NATRA Meet: Telling It Like It Was (See Editorial, ‘NATRA Postscript’) • • • Com’wealth-Seeburg Merger? • • • Will Soviets OK ‘Beat’ Fest In Prague? • • • Pye Loses Court Round In MGM Distributor Bid • • • Phonogram’s New Holland Home In Tune w/Growing Market

JOSE FELICIANO: RE-KINDLING AN OLD FLAME

Int’l. Section Begins Pg. 64
Everybody's listening to music by Cordell and Gentry, but it's the first time they've been heard.

Ritchie Cordell and Bo Gentry have written and produced 11 chart records in the past year and a half.

That's their gig. Writing and producing. Now Cordell and Gentry have added another dimension to that passion gig. Performing! It's the first time!

And for openers they've come up with a single—

"Love Is Here." Written, produced and sung by them, of course. "Love Is Here" is more than just another "young sound"; it speaks of originality and authority. Kind of a theme for the love experience. Eleven times on the charts in a year and a half? Make it 12. "Love Is Here" is also a hit.

Cordell and Gentry/On Columbia Records®
As the NATRA convention in Miami underscored so dramatically, the association of black disk jockeys is not a music business trade group in the traditional sense. It cannot be, for, of necessity, it inherits all the controversy and conflict of the greatest social problem of our time: the role of the black man in the mainstream of American life. It would certainly be a grave injustice to its membership and the black race as a whole if the organization did not reflect and respond upon the role of the black man in the music industry.

There is no getting away from the fact that NATRA is confronted with controversy and conflict, two elements of social revolution, since, to borrow a phrase from "Death of A Salesman," this all "comes with the territory." There is no escape; there should be no escape.

There should be no quarrel over NATRA's obligation to speak out, to "pick at the conscience" of the business, as we stated in our Aug. 24 editorial, "Soul Searching at NATRA Meet." The point is, however, that NATRA must speak with a strong, responsible voice. If its internal structure lacks cohesive-ness—a distressingly apparent weakness shown at the convention—then it fails at commanding the kind of tight ship that can get things going. What's the point of stirring industry attention and action to its goals when NATRA itself is handicapped with administrative disunity? Will the industry continue to support NATRA and attend its conventions if its annual meetings are conducted in an atmosphere of tension and poor organization?

We feel that NATRA must look into itself in order to find itself. We feel it can still capture the imagination and commitment of the industry it serves. This can only be accomplished by a greater unity of purpose and effective direction.

The music industry, too, can help revitalize NATRA. Not merely by means of financial support, but through a recognition of NATRA's own need to be associated with the struggle for racial equality. It means that the music industry must accept NATRA's inherent qualities of controversy and conflict—if and when these elements can be conveyed in responsible terms.
POOR BABY

The fifth consecutive chart single by THE COWSILLS

Featuring the entire "Indian Lake" crew

Composed by Tony Romeo
Produced by Wes Farrell for Coral Rock Productions
A Product of Gregg Yale Inc.

Sailing into significant new musical directions on their new multi-dimensional album:

MGM RECORDS

Also Available On Ampex Tape
THE THREE RING CIRCUS HAS PITCHED ITS TENT IN THE MIDDLE OF THE ROAD

Hurry! Hurry! Hurry! To the Great New Sound of Today!
King Fund, NATRA Receive Soul' Exit

NEW YORK—Atlantic's June "Soul Together" show in Madison Square Garden netted $37,971.40. Of that sum, $51,097.89 was given to Coretta King, widow of the late Martin Luther King, Jr., on behalf of the Martin Luther King Memorial Fund and $21,087.86 was given to NATRA, the deejay assoc. Both presentations were made at the recent NATRA meet in Miami, Fla. "Soul Together" show, featuring top Atlantic acts, grossed $198,381.58, of which $40,599.85 was for various expenses, including rental of the Garden, security, advertisement, etc.

Rascals' Gold Rush: 6 RIAA Disks In Aug

NEW YORK—August has been a good news month for the Rascals. The Atlantic group came with six RIAA-certified gold records and albums. Presentation of the awards was made by the label last week (25) at a dinner at the St. Regis hotel in New York.

The two certified million selling Atlantic singles by the Rascals include their current hit, "People Get To Be Lonely," and their previous No. 1 single smash, "A Beautiful Morning." In addition, the label earned gold records for sales of over $1,000,- 000, in each of the seven remaining RIAA categories. This includes the current best selling album "Time-Peace —The Rascals' Greatest Hits," plus "Grown-Up Times," and "Keep on Dancing." In addition, the Rascals.'s hit songs of last year, "Good Lovin'" and "Groovin,'" were certified gold this week.

For to this sextet of gold records, the Rascals last year had won an RIAA certified gold record for their hit single "Gimme Some," last year.

FRONT COVER:

Jose Feliciano was discovered four years ago when an RCA A&T man heard him singing in a Puerto Rican folk club called Gerde's Folk City to catch another act on the bill. He was a young black Puerto Rican talent that all thoughts on soul disk forms and sales. Audiences throughout the world have since been entertained by this singer, who has a record and in-person. Now, the Feliciano magnetism is sweeping across the country with his RCA single "Light My Fire" and album "Feliciano!" to top of R&B charts.

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LONDON—Despite dismissal of its application for interim injunctions against MGM and EMI, Pye Records Ltd. of London has won a preliminary victory for the restoration of its July 18 dis

Justice Fisher in Chambers on Wed-
day, Aug. 14, dismissed Pye's claim that an injunction against MGM from marketing its disks in the United Kingdom and the Republic of Ireland by an agreement other than Pye, and one against EMI from in-
voking a breach of or interfering with its contractual relationship with

Will Soviets OK Prague 'Beat' Fest

NEW YORK—Will there be a 2nd Czechoslovak Beat Festival in Prague later this year? The question was thrown into doubt last week as the arm's of the Soviet Union and its allied in the military and political move. The question is whether the establishment of a new "hardline" between the U.S.S.R. and the NATO will allow such an event to take place.

Though the Soviet Union froms on the "howling" music of the west (see last week's story) it may not want to go along with the stated aim of the festival, "to show results achieved in our country in the beat music field."

REFERENCE:

There were times when one won-
dered if there were, in fact, any busi-
ness meetings at all, or if perhaps there were just a few scattered get-

MIMI—Tell it like it is" was the
unofficial theme of the 15th annual
convention of the National Association of Television and Radio Announcers (formerly the National Association of Radio Announcers) held in Miami this month (14-18). And this is "like it was":

A more complete and well-rounded turnout of the "right stuff" at NATRA has never been so strongly aproached in Miami to witness the convention. The atmosphere was overshadowed by loss, of cohesion and a series of distressing rumors (and, of course, the tension and speculation throbbing through the last 3 days of the convention).

As in many conventions, confusion resulted from what appeared to be planning by different components of NATRA agenda. At times, scheduled meetings conflicted with other times, unscheduled meetings did (with almost no advance warning), and it was left to the Announcers to make a good many of the meeting times and topics to be discussed.

Possible 'Rt

One of the more popular topics of the convention was the possibility of another possible rift developing between different factions business in the South. In essence, it was one of the key questions involved in the debate of the convention, reminding what worthwhile activities were produced by the event.

The purchase of TM Music also continues to add to the formation of Commonwealth United Mus-
ic, to be run by Charles Koppleman as its new head. The $1 million purchase, with the addition of TM's 50% stake in some overseas firms, is expected to increase grosses. C.U. is also believed to be in negotiations for the purchase of a studio in New York, Brooks Arthur's Century Board. Deal, however, was not finalized at press time.

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MGM.

However, Pye said that it would continue with its action for breach of contract against MGM, and that it would make a permanent injunction against MGM and EMI to require them to allow the sale of their disks in the United Kingdom, until the trial in MGM is "free to distribute and sell its records through its own channels.

While Pye acknowledges that its agreement with MGM was oral, the company contends that a "large percentage" of the contracts over the years were initially implemented under such agreements.

NATRA Lauds 2 CB Editorials

MIAMI — NATRA has made a special award to Cash Box for two previous editorials published by the magazine, "Newsworthy" and "Soil Searching at NATRA Meet." A plaque presented to Cash Box at NATRA's convention states that the award was made "in appreciation" for the two editorials which signaled the industry to our inten-

one of the general business meetings, Chicago's well-known Lucky Cordell voiced a similar plea to the Southern deejays. According to the difference between Northern and Southern deejays was a matter of rela-

age Northern jockeys may enjoy a higher level of compensation and living is also a great deal higher.

"I am not saying that you are not well paid here, but you should not strive to be better compensated, and more fairly, compen-

sation to the deejays in Chicago or New York, I believe them.

(Continued on Page 55)

Capitol Industries '68

Net Down 70% From '67

LOS ANGELES—A 70% drop in net earnings in the fiscal year ended June 30 from fiscal 1967 pro forma earnings has been reported by Capitol Indus-

tries. The downturn occurred despite the fact that sales increased by $11,600,000, or 31%. The 1968 net was $1,4 million, or 34 cents a share, down from $12,2 million, or $1.20 a share, a year earlier.

According to Glenn E. Walliches, president, the earnings decline was the result of several nonrecurring costs, including the changeover from leases to purchase of discs, higher royalty expenses incurred in relocating certain company facilities from Scranton, Pa., to a computerized center in Hollywood and Ovals, Calif., and a decline in the price of computerized tapes produced by subsidiaries of Capitol.

Most of the factors precipitating the drop in earnings, said Walliches, had been resolved. He predicted that profit for the fiscal 1969 first quarter would be at least as good as for the similar 1968 period.

Electric & Musical Industries in Los Angeles—Capitol Industries, year ended June 30 was "maintained" at the 1967 level, despite the decline in earnings, by Robert M. Walliches, president of the firm's U.S. subsidiary, Fiscal 1968 earnings were $6,67,220, with an operating profit of $6,24,000, and a decline in the price of computerized tapes produced by subsidiaries of Capitol.

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The diversified British record and electronic company earned the equiv-

Randalls Isle Jazz Fest

See Focus On Jazz

Phonograms New HD

Cash Box—August 31, 1968
TOMBOY

RONNIE DOVE

"ON DIAMOND RECORDS"

Produced by
Phil Kahl and
Bill Justis

Edwin H. Morris
& Company, Inc.
Music Publishers
31 West 54th Street, N. Y., N. Y. 10019
NEW YORK—"The unusual approach to the use of music on the soundtrack of 'You Are What You Eat', typifies our approach to the movie as a whole—unconventional," said Peter Yarrow (of Peter, Paul and Mary), making an entry into the film Nichols proponent of the flick.

At a press conference last week (21 Yarrow Jr.) Michael Butler (producer of the Broadway hit, "Ham") laid the groundwork to prepare the public for their first cooperative venture, an off-off-Broadway musical with a music-oriented youth scene. "It's more than a movie," he said. "It's a change taking place in American today—the search for an alternative identity. The film is the forum. It is mostly a series of montages." The June screening of the forthcoming Yarrow film, which makes up 95% of the film, is a radical departure from conventional style. Rather than complementing the action, the film provides a "counterpoint similar to the closing scene in 'Dr. Strangelove', where a love song, 'We'll Meet Again,' is playing as an H-bomb drops through the sky."

Columbia Releasing

Columbia Records has released the Right Hander Hurls
For Chart Hitters

HOLLYWOOD—Capitol Records has released "I Left My Heart in Heaven," a single by Denny McLain to a recording contract, it was disclosed last week by A&R (Records) Inc. Single and album were cut in Detroit ("Babe") and the ground work to prepare the Hammond organ, the X khăn, which is being introduced to the public this week.

"Lonely Is The Name" is the title of the single album. The album will be titled "Denny McLain At The Organ," both are scheduled to be released on Sept. 15th, about two weeks prior to the start of the world series. McLain, already a 25 game winner, has a chance to beat his mark of 30-15 set in 1969. He is scheduled to pitch 13 games for the Tigers.

Session also utilized trumpet, tenor sax, string bass and drums. As a result of the record date Ed Sullivan has booked him to play on his Oct. 7th show and McLain will open in mid-October at the Riviera Hotel in Las Vegas.

Butler told Cash Box last week that he had heard about McLain playing with a band about two years ago. "I talked him a month ago and met him down in Anaheim. I'm a baseball nut and I saw that he was a great 205 pound right hander, but he's also an awfully good two handed organist!"}

RITCHIE CORDELL & BO GENTRY will be making a Columbia debut as recording artists under a deal negotiated between the label and Kasenetz & Kirby, owners of Columbia & Gentry in all their music activities. The two are shown above with CBS Records' president, Clive Davis, who has been highly impressed with the Cordeill & Gentry family of acts.

The song was co-written by Cordell (right) and Bobby Bloom. Cordell and Gentry are noted as producers as well as composers, and are responsible for writing songs that have come from them are "Mony "Mony" and "I Think We're Alone Now" for Tommy James & the Shondells and nine other singles that have hit top 50. In addition to artist work with Columbia, discussions are now considering the team to produce other contemporary artists for the label.

'You Are What You Eat', 'A New Concept In Film And Disk Says Peter Yarrow

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New B'way Team: Lane & Harnick

NEW YORK—"The first time seeing the Broadway writers Burton Lane and Sheldon Harnick will bear fruit in a musical adaptation of Herbert Yarrow's "Heaven Help Us!"

Burton is the veteran composer of such tunes as "Finian's Rainbow" (with E.Y. Harpo) and "On a Clear Day" (with Alan Jay Lerner) and Harnick has written the lyrics (with music by others) for such musicals as "Fiorello!" and "Fiddler on the Roof," among others.

Tarr's best-selling novel is about a young rabbi and his first congregation. Tarr, who will adapt the book for the stage, is himself an ordained rabbi, although he no longer serves a congregation. Production is set for the fall of 1969.

Meanwhile, the team of Bech & Harnick intends to continue their association via a musical version of "The Rothschilds" and "Trafalgar."
A letter of introduction

This is the sleeve of the first single from a new entertainment package, "The Archies." It's the opening event in a project that is total entertainment.

Here's what's happening:

"The Archies," a brand new half-hour animated TV show produced by Norm Prescott, Lou Scheimer, and Hal Sutherland of Filmation, reaching an estimated audience of twelve million families, goes on the air Saturday, September 14th on the full CBS network. CBS has shown its enthusiasm by contracting now for two full years of "The Archies" program.

Every episode features two different songs including an original dance of the week. Of course, there will be singles and albums of the music from the show.

Archie comic books, created by John Goldwater, reach a world-wide audience of fifty million annually and they will tie in with the records and dances on the show.

The syndicated comic strip is now in more than 600 newspapers with a circulation of more than seventy-five million.

Featuring Archie, Betty, Veronica, Jughead, Reggie, and introducing Hot Dog, "The Archies" provide music, for all ages. A generation has grown up with Archie, and now for the first time, they and their children will enjoy "The Archies" on records. In addition, a complete line of Archie products will be licensed and marketed to consumers.

I believe that after hearing the great variety of music, you will agree that "Everything's Archie."

Don Kirshner

You've read the facts...

Manufactured and Distributed by RCA
to "The Archies"

Produced by Jeff Barry

and seen the figures.

And it all adds up to one of the most exciting multi-media entertainment packages to ever happen in the music industry. Come and join the action. "The Archies" have arrived!
CLASSICAL PIANIST HILDE SOMER has signed a recording contract with Mercury Records with her first recording session scheduled this week and two days planned during the '68-'69 season. She is shown (above) with Joe Brott, director of the corporation's classical division. Miss Sомер made her debut at ten in Vienna, and five performances in the U.S. two years afterward with the New York Philharmonic. Noted for her interest in contemporary composers, she has presented premieres of works by Prokofiev, Ravel, Poulenc, Ginastera and Juan Jose Castro. During the past season, she was the soloist in two premieres: John Corigliano's Piano Concerto with the San Antonio Symphony at the opening concert of Hemisfair, and Antonio Tauriello's Piano Concerto with the Washington National Symphony at the 1968 Inter-American Music Festival. More recently, the Indianapolis Symphony Orchestra has commissioned Ginastera to compose a piano concerto for Miss Sомер which she will premiere and perform in New York during her forthcoming March engagement at Carnegie Hall.

Columbia Releases 'Funny Girl' Track

NEW YORK—The original soundtrack album of the Broadway musical hit, "Funny Girl," has been released by Columbia Records. In addition to Barbra Streisand the film stars Omar Sharif, Kay Medford, Anne Francis and Walter Pidgeon. Jule Styne and Bob Merrill, writers of the play's original score, composed three new songs expressly for the film: The Swan, "Roller Skate Rag" and the title song, "Funny Girl." Isabel Lennart, writer of the story and book, fashioned the movie screenplay, while William Wyler, three-time Academy Award winner, directed the film version of "Funny Girl." Ray Stark, "Funny Girl" producer, was also the originator of the Broadway play, based on the life of his mother-in-law, Fanny Brice.

In addition to the three songs specially written for the motion picture, Columbia's original soundtrack recording also includes "I'm the Greatest Star," "If a Girl Isn't Pretty," "I'll Rather Be Blue Over You," "Don't Rain On My Parade," "Sadie, Sadie" and "My Man." On the basis of advance sales, Columbia executives are predicting that the original sound track recording of "Funny Girl" will bring Barbra Streisand her eighth RIAA-certified gold record. Previously, Miss Streisand has achieved million-dollar sales for her Columbia LP's: The Barbra Streisand Album, "The Second Barbra Streisand Album," "Barbra Streisand And The Third Album," "People," "My Name Is Barber," "My Name Is Barbra," "Two..." and "Color Me Barbra."

In addition to the original sound track recording of "Funny Girl," Columbia announced last week the release of a new single version of the title song, "Funny Girl" performed by Miss Streisand. The "Funny Girl" album and single were produced for Columbia Records under the supervision of Jack Gold, Columbia A&R v.p.
THE CRAZY WORLD OF ARTHUR BROWN

ON TRACK RECORDS

DISTRIBUTED BY ATLANTIC RECORDS
COWSILLS (MG 13981)
Poor Baby (2:57) [Full of Tunes, Abkco, BMI-Romeo]
A little of the "Indian Lake" flings into the world of the Cowsills outings, but the camp overtones are dropped in favor of a strong pop-rock approach that should have the kids humming along to the catchy tunes. Snap-tight arrangement and a grand team vocal showing give the track the spark salar to start things rolling upward. Flip: "Meet Me at the Wishing Well" (2:48) [Same pubs, BMI-Cowills, Cowsill]

ROLLING STONES (London 990)
Street Fighting Man (3:18) [Gideon, BMI-Jagger, Richards]
Sticking with the song that has brought the Stones back into the number one slot, the team pears on their blues-power rock in a follow-up to "Jumping Jack Flash" which should prove another monster. Group throb's and drives solidly through a pop session with built-in fan appeal and explosive prospects. Flip: "No Egression" (3:56) [Same credits.]

BOX TOPS (MGM 13571)
I Met Her in Church (2:40) [Press, BMI-Penn, Oldham]
Departure from the Box Tops style of their up-tempo million sellers, and every after-bite in the material, gives the team a new outlook on this revamping of the "Ameno" melody with enough of the revival meeting spirit to stir up teen action of monster proportions. Standout side with strength to spare. Flip: "People Gonna Talk" (4:09) [Same credits.]

DUSTY SPRINGFIELD (Philips 40055)
Close My Eyes & Count to Ten (3:13) [Anne-Rachel, ASCAP-Westlake]
Classical orchestration and a brilliant performance from Dusty Springfield give I close My Eyes & Count to Ten" the outstanding appeal which should bring the listeners back in saleswise. Exceptional arranging with arrangements which should excite listener response on pop and middle-of-the-road charts, leading to explosive sales results. Flip: "La Bamba" (2:37) [MRC, BMI-Arr. Springfield]

JAMES BROWN (King 61487)
Say It Loud—l'm Black & I'm Proud (Pts 1 & 2) (2:45/2:30) [Golo, BMI-Brown]
Speaking in the patter of Mister-average, James Brown lays down the beef and aspiration of the black people in a side that will jump into the "40" group spoling for the rapidly declining pop sound recording. The latest from "Soul Brother #1" is a solid statement with excellent prospects.

MAMAS & PAPAS (Dunhill 4150)
For the Love of Ivy (3:40) [Wingate, Honest John, ASCAP—Phillips, Doherty]
For every love song, there is a love some title presented in the M-P manner returns the Mamas & Papas to the familiar groove that has created a string of hits. Easy-moving rhythm line and impeccable vocal performance are in the older tradition of the team which preaches their recent safe "My Garden." Flip: "Strange Young Girls" (2:45) [Trousdale, BMI-Phillips] Strange atmospheric side to contrast with the light lid.

VOGUES (Reprise 0766)
My Special Angel (2:57) [Viva, BMI-Duncan]
Flippin' back with a special touch that has made the Vogues leaders in the revival camp. Stumping vocal performance and the standout material offer a remarkable selection that should soon be breaking along the hit route that brought "Fare Around" into the top five picture. Flip: "I Keep It Hot" (4:12) [Hanbo, BMI-Webb]

IMPRESSIONS (Curtom 1932)
Fool for You (2:43) (Camad, BMI-Mayfield)
Stronger than ever, the Impressions add muscle to the backup on their first for the Curtom label, and click with a track that should excite new attention to the trio. Scintillating vocals, as always, are launched to the front with a thrust from that orchestral arrangement that adds icing to a big slice of sales cake. Flip: "I'm Loving Nothing" (2:23) [Same credits.]

STATUS QUO (Cadet Concept 7006)
Ice in the Sun (2:10) [DuBuch, BMI-Wilde, Scott]
The Status Quo might have been heard to be vintage '65 Beatles material with "Pictures of Matchstick Men" in the back of their heads when they worked on this follow up. Added rhythm power and a contemporary love message in out-of-the-ordinary terms give the crew a teen side with plenty of sales appeal. Expect action. Flip: "When My Mind is Not Live" (2:47) [DuBuch, BMI-Parlitt] More unique sound that could become the progressive choice.

LEMON PIPERS (Buddah 63)
Lonely Atmosphere (2:59) [Kama Sutra, BMI-Leka, Pinz]
Out of tiny hoppler character, the Lemon Pipers take a breather with some snake flower material. This melancholy ballad track is nicely arranged and very well performed with teen appeal that should solid response from the wide following already firmly behind the team. Strong sales can be expected. Flip: "Wine & Violet" (3:08) [Kama Sutra, BMI-Lemon Pipers]

CLIFF NOBLES & CO. (Phil-L.A. of Soul 318)
I Can't Live Without You (2:25) [James Boy, BMI-James]
Cliff Nobles canters back with another rhythmic track that moves along the route that "The Horse" has just galloped. More polished effort with background vocal effects ala Sly Stone for impact. Dynamic workout which has plenty of blues and pop market appeal. Should become another Nobles Prize winner. Flip: "Judge Baby, I'm Back" (2:42) [Same credits.]

**Picks of the Week**

**VIVIAN REED (Epic 10382)**
Simple答案 You're Last That Love (Song & Soul Inspiration) (2:07) [Screen Gems Columbia, BMI-Mann, Well, Spector]
Back from a name-making exercise with "Yours Until Tomorrow," Vivian Reed comes in with a strong bid to climb even higher on the national sales charts with this medley of Righteous Brothers hits. Towering vocal performance is matched by a splendid arrangement that strikes responses for pop-blues and middle-of-the-road potential. Solid breakout. Flip: "Mama Open the Door" (2:39) [Caddy, BMI-Marks, Wayne]

**DAVE CLARK FIVE (Epic 10375)**
The Bluest (London 990) (2:45) [H. Morris, ASCAP-Froggatt]
Originally "Callow-La-Vita," Raymond Froggatt's song has become a power house side which should pick up the momentum of a Dave Clark Five following on the same track with a different title. Well-crafted drive and nonsensical humor-filled lyrics will score a comeback blast for the NW. Flip: "Maze of Love" (2:37) [Big Five, BMI-Clark, Smith]

**JAY & THE TECHNIQUES ( Smash 2185)**
Hey Diddle Diddle (2:35) [Jobete, BMI-Fuqua, Bristol, Gayle]
Booming back into the bright bag that has given Jay & The Techniques the top slots, they head up-tempo this time with a weekly hit that should have things hopping once again. Stuning dance track with a fine vocal showing that is bound to meet with best seller response from pop and rhythm fans. [No flip information available.]

**RONNIE DOVE (Diamond 249)**
Tenby (2:39) [Melrose, ASCAP-Stanton, Segal]
Ronnie Dove brings his "Heart type material on his new ballad offering. The song itself is a bitter-sweet sort of love ballad with a twist ending along the country-pop manner of "Laura" and "Honey." As usual, the Dove vocal is mixed with warmth and charm, but is made outstanding by the melancholy that adds dramatic impact to the lyric. Flip: "Tell Me Tomorrow" (3:00) [Wren, BMI-Baleigh]

**RUFUS THOMAS (Stax 0010)**
Funky Mississippi (2:55) [East, BMI-Floyd]
A bit of "Funky Baby" material, Funky North Philly with the home touch and outstanding vocal work of Rufus Thomas on this outing gives the blues star a strong bid for breakout action that should carry him well through the sales ranks of R&B and pop charts. Side is a powerful dance effort with a little extra on the personal line to inspire hit activity. [No flip information available.]

**STAPLE SINGERS (Stax 0007)**
Let's Have Something Going (D.C. D.2.34) [East, BMI-Banks]
With material straight springing from the Staple Singers' gospel background, the team shoots out a blues rhythm track loaded with R&B and pop combinations. Points highlight the gospel sound with a helping of Memphis bass for top dance appeal and listening dynamite. Flip: [No information available.]

**VIKKI CARR (Liber 56062)**
A Dissatisfied Man (2:41) [United Artists, ASCAP-Harvey]
Excellent showing from Vikki Carr and a very strong bid of material giving the top charts, they head up-tempo this time with a weekly hit that should take center stage once more. Song has outstanding prospects for easy listening and middle-of-the-road exposure. Flip: "Happy Together" (2:48) [Charndon, BMI-Borden, Bonner]

**ARTISTICs (Brunswick 55384)**
You Left Me (2:30) [Stac, BMI-Butler, Smith, Jackson]
Attendance vocals bring the Artistics home with another winner, this time a Detroit side with emphatic rhythm and a powerhouse vocal showing that should be a hit with the ganglist of R&B circuits. Side is the most powerful dance effort on the market coming in too. Easybeat movement and splendid team sound should do the trick. Flip: "Lonely Old World" (2:09) [Same pubs, BMI-Tarleton]

**Newcomer Picks**

**THE ARCHIES (Calendar 1006)**
Bang-Shang-A-Lang (2:34) [Don Kirschner, BMI-Barr]
Based on the perennial comic theme, The Archies touch off a teen and pre-teen fuse with this explosive clean-cut rock track that shows a sales power sound in itself and a follow-through with a weekly television series to debut this season. Well performed material with a stick-in-your-mind refrain. Flip: "Truck Driver" (2:54) [Same credits.] Another powerful track.

**CRAZY WORLD OF ARTHUR BROWN (Atlantic 2556)**
Fire (2:42) [New Action, BMI-Brown, Crane]
Arthur Brown's space stage appearance, Arthur Brown has risen to the #2 spot on England's best seller lists with this frantic effort that should pave the way for a mighty Stateside reception. Extraordinary vocal pyrotechnics and a phemenal dance drive give the side an exceptional sales shot. Flip: "Resi Cure" (2:42) [Same credits.]

**WIND IN THE WILLOWS (Capitol 2274)**
Upgraded (2:56) [Petral, BMI-Petral, Putzal]
Jug-band jollity and a contemporary rock lyric mark the singles debut of the Wind in the Willows. Side is taken from the team's currently growing LP, and has been selected for a prominent tie-in with the tie-in with a weekly television series to debut this season. Well performed material with a stick-in-your-mind refrain. Flip: "Moments Spent" (2:55) [Pleasant, BMI-Klein, Dr. Phillips]

**DR. JOHN, THE NIGHT TRIPPER (Atco 6607)**
I Walk Alone (2:45) [Marique, Johari, BMI-Creuxes] Voodoo atmosphere, some splendid drumming and a weird Dylan-type vocal from Dr. John make this side a wild out bound to capture the attention of the pop scene. Lively tempo, dance-aimed orchestral drive and nonsensical humorous lyrics will score a comeback blast for the NW. Flip: Part 2 (2:57) [Same credits.]
She's Ours!

DAMITA JO

a dynamic new single!

