tuesday (Aug. 13th), the same night that Eddie Fisher returned to the Coconut Grove. Fisher's press agents bombarded the press with pennants and campaign buttons. King's publicity office fought back with a special Monday night press opening, avoiding any bad blood. It worked well, as press and press crowded the room; an avalanche of approval for each of her offerings.

Racing was capably handled by Al Pelletier's Orch., with Jimmie Hase
kell's thoughtful arrangements an added plus. Sporting a recently cul
tivated beard, Haskell also conducted and was intro'd by King as "my new rabbi." Sinatra was sked to intro
duce King but Jilly filled in, explain
ing that the other "king" was prob
bly involved "with booze and broads."

TALKIN' BLUES—Max Cooperstein, general manager of the Chess Producing Corp., closed the contract session with a swirl of his pen making official the three-year exclusive contract between Chess and Les Blues. Smiling approval at the pact are: from left, group members Frank Rodarte, Richard Garza, James Garza, Charlie Rangel, Les and Johnny Lopez. The group was formerly known as The Dell Kings, and has been performing club dates in Texas where they became known as "Mexican soul brothers." First session will be released shortly on Cadet/Concept.
THE GREAT CARUSO has turned to gold upon achieving million-dollar sales; and Marta Goetz is shown accepting the RIAA certification plaque on behalf of her late son, Mario Lanza. Presenting the award to the singer's mother are: Terry Robinson of RCA (left) and Joe Pasternak, producer of the MGM film which was released with the soundtrack 17 years ago.

Galaxie III Opens Studio

NORTH CAROLINA — Galaxie III Productions, owned and operated by members of the Harry Deal & the Galaxies rock group, opened their West Ventura, a fully-equipped recording studio, with an open house party last week (3). Located in Taylorville, N.C., the studio utilizes 1-, 2-, and 4-track Ampex recorders and Neumann mikes.

Two members of the group, Harry Deal and Stan Bumgarner, are actively engaged in writing, arranging and producing and have had product out on Jubilee, Laurie and SSS International. The group itself records for SSS.

The building will also house headquarters for all operations of the group, including their Existential Music (BMI), Harry Deal, president and general manager of the firm, commented on the new studio by saying: “First of all we feel that there is a tremendous amount of talent in the Southeast that hasn’t had a chance to be heard and we hope, because all of us are musicians, that we will be able to help with production and arranging ideas, services that are not available in most studios.”

Production and sales of commercial radio jingles have already begun, with several jingles already on the air.

Harry Deal and the Galaxies are a popular Southern-based group and have played dates with the Rolling Stones, the Beach Boys, the Rascals and the Association, among others.

Smith Leaves Rascals’ Firm

NEW YORK—Billy Smith, who has been active in the Rascals’ Slaeclar Ltd. firm as assistant to vice president (and group member) Eddie Brigati, and as director of advertising and publicity, has resigned his position. Smith said he will shortly be revealing details of his new music business affiliation.
Herman To Wband Mgmt.

NEW YORK — Wband Management's Herminie Dressel has been named as personal manager for bandleader Woody Herman, continuing a twenty-five year friendship.

Dressel, and his associate, Paul Cantor, have already set a number of important dates for the band and its Henderson, foremost of which are two separate recordings situations, Verve will re-release the complete performance of Herman at the 1967 Monterey Jazz Festival, while Cadet is now cutting a concept LP, "What's Happening Today?" Dick La Palm and Herman came up with the Cadet album idea, and Richard Evans is writing all of the charts. The album is set for release, and Herman will preview the deck on the Oct. 6th Ed Sullivan Show. Herman's band is also set to handle promotion of the disks, concentrating on college and FM radio stations.

In association with Joe Glaser, president of Booking, Dressel has set Herman for a four week stint at Cocoanut Grove in Los Angeles, beginning Feb. 14, followed by three weeks at the Century Plaza Hotel, Los Angeles. Also set is a European tour starting April 18 for three weeks.

Some of the other stars under Wband Management's aegis are Dionne Warwick, Jimmy Thomas, Anita Sheer and the Esquires.

Memnon Eyes London Branch

NEW YORK — Memnon Amusement Co., a multi-faceted entertainment company, has announced plans for the opening of a London branch in early 1969. MAC president Chris Malipier will be traveling there for the opening, and plans for the branch will be formulated, including Memnon Music (ASCAP), Cantus (BMI), Memnon Artists and Memnon Productions.

The production firm is currently involved in filming a feature, written, directed and produced by a Member who also wrote the score. The Glass, an Alpert Productions, is tentatively set to be released in the GRT, Tetra In Tape Deal

HOLLYWOOD — General Recorded Tape and Industries has finalized distribution rights to the Grammation Records catalog. Deal, announced by Tetra's president, Artie Metcalf and GRT and GRT president Alan Bayley, covers all black cartridges, cassette and reel to reel tapes.

Latest addition to the Grammation roster is Bill Coby. The firm's current albums include "Shades Of Deep Purple," which has the group's "Hush" quartet, and a comedy LP by Murray Roman, "You Can't Beat Peeing Up and Have Them Say I Love You." Both are currently released on tape by GRT this week.

Spiral Record Corp.

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Capitol Ups Burns

HOLLYWOOD — William Burns has joined Capitol Records as director of the label's organization planning department, replacing Lawrence Robbins, who has moved to the corporate staff of George Jones, vice president, manufacturing and administrative services.

Before Burns' appointment to his new position, he was senior systems analyst, organization planning, a position he held since joining Capitol in January, 1967. Burns' previous experience was with Safeco Insurance Group in Panorama City where he held the position of operations manager, and as a market analyst with J. Bart-1and Co., in Los Angeles.

Burns received his B.A. degree in English and philosophy from Southern Methodist University and a degree in advanced management analysis from the U. S. Air Force advanced management school. He is a veteran of the U. S. Air Force. Burns, his wife Harriet, and their daughter make their home in Toluca Lake, California.

Hirt Into Food Field

NASHVILLE — At Hirt's Sandwich Saloons, Inc., a $1,500,000 corporation, has entered the fast food franchise business with the opening of their first saloons in Nashville. Headquarters at 401 James Robertson Parkway in Nashville, the firm is headed, by Nashvillians U. Grant Browning, real estate developer, chairman of the board; Charles Watkins, Jr., former assistant to the chairman of Holiday Inn and developer of Shady's Pizza Parlors in Nashville, president; and Charles McCube, formerly with Bonanza Steak Houses in Tennessee and Kentucky, executive vice president.

Gerard Purrell, Hirt's manager, is vice president in charge of operations, and John Dunlap, Memphis attorney is handling legal matters. Plans for Hirt Saloons in New Orleans and Memphis are already underway and Purrell said that "we already have interested prospects for national franchising in Atlanta, Dallas, Knoxville and other mid-South cities."

Hirt whose Dixieland style of trumpet playing have made his RCA Victor album consistent best sellers, will be actively involved in the venture. Purrell said Hirt "strongly believes that a good sandwich operation with uniform quality, price and image is badly needed. He certainly knows good food as evidenced by his own success. And we've got New Orleans' famous recipes that will become the backbone of the new venture." One sandwich, to be called "Al Hirt's Favorite" is an adaptation of a New Orleans' Poor Boy Sandwich.

Winterhalter, Haywood Reunited For LP Date

NEW YORK—Orchestra leader Hugo Winterhalter and pianist Eddie Hay- wood, whose last team-up resulted in the million-selling "Canadian Sunset" single, will be reunited on Winterhalter's forthcoming second album on Mousier. Haywood is recording by special arrangement with Capitol Records. Because of the size of the orchestra involved in the session, the recording will be done at Columbia's 30th Street Studio in N.Y.

Winterhalter's current Musican album, "All Time Movie Greats," a 2 LP set being marketed for a $5.79 list, has been chalking up heavy orders around the country.

Minkoff East Sales Mgr. Of Col. Special Prod.

NEW YORK—Columbia Special Products has appointed Roger Minkoff as sales manager, Eastern sales. In making the announcement, Albert Shulman, Columbia Special Products vice president, stated that Minkoff will be responsible for managing the activities of account executives in the Eastern Region; soliciting and obtaining business for special records; and initiating the utilization of Columbia product and products of various outside manufacturers through soliciting and obtaining sales of incentive programs to industrial organizations and trading stamp companies.

Minkoff, who joined CBS in 1968, most recently held the position of sales supervisor, Eastern sales.
Military Honor
Pretty C&W songstress Wanda Jackson (center) and the Party-Goers were recently honored by a special merit award from the Air Force. Wanda is shown here at the presentation ceremonies, held during her appearance at Warren Air Force Base in Cheyenne, Wyoming, with Cap. Jack Salmon, U.S.A.F. Commander, Rec. Det. 701, Denver, Colorado (left) and T/Sgt. Clarence Jennings, U.S.A.F. Rec. Cheyenne, Wyoming (right).

Tree Expands Representation Through Stanley Mills
NASHVILLE — Arrangements for eastern and northern representation for its operations and all its affiliates has just been completed by Nashville's Tree Music International. Stanley Mills, head of the newly opened September and Galahad music firms, announced that he will begin immediate representation of the Tree Catalogue.

The projected operation by Mills, a member of the renowned Mills music publishing family, will include actions on behalf of all the Tree affiliates, including Tree Music, Grand Ole Opry Music, Woodsmen's Music, Wilderness Music, Press Music, Twig Music, Alvy Music, Crockett Music, Dial Records, and JAB Records.

Tree president Jack Stapp expressed his delight with the arrangement. He feels that Mills has one of the best backgrounds in the full range of modern music and also is very well acquainted with country music product. Mills has worked with releases by Billy Walker, Ernie Ford, the Browns, Homer and Jethro, and Dave Dudley, among others. He is in Nashville several times a year.

Stapp stated that the agreement does not involve placement of artists on television or recording of music in TV and will not include any work with Broadway or the movies.

Mills will utilize his offices at 161 W. 54th Street in New York City to handle Tree business. Telephone number is (212) 1-7138.

Ronald Metz, Ferraro's partner, Kingston will be concerned strictly with country music, but Up Tight will remain a rhythm and blues label.

Ferraro credited the growing enthusiasm around the Wood Country Jamboree, the convenient location of Wheeling, and the increasing interest in country music as the deciding factors in his decision to relocate.

According to Thomas, the Kingston compound is the most comprehensive recording companies and agencies which have been of considerable interest in making the move to bring their concerns to the thriving Jamboree City.

Eight other full-time country music industries are currently operating out of Wheeling.

The interest here is and Wheeling has a lot to offer these companies," said Thomas, "and I can see, perhaps in six months, that the City will be bustling with additional music industry."

Kingston Label To Relocate In Wheeling, W.V.
WHEELING, W.V. — Pat Ferraro, President of Kingston Recording Company of Reading, Pennsylvania, has announced that he plans to move his company and its subsidiaries to Wheeling, West Virginia. He made his decision to relocate during the weekend of Sept. 12, when Kingston president Gus Thomas, director of Radio Station WVVA-Wheeling's Jamboree, and a tour of the Wheeling area.

"We hope to have our entire operaition, including our new sound studio, relocated in Wheeling," said Ferraro, "as soon as we decide on a suitable location... possibly within two months."

Kingston's subsidiaries include Up Tight Records and Beck's Music Company, a BMI affiliate, as well as Castle Booking Agency, which is headed

N.J. Servicemen's League
Sked's C&W Spectacular
WARRINGTON, Pa. — "Northeast Country Music Showcase" is the title of the next country music spectacular to be held by the New Jersey Servicemen's League, a non-profit, self-supporting organization. The spectacular will take place at the Palisade Park Arena in Cherry Hill, New Jersey, on October 5.

