WB / Reprise Steps Up Drive In Major Artist Deals ... Col. Multi - Media Gift Giving Promo Its Most Extensive Yet ... Do Kids Understand Rock Lyrics? ... Labels Focus On Singles: Steppenwolf Mgr ... RCA Underscores Premium, Disk & Tape 'Journals' In Anger, Sacher Posts ... Chess Expansion For 70's Keys Top Sales Confab ... JUDY COLLINS: ELEKTRA-FLYING

INT'L SECTION BEGINS ON PAGE 65
The Byrds. "Easy Rider."
America has been waiting for them both.

When Peter Fonda asked Roger McGuinn, lead Byrd, to write the score and sing the title song for his film, it was no accident. "Easy Rider" is about a new direction in America. The Byrds are a new direction in American music.

Their new single, "Wasn't Born to Follow," is also from the movie. And it's already number 1 on KXOA in Sacramento, and number 16 on KFRC in San Francisco—"Easy Rider" country—and spreading fast.

They've also got a new album that's causing a lot of excitement. The Byrds. Bigger than ever. And ever setting the trends.

On Columbia Records®
The business of making the music business tick in time to a $1 billion market virtually changed the industry's shape during the 1960's.

The decade opened with the inexorable course of rack influence on sales volume, largely through its ability to channel regularly-priced product to outlets never previously considered as appropriate to the industry's non-budget, non-cutout inventory. While this wholesaling revolution was taking place — and perhaps in view of it — there came a vast influx of corporate interest in taking part in the burgeoning economic impact of record sales. Thus, began the still unabated mergers-and-acquisitions mania, which saw key independent record and music publishing operations move into the conglomerate picture of often non-music-oriented companies. Swept up, too, in this reflection of American business life as a whole were wholesalers themselves, so that as the 1960's came to a close, a few companies — some of them based in the music business, others not — controlled virtually the entire distribution pattern of records.

Before the acquisition-and-merger activity reached its peak, another force — creative in origin, but profound in its impact on the conduct of the business — came on the scene and held sway over the majority of product (and hits) flowing from label operations. This was the independent producer, the most influential of whom not only provided the catalyst for the birth of product, but who frequently was the mentor and supplier of talent itself, the publisher of the material recorded — either as the writer himself or as the entrepreneur of a music publishing unit — and a man of so many other directions that he introduced the oft-abused word "complex" to the business. Naturally, firms of this scope and size found themselves ripe for acquisition. This took the form of outright purchases of an indie producer's entire operation or the formation of a producer-run label within the organizational structure of another record company.

The wide penetration of recorded product, including the emergence of the tape cartridge field as a medium of exposure to the point that it was doing about 25% of industry sales by the end of the 1960's; the concentration of the means of distribution and creativity into a handful of multi-direction giants all served to meet the needs of a true growth industry over the past decade. But, as Cash Box pointed out in its recent editorial, "Age of Upheaval," the challenge of the 70's might well be the industry's ability to retain control of its destiny in light of considerable shifts of management, much of it a direct consequence of corporate parents who sometimes take their adopted children for granted and cause confusion and inactivity at key contributors to the well-being of the music business.
The Holiday Programming Guide

BILL GAVIN'S r'n b
L.P. of the Week 11/21/69
*I Believe, Pray For Peace
Blowin' In The Wind, Silent Night
White Christmas, We Three Kings
What Child Is This, Oh Holy Night

Edwin Hawkins Singers BDS-5054

* You'll Never Walk Alone
Second Brooklyn Bridge BDS-5042

* Merry Christmas
Melanie, Born To Be BDS-5024

* Beautiful People
Melanie BDS-5041

* I Heard The Voice
Kole & Parum BDS-5049

* Please Come Home For Christmas
The First Winter BDS-7513

* Amen
The Best Impressions CRS-8004

SELECTED HOLIDAY CUTS

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DIZZY
SHEILA
EVERYBODY
SWEET PEA
HOORAY FOR HAZEL
HEATHER HONEY
JACK & JILL
IT'S NOW A WINTER'S DAY
PARTY GIRL
CAROL
THE FOLK SINGER

Attarack Heller Corporation
9220 Sunset Blvd.
Los Angeles, California 90069
AJP Marketing 1st LP's, Inks Compass

NEW YORK — AJP Records, the label arm of Ahmad Jamal Productions, is releasing its initial album product this week (1). The three LP release consists of "Bustin' Out of the Ghetto," an instrumental set featuring Curtis "Malik" Coleman, "Who" by Jonas Gwangwa, a trombonist, and "Conin Again So Soon," a gospel set featuring the Rev. E. C. K. Finney.

In support of the product, Ahmad Jamal, Warren Stephens, national sales and promotion head, and Cecil Brinton, internal coordinator, will continue their coast-to-coast-city trip to her Re- company's recently-announced distribut network

Ink Compass

In another move, the label has just signed Compass to an exclusive pact. Group, consisting of seven members, including writer-lead singer Paul Hirsch, "Her Sadness Primer" and "Later in the Day." All members are presently university students.

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WR/Reprise Stepping Up Major Artist Drive; Canada's Gordon Lightfoot Is Opening Shot

HOLLYWOOD — Reprise Records is stepping up its major-artist acquisition drive, including the signing of popular Canadian folk singer/writer Gordon Lightfoot to the label. Lightfoot, one of Canada's hottest disk acts, will be produced by A&I producers Larry Warren and Joe Wissert, with a first album due in January.

Although Reprise, under general manager Mo Ostin, and Warner Bros. manager Joe Smith, are run independently, both labels seem to be following the same expansion pattern, seen as a move to firm up the company's strong market position by broadening their base. Both labels are currently in negotiations with several other major contemporaries acts, as well as several straight pop acts, though no other artists were firm at this time.

Commenting on the Lightfoot signing, Ostin said: "We believe this will be as big in the U.S. and Europe as he is in Canada. He is another strong example of Canada's resources of contemporary musical talent for the international market. In the past, Reprise has concentrated on developing new contemporary artists, like Gordon Lightfoot, we are acquiring an already developed talent and who has written such songs as "Early Morning Rain," "What's Up, Tiger Lily?" and "Ribbon Of Darkness," and who has earned an audience in North America thru personal appearances. We feel we can match the success of his career in other respects with successful records—both singles and albums.

Recent additions to the Warners/Reprise artists stable include pop singer Edna Flagg, jazz pianist Heinz Bong, folk-rock singer Dion, rock star Fats Domino, folk singer Theo Bikel and future undergrounder's Pearls Before Swine. It is expected that thanks to the success of Lightfoot's career, will bring even bigger names into the Warners/Reprise fold.

Labels Are Forcing The Issue On Singles: Steppenwolf Mgr.

HOLLYWOOD — One-hit wonders were made in rock music last year, but the last few years have seen a shift in the market's expectations. "Now that the artist's chance for longevity is high, it's time that more groups, and the labels that are helping an artist's career," said producer Ellis Fister, "instead of going after the quick back." Fister, whose Red Baron & Associates label manages Steppenwolf, Three Dog Night, The Turtles and Hoyt Axton, said, "We've sold singles on a regular basis as a prime example of an artist label conflict.

"In the beginning, it's easy for an act to turn out product. They've worked hard. They've spent a lot of material being perceived and all they have to do is get it on tape. After an artist's first or second album, he begins to run dry. If the group is successful, then they're spending a lot of time on the road and don't have much of a chance to work on new material. Then they get a one-month tour and along come the label and says we need a single. If the act hasn't gone out, the label very often puts something out of an old album, or even finds some deliberately unreleased songs.

"I'm impressed that he wasn't talking about the normal conflict which finds the artist wanting to play a song which cut should be the single, but the situation where a label insists that a song isn't good enough to make Top 10 or even Top 50, insists on releasing it just to have product on the market.

"Steppenwolf is a good example. They're not the kind of a group that can just go in and cut singles, even though they've had very strong singles in the past. It takes them time to get new product together, but Dunhill didn't want to wait and issued a couple of bad singles, even though he's not the only label doing it, nor are they in the minority. It's an industry-wide practice, with a few exceptions.

"Steppenwolf hasn't really been affected by the bad singles because they've had a very few very good breaks.

(Cont. on Page 40)

Teenagers Get Low Grades In Survey Of Their Rock Lyric Comprehension

NEW YORK — Are teenagers more involved with the song's sound than the meaning of it? In this age of rock music that praises high-priced imagery as a vehicle of saying profound things, a survey indicates that this is so.

Two researchers, John P. Robson and Paul Hirsch, surveyed 779 high school students in Detroit and Grand Rapids, Mich. Their conclusions revealed in the magazine Psychology Today, are that most teenagers do not possess the lyrics, either by heart or close to heart, and that the lyrics are not of much interest to them. "When asked to make a meaning of the song," the article quoted, "90% of all our students said they liked a song more for its true form than its message."

Robson and Hirsch added that the Grand Rapids study, 33% of the younger's understood song meanings with explicit references to drugs, a percentage of 11% more than in Detroit.

Col. Awarded 3 More Gold Disks

NEW YORK — Columbia Records has just earned three more gold record awards from the RIAA. They include Janis Joplin's "Kosmic Blues," "Santana" and "Child Is Father to the Man" by Blood, Sweat & Tears.

As a case in point, only 22% of the Detroit high school students indicated an awareness that the Beatles' recording "Let Me In the Sky, with Blue" on the label, which might stand for the initials of the drug, LSD.

Lennon Returns O. B. E.

NEW YORK — I am returning the OBE in protest against Britain's involvement in the Nigeria-Biafra conflict, against the war in Vietnam, and against 'Cold Turkey' standing down the line for a member of The Beatles' press office in New York. The award was presented to me by the Prime Minister, Sir Alec Douglas-Home, in 1964.

As for "Cold Turkey," this is the Apple disk by the Plastic One Band, which I agreed to slide in front of, as the New York Times noted in an interview with Carl Seville, that makes a tomorrow upward chart movement in the AOR Department, with 25,000 copies of the single appearing for the first time in the number 69 slot, moving to 31 the following week and 21 on this week's listing.

Lennon indicated that he had been "nurturing it over a few years" before making it, the magazine's headline. As a spokesman for the Beatles indicated that the three other group members are keeping their O.B.E's.

Juanita Jones Is CB Nashville Rep

NEW YORK — Juanita Jones has been appointed director of Nashville operations for Cash Box Magazine, it has been announced. Jones, president and publisher.

In addition to his activities as the personal music activities, he will direct the flow of Nashville editorial material to the magazine's headquarters in New York. She will operate the December 1, 1969, 900 16th Ave. South in Nashville in Juanita Jones is an officer of the Country Music Foundation, a member and past officer of the Country Music Association, and a member of the Academy of Country Music. She is also the director of the Gospel Music Association and a member of the Academy of Country Music. She is also a member of the National Academy of Recording Arts & Sciences. She is also a member of the American Woman's Association in Radio and Television.

Her other music-assocated endeavors include previous employment at RCA Records and the American Society of Composers, Authors & Publishers (ASCAP).

Juanita Jones

Cemed-Carosello Sales Meet

See Int'l News Report
New Beat Mgmt’s 1st Year Is Sparked By Tommy James Pact

NEW YORK—On the first anniversary of the Record Mgmt, Ltd., this week, Mark Alan has announced the signing of Tommy James & The Shondells to his personal management contract. The Wonder M'Lady and a string of hit singles, each more successful than the last, has made Alan the most sought after manager in the industry. His name is now synonymous with power and success, and his roster of clients is a who’s who of the music business.

Tommy James & The Shondells, who have had a string of hit singles and albums, have agreed to a multi-year contract with Record Mgmt, Ltd. The deal will allow the band to focus on their music and continue their successful career. The contract also includes an option for a film and television deal, giving the band the opportunity to expand their reach beyond the music industry.

New Beat Management, Ltd., was founded in 1984 by Mark Alan, who has built his company into one of the most successful in the industry. With its diverse roster of artists, New Beat Management has become a force to be reckoned with in the music business.

Polydor Is A Progressive Pop Music Concept Under Schoenbaum’s Blueprint

NEW YORK—Polydor Records has been working behind the scenes to create a “progressive” identity for its label. A prime force in this direction has been Mark Alan, the company’s president, whose philosophy of pop sounds and the market it serves is a guiding light at the company.

The consumer today is a young individual, seeking fulfillment and awareness of the trends and technology of the day, says Polydor’s chief, Marty Schoenbaum. “Music plays a very vibrant part in their life-force, current events, and the music industry is one of the most motivating factors,” Schoenbaum continues.

He believes that “music is a barometer for youth’s mode of dress, language, identity and that youth’s musical interests are all-consuming.”

“An important portion of youth’s income,” continues Schoenbaum, “is spent in the form of recording and of course, in coordinating other special marketing opportunities. We believe it is important to achieve maximum utilization of all of our facilities and equipment.”

In his new position as manager of A&R and promotion, Peter Goldsmith will be responsible for the preparation and maintenance of all A&R and production budgets for CBS Records. He will also be assisting in the planning and execution of events to form various responsibilities, as office management, marketing, and distribution. Goldsmith joined CBS in 1967 as manager of new release scheduling. He moved up to the position of manager of releasing and listing and most recently was manager of product coordination.

In her new capacity as manager of coordination for the custom labels, Evelyn Hollen will be responsible for the management of product and promotion for all custom album and single product on the CBS Records catalog. Hollen has been with CBS for the past nine years. Most recently she served as a trainee and also held the position of manager of record services. Prior to joining CBS, Miss Hollen was employed by Moet Hennessy.

In her new position as manager of singles for Columbia, Date and Epic, Marcus Grady will be responsible for the scheduling and assigning of Columbia, Date and Epic product releases in conjunction with A&R and Promotions. He has an extensive background in the music industry, including a number of national promotion. Mari Jo came to the company in 1967 and most recently has been the manager of the promotion department. Her position will be directed by Marcus Grady.

The Shondells, who have had a string of hit singles and albums, have agreed to a multi-year contract with Record Mgmt, Ltd. The deal will allow the band to focus on their music and continue their successful career. The contract also includes an option for a film and television deal, giving the band the opportunity to expand their reach beyond the music industry.
HERE ARE THE FACTS...

(numbered for easy reference when ordering)

1. CONSTRUCTION #1 (24-4008) a new album by TEN WHEEL DRIVE WITH GENYA RAVAN was released on Polydor only 4 weeks ago.
2. "TIGHTROPE" (PD 2-14015) is the first single cut from that album.
3. "TIGHTROPE" was demanded (even insisted upon) by Dallas, Houston, Denver, Chicago, Boston, Genya's boyfriend, Mike Zager's wife and Aram Schefrin's first cousin.
4. ALL THIS results in command performances at The Boston Tea Party (Dec. 11, 12, 13) and The Spectrum, Philadelphia (Dec. 20).
5. Appropriately enough, TEN WHEEL DRIVE is pictured standing on a tightrope. You can't beat the facts. From Polydor.

www.americanradiohistory.com
COLUMBIA'S CHRISTMAS CARD.

COLUMBIA'S CHRISTMAS CARD TO THE CONTEMPORARY MUSIC AUDIENCE IS THIS UNIQUE FOUR-PAGE INSERT FEATURING A STRIKING PORTRAIT BY THE RENOWNED ILLUSTRATOR ROBERT FOSTER. OUR CHRISTMAS LIST IS MADE UP OF EVERYONE WHO GETS THE MESSAGE. WE HOPE YOU'RE AMONG THEM.

COLUMBIA RECORDS
THIS CHRISTMAS TAKE A LOOK AROUND AND JOIN US IN A GREETING: PEACE AND JOY. GOODWILL TOWARDS MEN.
Cash Box  
Radio-TV News Report

Tuning In On ...  
WPEN-Philadelphia
Mouth To Mike Resuscitation

Martin Field, a successful Philadelphia-based builder/developer, recently announced the new WPEN, Field, being an honest man, admitted that he didn’t know anything about running a radio station. So he did exactly what a smart business man would do—turned around to see who some people knew who got a great deal about his new enterprise.

First, he located Horace G. Glasscock, who had had tremendous success at two top Metropolitan outlets, WIP-Philadelphia and WNEW-New York, to become the new president of WPEN. Glasscock brought with him WIP’s program director, Allen Hotlen, to be WPEN’s vice president. And Voilà!, WPEN had its top management: management in charge.

WPEN’s “revival” policy was begun in earnest in October of this year. The station was being prepared for the start of the fall football season, which we hope to do here is to give the people in the ‘mainstream’ a choice in radio.

During their first six months, the station intends to spend $150,000 in advertising utilizing a variety of media: tv, newspapers, magazines, as well as bus and cab posters and outdoor billboards.

WPEN’s “New Team”

The key, of course, to any music radio station’s success is in its staff in total, building its staff in the same way a newly franchised football team would build its team. WPEN hired their program director Allen Michaels (and his 4 PM man Tom Brown, Chuck Daugherty (6-10 AM) who had put the stations in WPEN, joined the team. From WZIB-Boston, came their 10 AM - 1 PM air personality, who was then a new squad. WPEN filled two slots, 1-4 PM and 11-11 PM with two very promising rookies, Bob Fitzsimmons and Bob Corse. Joe Lawrence as named the station’s music director.

Two seasoned veterans were returned to balance out the fresh station’s “long-time” talk programs. Frank Falco from 11 PM - 1 AM and Bob Mellette’s all night (1-6 AM) music/talk mantle. The shows were covered, with a pattern that stays that Glasscock and Hotlen wisely developed.

The news staff, under the direction of Jules Rund, was doubled and two new reporters added to cover the variety of sort of residentombudsmen, and an investigative reporter added to the station’s news team. In addition, WPEN has inastituted an editorial policy concentrating on local and national civic issues.

WPEN comes itself “RadioPhiladelphia” not only as a catch phrase but because the ownership, management, and almost every person in a position of importance at the station is a native Philadelphia.

WPEN has just embarked on its new venture on that its Friday segments are being broadcasted into this outlet will be, in their opinion, the biggest menace. At the outset, it looks like WPEN is just beginning its colorful career over working its best.

Robert L. Myers named as v.p./g.m. of the KFMB stations in San Diego, California, KPBS TV sports director. Phil Samp will do the play by play for 8 Missouri Valley Conference basketball games each week.

Chicago joined forces with the Chicago Jr Assoc of Commerce to raise money for the children’s Christmas, Seattle Portable Hardwick will be leading a saloon of a dozen of his lunettes in a charity dance at the Paramount KIlanjaro next Feb. Alan Lamber, mid-price producer of the “Groups” LP, was interviewed in depth about the KRLC of the Canadian Broadcasting System.

WKWB’s ‘Bookie’

BUFFALO - Local outlet WKWB now has a “morning line” on the weekend sports program, where their broadcaster on the name “Bennie” broadcasts the odds for the following days each Friday.

“Bennie,” the station says, is an honest man (though the description that describes it is appropriate) ‘bookie’ The name WKWB personality is taken from the bill, ex-ект being a genuine oddsmaker is supposed to have the ability to make the authorities supposed to be astronomical.

“Bennie” does another show on which he discusses his picks and figures out his average. All shows are on WNY 1140, WKBW there. Wouldn’t Danman Runyon be happy if he were around today.

Last Tuesday, singer Julis LaRosa fronted in a very successful week engagement at the Persian Room of New York’s Plaza Hotel. On Wed-nesday, LaRosa went to the WNEW/WAM, milking his 1-4 PM radio show. For three months, he was doing his radio show every day during his singing turn at the Plaza.

For the past seven months, since its own show is broadcast, it is absolutely unique that the singer who has been given a radio personality. As far as Julis LaRosa is concerned, he couldn’t be happier with his job.

Much to Julie’s surprise, Bob Mont- gomery, president of WNEW, approached him early this year with the sugges- tion that the singer join the station. The move the move thought about it, he believed it. Then, with the further impetus of his man- ager Ken Greengrass Julie accepted. It is someone who has ever dipped on a radio knows, Julie is a new comer to broadcasting. Two years as the boy, singer on the Arthur Godfrey show certainly qualify, as a nice resume item for any radio personality.

But then again, radio has changed a great deal since the God- frey show. Julie is still the #1 personality on WNEW, probably the most success- ful personality on the air.

KJH To Editorialize

LOS ANGELES — Radio station KJH announced that it was instituting a new editorial department, which would be incorporated into their regu- larly scheduled 20/20 news broadcasts. The editorials will be delivered by veteran newsmen and will be presented in a forthright manner.

