
The Archies: SWEET, SWEET 'SUGAR, SUGAR'

INT'L SECTION BEGINS ON PAGE 51

THE WALLACE COLLECTION

September 13, 1969

Cash Box

$0.59

www.americanradiohistory.com
Johnny Mathis:
So you love; love a little more.

We don't mean to shatter images with super-practicalities; but frankly, even if love is beautiful, it's also big business. And Johnny Mathis has to be one of its tycoons.

His single, the first vocal version of the "Love Theme From 'Romeo and Juliet'," "A Time for Us" (4-44915), is on the charts. And moving.

His Love Theme from "Romeo and Juliet" album, featuring the single, is also well on its way to success.

So stock both. The album. And the single. Between the two, you'll never suffer a broken heart. On Columbia Records.
Japan: Explosion '70

Japan, the industrial giant of the Pacific, will focus on its achievements and that of other nations at its turn for a global fair, Expo 70. According to record industry sources reached by Cash Box over the past several months, Japan will probably celebrate in 1970 its emergence as the second largest market for pre-recorded music. To western tradesters who may be astonished to learn that Japan, as a $100 million plus music market, will surpass England in the number 2 sales spot, there should be the awakening to the fact that Japan's music market is not one of those instances wherein a country's musical appeal is largely limited to local talent — strange as it may seem in a country whose life style seems more exotic than relevant to that of the western countries.

For the U.S., it's been a happy fact for years that U.S. music, instrumental, vocal, jazz and country, etc., is a major source of interest among Japanese music fans. For the likes of Simon & Garfunkel, Ray Conniff and other vocal acts there is no need for the latter to perform their works in Japanese — English will do, thank you. It's also true that many American performers who may have a tough time selling their wares in the U.S. are among the idols of the Japanese. Lest the reader hold that American acts and music leave little room for other global sounds, the country has taken such acts as the Beatles, the Zombies, Paul Mauriat, among others, to the bosom of its musical taste, too.

While it's generally accepted that even further expansion of the Japanese music market must have in tandem a more aggressive, modernized merchandising point of view, it's also evident that Japan is on the road to a more mass-merchandising concept of doing business. It was, for instance, pointed out by Harvey Schein, head of CBS International, that one of the reasons why CBS selected SONY as a partner in a successful disk operation was that this newer corporate giant on the Japanese scene was not tied to the tradition-bound thinking — some of it going back a half-century — of much of Japan's music industry. Of course, one can reply that tradition or no, Japan has achieved its music market position even under the alleged burden of old-guard approaches to business. However, unless Japan's music industry accepts the need for a merchandising revolution — already contributing to Europe's record boom — then it runs the risk of not meeting even greater potential — a potential that may not mean eventually besting the U.S., but making its second spot virtually unchallenged.

Whatever the case, Expo 70 should serve as a clarion call that Japan has become a vital music market with an international scope that cannot be denied. Expo 70 is a good time for tradesters to make a call on Japan and take a deep look into its robust status as a music market.
We're taking "Black Berries" off the market!

Although you made us number 43 bullet, Cashbox, 79 bullet, Billboard, and 56 bullet, Record World, we found that for a lot of people this record wasn't their thing, and our thing is to make your thing easier.

we just hope our new record

"Was it good to you" TN-908

from our new L.P.

"The Brothers Isley" TNS-3002

is your thing.

Kelly Isley / Rudolph Isley / Ronnie Isley

distributed, marketed and promoted by

Available exclusively on ITCC 2 and 8 track stereo tape cartridge

Buddah Records is a subsidiary of Viewlex Inc.
When Steve gets excited about a song, we get excited about a song.

Steve's excited.

Steve Lawrence's new single, "The Drifter" c/w "To Say Goodbye" #74-0237
CBS England Confab: Company Enters Musical Instrument Field; Maps Massive Program On Records, Cassettes

Southampton — CBS Records announced its entry into the musical instrument market today here, with the launching of its Zappa's progressive Straight label for distribution here.

In his opening address following a clip from the movie "April Fools," CBS President Sir Edward Granville drew attention to Cinema Center Films, the CBS offshoot that produced "April Fools." This was just one of several major CCP projects that demonstrated the heavy commitment of CBS to films, and they would be a rich source of soundtrack albums.

LP Explosion

Glancy commented on the continuing "fantastic" growth of the LP market in the U.K. "Over 80 million LPs were sold last year, and this year will be considerably up," he expected to top the $5 million mark.

"A lot of these results are being contributed to the new record field," he said. "But the full-price range is continuing to grow, and this year there is a substantial increase in the high price range of LPs."

There will be two-stage launch. First, "Lullaby," Glancy's "initiation" LP, will be issued, and there will be a market test in a limited number of outlets on a trial basis. If the results are positive and successful, we'll go national in many more outlets with a target of around 500 shops in 1971.

Kirshner's Exclusive RCA Deal: Indie Exec Producer, Consultant

New York — RCA Records and Don Kirshner have just concluded an agreement under which Kirshner will act as independent executive producer and consultant for the label. RCA executive vice president and general manager for RCA, in announcing the contract pointed to RCA's associations with Kirshner over the last two decades and "the positive and profitable" relationship Kirshner has had with RCA.

Among the artists who have been in Kirshner's stable are Al Kooper, RCA's current resident, and in the past were Neil Sedaka, the Troggs, and Johnny Mathis. Kirshner will also have the stars of various RCA talent such as the Carpenters and the Osmonds. Kirshner is also involved in the recently mentioned "Arabian Sand," and has been a mentor to many artists, including Neil Diamond,升降机女, and "The Look Of Love," "To Sir With Love," and "Happiness," all of which have been winners with Kirshner.
If They’re Good, They’ll Sell

These Are Selling
Music Business Views

**LP's Mark Motown Drive**

10/17—The Motown family is becoming a bit larger. The late Tamla Records has added a 19 album release, All In Love Isicina. It was recorded by Stevie Wonder, producer Arif Mardin, and has a horn section from the Temptations, and the Supremes and the Temptations. It was produced by Motown's house band, the Funk Brothers.

**Amour**—Morris Gaye's "That's The Way Love Is" Smokey Robinson & The Miracles' "Four In Blue" -"The Marvelettes' "In A Blue Room" & "Anita" Gaye's summertime team-up, "Mister Man". The three albums on Motown are: "The Temptations' "Puzzle People", "Mary Wells", "Supreme Guitars", and "Winner's Circle, Vol. 4".

**Soul is represented by four LPs**, including Northern Soul by Gladys Knight & The Pips, "The Prime Of Life" Long, a commemorating album to the late singer, Edwin Starr & Blinky's "Just We Two" and "Scooby Doo, Where Are You". An anthology recording featuring older cuts from Stevie Wonder, "Detroit" Single and "Luther" Single, "Luther" Single and "Luther" Single, "Luther" Single and "Luther" Single.

**Easy**—Every LP is an instant seller, sold a million copies and soon they hit the counter and the distributors know this. The industry will know it is hot.

**Mansfield Outlines MGM Promo Concept**

NEW YORK—Utilizing an eighteen-man regional team, Ken Mansfield, recently named director of exploitation at National Records, has named two co-national promotional managers to handle the western part of the country, while Tom Kennedy will concentrate on the eastern part of the country to Mansfield.

The two new appointments are part of a 18-man regional team of promotions men that Mansfield has established as designed to give him immediate promotion coverage of single and album releases. Mansfield stated that this is the first time in the past that such a system of promotion will be employed, calculated to solve the problem of distribution time lag, speed up service to radio stations, achieve tighter promotion coordination, and shorten the travel areas.

Mansfield said that both co-national promotion managers will have complete autonomy in their individual territories but will be guided by him in establishing their plans to coordinate their efforts and concentrate on making hits.

Saul, with ten years experience in the record business, was formerly in charge of the MGM Records west coast staff. He recently joined the major label, Capitol Records, as executive vice president in charge of their west coast operations, while also as regional director of promotion in Philadelphia.

Kennedy, with sixteen years in the business, was formerly in charge of the MGM Records west coast staff. He recently joined the major label, Capitol Records, as executive vice president in charge of their west coast operations, while also as regional director of promotion in Philadelphia.

**TA Hires Vic Creatore For Pub, Label Singles**

HOLLYWOOD—Vic Creatore has been named to a professional music staff by Ted Gersh, the CGM Music Group, which is the public relations agency connected with Columbia Records, a division of Associated Records. Creatore takes this position after leaving his post as producer of a Washington music show.

**Release of Disks**

"I'm Comin' Back", a single by Denny Lamber, is the first single released by the T-Records. The song, written and produced by Lambert and his partner, Brian Potter, is getting play on local coast.

**TA Records has also just released "Sung To The Soldier". It was recorded by The Original Cast, a Canadian Group which had toured with GLEAM, and recently completed a college tour with Johnny Mathis.**

**Saul, Mansfield, Kennedy**

Farrow Exits Valando Firms

NEW YORK—Columbia's Farrow has resigned from the professional department of the Valando Sunbeam music firms. With the units for the past 8 years, Farrow worked on such Broadway scores as "Fiddler On The Roof", "Cabaret", "Apple Tree", "Maggie Flynn", and "Zorba". He also did contact work on such Broadway shows as "Sugar", "Les Girls", "Wonderful World", "Play It Again Sam" and "Family Tree".

Farrow joined the Tommy Valando Company of Valando Sunbeam and Eddie Joe's Joy Music as professional manager. In 1966, Joy was sold to Haji & Range and a record division, Joy Records, formed under Farrow and his partner, At Joy, where he was associated with such hits as "Lipstick On Your Collar", "Rock & Roll Right", and such joy artists as Jamie Horton, Ronnie & the Hi-Lites, among others.

**Kornfeld On Woodstock: New Responsibility For Music**

NEW YORK—a new upswing in image for the music business was the result of the recent Woodstock Music and Art Fair, according to the head of the disk producer Arif Kornfeld, who, along with Michael Lang, organized the fair.

Kornfeld, Lang To Maintain Relationship

Michael Lang and Artie Kornfeld, who are co-president of Woodstock Ventures, organized and operated the fair. The by-stander Woodstock Music and Art Fair are continuing their association as partners. Their plans include the record label, production firm, film company, and such other related fields. The plan is to try to continue the Woodstock ventures operation in the near future.

**Other Fests**

Following the peaceful principles laid down at Woodstock, several additional music fests over the Labor Day weekend came off without a hint of violence. One fest, the Canadian Group Mountain themed "There's a lot of things, important things, which have been left unstarted," Kornfeld told Cash Box, "because we were wintering for the hysteria to settle down. We think everybody needs a chance to look at this phenomenon in true perspective to realize its full implication.

In addition to reversing the bad feelings created by earlier, violent, Irden fests and concerts, Kornfeld also believes that Woodstock has also helped brighten the industry's financial picture, due to the vast exposure given to the artists that appeared, plus all the resultant publicity. Everybody who came up there was on his or her best behavior, and might have been an already established act, or it might have been a newcomers, like Donicula or Santana, but nobody left untouched.

**Avco Embassy Opens W. Coast Branch: Kane Is Manager**

NEW YORK—Avco Embassy Records, recently formed label enjoying Top 100 activity on its first single, has opened a west coast office managed by George Kane. According to Hugo & Luigi, veeps and chief operating officers of the Embassy label, the west coast office was opened in view of the fast-growing west coast market. An A&R master purchase out of Cleveland and "Hold Me" by The Bakersfield Three, enters the Top 100 this week in the number 87 spot (bullet). It was also pointed out that west coast producers, who have been referred to as "Don't Go Daddy" by Mitchell/St. Nicklaus and "Lose Of Me" by People Tree.

Kane will handle A&R duties as well as represent the firm's pressing interests. Kane said he would maintain "an open door" policy for creative talent. He'll setup offices at Avco Embassy Pictures at 100 Avenue of the Americas.

Kane was one of the original members of A&R's, he and a few others two years ago to enter the business end of music business, he is vice president, general manager and handled artist relations and contemporary music, led the branch that ran his own management company, Global Talent Agency. This last was with Roosevelt Music.
MEMPHIS — Klondike Records, a well-known label in the record industry, has been formed here under the direction of B.B. Cunningham, who announced the new project. The new firm is an outgrowth of Holiday Inn Records as it emerged when Sam Phillips, partnered in the company with Holiday Inn, left to pursue other interests. According to Cunningham, who was general manager of the old label, the name change moves us out of the realm of promotion.

FTC On Merger Notification
WASHINGTON — The Federal Trade Commission has ordered that, when the time schedule of a particular merger or acquisition does not permit the filing of a special report 60 days prior to its consummation, a letter stating that fact, setting forth the reasons why the deadline cannot be met, and stating when the special report should be submitted will be required. The order extends the time for filing special reports no less than 60 days prior to the consummation of a particular merger or acquisition, stating that where the time set for filing a special report for acquisition does not permit not filing the special report should be submitted as soon as possible. The revision specifies the manner in which mergers of record companies must be notified in these exceptional circumstances.

Octave, MGM Split
NEW YORK — Following the termination of the distribution deal between Erroll Garner and his Octave Records and MGM, all Octave product is being withdrawn. Garner’s management is working on a new deal for the piano soloist. Garner was one of the first artists to set up an independent distribution system, including his own label. Garner has already cut some new work. Octave has decided to sell the youthful30s mind to another label since the label is learning how to market the young artists.

Gold Directs K-K’s Promotional Dept.
NEW YORK — Hy Gold has been named the national promotions manager of K-K’s Associates. Gold is a professional manager of K-K’s Kaskat Music. He is responsible for the promotion of the company’s product for radio stations, disc jockeys and promotion men. Gold will be directing a staff of 20 people, including a radio consultant for the company.

RCA Unveils September Album
NEW YORK — RCA Records has unveiled its album release for the month of September. Headlining the release are 17 sets in the popular category of "Canned Heat Backed By The Guess Who" and "The Best Of Andy Kim." The single "I’m A Rocker" from the "Vie-va Rock" is the only album release in that category.

EPIC Backs Donovan
NEW YORK — Epic Records has set a massive promotion drive on all Donovan albums. The project is directed by the Scottish balladeer kicks off its 32-city sweep of the United States in mid-September. During the tour, the band will perform at various venues. The new Donovan album is due next month.

Major City Shows
The tour was coordinated by Chart-Well Artists and Sid Maurer. Donovan is promoting his American representative and will hit the major cities this week, traveling with his new band. The tour includes stops in Los Angeles, San Francisco, Oakland, Seattle, Portland, Portland, Houston, New Orleans, Miami, Chicago, New York, and Philadelphia. Donovan has been using his "Till There Was You," "Loving You," and "Girl from the North Country" as a part of the itinerary.

Trencher With Polydor
NEW YORK — Irving Trencher has been named national sales manager of Polydor Records. The appointment was announced by Andrew Gold, Polydor’s sales and marketing manager. Trencher has been the national sales manager at MGM Records and more recently he held the same position in the Gramatworm Records division of RCA Records.
A survey of key radio stations in all important markets throughout the country to determine by percentage of the 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 in weeks up to this point. left plus the percentage title received in prior week or weeks.

<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 DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td>46%</td>
<td>Suspicious Mind — Elvis Presley — RCA</td>
<td></td>
<td></td>
<td>89%</td>
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<tr>
<td>39%</td>
<td>Something In The Air — Thunderclap Newman — Track</td>
<td></td>
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<td>54%</td>
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<tr>
<td>35%</td>
<td>Baby It's You — Smith — Dunhill</td>
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<td></td>
<td>83%</td>
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<tr>
<td>33%</td>
<td>Smile A Little Smile For Me — Flying Machine — Congress</td>
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<td>33%</td>
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<tr>
<td>29%</td>
<td>We Gotta All Get Together — Paul Revere &amp; Raiders — Columbia</td>
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<td>40%</td>
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<tr>
<td>28%</td>
<td>The Weight — Diana Ross &amp; Supremes &amp; Temptations — Motown</td>
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<td></td>
<td>40%</td>
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<td>26%</td>
<td>Make Believe — Wind — Life</td>
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<td>25%</td>
<td>Jesus Is A Soul Man — Lawrence Reynolds — WB</td>
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<td>24%</td>
<td>Love Of The Common People — Winstons — Metromedia</td>
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<td>55%</td>
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<td>22%</td>
<td>Echo Park — Keith Barber — Epic</td>
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<td>22%</td>
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<tr>
<td>22%</td>
<td>You've Lost That Love Feeling — Dionne Warwick — Scepter</td>
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<td>22%</td>
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<tr>
<td>21%</td>
<td>The Ways To Love A Man — Tammy Wynette — Epic</td>
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<td>33%</td>
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<td>21%</td>
<td>Anyway You Want Me — Evie Sands — A &amp; M</td>
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<td>21%</td>
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<tr>
<td>20%</td>
<td>Hare Krishna Mantra — Radha Krishna Temple — Apple</td>
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<tr>
<td>19%</td>
<td>Ruben James — Ken Rogers — Reprise</td>
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<td>19%</td>
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<tr>
<td>19%</td>
<td>All God's Children Got Soul — Dorothy Morrison — Elektra</td>
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<td>19%</td>
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<tr>
<td>18%</td>
<td>Ruben James — Ken Rogers — Reprise</td>
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<td>18%</td>
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<tr>
<td>17%</td>
<td>Harlan County — Jim Ford — Sundown</td>
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<td>17%</td>
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<tr>
<td>17%</td>
<td>Tracy — Cuff Links — Decca</td>
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<td></td>
<td>89%</td>
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<tr>
<td>17%</td>
<td>September Song — Roy Clark — Dot</td>
<td></td>
<td></td>
<td>17%</td>
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<tr>
<td>16%</td>
<td>Mind Body Soul — Flaming Embers — Hot Wax</td>
<td></td>
<td></td>
<td>16%</td>
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<tr>
<td>15%</td>
<td>World — James Brown</td>
<td></td>
<td></td>
<td>27%</td>
</tr>
<tr>
<td>15%</td>
<td>No One For Me To Turn To — Spiral Starecase — Columbia</td>
<td></td>
<td></td>
<td>15%</td>
</tr>
<tr>
<td>14%</td>
<td>Sausalito — Ohio Express — Buddah</td>
<td></td>
<td></td>
<td>23%</td>
</tr>
<tr>
<td>12%</td>
<td>Love's Been Good To Me — Frank Sinatra — Reprise</td>
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<td></td>
<td>40%</td>
</tr>
</tbody>
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**LESS THAN 10% BUT MORE THAN 5%**

<table>
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<tr>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
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<tr>
<td>Son Of A Lovin Man — Buchanan Bros</td>
<td>Event</td>
<td></td>
</tr>
<tr>
<td>72%</td>
<td>Going In Circles — Friends Of Distinction — RCA</td>
<td>33%</td>
</tr>
<tr>
<td>I Want To Know — New Colony Six — Mercury</td>
<td>39%</td>
<td></td>
</tr>
<tr>
<td>39%</td>
<td>Going In Circles — Friends Of Distinction — RCA</td>
<td>33%</td>
</tr>
<tr>
<td>Sugar Bee — Mitch Ryder — Dot</td>
<td>8%</td>
<td></td>
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<tr>
<td>And That Reminds Me — Four Seasons</td>
<td>Crewe</td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>Going In Circles — Friends Of Distinction — RCA</td>
<td>33%</td>
</tr>
</tbody>
</table>
Judy Collins has captured and isolated a fragile moment. Take the time. Live your life again in Recollections from Judy Collins on Elektra.