The show will consist of a talent competition to run from 10 a.m. to 5 p.m., then from 7 p.m. on, the evening show, featuring Del Reeves, Jack Howard, Johnny Dollar, the Country Music Gents, the Mueller Bros, and the Henderson County Boys, Thelma Forcht, and Dick Rich.

Dick Rich will produce the talent portion of the day long show and will report directly to Cy Paulin of the Servicemen's League. The League's co-sponsor will be radio station WIB-P-FM, of Jenkinson, Pennsylvania, to be represented by Doug Henson and Rush Stack (Country D.J.s).

Country vocalists, groups, and instrumentalists interested in participating in the competition should write for applications to the New Jersey Servicemen's League, Box 238, Cherry Hill, New Jersey. Dick Rich will select an entourage of ten dollars is required. Because of the seven hour show, applicants will be chosen on a first reserved basis until the time slot is filled. Cut off date for all applications will be September 15.

There will be a full panel of judges, and winners will receive: 1st place — complete record session and 500 records; 2nd prize, a new guitar (brand to be announced) and $500 gift certificate for Edeco Ben's Western Wear Store in Philadelphia, Pennsylvania.

Picked Everywhere
"TURN BACK THE HANDS OF THE CLOCK" JIMMY STRICKLAND
"THE WEEDS GROW TALL" BOBBY BUTTRAM
WAYSIDE RECORDS
PROMOTION: LITTLE RICHIE JOHNSON, NEW, NEW YORK

TWO NEW HIT RELEASES!
"PLEASE MR. D.J." 5 WILLIAMSON BROS.
"YOUR LOVE GOES WITH ME" ELBERT SYKES
GOLDSTAR RECORDS
EVERGREEN, N. C.
**Picks of the Week**

**BUCK OWENS’ BUCKAROOS** (Capitol 2264)
I’m Goin’ Back Home Where I Belong (2:15) [Blue Book, BMI-Rich]
Ace chanter Buck Owens’ back up group, the Buckaroos, steps out on its own once again, this time offering a highly infectious finger-snapper called “I’m Goin’ Back Home Where I Belong.” Buck features the fine vocal stylings of Don Rich, who is also the writer of the song. Should be a chart-bounding item. Flip: “Too Many Chiefs” (1:43) [Blue Book, BMI-Wiggins, Morris] Potent American Indian-styled item cowritten by and featuring drummer Jerry Wiggins could also see action.

**CARL SMITH** (Columbia 44260)
There’s No More Love (2:15) [Mayhew, BMI-Mathis]
Cute but for Carl Smith to see plenty of action with this blues-filled toe-tapper, “There’s No More Love.” The chanter is at the top of his form throughout, and his performance should heartily please his many fans. Excellent session. Flip: “Remember Me I’m The One Who Loves You” (2:40) [Hill & Range, BMI-Hamblen]

**FRANK IFIELD** (Hickory 1514)
Good Morning, Dear (2:35) [Acuff-Rose BMI-Newbury]
Frank Ifield has been stymied a good many times in the past, but his making up a sound disk, accented “Good Morning, Dear” to finally be the thing to do the job that the songster merits. Soft, rolling sound is easy on the ears. Flip: “Innocent Years” (2:45) [Acuff-Rose BMI-Holly, Rogers]

**JOHNNY & JONIE MOSBY** (Capitol 2258)
Come In The Back Door (2:20) [Don Robertson ASCAP-Crutchfield]
Another good side from the twosome in “Come In The Back Door.” Waltz-tempo tale of cheating should be one of their best in some time. Flip: “You Be The Mama, I’ll Be The Papa” (2:13) [Central Songs BMI-Rhodes, Lackey]

**GOSDIN BROTHERS** (Capitol 2265)
Sounds Of Goodbye (2:28) [Noma, SPR-Rabbitt, Heard]
The third competitive version of “Sounds Of Goodbye” joins the race via a highly attractive performance by the Gosdin Bros. Although the other versions have a sizable head start, the fine performance by the brothers may serve to close the gap somewhat. Flip: “The Victim” (2:54) [Beechwood BMI-V.R. Gosdin]

**MARK DINNING** (United Artists 50305)
Throw A Little Love My Way (2:37) [Betsy Jean BMI-Miller]
Pretty sound of this Mark Dinning lid gives the songster a good shot at generating some new chart action for himself. “Throw A Little Love My Way” is certainly worthy of a close listen from jocks. Flip: “Dissatisfied Man” (2:12) [United Artists ASCAP-Harvey]

**Newcomer Picks**

**CONNIE EATON** (Chart 1048)
Too Many Dollars, Not Enough Sense (1:58) [Yonah BMI-Anderson]
Lively and attractive comment on the foibles of the rich from Connie Eaton. Infectious flavor of “Louisiana Man” pervades the side, tabbed “Too Many Dollars, Not Enough Sense,” and makes it an excellent programming choice. Flip: “Bonnie” (2:42) [Peach SESAC-Helm]

**CLYDE OWENS** (Chart 1047)
So Much For Me, So Much For You (2:57) [Yonah BMI-Anderson]
Breaking up is hard to do, according to Clyde Owens, who may be the basis for a breakout. Deck could be climbing the charts before the separating twosome finishes, dividing up the community property. Flip: “(My Friends Are Gonna Be) Strangers” (2:14) [Yonah BMI-Anderson]

**REDD STEWART** (Bell 45000)
My Home Is The Dust Of The Road (2:15) [Milenie ASCAP-Rose]
The real strong sound marks this RCA release by Whitley Shafer. Newcomer, armed with a blues-drenched ballad called “Touching Home,” may well be the basis for a breakout. Deck could be climbing the charts before the separating twosome finishes, dividing up the community property. Flip: “Down By The Railroad Track” (2:35) [Blue Crest, Hill & Range BMI-Frazier]

**WHITEY SHAFER** (RCA Victor 9597)
Touching Home (2:33) [Blue Crest, Hill & Range BMI-Frazier, Owens]

**IN THE BEGINNING — Hank Williams — MGM SE 4576**
For the legions of Hank Williams fans throughout the country, MGM releases a package of dusty greats taken from singer's earliest days as a recording artist. With some from the MGM vaults and some from the old Sterling label, the package is a classic piece of Williams material, and becomes a must for a well-rounded library. Among the tracks that should influence buyers are "Hank Williams," "(Last Night) I Heard You Crying In Your Sleep" and "I Don't Care (If Tomorrow Never Comes)."

**THE WONDERFUL WORLD OF TOMPALL & THE GLASER BROS.—SE 4577**
Tompall and the Glaser Bros. highlight their latest LP with their current nosemaking single, “One Of These Days,” and follow through with an additional ten tracks guaranteed for pleasant listening. Set shows the trio off to good advantage with an excellent selection of material that includes oldies such as “I Guess Things Happen That Way” and newer material the likes of “Why Do You Do Me Like You Do.”

**WHAT CAN I SAY—Arlene Hardin—Columbia CS 9671**
Gaining more and more popularity as a soloist on the disk scene, Arlene Hardin is apt to run a healthy count in the sales department with this Columbia package. In addition to three of her own singles, including recent chart hit “It’s A Good Ole Boy” and her just released “What Can I Say,” smooth performances are offered on a batch of familiar titles, headed up by “D-I-V-O-R-C-E” and a cute duet with producer Frank Jones on “Something Stupid.”

**A TIME TO SING—From the Motion Picture Soundtrack—MGM SE 4549**
The just-premiered Hank Williams, Jr. flick, “A Time To Sing,” will prove an excellent showcase to this set taken from the film’s soundtrack, and will also provide a great merchandising vehicle. Dealers should find the piece—which includes young Hank’s latest single, “It’s All Over But The Crying”—an excellent mover with the generic release of the film.

**COUNTRY HEART & SOUL—Louvin Brothers—Tower DT 5122**
Tower has dived once again into the Country Heart & Soul bag, with a fine collection of the group’s hits. The brothers are showcased with such material as “Tennessee Waltz.” “Here Today And Gone Tomorrow” and “Take Me Back Into Your Heart,” among others, set has a good deal of sales appeal.
Larry Butler, Nashville pianist (he records for Liberty) and Cedarwood Publishing rep, was in New York recently to do a Mike Douglas TVer and to place Cedarwood material. George Jones wrote us that he has appointed Mrs. Shirley Phillips, P.O. Box 810, Nashville, Tennessee, as official president of his national fan club — WHER Radio in Hackensack, New Jersey, has added two members to its national sales staff — Frank Rogers and Paul Sahlin.

HAPPY ALLIANCE — The two happy men shown in the photo above are Henry Hurt (standing) and Dot Records Nashville representative, and C&W artist Darrell Statler. Statler is seen making official his new recording contract with Dot. The artist's first Dot single, "Tragedy's Girl," b/w "Heen To Bakersfield," is scheduled for immediate release.

RCA C&W comedian Don Bowman got the shaft from his own garage door on August 3. Preparing to leave his Franklin, Tennessee home for the airport for a performance in Atlanta, he went to the garage to get his car.

No sooner had he pulled up the spring-mounted door than it sprung back and slammed into his arm. We're happy to hear he isn't seriously injured.

Columbia songstress Arleen Harden is currently recovering from a tonsillectomy at Baptist Hospital in Nashville. She was a bit afraid that the operation might affect her voice, but her fears proved groundless. She should be back in action soon.

Reed Allen is scheduled to appear at the Bethany Fair in Bethany, Missouri on September 1. Tower singers Dick Curless and Ray Adams and Capital singers Merle Haggard and Bonnie Owens are going to record songs for the soundtrack of the American International flick, "Killers 3." The movie stars Robert Walker, Dianne Varsi and Dick Clark... Starview Records has just released to disc its first single, an original guitar instrumental by Gene Mokes called "Fingerlickin'..." Paul Craft has been appointed assistant to Chuck Glaser at Glaser Publications... Stop Records has signed George Mccormick, a regular on the Porter Wagner TV Show. Pete Drake produced McCormick's first session. Wagner attended... Glen Campbell was recently invited to play in the 14th annual Music City U.S.A. Pro-Celebrity Golf Tournament in Nashville this fall. Naturally he has accepted the invitation...

The DuQuoin State Fair at DuQuoin, Illinois, will have two "opening night" country music spectaculars. The first spectacular, to be held August 24, will include Buck Owens and His Buckaroos, Lynn Anderson, Red Foley and the Homesteaders. The second spectacular, on August 25, will include Sonny James and His Southern Gentlemen, Connie Smith and Her Sundowners, Hank Snow and the Rainbow Ranch Boys, Roy Clark, and the Homesteaders. The spectaculars coincide with the running of the famed Hambletonian Stakes at the opening of the southern Illinois fair...

The August 25 Summer Brothers Smothers Show on CBS-TV will pay tribute to country music. Glen Campbell, who has been the host on the show all summer, will have Johnny Cash and the Stompen Family on as his guests, and Bob Kingsley, KGBS-Los Angeles deejay, twice a winner of the Academy of Country & Western Music's annual award for the most popular radio personality, will serve as announcer for the August 25 show.

A "Dee Day" will be held on August 22 in Cleveland, Ohio for Kathy Dee, a popular Cleveland performer and writer who has suffered the loss of her sight. Grand Ole Opry stars Bill Anderson and Dottie West will stage a benefit performance for Kathy. Dottie will be accompanied by the Heartaches. The Po' Boys and Jimmy Gately will appear with Anderson. Merle Travis and Mel Tillis will also be on hand to perform. A citation saluting Kathy Dee's efforts in promoting country music in the Cleveland area is being prepared by the Country Music Association and will be given to her at the show. In addition, many telegrams and personal tributes to Kathy will be read at the benefit.

A First
Famed songwriter John D. Loudermilk (right) has long been a fan of RCA's star chanter Eddy Arnold (left), and when Arnold recently recorded a song by the tunesmith for the first time, Loudermilk experienced the fulfillment of a long standing desire. The song, Arnold's latest RCA release, is "Then You Can Tell Me Goodbye."