The editors, Kevin Johnson, and Richard Marder, will present the views and would concern issues of interest to the citizens of the greater Los Angeles area. The KJH editorial department won’t follow “current trends” of the “stand- ard pieces” Kevin added that KJH edito- rial topics would be geared for relevance to the issues that have alienated and polarized so many seg- ments of the population.

The editorial would reflect the consensus of opinion of a KJH editorial board headed by the station’s V.P. / G.M. Warren Earl.

Changes At WLS/WM

CHICAGO WLS/WM, windy city outlet, announced major programming and personnel changes. Craig Bowers, station consultant, has been named managing director, that said the new WLS/WM format will include the ABC originated “Love” package (with the new five week format) and progressive rock from FM.

The FM station’s new staff line up is as follows: Craig Beery, general manager, moves to WLS/WM from KMYR/WM in Denver where he has been station manager, and Steve Burke, also coming to the station from Denver, will be director of programming and personalities. Don Bridges was also signed as a part time dj, and rounding out the new line up will be Thos Trumpnell as production manager and Herb Noz as sales manager.

“Sadder” is a 9:00 DJ, has been on the air for nine years, but has never made a name for himself.

In the fm system, the idea is to be a better man on the radio. This is a perfect time for the ‘talk over period’ and seek direct- ly into the heart of the record.

Julius LaRosa

THE DJ IS A SINGER: A DJ

JULIUS LAROSA

Cash Box — December 6, 1969

More Info For DJs

On Decca Singles

NEW YORK — All dj copies of Decca singles will now indicate the time, in minutes and seconds, which the record will play. Tony Martell, Decca’s marketing manager, explained that this information was intended as an addi- tional tool for the DJs in scheduling their programming.

Martell said “This move will enable us to be a bit more precise, but this ‘talk over period’ and seek direct-
RCA Records welcomes you to the London Palladium. You are about to hear one of the most exciting concerts of 1969, recorded in its entirety.

It is the most comprehensive recording we have ever made of this artist's talent.
José Feliciano in Concert at the London Palladium

GOD SAVE THE QUEEN • HI-HEEL SNEAKERS • RAIN • NOBODY KNOWS YOU WHEN YOU'VE GO • EL JENITE • EL VOH • THE COMEDY BIT • GUANTANAMERA • NO DOGS ALLOWED • DON'T LET THE SUN CATCH YOU CRYING • CALIFORNIA DREAMIN' • LIGHT MY FIRE • MEDLEY: FELICIDADE / SAMBA DE ORFEU / MANHÃ DE CARNAVAL • DAY TRIPPER •
**Cash Box**

**Record Reviews**

**Picks of the Week**

**TOMMY JAMES & THE SHONDELLS** (Roulette 7066)

She (2:03) (Big Seven, BM - James, Vale, King)

Where top forty watchtowers might once have worried about Tommy James capturing their audience, “Money” image, the artist now maintains a continued variation of his “Crimson” and “Ball of Fire” subtext giving him a Jingle-WWBB-muscles image. Should sustain his current impetus. Flip: “Love One” (4:00) (Big Seven, BM - James, Vale). Also strong in the same manner.

**THE GUESS WHO** (RCA 0300)

No One (2:34) (Universal, BM - Bachman, Cummings)

Surface simplicity and luster have placed the Guess Who in a powerful position with top forty and MOR listeners so much so that the act has stored stronger sales with its flip-side “Undine” (following a million seller showing of the A-side) than many established acts. Newest is another deception, this time moving itself successfully with listeners. Flip: “Proper Stranger” (4:00) (Same credits).

**BILL COSBY** (Uni 55184)

Hairy Bur - Part 1 (2:35) (Makaiotta, BM - Jones, Cosby)

Unusual Quincy Jones production, this side the Astrotubes touch with brief vocal bursts (like its full-vocal hits like “Up Tight/Little Ole Man” give this theme from Cosby’s weekly program a tremendous blues and rock impact. Likely to prove an immediate radio/sales smash. Flip: Part Two (2:39) (Same credits).

**The LETTERMEN** (Capitol 2697)

Traces/Memories (RCA Sal/Gladys, BM/ASCAP - Bue, Cobb, Gordy/Stranges, Davis)

This eldest of the latter Lettermen hits a rash of medley attempts, but the trio itself moved into newer channels and now returns with a plethora of the Classics IV and Elvis Presley hits which should stir total pop-rock action. For once the fine-tuning that gives that act a tremendous outing. Flip: “For Once in a Lifetime” (1:53) (G&W, ASCAP - Woloshin, Pfaff).

**ARCHIE BELL & THE DRELLS** (Atlantic 2693)

A World Without Music (2:15) (Assorted, BM - Gamble, Huff)

This side contains the earlier Letters hit a rash of medley attempts, but the trio itself moved into newer channels and now returns with a plethora of the Classics IV and Elvis Presley hits which should stir total pop-rock action. For once the fine-tuning that gives that act a tremendous outing. Flip: “For Once in a Lifetime” (1:53) (G&W, ASCAP - Woloshin, Pfaff).

**PEGGY LEE** (Capitol 2769)

Whistle For Happiness (2:29) (Tri, BM - Lieber, Stoller)

Similar enough to attract the same kind of response, yet different enough to maintain its own identity. Peggy Lee’s vocal is now back with a more melodious simple message side. Enticing and delightful especially for the holiday season. Flip: “Something” (3:14) (Harrisons, BM - Harrington).

**DION** (Warner Bros. 7 Arts 7356)

If We Only Have Love (4:07) (Hill & Range, BM - Shuman, Blau, Brel)

Dion with a bipolar ballad now back with a more melodious simple message side. Enticing and delightful especially for the holiday season. Flip: “Something” (3:14) (Harrisons, BM - Harrington).

**ZAGER & EVANS** (RCA 0299)

Listen to the People (2:44) (Zerlad, BM - Evans)

She Never Sleeps Beside Me (2:47) (Zerlad, BM - Evans)

Bombastic opening which glimpses the sub-surface drives of the present rather than the -250W future brings Zager & Evans to yet another exciting side. The new side possesses a message side which has a message side which has a message side with the same kind of response, yet different enough to maintain its own identity. Peggy Lee’s vocal is now back with a more melodious simple message side. Enticing and delightful especially for the holiday season. Flip: “Something” (3:14) (Harrisons, BM - Harrington).

**NEW COLONY SIX** (Mercury 73604)

Barbara, I Love You (2:40) (New Colony, BM - Herman, Jokes, Rummel)

Sculpted by their album project, this new track brings the New Colony Six back to the right track with a bistering ballad loaded with glistening brass and a Do-It-Yourself nature of AM FM and POP sounds with a sparkling for young adult programming as well. She Never Sleeps Beside Me could attract the broader notice though...

**MITCH RYDER** (De 17395)

Direct Me (2:40) (East/Memphis/Time/Red/Red, BM - Crotzer, Redding)

The second stage of Mitch Ryder’s “Detroit-Memphis Experiment” follows a much more deal power on the combination than did the single from the Changes record. New one is a slow Boogaloo F. backed driver which should mushroom with play on the top forty front. Flip: “It’s Been a Long, Long, Long Time” (3:35) (Crotzer/Reddington/Palmer, Levine).

**THE IMPRESSIONS** (Cotch Fine 1948)

Amer (1970) (2:52) (Pamco, BM - Fate, Mayfield)

One of the giants in the Impressions’ catalog. “Amer” is revived with new touches that should set the side back in sales motion with the generation of post Lillies of the Field listeners. The transitional hyphen begins with a touch of corn, but becomes its own powerful self quickly enough. Flip: no info.

**Newcomer Picks**

**BANGOR FLYING CIRCUS** (Dunhill 4220)

Come on People (Rugby/Robbie, BM - Womack)

Strong new Dunhill act has already begun to attract considerable FM play from its first album, and this single track has gone onto several very strong top forty playlists. Some early mail will show this side’s mild vocal drive and emotional drive that overshadow the act’s vocal itself. Flip: “A Change in Our Lives” (4:12) (Gordon, BM - Motienne/Robbie, BM - DeCarlo).

**ROCKIN’ FOO** (Hobbit 42001)

Rochester River (3:05) (Fou, ASCAP - Erwin)

Might have the “Proud Mary” near right strength it is jammed into this side sandwiched smooth and featuring an instrument drive completely unlike that of the Creedence Clearwater Revival. Strong new side from the Rockin’ Fou should hold the group high on the top forty as well as FM playlists. Flip: No info supplied.

**KINDRED SPIRIT** (Intrepid 75016)

Under My Thumb (2:42) (Gideon, BM - Jaggar, Richards)

The track that brought a brassyopper onto the airwaves “Birthday” now turns to the Stones catalog for an oldie revived with today’s blues-less rock market in mind. Exciting version of the tune that should ignite dynamite reactions. Flip: No info included.

**CHILL WILLS** (Metromedia 146)

Daddy’s Girl (3:36) (Sunbeam, BM - Aldridge)

Veteran move figure Chill Wills enters the singles running with a compelling narrative side that has already begun its 4th release. Side 4:19, should spread to the borderline stations. Flip: “Broad Daylight” (3:13) (Sunbeam, BM - McBrde, Jones).

**Choice Programming**

**GREAT FUNK RAILROAD** (Capitol 2784)

Mr. Limousine Driver (2:23) (Storybook, BM - Arner)

Powerful backing track on the “Time Machine” act which will, with a bit of the same kind of drive, could catch a side to the top forty. Hyper: “Growin’” (2:48) (Same credits).

**SPOKOOTH TOOTH** (A&M 1144)

That Was Only Yesterday (2:35) (Intrepid, BM - Nilsen)

That was only yesterday with its current introcution this vintage Nilsen has an edge not ordinarily heard. “Old” side which should ignite dynamite reactions. Hyper: “Growin’” (2:48) (Same credits).

**CANNONBALL ADDERLEY QUINTET** (Columbia 1151)

Country Preacher (3:11) (Zawinul, BM - Adderley)

Very slow and infinitely delicate theme from a live taping gives Cannonball Adderley a potential for the “Honey Man” comes this single track that should ignite dynamite reactions. Hyper: “Growin’” (2:48) (Same credits).

**GENE CHANDLER** (Brunswick 754525)

This Bitter Earth (2:10) (Edon, BM - O’Brien)

Ohio Olie is softly handled offering a glimpse of the easier side of Gene Chandler. Impressive vocal and the lyric could bring in action for the side. Hyper: “Ride on” (2:29) (Sadan, BM - Adderley).

**THE SYMPHONIES** (Carnival 543)

Neon Lights (енной, BM - Lovett)

Ohio Olie is a powerful force for the splendied lead that pop sensibilities on from the Symphonies. Side could grow from here too. Hyper: “The Git Go” (2:27) (Sadan, BM - Adderley).

**HERBIE HANCOCK** (Warner Bros - Arts 7258)

Fire (2:43) (Hancock, BM - Hancock)

More subtle blues instrumental work builds a tense side with the sound appeal to defend considerable action from blues spinners. Hyper: “Wiggie Waggie” (3:48) (Same credits).

**BUDDY FLYE** (Cyclone 75094)

For Once In My Life (2:45) (Stein Van Stock, ASCAP - Ferie, Mandace)

This is a rather round vintage folk-rock guitar instrumental version of the Storm-Stevie Wonder could just help this side to the top forty orbit. Hyper: “Remember” (3:12) (A&M, ASCAP - Velline).

**BOBBY VEE** (Liberty 56149)


**SOUTHWEST F.O.I.L.** (Flip 8022)

Feeling Good (2:40) (Capitol, BM - Simons) The ‘Smell of Incense’ gang weights Paul Simon’s ‘59th St Bridge Song’ with an arrangement and performance that could stir interest on top forty and MOR levels. No flip into.

**SOL SOUL** (Pink Dolphin 1968)


**AUM (Filmore)**

(Filmore)**

**THE GROSS NATIONAL PRODUCT** (A&M 1151)

Alice Mccrea (2:45) (Marubke, BM - Griffin) All the images and character of Eleanor Rigby’s biographical sketch are jammed into this dis-similar ballad of the common person. Interesting. Hyper: “Hey, P.S.” (2:42) (Same credits).
Choice Programming

JIM MANN (November 1175)
Apology At Bedtime (4:40) (Song-ycle) Stirey, Miller, Learnt) Yet one more narrative an-
swer from the generation-parent to his little son. (Two young en-
ver characters.) Plot: None. SNAPERS (Imperial 60422)
Mirror Man (2:45) (Eldridge, D., [Griffiths, Cau- thfield) Tied into a new camera perspective, this might likely to attract the kind of attention needed to reach the million top flop. FLIP: "Call Me Back To Denver." (3:05) (Same credits) De-
scribed as an "opera." DELMORRIS (Radiator 305)
I'd Rather Switch To Fight (2:32) (interaction to become a conquer of oppos.
FLIP: "Boy Oh Boy" (1:50) (Same credits)
THE TERRORSAL JUCTION (Radiator 305)
I Love It (2:13) (Radnor, ASCAP Sears) Cute sounding female group has material that bears some relation to the teen and pre-teen markets with enough attraction and appeal. FLIP: "Boy Oh Boy" (1:50) (Same credits).

BLUE LAGACY (Liberty 56146)
One Night Only (2:38) (Smile, ASCAP; Clan-
Champion, Diamond, White, Bonus, Johnson, S.) with a bold instrumental drive, the Blue Magic slay the air up the Ocean to start this fast hard moving eastern walk. FLIP: "Can I Say I Love You" (2:30) (MCA, ASCAP Ver- gilino).

SAMSON & DELILAH (Black Prince 315)
There's A D.J. In Your Town (2:19) (Shelby Singleton, BMI - Mitchell) A New York/Chicago standard with a beat and lyric that could make it a theme song intro for blues and rock shows. Click. FLIP: No info included.

RENEGAR MILLER (Volo 426)
I'm Loving Her Today (2:50) (G. & I. Mc-Leaffin, BMI) Miller) Brightly moving blues-rock love song with a curiosity arousing hook and the lyric aimed at bringing teens to blues/MOR audiences favoring the side. FLIP: "Girls Love You" (2:50) (Pearl, BMI - Gory, Jordy, Carte).

WAYNE BOYKIN (Atlantic 2870)
Heart of a Poor Man (2:53) (Cottin- gham, BMI) A Janie's theme instrumental track does some fine things here. Wonder what effort a potent blues and rock sound. FLIP: "Make Me Yours" (3:20) (Mon- ey, BMI - Swan).

FAMILY DOGG (Bell 488)
Am I Wrong (Somebody, BMI) Young) Bucking the leaf enjoyed by Mark Lindsey, the Family Dogg is all about a desire to do things their own way. FLIP: "The House in the Heathen." (2:18) (Sam- BMI - Hammond, Houndstooth, Motl).

PLEASURE (Tower 506)

JOHNNY K. WILEY (Epic 10441)
I Love You So Much (2:09) (Gardner/ Ashna, BMI - Wiley, Agee) Some- thing of a new song from Wiley's latest album. FLIP: "I Don't Want You To" (2:13) (Bellard, BMI, Wiley).

BEARS BEFORE SWINE (Reprise 247)
These Things Too (2:24) (House of an interest. FLIP: "Some- thing new from our LP."

JOHNNY SOUL (CBS 10175)
Lonely Man (3:28) (Simper, BMI - G. & I. Smith, BMI) One of the few examples of Otis Redding reincarnation. John- nny Says this into this play-up swing-
ning R&B side. FLIP: No info included.

THE MOD SQUAD (Tangerine 1049)
Charge (2:48) (John Cote, BMI) Terrell) Tossing R&B new dance number to bring to the R&B market for several years. This year's "Tighten Up." FLIP: "Mod Squad You All" (2:35) (Soft Landing, BMI - Mod Squad).

EDDIE JASON (Mercury 29071)
Baby I Could Be So Good At Lovin' You (2:50) (Bantings, BMI - Clifford) Soft side with material from the author of "Echo Park" comes on with an attraction that could make it a hit in the play-up spots of top forty and MOR stations. FLIP: "Run To Him" (2:49) (Brown/Columbia, BMI - Kellar, Gaffin).

MIXIE O'BRYAN (Ivanor 1082)
Hey (2:24) (Ogomedde, BMI) O'Bryan) Afro- jazz truck with a bit of a different take. FLIP: "only apart Combined for impact and MOR side. FLIP: "The Dove" (2:44) (Same credits).

JAMES ROSWELL (Monument 1060)
The Moment is You (2:40) (Music D., BMI) Again) a bit of a different image, an appeal and a bit of a ma-
son, FLIP: "What about your listen-
ing charmed for a broadly based ballad outing. FLIP: No info included.

BILLY KEENE (Dottie 1134)
My Love is Ready & Waiting (2:05) (Deleauyne/Soft Landing, BMI) Smith, Visitors) Easy drifting blues rock style with a several strength that this has a fine sales appeal. FLIP: "What About Me" (2:47) (Same credits).

DEWEY MARTIN (Uni 53178)
Jambalaya (2:27) (Fred Rose, BMI) A Hank, Williams, country band item and great point is sold a good amount for establishing BMI) Keene with R&B listeners. FLIP: "Losers Win Sometimes." (2:00) (Screen Gems, BMI - J.A. Jansen).

THE VISITORS (Tangerine 1003)
I'm In Love and Waiting (2:05) (Deleauyne/Soft Landing, BMI) Smith, Visitors) Easy drifting blues rock style with a several strength that this has a fine sales appeal. FLIP: "What About Me" (2:47) (Same credits).

SISTERS LOVE (A&M 1145)
Forget it, I've Got It (2:58) (Irving, BMI - Rigsby, Miller) Touched text-
ered "Don't Fight It," but with less of the Wilson Pickett mannerism, this variation on the Theme would score via dance ion and R&B exposure. FLIP: "Don't Lay to Me" (2:41) (Savoy, BMI - Smith).

GLORIA BOUSCHELL (Mercury 5033)
Hold On (2:35) (Camad/Cachani, BMI - Rios, BMI) Styling raised by a ten-edged vocal from this strong artist. Side is a good bet for impact and MOR side. FLIP: "I Remember" (2:13) (Cachani, BMI - Chinn, Dixon).

THE FIVE SMOOTH STONES (Cusa-
>tac) I Will Never Love Another (2:35) (Karin, ASCAP - Kavenin) Very fine material that will appeal to the teen audience. FLIP: "I Can't Help Myself" (2:12) (Same credits).

TOP SHELF (Lo 720)
No Second Thoughts (2:53) (B.C.I., BMI) Melody and basic instrumental theme showing this up-tempo workout gives the song a fine sales appeal. FLIP: No info included. Lo is distributed through Call Records.

JOHNNY ROBINSON (Epic 10577)
I Take My Life (2:50) (B. Osland, BMI - Robinson) Hav- ing had very strong singles before, Johnnie Robinson's line of new offering comes as no surprise. Slow-tempo blues ballad FLIP: "Funky Feet" (2:51) (Same credits).

THE REAL THING (White 616)
I Can't Help Myself" (2:12) (B. Osland, BMI - Sprague, Wally, Hasina, Karin) One fine track and vocal showing with a fresh an exciting action on teen and some MOR programs. FLIP: "It's My Life" (3:09) (Hot Shot, BMI - Sprague, Wally, King).

TRAVIS JUSTIS (Epic 10558)
I Need Love (4:11) (Neelich, BMI - Fairchild, BMI) Styling and vocal sound give Travis a starring run with this strong side. FLIP: No info included. (Epic 10558) "It's Gotta Be Real" (2:30) (Ensign, BMI - Ramos).

THE CALLIOPE (Shumley 4829)
Clear Mud (2:45) (New High/Jet Set/ Cavelcade, ASCAP - Andron) Powerful sound, should fit well on FM channels, while the group's vocal could also entice top forty. FLIP: "Wiser" (1:49) (Same pubs, ASCAP - Andron).