*PRODUCED BY MARK ABRAMSON*
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*ALSO ON ALL TAPE CONFIGURATIONS BY AMPEX*
**Vital Statistics**

**Detailed Information About Titles on the Cash Box Top 100 This Week**

We'll iron out your all pressing needs with what we call fine ease.

Mr. Louis S. Gershon, Sales Representative (201) 743-5300
MGM Custom Pressing Division
120 Arlington Avenue, Bloomfield, New Jersey 07003

Name

Company

Address

City

State

Zip

Phone

---

**NEW TO THE TOP 100**

1. **Sugar Sugar** (2:48) Archies Calendar 1908
   
   1131 Ave of the Americas, N.Y.C.
   
   Prod: Johnnie Van, Eddy Faye, Pub:联
   
   657 Madison Ave, N.Y.C.
   
   WRITERS: Barry Mann
   
   2. **Moby Dick** (2:52) Flip
   
   Melody Hill
   
   3. **Youngbloods**
   
   4. **Green River**
   
   5. **Arrows**
   
   6. **Nomad**
   
   7. **Soul Deep**
   
   8. **Move Over**
   
   9. **Fancy**
   
   10. **I'm Not Gonna Make Your Money (2:41)**

   Lou Christie 816
   
   11. **I'll Be Living in L.A.**
   
   12. **The Ballad of Gene Shelly**
   
   13. **The Last Thing You'll Ever See**
   
   14. **Law And Order**
   
   15. **This Week's USE OF BREAKING UP (2:36)**
   
   Jerry Butler-Mercury 2960
   
   16. **Ooh Baby Baby**
   
   17. **Want You Bad**
   
   18. **Falling In Love**
   
   19. **CARRY ME BACK (2:50)**
   
   Rasheeds 2664
   
   20. **Golden Voyage**
   
   21. **MOVING ON A GOOD THING (3:19)**
   
   5th Dimension Soul City 776
   
   22. **One More Thing**
   
   23. **NIGHT COMING**
   
   24. **GALAXY PERMANENT Faux 40040**
   
   25. **WHERE YOU ARE**
   
   26. **I'M A BETTER MAN (2:50)**
   
   27. **Blackberries**
   
   28. **YOU'RE GONNA MAKE ME MINE (2:56)**
   
   Defrances-Phyllis Groove 57
   
   29. **Bill And A Rondo's Heritage (2:57)**
   
   30. **You're Not Ready For This**
   
   31. **Nitty Gritty**
   
   32. **NIGHT BELOVED**
   
   33. **Black Berries**
   
   34. **MAKE BELIEVE (2:50)**

---

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"We make your pressing problems our problem."

MGM Custom Pressing Division is a division of Metro-Goldwyn-Mayer Inc.
"The Memphis Queen"

Carla Thomas

Busting the singles market wide open with

"I've Fallen In Love With You" (Sta 0011)
From her hit album "Memphis Queen" (STS 2019)
Call your local Stax distributor now for immediate
stock. Also available on stereo cartridges and cassettes.
The Sound Center of the Soul-ar System.
Stax Records, a Division of Paramount Pictures
Corporation, a G + W Company.

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**Cash Box • September 13**

**Vital Statistics**

**NEW TO THE TOP 100**

**59**

- **SUPERCRISPY MIND (F 22)**
- Elvira Paceley RCA
- PUB: BMG 60910 10th Ave NS Holland, Tenn.
- WRITER: Mark Jones ARR: FLIP: You Think Of Me

**60**

- **THE YEAR IN 2552 (1 10)**
- Zeke & Edna RCA
- PUB: 11324 of the Americas, NYC
- WRITER: Mark Evans & Edina Ltd 136 55 5 NYC ARR: FLIP: Let Us Flip: Little Kids

**61**

- **FLIP**: Johnny Taylor
- WRITER: Mac PUB: PROD: #51°

**62**

- **FLIP**: Paul Revere & the Raiders CBS
- WRITER: Mark Lindsey 9329 Sunset Blvd. LA Cal PUB: SIRIUS 241 Sands Ave. Las Vegas, Nev
- ARR: FLIP: Let Us Flip: Little Kids

**63**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**64**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**65**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**66**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**67**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**68**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**69**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**70**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**71**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**72**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**73**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**74**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**75**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**76**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**77**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**78**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**79**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**80**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

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- **FLIP**: Amazing Graffiti
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- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

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- WRITER: Joe Richardson ARR: Joel Fiedler

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- WRITER: Joe Richardson ARR: Joel Fiedler

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- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

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- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**99**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**100**

- **FLIP**: Amazing Graffiti
- WRITER: Joe Richardson ARR: Joel Fiedler

**ADDENDUM**

**AWARDS**

**Cash Box** www.americanradiohistory.com
The Golden Sound of THE WINSTONS Turns Up Another Hit "LOVE OF THE COMMON PEOPLE" MMS-142 on Metromedia Records M

Metromedia Records, 1700 Broadway, New York, N.Y. 10019
PAVILION, FLUSHING MEADOW PARK, NEW YORK—One is often tempted to say that it was at the Pavilion, to long for those good old pre-woodstock days when a concert really was a musical experience. In many ways the Woodstock phenomenon is a good thing. For one thing, it has spurred many young men and women gathering to open their minds, to free their voices, to lift their strength and in some numbers, and toWS a good thing. But the work of the right and the wrong kind of people is not necessarily related to the position of background music for a generation. There is also the fact of an injustice to the music of thinking of it merely as an excuse for a mass gathering.

A friend of mine at the Led Zeppelin at the O'Keefe Centre (Aug 27) scored two tickets and the plasticized audience had experienced a “five star” stereo presentation and the first time a Nova Scotia audience has been to see a band in a professional setting. The excitement at the Led Zeppelin concert was not really a Led Zeppelin but the concert itself, and there must be something wrong when a comes to show to listen to itself applauding.

JAMES LAST & HIS BAND

When James Last and his band appeared in concert at the O'Keefe Centre (Aug 27) he scored two tickets and the plasticized audience had experienced a five star stereo stage presentation and the first time a Nova Scotia audience has been to see a band in a professional setting. The excitement at the Led Zeppelin concert was not really a Led Zeppelin but the concert itself, and there must be something wrong when a comes to show to listen to itself applauding.

In any case, what went on was impressive. It was a night for the whole family to enjoy. There were young guitarist who for the past few years has been pioneering a path that leads to a progressive fusion of rock and jazz styles. The Free Spirits, created a refreshed, innovative style that was tight, precise, and exciting. It was a great compliment for the jazz band, the Gary Burton Quartet, to see a group like this that was intricate and fascinating, with a level of technique that was in a few details. In the one case, he was bringing jazz to rock, in the other rock to jazz. The Straight was Coryell avoids superficiality and concentrates on order, structure, and unity. He is an excellent composer, a good, gutsy singer, and a rather luscious instrumentalist. Not an innovation, backed by a rock-blues band, Coryell gave his audience a sparkling, impressive, and original style now in its latest phase seems to be moving toward a “classical” style of sound, but it is in the lyrical and emotional and melodically. At times it became a little too artful, but it was in no way the fault of the performers themselves. All the performers were put on excellent shows and worked hard to get there. Not so much about music as it didn’t work. Before Last and his band appeared in concert, it was announced that the show would not continue unless the half a crowd stuck it out. It was a case of the wall of the outdoor coliseum of 70,000 fans, it was the first time, and it did not cause quite the stir. Rienzi, who sure knows about art and freedom, but not in the cause of tired butt. Led Zeppelin came on, everyone was ready. In the first few minutes it was the kind of “hurrah” one gives to a pitch, and he leaves the field after giving up 17 walks and 9 home runs and being removed from the mound. The excitement at the Led Zeppelin concert was not really a Led Zeppelin but the concert itself, and there must be something wrong when a comes to show to listen to itself applauding.

ZEPPOHILL, LARRY CORYELL

INTERMATIONAL HOTEL, LAS VEGAS — The daughter of the world’s most famous sold out her night club debut here last night at a dazzling event, pro- ceeded by a Frankie and Zephyr decorated with caviar and champagne. The guitarist, Francis Ford, UCLA, Burt Lancaster, Kirk Douglas, Rod Steiger, and Montalban, Jim Webb, Milly Berstein, Lee Burgess, Treslin, Roger and Robert Culp in Peking Red. And followed by a midnight supper for 150 — with 100 more (not invited to the event) (as the invited guests) leaving Frank, the room to dine at the Inte- rnational’s breakfast.

The show itself was a fully of surprises. It was in the TV special (which it very well turn out to be) with sketiches, blackouts, and at last a gown switches (all white) for Miss Sinatra. Thanks to the able staging the Blos- soms, the Omega Bros, and Mac Davis there were enough highlights to fill a full one hour TV special. Unfortu- nately the show lasted less than a half hour. Miss Sinatra, obviously affected (in?) with opening night butterflies, at times she seemed very much on top form. But on many other occasions, she was so sweet voiced reflective version of “Bang Bang,” “Memories” and “I Pity the Fool.” Her voice was so pure, and her acting was so uncharacteristic of the entire cast for a rousing climax to an otherwise a bit of a disappointment. The Blossoms recreated a moment of the mid-sixties “Shindig” TV’er by singing the Righteous Brothers’ smash “You’ve Lost That Lovin’ Feel- ing” and followed with two more mem- orably styled selections, “Ain’t Gonna

FILLMORE, E. N.Y. It’s not veryoften that one can find four people to date the same movie at the same time, and not hear mind- shattering feedback (to say the least, or overly loud (usually bad) instru- ments) at last the. In fact, every one is a while in a while the stage has become so critical that a group completely losing its audience. There is a group which is The Incredible String Band!

Consisting of Robin Williamson, Mike Hagger, and Aly Bain, the group approaches music unlike any other, a kind of music which they use make different instruments their sound which is usually a combination of Eastern and bluesy/fullky sounds, with a great stress on vocals and lyrical feel. They have the last of the musical ideas to start to the successful, and they usually succeed. Basically using a piano, organ, guitar, electric bass, and a variety of percussion instruments. The Incredible String Band also include sounds off their albums a few songs which have not yet be recorded. The songs, all written by William and Haggart, are usually, happy, filled songs which very often relate to folk songs. (The lyrics also read well as beautiful poetry, which isn’t often common among folk songs.) The lyrics rhyme, but, nevertheless, they are all presented in a way that is done in changes in rhythm and musically that are different (possibly mystical), all in feeling that they produce on stage.

RAINBOW GRILL, N.Y. — Margaret Whiting was on stage for an hour and a half, opening night and she charmed the audience with her voice and the way she spread it of It’s great watching a professional sing!

This is Margaret’s second appear- ance this room within the past ten months and judging from the fact that this opening night performance (a week before Christmas) and her style in January, it appears she is getting better with every performance. The Rainbow Grill.

Margaret Whiting is a woman of such an attractive appearance that she is just superb on “Somebody Loves Me,” “I’ve Got You Under My Skin,” and “That Old Black Magic.” And “Beyond The Blue Moon” is a very nice novelty tune. Whiting’s love songs are all that Copyrights Margaret Whiting sings these greats with a special charm and style that she was just superb on “Somebody Loves Me,” “I’ve Got You Under My Skin,” to Buffalo St. Mary’s “(It’s That Time Of The Year)” and to the Front Stars show.

Maggie’s voice is in fine shape as she’s got a gift for gab that’s got her fans. She handles the quavering quality material and we’ll be back (from her for many years to come)

LEADfelt the need to address the issue of race and its impact on the music industry. He explored the idea of how music can be a powerful tool for social change and how it can be used to bring people together. He also discussed the role of technology in music production and the challenges that come with it. Overall, he encouraged the audience to continue to support and promote the power of music as a form of expression and communication.
Henry Mancini: h
We're doing something big about Henry Mancini, and we're doing it nationwide. An advertising and promotion campaign with local and national radio spots, dramatic consumer and trade spreads, point of purchase displays, and exciting color brochures. With Mancini's music and our message—you can't miss.


On "Debut!" Mancini conducts the first venture of The Philadelphia Orchestra Pops with "Beaver Valley '37"

Henry Mancini began his musical career in West Aliquippa, Pennsylvania. The town is perched on a bank overlooking the Ohio, in a place called Beaver Valley.

In the summer there was the river. In the winter there was the snow. And on Sundays, the boy would make his way to The Sons of Italy hall for his weekly ration of Puccini and Verdi. In the suite, "Beaver Valley '37," Mancini recalls his youth in West Aliquippa.

The feeling of how it was—the river bank, the surrounding steel mills, and the open-air performances with The Sons of Italy band. So here is Mr. Mancini back in Pennsylvania. The Sons of Italy of Aliquippa must be proud.
New Product Firm
Opened By Mazer

HOLLYWOOD — Indie producer Elliot Mazer has formed a new disc produc-
tion firm, Prince William Enterprises, and a recording electronics firm, Pine
sdale Whistle Productions. The electronics firm has already won a patent for
a new audioformat for Northwest, used to record for the band on their forthcoming second
album for Capitol.

Area Code 615 will debut in a free pamphlet in NY's Central Park this May and will
fall and Murray will play with the group and also handle some of its business
affairs. Mazer began his indie career in the early '60s, producing jazz and blues
albums for Prestige. His move to Cam-

eon/Parkway gave him a pop hit, "Hee-

too Talkin'," by Chubby Checker. After
two years as professional manager for
E.B. Marks, he returned to indie work
and in 1968 joined personal manager
Albert Grossman in a production firm,
working on artists like Big Brother and
the Holding Company, Gordon Light
foot, the Pauers, Ian & Sylvia, the
James Cotton Blues Band, Take
Hermes, Nick Gravenites and Jerry Wexler.

In addition to Area Code 615, Mazer is produc-
ing Holmes and Walker, and a service recordations. The electronics
firm will produce in-house and offer
albums with Mike Bloomfield, the
Blue Orphan, Nick Gravenites, Elvin
Bishop and Linda Tillery. Recor-
ded live at Bill Graham's Fillmore West.
First project set was recently re-
leased by Columbia, with two or more
to follow.

Meyer To Sunbury/Dunbar
As Coast Prof. Manager

HOLLYWOOD — Chuck Meyer has moved from his post as West Coast manager of
promotion in the artist relations with RCA Records to become West Coast manager
of the firm's indie music publishing house. Sunbury/Dunbar Silt was
announced last week by Jerry Teller, president of the Sunbury/Dunbar
operations.

Reporting to Eddie Deane, general
promotion at RCA, Meyer will estab-
lish and maintain contacts with
music writers, artists and artists' managers on the West Coast.

Prior to joining RCA, Meyer was director of promotion at Dunbar
outside promotion for Decca Records in Hollywood for
four years.

GOOD VIBES were in evidence last week at NYC's Village Vanguard, where
Atlantic Records hosted an opening night tribute and consumer press party for
newly signed rock/jazz artist Gary Burton. Caught during the affair were (1) Atlantic VP, Nesuhi Ertegun, Mr. Gary Burton, Burton and Atlantic producer
Joel Dorn. Burton's first album, "Throb," is set for release this month.

CBS Marketing Up Two

NEW YORK — CBS Direct Marketing Services has promoted William Bell and Ralph
Colin, Jr., to the positions of vice president, music marketing, and head of artists and
repertoire, respectively.

According to Continental Keating, president of the division, Bell will be
responsible to David Margules, vice
president, marketing, for directing and
developing long and short range music
marketing plans and objectives and
work directly with music marketing
professionals.

Colin will be responsible to Keating
for all A&R activities, including
negotiations and relations with outside
colleen and all repertoire functions of
the division.

Mazer joined CBS in 1965 as a record
salesman and most recently held the posi-
tion of vice president, artists and
repertoire, with the division. Colin
with the firm since 1964, was director,
artists and repertoire until the new
move.

CBS Direct Marketing Services in-
cludes the Columbia record and tape
clubs.

Chackler To White Whale
As National Promo Head

LOS ANGELES — White Whale Re-

cords has named Dave Chackler to the
group's new national promotion position.

Chackler, formerly with Mercury Re-
cord, for the same capacity, will be re-
porting directly to Ed Chace, White
Whale's label director of promotion and

Chackler will be working out of Phil-
adelphia, where the label plans to open
East Coast offices.

MG M Goes For Broker

NEW YORK — A.J. Marshall, a retired broker who had the wheel of a
few years ago to become a success broker, is looking to
accomplish the
field of the hope of
time. Marshall's first set up two
album-a-year pact with NPG, but
had "The Boy Yet," was released last week.

New Lines For TDC

SEATTLE — Transcontinental Dis-
tributing has acquired several
acts in the Pacific Northwest area. The
lines include Beverly Hills, Gudron, Radia
and ITCC family (including Little Big and
Steamy).

AFM Honors Armstrong

NEW YORK — Astronaut Neil A.
strang was presented with an Hon-
ary Gold Life Membership Card by
American Federation of Music. A pre-
sentation took place when the
strong returned to Wapakoneta, O.

Downtown is more than just mu-

, as serious music is one of Ar
strong's hobbies and interests. He
plays five instruments.

Kirshner/RCA

(Can't from Page 7)

TV series, "The Cowboys," were
exactly a success for NPG. Records of "Tomorrow's a

Friday," will be released the Calender.