NASHVILLE!

The Country Music Festival

Cash Box will be where the action is with a special Convention Edition!

Plan now to have your ad message in it!

Cash Box — August 24, 1968
COUNTRY FAIR

SPLENDOURED AUTRATIONS
DIRECT FROM THE CHARTS

"I BELIEVE IN LOVE"
Bonnie Guitar — Dot 17097

"ON TAP IN THE CAN OR IN THE BOTTLE"
Hank Thompson — Dot 17018

"IF YOU DON'T LIKE THE WAY I LIVE"
Mary Taylor — Dot 17014

"DO YOU BELIEVE THIS TOWN?"
Roy Clark — Dot 17117

"TWO LITTLE HEARTS"
The Compton Brothers — Dot 17110

"THE STRAIGHT LIFE"
Sonny Curtis — Viva 630

"RAYS OF SUNSHINE"
Ray Griff — Dot 17124

GONE TO THE COUNTRY FAIR AND DOT'S GOTT IT!

Cash Box — August 24, 1968

1. HEAVEN SAYS HELLO
   Sonny James (Capitol 2155)
2. ALREADY IT'S HEAVEN
   Alaquas — BMI
3. YOU JUST STEPPED IN
   Sonny James (Capitol 2124)
4. DREAMS OF AN EVERYDAY HOUSEWIFE
   (BMI)
5. MAMA TRIED
   (Theme From "Killers 3")
6. FOLSOM PRISON BUKES
   (Hill — BMI)
7. WHAT MADE MILWAUKEE FAMOUS
   (All Gooden — BMI)
8. JUST BECAUSE I'M A WOMAN
   (Decca — BMI)
9. AS LONG AS I LIVE
   (Bobbi Gentry — BMI)
10. AUTUMN OF MY LIFE
    (Wine & BMI)
11. ONLY DADDY THAT'LL WALK THE LINE
    (Central Songs — BMI)
12. LOVE TAKES CARE OF ME
    (Musk — BMI)
13. ON TAP IN THE CAND, OR IN THE BOTTLE
    (Hank Thompson — Dot 17108)
    (Terry — BMI)
15. LET THE WORLD KEEP ON TURNING
    (Decca — BMI)
16. RAMONA
    (Terry — ASCAP)
17. I KEEP COMING BACK FOR MORE
    (Columbia — BMI)
18. 1 RUN AWAY LITTLE TEARS
    (Charlie Rich — BMI)
19. I'M GONNA MOVE ON
    (Brooks & Dunn — BMI)
20. THE EASY PART'S OVER
    (Terry — BMI)
21. BORN A FOOL
    (Jack O'Drinnan — BMI)
22. WE'LL GET AHEAD SOMEDAY
    (Coratoa — BMI)
23. TELL IT LIKE IT IS
    (Asa & Love — BMI)
24. BE PROUD OF YOUR MAN
    (Terry — BMI)
25. THERE'S A FOOL BORN EVERY MINUTE
    (Norton, Pan — BMI)
26. BIG GIRLS DON'T CRY
    (Robbie Lewis — BMI)
27. FLOWER OF LOVE
    (Shelby — BMI)
28. TIE A TIGER DOWN
    (Columbia — BMI)
29. YOU'VE CHANGED EVERYTHING
   (Unid — BMI)
30. THE STRAIGHT LIFE
    Sonny Curtis (Viva 630)
31. FROM HEAVEN TO HEARTACHE
    (Shelby Williams — BMI)
32. STRANGER IN A STRANGE, STRANGE CITY
    (Dial — BMI)
33. IT'S A LONG WAY TO GEORGIA
    (Contact — BMI)
34. HOW IS HE
    (Wright — BMI)
35. JODY & THE KID
    (Central Artists — BMI)
36. GYPSY KING
    (Unid — BMI)
37. SAN DIEGO
    (Unid — BMI)
38. I BELIEVE IN LOVE
    (Hill & BMI)
39. LOCK, STOCK & TEARDROPS
    (Tree — BMI)
40. HARPER VALLEY P.T.
    (Heavenly — BMI)
41. NEXT IN LINE
    (Tree — BMI)
42. A LITTLE LATER ON
    (Columbia — BMI)
43. CHRISTOPHER ROBIN
    (Tree — BMI)
44. MARRIAGE BIT
    (Terry — BMI)
45. ONE OF THOSE LITTLE THINGS
    (Ghillote & Glass Brothers — BMI)
46. RAGGEDY ANN
    (Tree — BMI)
47. TEXAS TEA
    (Hill — BMI)
48. I'M IN LOVE WITH MY WIFE
    (Columbia — BMI)
49. GONNA MISS ME
    (Unid — BMI)
50. UNDO THE RIGHT
    (Unid — BMI)
51. I JUST CAME TO GET MY BABY
    (Vivian Young — BMI)
52. THREE PLAYING LOVE
    (Columbia — BMI)
53. I STILL BELIEVE IN LOVE
    (Unid — BMI)
54. TAKE IT ALL OFF
    (Unid — BMI)
55. SHE THINKS I'M ON THAT TRAIN
    (Unid — BMI)
56. HAPPIE STATE OF MIND
    (Unid — BMI)
57. LOOKING AT THE WORLD THROUGH A WINDSHIELD
    (Passion — BMI)
58. IF YOU DON'T LIKE THE WAY I LOVE YOU
    (Unid — BMI)
59. HEY DADDY
    (Unid — BMI)
60. LOVE ME, LOVE ME
    (Unid — BMI)
The Status Quo scored a big hit in Britain earlier this year with "Pictures of Matchstick Men," and have now received a gold disk for over one million world sales. The disk scored heavily on the Continent and in the States and group make their first trip to America Sept. 25 for a five week tour. Their new single, "Ice In The Sun," is issued on Pye and in the States on Cadet.
The launch of the Beatles Apple label is set for August 30th. Spearheading the debut will be the group's own new single coupling "Hey Jude" with "Revolution." Promo photos are by the John Lennon-Paul McCartney compositions with lengthy running time. "Hey Jude" lasts for 7 minutes and "Revolution" has 4¼ minutes duration. McCartney recently revisited the group's empty Apple boutique nocturne to mark the titles across the window. The initial Apple release was put back to coincide with the Beatles' own single. Other singles are "Those Will Be the Days," by Mary Hopkin, discovered and produced by McCartney; "Sour Milk Sea" by Jackie Lomax, written and produced by George Harrison; and the Black Dyke Mills Brass Band playing "Thingumybob," written and produced by McCartney and the theme tune for the new London Weekend TV series of the same name. First Apple album set for September release will be the soundtrack music composed by Harrison for "Wonderwall." The Apple logo is a dual design with an apple for A skies and half an apple for Bips.

The Moody Blues are lined up for a £250,000 tour of the States in the fall. It will take in major venues and includes the possibility of a Hollywood Bowl concert with the Stan Kenton Orchestra to feature a complete performance of the Moody's hit LP "Days Of Future Passed." The group is currently working on the continent, particularly France where their single cut from the album "Nights In White Satin" has been topping the national chart long term. The Moody's have been commissioned to pen two film scores, one French and the other American.

Decca has compiled a special Mantovani sampler album retailing at just under £1 for September release. It will feature fourteen tracks from the maestro's massive album output now totalling nearly 50 LPs.

Donovan starts another Statewide tour in September opening at the Civic Auditorium, San Francisco on the 27th. Other dates include the Hollywood Bowl (28th), Carnegie Hall (October 25th) and the Hollywood Palace TV Show (November 1st). The tour will take in Chicago, New Orleans, Houston and Dallas, and Canadian dates in Vancouver, Ottawa, Montreal and Toronto.

MCA bows its MCA Country & Western series in October with a release of six LP's featuring Bill Anderson and Jan Howard, Loretta Lynn, Jack Green, Ernest Tubb, Kitty Wells and Conway Twitty. The line will have its own guitar-slinger in the circle. Earlier releases by Patsy Cline and Jack Green will be absorbed and renumbered.

Fry's classical release on its Virtuoso series consists of six LP's featuring Rolfillac on solo piano. They include three on them, plus Campoli playing Liszt and Stravinsky violin sonatas and Tchaikovsky's Violin Concerto in D minor. A new Foy's release by Patsy Cline and Jack Green will be absorbed and renumbered.

Larry Page just completed negotiations with Lawrence Wright Music to produce a national TV series and radio program featuring his recording called "Paws." The series will be broadcast to the States to promote "Mystery Lady" by the Mirage. "The Larry Page Orchestra" LP has just been issued in Japan, Italy, Spain, and the U.S.A.

Johnny Cash in Cash in October 22nd for ten-day nationwide tour headlining a bill which includes June Carter and James Royal. CBS is issuing its "Folsom Prison Blues" which reached No. 2 in the Cash box country charts.

One-man bandman and vocalist Don Partridge will star in a movie with Laloo and Trevor Howard. Partridge has penned the theme for London Weekend TV's "Let's Dance." The show will be held in the Everyman Theatre for their next LP. The trio will be at Edin- burgh International Festival Theatre August 25th for an Edinburgh Festival stint.

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NEW YORK—Edwin H. Morris, Jr., is serving its long-time London office in affiliation with Chappell and Co., and will establish its own offices in key world cities just to handle the world reports Edwin H. Morris, president, has already announced a London office in operation, led by professional manager Stuart Reid.

The company's decision to open its own offices, Morris states, is necessitated by the "accelerated productivity and growth of many of the writers affiliated with the company."

**Theatre Activity**

In the area of musical theatre, for example, Edwin H. Morris is publishing the music from "Hello, Dolly!" and "Mame," both written by Jerry Herman, and both huge successes in Europe and Japan. The company also will be publishing the music from the forthcoming European and Japanese tour of "Hello, Dolly," starring Barbra Streisand and Walter Matthau, and featuring new songs by Jerry Herman, the music from the Warner Bros.-Seven Arts production of "Mame."

**AGAC's Stern Sets Euro Tour**

NEW YORK—Miriam Stern, executive director of The American Guild of Authors, Composers, and Publishers, travels to Europe Aug. 29th for three weeks of meetings with members and executives of British publishers and writers' guilds and societies. Among the people she will meet with while in London are: Victor Knight and the board of directors of the Songwriters Guild of Great Britain, Royce Whales of the Performing Rights Society of G.B. and B.W. Pratt of the Mechanical Copyrights Protection Society Ltd.

She feels that with the constant changes in the international music publishing world, it is vital that the people in the industry be more knowledgeable about their business. She is traveling to Europe to gain first hand information about current changes and future trends so that AGAC may better serve its members. While in London, Miss Stern will be staying at the Old St. James House, 7 Park Pl., London W.1, Eng.

**Brazil's Best Sellers**

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Shown in the photo above are AGAC (England) personnel (left to right): promotion manager Roger Watson; classical & A&R director John Robinson; A&R administration director Mike Sloman; advertising manager Kay Jarrett; managing director Brian Brolly; writer/producer/arranger Mike Leander; and sales and marketing director Peter Roddis; press co-ordinator Vicki Walton; label and promotion director Alan Crowder; and company secretary Graeme Nixon.

**Dick Broderick Report Rates MCA Ltd. At Top Of Eng. Indies**

NEW YORK—MCA Records Ltd. was the top performing indie label in England for the second quarter of 1968.

This assessment is the result, reports Dick Broderick, vp of MCA's international disk division, of a recently completed analysis of the disk industry in the area. Broderick finds the results "remarkable" considering that MCA as an indie label abroad wasn't launched until last Feb. Broderick recently returned from an extensive tour of the United Kingdom and the Continent.