Six-Pak (Gordo 7601)
Tomstone Shadow (2:38) (Johnson, BMI - Fogarty) From the Creesle- nesea composer comes a funky spot. FLIP: No info included. (Gordo Enter-
pri ses, Los Angeles).
The two hit albums from England

AS SAFE AS YESTERDAY IS / Humble Pie / IMOCS 101

EVERYTHING AS NICE AS MOTHER MAKES IT / Nice / IMOCS 102


ALL SOUTH — New Orleans
APEX-MARTIN — New Jersey
ARC — Detroit
ARC JAY KAY — Pittsburgh
CALIFORNIA — Los Angeles
DAVIS — Denver
GODWIN — Atlanta
HEILICHER — Minnesota
M. S. — Morton Grove
MANGOLD — North Carolina
SCHWARTZ — Washington
TONE — Florida
T. D. C. — E. Hartford
T. D. C. — Burlingame
T. D. C. — Seattle
T. D. C. — Woburn
UNIVERSAL — Philadelphia
EMPIRE ST. — L.I.C., New York
A1 — Cincinnati

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WILLY AND THE POORBOYS — Creedence Clearwater Revival — Fantasy 8397
The cover of this brand new Creedence LP just about tells the whole story. Perhaps more than any other group, Creedence is directly concerned with the simple lives of simple people, and their music, filled with basic energy and honest, intense passion, reflects their sensibilities. Combining both sides of their recent two-sided smash single, “Down On The Corner” and “Fortunate Son,” a strong version of the folk standards “Cotton Fields” and “The Midnight Special,” and a pick of the topping John Fogerty originals, this is the group’s most powerful LP to date and will soon reach the heights of the chart.

YAKETY REVISITED — Boots Randolph — Monument SLP 12128
Popular sax player Boots Randolph should have no difficulty achieving success with his new LP. Such tracks as “Down Yonder,” “The Battle Of New Orleans” “Weeesta Lineum” and “Yesterday, When I Was Young’ are bound to delight a host of listeners. Randolph has done nicely on the charts with his past sets, and there’s no reason that he shouldn’t continue the pattern with this package.

CANNED HEAT COOK BOOK (THE REST OF CANNED HEAT) — Liberty LST 11809
A collection of powerhouse tracks from Canned Heat’s great past LP’s, this “Best Of” set should become an FM favorite and do well on the charts. This is truly Canned Heat’s best and vocally, especially on the group’s two hit singles; “Going Up The Country” and “On The Road Again,” are exceptional, great performance all the way.

LOVE, PEACE, AND HAPPINESS — Chambers Brothers — Columbia KGP 20
A dynamic package from the Chambers Brothers, a stunning two-record which features a live recording of the group’s show at Bill Graham’s Fillmore East and a powerful studio presentation, this should be a winner for the driving rock group. Turnouts for their combination of hard rock and R&B included is the Bee Gees classic “To Love Somebody,” a standout in an outstanding set.

GREATEST HITS — Country Joe And The Fish — Vanguard VSD 6345
This fine set of tracks from Country Joe and the Fish’s four successful LP’s demonstrates what has kept them swimming strong after the San Francisco acid-rock hype was over. Country Joe McDonald is clearly one of the brightest and most versatile songwriters in progressive folk and on stunning, poetic epics like “Who Am I,” “Purpose Mouth,” and the classic “Not So Sure Martha Lorraine,” he reveals an overwhelming talent as poet, composer and lyricist. Set should move well on the charts.

LOVE OF THE COMMON PEOPLE — Ed Ames — RCA Victor LSP 4299
Ed Ames many fans should be mightily pleased with the channel’s latest album effort. The album really puts him all into this one, and most of the songs on the LP have a message. Among the numbers are “Let’s Get Together.” Today’s The First Day Of Our Lives.” (“Their Love Of The Common People” and “Those People Play” should be on the charts soon.

YOUR GOOD THING — Lou Rawls — Capitol ST 325
Rawls’ blend of soul and polished nightclub singing has always proved successful, and his new album continues the trend. He has been touring, Lou lends his rich, highly-trained voice to Gerry Coffin and Carole King’s “Can’t Make It Alone,” Otis Redding’s “Chained And Bound,” Isaac Hayes and David Porter’s “Your Good Thing,” “Lonely Hampton and Ben Kynard’s “Red Top” and a host of others. Should do nicely on the charts.

SWAMP ROCK — Ventures — Liberty LST 11809
The Ventures, the most consistently successful instrumental band in rock music, here pick up on the currently popular sound of bayou blues. Creedence Clearwater Revival’s “Green River,” The Rolling Stoners brilliant “Honky Tonk Women,” a host of other swamp sounds make this set a solid chart contender.

RHAPSODIES FOR YOUNG LOVERS, VOLUME III — Midnight String Quartet — Viva VSD 6312
With two successful volumes of “Rhapsodies For Young Lovers” to their credit, the members of the Midnight String Quartet have every reason to look forward to another success with this third volume in the series. Selections on the LP include “Jean,” “Windmills Of Your Mind,” “A Man And A Woman,” and “Good Morning Starshine.” Fine middle-of-the-road fare.

ROCK AND ROLL MUSIC — Frisco — Vanguard VSD 6313
The Frost who made the charts with their first LP, come across this time with another powerhouse of a set with its emphasis — all the title indicates — on good old rock and roll music, and as they say, “Rock and roll music is all you need to be free.” A couple of driving tracks recorded live at the Encore Ballroom in Detroit complete the exciting musical picture for this dynamic band. An excellent chart bet.

COLD BLOOD — San Francisco SD 220
The first release on Atlantic’s San Francisco label (in association with Bill Graham and David Rubinson) is a furious and exciting rock LP, given power by Cold Blood’s driving instrumental sound, great production, and most of all by the voice of beautiful lead vocalist Lytho Ferece. Some Willie Dixon blues and a touch of Isaac Hayes make this set a potential sales giant. Keep all eyes upon it.
We liked it so much.

We’ve covered ourselves.

With **John Davidson’s** new Columbia single, “It’s Such a Lonely Time of Year.” (4-45034)

John brings to the song that great talent and understanding for which he is so well known. And the national prominence can’t hurt a song that’s impressed us enough to release it twice.

Listen to John sing this very unusual seasonal song, and you’ll truly understand why.

On Columbia Records 🎵

We did it twice.

We’ve covered ourselves.

With **Chip Taylor’s** new Epic single, “It’s Such a Lonely Time of Year.” (5-10567)

Chip is the author of this very different kind of seasonal song. So even if he isn’t a famous singer, Chip gives the song the insight and meaning that only an author can have.

And when you hear him sing it, you’ll truly understand why.

On Epic Records 🎵
Our Cassette growing bigger
Decca Sets 'Rock Revival' LP's, Tapes

NEW YORK — Six albums and tape cartridges will be released by Decca Records under the heading, "Rock Survival." The series consists of recordings by rock 'n' roll stars of the late fifties and early sixties.

The initial release in the "Rock Survival" series will contain selections by Buddy Holly, the Shirelles, the Plamas, Bill Haley and the Comets, Jerry Lee Lewis and the Kings of France. It will be issued first in stereo tape and cartridge form in January and then released in all other forms in February. As part of the album package, a specially designed poster will be included.

Decca will support the release extensively with advertising and sales promotion.

Fabri's Musico To Bigger Headquarters

CHICAGO — Musico Records, the Chicago based economy line of stereo albums, 8-track stereo cartridge tapes and cassettes, has moved to newer and larger headquarters at 301 W. Madison St., Stokie, Illinois, 60676. Additionally, Funk of Funk, Inc., has been acquired.

Included in the Musico catalog are such artists as Ray Charles, Vic D'Amone, The Platters, Jimmy Dean, Al Martino, Gene Pitney, Dinah Washington, Tenor Jones, Winterhalter, and Charlie Fox. The Three Sons, Lou Rawls, George Jones, Xavier Cugat, Marvin Rainwater, Pearl Bailey, Sam Cooke and the Original London Cast of the running Broadway smash, "Mama." Since its inception in 1959, Musico has released a total of 30 packages by these name artists.

Fabri said that the policy of Musico Records will be a continuing effort to produce and acquire current recordings, in addition to leasing and purchasing product from other companies for release on Musico.

New York Offices Opened By P.I.P.

NEW YORK — The opening of Manhatten offices for Pickwick International Productions (P.I.P.), a division of Pickwick International, Inc., was announced last week by P.I.P. vice president, Hal Charni. The offices are at 501 Eighth Avenue, Suite 700. Phone No. is (212) 247-7078.

In addition to the Pickwick and P.I.P. labels, P.I.P. is also distributing the Viking Records library of Bobby Goldsboro and Bob Montgomery.

Cash Box — December 6, 1969

WE'LL CRY TOGETHER — Maxine Brown — Commonwealth United CT 6001

Aacoustic singer Maxine Brown here offers lively R&B versions of such varied songs as John Sebastian's touching and brilliant "Darling, I'm Home," the Jana Joe blues stirrer, "Piece Of My Heart," Bob Darin's thoughtful "Reason I'm Living," and Tim Hardin's oft-recorded "Reason To Believe." Maxine is a fine singer whose taste is as good as her voice, and this LP will put her in the R&B spotlight as well as draw some heavy pop attention.

COUNTRY MOOG (SWITCHED ON NASHVILLE) — Gil Trivath — Athena 6002

The Moog synthesizer, responsible for creating those electronic sounds currently so popular has traveled the world over taking on all kinds of music and converting it. Now Gil Trythall of Musicor Records has put on the Down home and picked up some tunes from the cells of Folsom Prison and the meeting halls of Harper Valley. LP is a delightfully fresh approach to country music and with the inclusion of country standards such as "Foggy Mountain Breakdown," "Folsom Prison Blues," and "Harper Valley P.T.A." could succeed in pop and country markets.

GEORGE WEIN'S NEWPORT ALL-STARS — Atlantic SD 1533

George Wein, producer of the Newport Jazz Festival and a jazz pianist on the side, here is reinforced by forces with Ray Brown (bass), Tal Farlow (guitar) and Barney Kessel (guitar), Ruby Braff (cornet), Larry Harlow and Herb Landau (drums) for a session that should delight a number of jazz enthusiasts as well as fans of good solo work by the various performers, and Wein's vocals on Jimmie Cox's "Nobody Knows You When You're Down and Out" is a groove. Dig it.

ROUND TRIP — Phil Woods — Verve V6 8791

Phil Woods, alto saxophonist, composer and arrange, has come up with a spirited album that could be enthusiastically received in jazz circles. Woods plays very well, and his arrangements are polished and professional. Five of the eleven pieces on the LP are his own compositions. Johnnie Tate produced the package, and Chris Swansons conducted, both gentlemen did professional jobs. Nice set.

GREATEST HARPSCICHORD HITS — Sylvia Marlowe — Angel AN 101

Sylvia Marlowe, whose recordings are well known to devotees of the harpsichord, here offers an album of "Greatest Harpsichord Hits" which should please her followers. The LP is recorded in royalty and professionally. Nine of the eleven pieces on the LP are her own compositions. Sylvia Marlowe produced the package, and Chris Swansons conducted, both gentlemen did professional jobs. Nice set.

PROKOFIEFF: SONATAS FOR VIOLIN AND PIANO: Perlman/Ashkenazy — RCA Red Seal LSC 3218

Violinist Itzhak Perlman and pianist Vladimir Ashkenazy give excellent interpretations to two Prokofieff sonatas for violin and piano on this album. On both Sonatas No. 1 in F Minor, Op. 89, and Sonata No. 2 in D, Op. 94a, the two musicians prove themselves excellent technicians as well as sensitive artists, and this LP should be of interest to many lovers of Prokofieff.
DELLA'S NEW HIT SINGLE THAT TELLS YOU WHERE IT'S AT!

COMPARED TO WHAT

AVE 4515
PRODUCED BY HUGO & LUIGI

www.americanradiohistory.com
TEN WHEEL DRIVING

When there is a British group called the electric guitarist, Eric Clapton, and when there is a male singer such as Jim Morrison who becomes famous for his sexuality and the excitement his performance can generate, all those same gas-bag men, publicists, and magazine writers go on their annual quest to find the female Jim Morrison. Not to mention the fact that a female Jim Morrison is a contradiction in terms, let us just say that it doesn't do a lot of girl singers much good to have to try anything but themselves. It is no better to be a female Jim Morrison than it is to be a Jack Arthur Godfrey or a male Raquel Welch.

Genya Ravan, fiery lead singer for Ten Wheel Drive, has the distinction of being a female Genya Ravan. If you're a guitarist, they (we) compare you with Eric Clapton, if you're a songwriter, they (we) compare you to John and/or Paul, and if you're a girl rock singer, they (we) from now on will compare you with Genya Ravan, which is unfair to everyone including Genya. But that's the way most critics are. It's hard to just talk about a performer in terms of how he's like other performers, even if that method doesn't always do everything.

So let's do the publicist's bit. Genya Ravan needs a word. One rock-n-roll, sock-it-to-em word. One word. A hook. A word that'll catch on. Make your stock kid "Make you a star!" One of those words. Let's see Exotic. Erotic. Neuronic. Psychotic. One of those words. And end. Words don't much. In the end, it will all be Genya herself and what will be important will be her music.

Ten Wheel Drive is "one of the most exciting bands to come along this or any other year." That would be too simple. It's true alright, but it's too simple. It also sounds like an old lie a lot.

Genya Ravan
Eileen Goldfarb
B.B. King

But compared to what is not exactly what singing the blues is all about, and that's why Genya is so significant. Her voice is the heart of Ten Wheel Drive. Even when the group is everything from a vapid, and her searing, incandescent voice leaves a hypnotic spell around every phrase she utters: "I am a sapphire underground, I am the opal no one ever saw, I am axima dinted in the shade." There is a subtle menace in her voice that always seems to sound as if she were just managing to hold back the tears. It's a skill she learned from her mother and all her Blues; we can almost hear her crying.

Ten Wheel Drive's first LP on Polydor under the title "Construction & Demolition" is a fairly complex and interesting work, filled with energy, passion, and a flair for the theatrical. Genya is something of a vamp, and her searing, incandescent voice leaves a hypnotic spell around every phrase she utters: "I am a sapphire underground, I am the opal no one ever saw, I am axima dinted in the shade." There is a subtle menace in her voice that always seems to sound as if she were just managing to hold back the tears. It's a skill she learned from her mother.

Ten Wheel Drive is "one of the most exciting bands to come along this or any other year." That would be too simple. It's true alright, but it's too simple. It also sounds like an old lie a lot.
**Cash Box**

November 15, 1969

**VALHALLA**

**BUDDY MILES EXPRESS**

ACTION HOUSE, LONG ISLAND, N.Y. — Valhalla, the heavy, hard-rocking band, were in magnificent form at the Action House, where they appeared on a bill with the bands Huling and the Movie Actors. Accompanied by a magnificent visual excitement, their engaging, energetic and well-coordinated sets put the entire audience on a high level of excitement. Valhalla's drummer, Don Merlis, set the pace for the evening, with his powerful, rapid-fire beats providing a solid rhythm section that complemented the guitarists' virtuosity. The lead vocalist, Clay Duren, showcased his powerful voice and stage presence, captivating the audience with his commanding presence.

Direction: Wm. Morris Agency, Inc.

**Club Review**

November 22, 1969

**Valhalla Visual Treat**

NEW YORK — Valhalla, a very heavy and hard rock group, combines visual excitement with musical virtuosity; a combination which adds up to entertaining. Their engaging, energetic and well-coordinated sets put the entire audience in a high state of excitement.

Mangold's organ solos were jazzy, chord-driven pieces which even had him sitting down for a time. Drummer Don Merlis provided a rapid-fire percussion backdrop during his solos. Valhalla's visual effects included pyrotechnics, which added to the overall excitement of their performance.

The group performed an exciting and upbeat set, with a blend of hard rock, blues, and psychedelic rock. Opening for Valhalla was the group's lead vocalist, Robert Merlis, who set the pace for the evening with his commanding presence and stage presence. The group's set was well-received, with the audience responding enthusiastically to their energetic and engaging performance.

For the most part, the group's material is quite heavy, driven mainly on the engaging, virtuoso work of the members of this all-chief band. Don Merlis, guitarist, showcased his talent and virtuosity, while drummer and lead vocalist Robert Merlis, lead vocals and the all-important cowbell.

The major highlight of the night was the group's visual effects, which included pyrotechnics and other visual treats that added to the overall excitement of their performance. Valhalla's sound was crisp and clear, with the group's members performing in harmony, keeping up the fantastic pace they have set for themselves.

—Rob Merlis.
**JURY BEING QUALIFIED FOR THE TRIAL OF MARY MAGUIRE**

**CARNIVAL IN VARNISH** - Jim Novy, assistant creative director of Liberty UA (left) and Macey Lipson, national sales and promotion director for World Pacific Records, survey the Carnival album. The record company has produced a special sales-promo force contest based on developing the most unique point-of-purchase display with the grand prize being a trip to Reno.

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**Play White House**

**LONDON'S BUDGET CLASSICAL RELEASE**

NEW YORK - London Records announced its year-end release of two budget lines, Richmond's "opera treasury series" and its own "stereo treasury series." The Richmond opera grouping incorporates performances by various European ensembles and singers of Gluck's "Alceste," Mussorgsky's "Khovanshchina," Thomas "Mignon," Debussy's "Pelleas and Melisande" and Mozart's "The Abduction from the Seraglio." The London stereo treasury release features a deluxe eight-LP set of the complete Beeethoven nine symphonies, in addition to four of the composer's overtures. The Beeethoven work is composed by Ansermet and L'Orches de la Suisse Romande as they have a well known stereo technology. It is included in a suggested list price of $19.00.

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**Col Gift Promo**

(Corr! from Page 9)

radio spot schedule and some television spots in key markets as well. These will stress individual best-sellers, new releases, and current albums in the catalog. These spots will run from Thanksgiving through Christmas. Department and chain stores will be featuring eye-catching display units which will include easels, streamers, mobiles, signs. - The works. Lighted displays and rails featuring Columbia product new and proven, Christmas and standard, will be seen at dealers throughout the country. These will bring all of the label's product in the attention of the gift-buying consumer, and it is thought to present the ideal giving record albums for a Christmas gift, year after year.

Complete local advertising kits have also been sent out to dealers across the country, and they are available by their actual price and quantity.

Holiday programming will be receiving a special album containing highlights of Columbia's all-time best-selling Christmas LPs in time for holiday programming.

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**Labels & Singles**

(Corr! from Page 7)

Having some songs featured in "East Rider" has not only helped them maintain a fast-in-person pace, but has picked up sales on their first two albums and got their new album, "Easy Rider" to the top of the charts.