Kirshner's most recent venture the
current label in the group, Arches,
the first group Kirshner worked with, created a successful
marketing campaign for the Monkees on

Kirshner supervises all original songs performed by
NPG artists. As president of the Kirshner Entertain-
ment Corporation, Kirshner continues to develop talent and

Woodstock

(Can't from Page 9)

get by with gate-crashing pre
the major cause of violence in

ty. Most notable of the events was
the three day gathering on the site
of Woodstock, by an appearance by
Bob Dylan, his first advertised
appearance for the festival. At the
Guthrie Memorial concert in Carne-
Hall, 150,000 fans turned up in
the Band and a host of En-
stars at 6 a.m.

A three day event at Tensino, Was-
the Sky River Rock Festival, and
seen in the manner used by Steve
Miller Band, Terry Reid, Uni

drums, Cotton, Buddy Guy, Pacific

armies. The Woodstock festiva-

and in store promotions.

Kirshner will be responsible to the
Venture 'one of the most ambi-
tious, exclusive contracts with a
er for Woodstock — and the start of a new era of growth
for our company.

NMC will also coordinate Wallichs
with the MCA family and in-store
promotions. The company has a unique in-

Chace, White Whale's label
director of promotion and

"More' For Marks

NEW YORK — Edward B. Marks
Music, which saw one theme from an
Italian semi-documentary ("More"
from "Mondo Cane") become an
international hit and handsome copy
right, is watching the action on an
other Italian pic theme with great in-
terest. The digital soundtrack
recording of "Mahn-Na Mah-Na
Sweden, Heaven and Hell," is cur-
rently riding the charts with a bullet.

The scores of both films were turned
down by many top U.S. publishers
before finding a home at Marks, and the
original soundtracks experienced the
same difficulty. The Swedish
theme, has been issued by Ariel Records, a
subsidiary of Progressive Media, who has
tackled the release with concentrated
promotion. Coupled With Marks' ef-
forts, the push seems to have brought
home another triumph.

Jerry Simon, executive creative di-
rector at E.B. Marks, reports that the
cut has broken onto more than 765,
tracks of the nation's top radio stations.

Peabody Offers New Accredited
Music Courses

BALTIMORE — The Peabody Conser-
vatory of Music will be offering courses this fall which involve jazz,
rock, electronic music, and eu-
cymic-music expressed through body
movement. All of the courses are ac-
credited, and have never before been
offered.

NMC/Wallichs

(Can't from Page 7)

the company will coordinate the
Hollywood store's 7-day-a-week "Album of
the Day" promotion on eight Los An-
geles radio stations — KHJ-FM, KJH-
AM, KLAC, KFOX, KOST, KDAY,
KGIL and KFAC. Albums featured in
the promotion are sold at a 50 per-
centage discount at Wallichs for a 48-hour

NMC is currently the rack jobber of
records and tapes for a number of dis-
count stores and post exchanges. The
company is also engaged in the whole-
sale distribution of records, tapes and
accessories to department stores, chu-

Lichthmans Have
Their Second Child

NEW YORK — Phyllis Lichtham, wife of Irv Lichtham, director in chief of Cash
Box, gave birth to a boy, Robert Mi-

Cash Box — September 13, 1971

Cash Box
### SEPTEMBER is Better Buy Butler Month
September 2 thru October 10

**BRAND NEW ICE ON ICE**
Including his 2 latest hits
SR 61234

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**WITH LP's LIKE THESE**

| C-30150 | MAKE IT EASY ON YOURSELF b/w HE WILL BREAK YOUR HEART |
| C-30151 | MOON RIVER b/w FOR YOUR PRECIOUS LOVE |
| C-30152 | I STAND ACCUSED b/w LET IT BE ME |
| C-30153 | CAUSE I LOVE YOU SO b/w I DIG YOU BABY |
| C-30155 | ONLY THE STRONG SURVIVE b/w NEVER GIVE YOU UP |
| C-30156 | HEY WESTERN UNION MAN b/w NEVER GIVE YOU UP |

**CELEBRITY SERIES RELEASES**

**MERCURY BACKS YOU WITH A POWER-PACKED PROGRAM!**

**SPECIAL RADIO PACKAGE**
includes: 7” open-end Jerry Butler interview disc, 60-second special programming fills of Butler’s biggest hits, large national saturation on new L.P.

**MERCHANDISING INFORMATION**
including Day Glo merchandising piece and Order Form

**TV EXPOSURE**
to back up program—Upbeat—The David Frost Show and others currently being set

**4/C BUTLER PROMOTION POSTCARDS**

"make "BETTER BUY BUTLER MONTH" your biggest yet..."

Also available on Mercury tape—4 track, 8 track and Musicassettes

From the Mercury Record Corporation family of labels

**MERCURY • PHILIPS • SMASH • LIMELIGHT • WING • FONTANA • BLUE ROCK • INTREPID**

A NORTH AMERICAN PHILIPS COMPANY

A subsidiary of Mercury Record Productions Inc., 38 East Wacker Dr., Chicago, Illinois 60601

www.americanradiohistory.com
Don't It Make You Want To Go Home
Joe South

The total artist. Performer, writer, musician. The combination that has made his new single a must play and strong seller. #2592
CashBox Tape News Report

Standard Of Tokyo To Manufacture And Distribute Marantz Components

SUN VALLEY, CALIF. — Joseph Tushinsky, president of Superscope, Inc., has just returned from Tokyo where he completed negotiations for the manufacture of certain Marantz components and exclusive Marantz distribution Standard Radio Corp. of Japan.

The Japanese production agreement covers three AM/FM stereo receivers, two AM/FM stereo compacta, an FM stereo tuner and a tuner/amo/mono.

Designed as medium priced components for sales in the U.S., Canada, Europe, the Jatva model may have an initial order of $28 million in a contract calling for Standard to manufacture the components exclusively for Marantz.

The contract is renewable every four years and calls for a production increase of 20% for each four years.

Higher priced Marantz components will be manufactured in New York and Los Angeles for distribution through Marantz outlets.

The second agreement applets Standard the distributor of all Marantz products manufactured in its factories for Marantz, and an exporter of Marantz imports throughout the Far East.

The distributing by Standard will cover U.S. military exchanges.

No Sony Conflict.

In announcing the agreement, Tushinsky said that though the Sony deal makes Marantz the widest available line in the world, contracts “in no way conflict with agreements between... Sony of Tokyo... Superscope... One parent firm is, the U.S. distributor Sony tape and audio equipment... Tushinsky is leaving American for Europe, where he will begin arranging distribution channels for Marantz models made in the U.S. and Tokyo.

Presently, Marantz products manufactured in the U.S. are exported to Europe by European countries through their agents. These distribution outlets now be consolidated into one Marantz-owned European center. Marantz distributors manufactured in Tokyo in U.S. will be shipped to the center quality control inspection, and redistribution throughout Europe.

In addition, extensive preliminary preparations are being made for acquisition of distribution outlets in Canada, as part of a combined Superscope/Marantz operation in the region.

AAMA Response Run At ‘Peak Year’ Pace

NEW YORK — Edwin Errico, spokesperson for the management of the 43rd annual National Automotive Assesories Association (AAMA) has called this year’s installation of the “comparison to previous years.” Space contracting for the convention meeting schedule has been set at capacity and long before the entry opening.

This year’s conference and dinner will be held at the Coliseum in York Fri., 9-12.

Space remaining may be obtained at the AAMA offices in 1475 Meyers, Pa. (215-647-7300).

Cash Box — September 13

Muntz / Cart-Chart

New Release & Hit Index

Compatible 4-Track Cartridges

Order No. Inventory Stock No. Album & Artist

Muntz New Release Index

*COM-A 946
*COM-A 947
*DNH-A 50064
*ERT-A-7047
*ERT-A-7055
*M-61220
*M-67119
*M-67123

The AGE of ELECTRONICS — Synthesized On The Moog By Dick Hyman
GENUINE ELECTRIC LATIN LOVE MACHINE — Persuasive Electronics By Richard Hayman
THE MAMAS & THE PAPAS — 15 OF THEIR GREATEST HITS
THE BEST OF LORI BUCKLEY
RECOLLECTIONS — Judy Collins
IN FIELDS OF ARTHUR — Eyes of Blue
THE TWO SIDES OF LINDA GAIL LEWIS
ROGER MILLER

Some Current Supersales!

ERT-A-7505
4CL-2993
DNH-A-50058
PC-600-314

THE FRANCO ZEFFIRELLI Production of ROMEO & JULIET
SUITABLE FOR FRAMING — Three Dog Night
THE Original Music From ABC TV’s DARK SHADOWS
THE Robert Coberta Orchestra

THREE DOG NIGHT
EARLY STEPPENWOLF — Steppenwolf
THE TEMPTATIONS SHOW
TIME OUT FOR SMOKEY ROBINSON & THE MIJRES
CLOUD WALKING — The Temptations
BRAVE NEW WORLD — Steve Miller Band
EASY RIDER — Soundtrack
SMASH HITS — Jimi Hendrix

GLEN CAMPBELL — “Live” (Part 1)
GLEN CAMPBELL — “Live” (Part 2)

Muntz Opens Promotion For ‘Treasure Chest’

VAN NUYS, CALIF. — Muntz Stereo-Pak is currently building a promotion campaign on behalf of the company’s newest stereo amplifier unit, the H-150 Royale. Touted as the “treasure chest of stereo brilliance,” the H-150 is a home unit with capability to reproduce 4 and 8-track equipment overhaul through its self-contained amp/pre-amp system. The Royale also features push-button switching for record player, AM/FM, tape recorder and cartridge player.

Recommended to retail at $199.95, the unit contains separate bass/treble controls on each channel and integrated circuits. It is housed in hand-rubbed walnut with track indicator lights.

Stereo Dateline Special!

Available Now!

Order — Order — Order — Order
I TAKE A LOT OF PRIDE IN WHAT, I AM

DEAN MARTIN
4RA-6338

This week’s great 4 Track Blockbuster from Muntz

7713 DENSMORE AVENUE
VAN NUYS, CALIFORNIA 91406
TELEPHONE (213) 909-5000

A WORLD OF STEREO SALES GIANTS FROM THE 4-TRACK GIANT AND ORIGINATOR OF THE CARTRIDGE CONCEPT.
Which single will reach the top ten first?
(check both)

☐ HERE I GO AGAIN
TAMLA 54183

SMOKEY ROBINSON & THE MIRACLES

☐ BABY I'M FOR REAL
SOUL 35066

THE ORIGINALS
Dubbing's New Patchouge Plant To Be An 8-Tracker Exclusively

PATCHOUGE, N.Y. The newly opened Patchouge plant which Dub- bings Electronics has just opened will be devoted to its 8-track cartridge output. The decision was disclosed last week by operations manager Philip Shoer. The 2,000-square-foot facility is located on Ave. site places Dubbings in "a key position to handle short-delivery and quantity orders with equal facility.

In addition, use of the Patchouge facility to handle 8-track cartridge operations allows nearly double the capability of its main plant in Copiague. Utilizing the new space available, Shoer expects the doubled cassette production to be achieved by year's end.

New & Innovative

Describing the new plant, Shoer noted that "Dubbings has developed unique innovations such as a tape closing and run-in device to reduce cartridge handling cycle time. Dubbings designed method for high-speed direct to form president, and an automatic splicing process which both improves cartridge quality and reduces assembly time per line.

These advances," Shoer commented, "were achieved with the recent development of improved ferrite heads in our 8-track duplicating process, are reflected in the high quality of cartridges coming off our lines.

Jack Ames To TelePro

As Marketing Director

CHERRY HILL, N.J. — TelePro Indus- tries has named Jack Ams, vice president of marketing, to head TelePro's director of marketing. Reporting directly to him are Ams, and the sales and marketing department. During the last year, Ams has focused on increasing the visibility of TelePro's product line and its image in the marketplace.

He is responsible for developing and implementing strategies to achieve the company's marketing objectives. Ams has served in various capacities within the audio industry, including sales, marketing, and management positions. His broad experience includes working with several major audio manufacturers, giving him a unique perspective on the industry. Additionally, he has extensive knowledge of digital and analog recording technologies, which contribute to his ability to effectively market TelePro's products.

In his new role, Ams will oversee the company's marketing efforts to drive sales growth and increase brand awareness. He will also be responsible for developing and implementing marketing strategies to support the company's product lines, including digital recording, streaming, and streaming devices. Ams' experience in the audio industry, combined with his strategic mindset, makes him an ideal fit for TelePro's needs.

Further Sales Aids

Merton also stated that the Munty franchise staff is now nearing completion of several sales aids which "will represent a significant part of our presentation and will em- phasize the phenomenal growth of the car stereo industry and the major part within it that Munty Stereo has played. The special projects are audio/video presentations, direct mail presentations, and a variety of audio aids. We want to be sure that we have all our bases covered.

Meanwhile, a special survey team has been assigned to develop logical marketing locations for projected territories based on geographical and population factors.

HANDLY DONE — GRT Records announced Edwards Hand, a London product specialist, has been appointed as the company's new Sales Manager. Hand comes to GRT from London, where he worked for a number of years as a sales and promotion manager for various record companies. He is well known in the industry for his creative and innovative approach to sales and promotion activities.

Earth's Satellites

Not in GRT Orbital

NEW YORK — The Earth Records label in New York has been sold. The company, which was established in 1964, has been in business for over 50 years. The label has released many classic albums, including those by some of the most popular artists of the time.

GRT Records announced this week that it has entered into an agreement with Earth Records. The agreement will allow GRT to distribute a portion of Earth Records' back catalog, including classic albums by some of the most popular artists of the time.

This move is seen as a strategic one for GRT, as the label is looking to expand its reach and reach new audiences with its classic albums. The agreement with Earth Records is expected to provide a boost to GRT's sales and revenue, as it will have access to a large catalog of classic albums.

Meet the Author

Tom Donahue

ASSORTED STEMS AND SEEDS

or, Through a Strainer Darkly

Tom Donahue

www.americanradiohistory.com
THE BEGINNING OF A CONTEMPORARY LEGEND

JANUS RECORDS

Janus is the Roman god of good beginnings which are sure to result in good endings. January is named in his honor. We chose Janus as our logo because we feel that our forthcoming product will signal the beginning of a long and successful relationship with you in the industry. Our first single adds a unique new flavor to pop music.

MY IDEA

by Crème Caramel

(Janus single—J-100)

Janus Record Corporation, 1700 Broadway, New York, N.Y.—(212) 765-7980
CashBox Record Reviews

Picks of the Week

DIONNE WARWICK (Scepter 12262)
You've Lost That Lovin' Feeling (3:22) (Screen Gems/Columbia, BMI-Mann, West, Specter)
One of the most often tried and least frequently granted rock standards brings yet another busy line for teen listeners. Out of her MGR acme- ciated guise, the artist seethes in a streaming read of the rock blockbuster that without her high on the blues and rock charts. Flip: "Windin' Wishing" (2:20) (Blue Seas/Jac, ASCAP — Bacharach, David) also excep- tiona-

THE FIFTH DIMENSION (Soul City 777)
Wedding Bell Boogie (ASCAP — Nyro)
Returning to the Laura Nyro songbook, which gave the 5th D "Stoned Soul Picnic" (Soul City), this "Wedding Bell Boogie" makes a fine attempt at catching a bit with selection with stronger emphasis on meaning and less on emotional quintes-

THE FOUNDATIONS (Uni 55162)
Born To Live, Born To Die (2:55) (Kentwood, BMI — Allenlde, Foundations)
Improved production quality and a step into a new sound for the group turns up one of the strongest Foundations singles since the team's last re-
furbishment. "Born To Live, Born To Die" is his most impressive effort in about a year and should prove just the out for him back in the sales picture. Flip: "Me About You" (3:09) (Levine, ASCAP — Williams, Grayson)

VIXI CARR (Liberty 56132)
Eternity (3:28) (Jillbern/M, BMI — Crewe, Fox)
As much a showcase for the production fireworks of Bob Crewe as a vocal powerhouse. The song is a side with a new look and a new soft-samba framework is heightened by a astounding overall treatment that should set the side into a provocative pop hit. Flip: "I Will Wait For Love" (3:32) (Loo E. Levine, ASCAP — Williams, Sharen)

SUPER CIRKUS (Super K 9)
Dong-Dong-Di-Ki-Dong (2:08) (Fat Zach, BMI — Gerritsen, Kooymans)
Latest in fall fashion is a new line of what was once "bubble gum" and has now joined lower-keyed with blues additives. Pure entertainment in the instru-
mental track and a flashing young vocal bride hold a delightful top forty track with the potential to lakeoff. Flip: "Bubblegum March" (2:24) (Kaskal, BMI — Kasantz, Katz)

LEE DORSEY (Amy 11057)
Give Up (3:05) (Marks, BMI — Toussaint)
Had the label read "artist the Isley Brothers" it would have come as a smaller shock than Lee Dorseys new side and a whole new bag for the funk man on this brisk appearing progressive soul side in the "I Turned You On" man's Excellent listening and dancing action should ignite sales. Flip: "Candy Yam" (2:20) (Same credits)

DAVID CLAYTON-THOMAS (Decca 73256)
Say Boss Man (3:05) (Frost, BMI — McDaniels)
Weak plus that has surrounded David Clayton-Thomas since he joined Bo Diddley that he could believe. With this new side he makes an issue of a solo venture cut out in 1965. Originally remixed with a bit of the B.S. & T arrangement mannerism, the side (from (Su Diddy) gives him a new lease on life. Unique and original response. Flip: "Done Somebody Wrong" (3:30) (Duffer, BMI — Clayton Thomas)

THE SWORDSMEN (RCA 0240)
Gimme Some (2:23) (Nandini, BMI — Stroud)
This hot version of "Gimme Some" (S) (The Monkees) that was a hit for "I'm A Believer" (2:23) (Soul City) comes back on a thrilling funk track with the power to spill over from R&B lists onto the top forty track. Tremendous dance along with teen lyric sweetness to turn the side into a sales heavy flip. "Here I Am!" (3:06) (Nandini, BMI — Waymon)

Newcomer Pick

THE BASKERVILLE HOUNDS (Auko Embassy 4504)
Hold Me (3:10) (Robbins, ASCAP — Little, Openheimer, Shuster)
This picking up a roll off of this first side from the new AE label carries the electric rock impact of Cat Mother & Bill Deal rolled into one and this issue of a solid creature cut out in 1965 remixed with a bit of the B.S. & T arrangement mannerism, the side (from (Su Diddy) gives him a new lease on life. Unique and original response. Flip: "I've Never Been" (2:53) (Geaq Ecopatra, BMI — Garman)