Mr. Broderick stated, "This announcement is even more remarkable considering the fact that MCA as a record label wasn't launched until February of this year... MCA released its first single record release in Feb., consisting of a carefully selected group of young performers. The stand-out in this first release was John Rowles, a young New Zealander whose first record, "If I Only Had Time," emerged as a top chart contender. Rowles' single, "This Isn't That Jokey Time To War," released less than a month ago is already high on British singles charts and his first album was just released.

The new label, under managing director Brian Brolly, a key MCA exec in the United Kingdom, has been staffed by creative and merchandising people who are all seasoned veterans of the record industry. The label has re-emphasized key catalog artists from the American Decca vaults, i.e., Bill Haley, Buddy Holly, etc. Many of these re-issues have also appeared on English artists. In addition to John Rowles, MCA has young English actor, Joe Brown and also the internationally renowned Topol, who starred in the English cast version of "Fiddler On The Roof." They blend with important artists from the American Decca, Brunswick, Coral and Uni catalogs.

London 'Mancha'

The label has just completed a recording project with the London cast of "The Man Of La Mancha," and will in addition to the standard cast, also present a complete band show, focusing on the complete play with music, "The Man Of La Mancha." This is the first recording of its kind ever done in the United Kingdom.
TO THE VICTORS go the spoils of Australia's national "Battle of the Sounds." And what a battle there was in the third annual competition which drew a total of 1041 groups throughout the country. Fifty-one commercial stations, almost half the entire Australian roster, took part in the massive contest sponsored by Hoadley's Chocolates with Mason Guitars and the Sitmar shipping line. With 3UZ hosting the grand finale at the Savoy Plaza, twelve finalists were presented with The Grove taking top honors: a round trip to England with p.a. bookings in London and a $2,000 cash prize. The Grove is shown making a victory performance in the top photo, and settling down for a taste of success dinner with Stan Rofe, 3UZ deejay. Members of the team in the middle photo are (from left) Jamie Byrne, Peter Williams, Geoff Bridgford, Rod Stone and Tweed Harris. Third photo shows Gordon Hoadley, managing director of Hoadley's Chocolates (left) with his advertising manager Tom Carter presenting second prize to the Master's Apprentices.

**Great Britain's Best Sellers**

<table>
<thead>
<tr>
<th>This Last</th>
<th>Last Week</th>
<th>Week On Chart</th>
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<tbody>
<tr>
<td>1 1 6</td>
<td>Many Many—Tommy James &amp; Shondells Major Minor</td>
<td>Monkey Monkey-Pentangle-Non</td>
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<td>2 4 5</td>
<td>Fire—Crazy World of Arthur Brown Track Essex</td>
<td>Mrs. Robinson—Simon &amp; Garfunkel CBS Lorne</td>
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<td>3 4 5</td>
<td>This Guy's In Love—Herb Alpert &amp; A&amp;M Blue Sea</td>
<td>This Guy's In Love—Herb Alpert &amp; A&amp;M Blue Sea</td>
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<td>4 5 2</td>
<td>The Old Grey Whistle Test—The Who</td>
<td>This Guy's In Love—Herb Alpert &amp; A&amp;M Blue Sea</td>
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<td>5 4 2</td>
<td>Close My Eyes—Dusty Springfield Carlin</td>
<td>Close My Eyes—Dusty Springfield Carlin</td>
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<td>6 5 3</td>
<td>Help Yourself—Tom Jones Decca Valley</td>
<td>Help Yourself—Tom Jones Decca Valley</td>
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<td>7 6 2</td>
<td>Last Night In Soho—Dave Dee, Dozy, Beaky, Mick &amp; Tich</td>
<td>Last Night In Soho—Dave Dee, Dozy, Beaky, Mick &amp; Tich</td>
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<tr>
<td>9 7 3</td>
<td>Dance To The Music—Sly &amp; Family Stone Direction Carlin</td>
<td>Dance To The Music—Sly &amp; Family Stone Direction Carlin</td>
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<td>10 8 2</td>
<td>Sunshine Girl—Herman's Hermits Columbia Monique</td>
<td>Sunshine Girl—Herman's Hermits Columbia Monique</td>
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<td>10 9 2</td>
<td>McArthur Park—Richard Harris RCA Carlin</td>
<td>McArthur Park—Richard Harris RCA Carlin</td>
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<td>11 9 2</td>
<td>Days—Kinks Psychedelic</td>
<td>Days—Kinks Psychedelic</td>
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<td>12 8 2</td>
<td>In The Court Of The King—Rafael Ramirez Columbia</td>
<td>In The Court Of The King—Rafael Ramirez Columbia</td>
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<td>13 8 2</td>
<td>Baby Come Back—The Equals President Kassner</td>
<td>Baby Come Back—The Equals President Kassner</td>
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<td>14 8 2</td>
<td>Yummy Yummy Yummy—Ohio Express Psy T.M. Music</td>
<td>Yummy Yummy Yummy—Ohio Express Psy T.M. Music</td>
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<td>15 7 2</td>
<td>Keep On—Bruce Channel Bell Shapiro Bernstein</td>
<td>Keep On—Bruce Channel Bell Shapiro Bernstein</td>
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<td>16 7 2</td>
<td>Son of Hickory Holler's Tramp—O.C. Smith CBS Bunting</td>
<td>Son of Hickory Holler's Tramp—O.C. Smith CBS Bunting</td>
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<tr>
<td>17 7 2</td>
<td>Do It Again—The Beachboys Capitol Immediate</td>
<td>Do It Again—The Beachboys Capitol Immediate</td>
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<td>18 8 2</td>
<td>Universal—Small Faces Immediate Immediate</td>
<td>Universal—Small Faces Immediate Immediate</td>
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<td>19 8 2</td>
<td>On The Road Again—Canned Heat Liberty Southern</td>
<td>On The Road Again—Canned Heat Liberty Southern</td>
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<tr>
<td>19 8 2</td>
<td>Here Comes The Judge—Pigment Marichan Chess Jewel</td>
<td>Here Comes The Judge—Pigment Marichan Chess Jewel</td>
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**Great Britain's Top Ten LP's**

1. Decca—Tom Jones Decca
2. Odeon's Nut Gone Flake—Small Faces Immediate
3. Bookends—Simon & Garfunkel CBS
4. Crazy World Of Arthur Brown—Track
5. Man Without Love—Englebert Humperdinck Decca
6. Sound Of Music—Soundtrack RCA
7. This Is Soul—Various Atlantic
8. Wheels Of Fire—The Cream Polydor
9. Rare Wires—John Mayall Decca
10. Jungle Book—Soundtrack Disney

**Australia's Best Sellers**

**This Last Weeks**

<table>
<thead>
<tr>
<th>This Week On Chart</th>
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<tbody>
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<td>1 2 4</td>
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<td>9 6 3</td>
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**The Three Ring Circus**

The Three Ring Circus got a booming send-off with promotion personal to key the cover thread in on the team's first single just released in Australia. RCA sales rep Neil Masterson and Lynn Chapman greet the mime, at an in-store plug set up at the David Jones Store in Sydney, Australia to retain a copy of "Groovin' in the Sunshine."
Música de Manzanero
3 Victor albums from Armando Manzanero, Mexico's great composer.

*Available on RCA Stereo 8 Cartridge Tape
The following is the list of the best selling singles of international repertoire per company during July: RCA-Victor, "Dear Delilah" by the Grapefruit, "I Want To Be Loved By You" by the Tempters in Columbia, "Sound Of Silence" by Simon & Garfunkel, "Simon Says" by 1910 Fruitgum Co., "The Letter" by the Kingston Trio, "Tell Me" by the Rolling Stones, "Let's Go Boogaloo" by T. Mex, "The Bunnies", "Honey" by Bobby Goldsboro, "Nineteen Grammophon, "C-C-C-<1970> by the Tempters. Other hit singles are "The Ship's On Fire" by the Kings, "The Deck Of The Bay" by Otis Redding; Toshiba Records, "Rhythm Of The Rain" by the Osmonds, "Nobility But Me" by the Human Beings; Teichiku Records, "Anata no Blues" by Ken Yabuki (local), "Elizabeth 1 & 2" by Nina & Frederik, "Valley Of The Dolls" by Diana Ross & The Supremes, etc.

King Records is set to release a live recording of Chaz Aznavour's concert in Stockholm. Aznavour played 11 songs on his tour here in May, including "Chaz Ayazov" on TV shows, which has much contributed to the sales result of his hit single "Isabelle b/w Et Pourtant" and LP "Charles Aznavour, Vol. 1" his hit title.

Gary Walker & The Rain. English group newly formed by ex-Walker Brothers member Gary, arrived in Tokyo on July 23rd and during the following two weeks will be in Japan for a promotional tour of their new recording "The View" b/w "Thoughts Of An Old Man." Scott Walker, to make tour with above group, cancelled because of illness.

Brothers Four (CBS) again coming to Japan brought by Kojiku Agency. The group will start a brief tour with a concert in Tokyo and Acton 24th. CBS-SONY will back up the tour demonstrating for the promotion of the new company's establishment. Clara Ward Singers (London) will tour here in September and hold two concerts in Tokyo sponsored by Fuji TV, Nippon Broadcasting Corp. and Bunka Broadcasting Corp.

The latest singles release of King Records includes "The Story Of Rock And Roll" by the Kings, "The Week Of The Horse" by the Fantastic Jenny (C. London). "One More Time" by them (London), "Eleven Bags" by Ray Charles (ABC), "Giuseppe In Pennsylvania" by Gigi偶像 Cinquese (CBS). (See previous edition). There are also two singles selected from Creed Taylor Incorporated series on Adan & The Flames Flutes and "In The Heat Of The Night" b/w "Max's Brazilian What" by Artie Butler Orchestra.

Toshiba Records recent singles release includes "Boy" by Lukel (Odeon), "Sleepy Joe" by the Herman's "I Wanna Live" by Glen Campbell (Capitol), the debut single of the People (Capitol) "I Love You." "Trampin' On A Star" by the Rolling Stones, "Rock Around The World" by the Four销售s, "The Night Before" by the Osmonds, "Funky Street" by Arthur Conley (Atlantic-Gram.), "Gimmie Little Sign" by Break Off (Atlantic-Tone). "What A Wonderful World" by Stevie Wonder (Motown-Job).
After resigning as Managing Director of Dischi Parade (which also holds stock in the firm), Vincenzo Micocci has now been appointed A/R Manager of RCA International Publications. Fitted with a cute name and an impressive roster of publishers, the new label is beginning to assume some recognition in the international music field, as has been hinted about the new General Manager of Dischi Parade.

Three years ago, the Russian song “Mezzanote A Mosca” (“Midnight In Moscow”) was quite an impression on the Italian market. Now another Russian copyright promises to follow the same route, “Finestra Su Mosca” (“Window On Moscow”) has been acquired by sub-publisher Cielo Video. The first Italian recordings from this work via an instrumental version from Recordi. RCA Italiana is expected to bring out the first vocal version of a newly-pacted Nicola Arigliano. Rumors are circulating that there might be a very strong promotional campaign behind the first RCA label.

Virgilio Pazzuti, owner of Cielo Video, informs us that he has also acquired the Italian rights to “Lungo Il Muro” (“The Long Wall”), which, this too, is scheduled for September release in an instrumental version from Ri. Fi Records under the Italian name of “Vero La Luce”.

It is interesting to note that while “Midnight In Moscow” was considered public domain (coming from a Communist nation), these two new songs a normal sub-publishing agreement has been stipulated between the original owner and the Italian publisher which grants full protection of the copyrights.

One of the most-selling LP’s currently on the market here is entitled simply “Hit Parade” (CBS label). Handing down to the Italian market is a new album “Una Pista” (“Pads of Spencer” etc.), performed by the record label’s series of “D’Oro” (“Gold”). This is being distributed through CBS.