"Largest part of Steppenwolf's long-time success has been to write their own material and have genuine musical impact. We've been accepted by whatever that means these days. But there are several creative acts who, while enjoying success, are not in that category. In fact, a couple of our acts have just gone thru what might be called an 'identity crisis.' In addition to achieving successful pop, most musicians want recognition from their peers, and that often means they really don't have the capability of doing so. On the other hand, they won't be able to use their own actual capabilities, which they often are. For a group like the Turtles to have lasted for six years on singles alone is a phenomenal accomplishment.
Buddy Greco's Great New Single *My Double Life* 12277

Produced by Chips Moman / Written by Paul Anka

b/w DISTANT CAROLINA (Mark James/Glen Speer)

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

<table>
<thead>
<tr>
<th>% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK</th>
<th>TITLE</th>
<th>ARTIST</th>
<th>LABEL</th>
</tr>
</thead>
<tbody>
<tr>
<td>45%</td>
<td>Jingle Jangle — Archies — Kirshner</td>
<td>93%</td>
<td></td>
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<tr>
<td>41%</td>
<td>She — Tommy James &amp; Shondells — Roulette</td>
<td>41%</td>
<td></td>
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<tr>
<td>39%</td>
<td>Venus — Shocking Blue — Colossus</td>
<td>74%</td>
<td></td>
</tr>
<tr>
<td>36%</td>
<td>Don’t Let Love Hang You Up — Jerry Butler — Mercury</td>
<td>87%</td>
<td></td>
</tr>
<tr>
<td>34%</td>
<td>When Julie Comes Around — Cuff Links — Decca</td>
<td>62%</td>
<td></td>
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<tr>
<td>29%</td>
<td>I Want You Back — Jackson 5 — Motown</td>
<td>62%</td>
<td></td>
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<tr>
<td>27%</td>
<td>Winter World Of Love — Engelbert Humperdink — Parrot</td>
<td>34%</td>
<td></td>
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<tr>
<td>24%</td>
<td>Wonderful World, Beautiful People — Jimmy Cliff — A&amp;M</td>
<td>87%</td>
<td></td>
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<tr>
<td>24%</td>
<td>Baby Take Me In Your Arms — Jefferson — Janus</td>
<td>47%</td>
<td></td>
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<tr>
<td>22%</td>
<td>Cold Turkey — Plastic Ono Band — Apple</td>
<td>40%</td>
<td></td>
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<tr>
<td>20%</td>
<td>Early In The Morning — Vanity Fare — Page One</td>
<td>63%</td>
<td></td>
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<tr>
<td>18%</td>
<td>Don’t Cry Daddy — Elvis Presley — RCA</td>
<td>96%</td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>Cowboy Convention — Ohio Express — Buddah</td>
<td>42%</td>
<td></td>
</tr>
<tr>
<td>16%</td>
<td>Whole Lotta Love — Led Zeppelin — Atlantic</td>
<td>93%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>She Let’s Her Hair Down — Tokens — Buddah</td>
<td>58%</td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>A World Without Music — Archie Bell — Atlantic</td>
<td>14%</td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>These Eyes — Jr Walker &amp; All Stars — Soul</td>
<td>82%</td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>Turn, Turn, Turn — Judy Collins — Elektra</td>
<td>37%</td>
<td></td>
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<tr>
<td>10%</td>
<td>She Let’s Her Hair Down — Don Young — Bang</td>
<td>23%</td>
<td></td>
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<tr>
<td>10%</td>
<td>Brass Are Coming (LP) Herb Alpert &amp; Tijuana Brass</td>
<td>10%</td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>When We Get Married — 1910 Fruitgum Co — Buddha</td>
<td>10%</td>
<td></td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th>TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<td></td>
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</table>

### LESS THAN 10% BUT MORE THAN 5% | TOTAL % TO DATE

<table>
<thead>
<tr>
<th>Title</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Let’s Work Together — Wilbert Harrison — Sue</td>
<td>RCA 50%</td>
</tr>
<tr>
<td>Lady O — Turtles — White Whale55%</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Together Illusion — Steed</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Oh How I Miss You — Bobby Womack — Mint</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Free — Pearly Gate — Decca</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>The Last Time — Buchanan Bros — Event</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>What A Beautiful Feeling — California Earthquake — Soul City</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Fancy — Bobbie Gentry — Capitol</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>I’m Tired — Savoy Brown — Parrot</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Don’t Let Him Take Your Love From Me — 4 Tops — Motown</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>I Love You — Otis Leavell — Dakar</td>
<td>Atlantic 93%</td>
</tr>
<tr>
<td>Tonight I’ll Say A Little Prayer — Eydie Gorringe — RCA</td>
<td>Atlantic 93%</td>
</tr>
</tbody>
</table>

Cash Box — December 6, 1969
In Memorium

To Those Who Gave Their Lives

ULTRA VIOLIN
VLADIMOR VIOLIN
SEYMOUR STRADIVARIUS
FATS & FREDDIE FIDDLE
VIVIAN VIOLIN
CHITTY CHITTY CELLO
CHUCKIE CELLO

TRUMAN TRUMPET
WINDY TROMBONE
FRUIT FLUTE
FUNKY FENDER
GUIDO GUITAR
ACAPULCO DRUMS
TINY ORGAN

GILDA GIRLSINGER
VERONICA VOCALIST
PIJOS PIANO
MIDNIGHT ENGINEER
A.A. PRODUCER
JACK DANIEL ORCHESTRA
EMILE COPYIST

Playing
Russian Roulette
with
Cy Coleman

7:15
Produced by
Cy Coleman

8:00

10:30

7:30
Notable Music Co.
161 W. 54th Street
N.Y.C. 212-PT-7-9547

9:10

And Our Deepest Sympathy
To Those Who Have Not Heard It.
JOE COCKER
KING CRIMSON
FLEETWOOD MAC

JEFFERSON AIRPLANE
YOUNGBLOODS
JOSEPH EGER'S CROSSOVER

JOE Cocker
KING CRIMSON
FLEETWOOD MAC

PHILHARMONIC HALL, N.Y. — Ella Fitzgerald, in light of their personalities, of her November 21 concert in Philharmonic Hall at Lincoln Center. Her tortured voice, her pain, everything about her proved how well she deserves the praise she has received.

Backed by a trio of excellent jazz musicians, the songstress offered a varied program which included standards, show tunes and contemporary favorites. For a while, it looked as though Fitzgerald’s reading of a “House I Is Not A Home” that she was asked to record for a certain major label, and on another song, “A Man And A Woman,” audience response was lukewarm.

Elle’s voice is a remarkable instrument of meaning and earnest declarations equally well. She is totally at ease.

But everyone had come to see Cocker. You know Joe. The British supersinger with the delicious voice that is matched only by the Spaniard’s sartorial finery, the suave, sinuous style of a Fred Astaire, the smooth, supple fingers, and the happy, grin

Unlike the Philharmonic concerts, this one was unmediated by a great deal of artificiality, and the audience was completely at ease. But the result was a very intimate and moving evening.

The concert was divided into three parts. The first part consisted of songs from Cocker’s new album, “The Other Side of Desire.” The second part was dedicated to the late Jimi Hendrix, with songs like “Voodoo Child” and “Little Wing.” The third part was an encore, featuring Cocker’s hits like “After Midnight” and “You Are So Beautiful.”

The audience, which included many of Cocker’s fans, responded vigorously to each song. The encore was particularly moving, with Cocker’s rendition of “You Are So Beautiful” elating the crowd.

The concert was a tribute to both Cocker and Hendrix, and a reminder of the power of music to bring people together. It was a night of emotion, of artistry, and of musical excellence. Cocker proved once again that he is one of the great voices of our time.
COMING SOON: Big Year End Issue Of Cash Box
"The World Of Recording Artists" • • • A Complete
Report On The Top Artists • • •
Top Records • • •
Top Songs • • • Top Publishers and Top Producers Of 1969 • • • Make Sure Your Message Is In This Important Edition • • •

DEADLINE: DEC. 10

ISSUE DATED: DEC. 27

Contact Your Nearest Cash Box Representative
Elvis’ Next Single
A Bee Gees Tune

LONDON — The next Elvis Presley single, to be released in January, will be "Words," a song written by Maurice, Barry and Robin Gibb of the Bee Gees. The Bee Gees' original recording of the song was issued two years ago, in December of 1967.

Presley has already included the song in the portion of his new double pocket LP which he cut during a performance at the International Hotel in Las Vegas.

Ginger Baker Offered Star Role In Western

LONDON — A starring role in a new Western to be shot in Hollywood in February has been offered to Ginger Baker, drummer with supergroup Blind Faith.

The film — "Zachariah" — was written by Joe Massot and is to be produced by Lawrence Kubik.

Massot, who is 30 and who was previously with Cream before they split up last year, said this week, "I have read the script and I think it's really great. "The idea of playing a cowboy really appeals to me and, you never know, there might be a drumkit in a quiet corner somewhere!"

His manager, Robert Stigwood, said, "I am at present in the middle of negotiating a whole lot of deals. Nothing has been finalized as yet, but both Ginger and I are very keen on the idea."

This would be Ginger's first major screen role.

Stigwood has previously said that Blind Faith will not make any more "live" appearances this year, but all four members of the group have either finished individual albums or are in the process of doing so.

Ginger has a drum album "in the can" which he made with African artist Gay Warren.

Joseph Is Partner In Tom Wilson Co.

Mark Joseph is a partner in The Tom Wilson Organization, which has just made a production deal with Capitol Records. In last week’s story on the deal, Joseph was referred to as an assistant to Wilson.

Copyright Law NARAS Meet Theme

NEW YORK — At its December membership meeting, to be held this Thursday (4) at 8:00 pm in the Media Sound Studios, 211 West 57th Street here in New York, the New York chapter of the National Academy of Recording Artists and Sciences (NARAS) will have a panel discussion on the topic of who should and would benefit most from the proposed changes in the copyright laws and how these changes could affect both performers and songwriters.

The panel will consist of people who are deeply involved in the subject under discussion, and it is predicted by some that the meeting will develop into a heated debate.

Stan Kenton, head of the National Committee for the Recording Arts, who has been spearheading the drive for performers copyright protection, is flying in from California especially for the occasion. He will be joined on the panel by his New York counterpart, Russell Kribey, executive vice president of the National Music Publishers Association (NMPA), who will speak on behalf of the publishers.

Serving as moderator will be the NARAS chapter's vice-president, Frank Norman J. O'Connor. Representative of the Record Industry of America and NAB (National Association of Broadcasters) may also appear on the panel. Members of the Academy, whose financial status could be affected strongly by the proposed changes, will be urged to question the panelists closely so as to clarify even further for themselves the proposed, and sometimes violently opposing recommendations of the two factions.

Admission will be free to NARAS members. Non-members will be asked to contribute two dollars at the door.

Sire Year-End Release

NEW YORK — Sire Records has issued its year-end release consisting of four LPs. The release includes the debut Sire LP by folk singer Jean Ritchie, a blues band from Chicago, a series of performances from the Memphis Country Blues Festival, and a rock album.

Miss Ritchie, known as a folk purist, focuses on songs from the roots of the Appalachian heartland, is represented by the LP, "Clear Waters Remembered." The third album by the British group, The Deviants, entitled "The Deviants #3" is in the release.


And "The Climax Chicago Blues Band," in a program mainstream blues by a new British group rounds out the Sire issue.

Behind This Next Album, Reprise Is Putting $146,570. It's the

Avenue Band.

$146,570?
You bet.

Reprise believes the next big one is the Fifth Avenue Band.

Not without reason (since, as you know, Reprise hates frittering away $146 thou).

Over there is what all this fuss is about:

Copyright

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Cash Box — December 6, 1970

www.americanradiohistory.com
Xmas Promo Set By UA Music Group

NEW YORK — An extensive promotion campaign for the upcoming Christmas season has been prepared by the United Artists Music Group. The campaign will concentrate on the exploitation of major single releases from United Artists motion pictures that are currently showing or are set to be released shortly. Topping the bill are two new songs from the long-awaited James Bond adventure, "On Her Majesty's Secret Service," which opens in New York on Dec. 18th. John Barry, composer of the "Midnight Cowboy" score, has teamed with lyricist Hal David, to put together a series of melodies designed to capture this season's Christmas audience. "Do You Know How Christmas Trees Are Grown," the first of the two releases, has just been recorded by Jack DeShannon (Imperial), and the Do Re Mi Singers (Rappo). The second new release, "We Have All The Time In The World," has just been cut by Louis Armstrong. The entire motion picture score is available on United Artists Records.

Barbra Streisand's latest single release, on Columbia Records, is also taken from a United Artists motion picture. The new recording, entitled "What Are You Doing The Rest Of Your Life," is from Richard Brooks' "The Happy Ending," with music by Michel Legrand and lyrics by Marilyn and Alan Bergman. The complete motion picture score from "The Happy Ending," is also available on UA Records.

Henry Mancini's recent collaboration with lyricist Hal David yielded the score of another UA release, "Gaily, Gaily." The single from this new comedy is entitled "Tomorrow Is My Friend." It's offered on A&M Records, by Jimmie Rodgers.

The title themes from two recently opened UA films are beginning to show action. They are "Stay," from "The Secret Of Santa Victoria," written by Ernest Gold, and currently available by Sergio Franchi (UA), and the Golden Leaves (Challenge) and the theme from "The Battle Of Britain," composed and recorded by Ron Goodwin and his Orchestre (UA).

Generation Young 'Rudolph' Sparks Marks' Annual Yuletide Exposure

NEW YORK — It's almost a generation since "Rudolph the Red-Nosed Reindeer" made its historic debut, and this song, along with three other Johnny Marks Seasonal hits, will be widely exposed once more.

Johnny Marks, via his St. Nicholas Music, will spark promo efforts on the material, also including "I Heard the Bells On Christmas Day," "Rockin' Around the Christmas Tree" and "A Holly Jolly Christmas." "The Rudolph" song and the annual TV air it inspired airs again on Friday, Dec. 5 (7:30 pm, EST). GE has renewed the show as sponsor for two more years. The cast LP on Decca — featuring Burl Ives — is being promoted by the label.

Since 1949, "Rudolph" has sold over 57 million records in America. 29 million abroad and over 4 million copies of sheet music. It was first recorded in 1940 by Gene Autry. His record sold over 6,500,000 and it's the all-time best seller of Columbia Records. This year it's offered with a special sleeve in The Hall of Fame Series and is included in several albums. There have been more than 550 records of the song and it has been published in 115 different arrangements, which have sold over 5 million copies. It has been equally successful abroad. This "Week" magazine called it one of the two most valuable songs in the world.

A Hit Record "The Bells On Christmas Day" was first recorded by Bing Crosby on Decca Records in 1946, followed by other artists, including Harry Belafonte, Frank Sinatra, Ed Ames, Ray Price etc. Over 4,000,000 copies have been sold thus far.

"Rockin' Around The Christmas Tree" became a top hit in 1960 as recorded by Brenda Lee for Decca and is now a perennial international hit, with many new records each year.

"A Holly Jolly Christmas" was a hit for Burl Ives on Decca in 1963 and is now a personal international hit, with many new records each year.

Amazon Promotion Adds Jack Armstrong

FAYETTE, ALABAMA — Jack Armstrong, a veteran of the record and broadcast fields, headed the staff of Alabama-based Amazon Promotion Inc. A Miami resident and former music director for WFUN Radio there, Armstrong will continue to headquartered in Miami, giving Amazon a dual base of operations. Armstrong will promote all Amazon-represented record product in the state of the "Rudolph" Spectacular.

Armstrong has been affectionately dubbed by many people in the industry as the "All-American Boy.

Bird Dog Music Formed; A Singleton Affiliate

NASHVILLE — Bird Dog Music has been formed by two affiliates of Shelby Singleton Music, Inc. Green Isle Music and Green Owl Music. The company will be an ASCAP firm.

Bird Dog's first single, "What Next After The Moon?" recorded by Today's Children on Miharet, is already in release.

Barkan-Adams Pen Tom McCann Comm's

NEW YORK — The Tom McCann Shoe Co. of New York has formed the independent production team of Mark Barkan and Ritchie Adams to deliver another series of commercials. Barkan and Adams have created two other series of "contemporary" ads for the shoe manufacturer. This new series of commercials will be aired in the spring.

1. The Producers.
There are three: Erik Jacobsen, Zal Yanovksy, and Jerry Yester. Which is like The Lovin' Spoonful revisited.

2. The Product.
Pictured is their new album (RS 6369), it's on tape, too. Around Reprise they're calling this the most exciting new act since Jethro Tull about a year ago.

3. The Single.
It's called "One Way or the Other," and its number is Reprise 0884.

4. The Management.
He's Bob Cavallo, and he's damn good. With clients like the Fifth and John Sebastian, Bob knows how to do it.

These folk will be treated to the same goodness that got Variety to say this about the Fifth Avenue Band's L.A. debut: "Sextet...got a resounding reception. Opening night led to pleas for more, more and more."
New Additions To Radio Playlists

A broad view of the titles many of radio's key Top 40 stations added to their "Playlists" last week.

KFRG - San Francisco
Three Eyes - Jr. Walker - Soul
Winter World - Engelbert Humperdinck - Parrot
Friendship Train - G. Knight & Poppy - Soul
Wonderful World - Jimmy Cliff & A&M
Luv Woman - Crow - Almond
Night - Malaca Rivas - Century City

KXW - San Francisco
Jam Up - Tommy Roe - ABC
One From Musik - Barry Hamig - Capital
Don't Cry Daddy - Elvis Presley - RCA
You Gotta Pay The Price - Gloria Taylor - Silver Fox
Cold Turkey - Plastic Ono - Apple

KXVN - Denver
Jennifer Talking Stick - People - Music
She - Tommy James - Roulette
I Want You Back - Jackson Five - Motown
Winter World - Engelbert Humperdinck - Parrot
Marvelous Toy - Peter Paul & Mary - WB
Brand New Me - Dusty Springfield - Atlantic

KXWY - Cleveland
Whole Lotta Love - Led Zeppelin - Atlantic
Cowboy Convention - Ohno Express - Buddha
These Eyes - Jr. Walker - Soul
Don't Cry Daddy - Elvis Presley - RCA
When Julie Comes Around - Cuff Links - RCA
Tell Me Together - Jimmy Cliff & A&M
She - James & Shondells - Roulette
Cold Turkey - Plastic Ono Band - Apple
Point Of View - Smoke & Miracles - Tamla
Anzor - Mark Lindsay - Columbia
No Time - Guess Who - RCA
Turn Turn Turn - Judy Collins - Elektra
How On I Miss You - Bobby Womack - Mint

KKXR - St. Louis
Winter World Of Love - Engelbert Humperdinck - Parrot
What A Beautiful Feeling - California Earthquake - WLP
Grand Funk R & R - Mr. Limousine - Capito
When Julie Comes Around - Cuff Links - Decca
Jungle Jangle - Archives - Krischner

KWMX - Boston
LP-1 - I Am The President - David Frye - Elektra
It'll Bleed - Rolling Stones - London

WMAK - Nashville
Versus - Smokey Blue - Colossus
She Lets Her Hair Down - Tokens - Buddha
Hey Girl - Fantabilli - Happy Tiger
Free Free - Free - Atlantic
Troublemaker - Lee Harwood - Lh
Slow Down - Yellow Pages - Un
Cold Turkey - Plastic Ono Band - Apple
Whole Lotta Love - Led Zeppelin - Atlantic
Celebrated - 3 Dog Night - Hill

WXQI - Atlanta
A World Without Music - Archie Bell - Atlantic
The Show Must Go On - I'm Tired - Savoy Brown - Parrot
Early In The Morning - Vantey Fare - Page One
Brand New Me - Dusty Springfield - Atlantic
Jungle Jangle - Archives - Krischner
Don't Cry Daddy - Elvis Presley - RCA

WFIL - Philadelphia
Thank You For Being A Friend - Captain & Tennille - Columbia
Groove - New Beasts - Hickory
Brand New Me - Dusty Springfield - Atlantic
Don't Come Around Cuff Links - Decca
When Julie Comes Around - Cuff Links - Decca

WOKY - Milwaukee
Mama - Bobby Bare - Imperial
Jungle Jangle - Archives - Krischner
Verus - Smoking Blue - Collossus
She - James & Shondells - Roulette
Winter World Of Love - Engelbert Humperdinck - Parrot
Early In The Morning - Vantey Fare - Page One
She Lets Her Hair Down - Don Young - Barg Baby
I Love You - New Colony Six - Mercury

WABC - New York
Mama - Bobby Bare - Imperial
The Show Must Go On - I'm Tired - Savoy Brown - Parrot
Winter World - Engelbert Humperdinck - Parrot
New York City - Smokey Blue - Colossus

WXBW - Buffalo
She Lets Her Hair Down - Tokens - Buddha
Walking In The Rain - Jay & Americans - UA
Sunday Morning - Oliver - Crewe
The Last Time - Buchanan Bros - Event
Want You Back - Jackson 5 - Motown
Baby Take Me - Jimmy Cliff & A&M
LP-1 - Just Pet - Petula Clark - WB
In Pers - Elvis Presley - RCA
Joe Cocker - Joe Cocker - A&M
The Brass Gate - Bobbie Sherman - Atalnta
Led Zeppelin II - Archives - Krischner

WDRC - Hartford
Whole Lotta Love - Led Zeppelin - Atlantic
Don't Cry Daddy - Elvis Presley - RCA
Want You Back - Jackson 5 - Motown
From The Bottom - Stone Bow
Don't Let Love - Jerry Butler - Mercury
What You Gave Me - Marvin Gaye Tammi Terrell - Tamla
Jingle Jangle - Archives - Krischner

WEAM - Washington D.C.
Indian Reservation - Jimi Hendrix - Atlantic
Cowboy Convention - Ohno Express - Buddha
Versus - Smokey Blue - Colossus
Got The Price - Gloria Taylor - Silver Fox
Don't Let Him Take Your Love - Top Tension - World of Music - Jimmy Cliff & A&M
LP - Together - Illusion - Steed
Tracy - Cuff Links - Decca

WQAM - Miami
Want You Back - Jackson 5 - Motown
Let's Work Together - Wilbert Harrison - RCA
Find A Way - Jackie DeShannon - Imperial
Soldier - Betty Wright - Wonderland Word - Jimmy Cliff & A&M

WQXJ - Los Angeles
In The Morning - Vanity Fare - Page One
Night Owl - Bad Habits - Paula
A Walk On The Outside - Tommy Sears - Atlantic

CHICAGO - Mercury Records has just released the original cast album of the TV music musical, "Little Angel," and it is being released in a special seasonal basic "Little Angel," which will be released by NBC-TV on December 9. It is estimated that the Dec. 9-10 release will sell to 50 million viewers.