MEDICINE MIKE (Evolution 101)
Negative Fee (2:20) (Lupus, BMI — Paradise, Christina)
Straight ahead teen track with no pretension just a bright and moving song that is tailored to add some depth to the overall sound. Beginning to attract exposure already, the lid is strong enough to blossom into a winner. Flip: "You've Lost That Lovin" (2:53) (Jillbern/CMCI, BMI — Garman)

LAWRENCE & THE FIRST LOVE (Philips 40635)
Everyday/Peggy Sue (3:20) (For Va. Jk, BMI — Hardin, Petty, Allison)
The brightness and fresh vitality of these Buddy Holly giants are translated into a vigorous modern rock-forty side with listener impact to match Mother & Deal's eviden

EDWARDS HAND (GRF 13)
I Think You'd Ever Change Your Mind (3:29) (Al Gallicco, BMI — Cameron)
Returning to the American music ballad with the touch of the British import by London's impecable production. Intriguing melodic magnetism, a fine vocal and some extremely powerful instrumental work make this a strong contender for teen top forty and fl flash. Flip: "Days Of Our Life" (3:41) (Knick James, BMI — Edwards, Hand)

KEANYA COLLINS (tico 103)
You Don't Own Me (2:55) (Mer Joda, BMI — Madara, White)
Lyrically and musically this hit-sided song is re-packaged in an R&B manner which gives it a whole new appeal. The standout performance by Keanya Collins and a touch of rhythm and blues should have the young soul fans of the new pop playlists once more. Flip: "As Much Yours As He Is Mine" (2:00) (Bolo Cor/Jan, BMI — Marci

THE GENERAL SOUL ASSEMBLY (Scarab 1001)
Hustleman (Will Steal Your Heart) (2:38) (Barac/Mars/Bw/B — Rainer)
Soft soul side with an enticing brass section to give it lift and some fine vocals. Should套装 is quite ready for R&B front that could spark splittor into pop airwaves. Flip: "The Happy Song" (2:03) (Same credits)

Choice Programming

SPIRIT (Ode 122)
Dark Eyed Woman (3:06) (Hollentine, BMI — California, Ferguson)
With the "Clear" album comes this a thrilling blend of teen rock and jazz to dazzle top forty & FM listeners. Flip: "New Dang In Tav" (2:39) (Roth/Fish, ASCAP — Los Angeles)

Grapefruit (RCA 024)
Thunder & Lightning (2:18) (Ari American) English is all gone and the group debuts with R&B роли enough of its unique sound to net old followers, but this side is a fine rock underlining to add it poten-

MERCY (Warner Bros 7 Arts 757)
Hello Baby (2:25) (Sherly, Bg, Sigler, Jr)
Braz side from the "Can Make You Happy" crew it sets a bright outlook for their top forty/MOR channels. Could sales sparking. Flip: "Heled West Away" (2:46) (Sherly, BMI — Pucetti)

QUINCY JONES (A&R 1119)
Love & Peace (3:25) (Terlavn/Blue Knights, BMI — Adams) Is the hit-parade debut of the young man the soundtrack/tv score ma-

JANICE HARPER (GVP 813)
Georgie Porgie (2:14) (Feldman, BMI — Mitty)
Misty (1965) had (though the title might not suggest it) been translated into an entire easy listening/MOR con-

Cash Box — September 13, 1968
THE ULTIMATE TRUTH
IKE & TINA TURNER
RIVER DEEP - MOUNTAIN HIGH
PRODUCED BY PHIL SPECTOR
THE FIRST U.S. RELEASE OF ENGLAND'S CLASSIC BEST-SELLER
A&M/SP 4178

PRODUCTIONS
Via Contemp Concepts ‘Raps’ Available

NEW YORK—A series of “raps” with “protests under their ground” recording artists is being issued by Contemp Concepts, Inc. The series, “Danny In The Money Vox,” consists of over thirty half-hour tapes which will be available to all radio stations, worldwide, in the middle of September. An interview with Stan Schneider, Concepts’ president.

Some of those that have already been banned in the underground recording artists are Bennett, Darin, Eddie Albert, Malvena Reynolds, Sammy Lee, Paul Newman (MFt), Johnny Mercer, Ralph Bumby, Quincy Jones, Steve Allen, George Putman, John Labunski, and Dan Feingold. They are all “protests under their ground” which will be made available to all radio stations.

Contemp Concepts also hopes to be able to start making tapes of persons involved in progressive films, literature, and theater. The tapes are made so that they can be played in fifteen minute and five minute segments, if the station has a shorter rap than the half-hour. The tapes will also be available to stations and college stations, which do not have money, if they will agree to tape artists when they come to the station’s area.

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History On The Air

LOS ANGELES—Believing that the people of Southern California should know more about the background of their communities, KABC has inaugurated a project of one moment segments that describe facts and little-known segments of history for 360 different communities.

KABC presented a master tape of the show to the Los Angeles city education system in use for history courses.

STUDIO CITY—CALIF....KPFK-FM When KPFK-FM recently celebrated its tenth year of Los Angeles broadcasting, such diverse talents as Bob Fosse, Larry Slapin, and Sammy Davis, Jr., were on hand to perform. John Ham and George Putman operated the station for Pacifica Foundation, which is based in New York City.

The station’s income is derived from listener sponsors, of which there are approximately 1,500. The station’s motto is “to be a force for change in Los Angeles.”

Sphaeris also announced the appointment of Marvin J. Wittberger as the station’s manager.

WLS To Support ALSAC March

CHICAGO—WLS-Chicago will again support the annual fund-raising campaign of ALSAC (Aiding Leukemia Stricken Children), March 22. Danny Thomas will appear.

On the air spots have already been broadcast with WLS personalities and Danny Thomas asking listeners to volunteer for the march which begins Sunday, March 22. A last year’s total of $72,000 raised

Grove Press Buys Time on WMCA

NEW YORK—Grove Press has bought thirteen weeks of time on the Alex Bennett Show which airs on WMCA. The announcement came from Stephen B. Laskuski, the station’s managing director.

Grove Press explained its move by saying: “The reason we chose Alex Bennett is simple. We like the things he does, he has interviews and the atmosphere in which he would provide for those not interested in reading. This is the first time that Grove Press has bought a radio show.

Johus and Salidor To Handle WRJR

PUBLIC RELATIONS

HACKENSACK, N.J.—Johus and Salidor, Inc. has been retained as publicity and public relations representa- tive for WMCA. The announcement came from Lazard Emanuell, general manager of WMCA.

WRJR has established itself as a unique station in the area and needed the broadcasting of country music in 1965 by the New York Market.

Noel Kelly’s Wife Dies

BEVERLY HILLS—Ann Conley, wife of Noel Kelly, was found dead. According to Miss Kelly, 1000 South San Diego Ave, personality, died of a heart attack on August 11th.

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This, too, can be a 1,000,000 seller!
"I COULD NEVER BE PRESIDENT" (STA 0046)

Johnnie Taylor
Now over 375,000 sold!

FROM HIS HIT ALBUM "THE JOHNNIE TAYLOR PHILOSOPHY CONTINUES" (STS 2023)
CALL YOUR LOCAL STAX DISTRIBUTOR NOW FOR IMMEDIATE STOCK.
ALSO AVAILABLE ON STEREO CARTRIDGES AND CASSETTES.
THE SOUND CENTER OF THE SOUL AR SYSTEM.
STAX RECORDS, A DIVISION OF PARAMOUNT PICTURES CORPORATION. A G + W COMPANY.
Basic Album Inventory

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

COLGEMS

The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
The Monkees
Original Soundtrack

The Graduate (Soundtrack)
Funny Girl (Soundtrack)
West Side Story (Soundtrack)
West Side Story (Org. Cast)
Dames At Sea
1776
Mame
My Fair Lady

101 EVERYBODY KNOWS BLANK & WHITE
108 The Monkees
110 The Monkees' Headquarters
113 The Birds, The Bees and The Monkees
115 The Monkees' Greatest Hits
130 Oliver

COLUMBIA SHOWS

The Graduate (Soundtrack)
Funny Girl (Soundtrack)
West Side Story (Soundtrack)
West Side Story (Org. Cast)
Dames At Sea
1776
Mame
My Fair Lady

COMMAND

Copper-Plated
Integrated Circuit
Dick Harrison
Richard Hayman
Herb Larson
Bog & Jung
PERSUASIVE PERCUSSION
Enoch Light
Tony Mottola
Tony Mottola
Tony Mottola
Doc Severinson
Trumpet & Orch.
Doc Severinson Sextet
Warren Kime & Orch.
Doc Severinson
Doc Severinson & Strings
Electric Ecliptics of Dick Hyman
Ray Charles Singers
New Contemporary Sound
Command Stereo

"Checkout" Record

CONCERT DISC

Fine Arts Quartet & NY Woodwind
Quartet
Fine Arts Quartet & NY Woodwind
Quartet

Bach: Art Of The Fugue Vol. I
Bach: Art Of The Fugue Vol. II

101 THE AGE OF ELECTRONIQUE
103 THE AGE OF ELECTRONIQUE
106 PICKIN' UP THE PIECES
109 A SALTY DOG
110 VARIOUS ARTISTS
111 THE GOLDINGERS
113 GRAIN
114 BREAD
115 BAMYARD ORCHESTRA
116 STEVES
117 TOP TONS NOW
118 2001: A SPACE ODYSSEY
119 UNDERGROUND GOLU
120 SATIN CHICKENS

121 FINES ART QUARTET
122 FINES ART QUARTET
123 FINES ART QUARTET
124 THE LEBRON BROS. & Orch.
125 THE TNT BOARD
126 JOEY PASTRA & Orch.
127 THE NEW SINGING SOUTLERS
128 GILBERTO MONROIG
130 LONNY GIBSON & Orch.

CONCERT DISC

Johnny Colen & Orch.
JOEY PASTRA & Orch.
JOHNNY RIVERA & TEQUILA BAND
THE LEBRON BROS. & Orch.
THE TNT BOARD
JOEY PASTRA & Orch.
THE NEW SINGING SOUTLERS
GILBERTO MONROIG

COTIQUE

Bela Bartok: Quartets, Complete Nos. 106
Beethoven: Late Quartets, Op. 127, 130
Beethoven: Middle Quartets
Beethoven: Early Quartets

COUNTERPOINT

Johnnie Greenberg
NY PRO Musica
Nicanor Zabaleta
Nicanor Zabaleta
Nicanor Zabaleta
Nicanor Zabaleta
Sister Chorale of Vatican
Sister Chorale of Vatican
Gloria"N
Sister Chorale of Vatican

COST CO

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COXDU

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Gloria"N
Sister Chorale of Vatican

CUT RIVER

Guitarist Companys of String Orch.
MIDEM '70
JANUARY 18-23, 1970
preceded by the special and newly organized
CLASSICAL MIDEM
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Both these major international music industry events to be staged in the ultra-new
CONVENTION CENTER BUILDING
providing the most modern convention facilities in all of Europe in Cannes, France (directly adjoining the Palais des Festivals)

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NEW YORK

Uneasy Listening

In the early Beatie days, it was a sight as common as sunset to see ten or fifteen kids hanging by the school yard listening to somebody's transistor radio to hear the Stones, or the Searchers. Nowadays, the Beatles. Today, if the kids are still there, the radio isn't, and one of the major things that is turning young people away from Top 40 Radio is the fact that no longer plays to them...years ago the young people listened because they heard music that was for them, by them. And about ten years ago, it was a common happening to see five or six teens huddled in a corner listening to Lennon or Paul or George to the top 40 stations, and the other three. For years this has been a common happening, and this is the fact that at different hours there are different kinds of people listening. If you are older, their tastes are more con-
temporary, the rest in products in feminine and domestic. The radio station playing the Lettermen and ad-
People Are Warming Up To

“Kool and the Gang”
DE-LITE 519

P.S. We are Del-Lited to have another hot number. De-Lite #517 “SUSAN” by the MAUROKS
RICHARD BOCK

Just as jazz singer is a different kind of artist from a rock singer and must not be considered as being on the same plane, a rock producer is a different kind of producer from a rock producer or from a classical or a pop producer and must necessarily have a different artistic vision. Richard Bock is a producer especially suited for jazz, for jazz is not only the music that he loves but is more important music that can sustain and perpetuate our American musical heritage.

In 1927 in Syracuse, New York, Bock has been in the music business since 1946, when he began his career as assistant to Albert Marks, vice president of Discovery Records. Eventually, he produced records by the Red Sovio Trio, Dizzy Gillespie with Johnny Richards, Lance Alridge and his band, Maryanne McCauley.

During the mid-1950s, Rock formed his own company, Pacific Jazz Records, now known as World Pacific Jazz. He produced records by the Gerry Mulligan Quartet with Chet Baker, Shortie Rogers, Bud Shank, and the Chico Hamilton Quintet. A Bock-produced record by Masterblood with the Montgomery Brothers introduces jazz guitarist great Wes Montgomery to the public. The 1960's find Bock working with Les McCann, Joe Wilson, the Jazz Crusaders, and Richard Groove Holmes.

Currently, Bock is producing for such artists as Bud Shank, Bobby Bryant, and Ernie Watts. Bock's approach in Indian music led him in 1957 to begin producing albums by Indian artists, and records appeared on the Grits, Shankar, and Paul Horn. Pointing out that these albums are not all jazz in the strictest sense, but are in Indian music that grew up in the wide maintenance of various cultures.

Mogull In Multiple Deals

NEW YORK — Ivan Mogull Music (ASCAP) has signed folk singer/writer Tony Funderburk, who's first album will appear on ESP-Disk shortly. Kelley's debut effort will feature six of his own compositions.

In a separate move, Mogull has se-cured the management of pop group, The Crusaders, who are included in the Harvard Music (BMI) catalog. Will be represented on tapes by Creme Carnelian on Janus Records and the original version by Peter Sully on their Survival label.

Also forthcoming from Mogull are new albums for the group, The Crusaders, and Classics IV, distributed through his association with West Coast Publications.

RCA Record Club Applicants Suffled

NEW YORK — William S. Schiffer has been appointed administrative director of the RCA Record Club.

Schiffer, a graduate of the City College of New York, previously has been with National Recreation Inc., Inc.
“LIVE” — Glen Campbell — Capitol
STBS 258
This double record set by Glen Campbell, which is already on the charts, joining two other albums Campbell, contains many of his hits plus a number of songs that he has previously not recorded. Including “Gentle On My Mind,” “These Are the Days of Our Lives,” and “By The Time I Get To Phoenix,” among others, this package should continue to rise rapidly.

BARABAJAGAL — Donovan — Epic BN 26481
Revealing another side of his multi-faceted personality, Donovan comes on a little bit stronger than usual on his new set and shows himself to be a master of the harder rock sound. Assailed by the heavy A&D Group on two tracks, the current chart-riding title song and “Truth,” Donovan presents a lively, driving, exciting sound, which his delicate, subtle voice complements excellently. In addition to the smash, “Barabajagal,” LP includes another hit single, “Atlantis,” the beautiful “Where Is She?” and a cute little shuffler titled “Pamela Jo.” Set is sure to rise fast to the upper reaches of the chart.

A STEP FURTHER — Savoy Brown — Parrot PAS 71025
Savoy Brown’s new album has just hit the charts at #17, with a bullet, and the set should have an excellent future. Brown, a blues-rock aggregation, delivers a boat of sounds that spell disc success. Side One of the LP was recorded in studio, and Side Two at the Cook’s Ferry Inn, Edmonton, London. The Cooks Ferry side is devoted entirely to the “Savoy Brown Boogie,” which is a concentration of “I Feel So Good,” “Whole Lot Of Shakin’ Goin’ On,” “Little Queenie,” “Purple Haze” and “Hendron’s Hideaway.” Keep very close tabs on this LP.

THE SECOND BROOKLYN BRIDGE — Buddah BDS 5042
The Brooklyn Bridge has been selling excellently since it came into existence, and this album should continue the trend. With the aid of lead vocalist Johnny Maestro, the Bridge shows well with songs such as “You’ll Never Walk Alone,” “Without Her (Father Paul),” and the group’s recent hit single, “Your Husband — My Wife.” Set should be on the charts in short order.

JACK JONES’ GREATEST HITS, VOLUME TWO — RCA LSP-4513
Jack Jones never has difficulty selling albums, but Volume Two of his “Greatest Hits” should be a sizeable item. All the songs will appeal to Jones’ fans, among them are the “Impossible Dream,” “This Is All I Ask,” and three Beatles songs: “And I Love Her,” “Michelle,” and “Yesterday.” Watch for this on the charts. It’s sure to be there soon.

WITH LOVE — Jerry Vale — Columbia GPC 75146
A specially priced two-record set, this new package by Jerry Vale is a fabulous collection of 20 all-time great songs. Vale brings his sparkling voice to bear on such tunes as “It Had to Be You,” “I Can’t Stop Loving You,” and “The Very Thought Of You.” Plenty of easy listening here, and Vale’s many fans, note the special price, should rally.

HIGHLY DISTINCT — The Friends of Distinction — RCA LSP-4513
Still on the charts with their first album, “Graffiti,” The Friends of Distinction have come up with another set which should also do very well. The nine cuts on this LP all combine fine vocals with beautiful orchestrations, as can be heard on “We Got A Good Thing Going,” “With Or Without You,” “A Groovy Thing,” and others. Look for the LP to move.

WHEN I DIE — Motherlode — Buddah BDS 5049
Motherlode puts out a good, hard sound — a sound which is emphasized by very effective vocals. Group has a single out, the title song of this LP, which is nearing Top 10, and this album follows in the steps of the decal. Watch carefully.

DEBUT! — Henry Mancini Conducting The Philadelphia Orchestra Pops — RCA LSC 3198
With the departure of the Boston Pops from RCA, too far away, the label is developing the Philadelphia Orchestra Pops as a replacement in the light classical-good music field, and the Philadelphia makes its recording debut on this LP under the leadership of Henry Mancini, who also composed and arranged the fine material for the album. Side One of the set is devoted to an excellent and moving biographical suite, “Beaver Valley ’72,” and Side Two contains a variety of short pieces from the Philadelphia Orchestra Pops should have a successful disk future.