RCA Italiana has introduced two new titles by this top artist: “I Ho Visto Un Re” (“I Have Seen A King”), which is sung in Spanish. The album is immediately off to a good start.

### Italy’s Best Sellers

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<thead>
<tr>
<th>No</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>“La Nostra Favola”/Delibah</td>
<td>Jimmy Fontana (RCA)</td>
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<tr>
<td>2</td>
<td>“Una Pista”/Gino Lisa</td>
<td>Frankie Valli (RCA)</td>
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<tr>
<td>3</td>
<td>“L’Ombra”/Caterina Caselli</td>
<td>(CBS)</td>
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<tr>
<td>4</td>
<td>“Pregna Pregna”/Tony Yvonne</td>
<td>(CBS)</td>
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### Argentina’s Best Sellers

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<th>No</th>
<th>Title</th>
<th>Artist</th>
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<tr>
<td>1</td>
<td>The Music Played</td>
<td>Matt Monroe (Odeon)</td>
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<td>2</td>
<td>Delilah (Fernatta)</td>
<td>Tommy Jones (Odeon)</td>
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<td>3</td>
<td>“La Nostra Favola”/Delibah</td>
<td>Lorenzo Fontana</td>
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<td>4</td>
<td>“Una Pista”/Gino Lisa</td>
<td>Frankie Valli</td>
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<td>5</td>
<td>“L’Ombra”/Caterina Caselli</td>
<td>(CBS)</td>
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<tr>
<td>6</td>
<td>“Pregna Pregna”/Tony Yvonne</td>
<td>(CBS)</td>
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### Mexico’s Best Sellers

1. Reconciación—Hans. Núñez (Orfeon)—Conchita Sols (CBS)—Flor de la Santa (RCA)
2. Enamorada De Un Amigo Mio—Roberto Carlos (CBS)—Pablo Beltrán (RCA)
3. Palabras (Words) Boo Gees (Polydor)—Los Leon y Johnny Dynamo (CBS)
4. Muchachita (Young Girl)—Union Gap (CBS)—Los Belments (Orfeon)
5. El Amor E Triste “Love Is Blue” Paul Mauriat (Philips)—Paul Mauriat and the Pop Singer (Philips)—Al Martino (Capitol)—Karina (Gimbel)—Matilde de la Veiga (CBS)
6. Amor No Lloras—Roberta (CBS)—Alberto Vázquez (Mussart)
7. La Unión (CBS)—Roberto (CBS)—Alberto Vázquez (Mussart)
8. Donde Estas Yolanda—Sonora Santana (CBS)—Los Xochimilcas (Peerless)
9. Pregna Pregna—Tony Yvonne (CBS)
10. El Amor Triste “Love Is Blue” Paul Mauriat (Philips)—Paul Mauriat and the Pop Singer (Philips)

### Cash Box

Beatriz Lapo from Odeon info that her publicity, affiliated with RCA, has obtained rights back to an Italian label Enamorada De Un Amigo Mio which is currently recorded by Nicola de Bar in that country. According to “Felicidad Felicidad” by Los Inredos which we printed as a local product, Lapo states that it is also an Italian product in Spanish versions.

Augusto Conte from Pronto Music sends word about the new hit of his publicity, “El Ultimo Acto,” penned by Chico Novarro and recorded by no less than Roberto Yanes, Los Nocturnos (both for Music Hall), Chico Novarro, Los Cuatro Voces, Jorge Sobrall (CBS), Dany Martin (Sidrano), Roberto Goyeneche (RCA), Olga Romeu, Los Tiempo Nuevos (CBS) for the start of a new campaign in Mexico.

Sergio Santamaria of Ferminata speaks about “The Legend Of Xandus” whose right have been secured by his publicity. The tune has been a strong seller for several weeks. On the record side, Ferminata is working on a version by the Composer of the original song itself, since the original record has sold very well in his honor during which time there are two strong selling versions of this song by Jimmy Fontana and Tom Jones.

Frank Sinatra’s and his Reprise recordings received a good push last Wednesday when Channel 1 aired its special TV program with Ella Fitzgerald and Antonio Carlos Jobim. Music Hall, who released the album carrying this music, expects to sell them strongly since the program had very good ratings and the comments were excellent. On the tropical music side, MH has released a Roulette album by Richard Ray which is receiving good air play and a new single by local folk name Molina Galera.

Phonogram’s Santos Lopeski is happy with the success of Herve Villard’s visit to this country and his appearances on Channel 9 which resulted in strong promotion for his name, since, according to deejay Ricardo Kleiman of LS10, phone calls demanding his records have been pouring in since these appearances. This new LP by Herve Villard also has its copyright in Spain.

Cleo McDowell of CADCO has been invited for TV appearances in Sao Paulo and Rio de Janeiro and consequently will jet to Brazil very soon. The same for musicians who has delayed all the recording programs. The Press Dept. of CBS, however, is keeping quiet about the details of this project, but we know that the would-be band of British star Donovan will also arrive in Buenos Aires before the end of the month.

Serie’s Enrique Iriberry reports renewed interest on Areth Franklin thru her singles “Respect” and “Chain Of Fools” and her recent LP. Aretha is being booked to make a number of TV appearances during the next two weeks which includes the release of albums with a selection of artists recorded originally for Atlantic in the States.

Music Hall has announced that its honeymooning in Rio de Janeiro, but will find time to sign a representation contract in Sao Paulo widening the chain of their artists presence in Brazil. The above cited tour will also benefit composer, instrumentalist and orchestr Malvino, from Visconti, Veega, for November and there is strong faith in the results.

Maria del Carmen Haidewarcel from Odeon Publishing info that they have the rights to “Helulde Helulde,” the Tremeloes hit, and also of “Sherry Don’t Go,” recorded originally by the Lettermen and locally by the Sound and Co, this one for Music Hall. The publhyse has also “En Mi Canasta,” the Adamo hit featured in his recent LP and also as a single.
EDITORIAL: In Tune with the Times

If the current trend toward two-for-25c music could be measured on a Top 100 Popularity Chart, we'd be giving it a "red bullet" this week. Really, a more healthfully contagious condition couldn't be found in the coin industry these days. Every week, more operators are putting out their first 2-25c music boxes, especially in the metropolitan areas where the trend has been in steady progress a good six months now.

The vast majority of operators who've jumped with the price hike couldn't be happier about it. The much-feared "location resistance" has been no more than a mere whimper for the most part and the customers have gotten accustomed to the higher price mighty quickly. And really that's the basic idea—getting the people used to paying with the quarter. It's bound to be the standard coin in the not-too-distant future and it's good to see our operators gearing for it now.

We said the trend deserves a "red bullet" because it's no longer confined to music alone. In increasing numbers, the industry's distributors are now ordering their shuffle alleys from their factories set for two-plays-for-25c. Some metropolitan area distrbs only ordering their new alleys with the multiple pricing. The same results are happening as with the jukes—operators report substantially improved collections and even, in many cases, an increase in the number of games played. Besides, it's a technical breeze to convert a multiple price unit down to dime play but the reverse often requires major mechanical surgery.

Shuffle alley popularity, incidentally, is currently enjoying a period of rejuvenation. What has regenerated location interest in the shuffle is a matter of the motivation research people, but the clear fact stands that shuffles are riding a fresh wave of excitement. Some ops are reporting double collections over the comparative period in 1967; a few even say they've increased the shuffle take over 400%. Another solid indication of the unit's strength is its improved resale value and the demand for used pieces.

One further note on the play price hike is that at least one of the pingame manufacturers has issued an experimental run on the 2-25c pricing to a couple of its distributors and the initial reports have it that collections are up, the locations are content and the operators' very pleased.

For the present, the trend offers obvious advantages in additional income to the operator, who, let's be honest, needs additional income. It brings some money back into the market which will enable operators to buy more of the new equipment they need. Over the long run, it will hasten the day when the quarter is the recognized standard for all types of music and amusement equipment...not just pool tables. The day of the 25c hot dog dawned a long while ago—let's get in tune with the times.

Betson Names Gordon
As Conn. Sales Rep.

NORTH BERGEN, N.J.—Ben Gordon, veteran operator, distributor and manufacturer sales representative in the New England area, has joined the staff of Betson Enterprises as their sales rep for the State of Connecticut.

President William Betson said he and the entire Betson Enterprises organization were delighted to have Gordon on the staff. "Ben's one of the best known, most experienced authorities on the business and we're sure his long association with Connecticut operators will insure successful reception of our products there," Betson declared. "He will certainly fit in well with our business philosophy," he added.

Betson represents the full line of Automat Products vendos, as well as a wide variety of billiard tables and accessories. Its Eastern Novelty Co., sister organization is one of the largest suppliers of billiard slate, cloth, cues and other supplies to the American coin table industry.

Betti revealed plans for opening a Connecticut sales office and showroom for the near future, saying it will probably be located in the much-trafficked East Hartford area.

Meanwhile, plans are in the works for adding an additional 8,000 sq. ft. to the North Bergen building. Architect's plans for erecting a second story

New York Exporter
Builds S. Amer. Biz

NEW YORK—Mr. Fred Brumner, president of Gillespie & Co., of New York City, revealed recently that his firm may soon begin to study the possibility of establishing additional coin machine industry firms for whom they will act as export agents to the Venezulan market.

Gillespie & Co. is now distributing the Rock-Ola Mfg. line of phonographs through their seven sub companies in Venezuela. The Gillespie organization also has an office in Colombia.

Brumner also said that they will be servicing the entire Latin American market in the near future.

Ed Doris, executive vice-president of Rock-Ola, said, "These people are very fine distributors and are doing an excellent job for Rock-Ola in the Venezuelan market."

will be submitted shortly, contractor bids accepted and construction hopefully to begin by next October. The new space will enable Betson to enlarge its present showroom and shop facilities, double the warehouse room and permit an expansion of the executive and clerical offices. Betti anticipates the new second story will be completed by late November or early December.

Diplomat Billiards to Ship in Oct.;
New Coin-Tables Offer Three Sizes

The Riveria home table shown at right will typify Diplomat's operator line when modifications to incorporate coin drawer, meech and cue returns are completed. Table below is classic home style which the firm will continue to produce.

BROOKLYN, N. Y.—Milto Green, whose partnership with Ralph Dimatteo in the formation of the Diplomat Billiards Mfg. Co. was announced last week, advised that the first run of their new line of coin-tables will be shipped beginning in October. The trade will be able to inspect the new line at the MOA Exposition. Diplomat will also display their tables (which include 6', 7' and 8' sizes) at two company showrooms: 3000 Coney Island Ave. here in Brooklyn and 214 E. Jerice Turnpike in Mineola, Long Island. The factory is located at 52 Box St. in Brooklyn.
MOA Expo Off And Running

JB Award Ballots Out To Members

Educational Seminars On Bill For Operating Day

CHICAGO—Fred Granger, executive vice-president of Music Operators of America reports that the 1968 Music & Amusement Machines Exposition is off and running with a grand start. He said, "It looks like another fall house this year, with the probability that we will have more exhibitors than last year. Exhibit space in the Sherman House, where we have 50,000 square feet of space, is reserved by most of all last year's participants for this year." Hardworking Granger also stated, "We have already received some queries about making room reservations for attending the Expo. The answer is that room reservation cards will be sent out to MOA members next month.

JB Award Ballots

Granger also reported that the 1968 JB Award ballots have been mailed out to members. The categories are: 1) Artist of the Year, 2) Record of the Year, 3) Record Company of the Year. You must nominate three, in order of your preference, of the first two categories. Nominate just one for the third category. Make your choices and drop the card in the mail as soon as possible. It must be in the Chicago MOA's hands by no later than August 24, 1968.