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ARRANGED BY: BILL JUSTIS

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Cash Box—August 31, 1968

15
Newcomer Picks

LT. GARCIA'S MAGIC MUSIC BOX (Kama Sutra 246)
Latin Shake (2:14) [T. M., BMI-Resnick, Levine] "Swaying mirror of the Juke Box's long, gone" beat and the Super K bubblegum appeal marks this debut effort by LT. Garcia's Magic Music Box as a lid with unlimited potential. Charge of vocal tempo over a steady infectious rhythm is one of the many strong production tricks that should have the teens up and dancing in no time. Flip: "Mi Amor Es Verdadero" (3:12) [Kaskat, BMI-Katz, Kasenets]

WILLIE GAUFF & THE LOVE BROS. (Kent 495)
Everyone Needs Love (2:54) [Modern, J. L. Turner, BMI-Gaul, O'Neill, Sumlin] Two old veterans, strong rhythmic drive and an splendid dance beat give this outing a powerful appeal which should result in widespread acceptance of the hit. Flip: "A Boy Is Born" (3:10) [Kaskat, BMI-Bank, Kasenets]

SCOTTY AMES (Mon-Ave 220)
Feet (2:22) [Eden, McCoy, BMI-McCoy] Exceptional vocal performance from Scotty gives the artist a calling-card side which is likely to establish a solid r&b follow- ing for him. Easy-going string backdrop and a soft-mid-speed rhythm give "Feet" a strong appeal, which could lead into pop as sales with solid reception awaiting. Flip: "I Ain't Nobody Without You" (2:24) [Eden, BM-Durham, Kelly]

ARCH OF TRUMPH (Date 1618)
My Year Is a Day (3:00) [April, ASCAP-Arena, Shelter] "Derringer" has a slightly unusual string section and fine organ tints the mix of this track for this track that could become the breaking factor. Progressive fade with enough drive into the pop best should picture this picture right between very nicely. Flip: "She & I" (3:20) [April, ASCAP-McMains, McMains]

FRANCINE BARKER (Columbia 46414)
Don't You Know When You See It (2:29) [T.M., BMI-McCoy] First solo single from the original "Peaches of Philadelphia" show has the longstring basking in the glow of a Dionne Warwick-like performance that packs the vocal and material strength to break wide open on blues, pop and even easy listening fronts. Shining ballad performance with hit potential. Flip: "Mister D.J." (2:28) [Ravamoore, BMI-McCoy]

Best Bets

SMALL FACES (Immediate 5000)
The Universal (2:30) [Nice, BMI-Marrriott, Lane] Another off-beat entry from England's Small Faces. This tune is a perfect fit for this single. "Denkey Rides, A Penny A Glass" (2:35) [Nice, BMI-Marrriott, Lane McGraw]

PINK FLOYD (Tower 440)
Let There Be More Light (3:00) [Essex, ASCAP-Wright, Easton] A piece that has been ignored and edited from their "Saucerful Of Secrets" LP, this side from England's psychedelic group is similar to some of the groups that are strong contender for chart standing. Kids will dig the outer space feel. Flip: "Remember A Day" (2:40) [Essex, ASCAP-Wright]

PARADE (A&M 970)
Laughin' Lady (2:28) [Irving, BMI-Marrriott, Leon] "Parade" intros leads into a slick uptempo rock effort from the Parade. Side is full of commercial gimmicks and could make the grade. Flip: [No info available]

KAREN KARSH (Dublin 411)
Jive Talk (2:54) [Source, BM-Goffin, Caroline] Songwriters Gerry Goffin and Carole King, with their usual lyric skill in creating the poetic imagery and sentimental self-pley which has marked the work of Leonard Cohen and, coupled with the talents of Karen Karsh, this track could be a hit. Flip: "Maggie" (2:40) [Source, BMI-Boettcher, Almer]

MARGARET WHITING (London 124)
Can't Get You Out Of My Mind (2:49) [Spunka, BMI-Anna] Maggie continues in the soul-rock vein, which she has mined so well lately, with this pretty mid-tempo ballad offering from a group and group carries the listener on this pairing of two strong songs. Tunes blend in and out of each other and should pick up easy listening play. Flip: "Come Softly To Me" (2:18) [Cornerstone, BMI-Travel, Christopher]

JACQUEY HAYES (MGM 13941)
Call Me/Any Old Time Of The Day (2:20) [Duchess, BMI-Hatch, U.S. Blue-Seas-Jac, ASCAP-Buchachar, David] Newcomer Jacquey Hayes displays commendable finesse on this pairing of two strong songs. Tunes blend in and out of each other and should pick up easy listening play. Flip: "Come Softly To Me" (2:18) [Cornerstone, BMI-Travel, Christopher]

KARETS (Tangerine 996)
I Want To Thank You (3:04) [Tangerine, BMI-Perston] Soft, persuasive scissors from the Rackets receives all the core and special handling that the group has become noted for. Jazz feel makes more than just another soul ballad. Flip: "It's Almost Later On" (2:55) [Duchess, BMI-Scott, radcliffe]

JOAN BON & COQUETTES (M.TA 157)
Red Ballrooms (1:48) [Polaco, ASCAP-Corn] Gentle, soft deck from Joann is a nice touch with her voice and that of fellow vocalist looking for "Search & Searching" (2:18) [Moss Rose, BMI-Riels]

ABSTRACTS (Pompeii 60079)
Smell Of Incense (2:35) [Rhombus, BMI-Richardson, Morgan, Perry, Morgan] Fine pop offering with unusual touches that set it up for solid acceptance. Off-beat delivery but has the right feeling and a lot of pop seller proportions. Flip: "See the Rainbow" (2:40) [Yevrauz, ASCAP-Vigone]

T.L.M. (Liberty 56000)
What Would Life Be Without It (2:35) [Metric, BMI-Nicholas, Richardson, Pennel, Rump] Brick pop side that shows a marked improvement in the commercial appeal of T.L.M. A little exposure should be able to break into the side as a sales spot. Flip: "Trip's the Sunshine" (2:56) [Same credits.]

THE CARTEL (MGM 13895)
They Didn't Believe Me (2:20) [T. B. Havins, ASCAP-Kerr, Raymonds] Oldie comes back in the soft-styled Lettermen/Vogues fashion that could move the Cartel into a breakthrough pattern with middle-of-the-road and pop reper- toire. Flip: "One Day" (2:40) [Pocket Full Of Tunes, Vantone, BMI-Luciano, Siciliano]

CLYDE MCMILLER (Dater 85032)
Only A Fool (2:35) [Burlington, ASCAP-Loman, Bickerton] Brisk ballad with a solid rhythmic undercurrent that could be carrying the splendid talent of Clyde McPhatter back into the best seller picture. Attractive offering with pop appeal. Flip: "Tell You Love You" (2:40) [Johnson, BMI-Monier, Cosby, May]

BLEU LIGHTS (Bay Sound 67007)
A.M. (Two Tone Ltd., BMI-Bleu Lights) Street corner rock work from the bygone days of early rock give the Bleu Lights a sensationally different approach that could become the face of this side ballad. Flip: "Bony Morrie" (2:56) [Venice, BMI-Williams]

GRAFFITI (ABC 11123)
He's Got The Knock (2:44) [Pompeii-/Gillette, BMI-Loman] With soul instruments hitting high on the chart, "Graffiti" is one of the very few rock instrumentalists. This first track from Graffiti could spinhard the hit. Title, repeated four times, adds extra zest. Energetic, powerhouse side. Flip: "I Saved " (2:23) [Nix Nov, ASCAP-Strunt, Bendorff]

NORRO WILSON (Scream 2184)
Sunset And Vine (3:00) [Al Galicia, BMI-Weltly] Norro Wilson delivers another tribute to the sunny climes of California and laments that he can’t be really living it up on the corner of the famous L.A. interaction. Groovy Top 40-admed side. Flip: "I’d Rather Lay Down and Eat" (2:12) [Al Galicia, BMI-Pritts]

CONTRIBUTORS OF SOUL (Tid 101)
You Can’t Help But Fall In Love (2:51) [Kassen, BMI-Dickson, Ballard] The Contributors of Soul live up to their name. Side is a prime example of the careful rock effort in the Philly groove which has that chart-winning sound. Flip: "Help Me Now" (2:48) [Tid 101]

FASHIONS (20th Century Fox 6170)
Only Those In Love (2:28) [Rooster, Singleton, Kamfort] Harmony is the key to the success of this single, naivistic (but not old sound), put over, convincingly by the Fashions. Deck built in a subtle way and, through the r&b exposure, could easily sneak into the pop preferred "area" - a strong, jazz-oriented vocal reading as Lambert, Hendricks & Ross, Good MOR item. Flip: "How Are Things In California?" (2:28) [Mills, ASCAP-Battista, Levine]

RUBY ANDREWS (Zodiac 1019)
The Love I Need (2:40) [Willie, BMI-Argent] "Ruby" is a very effective arrangement highlights this deck from Ruby Andrews, no stranger to the r&b charts. Deck is a persuasive ballad effort. Flip: "Just Loving You" (2:31) [Same credits.]

FRANK D’ORNE (Cade 5610)
Save Deserve Each Other (2:40) [Windward Side, BMI-Loudermilk] Sue Thompson’s voice and John D. Loudermilk’s songwriting go together very well, and this latest coupling, filled with countered emotion, could be a sleeper in a Saucerlike type lines, could surprise. Flip: "Don’t Need No Sunshine" (2:44) [Arac-Hoss, BMI-Henley, Mathis]

LILY FIELDLS (Spectrum 101)
(I Only See Him) On The Weekend (2:47) [R&J, ASCAP-Agrcgreenberg, Abbott, Morris, Neill, Schneitz] New Lourie-diet label gets off to a strong start with an off-beat (for the r&b market) tune about a girl that sees her divorced father only on the weekend. Flip: [Poor Int., BMI-Bennings, Augustus]

BILL NASH (Scream 2178)
For The Good Times (2:33) [Buchhorn, BMI-Kristoferson] There is a trace of Nashville in this building, dramatic ballad effort from Bill Nash who has trouble finding his Top 40 sleeper. "Have We All The Good Things Going" (2:35) [Jax]

NIRVANA (Bell 739)
Girl In The Park (2:17) [Essex, ASCAP-Campbell, Lyons, Spyrygou] Than a trace of Nashville in this building, dramatic ballad effort from Bill Nash who has trouble finding his Top 40 sleeper. "Have We All The Good Things Going" (2:35) [Jax]

BRIAN ROBINSON & QUASIS (Date 1620)
A Little Head (2:14) [Bob Yorkey, BMI-Beam-Janette]

CashBox—August 31, 1968
**Best Bets**

RAW MEAT (Muscle 1326)

Run For Your Life (2:34) [Maclean, BMI-Swift, Harrell]

From the back, the Beatles album cut is transformed into something else by a new, arresting rhythm which moves along at a healthy clip, carrying the listener with it. Could it be a new Marilyn Monroe flip? (2:37) [Catherine/Flower Pot, BMI-Swift, Harrell]

EYES OF BLUE (Mercury 7844)

Eyes Of Blue (2:39) [Hollies, BMI-McCartney]

Attractive and offset side that has as much appeal for easy listening as it does for rock. Singers classical vocal style could stir up lots of attention for Eyes Of Blue. Flip: "Yesterday" (4:12) [Maclean, BMI-Lennon, McCartney]

SOUR CHILDREN (Stax 6008)

Give 'Em Love (2:55) [Mark III, ASCAP-Hayes, Porter] High-powered vocal effect from the Soul Children has the impact of good music play (same writers) and could come through on the r&b scene and follow through with some r&b effect. Flips: [No info available.]

GENE WILLIS (Hollywood 1132)

Just Keep On Trying (1:52) [Tarquin, BMI-Morgan]

The energetic date from Gene Willis is well/{}/but it could have been better. His husky voice comes over very convincingly. A comer. Flip: "You'll Get What You Want" (2:18) [Same credits.]

CHRISTOPHER SUNDAY (Dot 1712)

Life (2:40) [Jillbern, ASCAP-Knight, BMI-Francis]

Family Stone charter, this soft, easy, could become a hit. Flip: "Cornin' Through The Top" 1:00. Christopher Sunday displays polish on this strong lyric (2:37) [Same credits.]

STATUS CYMBAL (RCA 9598)

From My Swinging (2:27) [Tandem, BMI-Burke, BMI-Porter, BMI-Thomas]

There's a lot of the top 100. The Status Cymbal turns in a standout performance on this hauntingly beautiful ballad about the marketplace. The band is material with considerable sales potential. Flip: "I Have A Little Love" (2:38) [Same credits.]

MIKE SHARPE (Liberty 59955)

Funky Serenade (2:25) [Lowery, ASCAP-Irvin, BMI-Francis, BMI-Lissauer]

Mike Sharpe's lush vocal tunefulness could have a success of his own with this instrumental outing. Could it be a pop hit? An excellent choice for a pleasant listening experience. "Charm"er" (2:20) [Same credits.]

FRANK SCOTT (Kenwood 816)

Indian Lake (2:45) [Joe Dassin]

A collection of tunes, BMI-Romeo. The Cowills chart biggie gets an interesting instrumental treatment from Frank Scott. Deck should have no trouble being a hit. The group's title song comes from the Pleasure Fair collection, which has already become a hit. Flip: "D.V. Washburn" (2:20) [Columbia-Screen Gems, BMI-Leiber, BMI-Morgan]

PLEASURE FAIR (Uni 59577)

(I'm Gonna Have To) Let You Go (2:34) [Blue Magic, ASCAP-Cohen, BMI-Youngman, BMI-Youngman, BMI-Youngman]

A bitter ballad reminiscent of the Pleasure Fair could become a hit. Flip: "I'll Be There" (2:44) [Univ 59577]

Expect strong Top 40 acceptance.

PAPA JOE'S MUSIC BOX (Nugget 1001)

Very Interesting (2:12) [Papa Joe's Music House, ASCAP-Smith, BMI-White, BMI-White]

Another instrumental featuring a phrase made famous by Rowan and Martin's TV show. Good setup for a hit. Flip: "Two Women" (2:55) [Tangerine/Jalew, BMI-Michael, BMI-Lewis]

JIMMY LEWIS (Tangerine 887)

Tangerine (2:42) [John W. Jalew, BMI-Lewis] Gripping dramatic presentation by Jimmy Lewis has an excellent chance of becoming a hit. Flip: "Two Minutes" (2:50) [Tangerine/Jalew, BMI-Michael, BMI-Lewis]

FRANCIENCE THOMAS (Trager 1216)

Too Beautiful To Be Good (2:30) [Trager, BMI-Thomas] Lushly orchestrated instrumental with the sound of a lot of drama will be heard. Flip: "Another Song Of Love" (2:30) [Same credits.]

MELLOW FELLOWS (Dot 1713)

Sticky Sticks (2:43) [Litt, BMI-Youngman, BMI-Youngman]

A fine light r&b cut with the most dramatic of all and a lot of flavor to this pop/soul effort. Flip: "Don't Stop/Don't Go" (2:40 and 40 r&b circles. Flip: "Another Sleepless Night" (2:57) [Shifting Flavors, BMI-Michael, BMI-Thomas]

JEFF THOMAS (Warner Bros. 7 Arts 7227)

I Keep It Rdy (2:38) [Hammo, BMI-Bernstein, BMI-Thomas] An easy-going, warm-cut r&b cut. Could be as commercial as the group's last hit. Web catalog, this moving ballad is recommended as a great tune to rework. Flip: "Try Me" (2:40) [Same credits.]

BRONSON (Darnell 3690)

Up On The Bridge (2:57) [Safi, ASCAP-Maresca, Zartes] Vet rock and roll, but could have been better. The group hasn't had a hit yet, but this gripping, down-to-earth city song about the peace "On The Bridge" could push. Flip: "March" (2:17) [Bright Tune, BMI-Morgan, Margo, Medisell, Siegel]

MC-BLEAIR (Columbus 2598)

Dancing Don't Know The Time (2:32) [4 Star, BMI-Emerson]

The vocal styling is strong, but the music is adequate. The outfit has that Four Season's feel, but the instrumental accompaniment isn't quite up to par. Vocally, that combination could still stir up the teens. Flip: "I'm Gonna Get Together Well" (2:32) [Same credits.]

OCTOBER COUNTRY (Epic 10373)


Woven into a panoramic tapestry of cow country, this song can become a hit. If the tapestry, track, taken from the group's current album, has the beat to establish this October Sixth entity as a "top attrac". Interesting musical changes and out-oftune harmony. If you still enjoy '68, you'll find it in the grooves of this single. A very strong ballad and good songs. Solid r&b item. Flip: "I Wish I Was A Fire" (1:50) [Same credits.]

MAURICE & MAC (Checker 1205)

Love Is On The Way (2:43) [Flip: "Day After Day"

"No Exit, BMI-Young]

Sold blue disk is a fitting arrangement for Maurice & Mac, and could push the entire hit. Tall order. On My" (2:45) [Chevis, BMI-McAlister]

BIG MAYBELLE (Rejoic 116)


Lacre "Oscar" (Hollywood 1183)

Love Me Cry (2:44) [Lion, BMI-Malone] Oscar Irvin turns in a throb- ing soul item. His style and delivery give him a chance to make the grade in the R&B marketplace. Strong ballad comes on the flip. Flip: "Sometimes, Sometimes, Sometimes" (1:51) [Tarbel/Golden Gate, BMI-Irvin]
## 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 AUGUST 21, 1968—COVERS PRECEDING WEEK**

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
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<tr>
<td>41%</td>
<td>Who Is Gonna Love Me—Dionne Warwick—Scepter</td>
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<td>39%</td>
<td>To Wait For Love—Herb Alpert &amp; Tijuana Brass—A &amp; M</td>
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<td>35%</td>
<td>Six Man Band—Association—Warner-7 Arts</td>
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<td>I Say A Little Prayer—Aretha Franklin—Atlantic</td>
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<td>Harper Valley P.T.A.—Jeannie C. Riley—Plantation</td>
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<td>Midnight Confessions—Grass Roots—Dunhill</td>
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<td>I Wish It Would Rain—Gladys Knight &amp; Pips—Soul</td>
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<td>Help Yourself—Tom Jones—Parrot</td>
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<td>Indian Reservation—Don Fardon—GNP/Crescendo</td>
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<td>Girl Watcher—O'Kaysions—ABC</td>
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<td>Private Number—Judy Clay &amp; William Bell—Stax</td>
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<td>Working On A Groovy Thing—Patti Drew—Capitol</td>
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<td>22%</td>
<td>The Snake—Al Wilson—Soul City</td>
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<td>Hey Western Union Man—Jerry Butler—Mercury</td>
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<td>Listen Here—Eddie Harris—Atlantic</td>
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<td>Street Fighting Man—Rolling Stones—London</td>
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<td>That Kind Of Girl—Merrilee Rush—Bell</td>
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<td>Shape Of Things To Come—Max Frost &amp; The Troopers—Tower</td>
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<td>14%</td>
<td>Naturally Stoned—Avant Garde—Columbia</td>
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**LESS THAN 10%—BUT MORE THAN 5%**

| Fly Me To The Moon—Bobby Womack—Minit | 9% |
| The Weight—Jackie De Shannon—Imperial | 66% |
| Little Green Apples—O.C. Smith—Columbia | 50% |
| Give A Damn—Spanky & Our Gang—Mercury | 61% |

Cash Box—August 31, 1968
AT DECCA

WE’RE ARROW-MINDED

"LITTLE ARROWS"

SUNG BY

LEAPY LEE

On The Charts In England

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

Cash Box—August 31, 1968
#1 PEOPLE GUY TO BE FREE (2:57)
Cavaliere-E.

#2 BORN TO WILD (2:55)
Steppe/brunhild 4150
440-66 Kings Road, New, Rel., Calif.

#3 LIGHT MY FIRE (3:03)
J. J. Fabelioza-RCA 9250
152 East 24, New, York, N.Y.

#4 TURN AROUND, LET ME SEE (2:42)
The Vipers/Atlantic 4652
400 Warner Blvd., Burbank, Calif.

#5 SOMEONE OF YOUR LOVE (3:03)
Crommelink 6544
200 West 57, New, York, N.Y.

#7 CLASSICAL GAS (3:08)
Mason Williams/Warner Bros. 7190
400 Warner Blvd., Burbank, Calif.

#8 SEASCAPE WITH A KISS (2:22)
Gary Lewis-Liberty 5637
200 Warner Blvd., Burbank, Calif.

#9 SOUL LUMBS (2:23)
Booher & T. K. McGraw 9001
925 E. McLemore St., Memphis, Tenn.

#10 DREAM A LITTLE DREAM OF ME (3:14)
Mama Cass Rhythm 4145
6 W. Empire, Hollywood, Calif.

#11 DO IT AGAIN (2:19)
Beach Boys/Capitol 2329

#12 YOU KEEP ME HANSDINING (2:50)
You & Me Feat. Anni-Flo 4990
1841 Broadway, New York, N.Y.

#13 RED LIGHT (1:46)
1910 Froigmount Co.-Buddah 54
1530 Blvd., NYC.

#14 ALL I NEED TO GET BY (2:38)
Mark & Evans-Farrell 4707
17 Newman Street, London, W1, England

#15 START STOP DANCING (2:19)
Arthur Bell & Ronnie-Atlantic 2534
181 Broadway, New York, N.Y.

#16 ALICE LONG (2:12)

#17 MR. BUSINESSMEN (1:16)
Ray Stevens-Manhattan 1368
520 W. Main St, Hendersonville, Tenn.

#18 LOVE MAKES A WOMAN (2:49)
Barbara Ackie-Brunswick 55379
445 E. Cape, Beverly Hills, Calif.

#19 THE HOUSE THAT JACK BUILT (2:18)
Artie Franklin-Atlantic 2546
134 Broadway, New York, N.Y.

#20 JOURNEY TO THE CENTER OF THE WIND (3:11)
Ambry-Dunescale 4084
300,276 All, the Americas, Ill.

#21 HUSH (4:11)
Dino Purple-Tetragrammaton 5050
359 N. Canon Dr., Beverly Hills, Calif.

#22 FOOL ON THE HILL (2:14)
Sega Mendes & B. Car-R.A.M. 9911

#23 PLEASE RETURN YOUR LOVE TO ME (2:21)
Temptations-Gordy 1910
2547 Woodward Ave., Detroit, Mich.

#24 PICTURES OF MATCH STICK MEN (2:55)
The Status Quo-Capitol 7011
300 E. 21, Chicago, Ill.

#25 THE NIGHT THE WORLD TURNED GREEN (2:43)
Clarence Carter-Atlantic 2506
1841 Broadway, New York, N.Y.

#26 THE CASINO (2:52)
J. J. Fabelioza-RCA 9250
152 East 24, New, York, N.Y.

#27 KISS (2:43)
Vanilla Street, Rondor-Am, London, England

#28 DREAM A LITTLE DREAM OF ME (3:14)
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152 East 24, New, York, N.Y.
Bright, Young, and On Their Way!

Bob Atkins
"She’s A Woman"
5-10586

Shane Martin
"You’re So Young"
5-10584

Two New Smash Singles On

EPIC
The ultimate upshot is the beautiful breakdown.
NEW YORK

In-Decibel-Cribbably Delicious

Not too long ago rock effects were attacked on the basis that dance step patterns were injurious to the spine, legs, muscles and heart. Publicity of injuries, dislocations and incapacitations almost brought about a regulation that all discotiques display a label reading: Caution, dance attitudes may be hazardous to your health. However, a counter-mine pointing out the benefits of exercise from the then-new dance steps; emotional release, etc., turned the Tide, and since then very little criticism has been offered.

Now, a Tennessee researcher reports that tests on a guinea pig have shown damage to the cochlear cells in the ear as a result of exposure to rock music played at a level of 120 decibels (approximately, or slightly lower than the level of music at most clubs.)

Published results, as presented in last week's New York Times, showed considerable damage to the tissue in one of the guinea pig's ears, while a cotton-filled other ear was unharmed by the music.

Since the article ran, comments were offered to the Times by Cheatham manager Joe Caballero (we'll continue tests to determine if the sound levels are dangerously high.). Columbia producer David Robinson (I don't know of any group that plays loud enough to hurt anybody). The researcher considered the volume of the sound, but they didn't consider the volume of the guinea pig), Dennis Wright of the Electric Orchestras (we could post the decibel count outside, like the temperature-gauge detail of vital signs) and Steve Paul (should a major increase in guinea pig attendance occur at The Scene we'll certainly bear their comfort in mind.)

When the CashBox singles reviewer was asked if he found his hearing impaired by rock exposure, he answered: What?

VIEW FROM BROADWAY:

The Schaefer Music Festival wound up its Central Park series last Saturday with the most successful week of the season. All seats were sold in advance for each of the eight closing shows. Headliners for the final week included the Butterfield Blues Band & Tim Buckley; Country Joe & the Fish & Eric Anderson; Judy Collins, Herb Alpert &amp; the Tijuana Brass; Three Dog Night; the Butterfield Blues Band & Tim Buckley; the James Gang and the Quicksilver Messenger Service.

Kaye Stevens—Amen Corner

"Pickin' by Matchstick Man" has just reached the singles scene. "Ice in the Sun..." Diana Ross & The Supremes will follow on the same track. Sept. 1; James Brown and company will follow on the next Saturday (8); then The Rascals will play an underground pop explosion with the band's new hit "Good Lovin'."

Projected title for the LP (planned for release in October) is "Life Is But A Dream" with arrangements by Artie Butler. There will be thirteen titles in the LP and the group will have four songs. That is one a Schubert melody, somewhat revamped. "Obviously it's a concept LP," says Smith, "with each movement natural and unforced, and with our feelings very well, treated as instruments... you might say, a dance of the boys.

Group is managed by Bernard/Wil- liam/Price with Abe Hoch credited for promotional work. It is, in Schubertian terms, an elaboration and a lapse; it admits to a weakness for collecting shoes. She has written many of the songs she's recorded and there are Paula Records including "There's Got To Be A Woman Somewhere," "Swingin' Natural Gas," a foursome which performs behind gas masks and features a new single ("Be A Man.")

The Rascals packed Hollywood Bowl in their first appearance there last week, grossing $80,000 with 18,500 tickets sold in a $2-6 range. Four floors were set aside for the bands and a station was flooded with calls from listeners who may be planned for one of the visits that the group will be making (amba band, Hamp), and Bobbie Gentry will join Mitch Ryder in early Sept. for the L.A. production. (Continued on page 25)

HOLLYWOOD

That Synthesis of Classical & Psychdelic—Classedelic?

According to our Texaco Road Atlas it's about 250 miles from Wichita, Kansas to Wichita Falls, Texas. Yet it doesn't seem a counter-mine pointing at "Wichita Train Whistle" to Wichita Fall.

Wichita Fall is a new group on Imperial. "Wichita Train Whistle" in the album project begun more than a year ago by Monkee Mike Nesmith. With the help of arranger Sherry Bickers, Nesmith recorded this ambitious, expensive and (surprising-ly) unpretentious set of contemporary big band instrumental that seriously released a couple of months back. It was an obvious ode of affection for Nesmith, a search for the U.S. Shangri-la, far from stress and confusion. Its loosely woven themes are, it seems, much closer to Don Gillis' "Saga of Prairie School" and "Portrait of a Frontier Town" than to Glen Miller's "Chattanooga Choo Choo." Still there are a few strong moments in the work; we're particularly partial to Don't Cry Now," a delightful dinnertime浪费的thest comes to mind when we first heard the Williams' cut on his Warners LP. Re- hearing, they seem less related to both are "classics in the mainstream" (see last week's LP poll—CB editorial). Rumor has it that the project cost Nesmith about $90,000 and every effort has been ever recoup the investment. Still some of its cuts are being aired on top 40, in Los Angeles and New York.

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Our "West Coast Girl of the Week," Bobbie Gentry, is presently in Austin, Texas, who first started in the Hillbilly style classedelic. She feels quite at home with country music. A 5 ft. 3 in. beauty with brown hair and big brown eyes, she is, an unabashed Arkansas girl and lamarate and she admits to a weakness for collecting shoes. She has written many of the songs she's recorded and there are Paula Records including "There's Got To Be A Woman Somewhere," "Swingin' Natural Gas," "High Street," and "Heart Trouble." She was also among the "most promising country vocalists" in the recent Cash Box D.J. poll.

All the girls got around to digesting "U.S. Master Producers," Walter E. Hurst's latest volume. We recommend this book for you who uncontroledly produce a hit record without it, our guess is that you'll be in a much better position to negotiate after perusing its 400 pages. It's published by 7 East 47 St., New York.

Bobbie Gentry signed to start at Harrah's Tahoe (Sept. 5-24) following her successful stint at Caesar's Palace. Winners of the "West Coast Regis- ter" poll last week were 1—For Son's sake, the "S of the Year," the "Symbol." Special attraction Eddie James & Pacific Ocean (currently at The Troubadour) is "Leather and Lace," which is the most frenetic (and stormy) dance of the group and a brainwash hit and at least 100,000 tickets bought since we thought the Check- mates at Gazzari's two years ago. The Phil Ochs, Liza Minnelli, the Supremes, Go-Go producer Larry Harris has an L.A. but out-in "L.A. Breakdown," which is national by the time you read this.

Be careful, Gentry. The San Francisco Fall gang is skedded to make its debut on the Ed Sullivan Show in the fall.