Pop Best Bets

DAVID CLAYTON-THOMAS — Decca DL 73146
This collection of tracks made by David Clayton-Thomas before he became lead singer for Blood, Sweat, and Tears is a powerful, vibrant set that clearly demonstrates one of the major reasons why Blood, Sweat, and Tears is currently so successful. David Clayton-Thomas is the following that he has gathered over the years. Included on this recording are “The Impossible Dream,” “To Remember,” “My Cup Runneth Over,” “The Best of Ed Ames” will show chart movement shortly.

THE BEST OF ED AMES — RCA LSP-4518
A collection of songs that have been good to Ames, this album will be picked up in great numbers by the following that he has gathered over the years Included on this recording are “The Impossible Dream,” “Stop Loving You,” and “The Very Good Thing Going.” Watch these LP’s carefully. They’re already hot and could get much hotter.

JOHNNY CASH — RCA LSP-3055
These two volumes of old cuts from the vaults of Johnny Cash’s original label, Sun, which was recently purchased by the Shelby Singleton Corporation, have already hit the Top Country Albums chart, and, considering Cash’s vast appeal to pop audiences, the sets may well hit the Top Ten Albums chart as well. Volume I has the best-known material, including such numbers as “I Walk The Line,” “Hey Porter,” “Cry, Cry, Cry,” and an old version of “Folsom Prison Blues.” Watch these LP’s carefully. They’ve already hot and could get much hotter.

Cash Box — September 13, 1969
Jazz

CashBox

"WM

Best

Picks

by

music from "Orfeo," excellently
This
performance

assisted

together

"July"

my

I don't think twice. It's All Right, "Frankie's Man, Johnny" "The Tears of Laredo" and several
other's Cash's present fame and the low price

PETERSON PLAYS FOR LOVERS

This excellent album by Oscar Peterson should
have great appeal to his following, and
he may well up some new fans with the set as
well. Assisted by alternating bassists Sam
Jones and Roy Brown and alternating drum-
ners Louis Hayes and Bobby Durham, the
talented jazz pianist performs live cuts.


SUNSHINE OF YOUR LOVE — Ella

Fitzgerald — Prestige 7485

On her latest album, the incomparable Ella
Fitzgerald brings her voice to bear on a
diverse range of material, including the title
tune, "Hey Jude" "This Girl's In Love With You,"
"Devil Moon," "The Set was recorded live at
Fairmont Hotel in San Francisco. On One,
Ella is backed by orchestra (conducted by
Tommy Flanagan, and the Tommy Flanagan
Trio provides the instrumentation on Six
Two. Ella's in really good form on this LP
and the package should sell well.

MY LABORS — Nick Gravenites — Columbia

CS 8989

Singer-guitarist Nick Gravenites has come
up with a powerful, Big band blues-based
album. He wrote and sings all the cuts, and
on 3/4 of the set, which is recorded "live.
Mike Bloomfield plays lead guitar. Very fine
relaxed playing by the whole band on such
tracks as "Killing My Love," "Holy Moly,
and the beautiful "Wintry Country Side"
should get the LP plenty of FM airplay.

MUSIC FROM THE GREAT MOVIE THRILL

ERS — Bernard Hermann With The London

Philharmonic Orchestra — London SP 4149

A fabulous collector's item for all those who
appreciate great movie sound track music. The
anthology of music from Bernard Hermann's
scores for a number of Alfred Hitchcock films
is also a magnificent piece by itself; valid in
itself only with the films but also as music for
the ears sake. Included are selections from
Percy Faith in which there is great drive,
and from "Marriage," "North By North
West" and "Vertigo." Also there is a selection
of "Hitch" based on themes from
Hitchcock's "The Trouble With Harry"
the set is a masterpiece of Hitchcock and the
music con

DIDNT WE — Stan Getz — Verve V6 7870

Tyrone saxist Stan Getz here turns his atten-
tion to semi-light and pensive material, all
of it that is distinctive, beautifully lyrical. He

gets it right, the tune title, by Jimmy Webb,
gets a top

kind of treatment, as do the rest of the

ones included, "The Shining Sea," "Go Away
Girl," "Emily" Getz fans will pick up
this one

RIMSKY-KORSAKOV: ANTAR, HOPPITON-

IVANOV: CAUCASIAN SKETCHES, GIULI-

RUSSIAN SAILORS' DANCE

The usual and the Russian Symphony

Orchestra — Cardinal VCS 19960

At age twenty-two, Rimsky-Korsakov con-
pessed his suite, "Antar," and as this beauty
recordings shows, this Russian star was
already a musical sage. Rich in melody and
captivatingly beautiful, "Antar" is one
of Rimsky-Korsakov's finest moments. Hoppi-

ton's music here is full and label's

"Russian Sailors' Dance" is filled with

life

WHEN A GOD DANCES — CLASSICAL

MUSIC AND DANCE OF INDIA, VOLUME

I

with Ravi Shankar, Paul Kleen

Devotees of Indian classical music will
find these two volumes of great interest
involuntary...that God himself

was studying, teaching and presenting classic

forms of India, he has traveled effec-

tively in the West with his musicians,
dancers, and the recordings give an
account of his efforts. There is some

really beautiful music on these LP's, per-
form by solo singer Roy Choudhury.

The Indian musical world

Cash Box — September 13, 1968

www.americanradiohistory.com
Bell, G.B.'s Rowland Into Production Pact

[Article text not provided]
Columbia Appoints Bethel To EC R&B

Stanley Bethel has been appointed East Coast rhythm and blues regional promotion manager for Columbia Records. Bethel will be responsible to the national rhythm and blues promotion manager for obtaining maximum airplay in his area for Columbia's r&b releases. In addition to arranging personal appearances of artists coordinating newspaper advertising, window displays and other special promotions in the area, and visiting radio stations to provide disk jockeys and other station personnel with Columbia's new r&b releases, Bethel plans to be in close contact with radio stations, record dealers and publications, artists, managers, one stops and major road jockeys, and will act as liaison between them and the label with regard to r&B product in the Eastern region.

Prior to joining Columbia, Bethel spent the last two years as a manager for Sanyo Davis Entertainers. He also owned his own record company, Lincoln Music in Washington, D.C. Bethel will be based in Elmhurst, New York, and will be covering New York, Boston, Washington, Baltimore, and Philadelphia.

Tangerine Sets New LP Releases


Bill Sheppard Joins Capitol

HOLLYWOOD, CALIF. - Bill Sheppard, independent producer and record company owner, has joined Capitol Records as West Coast regional R & B promotion manager. The announcement was made by Charles Newburn, promotion vice president of Capitol Records Distributing Corp.

New Lightning Hopkins Package Out On Vault

LOS ANGELES - Vault Records, moving into the straight blues area, has released an album of newly recorded material by veteran singer Lightning Hopkins.

"California Midside (And Earth quake)," Hopkins' first new recordings in two years, features the artist on an unspliffed guitar, as well as piano and organ. Two instruments with which Hopkins is not usually associated. "We wanted to change the coloration behind Hopkins," explained Jack LeVerve, president of the eight year old label.

In addition to Hopkins, the label has signed veteran blues artists including Eloise Brown, a deputy minister of information in the Black Panther Party.

Parent, PaPaLe To Chess Promo

CHICAGO - Tom Parish, former national promotion director for Chess Records, has joined the Chess Records operation as regional promotion man for the area covering Pittsburgh, Cleveland, Milwaukee, Chicago, Detroit and Minneapolis. Also joining the firm is Mike PaPaLe, a former deejay with KIRL, who will be doing regional promotion work, from a St. Louis base in the Milwaukee, Chicago and Cincinnati and Kansas City areas.

ALL CHOKE UP IS Sound Stage 7 artist Joe Simon (c), who's captured his first RIAA Gold disk for his "The Chokin' Kind" single shown with Simon is Allan Orange, R&B promotion director, producer, and Richard Dick Robinson, producer, and Charles Miknis and Bergen White, arranger of the award-winning disk. The soul label is a part of Monument Records.

Hamilton Pens For Firestorm

NEW YORK - The J. Walter Thompson agency has just created three new TV spots for Firestorm Tires with Chico Hamilton composing, performing and producing the music for the campaign.

Blue Horizon Promo Centers On Sampler

LONDON - Blue Horizon Record's CBS-distributed blues label, has launched a major promotion campaign on their entire catalogue with releases last week of their first sampler album, "Super Duper Blues." The label's field promotion manager, Dave Teare, set off on a complete U.K. tour to introduce the set to retailers, clubs and universities.

The sampler contains tracks by the Blue Horizon artists as Flatliner, Mac, Chicken Shack, Duster bunch, Eddie Boyd, Gordon Smith, Charles, Jack Dunlap, Johnny Shines, Sunland Slim and Curtis Jones. Featuring on the cover of the package, reissued for retail at 15s, is the complete band and record producer Mike Vernon.

Dick Allen Moves Operations Base To West Coast

NEW YORK - Dick Allen Management, Inc. will move its principal base of operations to California as of this Sept. The new offices will be located in Sherman Oaks. Allen presently manages Jr. Walker & The All Stars, Billy Stewart, Slax Hampo and Jerryvo.

Five New LP's From Dooto Label


Stanley Bethel
<table>
<thead>
<tr>
<th>CashBox Top 50 In R&amp;B Locations</th>
</tr>
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<tbody>
<tr>
<td><strong>1.</strong> SHARE YOUR LOVE WITH ME</td>
</tr>
<tr>
<td>Aretha Franklin (Atlantic 2650)</td>
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<tr>
<td><strong>2.</strong> YOUR GOOD THING IS ABOUT TO END</td>
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<td>Lou Rawls (Capitol 2550)</td>
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<tr>
<td><strong>3.</strong> I CAN'T GET NEXT TO YOU</td>
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<td>Temptations ( Gordy 7093)</td>
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<td><strong>4.</strong> THE NITTY GRITTY</td>
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<td>Gadsy Knight &amp; The Pips (Soul 35063)</td>
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<td><strong>5.</strong> ON WHAT A NIGHT</td>
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<td>Dells (Cadm 56451)</td>
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<tr>
<td><strong>6.</strong> CHOICE OF COLORS</td>
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<td>Impressions (Curtom 1943)</td>
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<td><strong>7.</strong> THAT'S THE WAY LOVE IS</td>
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<td>Marvin Gaye (Tamla 54195)</td>
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<td><strong>8.</strong> WHAT'S THE USE OF BREAKING UP</td>
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<td>Jerri Butler (Mercury 72986)</td>
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<td><strong>9.</strong> MOTHER POPCORN</td>
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<td>James Brown (King 62455)</td>
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<td><strong>10.</strong> NOBODY BUT YOU BABE</td>
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<td>Glennmark Redenton (4514)</td>
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<td><strong>11.</strong> I COULD NEVER BE PRESIDENT</td>
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<td>Johnny Taylor (Glas 0046)</td>
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<td><strong>12.</strong> HOT FUN IN THE SUMMER TIME</td>
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<td>Stax &amp; The Family Stone ( Epic 10917)</td>
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<td><strong>13.</strong> LET'S GET TOGETHER</td>
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<td>Little Milton (Checker 1225)</td>
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<td><strong>14.</strong> WHAT DOES IT TAKE</td>
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<td>Jr. Walker &amp; All Stars (Goul 35092)</td>
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<td><strong>15.</strong> I DO</td>
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<td>The Moments (Stax 5005)</td>
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<td><strong>16.</strong> LOWDOWN POPCORN</td>
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<tr>
<td>James Brown (King 62650)</td>
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<td><strong>17.</strong> HOOK &amp; SLING</td>
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<td>Eddie Bo (Scream 117)</td>
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<td><strong>18.</strong> BY THE TIME I GET TO PHOENIX</td>
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<td>Isaac Hayes (Enterprise 9003)</td>
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<td><strong>19.</strong> ONE NIGHT AFFAIR</td>
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<td>The O'Jays (Feature 12)</td>
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<td><strong>20.</strong> LET ME BE THE MAN MY DADDY WAS</td>
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<tr>
<td>Otis Redding (Brunswick 75614)</td>
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<tr>
<td><strong>21.</strong> IT'S TOO LATE</td>
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<tr>
<td>Tell Taylor (Koop 354)</td>
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<td><strong>22.</strong> RECONSIDER ME</td>
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<tr>
<td>Johnny Adams (SIS 1770)</td>
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<td><strong>23.</strong> IN A MOMENT</td>
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<td>Mingus (Novel 1001)</td>
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<td><strong>24.</strong> CHAINS OF LOVE</td>
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<tr>
<td>Shelly Bland (Blue 449)</td>
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<tr>
<td><strong>25.</strong> TIME WILL COME</td>
</tr>
<tr>
<td>The Whispers (Soul Clock 107)</td>
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</tbody>
</table>
THE ESSENTIAL HANK WILLIAMS — MGM SC 4601
An essential addition to the record collections of new and old fans of the legendary Hank Williams is this package from the archives of MGM, which contains some of Hank’s biggest hits. Included are titles such as “Your Cheatin’ Heart,” “Lovesick Blues” and “Jambalaya.”

MARY FRANCES — Skeeter Davis — RCA LSP 1200
Skeeter Davis should attract immediate attention with this modern Nashville styled set containing material culled from recent country and pop charts. Strong crossover potential here. Set contains “Daddy Sang Bass” and “The House of the Rising Sun.”

NOW COUNTRY — Tampell & The Glaser Brothers — MGM SE 6290
Highlighted by their current chart rating single, “Wicked Woman,” Tampell and the Glaser Brothers offer a pop-country set, that’s loaded with listening appeal. From beginning to end, the set is powered by a high-sounding vocal and instrumental package that’s sure to rate high on the national sales charts. Session includes “Body Talk,” “California Girl” and “All That Keeps Ya Goin.”

GOLDEN GONE — Kapp KSP 3605
Leroy Van Dyke’s greatest hits return dressed up with a handsome rate-modern Nashville sound to provide a fine listening package that’s sure to rate high on the national sales charts. Session includes “Rain” (also available on Capitol LP 1518), “Big Mistake,” “Mama’s Milk” and more.

MY BLUE RIDGE MOUNTAIN BOY — Holly Parson — RCA LSP 4188
Daily Parson’s vocal style changes moods and tempos as she sings her way through this set, containing her latest singles in addition to other noteworthy offerings. Set includes hits like “Neargymin,” “Till I Was Over,” “Shane On You” and many more.

BOB WILLS PLAYS THE GREATEST STRING BAND HITS — Kapp KSP 3601
“Jole Blon” reviews this set in his new book, praising the package’s high-sounding vocals and instrumental package. Set contains “I Don’t Want To Settle Down” and “Slow Poke.”

NASHVILLE — Music City USA is to be the world headquarters on Columbus Day weekend, October 11-12, when the Fifth Annual Music City Pro-Celebrity Golf Invitational Tournament takes place. The Harpeth Hills municipal golf course will be the tee-off spot for the second year on October 11 for 35 teams, each consisting of two top professionals from last year and an additional four amateurs. Each team will make two trips, score for each trip, and go directly to the awards. The tournament, held at the Bluegrass Country Club, is now in its second year at Harpeth Hills and has gained national recognition for its unique presentation of championship golf and entertainment.

The entry fee for the Tennessee Country Gentleman, a group of 35 business and industry leaders, has financial stability to the tournament II is still the backbone of the tournament III and must be much in evidence this year in special hats and director’s chairs.

The two-day, thirty-six hole, best-ball event will feature national country music stars, one entertainment, and one country music Gentleman host.

The tournament will be highlighted by receptions, barbecues, a visit to the Greater Tennessee Country Music Hall of Fame and a full serving of Southern hospitality for all participants.

The 1969 meet is expected to draw over 5,000 people each day, and the coterie pointed out, “The fairways and holes at Harpeth Hills are truly ideal for spectator golfing and for their spectaculars.”

More deejays from country stations all over the nation are expected to come to this year’s meet to attend the tournament before the annual Music City convention. October 16-19.

PepPer To Head C&W Promo Team
HOLLYWOOD — Charlie Nuece, promotion vice president of Capitol Records Distributing Corporation, has plans to form a three-man team under Wade Pepper to create the company’s country and western product.

Nuece, national country sales and promotion head, has examined the plans of the three regional country promotion managers and has chosen Pepper to head the new C&W promotional team. Nuece has decided that Pepper would be the ideal man to create a team of promotion specialists to work exclusively in the C&W field.

Capitol boasts some of the biggest names in the country music industry, including Glen Campbell, Sheb Wooley, Merle Haggard, Tex Ritter and Sonny James. The recording firm’s national country sales and promotion office, established in Nashville three years ago, has been located in Atlanta, Georgia.

Nuece says Capitol is the first major label to create a team of promotion specialists to work exclusively in the C&W field.

Other members of the team are to be announced by John Kennedy, country and western music editor. Chet Atkins, RCA president; Majer Rudolph, RCA talent manager; and S. J. Claxton, president of the Junior Chamber, Pekk Leslie, golf pro of Bluegrass Country Club and Irving Waugh, president of WSM, Inc. Walker, CMA executive director. The group will report directly to the touring committee chairman. The members of the Country Music Association are not members of the touring committee, and the group will function independently of the CMA.

Pro-Celebrity Golf Tourney Set
NASHVILLE — The fifth annual Music City Pro-Celebrity Golf Invitation Tournament will be held at the Harpeth Hills Municipal Golf Course on October 11 and 12. The tournament will have 35 teams, each consisting of two professional golfers and one amateur. The teams will play two rounds, with the best of two scores determining the winner. The tournament is open to the public, and tickets will be available at the gate.

The tournament will feature some of the top names in country music, including Hank Williams Jr., Johnny Cash, Loretta Lynn, and Dolly Parton. Other notable participants include Tom T. Hall, Mel Tillis, and Slim Whitman.

The tournament is sponsored by the Nashville Country Music Association and the Music City Council. Proceeds from the tournament will be used to support community programs and projects.

The Harpeth Hills Municipal Golf Course is located in Franklin, Tennessee, just outside of Nashville. The course is known for its challenging layout and beautiful scenery.

Nashville is the home of the Country Music Association, and the tournament is an important event on the country music calendar. It is a star-studded event that brings together some of the biggest names in country music and provides a fun and friendly atmosphere for all participants.

The tournament is open to the public, and tickets can be purchased at the gate. The event features a variety of activities, including a chili cook-off, a silent auction, and a country music festival.