In reference to the JB Award Ballots, Granger said, "It is important that members take time to vote on these awards. These are the only awards given by the JB and all other operators are the only ones who can decide them. The first two awards are divided equally, one for each group. Let us know which artist was the most popular of the film on the program on the year and which company was the most popular. For the third category, we would like members to jot down why they think a particular record company deserves the JB Award for Record Company of the Year. They should also give a brief reason why.

The educational seminar on open-end coin-operated machines will be one of two important panel discussions. The first will be a panel of six to seven speakers who will talk to the country discussing their services and responsibilities to the jukebox industry.

This has become a controversial subject as a result of an announcement by MOA president Bill Cannon during the year. For this reason, it is expected to be a lively discussion, with Cannon also a participant.

Another new feature which will be exhibited with MOA each year have expressed a desire to see more One Stop MOA shows. This year they will. The response from One Stop even at this early date has been better than ever before and a good turn-out is expected," said Granger.

The second panel will take up an equally interesting subject, namely, coin-operated amusement games tournaments.

This panel will consist of operators from Missouri who have devoted their lives to game operations and who have had experience in these tournaments. They will discuss tournaments in general and coin-operated amusement machines of all kinds.

The five-year MOA Seminar Committee is headed by Robert Nine, chairman; Dr. J. Collins, Jr., and Harry G. Watson.

The MOA Exposition will be held in the Holiday Hotel, Chicago, October 11, 12 and 13.

"Fantastic" 6-P Shuffle From Midway

Midway's scanning new "Fantastic" shuffle machine was named "first" in its unique Beer Frame feature, "a unique type of "chasing plus" which adds additional income for its operators.

Flashing lights on the playfield and scorecards on the scorecards stop when the pins are hit on the first shot. Play game to stop flashing lights at the center position for highest score. 3) Big Strike—A strike registers 90 and a spare 50. In all frames when a player gets a strike he continues playing until he fails to get another strike. There are no additional shots to the tenth frame. 4) Strike Build Up — Score values are shown in the backglass. 5) Fantastic—A strike registers 300 and a spare 200. If the spin score is the same as the number of pins made by the player's first shot in each frame then an additional 900 points are awarded the player. When the Spin Score Frame is lighted, players making the spin score are awarded a score of 900. Another interesting feature on Fantastic is the $5 Credit slide switch for 2 or 3 credits.

"Fantastic" Beer Frame bonus is a feature included in the machine for the first time. It is in a coin glass, of course. Its beauty is in the enjoyment of the design and engineering of this game. We feel that many of the mechanical problems of previous games have been overcome if the color scheme of the glass and display is according to your personal tastes, don't be dissappointed with the game the way it's timed and in keeping with today's modern fashions.

Another interesting feature of Fantastic is the "Beer Frame" with the spin score bonus. It appears in all games except Model "A" which has the same five methods of play. By pressing the button on the handle of the game, players will select the method they like best. 1) Regulation—the game scores identify official bowling. 2) Flash—

Cinema Mfg. Debuts Coin-Op Film Unit

Set Of 12 Color Films Will Be Rented For $25.

ST. LOUIS—A new addition to the coin machine market made its en- try recently in several Denver, Colo., 8-hour taverns, where collections of a $75 per week fee and a $1 lease on lease was negotiated. The machine is called the Push Push-Botton, Pump-Button, one unit, but a visual machine. It has no sound, therefore, according to Patrick Mfg. Co., "the Color-Tek is not comparable with the jukebox." The unit does have a sound system but is not being used.

One of the most interesting features of the Color-Tek is in the cost of film. Cinema will provide three minute loops from color film at a cost of $25 per 12 and for an entire set of 12.

SETTLING THE ARGUMENT

Pat Shannon

SEEBURG REPORTS RECORD

CHICAGO—The Seeburg Corporation today reported an increase of 90 percent in sales for the nine months ending July 31, 1968. The announcement was made by Louis J. Nicastro, president, who said this was a new record for the Seeburg-manufactured companies.

Income from operations for the nine months ended July 31, 1968, was $512,071, an increase of $72,542, or 14.1 percent over the third quarter of last year.

Sales increased six percent to $726,809,751 for the nine months and 16 percent to $801,401,119 or 11.9 percent over the same period of the last fiscal year.

Income from operations for the nine months includes $499,606 derived from compensation paid to employees of the Seeburg Corporation for withdrawal of Seeburg's tender offer for 1,000 shares of Ramsey Manufacturing Company and a loss of $48,000 on the tender offer to the shareholders of Raybestos-Manhattan, Inc. Income from operations in the first nine months of last year included losses from discontinued operations of $512,071 or 21 cents per share, resulting from the operations of Kay Musical Instruments Division sold by the company in July 1967 at a loss of $512,071 or 21 cents per share.

Nicastro said the record sales and earnings for the first nine months can be attributed to a continued strong demand for the company's products and are the result of manufacturing efficiencies.

A record 200,000 coin-operated and similar coin-operated devices were produced in the third quarter ended July 31, 1968. Excluding extraordinary items, increased to $125,569 or 32 cents per share on sales of $25,542,112 compared with $835,067, or 15 cents per share on sales of $22,978,983 for the same period of fiscal 1967.

Net income for the third quarter was $726,906 or 30 cents per share as compared with a net loss of $74,647, or three cents per share for last year's third quarter.

Electronic Locking Units Adaptable To Coin-Ops

LOS ANGELES, Calif.—Russell Systems, Inc., has received notice of its 25,000 keyless, piec- proof Russell electronic locking units for coin-operated jukeboxes. Russell's choice of the Adorn Company of Los Angeles, one of the largest distributors of General Electric coin operated laundry equipment, it was announced recently by Jack Catkin, Jr., president of Russell Systems, Inc. (American Stock Exchange). Russell's purchase of which 50 percent of the stock is owned by Russel Indus- tries, Inc. and 50 percent is owned by Sheller- Globe Corporation (New York Stock Exchange).

Russco Industries, Inc. and Sheller- Globe Corporation had previously announced that the corporation was formed to develop and market what they believe is a foolproof locking system designed to eliminate the misuse of all coin-operated security devices. Catkin explained that Russell's patented system can be used in many diverse fields including: all kinds of coin-operated equipment, security mechanisms, for hotel-motel and virtually in all areas of security and personal identification.

Upon issuing the purchase order, Morris Weiss, President of Adorn said: "For two years we have asked General Electric, Whirlpool and Litton Industries to give us a sophisticated locking device that gets away from the keys and locks that are easily picked in the field. When Russell Systems demonstrated exactly what our industry needs, we were happy to place our initial order.

Cash Box—August 24, 1968
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.

47. Harper Valley PTA* - Janice C. Riley—Plantation 3
60. Who Is Gonna Love Me* - Dinah Washington—Seagram 12726
62. Six Man Bond* - Association—Warner-7 Arts 7329
71. Naturally Stoned* - Avant Garde—Columbia 44590
72. If Love Is In Your Heart* - Friend & Lover—Verve-Forecast 3091
73. That Kind Of Woman* - Marshall Royal—Bell 738
76. Midnight Confessions* - Green Rock—Donhill 4144
77. I'm A-Gaed-De-Vide* - Iron Butterfly—Ato 6066
81. Indian Reservation* - Don Fardon—GMP/Crescendo 405
83. My Way Of Life* - Frank Sinatra—Reprise 0746
88. Time Has Come Today* - Chambers Bros.—Columbia 44414
89. Little Green Apples* - O. C. Smith—Columbia 44616
90. Then You Can Tell Me Goodbye - Eddy Arnold—RCA Victor 1019
94. Always Something There To Remind Me - Dinah Washington—Seagram 12726
96. I Am Your Man - Bobby Taylor—Gordy 7873
99. Break Your Promise - Delfonics—Philly Groove 152
100. Love Heals - Colours—Dot 17132

*Indicates Chart Bullet

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**Teen Locations**

**SURVEY LEADER**

PIECE OF MY HEART (2:43)

BIG BROTHER & THE HOLDING CO.

Columbia 44626

**FOLLOW-UPS**

SUNSHINE AMONG US (2:44)

ETERNITY'S CHILDREN

MGM 13980

No Flip Info Tower 439

**R&B**

**SURVEY LEADER**

HEY, WESTERN UNION MAN (2:37)

JERRY BUTLER

Just Can't Forget About You (2:36) Mercury 72850

**MESSAGE FROM MARIA** (3:20)

JOE SIMON

I Want You For (2:45) Sound Stage 7 2517

**THE CHOICE** (2:35)

O'JAYS

Going, Going Gone (2:40) Bell 737

**B.B. JONES** (2:25)

B.B. KING

No Flip Info Blueway 61019

**SURVEY LEADER**—The heading 'Survey Leader' refers to those artists and groups with the hits of "Peggy Sue," "I'm Sorry," and those on coin-operated phonographs (as determined by the Cash Box Record Survey). New single releases by Survey Leaders, therefore, present the most promising programming material for jukebox locations.

**FOLLOW-UPS**—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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**LITTLE LP REVIEWS**

BOBBY VINTON—Take Good Care Of My Baby Epic—25382

This fine Epic Little LP, culled from Bobby Vinton's dynamic LP should prove to be a favorite in both adult and teen locations. Titles include his chart-ringing hit, "Take Good Care Of My Baby," "I Apologize," a big hit by Ed Ames, "To Think You've Chosen Me" and three nostalgic tunes that should bring back memories, "Sentimental Mr," "Serenade Of The Bells" and "Forget Me Not."

TAMMY WYNETTE—D-L-V-O-R-E-C-E

Epic—25392

This dynamic C&W singer has moved onto the pop charts many a time and most recently with D-L-V-O-R-E-C-E, which is featured on this Little LP. Other tunes on the junior disc that should stir business in all types of locations include, "Kiss Away," "Lonely Street," "Honey," "Sweet Dreams" and "Yesterday."

SLY & THE FAMILY STONE—Life Epic—28334

Sly & The Family Stone are emerging as one of the most popular groups to jukebox audiences all over the country. They come across much better live, but this seven-songer should excite spots from coast to coast with "Chicken," "Harmony," "Fun," "Into My Own Thing," "Love City" and "My Lady."

DAVID HOUSTON—Already It's Heaven Epic—26291

David Houston, one of the hottest C&W artists around, can be programmed in practically any type of location with adult patrons. His style, be it soft, smooth, hard or fast, is bound to more impulse button-pushers with the likes of "Already It's Heaven," "Release Me," "I Love You So Much It Hurts," "Have A Little Faith," "Gentle On My Mind" and "Just A Little Loving."

THE TREMELOES—World Explosion Epic—26295

On this Epic, the Tremeloes capture some of the hits of ten years ago, but also include the sounds of '60. During the past 18 months they've constantly been on the charts, with the likes of "Peggy Sue," "The Lion Sleeps Tonight," "Willie And The Hand Jive," "Everyday," "Rag Doll" and "Ain't Nothing But A House Party."
It has been written and talked about thousands upon thousands of times. Music programming, Merchandising, Promotion. Grammatically, they’re not too much alike. But when it comes to selling music via a coin-operated phonograph or promoting play on coin machines, they’re one and virtually the same. The average operator has been praised, ridiculed, yelled at and a little of nearly everything else, both good and bad, in music. It seems to either “do” or “does” not follow good programming, Merchandising, or Promotion. Nearly every single operator we talk to does merchandising and promote his machines. It’s a lot easier to do it if you know what you’re doing! Nearly every single operator we talk to does merchandising and promote his machines. It’s a lot easier to do it if you know what you’re doing! Nearly every single operator we talk to does merchandising and promote his machines. It’s a lot easier to do it if you know what you’re doing! Nearly every single operator we talk to does merchandising and promote his machines. It’s a lot easier to do it if you know what you’re doing!