Dallas Smith—Cheryl Poole

Cenral Nervous System

You'll have to speak up...I've got a cathode in my ear

in Beverly Hills. The CashBox Fall gang is skedded to make its debut on the Ed Sullivan Show in the fall.

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WINNERS
IN
EVERY
RACE

CLIFF NOBLES & CO.

Horse Fever

B/w

Judge Baby
I'm Back

THE HORSE  CLIFF NOBLES & CO.  PH-LPS 4001

New York

(Continued from page 26)

Palace Hotel and other outdoor appearances in Paris & London ... Buffy Sainte-Marie is lined up for concerts at Emory U. late in Sept., and a series of West Coast and Canadian shows during Oct.-Nov. ... Luna Cantrell, with a new RCA single just out, has embarked on a one-month tour in South Africa beginning Sept. 6. ... New York has exploded with Bill Medley’s “Brown Eyed Woman” clicking on pop, progressive and r&b fronts simultaneously. ... The song is currently No. 2 on WMRF-FM. No. 6 on WMCA and No. 7 on WOR-FM. Reznick is also getting big breaking action for “Oh” by Jay Lewis on Venture which has crashed with r&b play. ... Singer-comedienne Kaye Stevens to star at the American's Royal Box for three weeks beginning Sept. 5. Her new VMC album has just been released ... Hal David became one of the few songwriters whose lyrics have been published in book form. Trident Press is new publishing “What the World Needs Now is Love & Other Love Lyrics” by him ... Julie Budd returns to “Showcase” as Oct. 3. She's being pursued by the group’s latest single, “On The Road Again,” which is currently on the charts, and the group’s latest LP, “Boogie With Canned Heat,” which is moving up the Top 100 albums. ... Distributors and branches are being provided with pre-recorded commercial spots advertising both of the Canned Heat LPs and with color films of Canned Heat performing “On The Road Again” for television use in their respective areas. In addition Liberty is purchasing spots on key Top 40 and underground stations in every major market area and in key secondary markets.
Thanks NATRA
For Naming
Vivian Reed
"Most Promising Female Vocalist"

"You've Lost That Lovin' Feeling/ (You're My) Soul And Inspiration"
5-10382
London Promos 4 Non-Rock Euro Acts

NEW YORK—A fall merchandising program based on the anticipated visits to the U.S. of four non-rock European acts is being planned by London Records.

The fall push will focus on the two-month 12th annual American concert tour by the noted British maestro Mantovani, according to Herb Goldberg, London's national sales and distribution manager. Mantovani begins this year's tour in late September, and London will release a new album within the next fortnight to tie in with the visit.

Also in line for promotional efforts are the songstress Caterina Valente, the Jacques Louisy Trio, and the Queen's Guards.

Miss Valente, who had an engagement last few months at the Playhouse London New York's Americanica Hotel, returns to this country for a date at the Flamingo Hotel, Las Vegas, from September 8 to October 3. London has lined up strong promotions for the artist's recently released 'Sweet Beat' album and will exert an extra push on her current single, "Melodie."

The Queen's Guards, like various other official and military complements from abroad, which London has recording rights, have had a number of matching and band sound albums on the label. London will rush-release a new album in tie with the Guards' fall tour, which opens with a five-day stand at the Spectrum, Philadelphia, on September 24. The group will appear at the Plaza, London, New York, October 3-18, and at the Boston Garden October 15-20. London has already set up promotions for the new album in each tour location.

Finally, London will tie in promotional efforts with the visit to America of the Jacques Louisy Trio, a French group which specializes in jazz and contemporary interpretations of Bach and other classical composers. A college concert tour has been set for the Trio from October 20 to November 24. London already has a catalog of the group's Bach works and will shortly issue an album of original material.

Miller To Produce Move

NEW YORK — Jimmy Miller has wrapped up his latest visit to the United States with the disclosure that he has concluded a production deal for future sessions with the Move. Plans for the first Miller produced material with the group will be made when he returns to England, but no date has been set for actual recording work.

Miller's role would be the completion and release of three albums to hit the American market by the end of September. Among these are a new Traffic LP for United Artists, the forthcoming Rolling Stones set "Beggar's Banquet," and a first album from the Spooky Tooth for Mala. Move product will be offered in the U.S. on A&M.

Further studio work for the Traffic and Spooky Tooth projects will be handled when the groups both make their new American tours beginning next month.

Vic O'Givlie Is
Willie Bobo's New Manager

NEW YORK—Verve recording artist Willie Bobo has signed a management contract with Vic O'Givlie. O'Givlie has scheduled a September West Coast tour for Bobo that will include stints in Los Angeles, San Francisco and San Diego. O'Givlie is a European tour for Bobo.

On his latest Verve album, Bobo lends a "Spanish Blues Band" through a series of numbers that combine Latin sounds with the American Blues. The idea for the Latin-Blues fusion was Bobo's.

VITAL STATISTICS (Cont'd)

#77 LADY MADONNA (2:17)
Jimi Hendrix Experience
Sgt. Pepper's Lonely Hearts Club Band
7008 Warner Bros., Burbank, Cal.
PROD: Jimi Hendrix
WRITERS: Lyric, Jimi Hendrix
FLP: One For The Highway

#108 VANILLA SKY (2:52)
The Rolling Stones
Beggars Banquet
6544 Rolling Stones Music Ltd., London
PROD: The Rolling Stones
WRITERS: Mick Jagger, Keith Richards
FLP: Dr. Feelgood

#38 JUMPIN' JOEY (2:30)
John Lee Hooker
The Healer
6992 Chess
PROD: John Lee Hooker, Charlie Christian
WRITERS: John Lee Hooker
FLP: John Lee Hooker

#68 SHAKE SHACK UP (2:38)
The Yardbirds
Be Disk
2834 Decca
PROD: The Yardbirds
WRITERS: Chris Farlowe, Roger Chapman
FLP: The Yardbirds

#97 THREE TIMES NINE (2:38)
The Rolling Stones
Beggars Banquet
6544 Rolling Stones Music Ltd., London
PROD: The Rolling Stones
WRITERS: Mick Jagger, Keith Richards
FLP: Dr. Feelgood

#95 BAD SENO,JUICE (2:47)
The Rolling Stones
Beggars Banquet
6544 Rolling Stones Music Ltd., London
PROD: The Rolling Stones
WRITERS: Mick Jagger, Keith Richards
FLP: Dr. Feelgood

#34 SUGAR BLACK (2:38)
Glen Miller
Savoy Session
2834 Decca
PROD: Glen Miller
WRITERS: Glen Miller
FLP: Glen Miller

#100 FUNKY JUDGE (2:30)
Bell & The Beatles-Taddlins-Townie 108
c/o Storer Records, 254 W. 54 St., N.Y.
PROD: Storer-Cross
WRITERS: Jimi Hendrix
FLP: The Funky Judge Instrumental

Bios for Dee Jays

Moody Blues

The Moody Blues had a big hit in 1965 with "Go Now." Now, after a lean period, the British group has enjoyed a resurgence of popularity. Their Derram album, "Days Of Future Passed," is number 45 on the Top 100 Albums this week, and a cut from that LP, "Night's In White Satin," was recently a chart item. This week, another tune from the set, "Tuesday Afternoon," number 14 on the chart.

Justin Hayward, the Moody's vocalist, entered show business at 15 as an actor, touring with a repertory company during his chool holidays, Grame Edge, the drummer, formed the R&B Preachers, from which the Moody Blues sprang. Mike Pinder, who plays the mellotron, was 12 when the skills first crested Sweet England, and he toured local clubs and pubs with a group. Ray Thomas, the flautist, joined Mike in Germany with the Crew Cats and joined the Moody Blues at the same time. John Lodge, the latest addition to the group, turned in a versatile performance on the Moody's concert at Madison Square Garden, playing bass guitar, cello, tambourine, maracas, acoustic guitar, and singing.

Jeff Beck Group

The Jeff Beck Group is comprised of Jeff Beck, lead guitarist; Rod Argent, lead singer; Mick Weller, drums; and Ron Wood, bass guitar and harmonium. "Truth," the Group's debut Epic album, is number 7 on the charts this week. Jeff Beck, 24, is a former member of the Yardbirds. He attended Wimbleton Art College in London for four years before deciding to become a professional musician. Stewart, 23 writes many of the Group's songs is adept on the guitar and the five string banjo. Waller, 23, has played with the Rolling Stones, the Animals, Little Richard, and Georgie Fame Twenty-one-year-old Wood made his first public musical appearance as a youth "on the stage of a local cinema in England. I was ten years old and played the washboard in a skiffle group which consisted of myself and my two brothers."
THE IMITATIONS
ARE STILL A CHEAP
FORM OF FLATTERY

OVER 1,750,000 SOLD
IN 14 DAYS

Harper Valley P.T.A.

JEANNIE C. RILEY

PRODUCED BY SHELBY S. SINGLETON, JR.

Bookings: KEY TALENT
1531 Demonbreun Street
Nashville, Tenn. 37203—242-2461

Published by NEWKEYS MUSIC—BMI
Written by TOM T. HALL

Comin’ Sept. 1st “SOCK IT TO ‘EM” HARPER VALLEY P.T.A. ALBUM-PLP No. 1 (Stereo Only)

Cash Box—August 31, 1968
**Pop Picks**

**FUNNY GIRL—Original Soundtrack—Columbia BOS 3220**
The sales bonanza that will undoubtedly follow the release of this record makes it a must stock item for dealers across the nation. The film version of the hit Broadway musical by Jule Styne (music) and Bob Merrill (lyrics) retains the original star, Barbara Streisand. Omar Sharif (who has a surprisingly good voice) takes the part created by Sidney Chaplin. The original soundtrack LP should be zooming up the charts in short order.

**LATE AGAIN—Peter, Paul and Mary—Warner Bros.-7 Arts 1751**
Tastefully selected singles and songs, and there are some contemporary ballads. This should be a big LP.

**DON'T BREAK MY PRETTY BALLOON—Vikki Carr—Liberty LST 7565**
Vikki Carr is still riding on the crest of several recent singles successes and should produce good sales with her latest album effort. The dark handles such tunes as the title song, "Tears On My Pillow," "Your Heart Is Free Just Like The Wind," "Happy Together," "It's Not Unusual," and "The Glory Of Love" with feeling and finesse. Should be a lot of middle-of-the-road airplay for this LP.

**NON-STOP—Box Tops—Bell 6023**
The Box Tops, riding the "Choo Choo Train" success, have come up with another strong collection of tunes for their third album. Group's distinctive sound (highlighted by lead singer Alex Chilton) is used to good advantage on "I'm Movin' On" (the country oldie), "She Shot A Hole In My Soul," "People Gonna Talk," "I Met Her In Church" (their new single), and "Yesterday Where's My Mind." Should have no difficulty in following the successful course of their previous efforts.

**SOLID SOUL—Willie Mitchell—Hi SHL 32045**
Trumpeter Willie Mitchell renders a sock-it-to-em set of soul goodies, featuring his recent chart item, "Painted Face as a folk group, but now they are doing other types of material as well. There is a rock beat to some of the songs, and there are some contemporary ballads. This should be a big LP.

**ANGEL OF THE MORNING—Merlisi Rush—Bell 6025**
Coming off a Top 3 smash with "Angel Of The Morning," and just starting her chart climb with "That Kind Of Woman" (included here), Merlisi Rush looks like a good bet to join the exclusive sorority of top female rock singers. The soft, sweet voice is a nice change of pace from the hard rock crop of artists currently blossoming. Some of the goodies on this set include "Billy Sunshine," "Observation From Flight 286 (In 5½ Times)," and "Sandcastle." A good bet for substantial chart action.

**TURN AROUND, LOOK AT ME—Vogues—Reprise 6311**
Absent from the charts for awhile, the Vogues made a triumphant return with "Turn Around, Look At Me," a Top 5 deck. The vocal quartet's overall sound has matured and should appeal to a good many kids as well as teen fans. Arrangements are tastefully done and all twelve songs have merit. Stanwyck numbers include the title tune, "My Special Angel" (the group's new single), "I Keep It Hid," "Dream Baby (How Long Must I Dream)," and "The Impossible Dream." Should see heavy chart action.

**LOVE MAKES A WOMAN—Barbara Acklin—Brunswick BL 75137**
Barbara Acklin's "Love Makes A Woman" single is still bulleting up the charts and this timely album release should be able to capitalize on the single's momentum. Miss Acklin combines the best of the soul sound with a Dinah Washington-type presentation and her music and the results can be best appreciated on such numbers as "Come And See Me Baby," "What The World Needs Now Is Love," and "Yes I See The Love (1 Missed)." Strong debut LP should have strong pop and R&B sales appeal.

**YOU ARE WHAT YOU EAT—Original Soundtrack—Columbia OS 3210**
This soundtrack from the soon-to-be-released flick, "You Are What You Eat," is like the film itself, a radical departure in style from the ordinary. A complete musical happening is contained herein, featuring the talents of Tiny Tim (his version of "Be My Baby" is a highlight). Yarrow (of Peter, Paul and Mary), Paul Butterfield, the Electric Flag, and John Simon. Heavy FM play should complement the music as a means of exposure for this deck and sales should blossom.

**PETULIA—Original Soundtrack—Warner Bros.-Seven Arts WS 1755**
Oral Award winner John Barry, who composed the music for the film "Goldfinger," and "Born Free," has written an impressive score for the motion picture "Petulia," which stars Julie Christie and George C. Scott. Alternately brooding and pulsating, the music is striking and compelling. The success of the film, plus the excellence of the music, should result in heavy sales for this LP.

**WORKIN' ON A GROOVY THING—Patti Drew—Capitol ST 285**
Patti Drew is currently on the charts with the title song of this set, a fast which should contribute to sales of the LP. The lark, who scored awhile back with "Tell Him" (not on this set), delivers 11 tunes in a manner which should prove highly acceptable to both the R&B and pop markets. Material varies nicely from ballad to soul and includes "I'm Inex-tractable," "Diddled Wee" (a Jim Webb tune done with a soft, jazz background), and "Sentimental Reasons (You Send Me)" (a Sam Cooke medley).

**Pop Best Bets**

**LONELY IS THE NAME—Sammy Davis Jr.—Reprise RS 8386**
"Lonely Is The Name," a nostalgic reprise of the good old big band days, serves as title tune and lead-off item of another excellent collection from Sammy Davis Jr. The veteran singer spans generations and styles as he vocalizes "Up, Up And Away," "Every Time We Say Goodbye," "Shake, Shake, Shake," "We'll Be Together Again," and an "Uplift/You've Got Your Troubles" medley, plus five other tunes. Long-range sales should prove highly profitable.
Let's run it up the flagpole, JB, and see who salutes.

So everybody's saluting. Harrumph.
**Pop Best Bets**

**LOVE IS LAINE—Lainie Kazan—MGM SE 4106**

Songstress Lainie Kazan offers a selection of pop melodies, giving readings of a dramatic, sensual, and sultry nature. Included on the album are "I'd Do It Again," "Cool," "You're Beautiful," and "When I Look In Your Eyes," "How Can I Be Sure," and "Underneath The Sky." The artist creates a glowing, shimmering atmosphere, and this LP is worthy of acclaim.

**AN ANTHOLOGY OF BRITISH BLUES—Various Artists—Immediate Z12 52 900**

The door to the blues field has been opened by the recent successes of Cream, John Mayall, Jeff Beck, and Ten Years After (all English acts), and sales are reaching new heights. Immediate has gathered some early British blues cuts for this collection by such names as Eric Clapton (Cream), Jimmy Page (Yardbirds), Mayall, the Savoy Brown Blues Band, T.S. McPhee, Steve's Masonry, and Jo-An Kelly. Also present, as sidemen on three cuts are Mick Jagger and Bill Wyman (Rolling Stones). Should be good sales in store for this set.

**HUGH MASEKELA—Mercy Wing SRW 16585**

With a gold single and best selling album behind him (on Uni, his current label), Hugh Masekela could still derive substantial royalties from the sale of this collection of older material, now re-packaged in budget form. This set showcases the artist in a more improvisational setting than his recent albums and will appeal to fans of Afro-Jazz. Tunes on the album (all composed by members of the group) include "U-Dwi (Smallpox), "Sharpeville," "Umaningi Bona (Long River)", and "Kwa-Blanyak (Town In Africa)."

**UP UP AND AWAY WITH ARTHUR FIEDLER AND THE BOSTON POPS—RCA Victor LSC 3041**

Veteran conductor Arthur Fiedler leads the Boston Pops Orchestra through expert readings of a series of pop biggies on this delightful set. The title tunes, "Georgia Girl," "Yesterday," "Cabarret," "Michelle," "Love Is Blue," and "A Man And A Woman" are some of the offerings. Fiedler has a devoted audience, and its many members should find a great deal of pleasure in the Maestro's latest LP.

**NOTES FROM THE UNDERGROUND—Vanguard VSD 65638**

Notes from the Underground, a five-man rock group, sounds like it had lots of fun recording this album, and the listener should also enjoy himself thoroughly. The set includes the act's current single, "Down In The Basement." "I Wish I Was A Punk," "Where I Am," and "Why Did You Put Me On." Gritty, bluesy, and fun-filled, this LP could generate considerable interest in Notes from the Underground.

**SUGAR SHOPPE—Capitol ST 2959**

The Sugar Shoppe, a new vocal quartet from Canada, has come up with a pleasant new sound which could appeal to a wide segment of the teen and college-aged market. The group blends its voices in a jazz-rock manner on a varied selection of material, some old, some original. Deserving particular mention is "Sho-Long-Sam" (a Donovan song), "Baby Baby" (done first by the Miracles), "Let The Truth Come Out" (an original), and "Poor Papa." Could be a hot item.

**ZOO PRESENTS CHOCOLATE MOOSE—Sunburst 7500**

The new Sunburst label, distributed by the Bell organization, makes a strong debut with this set by the Zoo, a self-contained quintet. Group rocks its way through 19 tunes, several "A" sides, "I'm Not A Home," "When I Look In Your Eyes," "How Can I Be Sure," and "Writer On The Wind," etc. Should find favor with progressive rock fans.

**KIND OF A HUSH THE MUSIC OF LES REED—Geoffrey Evans Orchestra—Palette PST 30/900**

The Geoffrey Evans Orchestra pays a well deserved tribute to Les Reed, a talented English songwriter who has been responsible for numerous international hits in the last three years. Along with the title tune, other Reed penned hits present include "The Last Waltz," "Everybody Knows," "Dellilah," and "Kiss Me Goodbye." Other lesser known, but equally as good, tunes include "No One Can Break A Heart" and "Cry A Little Longer." Strong easy-listening set should do well.

**ANNA—Anna Margarida—Vault LP/S LP 118**

Brazilian songstress Anna Margarida is showcased on a set of highly appealing melodies. Her singing is soft, silky, and sweet. Included on the disc are "Sonho de um Carnaval," "The Feet On The Hill," "Vetiver," and "When I Look In Your Eyes." This album is a listening delight, and deserves widespread approbation.

**DREAM A LITTLE DREAM OF ME—Howard Roberts Chorus and Orchestra—Kapp KS 3578**

This is Howard Roberts' album debut as a conductor, and he leads his chorus and orchestra through a strong selection of chart material. The voices and sound of the orchestra are lively and graceful. Among the tunes, besides the title effort, are "Lady Will Fanner," "Mrs. Robinson," and "And I Love You So." There should be plentiful good music play in the cards for this set.

**WINDMILLS OF MY MIND—Grady Tate—Skye SR-40**

Grady Tate, who has been working as a drummer, has turned to vocalizing recently, with a single, "The Windmill Of Your Mind," appealing to his credit. On this LP, he sings that tune and eight others, including "And I Love Her," "Don't Fence Me In," and "All Around The World." Tate's style is attractively understated, direct, and personal. The artist's singing career would seem to be off to a most promising start.

**LOOK AT ME—Talayna Ferro—MGM SE 4587**

Singing with suave grace and controlled emotion, Talayna Ferro turns in a winning performance on an LP of ten pop tunes. Particularly effective are the title song, "Cuando Caliente El Sol," "After Your Love," and "The Magic Door (Les Ballons Rouge)," from the film "The Red Balloon." This disk could generate considerable interest in the lark.
The Album Is Ready!

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LP

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UAS 6668

Produced By:
Henry Jerome

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United Artists Records
Entertainment from
Transamerica Corporation
Jubilee In LP Contest: ‘Chart Your Future’

NEW YORK—A “Chart Your Future” distributor incentive contest spotlighting Jubilee Records’ new album release package has been announced by Elliot Blaine, director of album marketing for the label.

Prize winners will receive cash awards and a “Chart Sweepstakes” ticket for the grand prize of a week’s all-expenses-paid trip anywhere in the United States, including Puerto Rico and Hawaii.

“Chart Your Future” began August 15 and runs to November 1. The contest is open to all Jubilee distributor executives, sales managers, salesmen, promotion men, and operations men.

Prizes and tickets are offered on each of the six new releases for all sales in excess of pre-set quotas for individual distributors and salesmen. The contest title comes from Jubilee’s “Stereo Chart Contenders 1968” release of six new LPs: “Semin’ Up Some Soul,” by Mary Wells (including her recent chart single, “The Doctor”); “Sounds Of Modification,” the debut LP by the new underground group; “The Baltimore & Ohio Marching Band Play Music From The Comics”; “Moe Kaufman’s Turned On”; “The Look Of Love,” by Vivian Dunridge; and “The Rocket Squad.” Jubilee’s extensive comedy catalog and regular commercial catalog are also included in the contest.

Cash prizes, based on percentages sold over quota and total performance, are $1,000 each for the “Number One Salesman,” “Number One Promotion Man,” and “Number One Distributor.” A $500 prize goes to the “Number One Internal Operations Man,” and a prize of $1,500 goes to the “Number One Sales Manager.”

For every album that reaches the trade press charts before Monday, November 15, 1968, the grand prize of the “Anywhere U.S.A.” trip will be drawn for from all qualified participants who have earned “Chart Sweepstakes” tickets based on their performance.

The contest will be individually introduced to distributors via the Jubilee executives’ “Person to Person” series of distributor meetings, Steve Blaine, Jubilee Records president, will cover the west coast area with the label’s midwest field sales manager, Stan Eddis. Elliot Blaine will cover the west coast along with west coast office manager Harry Goldstein. Steve Wax, Jubilee promotion pro, will cover the south.

The “Chart Your Future” contest will be backed, Blaine said, “by a coordinated advertising, merchandising and publicity program to both the trade and consumer outlets. A prize will match dollar for dollar all documented merchandising and advertising expenses by distributors that exceed minimum pre-set percentages.”

The contest is being supported by heavy advertising, and special radio and in-store promotion.

Ray Charles LP Turns Gold

NEW YORK—Ray Charles’ album, “A Man And His Soul,” has been certified as a million dollar seller by the Record Industry Association of America. The 2-disc LP recently received a heavy promotion from ABC Records, and the package contains some of Charles’ best known recordings.

Prestige Offers 7 LP’s For September

BERGENFIELD, N.J.—Prestige Records is releasing seven albums for the month of September.


Two singles are also being issued by Prestige. They are: “Bottoms Up! Port Of Rico,” Illinois Jacquet, and “Georgia On My Mind Heat!” Pucho and the Latin Soul Brothers.

Cash Box—August 31, 1968
THESE 2 SINGLES ARE SOMETHING ELF!

ROBERT KNIGHT
"ISN'T IT LONELY TOGETHER"
Record #90019
Produced by Buzz Cason & Mac Gayden

BOBBY RUSSELL
"1432 FRANKLIN PIKE CIRCLE HERO"
Record #90020
Produced by Buzz Cason & Bobby Russell
From the Elf Album "Words, Music, Laughter and Tears"
MILWAUKEE—"Too many people in the trade tend to underestimate the importance of gospel record sales," commented Bob Ginsburg, manager of the gospel department of Radio Doctors, Wisconsin's largest one stop. "Of course, certain gospel artists have made tremendous inroads into the pop and LP fields, but, for the most part, only specialty labels are involved in production and distribution of gospel product.

Some of the leading gospel labels are Savoy, Gospel, Nashboro, Crescent, Bob, Peacock, Song and Checker. Latter label, part of the Chess complex in Chicago, has recently entered the gospel field in a big way.

Radio Doctors is currently stocking over 300 LP's and 2000 singles to serve 50-75% of the black-operated record stores, clubs and taverns. Ginsburg credited Michael Mayer, the firm's buyer, with a keen insight into the field and a strong rapport with local DJ's. The firm employs 8 full-time and 5 part-time employees at its two locations in downtown Milwaukee, with one store in the core of the black area.

Shapiro, UA Music
In Pubbery Deal

NEW YORK—United Artists Music has secured rights to coordinate and administer the various worldwide publishing interests of Nat Shapiro. The deal also calls for Shapiro to act as a consultant to UA with regard to the firms involved, and to acquire new composing, writing, and production talent for the publishing firms, which include Justinian (BMI) and Beau-

shapiro, who headed up the international department of Columbia Records until two years ago, has been successful as a consultant to various companies, as the operator of his own publishing and production interests, and as the author of a series of books on music, records, and personalities in these fields.

Doors Lighting Again

NEW YORK—"Fight My Fire" by the Doors, which, according to Elektra Records national promotion director Steve Harris, has become a catalog single and has been "constantly selling" since its chart topping stint last year, is seen even heavier sales activity in recent weeks. Apparently a reaction to the success of Jose Feliciano's version, the Doors' cut has been receiving increasing play and listener requests in several cities, especially on the West Coast and in the Southwest. Another factor may be their new "Waiting For The Sun" LP, which was a recent chart topper and has spurred sales of the two Doors albums.

Radio Doctors Customer

market, especially the Staple Singers, but on the whole, the only people aware of the gospel market are the ones making money in it." Ginsburg pointed out that there are at least 100 top artists whose latest releases are eagerly sought, both in the single

CashBox

Top 50 In R&B Locations

1 SLIP AWAY
Clarence Carter (Atlantic 2508)
2 STAY IN MY CORNER
Dells (Caldex 5612)
3 LOVE MAKES A WOMAN
Barbara Acklin (Brunswick 55279)
4 YOU'RE ALL I NEED TO GET BY
Marvin Gaye & Temmi Terrell (Tamla 54169)
5 I CAN'T STOP DANCING
Archie Bell & The Drells (Atlantic 2534)
6 (LOVE IS LIKE) A BASEBALL GAME
Intruders (Gambr 157)
7 THE HOUSE THAT JUKE BUILT
Aretha Franklin (Atlantic 2546)
8 SOUL LIMBO
Booker T. & M.G.'s (Stax 2001)
9 PLEASE RETURN YOUR LOVE TO ME
Temptations (Gordy 7074)
10 I GET THE SWEETEST FEELING
Jackie Wilson (Brunswick 53081)
11 YOU MET YOUR MATCH
Stevie Wonder (Tamla 54168)
12 PEOPLE GOT TO BE FREE
Ressoha (Atlantic 2337)
13 THE SNAKE
Al Wilson (Soul City 767)
14 I'VE NEVER FOUND A GIRL (TO LOVE ME LIKE YOU DO)
Eddie Floyd (Stax 0002)
15 I LOVED & LOST
Impressions (ABC 11103)
16 STONED SOUL PICNIC
5th Dimension (Soul City 766)
17 I GUESS I'LL HAVE TO CRY, CRY, CRY
James Brown & The Famous Flames (King 8147)
18 GIRLS CAN'T DO WHAT THE GUY'S DO
Beverly Knight (Dial 4589)
19 YESTERDAY'S DREAM
4 Tops (Motown 1127)
20 GOD BLESS OUR LOVE
Bolles (Venture 615)
21 I SAY A LITTLE PRAYER
Aretha Franklin (Atlantic 2546)
22 THE HORSE
Cliff Nobles (Phil-o-of-Soul 313)
23 SPECIAL OCCASION
Smokey Rooobinson & The Miracles (Tamla 54172)
24 KEEP THE ONE YOU GOT
Joe Tex (Dial 4083)
25 LITTLE GREEN APPLES
O.C. Smith (Columbia 44616)
26 LIGHT MY FIRE
Jose Feliciano (RCA 9550)
27 CAN'T YOU FIND ANOTHER WAY
Son & Dave (Atlantic 2540)
28 TURN ON YOUR LOVE LIGHT
Bill Black (Hi 2145)
29 GIRL WATCHERS
O'Keyians (ABC 1104)
30 PRAYER MEETIN'
Wille Mitchell (NC 2147)
31 PRIVATE NUMBER
Judy Clay & William Bell (Stax 0005)
32 WHO IS GONNA LOVE ME
Dione Warwick (Scepter 12226)
33 FLY ME TO THE MOON
Bobby Womack (Mini 22048)
34 I CAN'T DANCE TO THE MUSIC YOU'RE PLAYIN'
Martha Reeves & The Vandellas (Gordy 7073)
35 SEND MY BABY BACK
Freddie Hughes (Wand 1182)
36 HIP CITY Part II
Jr. Walker & The All Stars (Stax 32048)
37 MESSAGE FROM MARIA
Joe Simon (Sound Stage–7:2617)
38 LOVER'S HOLIDAY
Peggy Scott & Jo Ja Benson (SSS Internationals 736)
39 THE B. B. JONES
B. B. King (Bluesway 61019)
40 LISTEN HERE
Eddie Harris (Atlantic 24827)
41 GRAZING IN THE GRASS
Hugh Masekela (UNI 53066)
42 HEY, WESTERN UNION MAN
Jerry Butler (Mercy 72850)
43 BROWN EYED WOMAN
Bill Medley (MGM 12959)
44 I WISH IT WOULD RAIN
Gladys Knight & The Pips (Soul 53047)
45 THE MULE
The James Bays (Phil-o-of-Soul 316)
46 I AIN'T GOT TO LOVE NOBODY ELSE
Measurers (Bell 733)
47 DON'T CHANGE YOUR LOVE
The Five Stairsteps & Cubie (Curtom 1931)
48 I'M A MIDNIGHT MOVER
Wilson Pickett (Atlantic 2528)
49 BREAK YOUR PROMISE
DelShonn (Philly Groove 132)
50 I'M GONNA DO WHAT THEY DO TO ME
B. B. King (Bluesway 61018)
The best of the Smothers Comedy Brothers hour
now on a new album from Mercury

Smothered with promotion, retail newspaper ads, radio spots, direct mail and a full color flashing P.O.P. display.