Mercury announced that it would be putting one of its most enthusiastic promotions-- a campaign that the label had advertised $50,000 for advertising. The LP would be issued in a deluxe package, a special double-fold, self-pop-up package.

The LP will get a special boost on the night of December 6, when a special credit on the screen indicates that the original soundtrack is available. The Mercury Records. In addition, credit will also be given on Thanksgiving Day. It is expected that the show's junior star, Joe Whiteraker, will perform one of the songs during the nationally televised Macy's parade.

In addition to Whiteraker (who plays the Little Angel), other featured performers in the show are Fred Gwynne, E. Howard Hopper, C. Calloway, W. D. Wood, R. Randall, J. McGiver, George Rose and Connie Stevens. The classic Christmas tale is based on the classic Christmas tale by Charles Tazewell.

Little Angel will be heavily supporting the program with full-page ads in newspapers and other publications throughout the country. Mercury will be tying in with additional Spotzie ads as well as in space in TV GUIDE and other periodicals. A massive co-op ad program, featuring already prepared TV spots, will premiere on December 7, the day after the show.

To support the deluxe LP in stores, which will be offered at a suggested retail price of $5.98, merchandising director George Blass has created 21 by 22 inch color poster built around the theme "Mercury Presents The Perfect Gift Album" with the "Little Angel" LP, brought to Mercury through negotiations between Bob Reno, the corporate's eastern director of record promotion, and Lan K. O'Kane, who wrote the original score and served as executive producer on the program.

Buchalter To Merc's Expanded NY Publicity

NEW YORK - Gail Buchalter is now a member of a New York publicity department of Mercury Records. Reports Ron Oberman, Mercury's corporate publicist.

Buchalter said the appointment was part of an expansion of the New York PR dept.

Miss Buchalter, who will work under the direct supervision of Frank H. Breslin, formerly worked with both Mercury and Richard and Graham Associates in a similar capacity. She is a published journalist and a regular in the New York music scene.

Heavy Merc. Promo For 'Little Angel' O.C.

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1. TONIGHT (Country Music City — BMI)
2. FREE (Dunbar — BMI)
3. BLESS YOUR HEART (Triple B — BMI)
4. BEAUTIFUL PEOPLE (Irma Valdes Music/Melodie Music — ASCAP)
5. GOIN’ OUT OF MY MIND (Pep One Music — BMI)
6. WHEN WE GET MARRIED (Pep One Music — BMI)
7. JESAMINE (Sharon — ASCAP)
8. LOOK KA PY PY (The Beatles — BMI)
9. HE AIN’T HEAVY, HE’S MY BROTHER (Danny — BMI)
10. JE TAIME MOI NON PLUS (Pep One Music — BMI)
11. OH ME OH MY (I'M A FOOL FOR YOU BABY) (Musicor — BMI)
12. CURLY (Musicor — BMI)
13. LOVE BONES (Lula Memphis — BMI)
14. COME SATURDAY MORNING (Family — ASCAP)
15. TOO MANY COOKS SPOIL THE SOUP (Dixie — BMI)
16. I’VE GOTTA HAVE YOU (Brigitte Bardot — BMI)
17. MORNING DEW (Jim Croce — BMI)
18. BAD CONDITIONS (Bread — BMI)
19. JENNIFER TOMPKINS (Pep One Music — BMI)
20. JEALOUS FEELING (Stevie Wonder — BMI)
21. HAVE A LITTLE TALK WITH MYSELF (Bobby Darin — BMI)
22. WENDEGAHL THE WARLOCK (Cheryl Steppeton — BMI)
23. LOVE AND LET LOVE (Riccardo— BMI)
24. HEY HEY HEY (Pop — BMI)
25. COW PIE (The Masked Marauders — BMI)
26. BORN UNDER A BAD SIGN (Elwood — BMI)
27. RIGHT OR LEFT AT OAK STREET (Musicor — BMI)
28. (GOTTA FIND) A BRAND NEW LOVER — PT. 1 (United Artists — BMI)
29. LET’S WORK TOGETHER (Bert Stern — BMI)
30. TO BE YOUNG GIFTED & BLACK (Motown — BMI)
31. GUESS WHO (Miles Davis — BMI)
32. OKIE FROM MUSKOGEE (Blue Bock — BMI)
33. I’LL BET YOU (Locke — BMI)
34. JUMPIN JACK FLASH (Garden — BMI)
35. HURRY CHANGE IF YOU'RE COMING (Sony — BMI)
36. SHE LETS HER HAIR DOWN (Bobby Pulley — BMI)
37. WHAT A BEAUTIFUL FEELING (Flying Stone — BMI)
38. YOU'RE THE BEST THING SINCE CANDY (BMG Rights Management — BMI)
39. IT'S ONLY MAKE BELIEVE (Marnie — BMI)
40. HOW I MISS YOU BABY (Evelyn ‘Champagne’ King — BMI)
41. WON'T FIND BETTER (Benson) — BMI
42. WASN'T BORN TO FOLLOW (Patton — BMI)
43. WICHITA LINE MAN (Sherry — ASCAP)
44. IT'S BEEN A LONG TIME (The Beach Boys — BMI)
45. VOODOO WOMAN (Hozier — ASCAP)
46. LOVE FEVER (Vee Jay — BMI)
47. SIX WHITE HORSES (Sonny & Cher — BMI)
48. SOMETHING IS WRONG (John Lee — BMI)
49. SUNDAY'S GONNA COME ON TUESDAY (M.P. & M.E. — BMI)
50. PAPA JOE'S THING (Papa Joe’s — ASCAP)

The Peer Southern Organization Congratulates Mr. Kasenetz and Mr. Katz

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LONG ISLAND CITY — Red, white and black eye-catching designs have just been introduced as part of a new packaging program for Pickwick's long-rate program. The theme is "Bullseye," and the company has recently exhibited a "long box," "Bullseye Kit" for conversion of existing display cases to the new packaging units for its "Bullseye" packaging. The long boxes are a new concept in packaging, providing a new look and feel for the company's products. One is a 24-pack counter browser and the other is a three step floor-browser which exposes 12-cigar covers. This ships pre-packed with 60-large box best sellers.

Conversion Kit

In making the move to 12" high individual boxes, Pickwick is offering assistance to merchants currently handling Pickwick packages. A new packaging program for Pickwick long-rate has been introduced by Papercon, a leading manufacturer of corrugated and paperboard boxes. The program offers a variety of sizes and styles to meet the needs of retailers.

Rayman's League Shows Faith In On Evo RS

The program includes a range of pack sizes, from small boxes designed for quick pick-up to large boxes designed for easy storage. Pickwick also offers a new "Bullseye Kit" for conversion of existing display cases to the new packaging units. These boxes are designed to be easily identifiable in the store and are customizable to meet the needs of each individual retailer.

The "Bullseye Kit" includes a variety of sizes and shapes, and is designed to be easily configured to fit the needs of each individual retailer.

The program has been well-received by retailers, who appreciate the flexibility and variety offered by the new packaging solution.

The company has also introduced a "Bullseye" kit for conversion of existing display cases to the new packaging units. This kit is designed to be easily identifiable in the store and is customizable to meet the needs of each individual retailer.

The program includes a range of sizes and shapes, and is designed to be easily configured to fit the needs of each individual retailer.

In conclusion, the new packaging program for Pickwick's long-rate is a significant step forward for the company. The "Bullseye" kit offers a range of sizes and shapes, and is designed to be easily identifiable in the store and is customizable to meet the needs of each individual retailer. The program is well-received by retailers, who appreciate the flexibility and variety offered by the new packaging solution.
Mathews Signs With Commonwealth United

NEW YORK — Milt Matthews, a folk/rock/soul singer, and his group, Milt Matthews Inc., have been inked to an exclusive recording contract with Commonwealth United Records. Len Sachs, CWR vp, announced the signing and said that Matthews has already cut an album for the label. The LP will be released in January. A Matthews single will precede the album release.

Matthews, also a composer, wrote all of the songs on the LP with the exception of one.

Robertta Flack Completes Tour

NEW YORK — Songstress Robertta Flack has completed a six-city promotional tour for her debut Atlantic set, “First Take.” The tour covered Washington, New York, Chicago, Detroit, Boston and Philadelphia. Recently Milt Flack has done several network TV shots including the David Frost and Jerry Blavatt shows. In addition, two national magazines are readying feature spreads. Robertta will also be featured on a new Les McCann LP to be released in January. The songstress is now recording her second LP, also set for January release.

Betty LaVette On Promo Trip

NASHVILLE — Silver Fox artist Betty LaVette is currently on a promo tour that will run continuously through the month of December and covers areas from New York to Miami. Seeing action with her “He Made a Woman Out Of Me” disking, Betty is contacting deejay's, visiting local record dealers and making local TV appearances in Birmingham, Philadelphia, Baltimore, Washington D.C., Atlanta, Chicago, Detroit, various Ohio areas, New York. and she winds up in Miami, Fla Dec 19-21.

Just prior to departing on the tour, Betty spent the week in the Silver Fox offices in Nashville personally contacting deeJay's via phone and was then whisked into Memphis studios for a session by her producer and label chief, Len Jell"w.
A POINT AFTER — With the score settled on Columbia’s release of its book-and-record coverage of the NFL’s “First Fifty Years,” CBS Records’ president Clive Davis (center) discusses yet another project afterward with Pete Rozelle, National Football League commissioner (second from left). The two figures officially displayed the first printings of the 2-record plus book package that has gone onto the market as the football league reaches its climax in the fifteenth year of professional play. With the book, which retails for $14.95, the two-disk set also includes a full-color poster. The complete package will retail for a suggested $24.95. At the unveiling of the release, where Davis gave the first set to Rozelle, a-rep representatives of the NFL, Columbia Records and the press as well as (shown): Toots Shor (left), noted restauranteur and sports enthusiast who has been on the executive factory floor for various record artists.

9 Artist Pubs Are Formed By Hobbit, IMC Productions

HOLLYWOOD — Hobbit Records and its indie production wing, IMC Productions, are forming nine music publishing companies for its roster artists. The record-publishing-management-production complex has established publishing firms for singer Frankie Randall, Plain Jane, a folk-rock group; Memphisphiles, a rock act; Dave Axelford, Capitol Records producer, songwriter Richard Wolf and Dick Glass, and four other company-owned firms.

Hobbit will receive 50% of the profits from the companies, which will allow the company will have the benefit of tax advice, business and management guidance and legal counsel from the International Management Combine (IMC), the parent company. SmoBro Talent, a newly formed firm of the IMC corporate umbrella is Diane Lisa, Shana Han and Linda Karris, who previously ran the Silver Shoe (ASCAP), established for Plain Jane, Creature (ASCAP), formed for MemphistoKG, Heavy Axe (ASCAP), set up for Dave Axelford, armed Morning (BMI), formed for Wolf and Glass, and four other IMC firms, INC Publishing (ASCAP), JVf (ASCAP), JJ Bolen (BMI) and Stiev-arm (ASCAP).

Tony Smith Arranging U.S. Charisma Release

NEW YORK — Last week British promoter Tony Stratton Smith arrived in New York to set U.S. releases for prod-uct on his new progressive label, Charisma, which launches in the U.K. this week with a first album by Rare Bird.

Joseph Eger, conductor of the Sym-phony of New York, has recorded an album entitled “Classical Heat” for the label with Sinfonia of London and Shakespearean actor John Neville set for February release.

Smith feels that the LP needs a fresh marketing approach. It includes pieces by Stravinsky, Berlioz, and Charles Ives, and he believes that marketing it as a pop disk. Music is music, and all the barriers are coming down.

Smith is also actively seeking U.S. indie product for release in Europe, and while joining British gazettes, he is working on contacting, or discussing with his company, the U.S. and are managed by Smith, he also hopes to spot talent for his own all-U.S. company, London Lycam Heater.

Led Zeppelin, the Nice, and Steppen-wolf have already performed there, and Smith has upcoming dates for Doctor John, Chicago, the Rascals, and the Bonzo Dog Band whom he also once managed.

Charisma’s North American opera-tions are handled by represented by Sinkin J. McEachern, while public relations are handled by Rich Grevatt and booking by the Associated Booking Corporation of New York.

Dave Mason Inks Blue Thumb Pact, New LP Graphics

LOS ANGELES — Blue Thumb Rec-ords has signed Dave Mason, former songwriter and lead vocalist with Traffic. Mason will form his own all-star band which Tommy LiPuma, a Blue Thumb partner, has gr-rcord here in Jan.

As a songwriter, Mason wrote such Traffic hits as “Feelin’ All Right,” “You Can All Join In,” “Messes An End,” “Hole In My Shoe” and “Just For You.” He has been busy writing songs which a number of West Coast artists have been recording during the past several months.

Dave will determine the size of his band,” says Bob Krasnow, Blue Thumb’s president. “We are relying on him to determine his own artistic direction.”

LiPuma and Mason have already been scouting recording studios here. LiPuma’s first project for Blue Thumb was the recent release of the “Ready To Take” album, with Southwind, the country oriented pop band.

Blue Thumb will no longer publishing and handling labels for any artists under contract. Blue Thumb’s New Look album, and the public is “getting tired of seeing bands formed which only last a brief time.”

New LP Graphics

Blue Thumb will release three al-bums in the first half of the year. The new product appearing in the new “shapes” will be by Rod -en, the Brazilian band produced by Sergio Mendes. Aynsley Dunbar Retaliation, the Nico Blues band produced by John Mayall, and a special sampler titled “The All Day Thumb Sucker.”

After this release, all forthcoming Blue Thumb product will be marketed by Blue Thumb, the label that Krasnow feels this term has been overused and the public is “getting tired of seeing bands formed which only last a brief time.”

Map City & TK In Production Deal

NEW YORK — A production agree-ment has been signed between Map City Records and TK Productions. TK is jointly owned by Thano Karris and Sandy McNeil. The first product to be released under the new arrange-ment will be by a group called We The People. Their first single pro-duced by McNeil and Karris, and penned by McNeil is called “If We Can Fly” produced by the Man’s motion picture.

We The People consists of Willie McEarchen 20, Ed Mathews Jr., Mary Anderson, and Sherrin Morvaine Gragg, whose previous experience includes work with John Cresson (The Nighttrainer). The group had been together for a year and a half when they were joined by Sandy McNeil two months ago.

Johnson, Smith New SmoBro Promo Heads

BEVERLY HILLS — Patti Johnson and Sandy Smith were named to head the newly formed in-house public rela-tions and advertising operations for the maze of Smothers Brothers enter-prises. The new department will be called SmoBro Pro. SmoBro Pro is part of Smothers, Inc., which en-compasses SmoBro Talent, SmoBro Records, SmoBro Publishing, and SmoBro Productions.

Miss Johnson was formerly with Bizarre, Inc., while Miss Smith was with Shanahan and Associates. SmoBro Pro and SmoBro Pro will also be handling accounts assigned to the SmoBro company.

Miss Johnson began her industry career three years ago when she set up her own company, Patti Johnson Public Relations, handling such ac-counts as the Nitty Gritty Dirt Band, the Sunshine Company, and the Iron Butterfly.

In her previous position with Shana- han and Associates, Miss Smith did promotional work for the Smothers Brothers, Pat Paulsen, Mason Willi-ams, and for the SmoBro Productions. She will continue to head the Los Angeles public relations department.

Accounts currently being handled by SmoBro Pro include Tom and Dick Smothers and their various activities, SmoBro Records’ product and artists, the Sound Foundation, Delores Hall, and special publicity for the Factory ninery.

HENRY SHED has just joined the Liberty fold with a contract bringing him onto the roster with a first release from Shed as an artist. He had earlier been linked to the Liberty/UA organization as the writer of the main title theme in the UA film “Psycho/Psycho, I Love You.” The song written for this movie is titled “Groove Into It.” For his first artis-release, Shed was signed personally by Liberty/UA President Al Bennett, who said that Shed’s first single is “Mogula’s Hungry Eyes.”

Radius Prod. Bows

NEW YORK — Radius Productions has been formed as a “total concept in record production.” The new firm, subsidiary of Virgil Smith’s Management, will offer major labels the network of the label’s own label, as well as complete orchestral, arrangers, copyists, studio facilities one hour from New York, in an environment conducive to good recording and a full staff of engineers.

As part of the total plan, Radius has under contract the services of pro-ducers Paul Hoffer, Skip Prineok and Robert Riddle.

Vincent Fusco, who is a public ac-countant, and former administrator of Albert Grossman’s office, will serve as executive producer and chief operating officer of Radius. He is presently negotiating with several record companies.

Fuller To RCA Club

NEW YORK — The RCA Record Club has promoted Jack Fuller to the post of manager of repertoire and of the Club’s magazine, Medley. The promo- tion was announced by J. E. Ballston, Record Club manager of marketing, who said it was effective immediately.

In his new position, Fuller will be responsible for selecting all product for the club albums and packages and supervising all copy written for Medley.