Games & Tables
Games are much different than phonographs, with phonographs you sell music, with games the equipment does the selling. It’s true, no one likes to put money in a dirty phonograph, or a game for that matter, any type of equipment must be kept clean. The point here is that a game sells itself where an operator must sell the music. You can leave a phonograph in a location much longer than you can a game. A game has to be rotated regularly, no matter what. The same holds true with pool tables, not quite as often as a game, but on a regular basis. The most important thing in operating pool tables is the simple fact that you have to know the tavern owner with service. The biggest mistake an operator of pool tables can make is to ask the owner to maintain it. The less service on location the better. The whole table should be cleaned. Never cover a table on location. "In a game, one of the biggest customer drawing features is the novelty value. Placement is also important. I realized this from one of my own locations. We had a piece way over in the corner and moved it just right feet closer to the flow of traffic and it began to register a 20% increase in collections," Cannon related.

Keep Em Going
Nearly all music and games operators know and realize that jukebox and amusement machine play is not as necessary to the consumer as gas is for his car. The music and games customer is an impulsive button-pusher. He is seeking recreation and entertainment. It’s plainly obvious that pure impulse pushes a fellow off the bar stool and over to the machines. Whatever the circumstances may be—accepting a challenge to a game, tossing a loose quarter into the jukebox or a hundred other motivations, the location customer mainly approaches the machine with coin in hand because he suddenly thinks it might be "fun thing to do."

All this is common knowledge and, granted, it works well. It’s also axiomatic that once a machine gets going, it usually generates enough interest among the rest of the customers to keep going. The question is: what motivates a customer over to the coin machine when nobody’s playing it at all? Well, there’ve been quite a few techniques employed over the years to spark interest. That’s what merchandising and promotion is all about. Urging the customer over to the machine and to drop a coin in once he’s there. Lots of merchandising and promotion ideas and aids exist for getting machines going, keeping them that way.

Storekeeper’s Rule
It’s up to you, the operator, and the storekeeper to use these existing ideas and aids. The essential point is that the location person must take an active part in keeping the equipment playing. After all, if the storekeeper is getting a share of the collection, he ought to contribute his efforts toward merchandising and promoting those machines which make money.

(Continued on page 65)
F.T.C. Rules Against Seeburg Acquisition
Of Cavalier Corp.; Firm to Appeal

CHICAGO—On Aug. 6th, the Federal Trade Commission ruled that the 1965 acquisition of the Cavalier Corp. by Seeburg for a sum of $11.8 million, had violated Section 7 of the Clayton (antitrust) Act. The Commission's 5-0 vote reversed the decision of their hearing examiner who had previously determined that the acquisition was a move by Seeburg to diversify its product line and that the two corporations were not actual or potential competitors. However, the Commission now holds that the acquisition is unlawful because it may "substantially lessen competition in the production and sale of vending machines and bottle vending machines." Considering the 1965 market for bottle vending machines, the F.T.C. said the two firms together had a market share approaching 25%. Before they joined forces, the Commission determined that Cavalier and Seeburg ranked third and fourth on the bottle vending unit sales scale. "In reality," the F.T.C. announced, the two were actual competitors selling products to the same general category of customers.

Seeburg Plans Appeal

When Seeburg was informed of the F.T.C. ruling, it announced that the commission had "disregarded the recommendation of its own examiner approving the acquisition of Cavalier as being beneficial to competition. We will vigorously contest the ruling in the Court of Appeals," its attorneys stated. The Commission revealed it had not settled on a remedy to what it considered to be a "monopolistic situation" but that it saw considerable merit in a suggestion that breaking up the combination was the only way to restore competition in the industry.

Seeburg-Warner Bros.

Much publicized Seeburg merger proposal, made to Warner Brothers Seven Arts Ltd., has not yet been taken into serious consideration, according to Alan J. Hirschfield, financial vice president and a director at Warner. In a recent Wall Street Journal article, Hirschfield stated the recent merger's tender offer had not been considered is that it "hadn't been formally transmitted to us as a debenture holder." According to the Journal, Seeburg sources said it would attempt to bring about a merger of other corporate combination with Warner ... and had offered to pay $36 million for Warner's 12 million of 6% convertible debentures issued in 1966. (The debentures are convertible into common stock having a current market value of more than $42 million.)

The article further revealed that even though Warner hasn't replied to the offer, the company's attorneys may have been in touch with Seeburg's to explain why. "We haven't heard further," Hirschfield stated.

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At the recent Telefunken Convention held at the Pick-Congress Hotel in Chicago, Illinois, the Rock-On Manufactur- ing Corporation supplied a Princess Deluxe Phonograph, Model 435, to be used in a special display booth for the children of the members attending the convention.

Telefunken, Inc., is a computerized telegraphic delivery service with some 18,000 members. 6,000 members attended the convention, their largest ever, and consequently there were plenty of kids along to give the phonograph hours of use during the five days of the convention.

The hostess in charge of the hospitality room asked that the phonograph not be programmed with title strips but to let the children take "pot luck" on their selections. Amazingly, by the end of the show, the children had all 100 selections memorized.

Rock Phono Keeps Convention Kids Happy

Cash Box—August 24, 1968

Wisconsin Ops Meet; Mechanic Training Aired

LAKE DELTON, WIS.—The Wiscon- sin Music Operators held a meeting here, Sunday, August 18th, at the Dell View Hotel.

MOA executive vice president, Fred Granger, highlighted the meeting with a speech dwelling on the value of regional associations. He urged the Wiscon- sin operators to continue their im-pressive drive for strength. Granger also pointed out the importance of regular meetings, at least once a year, regardless of whether they have prob- lems to discuss or not. "In this way, any problem or difficulty can be stopped before it gets started," Fred also reported on the current status of national legislation, namely, that the compromise bill which was passed by the House last Spring is still in the Senate Judiciary Committee.

RONDEAU SPEAKS

Bob Rondeau of Empire Dist, Me- noraville, Mich., Dean of the In- stitute of Coin Mechanics, Denver, Colo., and John Del Santo of the State of Wisconsin MUPA (Manpower De- velopment and Training Act) dis- cussed the Federal program which subsidizes coin machine mechanics who attended the school; Rondeau stressed the fact that this is a rare occasion when the government of the U.S. is finally recognizing the coin machine industry, Rondeau and Empire have been instrumental in encouraging 28 servicemen to attend the Denver school and completing the course.

Other prominent speakers in att- endance were Lee Montooth and Lou Cosala. The highlight of the meeting was the election of new officers which will be reported on in the next issue.
MEET THE MAN

Harry Witten

Photo of the subject of last week’s Profile, Jersey operator Harry Witten, eluded us ’til after deadline, thanks to the sometimes unpredictable Post Office. Anyway, for our female readers, here’s a pin-up of old Harry Witten.

Coin Car Wash Show Oct.

CHICAGO—The National Coin-Op Convention-Exhibit will take place at Chicago’s Conrad Hilton Hotel on October 17-19. Ward Gill, executive secretary said, “This year’s convention will be the largest in the history of the coin car-wash industry, with over 6,000 in attendance. The very latest in equipment, products and services will be on exhibit.”

Gill indicated the anticipated growth of the car-wash industry when he stated, “It is expected that this industry will expand from the present 10,000 car wash establishments to over 30,000 in the next few years.”

Another important marketing development is the growing emphasis on dual tie-in services, such as offered by the petroleum-convenience car-wash relationship. Business programs during the convention will relate to this new factor, as well as to other important subjects, including water pollution and waste water control. Leading authorities will discuss new trends and the future of the self-service industry.

PROFILE (Continued)

those collections possible. It’s obviously impossible for the operator, by himself, to be at all locations at all times to wave the flag in front of each machine, but it’s quite reasonable for the location personed to help him wave that flag. There’s nothing wrong with a bartender good-naturedly chiding the fellows at the bar for being “too cheap to play the jukebox” or the waitress asking a regular customer to play her favorite tune on the jukebox. However, there’s nothing with which the operator reminding his storekeepers that well-played coin machines mean more to them than the collection split and that they should do their best to keep ‘em going.

Mutoscope Recorder Promotes Film

NEW YORK—Larry Galenti, president of International Mutoscope, told us of a terrific promotion idea that was staged last week end in conjunction with Warner Brothers Studios to promote the film version of the Broadway musical, “Pinman’s Rainbow.”

Seems Warner Brothers called Larry at his Long Island City office and requested one of his very popular “Voice Recorders”. Galenti responded by making a special unit and shipped it to the WB people, who placed it in the lobby of the theatre and invited moviegoers to pick out one of the eleven tunes from the film’s musical score.

The patrons then went before the Voice Recorder’s microphone and belted out the lyrics to a complete and “live” orchestra. The patrons were then presented with a recording of their own vocal-gymnastics, backed up by the orchestra, as a souvenir.

Both Warner Brothers Studios and International Mutoscope evolved from the old American Biograph Co., so they are very good friends. Larry has promised to send us pictures of the event as soon as he gets them and desirable, he said. The cost of the unit has not been revealed as yet. Galenti stated that he is extremely interested in talking with coin machine operators and welcomes inquiries.

Equal Opportunity Vet Joins ARA Services

PHILADELPHIA—Col. Graham L. Black, recently retired head of the Army’s Equal Opportunities Program, has been named executive assistant to Bill Fishman, president of ARA Services. Col. Black’s duties with the food service management company will include direction of fair employment practices.

During a 27-year Army career in which he rose from private, Col. Black served as Chief of the Personnel Service Division for the Deputy Chief of Staff at the Pentagon. He was responsible for policies and procedures affecting worldwide morale, welfare of servicemen and their dependents and the $40 million Army welfare fund. He was also chief of the U.S. Military Mission to Liberia, taught military science and trained inductees. He is a veteran of World War II and the Korean War and the father of two Army officers.

On July 31, upon his retirement, he was awarded the Legion of Merit Medal, one of the Army’s highest awards issued upon authority of the President.

In his new post, Col. Black will represent Fishman in providing equal employment opportunities to the hard-ware unemployed. He will be responsible for corporate programs in this area as well as for community relations policies.

You Get MORE from CHICAGO COIN!

STAGE COACH
4 PLAYER PIN GAME

CARNIVAL RIFLE GALLERY
with SYNCHRONIZED SOUND—GUN FLASH—GUN RECOIL!

MELODY LANE
6 PLAYER PUCK BOWLER

FLEETWOOD
6 PLAYER AUTOMATIC BOWLING LANE

Easy Opportunity Vet Joins ARA Services

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FLEETWOOD
6 PLAYER AUTOMATIC BOWLING LANE

Cash Box—August 24, 1968
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**Eastern Flashes**

ON THE AVENUE—Unseasonably mild temperatures in the Big City last week brought out a good bunch of ops down to the street in search of their records, parts and a looksee at the newer machines on display at the various district showrooms. Mike Munves, a true patriarch of this industry, and feeling as fit as ever, says business has been mighty brisk throughout the normally slower summer months. Al Simon, coinrow distrib and U.S. Billiards proxy, back finally from his New England trip, spending a few more days than originally planned on his vacation. The billiard company's prime promoter Len Schneller, held the first meeting of Long Island table ops out at the Amityville plant last Thursday evening toward getting the fall 8-ball tourney arranged. The formats of the first tournament is still in the minds of operators out here, so rounding up the proper amount of sanctioned locations should be no problem at this time," Len declared. Meanwhile, he info's the South Dakota contest is off and away with Mac Hesvidel & Bob the move trot.