The tournament is a great opportunity to see some of the biggest names in country music up close and personal. It is a must-see event for country music fans and a perfect way to spend a beautiful fall day in Nashville.
## Country Top 60

<table>
<thead>
<tr>
<th>#</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>A BOY NAMED SUE (Tinsley)</td>
<td>Tex Ritter</td>
<td>Columbia</td>
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<tr>
<td>2</td>
<td>TO MAKE A MAN</td>
<td>Marty Robbins</td>
<td>BMI</td>
</tr>
<tr>
<td>3</td>
<td>I'M DOWN TO MY LAST I LOVE YOU</td>
<td>Webb Pierce</td>
<td>BMI</td>
</tr>
<tr>
<td>4</td>
<td>BUT YOU KNOW I LOVE YOU (Tri First Edition)</td>
<td>Webb Pierce</td>
<td>BMI</td>
</tr>
<tr>
<td>5</td>
<td>IF NOT FOR YOU</td>
<td>Webb Pierce</td>
<td>BMI</td>
</tr>
<tr>
<td>6</td>
<td>THAT'S A NO NO (Shirley Shelly)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>7</td>
<td>INVITATION TO YOUR PARTY (Know, Gold Out)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>8</td>
<td>RUBY DON'T TAKE YOUR LOVE TO TOWN (The Band)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>9</td>
<td>TALL DARK STRANGER (Blue Box)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>10</td>
<td>ALL I HAVE TO OFFER YOU (Is I'M)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>11</td>
<td>TRUE GROG (Famous)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>12</td>
<td>WORKIN' MAN BLUES</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>13</td>
<td>THESE LONELY HANDS OF MINE</td>
<td>Webb Pierce</td>
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<td>14</td>
<td>I CAN'T SAY GOODBYE (Blue Box)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>15</td>
<td>THAT'S WHY I LOVE YOU SO MUCH</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>16</td>
<td>WINE ME UP</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>17</td>
<td>THE WAYS TO LOVE A MAN (Hi Gang)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>18</td>
<td>ME AND BOBBY MCCREE (Canal)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>19</td>
<td>THIS THING (Wandering Acres - SESAC)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>20</td>
<td>WORLD-WIDE TRAVELIN' MAN (Freeway - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>21</td>
<td>MUDDY MISSISSIPPI LIME (Detail - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>22</td>
<td>THESE ARE NOT MY PEOPLE (Wine - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>23</td>
<td>COLOR HIM FATHER</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>24</td>
<td>TENNESSEE HOUND DOG (House of Wang - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>25</td>
<td>YESTERDAY WHEN I WAS YOUNG (Tol Drought - SESAC)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>26</td>
<td>BIG WIND</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<td>27</td>
<td>WHEREVER YOU ARE</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>28</td>
<td>RAINING IN MY HEART (BUT YOU ARE - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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<tr>
<td>29</td>
<td>PROUD MARY</td>
<td>Webb Pierce</td>
<td>BMI</td>
</tr>
<tr>
<td>30</td>
<td>SINCE I MET YOU BABY (Progressive - BMI)</td>
<td>Webb Pierce</td>
<td>BMI</td>
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</tbody>
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**F R A N  W A R R E N**

SINGS IT ! ! !

**S L I M  W I L L A M E R O N**

PRODUCED IT ! ! !

---

**Thank You**

WJJD  WONE  WJRU  WUBE  WBO  WICC  WRIT  WPLO  WOKY  WSLR  WMIN

---

**# 69 RECORD WORLD**

**# 60 C A S H B O X**

Pub by Yohah Music, Inc.
Continues His Hit Status

Hank Williams, Jr.

"I'd Rather Be Gone"

MGM 10477

MGT:
Buddy Lee Attractions, Inc.
806 16th Ave. So.
Nashville, Tenn. (615)244-4336.

New Hit LP Release
LIVE
AT COBO HALL,
DETROIT SE-4644

www.americanradiohistory.com
Nashville... The Country Music Festival

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

ISSUE DATE OCTOBER 18

Plan now to have your ad message in it!
The Wallace Collection, comprising three top beat musicians, a leading jazz pianist and two classical string players, made an immediate impact on the Belgian charts with their first single "Daydream," which rocketed to No. 1 position. The boys are currently on an extensive European concert tour and their second single, "Fly me to the Earth," is released internationally by EMI.
CashBox Great Britain

Contrary to expectation, Tamia Moore has decided to tour Britain with EMI instead of setting up independently. According to reports, the new deal is good news for Tamia, as it will give her more exposure. Tamia is scheduled to tour Britain with EMI starting in October, and will release her debut single, "I'm So Happy," in November. The tour will also include a stop in Scotland, where Tamia will perform at the annual Edinburgh International Festival.

Blue Horizon has launched its biggest promotion campaign yet, earlier this month. The promotion is being launched in conjunction with David Teare, who has been appointed to the position of Director of Sales at Blue Horizon. The campaign features a variety of promotional offers, including free singles with purchases of albums, and a competition to win a trip to Scotland.

Orange Musical Industries is launching a new label called Lucky. Lucky will release a demo tape of an artist called Bent who has been signed to the label. The tape will be available for free at select record stores.

Deep Purple and the Royal Philharmonic Orchestra combine their talents at the Royal Albert Hall on September 26th. The concert will be recorded and released on vinyl and CD. The performance will feature the works of composers such as Mozart, Beethoven, and Britten.

Cyril Ornadel, the managing director of Cashbox, has signed an exclusive contract with the magazine. He has also formed a new LP entitled "Great Songs Of Great Britain," which will be released in the fall featuring famous British artists. Ornadel has also announced plans to publish a new magazine, aimed at record store managers, which will be released in the fall.

English Rep For Swedish Pop Spec

Hollywood, 26th June - A Swedish TV producer has signed up with the English agency for representation in the UK. The agency is looking for a new artist who can bring something fresh to the Swedish music scene. The producer has been scouting around for a new talent for some time, and is looking for someone who can make a difference in the market. The agency is hoping to find someone who can bring a new sound to the UK market. The producer is looking for someone who has a fresh and innovative approach to music.
Sweden To Give 'Gramm's Award

STOCKHOLM — Sweden's International Federation of Phonographic Industries, or IFPI, will produce its version of America's "Grammy" Awards at a gala evening to be held at Bern's in Stockholm on December 25, 1969. The American "Grammy" awards are presented to the record industry by the National Academy of Recording Arts and Sciences. Sweden is among the many countries in the U.S. record industry to have "Gramm's" awards. A jury consisting of seven people taken outside of the trade such as people from television radio, film and newspaper was appointed earlier this year, and this jury has now selected 1969 "Gramm's" nominees. The names of the nominees will be published around September 12, 1969.

CBS England Sales Presentation

and cassette releases with any regularity," Dennis concluded. "CBS has always been an up-to-date company, and sales will naturally follow because of the expansion in the number of categories, especially the international ones."

"The future of the record industry may be in territory not only with CBS.

CBS LP a and r coordinator David Howells addressed the assembly on the situation for LP and 45's and sales would be handled by the Milestone. The Milestone will be released through Production. The release set was for the last week of September, comprising four albums by Blind Lemon Jefferson, Fletcher Henderson blues singer Fred McDowell, and tenor Joe Henderson. The albums will be ranked.

Howells: "You will find that some of them have already been imported here recently and that really means very little. The import LP's and 45's are very excellent releases. Consequently Milestone has already established and reputation through them.

CBS also has captured Frank Zappa's Straight label, an important name in contemporary music and part of Zappa's own personality, attracting artists with a similar attitude. The "Gramm's Award"

Philips-Gerry Bron In Three-Year Pact

LONDON — Hot on the heels of the new Philips policy with independent producers comes news of a three-year deal between Philips Records, Gerry Bron's Ltd. All artists signed and produced by Hit Records will be released through Philips Bron, which has had close ties with Philips in the past through such artists as Manfred Mann, The Colosseum etc. Leslie Gould, managing director of Philips, said: "We're very happy that the ties between Gerry Bron and Philips have been renewed stronger. I'm sure that the wealth of talent Gerry will bring to us will help fulfill our objectives." Bron said: "I am very happy that I have signed exclusively to Hit now with the last contract and with this deal I have an opportunity to develop with Philips Bron as the only production company backed by the expansion of a major worldwide organization." Philips is currently in negotiation with several other leading independent producers.

Ray Mills PM Of Ambassador Music

LONDON — George Pincus, president of Gil-Pincus Music of New York visiting his London office, Ambassador Music Ltd. of which he directs together with his sons Lee and Irwin, has announced that he has engaged Ray Mills as professional manager of Ambassador Mills, previously A & R manager at Chappell & Co. primarily concerned with cultivating and producing new song writers and artists. Ray Mills is a turn style and song writer in his own right. John Beecher remains as business administrator of the London office. Ambassador Music has enjoyed continuous success since its inception eight years ago. Lee Pincus named Ambassador Music and lived in London for a number of years before returning to the States, but still makes periodic visits to the London office. Ambassador's latest recording is Frank Sinatra's "Love Is Good To Me" by Rod McKuen.

SIEA Will Handle Mech. As Well As Performance Rights

ROME — SEDRIM, the mechanical rights collecting society created in Italy in 1926, ceased operations on Jan 31, to be replaced on Jan 1 1969 by SIEA, the Italian performing rights society. SIEA will be responsible for mechanical rights collection for "vision entrepreneurs throughout the world" SEDRIM will continue to exist solely as a "technical office," under the supervision of SEDRIM, the administration of mechanical rights. SEDRIM was formed on a private basis by several publishers. SIEA is authorized by Italian law as a performance collection agency and now SIEA is carried over to mechanical collections

Guus Jansen Visting States And Canada

AMSTERDAM — The president of the Dutch Basart Publishing Group, Guus Jansen, was on a quick visit to the United States and Canada in September. Guus Jansen is the Dutch version of the German, basart GmbH N.V., already the strongest independent publishing group in the Nether-lands. At present it has over 5000 publications, mainly in the field of national interests as well. Basart/Strogonoff is not only active in the music publishing field. The group also publishes ten national magazines, Foremost of which is a major part of the world's largest magazine, and also operates in the theatre field with the national magazine "Worldwide," which will have its offices in the Netherlands Chamber of Commerce at 10 Rockefeller Plaza.
**Great Britain's Top Ten LP's**

1. Stand Up, Jethro Tull
2. From Hanging Gardens to Bedazzled, Van Morrison
3. Stop Me If You Think You've Heard This Before, The Who
4. Can We Talk About Something More Important Than Love, Paul McCartney
5. At the Iron Gate, Michael Chapman
6. Arran's Retreat, The Strawbs
7. The Blues Rockers, Badfinger
8. Knights and Beggars, Canned Heat
9. That's Gutter Tina, Tina Turner
10. Goodmorning Starshine, Oliver, CBS, United Artists

*Local copyright*

**Great Britain's Top 50 Singles**

1. "Let Me Be Loved," Britney Spears
2. "Crazy," Gnarls Barkley
4. "Vogue," Beyoncé
5. "Rolling In The Deep," Adele

**Plumb Soundtrack Probe For Capitol**

**Country Joe and the Fish**

**On Euro P.A.'s**

**EMI Offers 'Hands'**

**Italy's Best Sellers**

1. "Pensando A Te," Al Bano/EMI Italiana Published by EMI
2. "Vivace," Carla Fracci/EMI Italiana Published by EMI
3. "Scusa il Piacere," Umberto Tozzi/EMI Italiana Published by EMI
4. "Il Canto di Napoli," Pino Donaggio/EMI Italiana Published by EMI
5. "L'Altra Sera," Salvatore Adamo/EMI Italiana Published by EMI
**France**

France held its annual con in the Hilton Hotel of Paris on a 9th under the presidency of **P. Meyer-En Magre. Many initiatives of Philips foreign sales were present and also members of the Press, Radio TV in the production line. Aou n Jacques Galliard got interesting figures concerning the production line showing that the French industry just passed a really make the dealers job easier, will keep on reducing its cur-rate. For example, Philips added 800 EPs in 1967, 814 and 332 this year. But the thing is, forHazan, the too part taken by LPs albums in the turnover of the French marks the LP sales are 39% of the turnover, compared with 50% and 45% in the U.S.A. 22% in Australia and 43% in France, formerly Interna-

**Franca's Best Sellers**

\[\text{Ouf Je T'Aime (Johnny Hallyday): Philips, Suzel} \\
\text{Aires Le Chante (Nika Zara): Philips, Tutti} \\
\text{Moi Tu Live (Aphrodite's Child): Mercury} \\
\text{Les Champs Elysees (Joe Dassin): CBS, Music Is} \\
\text{A'Time Moi Non Plus (Jane Birkin): Philips, Transatlantiques} \\
\text{Le Meteque (Georges Moustaki): Polydor, Continentales} \\
\text{On Back (The Beatles): Apple, Northern Tourner} \\
\text{Le Petit Pain Au Chocolat (Joe Dassin): CBS, Sugar Music} \\
\text{La Premire Etiole (Mireille Mathieu): Barclay, Banc} \\
\text{L Amary (Yvonne Maria): Winter/Riviera, Barclay} \\
\text{Est Efira (Leo Ferre): Barclay, G Meys} \\
\text{Bus Ley Balaic Teas Les Oseaux (Michel Polnareff): AZ, SEMI} \\
\text{ballad of John And Yoko (The Beatles): Apple, Northern-Tourner} \\
\text{La Canine de Santa Marita (Sorrel): Carrere, Carrere} \\
\text{Ma Bonheure (Joe Dassin): CBS, Sugar Music} \]

**Mexico's Best Sellers**

\[\text{Get Back - The Beatles - Apple} \\
\text{The Ballad Of John & Yoko - The Beatles - Apple} \\
\text{A Gadda Da Vida - The Kinks - Atlantic} \\
\text{La Sena - Lee Montejo - Capitol} \\
\text{Avaracade - Patty - Capitol} \\
\text{Maria Isabel - Los Payos - Gamma} \\
\text{Me Quiero Casar Contigo - Roberto Carlos - CBS} \\
\text{Casateche - Dimitri Dourakine - Philips} \\
\text{Estoy Loca Por Ti - Elizabeth - Ruff} \\
\text{Elisa - Barry Ryan - MGM} \]

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**CashBox Australia**

The MCA label has been launched across the nation through Astor Records, the first release being one of the hottest singles in the United States, 'Sweet Caroline' by Neil Diamond. In each capital city of Australia, Astor offices had a glamorous mini-skirted young lady wearing 'Sweet Caroline' nashes deliver to disc-jockeys and programmers and invited them to build a press party later. The well-coordinated promotion campaign obviously met with great success and gave the MCA label a great start in Australia. 'Sweet Caroline' is one of the many hits of Neil Diamond and should soon be showing on the national charts.

Disc-jockey Young Johnny (station XYZ) is showing great strength as a composer these days as well as a performer. Johnny wrote the Russell Morris smash, 'The Love Thing', which is released in America on Diamond and by Decca in England. Young Johnny also wrote a very delightful ballad called 'The Girl That I Love' which is released on Russell Morris Blue/Pink single. It is rapidly emerging as the top side of the record and rightly so. Now we find that Young has also written the A side of the new Hertford-King record and on the other side the writing of the publishing EMI.

Tiny Tim is in Australia now for his season at the Chequerboard. Sydney Tiny has received a big press coverage, which delights Des Doesen, the promotion boss of Australian Record Company which handles the Reprique catalog in this part of the world. Belgium is on fire with "I'm Yours" by Kenny Rogers and the Previous edition which has become a real monster.

W & G Records are attacking the market with a splash of news disks including 'It Miek' by Barry Nicholson, 'Journey to the End of the World' by Motown, and the one that has triggered off this renewed action on low-priced albums. Albums are now being rolled out extensively, through news agents, chain-stores, and in fact through any other possible form. A very well-publicized record that will start a rack to be installed. Most of this low-priced product is being retained at (Aust) $1.99, the lowest price of albums that has been offered for the past. Several companies have met the challenge of MFP and are now selling at $1.99 through many of the same outlets, and others are marketing a line of $2.50 albums. They are on sale in the wide world that low-priced albums are here to stay, and will eventually dominate the album market.

**Australia's Best Sellers**

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>This Week On Chart</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>In The Ghetto (Elvis Presley - RCA)</td>
</tr>
<tr>
<td><strong>2</strong></td>
<td>A Boy Named Sue (Johnny Cash - CBS)</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>This Is The Heart Of The West (Merle Haggard - Epic)</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>My Sentimental Friend (Herbert's Hermits - Columbia)</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td>Sugar, Sugar (The Archies - RCA)</td>
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<tr>
<td><strong>6</strong></td>
<td>Art (Harry Nilsson - Epic - Decca)</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td>Many Times - Country Songs - Low-Fi (MGM)</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td>McHymn (The Monkees - RCA) Screen Gems</td>
</tr>
</tbody>
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**Belgium's Best Sellers**

<table>
<thead>
<tr>
<th>This Last Week</th>
<th>Week Week On Chart</th>
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</thead>
<tbody>
<tr>
<td><strong>1</strong></td>
<td>Venus (Slopping Blue - Pink Elephants)</td>
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<tr>
<td><strong>2</strong></td>
<td>Curly (Move - Regal Zonophone)</td>
</tr>
<tr>
<td><strong>3</strong></td>
<td>Saved By The Bell (Robin Gibb - Polydor)</td>
</tr>
<tr>
<td><strong>4</strong></td>
<td>Viva Bobby Joe (The Equals - President)</td>
</tr>
<tr>
<td><strong>5</strong></td>
<td>Don't Give It To Your Mother (The Bee Gees - Polydor)</td>
</tr>
<tr>
<td><strong>6</strong></td>
<td>In The Year 323 (Zager &amp; Evans - RCA)</td>
</tr>
<tr>
<td><strong>7</strong></td>
<td>Jack And Jill (Tommy Roe - ABC)</td>
</tr>
<tr>
<td><strong>8</strong></td>
<td>Go Go Goo (Badabagala (Donovan - Epic)</td>
</tr>
<tr>
<td><strong>9</strong></td>
<td>Goodnight Midnight (Cloyd Rogers - RCA)</td>
</tr>
<tr>
<td><strong>10</strong></td>
<td>Natural Born Bum (Humble Pie - Immediate)</td>
</tr>
</tbody>
</table>
Bovema's American label manager Joop Visser enthusiastically reports his star-studded release with great album—his first such release in a Canned Heat, Johnny Macin Singers, Fifty-Five Years, Ronco Dog and Nancy Wilson and Ray Charles. This joining of forces will be supported by heavy advertising and merchandising helping follow the trend of progression.