Fuller has been associated with the club since 1958. Prior to that, he had worked as a professional musician and for Columbia Records where he was assistant to the director of adver-tising and sales promotion.
Conway Twitty made one of his in- ferior 1955 releases to be released shortly for two Decca recording sessions under the direction of the late label's creative director, Owen Bradley. Ernie Rouse of the famed Rouse Broth- ers, with "Orange Blossom Special," has become a country standard, has made a significant donation to the Country Music Hall of Fame Museum of his original violin. Show- ing itself to be a new talent and travel, but still in excellent condition, the violin is a valuable addition to the collection recently acquired by the CMA in the Hall of Fame in Nashville. Present for the special occasion were the Rouse Brothers and members of the family. The brothers had been in Music City for an appearance on the Johnny Cash Show. Decca's Loretta Lynn has just completed taping three of the new "Hee Haw" entries series in Nash- ville. She left immediately after the last tape of two weekly sessions for which appearances will be followed by a special taping for recording sessions by the show, Re- cently released figures showed that this year's CMA Awards Show, re- vised live over the NBC network, captured a 46% share of the TV market for a 5 rating, and reached 55,820,000 homes. The ABC Wednesday Night special, "The Real Johnny Paycheck lends a hand," was pulled with a 16.7 rating and the CBB entry "Medical Center," a 24% share for a 4.7 rating, and reached 22,090,000 homes. Dale Phillips, 11 year old son of Mr. & Mrs. Buddy Phillips, and brother of Buddy Jr., recently became the youngest to top Darrell and Deewhy Phillips (12 years old) has just set up taping several spots for "Hee Haw." Because of the acceptance of their new Decca single, "I Didn't Have To Miss Brush Arrows," with Jimmy Green and Jeanie Seely were rushed into the studio by Decca

JIMMY WAKELY (Decca 732595)
My Sweet Lovin' Wife (2:39) (Riverside ASCAP — Wakely)
Jimmie Wakely returns to the recording scene with his own composition that was featured by his brother Oscar, that's loaded with appeal for the modern country fan. Try it. Flip: "I Wanta Go Home" (2:39) (Riverside ASCAP — Wake- ly)

WANDA JACKSON (Capitol 2693)
Two Separate Bar Stools (2:25) (Party Time BMI — Graham)
Wanda Jackson steps down the pace from her last chart climber with an appealing traditional styled ballad. Fine effort will be well received. Watch for it. Flip: "Two Wrongs Don't Make A Right" (2:43) (Star BMI — Bruce)

JOHNNY BUSH (Stop 354)
Jennys Rose (2:36) (Window BMI — Kingston)
This lyrical bourbon backed, by a traditional country instrumental, is an effective piece that should please any pop play item. Fine vocal from Johnny should insure success. Flip: "I'll Go To A Stranger" (2:16) (Tree BMI — Kirby, Pennington)

JAN SHEPARD (Capitol 2694)
When He Touches Me (2:42) (Al Gallico BMI — Richay, Wilson)
Sure to follow in the footsteps of her recent success: "Seven Lonely Days," is this feelingful ballad that delivers a big country sound in fine style. Flip: "Only Mama That'll Walk The Line" (2:13) (Central Songs BMI — Bryant)

WILMA BURGESS (Decca 32593)
The Sun's Gotta Shine (3:02) (Continention SESAC — Harris)
Wilma Burgess soulfully delivers this pop style ballad which will find its way to the charts with strong programming piece for the contemporary sound. Flip: "Only Mama That'll Walk The Line" (2:16) (Central Songs BMI — Bryant, Stone)

JOHNNY VELMET (Royal American 291)
Mustang Rose (2:17) (BMI)
Johnny Velmet comes stronger with each successive release, and this modern Larry Butler penning by far Jimmy's most effective outing to date. Deserves a careful listen. Flip: "Blue Velvet" (2:27) (Vogue — Wayne, Mor- ris)

BOBBY HELMS (Little Darlin' 38)
Jingle Bells (1908) (BMI)
Bobby Helms returns each year with the perennial holiday favorite which will again garner spin after spin. Flip: "I Wanta Go To Santa Claus Land" (1.40) (Lee Wayne BMI — Helms)

HENSON CARGILL (Mennonite 1178)
The Little Drummer Boy (2.35) (Mills/Korwin ASCAP — Davis, Onorati, Sime- on)
Henson Cargill provides an effective reading on this rock that has been pulled from Monuments holiday LP: "Country Christmas." Flip: "Silver Bells" (2:25) (Paramount — Evans, Livingston)

JOHNNY PAYCHECK (Little Darlin' 55)
Jingle Bells (2.30) (Mayhew BMI — Unknown)
Johnny Paycheck lends his familiar vocal style to this holiday classic which will be heard again this holiday season. Flip: "The Old Year Is Gone" (2:35) (Branden BMI — Paycheck, Mayhew)

BIL CARLISLE (Chart 9444)
I'm Movin' (2:37) (Soul Songs BMI — Walker). Tongue twisters tale could move. Flip: "Everything Will Be Alright" (1:52) (Paskey BMI — Chess)

THE KIMBERLYS (RCA 9782)
Drivin' Nails In The Wall (2:35) (Jeeve BMI — Gay). Soulful ballad has appeal with its own musical twist to it. Flip: "These New Changing Times" (2:55) (Baron BMI — Gay, Jennings)

EDDIE SKELETAL (Music Town 24)
Sure What Was Us (2:10) (Yonah BMI — Lane). Pretty bluesy ballad. Flip: "We Will Be With You, Peace (2:47) (Peach Seskal — Skeletal)

DANNY HARRISON (Deneba 7610)
Spread A Little Sunshine (2:00) (Glad BMI — Lipps). Country ballad and lively offering could see success. Fine. Flip: "My Son, Good-bye" (2:22) (Glad BMI — Harrison)

WADE RAY (Bentro Valley 101)
All You Gotta Say (1:50) (Tree BMI — Howard). Thumping modern deck delivers an appealing sound. Flip: "Every Way But Loose" (2:18) (Tree BMI — Rollins)

FREDGIE HART (Capitol 2692)

JOHNNY COLLIERS (Night 10446)
Mama Wears A Mini Skirt (2:10) (Lon- no & Oscar BMI — Roberson). Fun filled contemporary ode to a love theme. Flip: "Nobody Loves Me" (3:15) (Lonno & Oscar BMI — Roberson)

CHUCK SLAUGHTER (Desiree 113)
Burnin' My Soul (2:19) (Desiree BMI — Tuttle). Fine sound outing with a strong share potential. Flip: "Wild As The Wind" (2:20) (Reverer BMI — Italian)

JOHNNY COOPER (Plantation 41)
Don't Let It Trouble Your Mind (2:06) (Owpem BMI — Farton). Powerful modern outing sound good, but no information available.

LLOYD GREEN (Chart 9467)
Steel Blue (2.55) (Yonah BMI — Green). Effective instrumental by steel guitar. Flip: "Tell Ya What" (2:29) (Yonah BMI — Green)

1 THE BEST OF CHARLEY PRIDE 1
2 JOHNNY CASH AT SAN QUENTIN 2
3 THE ASTRODOMES PRESENTS IN PERSON 4
4 ORIGINAL GOLDEN HITS VOL. 1 & II 3
5 TALL DARK STRANGER 6
6 TAMMY'S GREATEST HITS 5
7 A PORTRAIT OF MERLE HAGGARD 8
8 GLEN CAMPBELL LIVE 7
9 LIVE AT COBO HALL, DETROIT 10
10 THE WARMTH OF EDDY ARNOLD 19
11 THE BACK IN THE ARMS OF LOVE 18
12 I CAN'T MAKE COUNTRY GIRLS FAMOUS 20
13 THE ESSENTIAL HANK WILLIAMS 16
14 MOVIN' ON 26
15 THE WARMTH OF EDDY ARNOLD 19
16 THE WARMTH OF EDDY ARNOLD 19
17 THE DAVID NEWTON ROUNDUP 25
18 THE ESSENTIAL HANK WILLIAMS 16
19 MEL TILLIS SINGS OLD FAITHFUL 23
20 MEL TILLIS SINGS OLD FAITHFUL 23
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Cash Box — December 6, 1969
CashBox Country LP Reviews

NASHVILLE FIDDLES — Little Darlin SLD 8019

For those who prefer instrumental versions of countrydominated favorites, Buddy Spiker and his Nashville Fiddles offer three tracks of extremely listenable contemporary packages. Strong programming material for the period, along with "Orange Blossoms Special," "Rockey Top," "Galahoot," "Kawliga," "Folsom Prison Blues" and "Gentle On My Mind." Give it a careful listen.

BIG RIG ROLLIN' MAN — Johnny Dollar — Chart CBS 1023

Johnny Dollar pays tribute to the truck driver set with a collection that includes his past successes "Big Wheels Sing For Me" and the title track, in addition to "Truck Driver's Lament" and "Highway To The Sky." For a change of subject matter Johnny offers "Wild Cherry," "Get To Stay High" and "Rain Falls In Denver." Action packed session should rate high.

WHEREVER YOU ARE — Johnny Paycheck — Little Darlin SLD 8023

Johnny lends his feeling vocals to a set of twelve modern and traditional styled ballads that make for good listening from beginning to end. Session includes "That's The Way It Was," "Tell Me Your Troubles," "If I'm Gonna Sink," "Everything You Touch Turns To Hurt," "Where All Good Daddys Go" and "There's No Easy Way To Die." Sales attracting performance.

FEELIN' GOOD IS EASY — Ray Sanders — Imperial LP 17427

Ray Sanders scored with his initial Imperial single "Beer Drinkin' Music" which he includes in this package along with eleven other soulful vocals. Set will take Ray well up the charts. Releases include "Dry Your Tears (For The Sad, Hurt And Blue)," "Heny Tonk Man," "Me And Bobby McGee," "Who Will Buy The Wine" and "Put A Little Love In Your Heart." Pretty set throughout.

EARLY BLUE GRASS — Various Artists — RCA Victor LPV 569

Sure to find immediate appeal with blue grass enthusiasts is this RCA Vintage Series release featuring original recordings by the original blue grass art form. Bill Monroe and his Blue Grass Boys, in addition to cuts from later contributors Jimmy Martin, the Osborne Brothers, the Lonesome Pine Fiddlers, Wade Mainer and the Morris Brothers. Several recordings on this collectors set date back to the late 30's. A must for a record library.

CHRISTMAS — Bill Anderson — Decca DL 7409

Side one of Bill Anderson's "Christmas" package contains the chalmer sweet voices of the listener holiday favorites including "Blue Christmas," "Santa Claus Is Comin' To Town," and "Silver Bells," while the flip side covers the more religious aspects of the holiday with two medleys which include "Oh Holy Night," "Joy To The World" and "O Come, All Ye Faithful." Effective seasonal set.

CashBox Country Music Report

Big Chappell Moves To Nashville

NEW YORK — For the first time in its long and varied music publishing history, Chappell & Co., Inc., leading publisher of show music, is moving into the country field. In making the announcement of the opening this week of the firm's Nashville office, Jacques R. Chabrier, president of Chappell, stated that Floyd "Lighthouse" Chance has been named to manage the new facilities for the Nashville "Opry" for the last 1 1/2 years. In the music business since 1947, Chance has worked with many of Nashville's top artists including Roy Acuff, Archie Bleyer, the Everly Brothers, Red Foley, Ernest Tubb and was associated with Floyd Cramer and Grady Martin serving as office manager for their Cigna and Kramert publishing companies, Chappell, established in 1911, and generally acknowledged as the world's leading publisher of show music, has maintained its prominence with a catalog that includes such Broadway musical comedy writers as Betty Comden and Adolph Green, Tom Jones and Harvey Schmidt, George and Ira Gershwin, Burton Lane, Alan Jay Lerner and Frederick Loewe, Richard Rodgers, Stephen Sondheim and Jul Syne, and more recently the off-Broadway rock writers, C.C. Catchery and Peter Link.

The Nashville office is the most recent development in Chappell's move to expand its catalog to the multi-music modes of today's popular market, and to continue its growth into all phases of contemporary music.

Capitol Music Hall New Hi.Q. For WWVA

WHEELING, W. VA. — The Capitol Theatre Building in downtown Wheeling, recently purchased by Basic Communications, Inc. will be formally renamed Capitol Music Hall. And will be the new headquarters for WWVA Radio and WWVA Big Country Jamboree as announced last August by Emile Mogul, president of Basic Communications, Inc. Under the new ownership, the Music Hall is already being booked for spectacular entertainment highlights for 1979 such as concerts, Broadway road shows, musicals, etc. With the completed renovation, WWVA moved into its luxurious offices and ultra-modern broadcast studios November 30. There are four complete broadcast studios. The main control room will contain the newest broadcast equipment available and can be viewed from the Music Hall lobby through specially-designed studio-view windows. The new three-view world offices and studios and reception area will be the latest in modern colorful decor, highlighted with pictures from the Art Gallery of Oglebay Institute.

To coincide with WWVA Radio's 35th Anniversary, a number of national, state and local government, as well as civic and business leaders, will be on hand Saturday, December 13 for a gala ribbon-cutting dedication ceremony of the Capitol Music Hall.

EARLY BLUE GRASS — Various Artists — RCA Victor LPV 569

Sure to find immediate appeal with blue grass enthusiasts is this RCA Vintage Series release featuring original recordings by the original blue grass art form. Bill Monroe and his Blue Grass Boys, in addition to cuts from later contributors Jimmy Martin, the Osborne Brothers, the Lonesome Pine Fiddlers, Wade Mainer and the Morris Brothers. Several recordings on this collectors set date back to the late 30's. A must for a record library.

CHRISTMAS — Bill Anderson — Decca DL 7409

Side one of Bill Anderson's "Christmas" package contains the chalmer sweet voices of the listener holiday favorites including "Blue Christmas," "Santa Claus Is Comin' To Town," and "Silver Bells," while the flip side covers the more religious aspects of the holiday with two medleys which include "Oh Holy Night," "Joy To The World" and "O Come, All Ye Faithful." Effective seasonal set.

RECORD HONORS — RCA Records recently copped four awards from the CMA. Pictured here are the winners: (l to r) Bob Ferguson, writer, "Carroll Cashion Accident" the "Song of the Year," Danny Davis, who along with the Nashville Brass won the "Institutional Group of the Year" honors, Archie Campbell, "Composer of the Year," and Chet Atkins, division V.P. & A.R.R., Nashville for the "Instrumentalist of the Year."
For 1970, save running around the world do all your business in a few days in sunny Cannes

MIDEM CLASSIQUE JANUARY 11-15, 1970
INTERNATIONAL SYMPOSIUM JANUARY 16-17, 1970
MIDEM POP MUSIC JANUARY 18-23, 1970
CANNES FRANCE

MARCHÉ INTERNATIONAL DU DISQUE ET DE L'ÉDITION MUSICALE INTERNATIONAL RECORD AND MUSIC PUBLISHING MARKET

COMMISSARIAT GENERAL TOUR ARAGO-DEFENSE : 5, rue Bellini, 92-PUTEAUX (France)
Téléphone : 772.10.15 - Cable MIP-TV-MIDEM 92-PUTEAUX
AGENTS GENERAUX DU MIDEM : U.S.A. REN. GREVATT, 200 West 57th Street, Suite 910 NEW YORK
N. Y. 10019. Téléphone : 582.02.52
GRANDE-BRETAGNE
Promotion : ROGER WATKINS Filmhouse 142 Wardour Street LONDON W.I. - Téléphone : 734.25.11
ITALIE : Dr GRAZIANO MOTT A Via Lario 8 - 20159 - MILANO - Téléphone : 68.86.195
Rita Pavone, according to her schedule, seems to be more shy abroad than in Italy. She left our country after her participation in a TV contest in Italy, and went on a trip to Israel. She is tremendously popular there. Lucio Saluggia, Record’s manager reported in her performances she is accompanied by Paolo, a very young singer eleven years old.

Another Ricordi artist under our spotlight this week is Milva. Milva, confirmed her talent as a stage actress, performing a protagonist role in the film "Il Primo Giorno Di Primavera," with the famous comic artist Gino Bramieri as a partner. Needles to say, the interpretation of both artists, the musical "Angeli in Bandiera," is one of the most successful not only of the season, but of the last three-year period.

Other news from Ricordi: top English artist Barry Ryan, popular here via his top hit "Eloise," is expected in Italy in December. He will be the guest star in various TV shows, where he will promote his latest recording "The Hunt."

Strong Ricordi activity in the promotional field is getting results as shown. "The National Explosion" of the Dutch group Toto, and record sales of the Ricordi group I.D.A. International, and the sales of their colleagues Equipe 84, also launched by Ricordi. As a matter of fact, each of their records have placed on the charts. Their present hit "Il Primo Giorno Di Primavera" is an exception now placing high on our hit-porad. It looks quite same that the same result will follow for their present recording "Primavera Primavera," one of the recent Ricordi labels.

Caterina Caselli, top CGD artist, is a new star on the international scene. In Germany her name is becoming popular and new fans will hold her participation in the top TV show Hit Parade, where she will introduce her first German recording under the title "Si Signorina" to the German public. She is also expected for their present title when in Hannover, for another TV show on 26th November.

Some news from EMI Italiana: a series of eighteen radio programs will have as a protagonist, top French artist Michel POLICY TALKS regarding future sales and promotion projects was the order of the day between executives of Inelco and MCA recently. The meeting between Inelco’s managing director Wim Brandsteder (center), and MCA’s John Robbin (left) and Frank Swenson were held following completion of the agreement giving Inelco exclusive representation in Holland for MCA product.

Phillips released "Today (Without You)" by the Lennon brothers, "Samantha Jones," the new girl band in Belgium recently. The Dutch group Zen up with "Four Little Girls" and will appear on November 17th. At the same time their release "Donna" was released. From December 9th to 11th Sheila will be in Belgium. She will appear on both the French and the German charts. Her recent hit "Once I've Done" is doing very well. Phillips is very active in the national record-market. Special attention will be paid to Robby, a little boy who sings "Mama/Big, Big, Big," and Georgy, a little girl who sings "Kisses on your Cheeks," the Flemish version of Nana Moussouri's "Mon Enfant." Girl singer Trays has a new record titled "Out of Tune/Stile Zoe." Philips does a new campaign for Jerry Lee Lewis record "The Silver Douglas number "Dynamite Woman," which was a pick on popular radio Veronica. Next to Island, Upsetters, President, Beach and Panna Records, Philips also represents the Trojan label in Belgium. The company released "Wonderful World," Beautiful People by reggae singer Jimmy Cliff who scores big in England and who has the same chances in Belgium. Gramophone reports big sales for "Geh Nicht" of the same name. The German production agreement was made via International Music Business between Durium and Hansa Musik Produktion in Berlin. The records released under the Hansa label have been in all German-speaking countries by Ardisa Singer. The first record in Germany has been very successful. Two or three other records released recently were presented on the market each year.

Japan's Best Sellers

This Last Week

1 1 Kuroneko-No Tango (Voleva Ungattoroson) Osamu Minakawa (Philips) Sub-Publisher/Suisetha
2 2 Noge, No Ano Haru (Philips) The Netherlands Publisher/Watanabu
3 3 Early In The Morning (Cliff Richard) (Odeon) Sub-Publisher/Revue Japan
4 4 In The Year 2325 Zager & Evans (RCA Victor) Sub-Publisher/Thio Essex Japan-Shinko
5 5 You and I (Elvis Costello) CBS (Sony) Publisher/April Music
6 6 Ame Crois Qui Taiment Daniele Vitali (Seven Seas) Sub-Publisher/Arts
7 7 Love Me Tonight (Jones London) (Sumitomo) Sub-Publisher/Revue Japan
8 8 From A Distance P. Sloan (Dunhill) Sub-Publisher/Victor
9 9 Magokoro Ryoko Moriyma (Philips) Sub-Publisher/Shinko
10 10 Namida De Inu Jano Mayuzumi (Columbia) Publisher/Ishihara

Ricordi "Los Palotes" hit "Iggy Pop" in the German charts, launched a new album and "The Day The Earth Smiled" (Philips) was a pick on popular radio Compact, where another album, "Windmills of Your Mind," of Paul Mauriat was released. Phillips released "Today (Without You)" by the Lennon brothers, "Samantha Jones," the new girl band in Belgium recently. The Dutch group Zen up with "Four Little Girls" and will appear on November 17th. At the same time their release "Donna" was released. From December 9th to 11th Sheila will be in Belgium. She will appear on both the French and the German charts. Her recent hit "Once I've Done" is doing very well. Phillips is very active in the national record-market. Special attention will be paid to Robby, a little boy who sings "Mama/Big, Big, Big," and Georgy, a little girl who sings "Kisses on your Cheeks," the Flemish version of Nana Moussouri's "Mon Enfant." Girl singer Trays has a new record titled "Out of Tune/Stile Zoe." Philips does a new campaign for Jerry Lee Lewis record "The Silver Douglas number "Dynamite Woman," which was a pick on popular radio Veronica. Next to Island, Upsetters, President, Beach and Panna Records, Philips also represents the Trojan label in Belgium. The company released "Wonderful World," Beautiful People by reggae singer Jimmy Cliff who scores big in England and who has the same chances in Belgium. Gramophone reports big sales for "Geh Nicht" of the same name. The German production agreement was made via International Music Business between Durium and Hansa Musik Produktion in Berlin. The records released under the Hansa label have been in all German-speaking countries by Ardisa Singer. The first record in Germany has been very successful. Two or three other records released recently were presented on the market each year.

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23 year old Karen Young has achieved Top Five chart success with only her second release and with the country & western oldie, "Nobody's Child," on Major Minor Records. The disk is selling well on the continent and has U.S. release on London. Her follow-up is also a country & western oldie, "Allentown Jail."
**Argentina's Best Sellers**

<table>
<thead>
<tr>
<th>This Last Week</th>
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<tbody>
<tr>
<td><strong>1</strong></td>
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<td>Je Ne Sais Pourquoi</td>
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<td><strong>7</strong></td>
<td>La Vida Continua (Anxo)</td>
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<td><strong>8</strong></td>
<td>Lodi</td>
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<td><strong>9</strong></td>
<td>La Nae Del Olvido Mira Fernandez (Music Hall)</td>
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**Argentina's Top Ten LP's**

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<tr>
<td><strong>1</strong></td>
<td>Twelve Best Groups Far Export Selection (RCA)</td>
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<td><strong>2</strong></td>
<td>Love-Madari En La Noche Selection (RCA)</td>
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<tr>
<td><strong>3</strong></td>
<td>La Buena Vida Selection (RCA)</td>
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<td><strong>4</strong></td>
<td>Sandro Sandro (CBS)</td>
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<td><strong>5</strong></td>
<td>Fiestas Argentinas Selection (RCA)</td>
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<td>Korn Music (Music Hall)</td>
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<td>De America Sandro (CBS)</td>
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<td><strong>10</strong></td>
<td>Carlos Bosio X Concierto Numero Cinco (CBS)</td>
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**Great Britain's Best Sellers**

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<tr>
<th>This Last Weeks</th>
<th>Week Week On Chart</th>
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<td><strong>1</strong></td>
<td>Tanya (Tanya)</td>
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<td><strong>2</strong></td>
<td>Oh Well</td>
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<td><strong>3</strong></td>
<td>Hell Island</td>
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<td><strong>4</strong></td>
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<td>Everyone's Got To Be A Cowboy Sometimes (Jimi Hendrix)</td>
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<td><strong>6</strong></td>
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<td>Oh</td>
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<td><strong>2</strong></td>
<td>Motown Chartbusters, Vol. 3, Tamla Motown</td>
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<tr>
<td><strong>3</strong></td>
<td>Johnny Cash At San Quentin, CBS</td>
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<tr>
<td><strong>4</strong></td>
<td>Tom Jones In Las Vegas, Decca</td>
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<tr>
<td><strong>5</strong></td>
<td>Best Of The Cream, Polydor</td>
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<tr>
<td><strong>6</strong></td>
<td>Through The Rolling Stones, Decca</td>
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<td>Sssshh, Ten Years After, Deram</td>
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Italy's Performing, Mechanical Income From Abroad Increases 20 Fold Since '54

MILAN - Italian performing and mechanical rights income from Italian music exposed in foreign markets increased 20 times over the past 15 years. This growth pattern was drawn here at a recent convention of top music publishers.