Over at Runyon, Irv Green reports fine sales action on AMI music up at the East Barton on Capitola (hasn't been under the venerable Mac Perlman. Irv reports things with the Kayo Company's new 'Battling Practice' baseball as well as Bally's new 'Safari' pin in the pinball territories. Abe Lipsky's place nearly ready for the 'House Beautiful' photons now. Soon as the new flooring has settled, he'll be dressing up the showroom with new equipment. . . Dave Freed up at the Musical Distributors outlet says he expects big, big sales on Midway's brand new 'Fantastic' shuffle alley. That 'Beer Reel' feature is a gas," says Dave (no pun intended). "Ought to create tremendous fun at the location and a load of coins for the operator," says the city's Murray Kaye says the city has definitely gone over head and shoulders for two-for-a-quarter music play and the pleasant results are showing up in the operator's bottom line. Marshall Caras adds, says the Kayo . . . Mondial's Dick Sarkian says the firm's 'Prof. Quizmaster' has most certainly answered the big industry question: "where are the sales?" The country has gone big for the quiz unit and Mondial has every hand busy 'writing' up orders and pumping out machines. Mondial proxy Suren Fesjian back from short trip up to Montreal.

**THE BIG BOSTON EVENT**—Next Monday (Aug. 30th) marks the big Trumont Music Master Golf Tournament and Outing at the exclusive Blue Hill Country Club in Canton, Mass. The annual affair always brings out the cream of the New England operating trade as guests of Dave Bond, Irv Logan and Marshall Caras annually. If this Monday's outing is anywhere as good as those past, it's an event not to be missed. The trade up there should have received its invites by now and Marshall reminds those who haven't replied yet to call him immediately.

**THE BROOKLYN BEAT**—Howard Kaye, Bushel with the success his firm's new 'Battling Practice' is enjoying, promises still another non-billiard product to be released to the trade in coming months. The newly-developed 'Beatle' type of jukebox, undoubtedly, should be on every Kaye distributor's showroom floor and ops should drop by for an inspection. It's quite a piece . . . Millie Green, the industry's well-known coin-table maker, rushing to put finishing touches to his new table for the show, has been in the house for the MOA Show. Mitt, who merged his talents with Ralph DiMaisto's billiard table factory, calls the new 'SUCCESS' Diplomat Billiards, Inc. Meanwhile, his American Billiards Co. continues at 3000 Coney Island Ave, as an equipment distributor . . . Harold Kaufman spending as much of his weekend time as possible lounging out on the deck of his Chris Craft cruiser. More common than earlier, Harold used to boat tied to the dock out in Sheeps Head. "Fishing isn't too good but the sun's just fine," he quips. Meanwhile, son Bob's learning the cobbler during his vacation from school and he's looking for a seat at the Road headquarters distrub outlet, and getting a few muscles we might add.

**HERE AND THERE**—Rock-Ola's executive veep Ed Doris into New York last week, visiting exporter Fred Buehner andfielding calls from other business . . . Simon Distrib's Parts Dept. Mgr. Larry Feigenbaum his Muses direct from England where they're vacating, picking up a few albums that are so dear to Mrs. Feigenbaum's heart. They paid a call on the CB London office and he says our old Dorris Land's a "grand girl." Larry visited some of the Rock-Ola's outlets while in Blighty . . . Tom Tarantino of the Syracuse one-stop bearing his illustrious name, picks the new Tom Jones recording of 'Help Yourself' on Parrott Records. . . Jimmy Galuppi says maybe, but he prefers 'Sally Le Roy' by Tony Butala and the Letterman's . . . Epic Records' Mort Hoffman, one great gent 100% on the side of the music ops and their quest for stereo and programming for the phones, is hoping the trade will call early vote for the five brand new little LP's the firm just issued by buying and programming them. Lady, so many of you have expressed a dire need for this type of record and we'll be happy to get on them heavy. With artists like Tammy Wynette, Bobby Vinton, David Houston, et al, they're bound to make a location hit.

**THE HIRSH RIDES** — Hirsh de La (living legend) Viez sent us a veritable avalanche of promotional material which he's mailing out to the record and talent management firms, toward lining up performers for the MOA Exposition banquet show. Hirsh info's this year's musical extravaganza slated for Sunday evening Oct. 13th, will feature Frank Sinatra and accompanying the artists. This year's show, Hirsh adds, will be the shortest in MOA history.

**Upper Mid-West**

Ronnie Manolios' son Steve was oper-ated for appendectomy Wednesday the 7th, and is getting along just fine . . . Mr. & Mrs. Dorey and their children took off Thursday the 6th for Boulder to visit their son. They expect to spend a week vacationing . . . The Duane Reins of Milbank are expecting to move into their new home in about three weeks . . . The Schweders of Aberdeen are spending quite a few week ends at the lake . . . Jack Mittel, Williams Mgr. Co., in town for a couple of days visiting at Lieberman Music Co. . . . Mr. & Mrs. Earl Porter drove to Ft. Riley to see their son graduate to 2nd Lieutenant. On the way they stopped off at Yankton to pick up Craig's wife . . . The Floyd Clouds, and family take off next week to spend a week at Alexandria vacation. . . Mr. & Mrs. Carleen are great fishermen . . . Mr. & Mrs. Jim Stolp in town for few days on a buying trip . . . Earl Ackley, Tregeo, in town for the day buying the day buying records and parts . . . Mrs. & Mr. Lloyd Williamson, Winona, in town for the day buying records and parts . . . Mr. & Mrs. Loren Daniel in the cities for the day doing business . . . Just heard that George Mellem, Mino, is in the hospital. Suffered a heart attack but is improving . . . Jim DeMars and his son in town for the day on a buying trip.
Chicago Chatter

Preparations are about completed for the National Convention which convenes here on the 25th at the International Amphitheater. There is no line and Chicago is looking forward to the throngs of delegates and visitors who'll be utilizing the many facilities here in town.

A very èlated Billy DeSelm tells us that his recently released "Pegasus" is certainly going over big in the trade. Orders are running in very nicely. Also according to Bill, is "Student Prince" ... Nice to hear that Evelyn Donner'serman One Stop-In is on the mend following her recent auto accident. She hopes to be back in the shop very soon. Here's word from Midway Mfg. Co. execs who say that the firm is now shipping samples of its new "Fantastic" shuffle alley. It can be viewed at the various Midway distributor showrooms across the country ... FAMA welcomed a new member, Bernard R. Firestone of Fun Fare Amusement in Miami ... Atlas Music Company's VP tells us that they will be announcing new nominations for the association's annual Jukebox Awards. Fred Granger has been busy at work getting things in order for the upcoming awards and drop the cards back into the mail pronto. He'd like returns on the road to come in as soon as possible to help swell the total. We've got a deal to make with Marvel Mfg. Co. proxy Ted Rubey for the Miami Show last week. There was quite a bit of interest shown around and explained the game's many fine features, with strong emphasis on the 'Number Match Feature' which, Mort added, is an extra plus for the Local 1460 facilities. Another one is an extra plus for the Local 1460 facilities.

COMIC NEWS ... We've received a call from a customer here in Chicago, asking if he can have a copy of the current issue of "Peggie's" comic book. We've got a deal on the road to make with Marvel Mfg. Co. proxy Ted Rubey for the Miami Show last week. There was quite a bit of interest shown around and explained the game's many fine features, with strong emphasis on the 'Number Match Feature' which, Mort added, is an extra plus for the Local 1460 facilities.

California Clippings

export orders continue to be big business at Simon Mfg. Co. ... According to George Murak, export orders seem to be going out like hot cakes. In fact, just after his return from a short Vegas trip. As far as looks, it seems that sales are "exceeding expectations" and there's no letup in sight.

Mike and Family off to — You guessed it — Las Vegas ... Mike and Family off to — You guessed it — Las Vegas ... According to George Murak, export orders seem to be going out like hot cakes. In fact, just after his return from a short Vegas trip. As far as looks, it seems that sales are "exceeding expectations" and there's no letup in sight.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1778 Broadway, New York 19, N.Y.

WOULD YOU LIKE LIQUIDATION? - Here's an opportunity to buy a firm with healthy bank accounts and lots of credit. Write MAX LOBO & CO., Meir, 23, Antwerp, Belgium.

WANTED: 16MM & 8MM film, outdoor video machines, standup machines, standup units, personnel equipment. Write short.

WANTED: Fast service, qualified people, please contact John Austin, 401 East Avenue, D.P.O. Box 284, Killeen, Texas.

WANTED TO BUY: Kicker and Catcher games, also other pinball games, can use small or large machines. Write Robert, 14154 PO Box 1-10501, Cadiz, Ohio Addie Odom.

WANTED: 20 BINGO TURKISH KINGS (TO BE SOLD in Virginia only), 25 Novelties, 4 Guns, 2针, either good or bad. Write E. L. SIMMONS, DAVIE AMUSEMENT CO., DAN., W.VA. Phone 720-5044.

WANTED: 20 NEW TWIN DRAGON Machines (Kenney) and 25 used these. Have cash on hand to pay for them. Will vote to free play these. Write C. SKATCHEWAI COIN DISTRIBUTING, BATTLEFORD, SASKATCHEWAN, CANADA Phone 455-2999, APEX CODE 506.

WANTED: 100.00 hove United Arkansas, L. Cash

WANTED: Binings—all models and makes listed below. Write for specifications.

BALLY—all models available. Write for specifications. Send check or money order with request for catalog.

BALLY LIKE NEW WORLD CUP, write or phone, Monster Guns, Bally Bingos, Random, Delmar, All-Tech, available. Lot wanted in TRADE: Late Model Photophone and Pin Games. BALLY DISTRIBUTING COMPANY, P.O. Box 1475, RENO, NEVADA 2-323-4171.

FOR SALE:

All-Tech FERRIS WHEELS 1375.00
Southland TIME TRIALS 25.00
Midway Delux Fun CABBETS 1375.00
Jet Mini Fun 200.00

FOR SALE: 22 American Shuffleboard, reconditioned. Write for full information. Send for COIN MACHINE catalog. 94 Summit Blvd., Ohio 43044. Tel: 419-243-7791.

FOR SALE—OVER 200 DIFFERENT MACHINES in stock, ready for location. Baseball, guns, athletic, nickel, arcade, lady ride or Call us a stop or stop in for one of our machines or let us sell one of these machines to you. Write, Wire, Phone 212 B.B. 9-6677.

FOR SALE: 240 MACHINES for 50¢ each. For information call 1-800-555-1234.

FOR SALE: Panoramas—12 RCA 16mm Film, with 6000 ex. 80mm Film used especially for projection. Full details—will not take offers. REEL QUALITY, INCL. SELL USERS, FREE DELIVERY. Phone: 212-222-7890.

FOR SALE: Williams A Go Ge 45.00, Paddy Betty, 375.00, Gottlieb H: More, 500.00, Sears, La-Z-Boy 195.00. Other games may also be sold. Phone: 212-412-7890.

FOR SALE: Forever 1,121, 1,334 and 1,806. All-Tech, for $1,000.00. Write: New York Amusement Center, 105 Dyrode Street, New York 1313-4211.


FOR SALE: Bally Georgia; Ramble Bally; Bell Beauty; Pueblo Bally; Oldies Bally; Old Commercial Bally; New Bally. Write: 105 Dyrode Street, New York 1313-4211.

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Want to field a fistful of FOLDING MONEY?

DOLLAR BILL ACCEPTER
12 SINGLE SELECTIONS
OR 4 LP SELECTIONS
FOR U.S. $1 BILL
INSERT U.S. $1 BILL
HEAD FIRST AND FACE UP

National Dollar Bill Acceptor Will Do It For You

A National Dollar Bill Acceptor on a Wurlitzer Americana is a precision instrument. You can rely on it to produce a substantial increase in weekly earnings. It enables you to offer 12 single sides or 4 LP sides for an American dollar. The public loves it. So will you—all the way to the bank.

WURLITZER AMERICANA II
THE Class OF THE INDUSTRY
this man

recently had the industry doing monkey flips and now is readying to turn the whole scene upside down, inside out, and every which way again with the biggest, most explosive multi-media entertainment package of all time. That's right, of all time.

Don Kirshner