MERCURY RECORD PRODUCTIONS INC. 35 EAST WACKER DRIVE, CHICAGO, ILLINOIS 60601. A CONELCO CORPORATION
McKuen Writes 14 Songs For Sinatra LP

HOLLYWOOD—Reprise Records has set a November release date for a Frank Sinatra album comprised solely of songs by Rod McKuen. McKuen has written 14 songs for the set, which will mark the first time Sinatra has recorded a collection of one composer's material (although various labels have

lifed tracks to simulate a collection in the past) and the first time an album of songs has been especially written for him. The set will be recorded in Hollywood within the next few weeks under the supervision of McKuen and Sonny Burke.

‘Barbarella’ Track To DynoVoice
NEW YORK—Dyno Voice Records has set an October 9th release date for its deluxe soundtrack album from “Barbarella,” the Jane Fonda flick based on the adult French comic strip. Bob Crewe produced the album and collaborated on the score with Charlie Fox.

This marks the first film assignment for Crewe, well-known indie producer and chairman of the board of the Crewe Group Of Companies, a diversified entertainment complex which owns DynoVoice (list, by Dot Records) as well as another label, three publishing firms and record, film and TV production firms.

Two Crewe groups, the Glitterhouse and the Bob Crewe Generation Orchestra, provide the music and featured songs on the "Barbarella" soundtrack. Crewe himself is a featured singer on "An Angel In Love," heard over the final credits, his first vocal since his long-time-back "Wiften Sone" hit single. "An Angel In Love" will be released as a single by DynoVoice, as will a disk by the Glitterhouse.

Coliseum.

Jarred and Lebeau are planning a seven-state tour for those artists they have chosen to spotlight on the concert stage in the forthcoming months. Both Jarred and Lebeau are 20-year-old Jareed was a musician with the P-Nut Butter group before turning to concert production and promotion as a full time occupation. He has produced records and stage shows in the southwest. Lebeau has handled advertising and promotion for the printing and publishing house belonging to Lebeau Enterprises, and he has been active as an independent dealer on Wall Street. Both Jarred and Lebeau have attended Arizona State University in Tempe on academic scholarships.

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

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

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

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

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

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

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

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

GALA PRESENTATION of new Warners/7 Arts and Reprise product was made in regional meetings as a follow-up to the recent national session held in Hawaii. Among the guests at the eastern showing in New York were (top photo) Dave Rothfield of E. J. Kovette, promo head Leo Dennis, Alpha's Harry Apostolakis and Murray Viscoso and Kovette’s Ben Bernstein in the top row from left; and front row, Don Schmitzler of Warner's; Mo Ostin, vp and gen of Reprise; Dick Sherman; Nick Campenella of Alpha; Kovette's Larry Finn; and Alpha's Gary Warren. Bottom photo includes (from left): Murray Smith from Alpha; Mero's Warren Rosman; Murray Viscoso (Alpha), Phil King of King Carol and Stan Stollen of Sam Goody.'
NANCY AMES
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Something's Gotten Hold of My Heart

Produced, Arranged and Conducted by
ERNIE FREEMAN

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A DIVISION OF DICK JAMES—LONDON—NEW YORK
MALYNN ENTERPRISES, INC.
2580 W. Pico Blvd. Los Angeles, California 90006 (213) 385-9161
Set 1st 'Garden State' Jazz Fest

NEW YORK—The First Annual Garden State Arts Center Jazz Festival will get under way on Friday night, Sept. 6, featuring Hugh Masekela, Jimmy Smith, Herbie Mann, and Arthur Prysock. Saturday night, Sept. 7, will see Louie Armstrong and his All Stars and The Dave Brubeck Quartet, featuring Gerry Mulligan. This event will be the first large-scale jazz presentation ever held in New Jersey.

The Garden State Arts Center is located 30 miles south of Newark at Holmdel, immediately adjacent to The Garden State Parkway. This new seven and a half million dollar site operates under the auspices of The New Jersey Highway Authority. The domed amphitheater which accommodates five thousand was designed by Edward Durell Stone. During this, its first operational season, The Arts Center has presented Judy Garland, Harry Belafonte, Andy Williams, Peter, Paul & Mary, The Kases, Diana Ross & The Supremes, The Philadelphia Symphony with guest performer Van Cliburn, and many other performers of that stature.

The Festival is being produced by Mort Fega in association with The Garden State Arts Center Jazz Festival. The 450-page catalog which who writes a jazz column for Cash Box will moderate the two evenings of music.

For those who prefer to hear their music under the stars, there is lawn seating for three thousand persons. Prices for each evening are $5.90, $4.90, $5.50, and $1.50 (lawn seating).

**Duke Award Dinner Set**

NEW YORK — Duke Ellington has been chosen to receive the annual Ed Wynne Humanitarian Award given by the American Parkinson Disease Association at a dinner to be held at the Americana Hotel on Wednesday, Oct. 30. Last year’s recipient was WNEW’s deejay, William B. Williams, who will be there to help out. Hosting the festivities will be the ASCAP’s president, Stanley Adams.

The committee now being formed includes George Albert, publisher of Cash Box; Leonard Bernstein; Senator Edward Brooke of Massachusetts; Leo Jaffe, president of Columbia Pictures; Mrs. Oscar Hammerstein; songwriters Henry Mancini, Johnny Mercer, Harold Arlen and Jimmy McHugh; Herman Keinon, president of the American Federation of Musicians; Johnny Carson; Dave Kapp; Milt Gabber of Decca Records; Earl Wilson; Harvey Glasscock of Columbia Records; John Guercio, Inc.; John Sullivan, president of Metromedia Radio Division; Bob Austin and Hal B. Cook.

Monies collected from the dinner will go toward establishing and building an Ed Wynne Rehabilitation Center to be erected in New York in the early 1970’s to aid victims of this dread disease.

**Reprise Has Heart**

HOLLYWOOD—Reprise Records has patched the heart, a contemporary quietet from the South. Label general manager Mo Ostin said that the group, all in their early 20’s, will be produced for the label by Robin Productions, which is headed by Robert Hinkle.

**CashBox Sure Shots**

**TO WAIT FOR LOVE**

Herb Alpert

**I WISH IT WOULD RAIN**

Gladys Knight & Pips

**UA Music Pushing 'Hang 'Em High'**

NEW YORK—United Artists Music is critically conducting an all-out drive for single and album recordings of the Dominic Frontiere-composed and directed film, "Hang 'Em High." "Hang 'Em High" is the fourth in a series of UA westerns starring Clint Eastwood. The music from the other flicks in the series, "Five of a Kind," "Few Dollars For More" and "The Good, The Bad And The Ugly" produced lots of disk action.

Frontiere composed the themes for the successful television series "The Invaders," "The Flying Nun," and "That Girl." He is also associate producer and composer of the theme for "The Name Of The Game," a new television series. Frontiere is scheduled to be in New York soon to commence scoring background and theme material for "Papi," a new UA picture which will star Alan Arkin.

Among the new recordings of "Hang 'Em High" is Hugo Montenegro's single on RCA. Montenegro is just coming off his smash single of "Theme From The Good, The Bad, And The Ugly." A new album by the maestro-arranger titled "Hang 'Em High" is currently on the charts.

United Artists Records has the original soundtrack, which is on the charts, as well as a single by composer Frontiere, Veteran music man and sound specialist Knoch Light has already cut an album version on his own label of which Frontiere is producer. The sound is due out immediately.

An upcoming single by Booker T. and the Stax label is also due. In addition the artist is recording an album which will contain "Hang 'Em High."

**Greengrass Inks La Rosa**

NEW YORK — Ken Greengrass of Greengrass Enterprises is the new personal manager of Julius La Rosa. The firm already represents Florence Henderson, Virginia Graham, Jimmy Durante, and many other personalities in all phases of show business.

Under Greengrass' surveillance, a completely new night-club act is being

**EASY AS 1-2-3**—When Bill Lowery talks about a "big record" he means BIG as demonstrated at the recent gala kickoff party he held for his new 1-2-3 label. Checking in with Lowery at the Atlanta Variety Club were many of the Capitol executives who will be working with the label as the distributors. Shown gathered about a mock-up model of 1-2-3's first release, which features the Movers, are: from left, Capitol division manager Jack Rolliner, c&w sales and promo mgr; Karl Engmann, v.p. and A&R director; Bill Lowery; A&R producer Wayne Shaler and Ray Hopper, field merchandising manager.

**Cy Walter Dead At 53**

NEW YORK—On Sunday, August 18, cancer claimed the life of Cy Walter, cocktail pianist, who died in Mount Sinai Hospital, was 53 years old.

The pianist performed at the Drake Room of the Drake Hotel at 56th Street and Park Avenue from 1946 to 1951 and from 1959 until two weeks before his death.

Walter started his career in New York as a special performer in Eddie Lane's orchestra. He began playing in supper clubs four years later. When the Ruban Bleu opened, he formed a piano team with Gil Bowers and played there. He then moved on to Number One Fifth Avenue, subsequently into the Broadway musical, "Very Warm For May."

Walter had his own radio show and his orchestra at La Martinique, and opened his own club, Cy Walter's Night Cap.

He was a member of the American Guild of Authors and Composers and the American Society of Composers, Authors and Publishers.

Walter is survived by his mother, his widow, the former Cam Stevens, a son, Mark, two daughters, Victoria and Daphne, and a brother, Ray.

**Brooklyn Bridge Selling**

NEW YORK — Badshiu Records' the Brooklyn Bridge has been set to perform at the Sept. 15th world premiere of Barbra Streisand's first feature film, the multi-million dollar Columbia Pictures production of the hit musical "Funny Girl," co-starring Omar Sharif. The Brooklyn Bridge's majestic arch of the bridge is being constructed for the group's appearance.

Another upcoming booking for the group includes a Sept. 1 concert with the Four Tops at Ashbury Park (N.J.) Convention Hall.

written for La Rosa by Joe Greco, who has performed this service for Miss Henderson, Steve Lawrence and Eydie Gorme, Connie Stevens, and other artists.

A new recording contract is also in the works for the baritone, who has been on the MGN label.

I think I've found a man who can take the crime off our cities' streets!
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FIRST SMASH RELEASE "ALFIE"

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Second Soul Concert
On Randall's Island

NEW YORK — On Saturday, August 31, promoter Teddy Powell will present his second soul music concert of the season at Randall's Island.

In addition to headliners Stevie Wonder, Wilson Pickett and Sam & Dave, the show will feature B.B. King, Arthur Conley, Big Maybelle and the Mirelettes with the Johnny K Orchestra.

Tickets for the show, which will run from 7 PM to almost midnight are priced $5 for stands and $6 for the field seats. Free parking is provided as a public bus transportation from 125th Street and Lexington Avenue.

Earlier this summer, Powell, who is president of the National Association of Producers and Promoters, presented a soul festival and the noted Jazz Festival at the same Downing Stadium on Randall's Island.

Jerry Fuller (left) is presented with a Viva "gold penner" award for delivering two consecutive No. 1 singles for the firm. Fuller wrote the Union Gap's "Young Girl" and "Lady Willpower" (he also produced them). Delivering the plaque in Viva's executive president Ed Silvers. Commenting on the publishing firm's current hot-streak, Silvers noted that Viva had thus far scored in '68 with "Summertime Blues" via the Blue Cheer, the Union Gap's singles, "Turn Around, Look at Me" from the Vagabonds and Ed Ames' "Apologize." This week, the Vagabonds have come out with their "Turn Around" followup, another Viva selection, "My Special Angel."

\[\text{Top Hits of 1968}\

A compilation of the year's biggest hits to date

Because Cash Box is continually asked to supply a list of the year's leading hits to A&R men, record producers and radio stations, etc., Cash Box offers a continuing feature that lists the Top 50 titles as of the date the feature appears. The feature is published in the last issue of each month and is compiled from the Cash Box Top 100 Soul Chart. 

Position

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<td>Young Girl—Union Gap</td>
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<td>Yummy Yummy Yummy—Ohio Express</td>
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A Statement from E. RODNEY JONES, President and
DEL SHIELDS, Executive Secretary

NATIONAL ASSOCIATION OF TELEVISION AND RADIO ANNOUNCERS

As President and Executive Secretary of the National Association of Television and Radio Announcers, we wish to express our grateful thanks to all the members from the broadcasting and record industries who by their participation and attendance made the recently concluded Convention of NATRA in Miami, Florida, the largest and the most successful in the brief history of our organization.

There were imperfections, and we appreciate your tolerance; we did make every effort to meet the high standards and requirements of our professional industries.

We could not have accomplished any of our ambitious program without the help of those record companies who sponsored the various programs: Atlantic, Columbia, RCA, MGM/Venture, ABC, Paramount, Capitol, Buddah, Decca, Chess, Minit-Deep, Duke-Peacock, Vee Jay, Motown, Uni, and their able staffs who assisted us.

The Convention staff who once again rose to the challenge and through their diligence kept the day to day machinery moving: Wally Amos, John Rosica, Herb Campbell, Phyllis Brandof, Novella Smith, Bea Elmore, Effie Smith, Delta Ashby, Isadora Drayton, Greg Mossa, Chuck Spellman, Jim Hunter, Mari Jo Johnson, Oclores Burrell, Bernard Drayton and Mayme Bondu of the Miami Convention Bureau.

To John Criner, Producer of the Public Show and Irene Johnson, Coordinator of the Gospel Show, we are especially thankful. Although for the first time, NATRA felt the backlash of putting on a show in an area torn by recent racial unrest, we, nonetheless, felt obligated to present the best acts, aware that our usual attendance was destined to fall far short of our average . . . which they did.

We are especially grateful to Mayme Bondu of the Miami Convention Bureau who assisted us in the selection of the Sheraton-Four Ambassadors, the Dupont Plaza and Everglades Hotels to house our Convention following the refusal of the Marco Polo Hotel to accept NATRA. If there is any validity to the American dream, it is that there are people who believe or have a sense of rightness, and it was primarily through Mrs. Bondu’s efforts that NATRA was able to keep the site of the Convention in Miami.

There are many. Many others we could single out for praise and grateful thanks. They are the behind-the-scenes workers who care little for the spotlight and cherish only the completion of a job well done.


Our sincere thanks also go to our speakers: State Representative Julian Bond of Atlanta Georgia, Congressman John Conyers, Jr., Managing Director of KPRF-AM; Fred Jones of KHJ, Millard W. Lewis, co-founder of the National Urban League; and AlSTITF of WEDU-AM, to name a few. We are grateful.

The purpose of the Convention is to bring together our members at an annual meeting to give friendships, take inventory, renew our pledges to re-dedicate ourselves to the purposes of our organization and to leave feeling that the four day meeting has brought us together as individuals dedicated to caring for the stated program.

When an organization is growing and there is awareness of the magnitude of our goals, it is expected that when being made there would be opposition. Whitney Young, Director of the National Urban League, stated earlier this year, “It is painful for it to be taken, but it is a part of the process. We have been denied many changes, but the change must come about through the orderly processes of democratic procedures. Since the inception of the New Breed, NATRA has done the following:

- It has become chartered as a non-profit organization under the laws of the State of New York,
- It has been granted Tax Exemption status by the Internal Revenue Service,
- It has set up legal scholarship funds,
- It has established Group Life Insurance for each member, regular and associate, for $3,000,
- It has become a member and fully supports the following programs—
  - President’s Council on Youth Opportunity
  - Stay In School
  - National Entertainment Committee for Youth Opportunity
  - Summer Program
- NAACP Pupil Incentive Program
- Sound Of Youth, Inc.

In addition, it has submitted a proposal to the United States Department of Labor for a program “Job Recruitment And Placement Of disadvantaged Young.” And finally, NATRA’s concern with the future of our industries and the recruitment of qualified personnel to work in the broadcasting and record industries was proven by the proposal presented by Dr. Earl C. Jackson. The NATRA Institute of Broadcasting Science, he argues, will be a School for a selected number of the most promising of the young people.

The presentation of the proposal was made on Saturday morning, August 18th at the Presidents’ Breakfast. NATRA is always aware of change and is willing to listen to legale and legitimate proposals from all industries and as such, offered an opportunity to AFTRA (American Federation of Television and Radio Announcers) to discuss with the Board the possibility of our support to unionize NATRA members. The same courtesy extended AFTRA NATRA was willing to offer any other legitimate organization willing to abide by the rules and regulations of NATRA. Because we are a democratic organization attempting to make changes in our industries through legal democratic processes, we were unaware and totally unprepared for outside forces whose purposes may have been legitimate but who failed to observe the sophistication of change through majority rule. That these outside forces may have allegedly intimidated individual members and guests and failed to observe protocol which has led to many unfounded rumors and possible fears is most regretful. NATRA has not been taken over nor will it ever be taken over by anyone who seeks to change without submission that seeks to change through intimidation and force will make their organization available for such imposition.

NATRA is a public relations service organization that seeks to promote an exchange of information and experiences to create a healthy climate of opinion among organizations and individuals who are primarily concerned with:

- Communications—Phonograph Record Production—Radio and TV Stations—Advertising Agencies—News Media

NATRA members are wholly dedicated and professional. It is a non-profit organization whose revenues are derived from membership dues, promotions and other activities directly related to the industries involved.

NATRA membership is open to persons and organizations from the fields of record manufacturing, Radio and TV stations, Advertising Agencies, News Media and creative groups directly related to the field of entertainment and communications. In an effort to expand the role of NATRA, Dr. Martin Luther King called on a delegation of NATRA to the University of Southern California where the role the radio announcer plays in the life of our people. For better or for worse you are opinion makers in the community and it is important that you remain aware of the power which is potential in your vocation. The masses of Americans who have been deprived of economic opportunity are almost totally dependent on radio, and in their minds of relating to society at large. They are the thousands of people who have come to feel that life is a long and desolate corridor with no exit signs.”

NATRA does not intend to be intimidated or coerced or threatened but to live and grow as an organization that seeks to add a vital voice to answer the needs of blacks and concerned whites in the broadcasting and record industries.

Cash Box—August 31, 1968
CBS 1st Half Profit Below Last Year's

NEW YORK—First half earnings of 96 cents a share, down from 91.4 a year earlier, were reported by Columbia Broadcasting System.

1968 first half earnings were $25.0 million, falling off from 1967 first half earnings of $25.1 million. Sales were up to $448.1 million from $431.5 million.

William S. Paley, chairman, and Frank Stanton, president, blamed the Federal income tax surcharge for the drop in first half profits, stating that 1968 first half earnings without allowance for the tax surcharge would have been $1.06 a share.

Start-up costs incurred in forming a division to produce movie films for theatres also hurt earnings, said Paley and Stanton. In addition, reasons cited for the decline of first half profits were the formation of another division to market electronic video recording devices, and the closure of four CBS radio outlets (out of the company's total of 14 AM and FM stations) to go all-news formats.

Acquisition of W. B. Saunders Co., a medical publisher, was approved by Saunders' directors and shareholders and by CBS directors, according to Paley and Stanton. CBS said that closing is subject to Internal Revenue Service rulings.

Joe Hinton Dies At 39

HOUSTON, TEXAS—Singer Joe Hinton, who recorded for Duke-Peacock Records' Backbeat label, died on August 15 at 3:50 A.M. of natural causes in the University of Texas Southwest Hospital in Boston, Massachusetts. Hinton is remembered for his hit recording of "Funny."
LOVE IS GREEN & GROOVY!
NATIONAL TOP 40 EXPLOSION

DOT'S IN LOVE...AND YOU'LL LOVE WHAT DOT'S GOT!
| 101 | WOMAN, WOMAN | Open | (Atlantic SD 1965) 127 | 1986 | 31 |
| 102 | OPEN | Julia | (United Artists MAS 6424) 24 | 1986 | 32 |
| 103 | NEIL DIAMOND'S GREATEST HITS | Robert | (Capitol ST 2653) 26 | 1986 | 33 |
| 104 | MOZART CONCERTO 21 | George | (HMV 1745) 60 | 1986 | 34 |
| 105 | CAPUTS ASCENDING | (EMI 4007) 61 | 1986 | 35 |
| 106 | FRESH CREAM | Cream | (Tamla 2069/ST 304) 56 | 1986 | 36 |
| 107 | HEAVY | (Polydor 2371/ST 215) 49 | 1986 | 37 |
| 108 | THIS GUY'S IN LOVE WITH YOU | (Warner Bros. CS 26413) 9522 | 1986 | 38 |
| 109 | IN ONE EAR AND GONE TOMORROW | (Atlantic SD 1950) 110 | 1986 | 39 |
| 110 | SPIRIT | (Columbia CS 3909) 9 | 1986 | 40 |
| 111 | DD YOU KNOW THE WAY TO SAN JOSE | Dusty | (Columbia LD 491/DS 7941) 44 | 1986 | 41 |
| 112 | THE HAPPENINGS GOLDEN HITS | Simon & Garfunkel | (Columbia CS 2649/CS 9269) 37 | 1986 | 42 |
| 113 | THE MIDNIGHT MOVER | Simon & Garfunkel | (Capitol ST 369) 39 | 1986 | 43 |
| 114 | HEAVY | (Polydor 2371/ST 215) 49 | 1986 | 44 |
| 115 | THIS GUY'S IN LOVE WITH YOU | (Warner Bros. CS 26413) 9522 | 1986 | 45 |
| 116 | IN ONE EAR AND GONE TOMORROW | (Atlantic SD 1950) 110 | 1986 | 46 |
| 117 | SPIRIT | (Columbia CS 3909) 9 | 1986 | 47 |
| 118 | DD YOU KNOW THE WAY TO SAN JOSE | Dusty | (Columbia LD 491/DS 7941) 44 | 1986 | 48 |
| 119 | THE HAPPENINGS GOLDEN HITS | Simon & Garfunkel | (Columbia CS 2649/CS 9269) 37 | 1986 | 49 |
| 120 | THE MIDNIGHT MOVER | Simon & Garfunkel | (Capitol ST 369) 39 | 1986 | 50 |
| 121 | HEAVY | (Polydor 2371/ST 215) 49 | 1986 | 51 |
| 122 | THIS GUY'S IN LOVE WITH YOU | (Warner Bros. CS 26413) 9522 | 1986 | 52 |
| 123 | IN ONE EAR AND GONE TOMORROW | (Atlantic SD 1950) 110 | 1986 | 53 |
| 124 | SPIRIT | (Columbia CS 3909) 9 | 1986 | 54 |
| 125 | DD YOU KNOW THE WAY TO SAN JOSE | Dusty | (Columbia LD 491/DS 7941) 44 | 1986 | 55 |
| 126 | THE HAPPENINGS GOLDEN HITS | Simon & Garfunkel | (Columbia CS 2649/CS 9269) 37 | 1986 | 56 |
| 127 | THE MIDNIGHT MOVER | Simon & Garfunkel | (Capitol ST 369) 39 | 1986 | 57 |
| 128 | HEAVY | (Polydor 2371/ST 215) 49 | 1986 | 58 |
| 129 | THIS GUY'S IN LOVE WITH YOU | (Warner Bros. CS 26413) 9522 | 1986 | 59 |
| 130 | IN ONE EAR AND GONE TOMORROW | (Atlantic SD 1950) 110 | 1986 | 60 |
| 131 | SPIRIT | (Columbia CS 3909) 9 | 1986 | 61 |
| 132 | DD YOU KNOW THE WAY TO SAN JOSE | Dusty | (Columbia LD 491/DS 7941) 44 | 1986 | 62 |
| 133 | THE HAPPENINGS GOLDEN HITS | Simon & Garfunkel | (Columbia CS 2649/CS 9269) 37 | 1986 | 63 |
| 134 | THE MIDNIGHT MOVER | Simon & Garfunkel | (Capitol ST 369) 39 | 1986 | 64 |
| 135 | HEAVY | (Polydor 2371/ST 215) 49 | 1986 | 65 |
| 136 | THIS GUY'S IN LOVE WITH YOU | (Warner Bros. CS 26413) 9522 | 1986 | 66 |
| 137 | IN ONE EAR AND GONE TOMORROW | (Atlantic SD 1950) 110 | 1986 | 67 |
| 138 | SPIRIT | (Columbia CS 3909) 9 | 1986 | 68 |
WHEN ALL IS SAID AND DONE, ASCAP SONGS COME OUT ON TOP.

CASH BOX DISK JOCKEY POLL—
MOST PROGRAMMED RECORD OF THE YEAR.

1. LOVE IS BLUE
2. ODE TO BILLIE JOE
3. LIGHT MY FIRE
Mel Carter & Sugar Ray Robinson exchange views on the score to Robinson's forthcoming Broadway musical "Mr. Congenialty." While Sugar Ray was working in rehearsal, Carter had an off-broadway opening of his own at the Americana Hotel's Royal Box, where he is now sharing the bill with Totie Fields.

**Adams Joins ITCC**

**NEW YORK—**Paul E. Adams has joined the International Tape Corporation as director of planning and development. The announcement was made last week by James J. Eldin, the firm’s president.

Prior to joining ITCC, Adams spent seven years with Capitol Records, Inc., in various executive positions, his most recent being eastern special products manager.

Adams’ experience includes the presidency and partial ownership of Merrill and Cole, Inc., an auto parts distributor, and a staff management position with Lockheed Aircraft Corporation.

Adams graduated Magna Cum Laude from Boston University in 1965 with a Bachelor of Science degree in Business Economics. He furthered his education at Boston University’s Graduate School where he earned a Masters of Business Administration Degree.

Adams resides at 60 Mountain View Road, Danvers, N. J., with his wife, Dorothy, and two children, Steven (10 years) and Scott (6 years).

**United Tape Corp. Going 'On The Wagon'**

Hollywood—United Tape Corp. will soon be peddling tape from a fleet of trucks, fully stocked with tape product. They’ll be calling on UTC’s accounts, supplementing the distributor’s regular sales force. It’ll be very much like the Good Humor Wagon,” says UTC’s president Ralph Kafel.

“Not instead of ice cream, we’ll be offering the cream of the various tape catalogs.”

UTC was formed in October 1965 as the first “ALL TAPE” distributor in the country. This was before the 4 & 8 track cartridge became the rage in the tape industry. UTC started with reel to reel product, was appointed distributor for Pete Palma Tapes, Inc., Stereo-tape; and acted as subcontractor for Columbia, RCA Victor, Decca and Capitol records in December 1965 and November of 1965 was approximately $13,600 in sales. This first employee was tape veteran, Frank Donovan, who acted as sales manager, buyer, and in December of 1965, UTC went into cartridge product, added personnel and did $85,000 in billing.

Since that time, UTC more than kept pace with the growth of the tape industry. Bob Gerstlauer, who was sales manager of California Record Distributors/Hitville, Inc. (UTC’s affiliated company) was appointed General Manager of UTC; Tony Jacobs and Bill Metz were added to assist Frank Donovan in full time tape sales.

UTC performed multilateral functions, operating as a tape one-stop, record-jobber, distributor, etc., performing whatever functions a specific customer required, such as providing fixtures, pre-printing and shipping merchandise with tear-off tags, etc. UTC completed its fiscal year ending September 30th with sales in excess of a half-million.

October 1st to September of 1967 was an expansion year for UTC. It’s warehouse was enlarged to handle reel-to-reel, and 4 track, cartridge in cartridge and reel-to-reel product. Walter Gans, a veteran of 20 years in the record business joined UTC as operations warehouse manager.

UTC’s warehouse and shipping staff was expanded to four employees, UTC more than doubled its 1966 sales in 1967.

Even though the industry emphasis has largely been on 4 & 8 track cartridge products, UTC’s sales of reel-to-reel & cassette product are stronger than ever. Some of UTC’s customers are Cassettes only and reel-to-reel accounts.