In 1954, mechanical rights received from abroad reached a total of 15.8 million Liras ($85,000) in the first year income for mechanicals from the United States, a total of 19 million Liras ($1.270,000).

Performing rights for the period taken into consideration have grown from 80 million Liras ($127,000) to 1 billion and 208 million Liras ($2,000,000).


Among the most recent songs are "Il Giorno Di Vittorio" by M.A. and recorded by Tom Jones, and "Lo Paggia," also published by Sugar.

The meeting considered it would be possible to increase Italian mechanicals abroad. It has concluded that acceptance for Italian material is good in all markets and the present promotional activity (e.g. San Remo) strongly reinforced this exposure.

People Ent. Forms Canadian Label

NEW YORK — People Enterprises has formed People Records of Canada, and has named Art Young's TransWorld operation in Montreal as sales and promotion agency.

Young's full-time, eight man field promotion force will be covering all of Canada. People product will be sold to neighbor markets in the U.S. such as Buffalo, Syracuse, Normand, PE. president, termed the concentrated U.S. neighbor-market probe "an innovative concept based on our mutual belief that the border markets are simultaneously influential markets and should be treated as such."

The Trans-World operation includes a distribution, retail and recording division, a production company (Capri Productions), a rack jobbing firm, an educational record concern, a distribution firm and a record club specializing in American product. TransWorld maintains branch and sales offices in Toronto, Winnipeg and Vancouver.

This massive new TransWorld headquarters in Montreal, which People Records of Canada will be located.

People Records of Canada will make a concerted drive for Canadian talent to appear on the label via Capri Productions.

Borgedahl Opens AIR in Stockholm

NEW YORK — Sture Borgedahl will head a new company, AIR Music, Sweden AB in Stockholm, effective Jan 1.

Company will represent in Scandi-navia the AIR London and Florence catalogs. Northe Songs and Dick James. Before organizing this company, Borgedahl was associated with Sonora for seven years.

AIR Music is presently in the U.S. looking for material to represent. Headquarters are in New York, Los Angeles and Detroit. He returns to New York on Dec 16. He can be reached through his office at 1780 Broadway in New York.

Pinewood Seeks Int'l Rep Deals

NEW YORK — Indie record producers Ellie Greenwicht and Mike Rashkov enter into negotiations with several music publishing firms for overseas records requested as such as BMG's wing of their production complex. Talks have already been opened by Greenwicht and Rashkov for worldwide representation of Pinewood, exclusive of the U.S., and announcement of foreign representation for the entire Pinewood catalogs is forthcoming shortly.

In addition, Greenwicht and Rashkov along with Mark and Ed Cerned of Nashville PR firm of Jaulus & Saldivar have been retained by them to repre- sent Pinewood catalogs in all areas of publicity and public relations.

Phonodisc CU Rep

NEW YORK — Phonodisc of Canada has been appointed exclusive licensee of Phonodisc Limited, with United Records, for Canada.

1st Cemed-Carosello Sales Meet Offers Recently Acquired Product

Milan — Cemed-Carosello hosted a meeting of top sales executives from the company's foreign offices. The company recently acquired several new lines, including "Sugar," "Baby," and "Carosello," to further its international expansion.

Ross Control Of Revolution Co.'s

TORONTO — Mort Ross, president of Revolution Records Limited and Revolution Music Limited, has gained complete control of the two companies.

The announcement, from Ross, also indicated that Revolution will continue as a record production company with product distribution in Canada by the Cemed-Carosello Sales Co.

Revolution is currently seeing good national and international sales. Ross feels the company is on the right track.

Ross also announced the appointment of Robert C. Price, B. Comm., as controller of the company, and Martin Onrot as vice-president of marketing and promotion. Onrot will also assist Ross in discovering new recording talent and material.

Ross's PR firm has been re- tained for promotion and publicity of Revolution Records.

Ross is currently in production and business meetings in New York and will also meet with industry VIPs in Los Angeles.

British Disks Show Production Increase

LONDON — Latest Board of Trade figures show that 6,767,000 disks were produced in 1968, compared with 6,696,000 in 1967. Production of 45 rpm records was up 8% and production of 78 rpm records was up 17%.

Total production in the first eight months of this year was 6% higher than in the corresponding period of 1968. Production of 78 rpm records rose by 22%, but that of 45 rpm continued to decline.

Sales in Aug. 1969 were 9% lower than in the same month of 1968. While there was a drop of 11% in domestic exports, exports were 3% higher.

Sales this year to the end of August were 5% higher than in January-August 1968, with exports rising by 13%.
John Pozer, manager talent development Sun-Bar Productions (RCA) working with the group’s background group, Marshmallow Soup Group, who have just visited Canada. The group, who were in Peru, were the first to introduce the Marshmallow Sound Pozer advises the group to remain in Canada for the last year and a half. The group is currently making inroads on the charts across the country with their latest single ‘I Love Candy’ written by Group member Tim Etain. Also from Sun-Bar Productions, the acceptance of Young & Company’s incorporates the group as a new entry, “Come Out” which is to be released in the U.S. on RCA. This deck was packed by the lead drum of the rhythm and is now showing as a break-out group.

Caravan’s prexy Frank Swain is gearing himself for another run on album and track product, the former’s “Swing”. They’re back in Toronto to headline the “Spirit of Youth” donations (Nov. 28) at the St. Lawrence Auditorium. Their second appearance this season is at the New York Palladium on Dec. 19, followed by the Edgewater Club in Montreal, where management is expecting a resounding performance like the Merrymen in the past fifteen years.

The Merrymen are kicking off a tour in New York which will make up their 100th appearance in New York. They have released a new album called “The Beatles”, a symphonic type album with eight pages of full colour pictures featuring twelve new compositions by Jim and Pat Murphy. The Merrymen have been booked into Montreal’s new Bonaventure Hotel for Dec. 29.

Britain’s Moody Blues into Toronto’s recording studio to make an album for London Records. The group, as we’re finding most vocal groups, have been instrumental in bringing live rock into the recording studio of the past few weeks. His presentation of the mercury award, John Lennon, and his Mersey Hall, was also a resounding success, and again a good buy for the group.

One of the Wood’s production man in Montreal, Eric Young, reports a good news story for Bobpaks. The group is currently meeting in Ottawa Arts Centre (19) with good follow up sales for their album release “Illuminations” on the national front for Phonomecs. Miss Tomi Yamane, national promotion co-ordinator, is currently with the group in Cleveland for the ABBA show, “Love at First Sight”. The show is a major event in the group’s instrumental version of “Je Taime” by Serge Gainsbourg and June Birkin which they played to a packed house at the Ottawa Arts Centre (19) in Ottawa, Ontario on Nov. 16. The group were also seen in Toronto on Nov. 12 in the Colonial (17) with him for the week is John Brown on piano, Joe Sullivan on trumpet, Al Bowlly White, piano and Cozy Cole, drums. John Brown is the front man for the group “You” showing early indications of becoming another for Shapiro. The group was just started in Canada even before the official Canadian release of the album as having broken out in the UK. The group are” running group for Jubilee is picking up action mostly through word of mouth.

CashBox Canada

Eugene Willy Pelgrims de Bigard is taking the reins of the responsibilities of the general management of Becca and RCA record companies. Andre Jeunier, having resigned as chairman of Becca and Willy Pelgrims is still member of the board of Becca.

Gilbert Becaud is back to EMI-Pathé Marconi. He just signed a new contract with Pathé Marconi Presy. This deal is very important for him, who left Pathé Marconi two years ago to create his own label Dimensions.

Mail orders for Canada’s “Hair” have now passed the 15,000 mark for the show, which was only released Oct. 29. “Hair” starts Dec. 29. Final casting casts.

Lee Farley, quality’s national sales manager reports much excitement with the current appearance of James Last in Canada. Last has released 12 Gold Disks to date and his commercial is leading to sales. The his new LP has been released for the album in Canada.

This is an example which shows the importance of managing, managed by Michel Determe, is spreading out. More than 25,000 albums were sold during the October Festival, the better shows for the Pink Floyd, “Easy Rider” and also for the performance of Frank Zappa, which is still making an impact.

A very young and enthusiastic crew just launched a new style of record company. Bank D’Essai 2007. They have the opportunity for young artists and musicians to cut a single in professional style. Each single costs 300 Francs with 16 Francs more for each copy.

Jazz Night, who is in France through the Polydor label, is expected in Paris for 16 days as the lead artist of the Olympia Musicale at the Odeon, Serrho, new Polydor International label. The series is expected to appear in two important TV programs.

France’s Celine D’Anerie is appearing major concerts at the Sole Pleyel where she will present the “Le Chef Du Monde” (December) and Thelonious Monk (December).

Camille, who has been touring across Canada, is expected to appear in the Festival of Quebec in April.

Two new artists in the Festival records crew Gilles Vigneault signed a five year exclusive contract for a new organization Claire Francine is now a Festival exclusive artist.

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Gilbert Becaud is back to EMI-Pathé Marconi. He just signed a new contract with Pathé Marconi Presy. This deal is very important for him, who left Pathé Marconi two years ago to create his own label Dimensions.

Mail orders for Canada’s “Hair” have now passed the 15,000 mark for the show, which was only released Oct. 29. “Hair” starts Dec. 29. Final casting casts.

Lee Farley, quality’s national sales manager reports much excitement with the current appearance of James Last in Canada. Last has released 12 Gold Disks to date and his commercial is leading to sales. The his new LP has been released for the album in Canada.

This is an example which shows the importance of managing, managed by Michel Determe, is spreading out. More than 25,000 albums were sold during the October Festival, the better shows for the Pink Floyd, “Easy Rider” and also for the performance of Frank Zappa, which is still making an impact.

A very young and enthusiastic crew just launched a new style of record company. Bank D’Essai 2007. They have the opportunity for young artists and musicians to cut a single in professional style. Each single costs 300 Francs with 16 Francs more for each copy.

Jazz Night, who is in France through the Polydor label, is expected in Paris for 16 days as the lead artist of the Olympia Musicale at the Odeon, Serrho, new Polydor International label. The series is expected to appear in two important TV programs.

France’s Celine D’Anerie is appearing major concerts at the Sole Pleyel where she will present the “Le Chef Du Monde” (December) and Thelonious Monk (December).

Camille, who has been touring across Canada, is expected to appear in the Festival of Quebec in April.

Two new artists in the Festival records crew Gilles Vigneault signed a five year exclusive contract for a new organization Claire Francine is now a Festival exclusive artist.

CashBox Canada

Thelma Houston On First Euro Tour

HOLLYWOOD — Thelma Houston has been set by Danhill Records for her first extended European tour.

The three-week tour begins Dec. 1 in London with two television show set. Top of the Pops and “Price of Fame”.

The artist, who will be accompanied on the trip by her manager Marc and a road crew of eight people (including a sound engineer, a lighting technician, a hair stylist and a driver), will make radio, TV and press appearances in Germany, France and Holland on behalf of ABC Danhill.

Her public relations man David Wright will be leaving London by Dec. 15 to look after all the promotion of her album, picking up from the London p.r. rep. Tony Borro.

The performer recently concluded a successful tour in the United States, making a date in Bimbo’s in San Francisco.

Thelma Houston is currently touring Europe with a full band and an additional two-piece horn section, and will stay in London and Paris, and will also play several dates in Germany.

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Now Touring Europe

After "Mendocino" and "Dynamite Woman,"

SIR DOUGLAS QUINTET

- now touring Europe -

are heading for yet another smash hit with their exciting new single

"AT THE CROSS ROADS"

N.V. PHILIPS' PHONOGRAPHISCHE INDUSTRIE - BAARN/THE NETHERLANDS
Philips gathered its A&R and management people together in two meetings to celebrate the recent successful release of the Latin American Federation of Broadcasting Programs, which played the "Capitán Barat" theme in many countries. The theme was broadcast on Philippine Radio and in other countries.

Orvi-Vex, the youngest of the Mexican record companies, is releasing the "Lumpin" theme as a single, exclusive to the "Habanera" label. The record is being distributed by A&M Records, and the artist, a new talent, is gaining popularity quickly.

Argentina

The Buenos Aires Times has reported that the new LP "Buenos Aires" by Eduardo Falu is the best-selling record of the week. The album, featuring Falu's soulful vocals and the Latin American rhythm, has captured the attention of listeners across the country.

Brazil

The new LP "Jardim dos Sonhos" by Cauby Peixoto has been released to great acclaim. The album features a mix of traditional and modern Brazilian music, capturing the essence of the country's diverse culture.

Holland

The Holland's Best Sellers list features a variety of popular artists and songs. The top seller is "The Train" by 1900 Frugtuin Co. Budatd, followed by "No, No, No, No, No" by Luis Calvo and "Monterey" by Luis Turner. The list also includes releases by Cauby Peixoto, Luis Calvo, and other popular artists.

Mexico's Best Sellers

On the Mexican charts, "The Train" by 1900 Frugtuin Co. Budatd is the top seller, followed by "No, No, No, No, No" by Luis Calvo and "Monterey" by Luis Turner. Other notable releases include "The Train" by 1900 Frugtuin Co. Budatd, "No, No, No, No, No" by Luis Calvo, and "Monterey" by Luis Turner. The list also features releases by Cauby Peixoto, Luis Calvo, and other popular artists.
Hans Schrems, leader of the world-renowned choir Regensburger Domspatzen and contracted by Deutsche Grammophon, has committed suicide. He recently returned with the choir of tournee through France, Belgium and West Germany to Regensburg.

Michel Polnareff, French top artist, has taken up after a long time a single in the German language with the title "Sonne, Wind Und Meer" ("Tous Les Bateaux, Tous Les Oiseaux") and "Komm, Schon Ist Die Welt" ("Tout, Tout Pour Ma Cherie")

Edition Marbot reported that the French singer Alain Barriere succeed ed with "Viva Ougadougou" and "Depuis Septembre," in West Ger many. Beginning December he will sing both songs on German TV.

Siw Malmquist, Swedish singing star, has 10 years firm jewelie with Metronome Records in Hamburg. For this reason German magazine and TV reporters flew to Stockholm in order to celebrate the jewelie with Siw in "Beris Salonger" where she is daily doing her show. Siw Malmquist has twice won the hit festival in West Germany with "Liebeskummer Lohnt Sich Nicht" ("Lovesick Isn't Worthwhile") and "Harlekin." Besides, she sang the German contribution for "Grand Prix Eurovision" "Primaballerina." Rudolf Steckel Music Edition has the copyrights of Jose Feliciano's song written by the Bee Gees "And The Sun Will Shine." MPS (Music Production) Sabai reports that the jazz catalogue contains already over 200 LP's.

Stars of these productions are Oscar Peterson, Art van Damme, Lee Konitz, Albert Mangelsdorff, Dizzy Gillespie, Friedrich Gulda and last but not least the Clarke-Boland Big Band. MPS has also released an LP by Ella Fitzgerald-Phonogram contains that record press runs hot producing "Space Oddity," the sentimental song by David Bowie, about a refractory astronaut. Drafi Deutscher, four years ago great German rock-n-roll star, who had to pause because of a private scandal, succeed in starting a come-back on records and TV. The recent discover of him and producer Gunter Gayer, Sikorski publication Heidi Bruhl has a new song "Ich Schliesse Meine Augen" on Phillips.

This is the German version of the Dusty Springfield hit "I Close My Eyes And Count To Ten" which has fair chances to become a hit in this country. Also on Phillips a new recording of Herad Wendland "Lass Diesen Tag Noch Vergessen," German version of "Don't Let Tonight Ever End." After three years of absence Suzie has made a German record again. "Der Alte Zauber" is an original German copyright while "Da Door Ron Ron" is the German version of an American title by the same name (Deutsche Vogue). On occasion of the release of said record, the Auerbach Music Edition has arranged a radio promotion tour to all German radio stations, to Radio Luxemburg as well as to Salzburg and Vienna. Suzie was the star in the Austrian TV show "Spotlight." Ivor Robin has recorded the Werner Last composition "Geh Doch Nicht Am Gluck Vorbei," Polydor. Wenecke Myhre's new single "Abenstchte hat Gold im Munde,"" Wenn Sieben Zum Janevsovaer," Polydor, is a top-seller as usual. James Last has written the music for the motion picture "Wenn SuB Das Mondlicht Auf Den Hugeln Schleift." An album containing this music has been released by Polydor. Siegfried E. Luchs, managing director of Liberty in Germany, has built up in the last 18 months an attractive 10-Mark-catalogue of altogether 35 LP's. The offer includes interpreters like Paul Nere.

In any language EMI means record business

EMI enjoys a healthy share of the important West German record market (fourth largest in the world) through its Cologne-based Electrola company. Electrola is one of 30 EMi companies throughout the world: Europe, Asia, America, Africa and Australasia—EMI covers them all: knows where the buyers are and caters for their different and ever-changing tastes.

EMI has promotion men in every continent who are in daily contact with those who influence record sales. Continuously throughout the year close to 800 EMI salesmen call on over 30,000 dealers. Each country is different, of course, in its customs and buying habits. And it's knowing that difference that makes the EMI salesmen why you're one of the record people—you need EMI.
George Albert completed a whirlwind visit to Tokyo - November 5 to 12. During his stay, he performed with all the top executives of recording & tape manufacturers, publishers, trade papers, etc. The visit also included a recording studio and gave an informal lecture to attendees at Nippon Victor Records.

Paul Mauriat arrived in Japan with 32 of his 100-piece orchestra on November 9. A press conference was held on November 19 at the Hilton Hotel. Mauriat gave 10 successful concerts, 7 in Tokyo, 2 in Osaka, and 1 in Kofu.

CashBox Japan

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CashBox Holland

Oliver Readies 1st Euro P.A.'s

New York - Oliver, whose Creme record of "Good Morning Starshine" was a massive hit here last year, is now embarking on his first trip to Europe. The singer, who will have closed New York's Copacabana on Jan. 7, plans to leave for London on Jan. 12. The following day he will start taping his first guest appearance on the Tom Jones Show. Taping will be completed on Jan. 17, and show will be viewed Thursday, Feb. 3.

On Jan. 19 Oliver will fly to Cannes, France, to perform at the annual Film Festival, which he has chosen to appear at MIDEM.

According to Bill Cash, Oliver's manager, the singer will arrive in Cannes on Jan. 21 and will play a number of dates before returning to the States. The precise date of his return to the States has not been announced, nor has a date for the release of CMA's 42nd year's compilation, "Wind of Change." The Tawn Shall Meet and 'Every One Of Us.' The song has been rushed by Negrax three weeks ago, and the first Warner Bros. release. The group, currently occupying the number one position on the Dutch charts, will be touring in the UK, Denmark, Germany, and Italy as the Fleetwood Mac produced record. The debut album, "Paul Mauriat's Concert with His New Flute," is out as soon as possible.

On the Elektra label, Negrax has released "Hot Rats," the second single from their upcoming album. The single was backed with "Some Things Are Better Left Unsaid," and "Tell Me," and reached number seven on the Billboard Hot 100. The album was released on May 11, 1971, and reached number 87 on the Billboard 200 chart.