Another Bovema import release is the new series on the Westminster label, which this year brought several European EMH branches. 25 albums, released on the Polydor label, which will be sold in the low-price category. Of course merchandising material will support this important release. From the local Bovema studio they have now released a new Ben Webster recording with Jacques Scholts, bass, John Engel, drums, and a new, bril- liant new sound of one of Holland's leading trumpeters, Ruud Meijer, but not at least an LP called "Their Greatest Misses" with titles of Bovema's groups, The Cats, the Buffoons, Brab- box, Gloria and Left Side, which record shows that Bovema's promotion grip on the Dutch pop market. First sales are very promising.

The same goes for the new single of the Cats. In the first days of its re- release, sales records of "Scarlet Rib- bons" were broken. This single entered this week in 3rd position.

This week Phonogram N.V. released the latest Jethro Tull album, "Singles". The band presented its latest single on the Philips label, "Space Oddity", British singer David Bowie's new LP. Bowie his- torically appeared in Holland to appear in the TV program "Dutchies" amongst other results. The single goes for the new single of the Cats. In the second day of its release, sales records of "Scarlet Ribbons" were broken. This single entered this week in 3rd position.

This week Phonogram released the first album by world- known Dutch opera singer Christine Dutekem. At a well-attended press conference in the Amsterdam offices of Phonogram, Director Jach Has- linck presented the first copy to Mrs. Dutekem.

CNR records was the first in the world to release a record featuring songs with the English "Airedale Ensemble". At the same time Arlo-Germany and Scandinavia released a new LP, "Ich Sing Ein Lied Fur Dich" (I Sing A Song For You). Seven songs on the album. The LP is from a 1 year old Dutch boy's film "Ein Herz fuer Tina" (A Heart For Tina), Hennies' latest single "Scheiden Die Liebe" (Divorce the Love) which reached the charts two weeks after its release.

This week Holland is enjoying an enormous success with all of its James Brown records. His double-sided U.S. record of "I Saw Your Picture" and the instrumental "The Popcorn" is now No 1. The T-Bones label manager Nico Van Biemen last week also released the second volume of "James Brown's Greatest Hits". This new album features all such tunes as "Can't Stand Myself, There Was A Time" and The Soul Of J.B."

On the Atlantic label, Polydor re- leased a fantastic batch of re-releases in its Specials series, which includes several Rhythm & Blues best sellers from the early 50s. Among the albums are Ben E. King, "Hallelujah I Love Her So" and Ray Charles, "Tell Me What You've Got" by Joe "Lex", "Night Train" by the Mar- keys, "Ike Whiz" by Carla Thomas, "Mercy" by The Covay, "Save The Last Dance For Me" by The Markys and last but not least, "The Great Oba Redding Sings Soul Ballads".

Polydor's promotion manager Harry Knipschild has several new action single singles on the local "My Special Prayer" by Percy Sledge, "Was Damals War" by Kari Goit, "Highway To Happiness" by The Temptations.

Next to its Stax series, Negram introduced this week a series of eight albums with material including material of such artists as Steve Mancha, J.A. Barnes, Steve Cropper, the Emo- tions, the Mad Lads and Mavis Staples. The Star line was extended this week by the release of new albums by the Persuasi- oners, R&B group "T. Albert King, Carla Thomas, Eddie Floyd, Freddie "Braxten By 'My Love With Me' by Aretha Frank- lin, and many others. In the single field, the label has released singles by Johnny Cash with the help of the pop group Clover Leaf are all in the radio Verona top parade.

Don't Forget To Remember" by the Bee Gees and "I Can't See Nobody" by the Marbles are new charac- teristics of Polydor this week.

Next to its Stax series, Negram introduced this week a series of eight albums. The Tenientes de Anahuac has sold more than 100,000 copies of their first LP on the Polydor label. These ten tenientes of the City Traffic Department have been booked for TV and theatre. Poly- dory has launched a new promotion in favor of Spanish talent. The first recordings of Los Iberos, Julio Iglesias and Ivanova are already on the market.

Angelica Maria, popular RCA voca- list, will soon leave for Venezuela where she is engaged to do night club and TV appearances. Marcos Antonio Manzi, another of RCA's best sellers, also will be away. He is expected to be back in the studio in the next months. His tour will include Venezuela, Colombia, Puerto Rico, Santo Domingo and United States. In the meantime, he is rushing video tapes for the TV series he does with Carlos Liceo, and in a hurry recording 24 new songs for his next RCA LPs.

Due to the big success of his first Mexican appearance, the well-known pianist and singer Earl Grant will soon be back in Mexico City.

Dioscuros, USA, (DUSA) re- portered less than in two months Los Tenientes de Anahuac has sold more than 100,000 copies of their first LP on the Polydor label. These ten tenientes of the City Traffic Department have been booked for TV and theatre. Poly- dory has launched a new promotion in favor of Spanish talent. The first recordings of Los Iberos, Julio Iglesias and Ivanova are already on the market.

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FIDDLIN' AROUND—Prior to his assuming the lead role in the English production of "Fiddler On The Roof," Dutch RCA artist Tjipke was presented with a Gold record for sales of 25,000 copies of the Dutch "Fiddler". Presentation was made by Wil Bremants, director of RCA Holland and Pierre Dam, publicist manager of the firm, who flew in for the occasion. Pic above show a suitably bearded Goedman and Bremants.

Glória Lasso (Pequena), a popular Spanish singer rooted in Mexico City doing great as impresario at Lepra, a fashionable spot in Mexico City, has made her first LP and is hoping to have a new LP for the record industry and show business.

Most touching was the homage on-dered by Agustín Lara, Mexico's proli- fic composer, at the Almeria Central (whose auditorium was named after him). To sing most of the ma- cro's productions, were, among other things, such attractions as Enrique, Tona La Negra, Pedro Vargas, Rolfi Vázquez, Rebeca, Albita, Aligara and Libertad Lamarque.

It has been noticed that in the last few months the Mexican dust bowls has turned to the Bart Harris sound. RCA the firm that handles the A&M Record label, in response to such demand just released an LP containing among other numbers, "I'll Never Fall In Love Again", one of the Bacharach hits in Mexico.

"Something Going" with Alba Udine on Mercury is one of the most programmed records, and DUSA reporting good sales figures.

### Argentina's Best Sellers

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Song</th>
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<tbody>
<tr>
<td>1</td>
<td>Te Regalo Mis Ojos</td>
<td>(Relay) Gabriella Ferri (RCA)</td>
</tr>
<tr>
<td>2</td>
<td>Tirtandita</td>
<td>(Relay) Donald (RCA)</td>
</tr>
<tr>
<td>3</td>
<td>Rosa Rosa</td>
<td>(Ansa) Sandro (CBS)</td>
</tr>
<tr>
<td>4</td>
<td>Coquisquis</td>
<td>(Melexa) Donald (RCA)</td>
</tr>
<tr>
<td>5</td>
<td>Tengo La Piel Canosa</td>
<td>(Piero) CBS</td>
</tr>
<tr>
<td>6</td>
<td>Raballos Verdes</td>
<td>Trocha Angosta (Music Hall)</td>
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<tr>
<td>7</td>
<td>Prad Mary</td>
<td>Cedrece Clearwater Revival (EMI)</td>
</tr>
<tr>
<td>8</td>
<td>Sugar Sugar</td>
<td>Archies (RCA)</td>
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<tr>
<td>9</td>
<td>La Che Fredie Fa</td>
<td>(Relay) Nada, Iracundos (RCA)</td>
</tr>
<tr>
<td>10</td>
<td>Martins</td>
<td>EMI</td>
</tr>
<tr>
<td>11</td>
<td>#6</td>
<td>Fidela y Max (CBS)</td>
</tr>
<tr>
<td>12</td>
<td>#4</td>
<td>Extrana De Las Botas Rosas, (Relay) Joven Guardia (RCA)</td>
</tr>
<tr>
<td>13</td>
<td>#1</td>
<td>Ave Maria, Raphael (Music Hall)</td>
</tr>
<tr>
<td>14</td>
<td>#2</td>
<td>Jesus Maria, Rafael (Music Hall)</td>
</tr>
<tr>
<td>15</td>
<td>#3</td>
<td>Viva La Vida, (Claro) Palito Ortega (RCA)</td>
</tr>
<tr>
<td>16</td>
<td>#5</td>
<td>Que Nos Pasa, (CBS)</td>
</tr>
<tr>
<td>17</td>
<td>#7</td>
<td>Mire Vijo, (Korn) Piero (CBS)</td>
</tr>
<tr>
<td>18</td>
<td>#11</td>
<td>Penebras, (Atan) Sandro (CBS)</td>
</tr>
<tr>
<td>19</td>
<td>11</td>
<td>La Pistola, Juan Carlos Cabalo (Tolima)</td>
</tr>
<tr>
<td>20</td>
<td>#8</td>
<td>Aver Ayen, Carlos Javier Beltran (Disc Jockey)</td>
</tr>
<tr>
<td>21</td>
<td>#15</td>
<td>Heather Hone, Walkers (Music Hall)</td>
</tr>
</tbody>
</table>

*local copyrights*
Argentina

Hugo Pombi, CBS’ promo top dog, is the maven of the second Sandro film, “La Vida Continua,” which is expected to follow the success of his first. Another CBS artist, Roberto R. Fraga, has signed a contract for the label; the first one to be started in a few weeks. Leonardo Favio is currentlyin Puerto Rico after a stay in New York and will afterwards jet to Lima, Peru, before returning to Buenos Aires.

RCA’s Ulises Granizo info about the release of a new single by Dyango who is returning to Buenos Aires after his successful single “Lejos de los Ojos” for personal appearances and TV New titles are “Eramos” and “Olivier” and the label expects to sell it strongly. As we have noted before, a string of foreign artists are visiting Argentina this season, and RCA is profiting with many of these visits, generally resulting in strong sales and demand for more appearances in person.

Music Hall reports the contracting of Owe Monk, Swedish soloist who belonged to the Con’s Combo till the dissolution of the group some months ago. The disk jockey feels happy with the results of the singles cut by Elizabeth (“Estoy Loca por Ti”), Spanish group Los Mitos, and the new releases by Andy Kim and Argentinean character Alberto Cortez, currently in Spain, all showing good dealer reaction.

Phonomagnat’s Eduardo Falu is currently starring the Channel 7 top folk music program. “Folk Singer” appearing with artists like Cuarteto Zupay, Daniel Toro and Ariel Ramirez.

Rodriguez Luque of Disc Jockey is working on the promotion of the new single by Carlos Javier Beltran, “Ayer Aun,” which has already entered the charts. The first LP by beat group Pintura Fresca is also selling very well, and a new single has been scheduled for the near future. The label is preparing also the release of a new single in Spanish by Charles Amavour, originally recorded by Barclay of France.

Microfon is promoting the new LP released by Virginia Luque with several tango standards aimed at the many fans of the chantress and actress. There is a new LP by folk chanter Claudio Monterroso and a second vol of Chile’s Santa Cruz successful album “Entre Hombres.”

Maurice Brenner of Fermata info about the release of the soundtrack of the recently-premiered film “Don Segundo Sombra.”

The disk jockey is also working hard on a new waxing by Brazilian star Ermanno Carlos, “Sentado a la Vera del Corazon,” originally produced by RGE in that country.

Belgium

few months now BRT 2 radio
has made up a collective top
most important Belgian papers
and monthlies) copy this hit
In a few months the “Nationa-
of Top 10” has grown into the
hit parade in Belgium.

FOLKS – A cluster of RCA’s artists performing at Toronto’s recent
Folk Festival are shown at the picnic grounds with John Fozier (second left), exec assistant to the label’s vice president, Vivian Hicks of RCA’s Productions. The performers are country singer Billy Charne (left) and Linda (right of center) who make up the Nimbus 9, and new disc
David Brudstrid (right) who is due to make his recording soon.

CashBox

Folks’ Top Ten LP’s

preferidos a La Luna, Selection (RCA)
De America, Sandro (CBS)
Pintura Fresca, Pintura Fresca (Disc Jockey)
Volumen II, Leonardo Favio (CBS)
El Golfo, Raphael (Music Hall)
Viva La Vida, Palito Ortega (RCA)
No Apa Para Memores, Los Parranderos (Magenta)
Live Otra Vez, Johnny Riven (EMI)
El Tigre, Roberto R. Fraga (CBS)
La Magia, Sandro (CBS)

and Nelly Bijl. The flipside is the
Dutch version of “On veut toujours ce qu’on n’a pas.”

Max Romeo’s “Wet Dream” is
played quite a lot on BRT radio in
spite of the BBC ban. In Belgium two
companies released this record. They are Poyagram, that has a contract via
the Dutch company Phonogram, and
Frankie Music, that has a direct
contract. Polygram released "Wet
Dream" on Pama Records and
Frankie Music on Supreme Records.

A big hit is expected for “Heya” by
J. J. Light on Liberty. The record is a
smash in France. The Belgian group
Mec-O-Singers has recorded their
version of the song “Stop the Ma-
chine” by the Dutch group Swinging
Soul Machine. A few underground ef-
facts were added. It was the BRT 2
H integrated in the week. Both records
were released by Gramaphone On
the harvest label the new Deep Pur-
ple record “Hallelujah” was released.
The group had a lot of success at the
latest Bitten Festival.

Barelay distributes Chess in
Belgium. The first Chess record was an
immediate success: “I Can Sing a
Rainbow/Love Is Blue” by the Debris.
The record owns this success to an
enormous Radio Luxemburg plugging.

Germany Record Mfr’s Sales

(Courtesy of “Schallplatte”)

This Last Weeks
Week Week On Chart

1 3 2 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music
2 2 1 Love Peace A Chance – Plastic Ond Band – Apple – Robert
Budden Music
3 2 3 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music
4 3 4 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music
5 4 5 Was damals war (What Used To Be) – Kariac – Polydor
Budden Music
6 6 6 Pretto – Chris Andrews – Vogue – Hans Gerg Music
7 7 5 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music
8 3 2 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music
9 9 8 Ein bisschen Goethe, ein bisschen Bonaparte (A Little Goethe,
A Little Bonaparte) – France Gall – Decca – R Budden
Music
10 10 10 Horst Ton Women – The Rolling Stones – Decca – Hans
Gerg Music

*Original German Copyright

Mikulski Exits CBS Schallplatten;
Wolfert To Take Reins November 1

NEW YORK – Bernhard Mikulski has left CBS Schallplatten; was at the helm of this operation for last week. CBS and Mikulski formed CBS Schallplatten in partnership
in 1963, and the disk jockey has grown considerably since then.

Rudolf Wolfert will take over the management of CBS Schallplatten and
April Musikverlag on November 1.

Wolfert joined CBS Schallplatten in April 1963 as an assistant to the mana-
ing director. He attended the CBS management training course in New York and after-
wards took over executive positions in the areas of administration and manu-
facturing at CBS Schallplatten. In 1968 he moved to the sales, marketing
and creative side of the company.

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EDITORIAL: Good Salesmanship

Truly, no other word in the language of business has so many varied connotations than “salesmanship.” To some, especially those whose very livelihoods depend upon commissions, salesmanship means the push, push, push of the hard sale through forceful language, lots of dramatic gestures and an occasional off-color joke to spice up the spiel. To others, selling is simply filling orders, much like a restaurant waitress “sells” food.

We think the real art of selling, as it should be employed in the coin machine business, is basically to satisfy a need for the products and service it offers. Somewhere between purely push and genuine salesmanship lies the need that many say doesn’t exist. Simply, by creating one.

As one of our better games sales managers confided to us last week, “I never try to force equipment down anyone’s throat. When you try to sell a guy more than he needs, what you’re really getting back is resentment. Time comes when he does need a few pieces and he’s almost certain to go elsewhere.” Here, then, is the basic salesmanship of an ‘order taker’ by any means. While filling a customer’s basic needs on one hand, his real secret is to move extra machines by enlarging on those basic needs. Example.

The good music and games distributor knows about many of his operators’ locations. It may sound preposterous but many distributors have a very good idea who operates where. When the operator drops by for some extra supplies, he doesn’t inquire: “Hey, you need a new pinball?” He suggests one or two specific spots where that new pinball or specialty game could neatly fit in the customer’s route of operation. Far from pushing extra equipment that anyone’s threatened to distribute, he often does his customer a favor by reminding him extra coins can be gained by placing this new machine in that location.

Good distributors sell more equipment also by helping their operators to find new locations. There’s no better way to create a need for new equipment than by searching out location possibilities and parcelling out the information to operator-customers. And while we’re at it, the good distributor makes his income primarily from the profit on equipment, not from exorbitant finance charges. But that’s another editorial.

On the operating end, the good street operator should not merely satisfy his locations’ various equipment needs but create additional needs through the exposure of new product that would also fit into his various stops. For example, each music operator can earn some extra income by suggesting to certain of his customers that a remote wallbox be placed in an adjacent area to the bar for the convenience of patrons.

Simply then, good salesmanship is first digging a hole in somebody’s backyard and then selling him the dirt to fill it up. It means that manufacturers should lend their advice and assistance to their dealers to develop new operator-buyers. It means distributors helping their operators to find new locations for equipment. It means, for operators to persuade their locations that additional service can be devoted to their patrons thru additional machines.

COIN MACHINE NEWS

Bally Corp. Acquires Belgium Distributor

Bill O’Donnell

CHICAGO—Bally Manufacturing Corporation has signed an agreement to acquire its large independently-owned European distributor, Bally Continental Ltd. Under the terms of the agreement, Bally Manufacturing is to issue up to 150,000 shares of its common stock. Of this amount 150,000 share are issuable in relation to earnings achieved by Bally Continental in a five-year period based on a formula requiring full share issuance, annual earnings of Bally Continental to at least $500,000 after taxes.

Bally O’Donnell, president of the expanding Chicago-based organization said: “Our association with Bally Continental, Ltd., has been a long and successful one. Now, as an integral part of our company, we will be able to expand this operation even further in a rapidly-growing European market.”

Headquartered in Antwerp, Belgium, Bally Continental was founded in 1959 by Alex & Wilma's Inc. The company was then called European Amusement Games, Later, the company dealt exclusively in the sale and service of used coin-operated amusement equipment.

It became associated with Bally in 1967 and began to build a vast distributor network throughout Europe. In 1963 the name was changed to Bally Continental. For the following year it had become a leading distributor of coin-operated amusement and gaming equipment in Europe.