In 1968, UTC added more salesmen to its nationwide force, bringing the total of field salesmen to six. Warehouse & shipping personnel were increased to eight.

UTC currently services record stores, tape retailers, auto radio stores, camera stores, High Fidelity stores, race departments in chain stores, department stores, auto supply stores, etc. UTC stresses versatility in service.

UTC projects its billing for fiscal year ending September 30, 1968 to once more double the previous year’s.

UTC’s warehouse is located at 2355 W. Ninth Street in Los Angeles, a company-owned building which also houses Merit Distributing Corp., (distributors of Atoe, Atlantic, Stax/Volt and Mainstream) Hitville, Inc., (distributors of Tams, Motown, Gordy and Soul) California Record Distributors (distributors of Amy-Mal-Bell, Chess-Checker-Cadet, Uli-Russo, Fantasy-Galaxy - The Everest Group and other labels), all affiliated companies.

The warehouse has been again enlarged about six months ago and currently houses approximately $500,000 in tape inventory. UTC feels this is by far the largest and most complete stock of all configurations of tape product in Southern California, (other UTC’s exist in Chicago, Atlanta, Philadelphia, New York, Los Angeles, St. Louis, Detroit, Houston, Seattle, and San Francisco.)

**Mendelson Named VP At Mark Century**

**NEW YORK—**The Mark Century Corp., a radio & TV production service firm, has added veteran broadcast exec Herb Mendelson to the firm as vice president. In making the announcement, Milton Herson, Mark Century president stated that Mendelson’s responsibilities will encompass all of the activities of the firm, including working in conjunction with Marvin Kemper, president of Mark Century Sales, and in new product development and station liaison. Mark Century serves more than 500 radio and TV outlets.

Mendelson, most recently president of Bartelli Broadcasters, also served stints with WMCA—New York and WKBW in Buffalo, in both cases holding the post of vice president and general manager. As part of his new position, Mendelson replaces the late Jack Skipper, former president of Century Broadcasting Group, which is now operating WOR, a 5,000 watt full-time facility in Manchester, New Hampshire.

**Tower Damsel**

San Francisco performer Sandy Garley has joined the growing Tower roster in an association that will begin with release of her first recording, an album titled “Sandy Garley & The San Francisco Bridge.” Shown at the concert, with Miss G. are from (left) arranger Ralph Goddes; Tom Hall of Tower Productions; Tower A&R director Eddie Ray; and producers Leo Kula and Larry Goldberg.

**Gerard Kenny takes the front seat at contrast negotiations which have recurred from time to time with the Liquor Control Board. The artist/composer is now working on an album release to be supported by a national advertising campaign.”**
Miami—Aretha Franklin walked off with three awards, while Bill Cosby was honored with the gag of the year award.

King were named "Man" and "Woman of the Year" at the gala. Nat "King" Award winners included Sturdy King, "King of Comedy," and his wife, Joanne Gentry, "Queen of Comedy." The annual gala was presented by the National Association of Black Musicians.

RCA's Tina Turner was named "Female Vocalist" of the Year, while "Rhythm And Blues Male Vocalist of the Year" went to Al Green. The "Best Female Vocalist" award went to Aretha Franklin, while "Best Male Vocalist" went to James Brown.

"The Best of the Best" award was presented to the music of the year by the Nat "King" Awards Committee.

The gala included a special award to Aretha Franklin for her "solo career," and a special award to James Brown for his "solo career." The gala was attended by many famous personalities, including President Jimmy Carter, who presented the special award to James Brown.

Tony Orlando

"This is part of my Beautiful America plan!"

Cash Box: A Trade Magazine That

Serves Its Industry

7"—45 RPM RECORD MANUFACTURING EQUIPMENT FOR SALE

1—Press Punch Equipped With Stamper Blanking Die
1—Hydraulic Press Equipped With Stamper Embossing Dye
1—Record Blanking Press
37—Compression Molding Presses Complete With—

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Dies—Held Down Rings—Center Plates—All Control Valves
10—Steam Tables
42—Flash Trimmers
1—Center Hole Punches
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64—"4149" Steel Die Fergings
11—Sets Of Lemon Pins And Beadings For Dies
53—"E" Center Plates
121—"A" Center Plates
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Aretha Leads NATRA Award Winners

NEW YORK—A combination of foreign copyrights and development of homogenized talent has been responsible for the growth of RCA's year-old Sunbury/Dunbar music publishing subsidiary, a force in the industry "more than a year ahead of schedule," according to Joe DiCicco, division vice president, music publishing and talent services.

In reviewing the first full year of operation, D'Imperio said, "Gerry Teifer (S/D president) and his staff are to be congratulated on their accomplishments in such a short time."

Teifer gives much credit to the executive catalogs of RCA's foreign-based companies and to the important composers under contract to them. "Who Will Answer?," a Spanish copyright by J. E. Aute, originally known as "Aloha No. 1," was given English lyrics by Sheila Davis and became a pop hit for Ed Ames, a CW hit for Hank Snow (both on RCA) and an R&B hit by the Hesitations on Kapp.

From the Mexican catalog came the song "Esta Tarde Vi Llover" by Armando Manzanero which was combined with English lyrics by Gene Lees to become the Tony Bennett single, "Yesterday I Heard The Rain," now the title of his new album on Columbia.

Nilson Scoring

Dunbar's domestic home run at the music industry was recently furthered when several chart successes as a writer and is now scoring as an artist with "Everybody's Talkin" on the single charts and "Aerial Ballet" on the album charts. Nilson's writing hits include "Ten Little Indians" by the Yardbirds, "Without You" by Jack Jones, and "The Story Of Rock And Roll" by the Turtles. He is currently completing the scoring of the soon-to-be-released Otto Preminger film, "Skidoo," starring Jackie Gleason and Carol Channing in which he also appears as an actor and sings the film's themes.

Teifer stated that the signing of several important writers to exclusive contracts will be announced shortly by Dunbar's newly-formed subsidiary, Dunbar Music, and that all material written by independent material writers.

John Mahan was recently appointed executive assistant to associate professional manager, responsible for supervising West Coast operations and Teifer stated that he was currently studying the possibility of establishing an office in Nashville. Yet music publishing figure Eddie Deane is general professional manager of both firms. "Experience has shown that it is good business to have a production arm," Teifer said, "and our newly-formed Dunbar Productions will be producing product for all labels."
NEW YORK—On September 9, the Sixth International Congress of the International Music Council and the Eighth Congress of the International Association of Music Libraries will meet in New York. Attending the gathering will be more than 400 delegates from 46 countries representing every facet of music creation, education, and performance.

Co-sponsored by the National Music Council of the United States and the U.S. National Commission for UNESCO, the conference has as its theme, “Music and Communication.” Its meetings will coincide with those of the Music Critics Association. Speakers and panelists representing all musical disciplines will explore the challenges that affect all aspects of music throughout the world. Various seminars will investigate such areas as: the impact of communications media on music; directions in oriental and occidental music; and future audience for serious and light music; the influence of background music on public taste; developments in the technology of recording; new techniques in electronic amplification; and the sound of things to come. The chairman of the Congress will be Luther Evans, former director-general of UNESCO.

The opening luncheon will be held at the Plaza Hotel on September 9 and, after three days of sessions in New York, the Congress will move to Washington, D.C. for the balance of the week for additional meetings at the Library of Congress. Such topics will be covered as the preservation of musical culture, the role of the university in musical education, copyright and communications, and the role of government, foundations and business in the advancement of music.

In addition to meetings of the IMC General Assembly and the various forums and panel discussions that will have been scheduled—most of which will be held at Lincoln Center and in the auditorium of the Barbizon-Plaza—the delegates will be invited to a series of concerts and receptions at the Whitney Museum, the Metropolitan Museum of Art, and Philharmonic Hall. The schedule in Washington includes receptions and concerts at the Smithsonian Institution, the Library of Congress, and the Pan American Union.

Among those scheduled to speak or to preside at panel discussions are composers Peter Messiaen, president of the National Music Council, Milton Babbitt, Elliott Carter, Aaron Copland, Lou Harrison, Ernst Krenek, Harry Partch, Gunther Schuller, and Ravi Shankar. Other panelists will include Dr. Mahdi Elmandjra, assistant director-general for social sciences, human sciences and culture for UNESCO; Goddard Lieberson, CBS/Columbia Group; Norman Racusin, RCA Victor; Harold Spivacke, chief of the music division of the Library of Congress; Abraham L. Kaminstein, register of copyrights; and Roger L. Stevens, chairman of the National Endowment On The Arts. Oliver Daniel, a vice-president of BMI, and a member of the National Commission for UNESCO, is chairman of the planning committee.

This is the first IMC Congress to meet in the United States. Previous meetings, held biennially, were held in Paris in 1958 and 1960; Rome in 1962; Hamburg in 1964; and Rotterdam in 1966.

The International Music Council, with headquarters in Paris, was created 10 years ago to strengthen cooperation among national organizations to foster study of the social and economic status of musicians, to assist professional and amateur musical societies, to facilitate the dissemination of musical works and the exchange of musicians and musical groups, and to encourage international cooperation through the advancement of world culture.

NOTABLES, Speakers and entertainers, at the recent Los Angeles full-time promotion seminar held by Decca Records are shown above in a series of photos just received from the convention. The early-August conference was keynoted by the address of MCA labels chief Bill Gallagher (left); and others who spoke to the gathered national promotion staff included Berle Adams (far left), MCA executive Herb Steinberg (center) and Frank Mancini (right). MCA promo exec. The massed promotion team is shown in the second row at the Universal City lot on one of the sightseeing ventures undertaken during the stay. Jean Pelouquin, Barbara Acklin and group performers the Irish Rovers and The Poor were on hand to lead the stage with talent at the meet.

Amos Adds Staffers

HOLLYWOOD — Amos Productions and Amos Engineering, the Jimmy Bowen firms which recently became completely independent operations, have signed new production and engineering personnel and have made several executive appointments.

Tom Thacker, formerly general manager of Lee Hazlewood Enterprises, has joined the firms as general manager. Martin Marchat will represent Amos operations on the East Coast.

The new production personnel now under exclusive contract to Amos Productions, including Bowen are: Mike Post, who arranged and produced “The Mason Williams Photographic Record” on WB-7 Arts and the current hit single from the LP, “Classical Gas”; Glen D. Hardin, Biker Knight, Walt Marsh and Dick Burns. Bowen also stated that as Amos signs artists it will conversely meet its contracted talent with additional production personnel.

The engineering division of Amos include exclusive signings of the following audio and recording engineers: Eddie Brackett, who records all of Nancy Sinatra and Lee Hazlewood product; Chuck Britz; and Mi Liets.

Amos has produced product for Warner Bros—Seven Arts, Reprise, Music Factory (an MGM sub), and Dot with such artists as Frank Sinatra, Dean Martin, Sammy Davis, Mason Williams, the First Edition and James Darren.

Additional artist signings are expected shortly.
UNI-FIRE — Marx Bonfire (with heard) is shown completing his recently signed contract with Uni Records. Since then, his first album has been released featuring the composer-artist's most popular songs (among the current top Steppenwolf hit "Born to Be Wild.") With Bonfire at the contract signing was Uni's VP Russ Regan, who worked with national promo hand Pat Pipolo in making available a three minute airplay only release of Bonfire's performance of "Hitch with Me Baby" from the LP.

Columbia Classics Single

w/Music From '2001'

NEW YORK—Columbia Masterworks has rushed a released classic single which shows music used in the Stanley Kubrick film, '2001: A Space Odyssey.' The original soundtrack of the film is on the MGM label. The Columbia single is by Eugene Orman's and the Philadelphia Orchestra. One side of the single features a short electronic prelude by Morton Subotnick (not from the film) with the opening of Richard Strauss' "Also Sprach Zarathustra," the main theme of '2001.' The other side of the single carries "The Blue Danube Waltz." Columbia released the single because of the enthusiasm with which listeners responded to the playing of music from '2001' by KHOU, a non-contemporary rock station in Denver.

Andrew Kazdin, producer, and Thomas Frost, Columbia Masterworks vice-president A&R producer, produced the single.

ST 2013
ST 2017
ST 20126

Watch for the latest album from the sensational Buddy Rich & the swinging big band "Merry Mercy"-recorded live at Caesar's Palace.

Release date Sept. 12 on World Pacific Jazz Records.

Cash Box—August 31, 1968
MADISON SQUARE GARDEN, N.Y. — The Smothers Brothers brought their show, billed as “The Smothers Brothers Comedy Hour Or Two” and complete with theme music, guest stars and TV-like voice-over intro, into Madison Square Garden last week (22) and despite troubles with both miles and lights, proved that they haven’t lost the feel of “live” entertainment.

The crowd of 10,000 only half-filled the mammoth showplace, and, in a rare move, the Brothers invited the audience (who were complaining about the poor sound) to come down from the upper reaches and sit as close as they could. After the delay, Pat Paulsen opened the show with a speech promoting his presidential candidacy, which was a series of short comedy bits and was well received. The sight of Paulsen having to turn his podium in 10 degree intervals served as another reminder to us of the shortcomings of certain types of entertainment in a theater-in-the-round setting. Paulsen followed with a pair of uncensored editorials, similar to the ones he does on the TV show, on sex education and censorship, both of which were amusing, and finished his act with some self-penned folk songs (Paulsen has written some material for the Brothers earlier L.P.’s) and a 10 minute exit.

A LP of Paulsen’s speeches is forthcoming from Mercury.

RCA’s John Hartford opened the second half of the show with a short set of self-penned numbers including his Grammy-winning “Gentle On My Mind” and received a warm response from the non-country audience, showing that his appeal will not be bound by the ordinary musical restrictions.

The Smothers Brothers, who had been on stage throughout the show as MC’s, opened their set with “The Cowboy Song” (also known as “The Streets Of Laredo”), an old favorite. In fact, almost all the songs were old, but the Brothers comedy interchanges, which nonsense most every song, have been undated to give the material a completely fresh feel. “John Henry,” “The Ballad Of Tom Dooley” and “Rimington Jail (Down In The Vale)” were all familiar to this reviewer and most of the audience, but nevertheless managed to evoke considerable response. “Marching To Prettoria” was filled with topical references to the Presidential candidates and party lines seemed to be forgotten as the audience came out in solid support of Paulsen. Two new songs, Mason Williams’ “Tom’s Tune,” written for Tom Smothers, and Glen Campbell’s “A Little Less Of Me,” both done essentially straight, were also well received.

FOREST HILLS, N.Y.—Simon & Garfunkel scored strongly before a sell-out crowd (the only two of the year) in the second of two shows at the Forest Hills Tennis Stadium last week (18) with a 50 minute performance of material culled from the best-selling Columbia catalog. Utilizing only Simon’s guitar as accompaniment, the pair produced a crowd-quelling melange of material including “Mrs. Robinson,” “Sounds Of Silence,” “Scarborough Fair,” “Dangling Conversation,” “At The Zoo” and many other favorites. The surprise of the evening was when, after being called back for several encores by the wildly enthusiastic crowd, the duo launched into “Bide Bye Love,” the old Everly Brothers’ hit, and then reproduce the Brothers’ early sound with uncanny accuracy.

The audience in sight and atmosphere. The close-up staging (with viewers on the amplifiers during at least one of the shows) gives audience to the performers with the tightly worked act; and Circuit’s decor is aptly fitted to the carnival flavor of many songs included.

Material, mainly original, and performance quality (entirely original) gave this group’s hoped-for immediacy which was enthusiastically received by the crowd—deservedly so.

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A Few Fine Offices Available Oct. 1
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PERSIAN ROOM, NEW YORK—In case you believe that good new songs went thataway, the Persian Room backed up the biggies with doubling-up the superior voices of Pat Rolle and Freda Payne. Rolle is a 25-year-old from Nassau in the Bahamas whose voice and phrasing are astonishingly similar to the late Nat King Cole, leading one wag in the opening night audience to suggest a billing of Nat King Cole. Perhaps it’s needless or unfair to say that Rolle is no Cole: since his manner is so amiable and his singing so sincere that one truly, though in vain, to dissociate Rolle from Cole. His repertoire consists of money-in-the-bank standards, such as “But Beautiful” (nice to hear this version of the song that once was a hit), “Shadow Of Your Smile,” “More,” “Sunny” and “Ebb Tide.” From his part of the world, there’s a good reason to believe that Mr. Payne & Ms. Scandal” Rolle is a recent paeon on Capitol Records, and is out on the market with a single, “Everybody’s Got A Home But Me” (remember this Rodgers & Hammerstein number from a “Pipe Dream”), and an LP, “Introducing Pat Rolle.”

Freda Payne is a pretty lass with an excitement and polish that were good reasons for her getting a new package and an understudy part in “Hallelujah, Baby!” She, naturally, projects well, moves with confidence. Her songs include “It Only Takes A Moment,” “You Fascinate Me,” “Who Am I,” and “Can’t Get My Eyes Off You.” She does not have a disk contract.

CENTRAL PARK—Some astute booker on the part of Joe Harnell, producer of the Shaefer Festival, coupled the dynamic excitement of the Chambers Brothers (recording high in popularity lately) with the dynamic nostalgia of Little Richard, making his first major N.Y. appearance in years.

The band had a large part of the audience dancing in the aisles and in their seats before they finished a strong set which included their current charter, “Time Has Come Today,” “Uptown,” “I Wish It Would Rain” and the old James Brown favorite, “Please. Please. Please.” The three brothers, and their drummer, were in turn picked up by the response and each number was put forth with even more vitality.

Little Richard proved capable of picking up on what the Chambers Brothers had left off, and the special police, under instructions from Mayor Lindsay, who had been half to the utmost and dance to their heart’s content. Richard’s songs, due to the tremendous best, have a certain timeless quality, and even those unfamiliar with his work joined in the excitement. “Tutti Frutti,” “Long Tall Sally,” “Send Me Some Lovin’, Teddy Teddy,” and a host of other songs built up the momentum until even Little Richard, who had a piano, he provided a rousing closer by throwing his clothes into the audience. Amen.
Kathy Dee Benefits From Nashville Heart

WOOSTER, OHIO—A host of country-variety artists appeared at a benefit performance at the Jamboter Hall in Whirling W. Va., for country songstress Kathy Dee, who was stricken recently with total blindness as a result of a previous illness. Organized by one of country music's top female name dates, Dottie West, the benefit show boosted a bill that included such headline names as The Boys, Hank Cochran, Jeannie Seely, Mel Tillis, Merle Travis and Jimmy Dean and Robert West.

With assistance from John Bezem of the Lucky Moeller talent office and WWVA deejay Andy Hope, the event drew hefty response from a host of other tradepeople, including radio stations, record labels and independent music trade.

RCA Victor donated a bulk of LPs for the promotion, and Decca's rush-released Kathy's brand new single, "Fanny and the Four Meat Loaf," tie-in with the publicity for the show.

In the area contributed time and promotion for the event whileold, Bob Holden (Hi-Town), Robert Moore contributed $1000 worth of prize merchandise to be sold at the show.

Several Music City firms lent their support to the benefit, including Lucky Moeller Talent and Hubert Long Talent, in addition to the Victor and Decca labels.

Ronald Hickman (Shelby), Gilbert Jackson (Winchester), E. E. Johnson (Belle Meade), Johnny King (Shelbyville), Peak Leslie (Bluegrass), Bobby Hill (Richland), Robert Moore (Hillwood), Hubert Smith (Arnold Center, Tennessee) and Hershel Spears (Brentwood).

The class junior associates who are 
are (or are: 

The class senior associates in the Nashville branch will complete Aug. 26 at Harpeth Hills Golf Club where the Music City will be played, October 12-13. There are two spots available with three alternate spots also to be designated at the time of the qualifying.

The class senior associates are 

The area professionals will be joined by 15 of the tour pros. Already confirming invitations to participate are 

Gay Brewer Jr., Frank Beard, Bobby Nichols, Johnny Pot, Dave Mart, Don Hopson, Ray Clark (Harpeth Hills), Byron Roberts (Richland), Harry Wedemeyer (Tullahoma) and Richard Eiler (Old Hickory).

Four tour pros will be named to complete the field.

The entertainers are Perry Como and Glen Campbell have also accepted invitations which were mailed last week.

Loretta Lynn Gets 'Day' In Texarkana

TEXARKANA, ARK.-TEX.—Mayor W. E. Garis, Jr., of Texarkana, Ark., and Mayor A. J. Womack, Sr. of Texarkana, Tex., have jointly proclaimed September 16, the opening day of the week-long States Fair and Rodeo, as Loretta Lynn Day in Texarkana.

Loretta's Nashville-based rodeo production company will be handling special event effects for the six nights of rodeo and Loretta will be appearing during each rodeo performance with her country music show.

The 15th annual event is running its closing week, and the secretary of the International Rodeo Association and Mrs. Alan J. Ashby, executive secretary of the fair, reports that rodeo ticket sales began streaming into the Fair's office in mid-July.

In previous years rodeo tickets have been available for purchase September 16, but advance ticket sales dictated the opening ticket sales August 7.

The rodeo will run six night performances and Mrs. Ashby further reports that maintenance crews are attempting to construct additional seating wherever possible at the 6,000 seat rodeo arena.

NASHVILLE—Dot Records, currently in a concerted drive to establish itself as a major country label, made another aggressive move in the country field last week with the signing of a production deal with Tree Music's Jack Stagg and Buddy Killen.

The deal, handled by Dot for executive vp Dick Pierce calls for an array of young talent, including Justin Tubb, Jack Barlow, Jack Reno, Diana Truss and Bill Purser, to join the Dot label, with Killen at production controls.

The agreement runs only behind Dot's recent agreement with Jim Halley's Singin' I Productions, which brought to the label such country names as Hank Thompson, Mary Taylor, Roy Clark and newcomer Curtis Potter. It was this latter deal which saw Dot emerge as a highly competitive country label and has put the label in its most strategic position ever in that field.

Almost all of the acts brought to Dot in the new deal have displayed some hitmaking ability, and are all well-known in the field of country music. Justin Tubb, a successful writer, has seen his songs with such duals as "Looking Back To See" and "Hurry Mr. Peters," while deejay Jack Reno has zoomed into disk prominence with recent hits as "Repeat After Me" and "I've Got It." Diana Truss, one of Australia's big disk names, is currently represented on the country listings with "Lock, Stock and Teardrops. In addition, Purser is one of Nashville's most well-known instrumentalists, and has been a leading pianist in that area for years.

Killen, who has produced both pop and country records for many years, has twice gained entry into the Gold Record circle, both times with Joe Tex records, "Hold What You Got" and "Skinny Legs And All." In addition to hits with Tex and Diana Truss, he has also shown on the current country charts with disks by Cherokee Poole (Vuela) and Curly Putman (ABC). He is also a successful songwriter on his own, having been responsible for such "Forever" and "Sugar Lips," among others.

Dot is currently active on the charts with Connie Guitar's "I Believe In Love," as well as such singles as Buck Trent's "On Top of the Hill." "I Can Or Can The Bottle," Sonny Curtiss' Viva deck "The Straight Life" and active sides from Mary Taylor and Roy Clark.

**TWO NEW HIT RELEASES!**

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Cash Box—August 31, 1968
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<td><strong>35</strong> JODY &amp; THE KID</td>
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<tr>
<td>&quot;I Could've Been Your Man&quot; (RCA Victor 9539)</td>
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<td><strong>33</strong> STRANGER IN A STRANGE STRANGE CITY</td>
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<td>Webb Pierce (Decca 23339)</td>
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<td><strong>32</strong> BORN A FOOL</td>
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<td>&quot;I'm a Fool&quot; (Buck Owens BMG 1959)</td>
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<td><strong>31</strong> NEXT IN LINE</td>
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<td>&quot;Thursday Night&quot; (Capitol 23361)</td>
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<td>&quot;San Diego&quot; (Phil Phenix BMG 1958)</td>
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<td><strong>29</strong> GYPSY KING</td>
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<td>&quot;The Gypsy&quot; (Mercury 1957)</td>
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<td><strong>28</strong> A LITTLE LATER ON DOWN THE LINE</td>
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<td>&quot;It's Over Now&quot; (Capitol 23348)</td>
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<td><strong>27</strong> RAGGED ANN</td>
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<td>&quot;I Want to Be Close&quot; (Capitol 23377)</td>
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<td><strong>26</strong> CHRISTOPHER ROBIN</td>
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<td>&quot;The Old Man and Me&quot; (Capitol 23346)</td>
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<td><strong>25</strong> LOCK, STOCK &amp; TEARDROPS</td>
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<td>&quot;The Old Man and Me&quot; (Capitol 23346)</td>
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<td><strong>24</strong> ONE OF THESE</td>
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<td><strong>23</strong> I JUST CAME TO GET MY BABY</td>
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<td><strong>22</strong> MARRIAGE BIT</td>
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<td><strong>19</strong> TEXAS TEA</td>
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**CashBox Country LP Reviews**

**THE GEORGE JONES SONGBOOK—Musicor M25 3159**

A great 2-record set that should prove to be a monster with George Jones fans. The inimitable Jones stylings have been set to 20 tunes, many of which have been strong chart pieces in the past. In addition to 2 records for the price of one, merchandising is aided with the inclusion of a Jones biography and a batch of action photos, both in color and black and white. Promises to be a sales gem.

**I'M EASY TO LOVE—Stan Hitchcock—Epic BN 26485**

Stan Hitchcock offers his second Epic LP here in a set guaranteed to attract an even larger number of fans to his following. Good work from the songster on such while back items as "The Last Word In Lonesome Is Me," as well as his own recent recordings, "Rings" and "I'm Easy To Love." Set should help to introduce him to a good many more music buyers.

**GOLDIE HILL SMITH SINGS HER FAVORITES—Epic BN 26410**

Recently returning to the recording scene following scores of requests from fans, Goldie Hill (Mrs. Carl) Smith is out with her second LP here. Spiced mainly with hits material of the past, including "Wandering Mind" and "I Gotta Have My Baby Back," the set also includes some more contemporary material, the likes of "He's A Good Ole Boy" and "Sorry About That," and should prove a delight to many a listener.

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**CashBox Top Country Albums**

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<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Chart Position</th>
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<tr>
<td>1</td>
<td>THE COUNTRY WAY</td>
<td>Johnny Cash</td>
<td>RCA Victor/EP</td>
<td>1</td>
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<td>2</td>
<td>LEGEND OF BONNIE &amp; CLYDE</td>
<td>Roy Acuff</td>
<td>RCA Victor/EP</td>
<td>5</td>
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<td>3</td>
<td>HEAVEN SAY HELLO</td>
<td>Slim Whitman</td>
<td>Epic</td>
<td>2</td>
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<td>4</td>
<td>IF MY HEART HAD WINDOWS</td>
<td>Kitty Wells</td>
<td>Epic</td>
<td>3</td>
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<tr>
<td>5</td>
<td>THANKS FOR ALL THE MILES</td>
<td>Lefty Frizzell</td>
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<td>6</td>
<td>GREATEST HITS</td>
<td>Lefty Frizzell</td>
<td>United Artists</td>
<td>5</td>
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<td>7</td>
<td>BEST OF BUCK OWENS, VOL. 2</td>
<td>Buck Owens</td>
<td>Epic</td>
<td>6</td>
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<td>8</td>
<td>WILD WEEKEND</td>
<td>Lefty Frizzell</td>
<td>United Artists</td>
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<td>A THING CALLED LOVE</td>
<td>Lefty Frizzell</td>
<td>United Artists</td>
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<td>10</td>
<td>I BELIEVE IN LOVE</td>
<td>Lefty Frizzell</td>
<td>United Artists</td>
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<td>11</td>
<td>BEST OF MERLE HAGGARD</td>
<td>Merle Haggard</td>
<td>RCA Victor/EP</td>
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<td>12</td>
<td>THE BIG COUNTRY</td>
<td>Various Artists</td>
<td>RCA Victor/EP</td>
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<td>13</td>
<td>MEET JACK RENO</td>
<td>Various Artists</td>
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<td>14</td>
<td>COUNTRY GIRL</td>
<td>Various Artists</td>
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<td>15</td>
<td>A TENDER LOOK AT LOVE</td>
<td>Various Artists</td>
<td>RCA Victor/EP</td>
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Epic's star songstress, Tammy Wynette, is being honored by her hometown, Red Bay, Alabama. Red Bay is naming a new city park after the lady. Tammy starred in a benefit performance (the proceeds from which will go for improvements in the park held in the Red Bay High School Gym on August 16. The show was co-sponsored by radio station WREG.

Charlie Pride, Jerry Lee Lewis, Carl Smith, Charlie Walker and Waylon Jennings will be the stars of the Labor Day weekend show at the Sam Houston Coliseum, in Houston, Texas. Troy Martin, vice president of Silver Star Music, has signed Danny Marcos to a contract and placed him on Musicor Records. Chester, Virginia's WIKI (just outside of Richmond) is switching from a Top 40 format to a country-pop format on September 2. WIKI is making the switch because listener surveys, personal interviews and responses to the station's present two and one-half hours daily country programming have indicated an overwhelming preference for C&W music. Mike Hight, a regular performer on WWVA-Wheeling, West Virginia's Country Jamboree and a former manager of stations in North Carolina, has been hired to take charge of programming. WIKI requests that tapes and records for use by the station be sent to WIKI, 10600 Jefferson Davis Highway, Richmond, Virginia 23234. Full-time FM is also being added to the station's facilities, and country music, along with gospel and religious music, will be broadcast.

Roy Clark, the Stonemans and Dean Richards and the Midwestern Hayride did a live telecast from the grandstand of the Ohio State Fair on August 24, 6:30-7:30 P.M., and will do another on August 31. Following the August 31 telecast, the Midwestern Hayride and the Stonemans will do a stage show at the Fair from 9:00-11:30 P.M. The Hayride's cast of 28 singers, musicians and dancers is appearing at the Fair for the third consecutive year. WMAJ-Madison, Wisconsin's program director, Danny Hayes, arranged for chartered buses and 180 people to Nashville the weekend of August 10-12, as was the Saturday night Grand Ole Opry show. A good time was had by all the folks from Madison, who were especially impressed by Music City's southern hospitality.

TV Cinema Sales, film distribution company based in Beverly Hills, has acquired world television distribution rights to the 78 half-hour color taped editions of the "Buck Owens TV Ranch Show," which stars Buck Owens and His Buckaroos. The show will go into distribution immediately for telecast during the 1968-69 season. Among markets to which the show has already been sold are WKY-Oklahoma City, KHTV-Houston, WTOP-Washington, WSIX-Nashville, KPHO-Phoenix, KTVP-Ft. Worth, WEMP-Bangor and WKBW-Syracuse.

Redwood City, California's Canary Record Co., is sponsoring, in association with Western News, an eleven state C&W talent search. Eleven semi-regional winners from Washington, Oregon, California, Montana, Idaho, Nevada, Arizona, Utah, Wyoming, Colorado and New Mexico will be chosen and brought to San Francisco to compete in the finals. The winner will receive a Canyon recording contract to record in Nashville to the accompaniment of the Nashville Sounds and Strings. Additional prizes will be presented to the winners and runners up. Preliminary plans include the staging of the presentations at a right to be selected by the Country and Western Music Promoter's Organization of Northern California. Negotiations are currently underway for TV coverage of the final contest festivities, coverage which will include video taping of the event for showing through the eleven states involved in the contest. Residents of these states desiring to compete in the contest are invited to enter via subscription to Western News, P.O. Box 1825, Richmond, California 94803. Contest rules will be forwarded by return mail. Further information concerning attendance of the final contest festivities may be gotten by writing to the Country and Western Music Promoter's Organization, P.O. Box 3041, San Jose, California 95116.

Melvin Edmich has formed his own label, Melark, The 34-year-old singer and writer will record "Half As Blue" b/w "Almost Recording" as the first Melark single. Edmich, who wrote Guy Mitchell's million-seller, "Singuin' The Blues" and "I Like Your Kind Of Love," a hit for Andy Williams, formerly recorded for RCA and MGM. His new label will be distributed by Great Records of Nashville.

Leroy Van Dyke is headlining the bill at the Missouri State Fair in Sedalia, Missouri for the third consecutive year. Barry Sweeney, who handles a record review column in Canada, would be happy to receive records of all kinds. He has a new mailing address: 186 Sunfield Road, Downsville, Ontario, Canada.

Price-less

Although Ray Price is not bodily included in the picture, it was the soulful sounds of the Columbia artist and his 30-piece orchestra, performing at the ranch of Texas Governor John Connally, which lightened the burden of President Lyndon B. Johnson (e.), huddled with (1 to r.) Presidential staff Paul Glenn; talent broker Billy Deaton; Ray's agent, Billy Gray; and Bill Sinkin of Hemifair.

NASHVILLE!!

THE COUNTRY MUSIC FESTIVAL

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

ISSUE DATE OCTOBER 15

Plan now to have your ad message in it!

Cash Box—August 31, 1968
**Picks of the Week**

**JIM REEVES** (RCA Victor 9614)

"When You Are Gone" (2:32) [Tuckahoe BMI-Manuel]

The latest in a long, long string of Jim Reeves goodies is another hit-bound stand called "When You Are Gone." As pretty as most of the late songster's performances, this one should be just one more jewel in the crown. Flip: "How Can I Write On Paper" (2:26) [Tuckahoe BMI-Reeves, Harrison, Kent, Carter]

**JIM ED BROWN** (RCA Victor 9616)

"Jack And Jill" (2:57) [Woodshed BMI-Caudel, Major]

"The Enemy" has hardly retreated and Jim Ed Brown is out with a new tid called "Jack And Jill." Blues-drenched ballad gets a highly effective treatment Brown, who should climb to a lofty chart position with one side or the other of this disk. Flip: "Honky Tonkin" (2:02) [Fred Rose BMI-Williams]

**MEL TILLIS** (Kapp 941)

"I Haven't Seen Mary In Years" (2:30) [Sawgrass BMI-Black]

"Destroyed By Man" (2:10) [Sawgrass BMI-Hadid, Hayes]

It's hard to tell which side of the new Mel Tillis deck is the better, since both are strong pieces. The waist-tempo "I Haven't Seen Mary In Years" is an excellent programming piece, as is the ballad side, "Destroyed By Man." Take your choice.

**JOHNNY DARRELL** (United Artists 50442)

"I Ain't Buying" (2:30) [United Artists ASCAP-Wheeler]

A pleasant enough bag for Johnny Darrell in this followup to his smash, "With Pen In Hand." The rolling, low-key sound should provide another big-selling piece for the songster. Flip: "Little Things" (3:00) [Pamper BMI-W./S. Nelson]

**ARCHIE CAMPBELL & LORENE MANN** (RCA Victor 9615)

"Warm And Tender Love" (3:04) [Pronto, Bob-Dan, Quinny BMI-Robinson]

One more excellent country revamping of a former R&B smash by Archie and Lorene. The twosome's home real strong as they turn to the past Peco Steelo powerhouse and come up with something strong for the country market. Undercut is also worth some close listening. Flip: "Pleading My Love" (2:46) [Lion, Wemar BMI-Robey, Washington]

**BOB LUMAN** (Epic 10381)

"I Like Trains" (2:00) [Al Gallico BMI-Sutton]

Bob Luman's followup to his big "Ain't Got To Be Unhappy" is another hard-moving number, this one called "I Like Trains." Bright flavor of the deck should be the basis for sales equal to its predecessor. Flip: "World Of Unhappiness" (2:05) [Al Gallico BMI-Welchy]

**STONEWALL JACKSON** (Columbia 44625)

"Angry Words" (2:34) [Moss Rose BMI-Lewis]

The sizeable Stonewall Jackson following should be up en masse for the songster's latest Columbia deck, "Angry Words." Mid-tempo tale of trouble is bound to stand him in good stead with a lot of programmers. Flip: "Red Roses Blooming Back Home" (3:03) [Audiee BMI-W./S. Jackson]

**Picks of the Week**

**JERRY WALLACE** (Liberty 56059)

"Sweet Child Of Sense" (2:15) [Attache BMI-Price]

A good, hefty piece of ballad material in the hands of Jerry Wallace has hitinside written all over it. Tabbed "Sweet Child Of Sunshine," the pretty, island-flavored sound may spill well over into the pop market as well. No flip info available at this time.

**BILLY MIZE** (Columbia 44621)

"Walking Through The Memories Of My Mind" (2:48) [Free BMI-Miller]

Billy Mize strikes out to carve a notch in the national charts with a sharp piece of material called "Walking Through The Memories Of My Mind." Playful and appealing, the tune could be just the thing Billy has been looking for to get him going. Flip: "Wind I'll Catch Up To You" (2:08) [Giager BMI-Baunach]

**Newcomer Picks**

**JO ANN STEELE** (Columbia 44591)

"Don't Make Me Go To School" (3:02) [Southtown BMI-Crysler]

A tear-jerking ballad serves as a possible launching pad for instant attention for Jo Ann Steele. "Don't Make Me Go To School" is a highly commercial piece that could break wide open with the right exposure. Flip: "Overhurt And Underloved" (2:15) [Mariposa BMI-Mize]

**Best Bets**

**CAL SMITH** (Kapp 938)

"Drinking Champagne" (2:40) [Leslie, Wyn-Dar BMI-Williams]

"Ain't No Such Thing" (2:28) [Fred Rose BMI-Williams]

**KATHY DEE** (Decca 33272)

"Funny How Time Slips Away" (2:48) [Pamper BMI-Nelson]

The popular standard is nicely handled by Kathy. Could get her national recognition. Flip: "The Shadow Of A Girl" (2:29) [Weldee BMI-Trimmer]

**JACK GRAY** (Hilltop 3022)

"Try Me And See" (2:36) [Misty ASCAP-Shane]

"Low-key, funny sound from Jack Gray is worth a spin. Could catch on. Flip: "Ten Feet Tall" (2:34) [Misty ASCAP-Shane]

**BILL TOWERS** (Bell 46001)

"You Still Look As Good As Ever" (2:58) [Auff-Rose BMI-Fitzgerald]

Real pretty ballad served up nicely by Towers. Strong material. Flip: "Poor Man's Bouquet" (2:28) [Auff-Rose BMI-Thomas]

**HAROLD MORRISON** (Epic 10574)

"The Dog" (2:20) [Grand Ole BMI-Mor- rison, Gilbreath] Lively novelty number could get some heavy play and quick sales reaction. Flip: "Dee Dee" (2:13) [Wormwood BMI-Tuttle]

**LEONA WILLIAMS** (Hickory 1511)


**ONYE WHEELER** (K-Ark 856)


**TED RAINS** (Jack O' Diamonds 8937-021)

"I'm Hopin'" (2:05) [Jack O' Diamonds BMI-Rains, Zanetta] Easy-paced stand gets a nice treatment from Ted Rains. Flip: "Till I Lose You All The Way" (2:06) [Cedarwood BMI-Crutchfield, Adams]
The current season has been an exceptionally busy one for artist managers and impresarios in Argentina due to the many top international stars visiting this country for something that had never happened before. Since it seems that the trend will continue throughout 1968 and possibly next year, it may be interesting to study the effect of such performances on record sales.

Some years ago, record companies feared visits from abroad, considering that in most cases the effect on sales was unfavorable. This theory was usually confirmed by the facts, and only a few artists—like Paul Mauriat—benefited recordwise, from public appearances here. The appearance of special programs on TV, the growing knowledge of the international news through the trade papers, and radio programs that aired the top records from the States, Great Britain, and Europe, improved the scene for arriving talent. But only this year Buenos Aires has fallen into a major center for big-name bands. In November names like Chico for pop artists with Ana Anza and Caterina Valente performing at the same time in two theaters, one in front of another, and dozens of other singers—among them Richard Anthony, Raphael, Adamo, the Tremoloes, Herman's Hermits—arriving practically one after another.

It is worth mentioning that the discjockeys had very little to do with most of these visits, limiting their part to cocktail parties and a bit of public relations. The opinion about them, however, has changed, and now they are considered a good way for promoting records in spite of the fact that the artist usually comes without a smash single at the time. It is more frequent to see that a best-selling single develops from the tour. In most cases, independent impresarios concert the artists and make the arrangements with the TV channels, sports clubs or night clubs, and contact the labels for help on promotion and public relations matters.

The scene may change soon, but a new generation of impresarios is needed. Some of them—Leonardo Schultz, Fabian Ross, Celis—are already working cleverly with top artists, but they need work in an old and outmoded way, none of them would really qualify for the post.

Another problem usually met is the percentage received by the agents and impresarios, who in some cases receive less than a percentage with a profit. In each case, or contract the artist for a low fee and afterwards market high with a strong profit, even sometimes several times the price they paid. This results in a barren central over this with Paul Mauriat (Agnaldo Timoteo/Odeon) that managing agencies, associated to the distilleries, will be a must in a few years. Last week, TV producer Manuel Igelias was already developing a scheme for his cooperation between the labels, the impresarios, the impressionists, and night clubs.

The biggest difficulty could be the lack of talent at the record companies for the handling of such affairs. Some months ago, a top exec stated that he would start such an agency as soon as he could find the appropriate person for managing a pop hit. Since most of the work in an old and outmoded way, none of them would really qualify for the post.

What can be suggested? First of all, to channel the contracts through the record companies which should advise about the best dates and combine them with a number of possible hit records. Foreign artists should sign contracts only with well-known impresarios (the Cash Box guide appearing in the Year End Issue could serve) and ask them to work in cooperation with their local agents. Agencies should favor the visits of these artists whose promotion may bring best results. One way of doing so is recording their hits in Spanish for use in the Latin American countries where this language is spoken. However, lyrics should be written by people knowing the differences between the idioms used in each market, preferably living in one of them. Also, top versions should be chosen with a pro without the original in English, Italian or French. Last, but not least, it is desirable that more companies, in South America establish associated managing agencies. Besides the additional profits, the better promotion results would strongly justify it.

Argentina's Best Sellers

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td><em>Porque Yo Te Amo</em></td>
<td>Melograf Sandro</td>
<td>CBS</td>
</tr>
<tr>
<td>2</td>
<td>The Music Played Matt Menu (Odeon)</td>
<td>Matt Menu</td>
<td>Odeon</td>
</tr>
<tr>
<td>3</td>
<td>Debiyah Furr &amp; Jimmy Fontana</td>
<td>L Nomadi (RCA)</td>
<td>Tom Jones (Odeon)</td>
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<tr>
<td></td>
<td>Milly Martinetti</td>
<td>Mafasoli (Fermata)</td>
<td>Algvero (Disc Jockey)</td>
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<tr>
<td></td>
<td>Raymond Leveque</td>
<td>Raymond Leveque (Paul Mauriat)</td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>Al Ole Mio Topo Gigio (Philips)</td>
<td>Gigio</td>
<td>Philips</td>
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<tr>
<td>5</td>
<td><em>Pobre Que Te Amo</em></td>
<td>Girl United (CBS)</td>
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<tr>
<td>6</td>
<td><em>Esto Quiero</em></td>
<td>Chano Ceballos (Philips)</td>
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<tr>
<td>7</td>
<td><em>Chumca</em></td>
<td>Bobby Goldberg (UA-CBS)</td>
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<tr>
<td></td>
<td><em>Tu Amor</em></td>
<td>Bobby Goldberg (UA-CBS)</td>
<td></td>
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<tr>
<td></td>
<td><em>Pobre Que Me Faltas</em></td>
<td>Bobby Goldberg (UA-CBS)</td>
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<tr>
<td>8</td>
<td><em>Pobre Que Me Faltas</em></td>
<td>Bobby Goldberg (UA-CBS)</td>
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<tr>
<td>9</td>
<td>El Te Amo Roberto Carlos</td>
<td>Roberto Carlos (CBS)</td>
<td></td>
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<tr>
<td>10</td>
<td>El Tiempo de Papi</td>
<td>Tony Bond (Music Hall)</td>
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<tr>
<td>11</td>
<td><em>Porque Yo Te Amo</em></td>
<td>Pablo Palma (Disc Jockey)</td>
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<tr>
<td>12</td>
<td><em>Porque Yo Te Amo</em></td>
<td>Pablo Palma (Disc Jockey)</td>
<td></td>
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<tr>
<td>13</td>
<td>Mrs. Robinson Simon &amp; Garfunkel (CBS)</td>
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<tr>
<td>14</td>
<td>El Tiempo de Papi</td>
<td>Tony Bond (Music Hall)</td>
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<tr>
<td>15</td>
<td><em>Porque Yo Te Amo</em></td>
<td>Pablo Palma (Disc Jockey)</td>
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<tr>
<td>16</td>
<td><em>Porque Yo Te Amo</em></td>
<td>Pablo Palma (Disc Jockey)</td>
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</tbody>
</table>

Oldies/Goodies—Attired in oldies and decked out with goodies from the Medieval era, the Brigade horse around on a break during the filming of a promotional film for their new single "Joan." The filming was something of an epic for Australian promo projects, being shot on location at the Montserrat castle with actions and dresses to match the surroundings.

Argentina's Top LP's

1. 2 El Angel—Paulito Ortega (RCA)
2. 1 Digan Lo Que Digas—Raphael (Odeon)
3. 3 Le Neon—Adamo (Odeon)
4. 1 Una Muchacha Y Una Guitarra—Sandro (CBS)
5. 5 Presente II—Lafayette (CBS)
6. 5 Los Gatos—Los Gatos (RCA)
7. 1 Last Waltz—Engelbert Humperdinck (Odeon)
8. 4 Cuarteto De Oro—Cuarteto Imperial (CBS)
9. 6 En Castellano—Charles Aznavour (Disc Jockey)
10. 6 Musica Hippiekopla—Selection (CBS)

Sao Paulo's Best Sellers

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
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<tbody>
<tr>
<td>1</td>
<td>Ultima Cancao</td>
<td>Antonio Carlos Jobim (CBS)</td>
</tr>
<tr>
<td>2</td>
<td>A Poludura (Mundo Musical)</td>
<td>Leao (CBS)</td>
</tr>
<tr>
<td>3</td>
<td><em>Sertanejo</em> (RCA)</td>
<td>Frank Perras/Ortega (CBS)</td>
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<tr>
<td>4</td>
<td><em>Vento Noite</em> (CBS)</td>
<td>Oswaldo Nunes (EP)</td>
</tr>
<tr>
<td>5</td>
<td><em>Vento Noite</em> (CBS)</td>
<td>Oswaldo Nunes (EP)</td>
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<tr>
<td>6</td>
<td><em>Vento Noite</em> (CBS)</td>
<td>Oswaldo Nunes (EP)</td>
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<td>7</td>
<td><em>Vento Noite</em> (CBS)</td>
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<td><em>Vento Noite</em> (CBS)</td>
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<td>10</td>
<td><em>Vento Noite</em> (CBS)</td>
<td>Oswaldo Nunes (EP)</td>
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Sao Paulo's Top Twelve LP's

This Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Ultima Cancao—Paulo Sergio/Caravelle</td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>*Chico Buarque, Vol. 3—Chico Buarque de Hollanda/RGE</td>
<td></td>
</tr>
<tr>
<td>3</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
<td></td>
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<tr>
<td>4</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>5</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>6</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>7</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>8</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>9</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<td>10</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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<tr>
<td>11</td>
<td><em>La Estrella de Banda</em> (RCA)</td>
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Cash Box—August 31, 1968
Management and staff pose in front of the new Phonogram building in Amsterdam, which opening takes place on Aug. 27. Front row I r.: J. Holtingh (pop label manager), H. Tecker (classical label manager), F. Stroeken (asst. sales manager), Rolf ten Kate (head press and public relations dept.), F. Wijngaard (comptroller), J. Hazelhuis (managing director), R. Klaassen (managing director), F. Stroeken (product manager), H. Ackers (head planning dept.) and W. Wiertz (head store and forwarding dept.). Second row, I r.: J. Wagener (representing Mr. G. Bakker, advertising production manager), G. Verdurmen (asst. order dept.), R. Kraeft (head administration dept.), J. Wind (distribution manager), J. van der Voorn (label manager), J. Bijl (computing office manager), A. Vissers (representing H. Schippers, advertising manager), Anton Winkamp (press and public relations dept.) and O. Vrensenberg (popular label manager). Missing in the picture are studio chiefs, producers and head of A & R dept., G. den Broos, all busy making records. (Photo: Herman Stegeman).
England's #1 'Music Man' on American Tour


The band's engagements are being arranged by the National Association of Town Musicians of the United Kingdom, which represents the band in the United States. The band will perform a variety of music, including traditional Irish music, as well as contemporary music.

Ed Preston, R.C.A. Victor's Ontario promotion manager, recently took Johny Nash, the well-known Canadian singer, to the Rogers Centre in Toronto and area radio and television stations in conjunction with the bows of Nash's JAD Record Production of "Hold Me Close," which has been climbing the charts steadily. Nash appeared at R.C.A. Victor's annual get-together.

R.C.A. Victor's annual sales advances up the chart are "Light My Fire" by Jose Feliciano (5550) and "Born To Be Wild" by Steppenwolf. Both recording units are experiencing solid sales with the album "Born To Be Wild" already reaching the Top 10 of Billboard's Top 100 Albums chart.
Phonogram's New Amsterdam Home: In Tune With A Growing Market

Activities

The many thousands of different records which N. V. Phonogram supplies are pressed for the greater part by Philips' Phonographic Industries, Baarn, also a considerable number is imported from the several foreign record companies represented in Holland by N. V. Phonogram. The recording of Dutch artists is usually done in the Phonogram Studios in Hilversum and Laren. In view of time and expenses (e.g. in connection with the concentration of musicians around the radio and TV-stations in Hilversum) the recording activities will probably not be moved to Buitenveldert.

The greater part of the records is distributed by about 1000 record-shops in Holland. N. V. Phonogram also has a considerable production of records for special purposes—language courses, advertising messages, etc.—which are not distributed by the regular shops.

International activities go through Philips and Decca Records, featuring important foreign artists, both classical and popular, while quite a number of records by local artists were released in foreign countries.

Future

The record-market in Holland will probably rise from 15 to 20% in 1968, in which rise N. V. Phonogram will contribute an important share. There will be a steady development to a new building with sufficient space for big stock (now already 1,500,000 records) and for the staff (now 200, while Phonogram's story started with nine). A modern production facilities, such as electronics transport-systems, mechanical administration and air-conditioning will be employed.

Records are still the main thing for N. V. Phonogram, but new products such as musicsheets and video-tapes are getting attention. The small music-sheets are out on the Dutch market for quite some time now with considerable success, the video tapes will be introduced by N. V. Phonogram in a short time.

Cash Box congratulates N. V. Phonogram with the opening of their new building and to wish the dynamic company every success.

Stax/Volt To Negram-Delta

HEEMSTEDE—Negram-Delta reintroduced the Stax and Volt labels (for records with Atlantic/Polydor) on the Dutch market. "Soul Limbo" by Booker T. & M. G.'s and "Private Number" by William Bell & Judy Clay marked the first Stax-release. The first single to be issued on the Volt logo will be "I Never Found A Girl" by Eddie Floyd of "Knock On Wood" fame.

New Labels For CNR

THE HAGUE—Activities concerning the representation of foreign labels are divided among the following CNR managing directors: Hans van Zeeland, a Dutchman, has charge of the American labels (EMI, Capitol, Decca, etc), while Marius Vriezen has charge of the French and other Continental labels (Columbia, Polydor). The two new labels mentioned above are the first fruits of CNR activities in the Netherlands. In the meantime, singles have been released by Jimmy Gilmer ("Three Squares"), Tony Fox ("Lean On Me" and "Can't Help Myself") and Junior Bb ("Keep It Up")

Cash Box—August 31, 1968
N. V. Phonogram started a famous Country & Western campaign in Holland with the release of seventeen country albums. The packet had Mercury LP's by Faron Young, Lester Flatt & Earl Scruggs, Roy Drusky, Dave Dudley, Georgia Satellites, Johnny Cash, and many others. The Phonogram C&W sampler; London LP's by Bill Clifton, Jim Reeves, Johnny Cash and a specially compiled album, Brunswick LP's by Bill Anderson, Kitty Wells, Ernest Tubb, and some others. Special radio hours, a four-page Country & Western newspaper, press sheets, etc., were among the many promotion items for this package.

Blues fans had a good week as N. V. Phonogram released a double album called "Raw Blues Now" (compiled from records by John Mayall, Eddie Boyd, Gene Vincent, Ike Turner, Freddie King, and others). Phonogram was also announcing To The Point," both LP's are on Decca.

Richard D. Jamison of the "Up To The Point," has visited Holland to perform in a TV show: The group's first record, "The Muffin Man," was a smash in Holland—their new one was recently released and is titled "King Crossover" (Deman). The "Juke Box" LP is from the Grundy's Stable's "The Swamp" by the Fuzzy Bunnies. Though the Walker Brothers version was a big smash here, the Phonogram record shows driving the Fuzzy Bunnies a hit in Holland. The Flower Pot Men have changed their name into Friends. Though it will take some time to push this new name with the fans, the Phonogram press release states that this record was released on August 16th and had fine reviews in the trade press.

"Hello, I Love You..." is a hit in Holland, a great follow up of their top twenty ten "Unknown Soldier" for the Doors. Their new LP "Waiting For The Sun" is gonna be a Sgt. Pepper-type smash. Avant-garde promoter Evert Willem of Ewijk has already solicited an advertising campaign for the album, the release of which will take place at the beginning of the next year.

In the Dutch recording industry we call summertime "cucumberette," the silly season. The "Summer chip" spot is now a tradition in the Netherlands. For more than eight weeks the 12-year-old boy singer Heintje is No. 1 in the Dutch charts, singing such hits as "Dertig Jaar" (I'll Build You A Castle). In Germany Heintje is also a frequent visitor of the hit parade. For about seven months he has been in the German top ten now with his song "Manja." This "Pepsi" is the one and only No. 1. The Four Freshmen have also got the lucky title.

A new rhythm smash is "Ik Kan Geen Van De Kant Afduwen" (The Frog Song) by the Lowland Trio. The three boys of this group have been working together for about five years and now finally they've hit the American market with their new album containing the hit droumbel."The Mac Arthur Park" by Richard Harris is Ineko's biggest hit of the moment. Charity Outlook, the group of the greatest C&W singers, was to come to Holland the beginning of August, but his visit was cancelled at the last moment because of a big 'sold out' concert in Holland 1 week before the arrival.

As the Beatles additions to the popular single field include Paul Reveres's latest single "Don't Take It So Hard." The German group the Jacob Sisters with the German version of "Can't Take My Eyes Off You" and the famed bass player, "I Don't Know Why," "After All" by the Ventures with Ron Lehar. Further release in the popular LP field include "Duke Ellington's Geneva Concert," an LP issued in Geneva with the title of "Duke Ellington During a Summer's Day," which is an LP that "I Feel The Spirit," "Marty Robbins" "By The Time I Get To Phoenix," and an album, entitled "Greatest Hits," by the last of the hot mammas "Seddy Toms.""The Beat of the 80's Quartets" by Charles Ives played by the Juilliard String Quartet, Schubert's "Trout Quintet" performed by Serkin, Laredo, Paruns, Nargese and Levine and also Maury Siegel's "First Symphony in E Flat" by the Columbia Symphony Orchestra conducted by the composer.

The new LP's this week are Union Gap ("Lady Willpower" and "Young Girl"), Simon & Garfunkel's "Mrs. Robinson," O. C. Smith's "The Son Of Hickory Holler's Trump" and Cups Inspiration's "Yesterday Has Gone.

Framex is extending its stuff with the acquisition of Herre Jacobsen, formerly with Philips. The Phonogram is stepping up its promotion work with a special drive for the SABA and Project 3 labels, concentrating on such well-painted artists as Urie Green (and his 21 trombones), the Free Design, Baden Powell and Evi. The Beggars' Gun release with new singer Christine Doutchom. She recorded the famous "Nuns Chorus" (from Cavalli) on the SABA, and the group is now working on a new album promoting the new group Flash Point 6 with their hit single "Zangles." Another hit is created by Bruno and the Casamovas and their Dutch version of "If I Can Dream," and also the Dutch version of "American Pop" by the "Lords of Love" label, Framex released "Driftin' thru The Blues" by John Lee Hooker. This original United Records recording has been released here on the occasion of the Slim Whitman European tour, Lee Hooker again in Amsterdam this year.

Schnitt's Dutch Top 40 show many Baskat-controlled coppers; e.g., in 10th position entered the sensational "Crazy World Of Arthur Brown" with their first hit big in Holland: "Fire" (Essex). The song enjoys tremendous air play and is likely to reach the top of the charts. Arthur Brown has a Copenhagen and again here with Sam and Dave's "You Don't Know What You Mean To Me." Arthur Brown is on the road here with this song, which he recorded the number 23 spot last week. Heintje is still building on his castle and holds the number one spot for the 8th week, with Vivace-Bassat's "Ich Bau Dir Ein Schloss." The group's second number is "One For The Road," with Connelly-Bassat's copyrights "Times Were When" in second position. Miller-Holland reports an arrow marked fifth position for "Abercrombie" with Marty Wilde. Maintaining their chart positions are the Rolling Stones with "Jumpin Jack Flash," Blue Cheer with "Summertime Blues" and Tommy Cash Box—August 31, 1966

Holland's Best Sellers

**This Week**

<table>
<thead>
<tr>
<th>Week 1</th>
<th>Week 2</th>
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</thead>
<tbody>
<tr>
<td>1. Ich Ban' Dir Ein Schloss (Heintje/CNR)</td>
<td>(Vivace/Bassat/Amsterdam)</td>
</tr>
<tr>
<td>2. Dong-Dong-Di-Di-Di-Dong (Golden Earnings/Polydor)</td>
<td>(Dayglow/Hervier/Pent)</td>
</tr>
<tr>
<td>3. Times Were When (The Cats/Imperial)</td>
<td>(Connelly-Bassat/Amsterdam)</td>
</tr>
<tr>
<td>4. Callow-La-Vita (Raymond Fograt/Polydor)</td>
<td>(Chappell/Amsterdam)</td>
</tr>
<tr>
<td>5. Abbergavenny (Marty Wilde/Phillips)</td>
<td>(Mills/Bassat/Amsterdam)</td>
</tr>
<tr>
<td>6. Help Yourself (Tom Jones/Decca)</td>
<td>(Ben Chen/Bergera/Oriona/Bassat)</td>
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<tr>
<td>7. Moonlight (Blue Boys/Capitol)</td>
<td>(Cheeth/Day/Amsterdam)</td>
</tr>
<tr>
<td>8. Angel Of The Morning (Merrilee Rush/Stateside)</td>
<td>(Portamento/Amsterdam)</td>
</tr>
<tr>
<td>9. Mac Arthur Park (Richard Harris/BBCA)</td>
<td>(Bela/Amsterdam)</td>
</tr>
<tr>
<td>10. Fire (Arthur Brown/Track)</td>
<td>(Essen-Bassat/Amsterdam)</td>
</tr>
</tbody>
</table>

**Holland Cont'd.**

James with "Mony Money."