Bally Continental plans to build large new facilities next year on a four-acre tract of land near the Port of Antwerp. They will contain under one roof the offices, the shop, the service and parts department, the transit-bonded warehouse and eventually, when acquired by the Common Market, production facilities.

This was the third acquisition announced by Bally Manufacturing Corporation in recent months.

On July 18, the company announced an agreement to acquire the independent manufacturing company of Cicero, III. This maker of cabinets for coin-operated amusement equipment such as the pinball, shuffleboard, gun and pinball games as well as pool tables, sewing machines and a line of furniture has annual sales of $4.5 million. The acquisition was announced on August 1 for an undisclosed amount of stock.

On July 21, Bally agreed to acquire Midway Manufacturing Corporation of Chicago, also for an undisclosed amount of stock.

O’Donnell said the company plans to continue seeking acquisitions of well-managed, profitable companies in related product and service areas.

‘Action’ Aplenty In New ChiCoin 1-Player

CC Action 1-PI.

CHICAGO—ChiCoin is really what the “Action” is as it unvels its single-player pingame. This one is a dandy featuring two new impact targets and extra wallbox scoring.

The impact of the ball hitting it gates determines score values between 100 to 500. Players can also roll points by hitting any of four target. In addition there is an action pack as well as side lanes which score special when lit.

The backglass is highlighted by Lucky 7 racing car driver, as cracker, emitting gusts and by the will some lanes which are glowing. Could be they’re also applauding ChiCoin for producing what looks like sure operator’s winner.

“Action” is adjustable for 9.5 h play. The game has a lift out of locking playfield and an extra life in cash box with individual coin operated. It can be played at 99, 255 and also can be adjusted for 2-20 play.

This one-player made its debut the MOA Show and is now available at your distributor.

FAMA Picks Daytona

TALLAHASSEE, Fla. — The members of the Florida Amusement Machine Association have selected Daytona Beach as the site of their 1970 convention.

No specific location has been determined as yet, but Sol Tabb, convention committee chairman, executive director, Julius Sturm has been scouting facilities at several Daytona Beach hotels.

Recently the FAMA legislation committee met in Tampa to discuss proposed legislation which would let free play on pinball machines, three bills dealing with pool tab.
0 New Tables From Fischer

The Empire Professional

2N, MO. - A new top-of-the-\nsheet billiard table and a new \near size model with professional \nfeel have been added to the \nA home billiard equipment of \nFischer Manufacturing \nInc., Tipton, Missouri.

Empire Professional, a full \n8-foot by 4-foot table primarily \nsold for commercial use, is \neach new drop-in model for the \nplayer who wants a home bil- \ntable with truly professional \nplay action as well as fine furni- \nturing.

Lancer 6, Fischer's first 3-foot \nportable table, is designed for \nswimming pool that lacks playing \nfor larger tables but offers a \ngood, sturdy, well built home \ntable. The Lancer 6 features \neach exclusive Steel-tite 2-1/2- \ninches, new molded plywood \nsmoothed corner post, a molded \ncanvasback of wood grain, wood, \nyellow green billiard cloth and \nsmoother action. The Lancer 6's \nconstruction locks cushion, top \nplayfield and frame together in a \nperfectly rigid unit and plays \nguaranteed level when leaving \nthe table's basic frame.

New models have Fischer's \nside, 3/4-inch top rails of burn- 

ANGER'S MOTHER DIES

AGADO - Mrs. Audrie May Gran- \nmother of MDA executive vice- \npresident Fred Granger, died Sat- \nur at 86. After a lengthy illness \nMrs. Gran was held in Hastings, Mich- \ntheir home town. Survivors in \nclude a sister, a daughter, two \ngrandchildren and some great \nchildren.

Expect Texas

Coin Boom

As Bars Swing Later

AUSTIN -- The coin machine business in Texas is expected to get a boost \nfrom a law permitting taverns and \nclubs in counties of over 300,000 popu- \nlation to serve alcohol until 2 a.m. \nDaily. The law went into effect on \nSept. 1.

At the same time, a law went into \nforce requiring the licensing of mu- \n sic and game machine companies and \nproviding for penalties to oper- \nators who become directly involved \nwith the ownership of tavern locations.

Meanwhile in Houston, city coun- \ntilman Bob Webb asked the municipal \nlegal department to investigate how \nmuch the city can increase club \nand tavern license fees to cover the \nexpected increase in cost to police \noperations resulting from the ex- \n tended drinking hours.

CHICAGO -- Edward O. Berg has been \nappointed plant superintendent of Bally \nManufacturing Company. He succeeds \nCharles Nelson, who recently resigned to \nter a new line of business. Pre- \nviously, Berg was chief industrial engi- 

BELLMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

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Short Of Manpower? Try Women, Says Kort

A possible solution to the man shortage problem to the industry has been suggested by Ed Kort, president of Coin Operated Industries of Nebraska.

Speaking at the association's most recent meeting, Kort commented on the progress of four women he has hired in order to alleviate the manpower shortage.

These female employees have been assigned as route checkers and, according to Kort, in this capacity "they fit quite nicely." They have alleviated or allowed retention of the men for shop and equipment moves. Although employee shortage and time have not allowed for more shop training of the women, they have been taking care of various minor problems on machines.

Another attraction at the recent meeting was the crowning of Miss Games. For this honor, Nebraska operators chose Bonnie Blend, daughter of Mr. & Mrs. Joe Blend of Omaha.

Members of COIN came to Chicago determined to exceed even their 1968 attendance record of last year when they had the second highest of any state per population.

Apologies

NEW YORK — Due to the pressing schedule of pre-AMOA activities, the Cash Box, the Location Programming Guide will not appear this week. Operators can refer to the single reviews in the Music Section to keep up-to-date on new product. We will be back, same spot next week, with the Guide and beg your indulgence for its absence in this issue incidentally. Next week's issue will carry complete MOA Expo coverage with scads of pix and tons of verbage. Don't miss it — especially if you were unable to catch the convention and want to get info on the important events.

Pearson Dies

Drew Pearson, the man originally scheduled to address the MOA seminar on public relations at the Chicago convention, died this week. The syndicated writer had been ill for several weeks beforehand. When news of the seriousness of his illness became known, Jack Anderson, his long time journalistic colleague, had been named to replace him at the seminar.

National Promotes Sturdy

ST. LOUIS, MO. — James N. Sturdy has been promoted to director of engineering for National Rejectors, Inc., Eric L. Sokol, executive vice president of the firm, announced this week.

In his new position, Sturdy is responsible for all engineering development, design, planning, personnel, and procedures. He succeeds John C. Hennen III, who resigned recently.

A native of St. Louis, Mr. Sturdy joined NRI in 1969 as a mechanical engineer in the company’s engineering department. He was promoted to supervisor of the coin equipment group in 1986; and subsequently, he became manager of the group. Prior to joining NRI Mr. Sturdy was a design engineer with McDonnell Aircraft Corp. and also served with Aeronautical Chart and Information Center.

Cash Box: A Trade Magazine That Serves Its Industry
EASTERN FLASHES

ASSOCIATION DOINGS At press time all we could learn about initial turnout at the Chicago convention was that advance registration was high (in numbers, not the other way!). Unfortunate note was death of Fred Granden's mother week before the show opened. Our condolences New York State ops, let's get those reservations in for the Homowack Torevorine. Although the event goes off Oct. 3-5, Burt Chisefsky issued his last card mailing last week and it's true! Event is the annual get-together of the three regional associations and always enjoys great attendance; and added participation from record company execs and others from allied trades.

Seeburg Phonographs
S160 $995
E160a 795
Electra 795
LPC480 645
LPc-1 625
DS-160 495
AY-160 395
AQ-160 325
222 295
201 250

AM1 Phonographs
Music Merchant, MI: $695

Seeburg Wallboxes
HD3WA (200 or 160 sel.) $44
(whl accept mail orders)
3WA (200 or 160 sel.) $39

VISITORS — Into New York City week before last for meetings with our coin table factory execs here about were representatives of the International snack-supply company called Ditta Secondo, Terzo e Quarto S.N.C. (swell). The Genoa-based slate people led by Sr. Porcello, reportedly own one of the largest slate quarries in Europe. They were due to leave Paris Sept 4th.

JERSEY JOINTS — Paul Keeler's soon-to-be-finished Greensboro, N.C. National Shuffleboard Co. plant will also be heralded by some new shuffleboard product introductions, we hear. He will implement his marketing program to the fullest. The company has appointed George Raymond, Inc. of Springfield for his national advertising, sales promotion and public relations to the agency.

JUMP NOW — The South's largest shopping mall is about to go into construction in suburban Memphis, one of the leaders under a $4 million Greater Memphis Program. The center will comprise 79 stores and occupy a 29 acre site. More than 1,500 local building tradesmen in the area will be employed to put the complex together. The entire center will be one roof, and presents a singularly intriguing prospect for amusement, mail order operated's to exploit one of the greatest "new locations" ever to open. Project is expected to be completed by August 1971.

From the Woodstock Fair Millie McCann, producer of the New York State Coin Machine Assn. and the original Woodstock Music Festival (before she was among the many local residents who took in some of the kids caught in the cross-fire of no food, no shelter and rain, rain, rain which marred the event. Millie said the kids were grand and their excitement infected all the local townfolk, families as opposed to the hoocalyptic originally expected. "It was just a thrill to be able to help them. I learned something from these kids that all people can really connect with from all over the country. Try and join in social harmony under one flag. It was an event we'll never forget up here. Even the police had to say they've never seen so many people so well behaved," she declared.

New York State fair is a Joe, Billy Bob's amusement arcade, which will be closed with the New York State Fair. Seems Joe to have proven out quite the equipment salesman and maker. Johnny says many of his customers saw all the speciality items operating at the arena this week and thought the time was right for the big drawing items at that. The following, to the New York, N.Y. district operator, the Whirlybird and that proverbial World Cup.

FROM THE SUNSHINE STATE — The Florida Amusement and Music Association was well represented at the MOA convention, with the following members making the trek to the City for the proceedings. James Telo, MAO Past President, James Mullins, AMA chairman and board member of the MOA, Director; Sol Tabb, North Miami operator, along with Bob Bloome, land operator and distributor.

CALIFORNIA CLIPPINGS

Phonorow requests R.Turning Home after MOA Among those that should be getting any moment due to Mureoka of Associated Coin Amusement, before he left the city he tried to find out what both was going to be like, to go to no avail in the factories of the state has at least given them a few clues as to what was going to happen, as a matter of fact we have that nutty little box nobody knows how to open, with it for two years ago. Anyways the time couldn't get a word out of him, he said that it was going to be a real surprise. Well, whatever it was he brought over well. Bob George left his old company that couldn't be more pleased with the way Kansai Seiko Seisakusho Corporation's "Indy 500" was setting. He says that it is setting speed records and is just about sold out on its first shipment. Another amusement game that should likewise "burs the track" in Grand Prix, George says that he should be getting a shipment of this new game in a day now. Also standing out was an appearance of the Prestige 160 phonorow (which continues to be a mover. Speaking of Sega, we have that Dave. President and his lovely wife, Masako were town for about a week.

New Addition for Clayton Ballard We spoke to a very proud and pleased Clayton Ballard of Wurlitzer told about the birth of his grandson, Wendy Sue, who weighed in at 4 or 8 lbs, that daughter Peggy was leaving Los Angeles to attend the Beach State in the fall. This follow bit of information doesn't really go to coin business but Clayton is that school is the largest state school in California, with an enrollment of 28,000. Imagine, and is it a little bigger if you count the students even bigger)! We want to congratulate Clayton and Wurlitzer for getting So, California distributorship within this year and putting the Wurlitzer 600 coin operated paddle games into the world of pinball.

Hank Tronick was most enthusiastic on the reaction he had been getting with Midwest's new Rider canoe submarine. Glad to hear that Steve Tronick recently received his Ph.D. from Columbia University's search at the National Archives. He and his daughter leave any of the family out to told that brother to try and join in social harmony under one flag. It was an event we'll never
Ago Chatter

At the present time, there is a great deal of excitement building up into the Sheraton for the MOA Expo '69. Trucks are coming in every day, and the MOA office is swarming with visitors. Fred Granger and his staff are working overtime, trying to prepare for the Friday opening of the MOA exhibit. The exhibit is scheduled to open at 9 A.M. sharp, with the Sheraton open until 5 P.M. The exhibit will take place in the main lobby of the Sheraton and will feature a wide variety of equipment and displays. The MOA office is located on the first floor of the Sheraton and is open from 9 A.M. to 5 P.M. daily. 

Northwest Cues

The Northwest Cues is located in Portland, Oregon, and is the largest cue manufacturer in the country. They are known for their high-quality cues and are a favorite among pool players. The Northwest Cues is located at 1234 Elm Street, Portland, OR 97201. For more information, visit their website at www.northwestcues.com.

Upper Mid-West Musings

The South Dakota Vending and Music Association held their quarterly meeting at Rapid City. The summer meeting is usually held in Rapid City because of the picturesque surroundings and the opportunity for a weekend getaway. The meeting was held on Wednesday, June 24, at the Rapid City Convention Center. The meeting was attended by operators, vendors, and members of the association. The meeting was followed by a cocktail hour and dinner at the Rapid City Hilton.

Made Right, Priced Right...the Cues for 1970

Here are one- and two-piece cues for every taste, combining style, balance and finish to assure a better game. Butts are of imported assorted South American woods, shafts are of selected Canadian hard white maple, tips are of quality water buffalo hide. All joints are precision-made of brass or aluminum or a combination. Butt wraps are of nylon or leather, tims and spacers are of aluminum, brass or pearlized material. Send for prices and details today.

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Enclosed find my check, $525 for a full year (52 weeks) subscription (United States, Canada, Mexico), $455 for a full year (Air Mail United States, Canada, Mexico), $355 for a full year (Airmail other countries), $155 for a full year (Steamer mail other countries). Please enter my subscription for the following:

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Be Sure To Check Business Classification Above!

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COIN MACHINES WANTED

WANT: 25MM & BMF items, audio video machines, slot machines, bartops, gambling paraphernalia, video arcade games, music stands, radio希望自己们... WANT: 25MM & BMF items, audio video machines, slot machines, bartops, gambling paraphernalia, video arcade games, music stands, radio...

WANTED: Mike Munves 10036, Phone: (201) 864-2424. FOR SALE: 25MM & BMF items, audio video machines, slot machines, bartops, gambling paraphernalia, video arcade games, music stands, radio...

CASH LOTTERY MACHINES. NEW IN CASE:

NEVADA LOTTERY MACHINES. NEW IN CASE:

276 Altair St., New York, N.Y. 10010. Phone: (212) 572-6675.

COIN MACHINES FOR SALE

SALE: 25MM & BMF items, audio video machines, slot machines, bartops, gambling paraphernalia, video arcade games, music stands, radio...

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276 Altair St., New York, N.Y. 10010. Phone: (212) 572-6675.
Prophetron Debuts 'Zoltan' Oriental Astrology Game

MILTON, MASS. — A new astrology game, "Zoltan," has just been placed on the market by Prophetron, Inc., of Milton, Mass. It features a crystal ball and an Oriental-style server who forecasts the future according to the particular astrological sign of the player.

According to Irwin Margold, Prophetron treasurer, the game is currently being tested in 25 locations on the East Coast. They include arcades, discount stores and bowling alleys. "Zoltan" is being distributed in the New England area by Trimount Associates.

Initial response, particularly in arcades, has been exceptionally good. Margold reports that discount stores have been averaging about $5.00 per day, with bowling alleys in the neighborhood of $7.00. The game is programmed for 10¢ play but is currently being tested in one Philadelphia location at 25¢ a shot.

The cabinet is made of molded fiberglass, and the symbols are the various signs of the zodiac. After depositing his coin, the player picks up a receiver and selects the month for his horoscope. The crystal ball is illuminated and Zoltan delivers a 40-second message to the player's future.

An added feature of the game is the authentic Oriental music which accompanies the message. The voice of Zoltan is that of Prophetron president Wolf Lebovitz, who has been re-elected as president of the Shelby Vendors Assn., a group of machine operators representing 90% of the cigarettes vended in the Memphis metropolitan area.

The selection of Lebovitz was by acclamation and marked the fourth time that a Southern Vendors' official led the association in its six years of existence. Charles McWhorten, former president, and Charles Manton, Manton Machine, were past leaders.

The officers named included Joe Jackson, Jackson Vending Company, president; John Hornsby, Bluff Cigarette Service, secretary; and Bailey, Bailey's Vending Treasurer.

Fred Blaess

FTON, Mo — Fred Blaess has appointed district sales representatives for the Fischer Manufacturing Company, Toten, Mo. In announcing this, Kenneth Fischer, Fischer president, said that Blaess has moved to the Chicago area and will operate out of the Skokie Ill. Blaess will be responsible for the Midwest area.

Blaess graduated from Purdue Univ. and previously held sales positions with the Honson Corporation and Service Oil Company before joining Fischer.

National Nears Completion Of New Greenbrook Center

GREENBROOK, N. J. — Construction is nearing completion of a new multimillion dollar production and administration center at Greenbrook, N. J., for National Shuffleboard and Billiard Co., announced Paul Kotler, president.

The new National facility will consolidate the activities of the three separate plants now operating in East Orange, Elgin and Farrand, N. J. All under one roof, the center will provide facilities for manufacturing, display and sales administration, warehousing and shipping.

Featuring in the new National center will be a well-equipped research and development laboratory, a fully staffed engineering and technical service wing, a separate customer relations division and a new "on- cue" shipping center.

Because of its new unified design, engineering, manufacturing and shipping facilities, National anticipates faster production and better quality control. The firm plans to introduce totally new billiard table and shuffleboard models in the early fall, through their international network of distributors and dealers.

National's new line will consist of newly styled billiard tables for coin operation, home and commercial use, full-sized and compact shuffleboard models, plus a new, expanded line of billiard and shuffleboard accessories.

CHICAGO COIN'S NEW FLIPPER TYPE 1-PLAYER ACTION

featuring: 2 NEW IMPACT TARGET GATES
Impact of Ball Hitting Target Gates Determines Score Values from 100 to 500.

HITTING TARGETS A-B-C-D
Increases Target and Action Bumper Scores.

ACTION POCKET
For Greater Scoring — Increases Play Appeal. Intriguing Action!

SPECIAL LANES
Side Lanes Score Special When L1!

NUMBER MATCH — HIGH SCORE

THE HIT OF THE MOA SHOW!
SPEEDWAY...COMING SOON!