Three cover versions were obtained of "Abercrombie" (Mills): "Bergen" by Franz van Beurden (Dutch lyrics), an instrumental version by the Three Jacks-sons and an instrumental version by the Royal Military Band "Gilbert Green," an Abigail copyright is going to be covered by new Dutch group Cheeky. The other side of their first single is going to be Noel Gay's copyright "Until The Rains Come." The Group is backed by Bassat's Park label. Dutch top female vocalist Trea Dohrs made a cover of "Waar Du Doe'I Amsterdam" (Dusseldorf Geblieden) and Lola recorded for the Imperial label "Harlekin. Both are copyrights of Meisel (Germany) in Holland handled by Bassat.

**THEM THAT'S GOTT" interview "them that ain't" a show in a special season to promote the latest Canned Heat single. "On the Road Again," recently released in England. For the promotion, Britain's most "with-it" deejay Stuart Bamborough queries the most "without-it" spinner Jeremy Pilke (in reality promotion manager Ron Bell) on a tour of the offices of BBC's visiting producers and deejays. The gimmick did bring attention, winning plenty of top 20 airplay for the side. Bell is shown below sans flower-power garb putting a gloss on the BBC at Broadcasting House.
Scandinavia

Denmark

EMI here took over the United Artists label Aug. 1st, with Bobby Goldsboro and "Honey" at the 20th spot at the charts here this week. Among this week's EMI releases in an LP album produced in cooperation with the Copenhagen daily paper, Bangske Tidene with Erik Mark reading three tales by H. C. Andersen. Also rushed out last week was Herman's Hermits with the Columbia LP album "The Famous Herman's Hermits." Releases also included a number of singles on Columbia, Universal, Immediate, HMV and Parlophone.

Norway

Arne Bendiksen A/S is just out with a new single with Kirsti Sparhoe and Benny Borg doing "Things" and "Sugary Town" in Norwegian. A special promotion campaign was started in connection with the screening of his TV show "A Man And His Music" in Norway on TV Aug. 17th.

Last week's releases from Norsk Phonogram include five LP albums at the CBS label, among others, O. C. Smith with "Hickory Holler Revisited" including "The Son Of Hickory Holler's Tramp," at the charts here for five weeks now.

Local group Taboo is just out with a single at RCA Victor. Titles include "Queen Of Spades" and "Fonebone Street." Sweden

Hep Stars have a new Olga single at the Swedish and Norwegian market. Titles are "Let It Be Me," and "Groovy Summertime." The group is planning a promotion tour in Germany, France, Belgium, Luxemburg and Holland during October.

Metronome is out with a new LP with Cornelis Vreeswijk, his first in two years. A new single with Siw Malmkvist includes "Sadie The Cleaning Lady" and the German "Wärt Du doch in Düsseldorf geheiraten." Both in Swedish. Miss Malmkvist looks forward to a busy autumn, with TV shows awaiting her in Germany, Holland, Austria and Switzerland.


Latest releases from Sony Grammofon AB include Traffic on Island with "You Can All Join In" and Ola & Janglers on Gazell with "Tracks Of My Tears" b/w "Farewell My Love."

Last week's releases from EMI include 17 LP albums at the Command label with artists as Benny Goodman, Tony Mottola, Dick Hayman, etc.

Grammofon AB Electra started the new season last week with Chess on Decca with "Love Me Two Times?"/"Somebody To Love," a Decca single with Oke, Leif & Kari, and a Telefunken single with Karl & Erling Gröndahl's Orchestras.

Denmark's Best Sellers

1 1 8 "Lille sommerfuldf" (Bjorn Tiidemann/Odeon) Wilhelm Hansen, Musik-Folok, Denmark
2 3 6 "Vi skal ga hand i hand" (Dunja, Du) (Kehr) Heick/HMV Multitune A/S, Denmark
3 2 6 Baby Come Back (Equalse/President) Kassner Musik AB, Sweden
4 1 9 Hurdy Gurdy Man (Donovan/Epic) Southern Music AB, Sweden
5 4 3 Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
6 6 8 Young Girl (Union Gap-Gary Puckett/CBS) Sweden Music AB, Sweden
7 7 8 River Deep, Mountain High (Annette-Dandy-Walters/Polydor)
8 8 1 Help Yourself (Tom Jones/Decca) Multitune A/S, Denmark
9 9 8 My Name Is Jack (Rolling Stones/Decca) Musikförlaget Esse AB, Sweden
10 8 2 A Girl I Knew (Savage Rose/Polydor)

Norway's Best Sellers

1 1 5 Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
2 2 10 A Man Without Love (Quando m'inamorarize (Engelbert Humperdinck/Decca) Arne Bendiksen A/S, Norway
3 3 15 Vi skal ga hand i hand (Dunja, Du) (Kehr) Hiek/HMV Multitune A/S, Norway
4 1 5 Baby Come Back (Equalse/Sis) Kassner Musik AB, Sweden
5 6 2 Dillahun (Tom Jones/Decca) Thore Ehrling Musik AB, Sweden
6 5 12 Young Girl (Union Gap-Gary Puckett/CBS) Sweden Music AB, Sweden
7 1 1 Sleepy Joe (Herman's Hermits/Columbia)
8 7 5 Son Of Hickory Holler's Tramp (O. C. Smith CBS) Palace Musikförlaget AB, Sweden
9 8 2 Blue Eyes (Don Partridge/Columbia) Musikförlaget Esse AB, Sweden
10 9 11 Honey (Bobby Goldsboro/United Artists) Sweden Music AB, Sweden

Mexico's Best Sellers

1 Reconciliacion—Hans, Núñez (Orfeon), Marco Antonio Muñiz (RCA), Flor Silvestre (Musart), Conchita Solis (CBS)
2 Palabras (Words)—Bee Gees (Polydor). Los Leos y Johnny Dynamo (Orfeon), Robert Jordan (RCA)
3 Emotrava De Un Amigo Mio—Roberto Carlos (CBS), Pablo Beltrán Ruiz (RCA), Los Johnny Jets (CBS), Chayito (Peerless), Muchacheita (Young Girl)—Union Gap (CBS), Los Belmonts (Orfeon), Los Leos y Johnny Dynamo (Orfeon), Los Yaki (Capitol), Los Babys (Peerless)
4 Enciendo Mi Fuego (Light My Fire)—The Doors (Elektra).
5 El Amor es Triste (Love Is Blue)—Paul Mauriat (Philips), Paul Mauriat y Los Pop Singers (Philips), Al Martino (Capitol), Karlina (Gamma), Matilde (Tico), Claudia Longeff (Tico), Los Fresnos (Peerless), Aldo Rizzardi (Peerless), Alberto Vázquez (Musarit), Rappold (Capitol) Willy & Los Supreme (CBS)
6 Pandilla De Cadeneros (Chain Gang)—Jackie Wilson (Orfeon)
7 Rausta Bonita—Pablo Beltrán Ruiz (RCA)
8 Amor No Llare—Robertha (Capitol), Alberto Vázquez (Musart)
9 No Puedo Vivir Sin Ti—Los Panchos (CBS)

Sweden's Best Sellers

1 1 9 Things (Nancy Sinatra-Dean Martin/Reprise) Belinda (Scandinavia) AB, Sweden
2 2 5 Dillahun (Tom Jones/Decca) Thore Ehrling Musik AB, Sweden
3 6 1 Happy Birthday, Sweet Sixteen (Flamingo Quintet/Platinet)
4 1 8 Screen Gems Musikförlag AB, Sweden
5 7 2 Min greve av Luxembourg (Sind Sie der Graf von Luxembourg) (Asi-Louis Hansson/Philips) Sweden Music AB, Sweden
6 3 5 Safjan (Supreme/Tania Motown) Edition Odeon, Sweden
7 4 6 Vilken härlig dag (La Felizidad) (Ewak Roos/Epic) Sonet Musik AB, Sweden
8 7 5 Honey (Bobby Goldsboro/United Artists) Sweden Music AB, Sweden
9 8 2 Blue Eyes (Don Partridge/Columbia) Musikförlaget Esse AB, Sweden
10 9 1 When I Was Six Years Old (Paul Jones/Columbia) Sweden Music AB, Sweden
12 2 A Man Without Love (Quando m'inamorarize (Engelbert Humperdinck/Decca) Thore Ehrling Musik AB, Sweden

MIDAS MEXICAN—Armando Manzanero is shown (left) receiving the "Nip-per de Oro" award from Louis Couttolene, president and general manager of the RCA Victor Mexican label, for achievement of million-dollar plus record sales. Noted as both performer and composer, Manzanero's songs have earned him the distinct honor of a blanket release by the label of his current LP which was marketed simultaneously throughout the western hemisphere (from Argentina to Canada. Among the artists who have recorded his material are: instrumentalists Paul Mauriat and Franck Pourcel, Italian singers Edordino, Vincenzo Soura, Brazilian Demetrio and Gonzalez, and Americans Tony Bennett and Marilyn Maye among others. Currently performing at "Quid" in Mexico, Manzanero is about to commence a tour of Central and South America and Europe.

BRANCHING OUT from their native Sweden, the members of the Checkered Musicbox have just completed recording sessions with Tommy Scott in London for national and international release. Handled by the Olga label, the Checkered Music-box originated in Eskilstuna and includes: (from left) Rolf Karlsson, Johnny Alfredson, Bengt Andersson, Rolf Peterzon and Bror Nord. Initial release will be "Cats Cup" and "Is That the Way."
Norman Whiteley Holdings Pty. Ltd. has formed a publishing company in association with Sunshine Records. The company, which is jointly owned, is known as Sunshine Music Pty. Ltd. The company can look forward to copyrights rights being recorded by such local acts as Normie Rowe and Jonna Sands. Abigail Music, another Norman Whiteley company, is in good shape right now with new releases from the Planetary-Nom company has the local rights to the overseas biggie, "Money, Money," and a song called "Breakout" recorded locally by Normie Rowe. April Music, the publishing arm of Australian Record Company Limited, are having a strong run with sheet sales on "Angel Of The Morning" (a hit for Merrilee Rush) and "Rush, Not A Word To Mary" as released here on the CBS label by John Rowles. Peter Lewis, boss of the April office, says the company has high hopes for young Perby (Western Australia) buy Bill Millar with "Balad," "Sydiana," as recorded on CBS and published in the April bands. April also have the rights to "Running And Hiding" as recorded by local talent Martin Ray Brown and Jack Argent, with Argent in the chair for the initial gathering. Those wishing to join should write to the Hon. Secretary, P.O. Box 40, Rockdale, New South Wales 2216.

Austria's Best Sellers

This Last Week
Week On Chart

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Racetrack Park</td>
<td>(Richard Harris—RCA)</td>
<td>2</td>
</tr>
<tr>
<td>2</td>
<td>The Orange &amp; The Green</td>
<td>(Irish Rovers—Festival)</td>
<td>6</td>
</tr>
<tr>
<td>3</td>
<td>Let's Go To Lake</td>
<td>(The Cowsills—MG)</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>My Name Is Jack</td>
<td>(Manfred Mann—Philips)</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>The Impossible Dream</td>
<td>(Jim Nabors—CBS)</td>
<td>5</td>
</tr>
<tr>
<td>6</td>
<td>D.W. Washburn</td>
<td>(The Monkees—RCA)</td>
<td>6</td>
</tr>
<tr>
<td>7</td>
<td>Hurdy Gurdy Man</td>
<td>(Donovan—Eric)</td>
<td>7</td>
</tr>
<tr>
<td>8</td>
<td>Bend Me, Shape Me</td>
<td>(American Breed—Festival)</td>
<td>8</td>
</tr>
<tr>
<td>9</td>
<td>Yummy, Yummy</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>Angel Of The Morning</td>
<td>(Merrilee Rush—S/S)</td>
<td></td>
</tr>
</tbody>
</table>

Austria's Best Sellers

A 20th Century Fox musical film "Star" featuring Julie Andrews has just been released at the first-run theatres and specialized publicity has been made by the film distributor. Tying up with the film promotion, Victor Ward Group Dept. is rushing the release of the de-luxe album of the original soundtrack from "Star" which is expected to be as successful as the RCA best seller "The Sound Of Music." The World Group Dept. has released a "Golden Miriam Makeba" LP entitled "Golden Miriam Makeba" (Reprise) to coincide with her current tour. The album includes "Pata Pata," her initial single hit in Japan, "Mas Que Nada" ("More Than Enough") and several others here in seven cities. Because of its uniqueness, much advance publicity is being made for an album released by Victor Ward Group Dept. a collection of the songs sung by Viet Cong soldiers recorded live in 1965 in the jungles of Vietnam by female French journalist Madeleine Riffault and W. Burczett, Australian journalists.

Nippon Grammophon's early September releases include "Reach Out of the Darkness b/w Time on Your Side" by Friend and Lover (Verite), "Think b/w You Send Me" by Aretha Franklin (Atlantic) and a de-luxe album of Eric Burdon and the Animals, "The Best of Eric Burdon & The Animals." Encouraged by the success of "The Dock Of The Bay" (which seems to be a sign of a rhythm and blues boom in Japan), Nippon Grammophon is releasing Otis Redding's last LP "Otis Redding In Europe," which includes "Respect," "Ha, Ha, Ha," by the Mauds (Merkury) seems to be a big hit potential here. The song is receiving very favorable reactions from disc jockeys and radio producers. Philips Records-Victor, its distributor, has assigned a recording of local version to Rindo and the Kirindern and is planning a big promotion for both the original and local recordings of this title.

As one of the "celebration projects" for the 10th anniversary of the London label, King Records releases for subscription sale the world's first complete recording of Wagner's "Ring Of The Nibelung" consisting of "Das Rheingold," "Die Walkure," "Siegfried" and "Götterdämmerung" in 22 LPs. The recording was accomplished in 1966 by Decca Records with first-class performers such as London, K. Flagstad, W. Windgassen, B. Nilsson, H. Hotter and Fischer-Dieskau with the Wiener Philharmonic and Berlin Philharmonic.

CBS-Sony Records has currently made its initial release of pre-recorded tapes of the CBS repertoire with eight items of 4-track open reel tapes and ten items of 8-track open reel tapes. It will attract potential buyers by their cheaper price, $2,000 ($50), compared to that of imported cassettes previously released. CBS-Sony's releases consist of 8-track tapes of old hits from the market, including, in the two previous periods. On the other hand the output of 12cm LP records is only 1% ahead.

Japan's Best Sellers

This Last Week

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Tempters First Album</td>
<td>The Tempters (Phillips)</td>
<td>1</td>
</tr>
<tr>
<td>2</td>
<td>Golden Billy Vaughan</td>
<td>Billy Vaughan Orchestra (Victor)</td>
<td>4</td>
</tr>
<tr>
<td>3</td>
<td>A.D. 2,006</td>
<td>The Folk Crusaders (Capitol)</td>
<td>3</td>
</tr>
<tr>
<td>4</td>
<td>The Beach Of The Balearics</td>
<td>(Atlantic)</td>
<td>2</td>
</tr>
<tr>
<td>5</td>
<td>Golden Hawaii Billy Vaughan</td>
<td>Billy Vaughan Orchestra (Victor)</td>
<td>2</td>
</tr>
</tbody>
</table>

LOCAL

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Hoshigaki-No Waatas</td>
<td>Masao Sen (Miniphonograph)</td>
</tr>
<tr>
<td>2</td>
<td>Otani-No Hito</td>
<td>Toyo Romanou (Tomdog)</td>
</tr>
<tr>
<td>3</td>
<td>Shinjuku Sodachi</td>
<td>Y. Tsuyama &amp; H. Ohki (Miniphonograph)</td>
</tr>
<tr>
<td>4</td>
<td>Hoshi-O Minade</td>
<td>Yukari Ito (King)</td>
</tr>
<tr>
<td>5</td>
<td>Shikanashi Blues</td>
<td>Colto-Ratmos (Columbia)</td>
</tr>
<tr>
<td>6</td>
<td>Togosho-No Gion</td>
<td>Los Primos (Crown)</td>
</tr>
<tr>
<td>7</td>
<td>Hana-To Cho</td>
<td>Shinichi Morii (Victor)</td>
</tr>
<tr>
<td>8</td>
<td>Ai-No Sono</td>
<td>Akira Fuse (King)</td>
</tr>
<tr>
<td>9</td>
<td>Kushiro-No Yoro</td>
<td>Kenichi Mikawa (Crown)</td>
</tr>
<tr>
<td>10</td>
<td>Kiri-Mo Musebu Yoru</td>
<td>Ken Kuroki (Toshiba)</td>
</tr>
</tbody>
</table>

ALBUM

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>C.C.C.—The Tigers</td>
<td>(Polydor) Publisher/Watanabe</td>
</tr>
<tr>
<td>2</td>
<td>Sound Of Silence</td>
<td>Simon &amp; Garfunkel (CBS)</td>
</tr>
<tr>
<td>3</td>
<td>Chisana Snack</td>
<td>The Purple Shadows (Philips)</td>
</tr>
<tr>
<td>4</td>
<td>Emerald-Nodensu</td>
<td>The Tempters (Philips)</td>
</tr>
<tr>
<td>5</td>
<td>Tenshi-No Yuwana</td>
<td>Jun Mayumori (Capitol)</td>
</tr>
<tr>
<td>6</td>
<td>Otis Redding</td>
<td>(Atlantic)</td>
</tr>
<tr>
<td>7</td>
<td>Dock Of The Bay</td>
<td>(Atlantic)</td>
</tr>
<tr>
<td>8</td>
<td>Genji No Kagayaki</td>
<td>The Blue Comets (CBS) Publisher/Watanabe</td>
</tr>
<tr>
<td>9</td>
<td>Jumpin' Jack Flash</td>
<td>The Rolling Stones (London)</td>
</tr>
<tr>
<td>10</td>
<td>Takayuki-Wa Naiteru</td>
<td>Ayumi Ishida (Columbia)</td>
</tr>
<tr>
<td>11</td>
<td>Tetsu-No Hito</td>
<td>(Tomdog)</td>
</tr>
<tr>
<td>12</td>
<td>Yoko-Do</td>
<td>(Victor) Publisher/Panabe</td>
</tr>
<tr>
<td>13</td>
<td>Shinju-No Namida</td>
<td>The Spiders (Philips)</td>
</tr>
<tr>
<td>14</td>
<td>Hana-No Young Town</td>
<td>The Wild Ones (Capitol)</td>
</tr>
<tr>
<td>15</td>
<td>The Legend Of Xanadu</td>
<td>The Jaguars (Philips)</td>
</tr>
</tbody>
</table>
EDITORIAL: Time for Some Answers

One of the most memorable and dramatic events in the 20 year history of MOA's annual conventions will be taking place at this year's Expo when the subject of record programming and the role of the one-stop comes up for discussion at the Industry Seminar. We say the discussion might very well turn out quite dramatic because the panel will be manned by more than a half dozen key one-stop owners and moderated by their off quoted critic (and MOA president) Bill Cannon. If a little fur flies, so much the better, especially if those rather vague concepts that lie at the very heart of the matter are finally and definitively answered:

1. Does it really pay off to spend all that effort for individualized location record programming?
2. Does the one-stop help the operator or get in his way?
3. What actually is "jukebox music" and where is it different from chart tunes.

It is Cannon's firm contention that every operator who takes time to divine the tastes of each of his locations and tailors the records he selects for them will make more in the collection box; and he's got the best proof of all—his own route collections. As zealous as he is on conscientious programming, Cannon denounces those one-stops that, as he says, "sell their records by the pound" and criticizes those operators who put up with the "off hand" treatment.

While agreeing that phonographs programmed strictly from the Top 40 of the trade charts make good money, Bill condemns the loss of each operator's personal touch in his record selections. He sees a "sameness" in the title strips at many locations he visits and wonders how many jukeboxes around the country offer such trite and tired material that the customer is hard-pressed to find three selections he likes.

The panel discussion, and the question and answer period to follow, should unearth some interesting opinions. We should hear from ops who say individual location programming is a waste of time when they measure the extra few coins they earn against the time, effort and money expended in ferreting out the various tunes and artists necessary to provide that "something for everyone" on the juke. We're sure to hear praise for certain one-stops who conscientiously assist their customers in buying the best of what's available. Hopefully we'll learn from the attending record companies exactly how much of what they make available is geared for the jukebox and whether they ask one-stops to push these particular records.

Just as certain, we'll hear loud complaints against high-pressure one-stops who prefer to push records which gain them the most profit—regardless of what kind of tunes are in the grooves. Bob Nims, in charge of staging the seminar discussions, has already slated a full panel of one-stop reps for the forum but says he'll give as many more as possible an opportunity to address the conventioners.

The large one-stop attendance expected for this year's convention should appeal to the record companies who would like to talk with the people who, after all, represent them to the operator. Saying they are prepared to give the operating industry what it wants in music, this year the record people must learn what it is the industry really wants. Is there a genuine need for specialized music, as many ops have said, and if so, will the one-stops push it and the ops buy? How many times have we all heard operators ask for more and better little LP's and how many times have the record companies come back to say the ops don't buy them?

These are the questions that must be answered and the MOA Exposition (offering the top personnel of all three segments of the coin music industry) will be the place for it. As the 45rpm buying power of the music operating industry looms larger and larger each year, the industry's needs must be filled ... if indeed there really is an unfilled need. Ya'll come to the Show and let's find out.
Rock-Ola Previews New Music Unit to Dists

CHICAGO—The Rock-Ola Mfg. Corp. conducted two preview showings of a brand new coin-music unit last week, exclusively for representatives of their distributing network. The new machine was first shown at a closed meeting in New York City’s Plaza Hotel (Tuesday, August 20th) where more than half of their distributors were represented; the remainder of their distrubrs viewed the machine at a second showing held Fri., August 23rd in New Orleans.

The new unit will be released nationally the week of Sept. 21st, allowing the factory sufficient time to ship initial models to its distributors and for these distributors to stage preview demonstrations to selected operators.

While a thick cloak of secrecy guards the actual details of the new machine, Rock-Ola executives revealed that the theme is definitely "modern...mod...right in line with the aesthetic styles of today."

Factory executives who coordinated both meetings included: Dr. David Rockola, Ed Doris, Les Rieck, Art Janicek, Hugh Gorman, Bill Findlay and George Hincke. Doris advises members of the operating trade to watch their mails for invitations to local showings.

Cocktail reception for Rock-Ola distrubrs followed machine preview at Plaza Hotel. Some of the guests on hand (left to right in photo) were: Joe Shaw, Joe Grillo, Mrs. Grillo, Mrs. Shaw and Mr. and Mrs. Jack Hopson.

'Starfire' Bowler Released by ChiCoin

"Starfire", Chicago Coin's new 6-P Automatic bowling lane features a swivel score rack whereby the front and back of the score board can be serviced from either side. The game also features 15¢ play, two for a quarter or adjustable to 10¢ play. It accepts nickels, dimes and quarters.

"Starfire", Chicago Coin's new 6-P Automatic bowling lane features a swivel score rack whereby the front and back of the score board can be serviced from either side.

"Starfire", Chicago Coin's new 6-P Automatic bowling lane features a swivel score rack whereby the front and back of the score board can be serviced from either side.

Starfire features the popular 15¢ play price structure or 2 for 25¢. The pricing is also available at 10¢ play. There are individual coin chutes for nickels, dimes and quarters.

The cabinet is newly styled with a wide playfield, it comes with 3½ inch balls and the cabinet is available in two lengths—16½ ft. and 13½ ft. It also offers a large coin box with removable partitions. Starfire is now on display at all Chicago Coin Distributor outlets.

NAMA Vend Composition for 1967

A recently completed Price, Waterhouse survey of members of NAMA now offers a proportional breakdown on the percentage of the overall on-location vending market enjoyed by the various types of equipment for 1967. A complete story can be found on p. 77 of this issue. Meanwhile, the chart below offers the market composition for 1967 as compared with figures for 1966.

<table>
<thead>
<tr>
<th>Item</th>
<th>1967</th>
<th>1966</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cigarettes</td>
<td>35.07%</td>
<td>(25.45%)</td>
</tr>
<tr>
<td>Candies, gum and chicles</td>
<td>12.76</td>
<td>(9.72)</td>
</tr>
<tr>
<td>Cold cup beverages</td>
<td>9.89</td>
<td>(7.61)</td>
</tr>
<tr>
<td>Hot cup beverages</td>
<td>20.70</td>
<td>(16.01)</td>
</tr>
<tr>
<td>Ice cream</td>
<td>2.91</td>
<td>(2.60)</td>
</tr>
<tr>
<td>Milk</td>
<td>5.12</td>
<td>(4.88)</td>
</tr>
<tr>
<td>Sandwiches, salads, pastry</td>
<td>10.60</td>
<td>(8.71)</td>
</tr>
<tr>
<td>Hot Food</td>
<td>1.14</td>
<td>(0.87)</td>
</tr>
<tr>
<td>Bottled and canned drinks</td>
<td>1.15</td>
<td>(0.88)</td>
</tr>
<tr>
<td>Other vended products</td>
<td>1.37</td>
<td>(1.04)</td>
</tr>
<tr>
<td>Sales other than vending machines</td>
<td>4.48</td>
<td>(2.49)%</td>
</tr>
<tr>
<td>Total</td>
<td>100.00%</td>
<td>(100.00%)</td>
</tr>
</tbody>
</table>

Cash Box—August 31, 1968
Top 100 Chart Guide

CashBox Location Programming Guide

This week's top record releases for coin phonographs

Adult Locations

Survey Leaders

For the Love of Ivy (3:40)
Mamas & Papas
Strange Young Girls (2:45) Dunhill 4150

A Dissatisfied Man (2:41)
Vikki Carr
Happy Together (2:48) Liberty 56062

Do You Know the Way to San Jose (2:30)
Julius Wechter & Baja Marimba
I Say a Little Prayer (2:28) A&M 975

Don't Rain on My Parade (2:12)
Jack Jones
People (2:20) Kopp 937

Follow-Up

Horse Fever (2:35)
Cliff Nobles & Co.
Judge Baby, I'm Back (2:42) Phil-L.A. of Soul 318

Strong Potential

Tomboy (2:39)
Ronnie Dove
Tell Me Tomorrow (3:00) Diamond 249

Easy Listening

Can't Get You Out of My Mind (2:49)
Margaret Whiting
Maybe Just One More (2:36) London 124

Catch the Wind (2:37)
Lana Cantrell
The Good Times We Had (2:59) RCA 9619

I'll Be Seeing You (3:26)
Jo Stafford
Make Love to Me (2:41) Duco 25740

Juanna (2:59)
Louis Prima
You Can't Take the Country Out of the Boys (2:21) ABC 11122

Power Pick

Teen

Survey Leaders

I Met Her in Church (2:40)
Box Tops
People Gonna Talk (4:09) Mala 12017

Poor Baby (2:07)
Cowsills
Meet Me at the Wishing Well (2:48) MGM 13981

Lonely Atmosphere (2:59)
Lemon Pipers
Wine & Violet (3:08) Buddah 63

Street Fighting Man (3:16)
Rolling Stones
No Expectations (3:36) London 909

Follow-Ups

Ice in the Sun (2:10)
Status Quo
When My Mind Is Not Live (2:47) Cadet Concept 7006

My Special Angel (2:57)
Vogues
I Keep It Sid (4:12) Reprise 0766

R & B

Survey Leaders

Say It Loud—I'm Black & I'm Proud Part 1 (2:45)
James Brown
Part II (2:30) King 6187

Fool for You (2:43)
Impressions
I'm Loving Nothing (2:23) Curtom 1932

C & W

Survey Leaders

When You Are Gone (2:52)
Jim Reeves
How Can I Write on Paper (2:26) RCA 9614

Honky Tonkin' (2:02)
Jim Ed Brown
Jack and Jill (2:57) RCA 9616

Follow-Up

I Like Trains (2:00)
Bob Luman
World Of Unhappiness (2:05) Epic 10381

Check your local One Stop for availability of the listed recordings
PROFILE: Lindy Nardone—Working Together Gets Results

"If an association fosters and protects one's business, then it certainly protects one as a member."

This week’s Cash Box Profile Series features Lindy Nardone, president of A-1 Amusement of Rochester, New York. Nardone is a director of Music Operators of America, a member of the New York State association and very active in community affairs. He came into the coin machine industry in 1939 directly from high school as a part time helper. He spent nine years working for another firm and in 1948 he purchased his present firm which was operating only music and games at the time. Since, he has expanded into wholesale tables, coin-operated equip- ment, and now is involved in nearly every aspect of coin-operated equip- ment, operating primarily in New York’s Monroe County area.

Lindy Nardone is a man of the times, he knows what it takes to make this industry click, he is very much aware of his company’s legislative problems, not only in his home state but on the na- tional level as well. Following are a series of quick, concise, but meaningful responses to questions asked him.

Is there any essential operating dif- ferences from area to area?

The essential operating differences for our area come in the form of the limited type of amusement equipment we are able to operate due to the city and state ordinances. Also, the high rate of advance commissions and new equipment needed to meet competition which is very strong because we have no local association.

What single piece of coin-op equip- ment is most lucrative to operate in your area?

We have found that pool tables are the most profitable.

What, in your opinion, is the most important factor to take in the busi- ness during the past five years?

The introduction of the coin-operated pool table.

In what way has it helped your business?

Pool tables have helped to increase and maintain patronage problem, therefore, responsible for an overall increase in sales.

Any of your location on 2 for 25c play.

Eight per cent of our music locations is on 2 for 25c play and hope- fully, we will be able to convert 100 per cent to the more profitable price structure in the near future.

Do you find money to be tight in your area, financing?

Financing and money has become more and more difficult to acquire, however, it is still available, but at higher interest rates and points.

What makes a good piece of coin- operated equipment, its looks, its quality, serviceability?

A good piece of equipment depends upon the total combination of all three categories — serviceability, quality and looks. All three are prerequisites for an outstanding piece of equipment.

Where do you place the most impor- tance in obtaining a new location, your talent as a salesman, the equip- ment, etc.?

Location public relations work and quality equipment offered go hand in hand. Then, the very fact that the location has a need for the equipment is important also.

Do you find operators in your area upgrading and rotate their routes on a regular basis?

In our territory only a small per- centage of the operators do.

What is the largest legislative prob- lem confronting the business in your area?

We have two legislative problems. A bill passed in Albany this year which will keep states sales tax from music and games.

Is your association banding together to fight this legislation?

Yes they are. As a member of the state association, I can say, they have purchased three routes over the past four years.

From your own point of view, what is the present state of the business?

Very healthy, but we must keep ad- vance commissions and loans under control.

What would you like to see happen in the business during the next year or so?

A program directed towards increas- ing interest among the general public, so as to attract better qualified per- sonnel and encourage more of them to join our industry. We have a tremen- dous shortage of qualified men and women.

What technique do you employ in programming music for your locations?

We give requests top priority and then we try to tailor music to suit the individual location. We have approxi- mately 30,000 records on file, cross-indexed by title and artist.

Do you program any Country & Western material?

Yes we do program the C&W prod- uct and have had much success with it.

Do you feel the record industry at large pays sufficient attention to the music operator thru promotion and the type of product made available?

I think they have neglected us to a greater degree than they should, or ever realize. One area where it is quite evident is in the type of music they make available to us in the cocktail lounge locations. There just doesn’t seem to be enough of it.

What are your feelings on public relations?

Regarding public relations, I am sure that most operators have excel- lent relations with their locations. However, from a general public stand- point, a great deal of work is needed to improve the image of our industry. There are several good men doing work in this area but they can’t do it by themselves. It requires the atten- tion of everyone involved and we won’t see any national results until we take it on a national level.

What about a comment on the future?

I feel the future of the coin machine business looks promising. All oper- ators should endeavor to support their own, national, state and local associations. This will give the industry its unity and strength to overcome any future obstacles and to bring about better communication and relations with all segments of the industry.

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STRIKE SCORES 30 – SPARE SCORES 20 –

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**15c Play—2 for 25c** (Also Adjustable to 10c Play)

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7105 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Cash Box—August 31, 1968
**Gottlieb Debuts 2-P "Paul Bunyan"**

CHICAGO—Gottlieb is doing big things! It's a good bet that their latest two-player flipper "Paul Bunyan" will also do big things.

Paul Bunyan offers players "dynamic total playfield action" with four exciting features. 1) The playfield is adorned with six flippers which allow players to make "restr recovery shots" to the top of the colorful playfield. 2) The second feature comes in the form of an exhaustively rotation sequence which lightens "running Light" rollover and target for 500 points. 3) This feature is called "ballaysy targets" and when hit the rollender lights and allow the player to shoot again. 4) A big 600 points are scored when players activate either of the two "kick out holes" when they are lighted.

The one feature that is rarely mentioned is a new amusement game of this nature is the artwork on the playfield and back glass. Paul Bunyan has a picture of the legendary woodcutter himself on the back glass, which shows several girls in the act of shaming him with an ax, combing his hair with a pitchfork, sweeping his clothes with a house broom and scrubbing his legs with a sign hanger's brush.

Another impressive feature that is certain to stimulate competition on the game is the words, "It's more fun to compete," on the back glass.

The game accepts nickels, dimes and quarters and has the traditional Gottlieb cabinet features. The game is now on display at all Gottlieb distributors.

**Rowe Sponsors S. School For The Blind**

WHIPPANY—Rowe International recently concluded a one week service school that dramatically illustrated the progress that vending has made in the last decade. The school was held in Kentucky and was conventional in all respects except one: the class was composed entirely of blind people.

The students, fifteen in all, were all from the Kentucky Federation for the Blind, which operates a number of manual and automatic Blind Stand vending locations throughout the state. Under the direction of Rowe service engineer Gordon Winfield, the students received a full 40 hours instruction on hot and cold drink machines, candy, pastry, cigarette, and hot and cold food vendors.

And they did remarkably well, as Winfield describes. "As we explained the machines, the students followed the operation by touch. Working in teams of five, they picked up the machines and then performed them on their own.

"There were no short cuts," Winfield continued. "We covered every service point just as we would in any other school. And we ended up with well qualified service people."

Jim Aboto, Rowe's director of service engineering, said, "While we continually strive for ease of serviceability on our equipment, this school had to be the acid test. The easy replacement and repair equipment is a must. And while the success we had in this school doesn't mean we will stop improving, it does indicate that major progress has been made in simplifying service."

The Kentucky Federation for the blind is similar to many other state organizations in that its objective is to completely integrate the sightless into society. The Federation's Blind Stand program has been a great success in that respect, and it seems destined for even greater heights considering the abilities of the blind operators.

"In fact," Winfield added, "the blind people we instructed easily make up for all the lack of sight with their highly refined sense of touch. With enough training, they can be taught to perform all the service operations necessary to maintain a full line of vending machines."

A great deal of the preparation for the school was done by Rowe's distributor, J & J Distributing in Cincin-

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Either one is the perfect pool table for your locations. The Electra features an electrically operated drop coin mechanism (used with either a battery or available current) while The Classic features a "feather touch" cheat-proof coin mechanism.

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**ROCK-OLA**
Annual Vending Study Reveals '67 Profits
4.1 Per Cent Of Sales Before Taxes

CHICAGO—Average net profits for vending service firms remained virtually unchanged in 1967 at 4.1 per cent of sales before income taxes, according to an annual study released last week by the National Automatic Merchandising Association. The 1966 figure was 4.4 per cent.

The profit data are part of the results of the 21st annual Operating Ratio Report compiled from financial reports submitted by NAMA members to Price Waterhouse & Co. The study is undertaken by the association as a service to its more than 2,000 member firms.

While the profits held steady, a change in the compilation method produced significant shifts in other figures, compared with previous years. The largest reporting companies omitted the majority of nonvending sales from their figures for the first time in recent years, creating a more accurate reflection of actual vending machine transactions. Compared to 1966, the sales reported “other than through vending machines” dropped from 60.5 per cent of total sales to 4.4 per cent in the 1967 report.

As a result, the average figure for payroll costs declined to 18.1 per cent of sales from 21.1 per cent in 1966. Commission payments to locations registered a 24 per cent increase to 10.13 per cent of sales (from 8.17 per cent in 1966), also reflecting the change in reporting methods.

Average sales per machine were generally higher in 1967 (figures for 1966 are shown in parentheses):

- Cigarettes, ($1,031); Candy, nuts, gum and biscuits, $783 ($726); cold cup beverages, $2,699 ($2,000); hot cup beverages, $3,150 ($2,000); ice cream, $1,171 ($1,262); milk, $2,203 ($2,147); sandwiches, salads, pastry, $1,129 ($1,000); hot food, $1,260 ($1,131); bottled and canned soft drinks, $953 ($1,292); miscellaneous products, $1,103 ($834).

Total sales volume for the 185 companies which submitted data for the report amounted to $355,801,203. The number of firms is similar to that of the 1966 report, but total sales volume dropped because a large percentage of nonvending sales by participants was excluded in 1967.

Of the participating vending service firms, 56 had annual sales of less than $250,000, while 5 reported sales of more than $10,000,000 each. The report gives detailed breakdowns by five sales volume brackets, by types of products vended and includes data on operating costs, gross margins, sales per machine, per employee and on deprecation practices.

The annual Operating Ratio Report is compiled from confidential figures submitted by NAMA member firms and directed to Price Waterhouse & Co. Copies of the report are available only to members of the association, at a cost of $10 for the first copy and $1 for each additional copy.

Mrs. Rodstein Named
C'man of Hospitality

CHICAGO—Mrs. Albert M. Rodstein, Wynnewood, Pa., has been named chairman of the ladies’ hospitality committee for the 1968 Convention and Trade Show of Automatic Merchandising, according to Meyer Gelfand, president of NAMA.

Scheduled from September 14 to 17, the convention program meetings and the exhibit will be at the Philadelphia Civic Center, Philadelphia, Pa.

Program plans arranged by Mrs. Rodstein’s committee include a tour of the new U.S. Mint in Philadelphia, a musical program, and a bus trip to Peddler’s Village. Registration for the ladies’ program will be at the Philadelphia Civic Center.


Mrs. Rodstein is the wife of Albert M. Rodstein, president of the Mascot Variety Vending Company, Philadelphia.

Having playfield problems?

Eliminate warping and breaking with new Marquee by Fischer
with honeycomb playfield

The ONLY coin operated table with a playfield guaranteed for 5 years.

Guarantee covers warpage and breakage for a period of 5 years to the original purchaser. Some quality as the REGENT:

100 Series 56" x 101".

90 Series 52" x 91/2".

Cash Box—August 31, 1968
Eastern Flashes

STOMPIN’ AT THE PLAZA — The lush red carpet of New York’s magnificent Plaza Hotel was laid down for a goodly portion of the Rock-Oh distributor network personnel last Tuesday as the factory previewed something brand new in music. The new machine, due for national release in September, was introduced, described and technically outlined by factory brass who included Dr. David Rockwell, Gladys, Leslie Reck, Art Janicek, George Hinsch, Hugo Gorans and Oscar Rosen. Dists on hand to meet their new beauty included Al Simon, Al D’Izillo, Len Schneeler, Bob Niy, Milt D’Inzillo and Bert Bettini, representing the AMUSEMENT Exposition 11-12-13 Chicago, IL. Steve Darlow, our. And it’s not a film unit! ... Howard Reinhardt, president of BRAD, Inc. and inventor of the famous cup run which now saves the billiard industry much time and expense everywhere, on a brief tour of the East Coast, including stops in Washington, Philadelphia and New York. Howard reveals he’s about to open brand new factory quarters on Jefferson Ave. in Detroit to accommodate expanding his on the BRAD line.

CALLING ALL RESERVATIONS— Ben Chicozy, managing director of our MONY, under the State Fair, has his staff of clerks busily putting together reservations for the companies who have already spoken for by the trade at the Homewatch Lodge so let’s get going. Meanwhile, Ben’s just about completed preparations for the association’s Major Medical Plan and will be mailing details to members shortly.

DAVE AILING—Late news in from Philadelphia that Dave Rosen has suffered a heart attack and is currently resting quite well at Hahennann Hospital, located at Broad St. and Vine St. Send your get well wishes. ... Also from Philadelphia comes word that veteran vending trucker Mike Goldberg is expanding his most profitable Mid-City Auto Wash complex. Lots of dough in dirty cars ... too loud of late to trade up onto the coin carwash thing when it first started. Mike’s operations now are on an extended five-country tour of Europe. Len Schneeler, of U.S. Billiards and many of Joe’s, saw them off at J.F.K. Airport early next week.

HERE AND THERE—Big story on giant Trimount Audio bash to be held in next week’s issue. Reps of over 100 operating companies and allied trades are expected at the glamorous Blue Hill Country Club in Canton, Mass. Friday, Aug. 27. ... By way of the Minnesota Daily, the annual event climaxizes the distrib’s dynamic summer promotion on music and amusement. ... Urban Industries’ Nat Baily, back in the factory of his operation with the family. ... Tom Tanzatelli, of the Syracuse one-step, picking “Wine and Violet” by Osborn for his bestseller on Buddha Records for ops this week.

Upper Mid-West Musings

Gabby Clouseau, Grand Rapids, in town over the weekend, took in a couple of ball games and Monday morning was putting the rounds. ... John Carlson, Nashvau, in town for the day on a buying trip and record buying and records and parts. ... Darlow Maxwell, Pete, on the way to the cities from St. Paul, was off at Huron, and picked up Tony Batchford, both driving in to Minneapolis Monday afternoon. Tuesday afternoon they were guests of Steve Lieberman and played golf at the Oak Ridge Country Club. ... Bob Keese, Forest Lake, in for the day as was Jack Godfrey from Chicago. ... Ralph Kallen in town on a hurry up trip and driving back the same day. ... Bob Lucking and his two daughters in town for the day. The girls phoning the drive in cities. Mr. & Mrs. Earl Porter and Mr. & Mrs. Craig Porter, Mitchell, drove to Minneapolis for a few days vacation. ... Mr. & Mrs. Carl Gedney, International Falls, in the cities for a few days on a buying trip. ... Mr. & Mrs. Nik Berquist and their children in the cities for a few hours, Nik taking care of his business and then driving back to Duluth to see the Ice Caps. The L. E. & L. Company have moved into their new quarters at the Met. Sports Stadium Center Sept. 3rd. ... Allen and Rossi at the Minnesota State Fair starting Aug. 29.
Chicago Chatter

COOKIN' AT CHICOL—A most diligent Mort Seccore talks of the factory's brand new four-player "Stage Costel" like it's the greatest thing since sliced bread. And Mort reports exceptionally high enthusiasm from his distributors who claim the new line is outpacing the competitors record—yes, record collections at many spots. And it's just the beginning. "This 'Number Match' feature, I suppose, is the principle reason the customers are crazy about the new line," said Mort. "Give 'em an extra term to score and win the free game and you're halfway there."

Plenty of good playfield action takes the game the rest of the way. ChiCol has also premiered their brand new Starfire 'big ball bowler this week and their distributors are most anxiously awaiting deliveries. Enthusiasm for bowler tournaments on location should spurt up deals of sales for distrubirs on this piece.

Alvin Gottlieb's very, very big on that factory's brand new two-player pin 'Paul Bunyan.' The new Gottlieb paintable offers the customer more action than you can shake a stick at—with a total of 600 point klickout holes, "shoot again" potential with bullseye targets, and running light rollers. Alvin terms it 'total playfield action' and he ain't kidding. The art work of that machine is also first-rate. Colorful, and good fun. Should promise to be one of the biggest of the season. Alvin, who at Midway info's his European distributor network, set up in the last year, is doing a truly grand job, moving a most healthy percentage of their equipment models. Ross is most gratified at the trade's initial reaction to their new 'Fantastical' shuffle. For one who up to the ante on the play price, Ross says there's over 37, yes 37 different coin combination advancements which accommodate as its delivered from the factory. Price converters are included. The Helicopter, which is really new, and makes and markets for the European trade, has proven out favorably on their initial delivery.

The big Rock-Ola preview showing of their new music unit at New York's Plaza Hotel took most of the factory brass out of Windy City for most of the week. After New York, Dr. Bausch, Mrs. Bausch, and Mrs. Harry G.et al. were off to New Orleans and Atlanta for the remainder of their distrubirs.

THAT'S WHAT YOU THINK—"I've gotten along without the association for twenty years, and I guess I can continue to get along without it now." That's what an operator said to Fred Gailey when he approached him on the matter of joining ICMA. Gain said, "Nothing could be further from the truth, both in the past and in the future. What the operator meant was something like, 'For years, I've reaped the benefit and protection of the work done by state and national associations, but so far I've done my share by not paying my rightful share of money, time and work.'" Mickey Schaffer, pres. of ICMA said, "Association membership is the best insurance policy an operator can have. It insures his business—from which stems everything he owns, or ever hopes to own."

TURN-AROUND—It was learned from a recent issue of the Wall Street Journal that the managements of Commonwealth United Corp. and Seeburg have been holding discussions that could lead to Seeburg being merged into Commonwealth, growing corporate complex. In the past, Seeburg has made unsuccessful tender offers for Raytheon, Rheim Mfg and Warner Bros. Art's Ltd. Seeburg earned $3 million from operations in the nine months ended July 31, up from 1.5 million a year earlier.

California Clippings

COMIN' SOON—The American Corp. will be in Seattle, Wash. at the Olympic Suite of the Seattle Center on August 28. (Wed.) for a dealer presentation on the entire concept of the firm's Pocketdisc 45rpm single. Fred Hyman of American informed us that 22 manufacturers will be on hand to hear a presentation on the product along with rock jockers, retail dealers and other interested companies. The agency for American will give details on back-up promotional support such as radio spot schedules, media data, and sample promotion material. Lou Lainat of Consolidated Dict. Inc. will outline the sales presentation plan. The vending unit that will debut sometime near Oct. 16th, will also be discussed. Firms like General Electric, RCA and Panasonic will be on hand with their battery operated, transistorized and solid state 45rpm record players. The affair should start sometime around 5:30 PM on Wed.

ON THE ROAD TO S.F.—Pat Shannon, V.P. is in San Francisco talking up Cinema Mfg.'s new coin-operated film unit, Color-Tek. At Portales Bob Portales of Portales Automatic spent a few days last week in New York City for the unveiling of Rock-Ola's new music machine, 'House for Less' and the ACA staff gearing towards the MOA Expo '68 for consol 130 phonograph...Johnny Weiss of American Shuffleboard Sales, reports good sales of American pool tables all summer.

Houston Happenings

Ben J. Kelly, 66, owner Southwest Amusements, Inc. died Aug. 4th in a local hospital. Our sincerest sympathy to his widow Rosse; daughter Kathy Marie and his two sisters. Kelly was a member of Episcopal Church, Arabia Temple Shriner, Scottish Rite Bodies and Elks Lodge. He also was a member of the American Merchandise Assoc. and International Pressmen and Assistants Union of North America. Ben, always active in local civic matics, participated in all the other organizations of which he was a member. He was an authority on the stock market and other forms of investments. Extremely proud of his union affiliation, he, until just recently did a stint with one of daily papers during vacation period just to keep his hand in. Local coin machine industry and community as a whole suffered a loss at his passing. . . . Conversed briefly with Alvin Bares, free lance coin machine mechanic, as he marked time at a major shopping center while daughter did a bit of shopping. Mrs. Pauline Lemke, wife of Al Lemke, dean of Houston musicmen, recently was guest of Mrs. Harold Dally, wife of H. W. (Pappy) Dally, head of H. W. Dally, Inc. (one stop and record wholesaler and producer) at the beautiful summer home in Winnsboro, Winnsboro is located in midst of the famous Texas Hill Country. . . . H. A. (Hoddie) Franz, head of H. A. Franz & Co., Houston Distributors, together with his family off for an extended vacation... Operator O. L. Winstan, owner Rocket Music Co., inferred a slump in routine operations past two months. . . . Bud Wright, service man at H. A. Franz & Co., as usual took an early vacation and now looks sort of mournful when listening to favorable reports from someone just returned from that event.
British Operator Proves Good Publicity Pays

One of 48 delivery-service vans operated by Holmark Coin Equipment Ltd., Morecambe, England. Peeking above the famous Bally “Sir Prize” is Mr. “Omo” Harrison, who, like Mr. “Mike” Carson (rear) is a member of the staff of 35 Holmark field engineers.

Herb Jones, advertising manager of Bally Manufacturing Corporation, Chicago, thinks American operators could take lessons from Joe Holmes, Director of Holmark Coin Equipment, Ltd., Morecambe, England, and his aggressive public relations officer, K. G. W. Warren.

“Ten a British pub (tavern) landlord,” Jones says, “sports a handsome necktie which Mr. Holmes supplies to his numerous locations and which replaces the pastel-coater common in America. In addition to the company name and, of course, a replica of a Bally bell machine, the towel reminds users that Holmark is ‘from coast to coast your amusement host.’

“Although the references are to the coasts of the North and Irish Seas, a narrow span by American standards, 48 Holmark delivery and service vans (trucks) are busy daily, bringing new Bally equipment to sites (locations) in the area, keeping the machines in sparkling tip-top condition and fetching back collections. In addition to the Holmark slogan each van prominently displays the famous Bally emblem.

“Holmes is in constant touch with every site in the vast ‘Shire’ of Holmark through the work of 35 field engineers and another 30 at headquarters, together with his frequent personal inspection tours. But this is not considered enough. Every other month every landlord receives, a copy of Holmark’s News and Views, a smartly little magazine which neatly blends up-to-date information with amusing items.”

TOKYO—Sega’s long established program for sending staff members on annual round-the-world training and orientation tours got underway this year with the departure from Tokyo on August 1st of three key employees. The “Operation Key Man” itinerary during the 7-week tour of 10 countries will include visits to most of the major U.S. and European firms that Sega represents in Asia. The educational, market-oriented trips are designed to broaden the perspectives of the participants and enable them to contribute more in the course of their subsequent work.

This year’s travelers are Sales & Advertising Manager S. Shima, Quality Control Department Chief N. Ishikawa and Osaka Regional Office Head T. Saito. Some of the photographs taken by camera enthusiast Shima will probably find their way into future Sega Calendars and promotional material.

Following tradition, more than a hundred friends of the three Sega staffers gathered at Haneda Airport to bid a good journey and a safe return.

‘Operation Key Man’ Group Set For 7-Week 10-Nation Educational Tour

This year’s “Operation Key Man” staff of 10-nation educational trip, (l. to r.) N. Ishikawa (Quality Control), S. Shima (Sales Advertising), T. Saito (SEGA’s Osaka Regional Headquarters).

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Count every word including all words in firm name. Numbers in address count as words. Orders not accepted unless paid in advance. Mail checks or money orders to CLASSIFIED, CANTOBOY, 1912 Broadway, New York, N.Y. 10023.

BALLY WORLD CUP, Write Budge Wright's Wayne, 1412 W. 15th, Portland, Oregon 228-7255.

BINGOS—All models available to Golden Gate to Silver Silos. Also one music Box Productions Piano. Call WASKICK NOVETY at (304) 302-3791 (Morgantown, W.Va.)


FOR SALE—20 Bally Championship Hurns—20, all working mechanically perfect. Price $100.00 each. Contact: Mid-West Distributions, 271 N. Madison Street, Rockford, Illinois 61104-926-8887.

FOR SALE: Ten Chines. Downey—M33. $200.00, 2025 Turf & Ceremony —AVAIL $75.00 each. Contact: Louerc, 3180 Long Ave., New Orleans, La. 70113. Phone: (504) 529-7321. Cable: NONVICO.

FOR SALE: —226, American Shuffleboards, rebuilt, conditioned with refined tables. Call or write for prices. M. C. Armittage, 12132 E. 12th St., Toledo, Ohio 43604. Tel: (419) 243-7191.

FOR SALE: OVER 200 DIFFERENT MACHINES IN OUR COLLECTION—FOR SALE—Island, Boston, Chicago, Atlantic City, New Orleans, West Coast, Dallas, California. Reach us by phone at 121-861-6115.

FOR SALE: 2019 NEW TWIN DRAGON MACHINES (Kenerly), 25 used ones. These are new production machines, refurbished, and are ready to play, all 70 Bally Grand Slams, 20 on the Illinois machines. Contact: Superior Machine Co., 1025-104th Street, New York, N.Y. 10031. Phone: 212-630-2989. Area Code 212.

FOR SALE: USED BALLY FRUIT SLOTTING MACHINES—$250.00. Call or write: SUGERMAN & DREZ K. N.Y., 92115. Tel.: (212) 499-4511.


FOR SALE: USED BINGO MACHINE FOR SALE. Write C. E. FORD, 2735 72nd Avenue, Providence, R. I. 02904. Phone: 4-251-6700.

WANTED: RECORDS—Used, 45s and LPs. 10 or more. Write: BINGO MACHINE WANTED FOR LEGAL TERRITORY IN N. Y., E. N. N. W. V., and/or NEW JERSEY. Reply: BOX A—ARCADIA, CALIFORNIA 90106.

WANTED: RECORDS—45s and LP's. For sale or trade. Address: 3275 72nd Avenue, Providence, R. I. 02904. Phone: 4-251-6700.

WE CAN'T PRODUCE all the Country Records, but we can handle whatever is needed for your operation. You get the Best in the Business. Any size operation, and we do service on All Record Machines. Give us a call. 1223 BALLY'S — BOX A—ARCADIA, CALIFORNIA 90106.

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HUMOR

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Hirsch de La Vizc (left) and Fred Granger discuss plans for the gala stage show to take place Sunday, Oct. 13th, during the last day of the grand MOA Expo '68. The Ballroom at the Sherman House, site of the Ballroom will hold a crowd of 1,000 and both men expect an overflow crowd. At least everyone will be able to see the show this year. The picture at right is part of the Ballroom where dinner will be served. The convention was better in '67 than in '66 and MOA Expo '68 will be even greater, so plan to attend now! Dates: Oct. 11-13th.

CHICAGO—MOA executive vice president, Fred Granger, said in a telephone interview last week that the 1968 Expo was "in effect, "in exercise," "in embryo" "in essence," "in every way" "in all respects," "in every detail," "in all details," "in all respects" "in every detail." "In short," he said, "it is going to be a tremendous amount of interest from all facets, especially in the area of One Stops." Because of the great interest and the planned One Stop Seminar Granger has sent out personal invitations to nearly all the nation's One Stops asking them to come to MOA Expo! Granger also asked for volunteers to sit in on the One Stop Seminar panel which will discuss the current issues facing them and music operators. Ten prominent men and women have already agreed to be panel members. They include: George Friedman, Northern One Stop, Cleveland; Chet Kajeske, Martin & Snyder, Dearborn; Stuart Glassman, Radio Doctors, Milwaukee; Charles Chissey, Hi-Fi One Stop; John Phole, Original One Stop, St. Louis; Leonard Silver, Transcontinental One Stop, Buffalo, NY; Leroy Davidson, One Stop Phonograph, Kansas City; Mrs. Evelyn Dalrymple, Liberman One Stop, Omaha; Eric Berryn, I.0. Record Sales, New York City and Bucky Bachman, Redisc of Baltimore. Also volunteered just before press time were Tom Gardino and Sam D'Agostino both of Baton Rouge, La.; Fred Siglora of Singer One Stop, Chicago.

Granger said, "Billy Cannon and I discussed the possibility of an overflow of panel members arriving at the decision to accept anyone who volunteers and have all those we cannot put on the dais sit around tables near the dais. This way we can get everyone's comments. We would like to have a good solid geographical representation of One Stops." The One Stop discussion could very well be the highlight of this year's Expo, with the wide variety of opinions, it should get pretty hot! Any One Stop interested in being represented is urged to get in touch with Fred Granger at MOA HQ's, 322 S. La Salle St., Chicago 60601 or call him at (312) 726-2810.

Hirsch in Chicago

Hirsch de La Vizc, MOA Expo Show Producer, and Frank York, leader of Frank York's Orchestra which will accompany the artists, met in Chicago with Fred Granger on August 19 & 20, to discuss details of the stage and arrangements for the musical extravaganza, slated for Sunday evening, Oct. 13th. This is the first time Hirsch has ever presented the stage show in the Sherman House, although MOA has held the Expo there previously. Hirsch reports that the acoustics are great and the stage is positioned just right so everyone will have a good view of the artists. The Ballroom will hold 1,000 plus and Granger expects about half that many to attend. The stage show is expected to run about three hours. Hotel registration cards will be mailed out on Oct. 10th, and advance registration for I.D. badges soon after.

The Old Days

Memories of the old days came to mind when Granger said that several state groups were planning excursions to the Windy City. Virginia, West Virginia and Illinois have already set
Mancini— with a Latin accent.