On the Capitol label, the band's third album, "Hot Rats," was released on May 11, 1971, and reached number 87 on the Billboard 200 chart. The album features the songs "Some Things Are Better Left Unsaid," "Tell Me," and "Tell Me Why." The album was produced by Jim Morrison and engineered by Bruce Botnick.

The album reached number 87 on the Billboard 200 chart, and was Negrax's last album to reach the top 100. The band's next album, "L.A. Woman," was released on May 15, 1971, and reached number 22 on the Billboard 200 chart. The album featured the hit single "The Bird," which reached number 77 on the Billboard Hot 100 chart.

On the Atlantic label, the band's fourth album, "L.A. Woman," was released on May 15, 1971, and reached number 22 on the Billboard 200 chart. The album featured the hit single "The Bird," which reached number 77 on the Billboard Hot 100 chart.

On the Atlantic label, the band's fifth album, "L.A. Woman," was released on May 15, 1971, and reached number 22 on the Billboard 200 chart. The album featured the hit single "The Bird," which reached number 77 on the Billboard Hot 100 chart.

CashBox Holland
EDITORIAL: Jingle Time For Ops

With the holidays fast approaching, the jingle of the sidewalk Santa’s bell becomes increasingly louder. But for many operators, this sound, though very pleasant, will be the only jingling they’ll be hearing. These are the fellows whose only response to the Yuletide season is to slap a half dozen tired, grooved-cranked holiday tunes onto their jukeboxes, stick on several yellowed title strips along with them, and go about their business as if this were any other old time of the year. Oh, the songs are played—people never seem to get altogether weary of hearing “White Christmas” and “Auld Lang Syne”—the operator makes his customary collections and after New Years the Yule discs go back on the shelves and the strips are again relegated to the dusty files. And ops begin another year, without even realizing what they have missed by failing to treat the year’s end holiday season as a totally unique time of year

For smarter operators, the sound of jingling bells is drowned out by the sound of jingling coins which have been gathered from busy jukeboxes. Changes are they’re all quarters too, since wisdom tends to be a year round characteristic. More than likely, the difference between this fellow and his less fortunate operator friend is that he took the trouble back in early December to examine the situation. He studied his locations, their patrons, their likes, etc. and made the necessary moves which resulted in his Christmas stocking being full of cash goodies. A genius? Hardly. A thoughtful businessman? We think so.

It’s no secret that people like to get together during the holidays and toast one another’s health. Changes are they’ll be doing quite a bit of their partying at a nearby tavern. Perhaps it’s one of your locations. The folks are in a happy mood, just the right spirit to play the jukebox. Add to this the fact that they’ve got some extra coins to spend. After all, so much of our buying these days is done on credit and the bills don’t arrive until January. If their boss had a good year, there’s a likelihood they’ve got some bonus money in their pockets too. All the right conditions for added jukebox and game play.

Weather is an important factor too. When it’s cold outside, what better place to get together than at a warm friendly pub? And don’t forget there are more days off at Christmas time and this means more time to kill. Total it all up and it should amount to hefty returns for the coin operator. If it doesn’t, he has no one to blame but himself.

Take a look at the jukebox in one of your locations. How many of the songs on it have been there for more than six months? If the answer is over 50%, you have some changing to do if you hope to reap the holiday bonanza. With people pouring into bars at holiday time, the accent is on the current tunes—the kind they heard on their car radios while driving over. They’re not as likely to be interested in something that’s been off the charts for weeks.

Of course there are the Christmas standards that the operator can be without them, dusty to one can deny that they pull in the ticket, which records they are, so there is no harm. Put those new releases out there, but not sure which ones, check the early penny machines the Munves brothers operated was the Mutoscope Electric Shock Machine. Munves reputation as suppliers of amusement machines, parts and accessories earned them the title “King of the Arcades” as well as “The House of One Million Parts”.

During recent years, the Munves brothers have devoted the bulk of their attention to recording and jobbing games and music machines. Unit sales among established Munves arcade customers have always returned high, essentially a result of Joe Munves periodic sales trips to his vast network of U.S. arcade and amusement park customers.

According to Galante, the new Internation Munves Corp. will continue to service Munves’ long list of amusement machine customers, while adding a number of new machine lines to the roster. The firm will offer the NSM Prestige and Consul 120 jukeboxes, the Mutoscope line including their Photomatic and Plastimatic machines, and other games, including a pool table line now being negotiated.

The accent, according to Galante, will be to encourage amusement operators to establish family fun centers. He will be redressing the 10th Ave. showroom to evoke the “red carpet” look which he feels is intrinsic to the Fun center of the 70’s. “Our entire showroom will be dressed from stem to stern to show the plush look in an amusement room we hope our customers will paint their own chart or our location programming guide. They’re there to help and are never as valuable as at this time of the year.

When you put those chartbusters in there, pay particular attention to your young adult locations. The young people will be home for the holidays and for them, parties are practically a nightly occurrence. Another thing to keep in mind: more women will be visiting the taverns this time of year, many of whom don’t normally frequent them. Even your old Auntie Maude feels duty bound to take a nip or two “cause Christmas comes only once a year.” So count on her and her girlfriends playing the phonograph and give them the kind of tunes they like. This means the tearjerkers and the sing-a-longs. We know how women love those group sing-a-long songs.

While you’re at it, why not invest a little extra on decorating your location? A little tinsel and bunting here and there can do a whole lot toward drawing attention to your jukebox and getting people in the proper mood to play it. And play it they will, you can bank on that.

These are just a few ideas. We know you can come up with a dozen more quickly than you can say Donder and Blitzen. So why not take a trip from the ops who make their Christmases jolly and jingle jangle all the way to the bank.
O'Connor Elected Proxy At Virginia Ops Annual

Richmond, Va. — The Music Operators Association of Virginia celebrated their 11th anniversary with their annual meeting last week in Richmond. Highlighting the 3-day affair were the election of new officers and speeches by MOA executives A. Lu Ptacek and Fred Granger.

New president of MOV is K.A. O’Connor of Richmond. Other officers include John Cameron, 1st vice president; Harry Healy, 2nd vice president; Hy Lestrick, secretary treasurer and Louis Carson, assistant secretary treasurer. Newly elected directors were Richard Peery, Marvin Lane, Earl Bob Lewis Joe Holland, Claude Smith, S.D. Colbert, Bill Hensley, Ralph Crenn, Dewey Gilbert, Jim Donnelly, Thel Shields, C.E. Morse, Arness Tanteide, Harry Lubman, Mrs. Blanche Lubman, Alton Lewis, Bill Showalter, Bob Minor, Gilbert Bailey and Harry Sale.

Approximately 170 were on hand for the convention which included a business meeting, cocktail party, and gala dinner dance. Addressing the meeting were J. Lawrence Cooke, speaker of the Virginia House, and Philip Bagley, Jr., Mayor of Richmond. MOA officials A. Lu Ptacek, Fred Granger, Fred Collins and Nicholas Allen, also spoke to the Virginia ops.

In addition, it was announced that the 1978 convention will be held in Richmond Nov. 19-21, with the 1977 gathering scheduled for Williamsburg.

Ptacek’s Phase II

Phase Two of the MOA Public Relations Program was outlined by association president A. Lu Ptacek in a speech given to Virginia operators at their annual convention held last week.

The phase will be an extension of this year’s program which revolved mainly around the “jukebox speech.” The second phase will place more emphasis on individual contact, and will make use of handy folders incorporating the text of the speech as well as further information about the industry. Ptacek also emphasized that the association directors are presently investigating the feasibility of making colored slides to be used in conjunction with the jukebox speech.

Ptacek stated that among those people who should be reached are elected representatives in state legislatures and government officials. In addition to members of the media, he expressed hope that operators would see to it that such people receive the folder. “Even if a man is nervous about delivering the jukebox speech,” he added, “he will have no hesitancy in handing the folder to somebody.”

The Phase Two folders will be printed and made available after the first of the year to members and state associations in any amount. There will be space on the front for a member’s or association’s own imprint if that is desired. The folders will be attractively designed and will fit in a pocket or envelope.

Ptacek touched on several other aspects of public relations, among them the need for assistance from state associations. He urged all such groups to include a public relations presentation at their meetings and to encourage their members to use the MOA materials. He added that special kits will be sent to them for this purpose.

A problem that we may be able to reach through a public relations approach, said Ptacek, is the problem of hiring personnel. Many good people pass up this business, I think, out of ignorance or because they have a bad impression of it. So far as part of our overall public relations program, we will provide assistance to members in interviewing prospects. We will provide background material on the business — not the jukebox story, although that may be a part of it — which will be given to prospects. We will also provide interviewing guides and proper application forms.

The MOA proxy stressed the need for making a better, more business-like impression on anyone coming in contact with the industry and predicted that, with the cooperation of its members, MOA would enjoy another productive year.

At the Virginia convention trade show, singing the praises of Wurlitzer’s new Statesman are (left to right) Sue Weisman and Larry Weisman (State Sales & Service) with Wurlitzer’s Nat Hockman.

At the Southeast Distributing display, the NSM Prestige 160 was shown off by Harry Fake (left) of Quick Music by chief service engineer for A.C.A., Sales and Service Willy Marchand.

Jersey & Conn. Ops Celebrate Betson’s 38th Anny At Gala

The Betson showroom was jammed with customers and their families shortly after 1:00 PM, Nov. 23rd, as the anniversary gala got underway.

At the parts department-turned bar are (left to right) Ed Turbach, American Shuffleboard’s Nick Melone, Bert Betson, and Nick’s son John.

United Billiards’ Art Daddis with his daughter Jean, poses with Rock-Ola’s Bill Findlay and Betson’s Lou Avigliano.

Bert joins operator customers out in the pool table showroom. At the table are operators Mike Halperin (Jersey Amuse), Ben Greenwood (J&M) and ladies.

Enjoying the party are (left to right) Mrs. Tom Bivona, Jr., John Huray, Ernie Wiseman (J&M), Dave Seaborn, (GM) and Vanata Bivona.

A couple of the Johnny Rafer in a: John Huray, Rafer.
IN 1931 BALLYHOO started the modern pinball era. Now Bally presents an astro-age BALLYHOO worthy of the greatest name in pinball history, a 4-player game brilliant in eye-impact, sizzling action, suspenseful repeat play appeal, and already smashing world-wide records for sensational earning power.

1. **Double Kick-Back Lanes**
   - Ball shot into Right Kick-Back Lane when adjustable mystery SHOOT AGAIN Light is lit returns to shooter as free ball.

2. **New Surprise Free Ball Light**
   - Light is lit when adjustable mystery lighting “10 TIMES” light is lit.

3. **New Play-More Post**
   - Pops up between two flippers when UP targets are hit, blocks center entry to out hole.

4. **New Jumbo Flippers**
   - Longer, Heftier. Clad with flat rubber. Add oomph to flip action.

5. **10 to 100 Bonus Multiplied by Mystery Light**
   - Star 10 to 100 Bonus multiplied by 10 when (adjustable) mystery-lighting “10 TIMES” light is lit.

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

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<th>Song Title</th>
<th>Artist</th>
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<td>WHISTLE FOR HAPPINESS</td>
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<td>THE LETTERMEN</td>
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<td>DADDY'S GIRL</td>
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<td>LONELY TEAR DROPS</td>
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<td>NO TIME</td>
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### C & W

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<td>ARCHIE BELL &amp; THE DRELLS</td>
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<td>AMEN (1970)</td>
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<td>THE IMPRESSIONS</td>
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<td>I'M SO GLAD I FELL FOR YOU</td>
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<td>DAVID RUFFIN</td>
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<td>COUNTRY PREACHER</td>
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**Cash Box** — December 6, 1969

www.americanradiohistory.com
American Ships 9' Non-Coin Shuffleboard

UNION CITY, N. J. — The American Shuffleboard Co. has begun shipping a brand new compact version of their famous 22' regulation shuffleboard. The new 9' table, dubbed the "Eagle," is only available in a non-coin version, but according to the firm's general manager Nick Melone, "the item is an ideal addition to the product lines at our regular distributors. It's a perfect piece for the home-centered shuffleboard room and will be in plus revenue for the distributor who wisely exploits this market." The play of the game is exactly the same as required on the longer board. The same skill factors apply with the traditional 1,2,3, and hanger scoring. The only difference, apart from the length and width, is the smaller size of the weights (pucks), which are scaled down to achieve the same effect playing effect as on the regulation table.

Werle Motor Vehicles Make Bow

OTTWEILER, GERMANY — New on the market from the Werle Company of Ottweiler, Germany are the electric motorcar and motorcycle for children. These battery-powered vehicles are ideal for amusement park and shopping center locations. Solid construction and strong tubular bumper rings help keep these machines to withstand shock and long running motors make them a worthwhile investment. Too available in red, green, violet, orange, they can run on any solid base such as concrete or conventional flooring. They come equipped with counterfeiters for all international coins as well as tokens especially supplied by the Werle Company. Tested in European locations, the vehicles averaged returns of more than $15 per day. Werle is presently offering U.S operators the opportunity to purchase them on installment, with monthly payments of approximately $25. To order a sample car and motorcycle or to get further information, write to Werle 6682 Ottweiler, Germany, Postlach 81.

Work And Fun At Diamond Schools

DENVER, COLO. — Diamond Distributing, Roeve International distributor in Denver and Salt Lake City, recently conducted two "Back To School" nights at their Denver office. The sessions drew an enthusiastic crowd of 122 representatives from 25 representative companies, drawn there to some large measure, by the premise that "school should be fun." This was the theme of the service sessions which were conducted by Denver manager Phil Glover.

On the first night, operators were served cocktails and a prime rib dinner prior to a fast-paced 2 1/2 hour service school on coin changers, the All-Purpose merchandiser and cold drink vendors.

The second evening's service school was devoted to coffee vendors, ice makers, and refrigeration. At the conclusion of the session, the ops were treated to a buffet dinner. An added feature was the awarding of a gold prize.

Because of the response to the Diamond sessions, the company will be conducting more in the future, according to Glover.

Secore Hospitalized

CHICAGO — Mort Secore, sales manager at Chicago Dynamic Industries, has suffered a mild heart attack on Saturday, November 22 and was confined to the intensive care unit of Skokie Valley General Hospital.

Late last week, definite signs of improvement were evident and he was expected to be removed from intensive care shortly.

We are sure Mort's many friends and associates in the industry would like to send cards and letters to him. Please address them to Skokie Valley General Hospital, Skokie, Illinois.

Securities Convictions Upheld

NEW YORK — The U.S. Court of Appeals has affirmed the conviction of three accountants who were found guilty of securities violations in a financial statement filed seven years ago by the Continental Vending Machine Corporation.

The accountants, Carl Simon, Robert Kaiser and Melvin Fishman, were partners and associates in the firm of Lybrand Ross Bros. & Montgomery. They received fines ranging from $5,000 to $7,000.

Fred Pliner

Bill O'Donnell, president of Bally Manufacturing Corporation, Chicago, this week announced the appointment of Fred Pliner as Field Director of Sales and Service for Bally, as well as for Midway Manufacturing Company, Schiller Park (suburb of Chicago).

"Pliner will be constantly on the road," O'Donnell said, "helping both Bally and Midway distributors to boost the sales of their respective products, and helping both distributors and operators to reap the maximum profit from Bally and Midway equipment. At both the distributor and operator levels, his long, varied and practical experience in the industry will be a big advantage to all concerned."

Starting in the game business in 1935, Pliner has been involved in all phases of the industry, as an operating manager, salesman, design engineer and supervisor. In recent years, as sales manager for Active Amusement of Philadelphia, and later, as national sales engineer for Williams Electronics, he has been in contact with the majority of distributors and operators throughout the country.

Cash Box — December 6, 1969
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CashBox Round The Route

EASTERN FLASHERS
ON THE AVENUE — It's official. Mike and Joe Munves have sold the business of the video-microscope deal was consummated last Tuesday between the two arcade wizards and Larry Goldberg. Mike and Joe will be staying right on the job, meeting and greeting their customers. However, Mike, reported yesterday to a vacation stint in Hot Springs, Arkansas, which he's looking forward to for months, while waiting for the deal to be consummated. Larry's delighted, says so soon as he return from the Park Show (this post weekend) he'll be moving in and starting wheels rolling to redecorate the showroom in high style. "This will be the most beautiful showroom on the street when we finish," Larry says, "it look exactly like a family fun center, carpeting, plush decor, the works. In- cidentally, Larry joined very shortly here by one of Tenth Avenue's best known music men, Tel y ou next week.

JERSEY JOTTINGS — A tremendous good time was had by the 300-plus tradesters and their family members who attended last Sunday's gala 30th anniversary party at Berton Enterprises in North Bergen. Gracious hosts Bert, Hugh and Ed Berton served up a lavish buffet of food and drink, live music and of course, the amusement games set on free play for the kids. Factory principles were also on hand to partake of the fun and wish the Berties the best on the aus-
picious occasion. Mrs. Mary Cokofsky, owner of American Shellboard Co., with her general manager Nick Mel-
ez and his wife, represented that firm. Art, Neatia and daughter Pam Daddis of United Bilddards were there. Len Schneller with his wife Reba come over from Long Island for the event. Rock-Ola's service engineer Bill Findlay was on hand to de-
strate the new 422 console jukebox. Among the 50 or so operating companies represented were G.M. Amusement from Woodbridge, G&M Vending from Paterson, 3B Vending, A&A Amusement, Steven's Vending Co., Central Music Co., Music by Gladko, County Bilddards from Conn. Jersey Amusement, Crown Vending, Crystal Vending, Emerson Music, Brookland Corner from Conn. Town and Country Vending, Terminal Amusement, Li-Star Amusement, Master Vending, Totts Amusement, ABC Distributing, Twinbrook Vending, A.B.C Distributing, Sunshine Music, JC Distributing, Checki Amusement, Flip's Amusement, Auri's Amusement, Copper Vending, Chess Vending, Jan-
kos Vending, Midtown Amusement, Smitty's Bilddards and Satty Vending.

UPSTATE ITEMS — Mickie Green-
man of A.C.A. trekked up to visit with N.S.M. distribu-
tors in Albany last Tuesday, shooting over to Greenfield, Mass. the following day for meeting with Art Strahan of Mohawk Music. Mickie info's sales on the Prestige 160 are cooking with gas, with big operating companies like Silco in Jersey and Paramount and Lakeside in New York using the sets on the routes right now. Greenman was scheduled to return to the Park Show this past weekend where his Indy 500 cafe race game will be on exhibit at the annual display. Chatting with Tarrytown operator Seymour Pollack Iry Greenman, who is a maj-
sic and games man is quite the author-
yty in the music playing industry. He's a member of a number of trade paper articles that inferred it's hard to convert a jukebox from 25c to $2.50. "I've been in the business a long time," he said. "I had no trouble doing it now and I had no trouble convincing a shop owner to convert from 5¢ to the dime. Per-
taps operators are going about the wrong way. Instead of going to a location owner and pleading that he must have more money, the operator should tell the location 'I have a ma-
chine that will bring you in more

CashBox — December 6, 1969

MILWAUKEE MENCIONS

We hope everyone enjoyed a bountiful Thanksyving Day. Well, the deer are in the swing now and the weekend "gooving" signs are prominently displayed throughout the premises throughout the area. Under-
standing that Motion, Tenth Avenue's best known and bagged a five point buck! Great! We're anxious to hear how Horner Seymore (W Vending) and the Olsins (Olsen Vending) are doing! Center of excitement in Hastings Dist. is the Rock-Ola 442 phonograph. Jack Hastings indicates that the show, held earlier this month and met with one of the firm's most successful, produced a large and abundant of orders, but of course, being filled, of course! Sam Hastings was welcomed back from a short trip to the west where he visited relatives. Sam's only com-
plaint is the weather, cold and far from pleasant!

Robert Peinacker, proxy of BMI Mu-
sic Dist. of Wausau, has been appointed exclusive Belar Products distributor for the central, western and northern part of Wisconsin. Belar is one of the largest manufacturers of portable stereo track cartridge players. It was further announced that BMI will distribute the Lens, Sight & Sound Inc. line in the entire state of Wisconsin.

Frank Wehmeyer, who recently played at Empire Dist. in Menomonee Falls of activity on the W/NUW-FM outlet in Bob Rondau. New staffer at WEMP-radio is Robert J. Foley, who is to be seen on the air: dealing and doubling as assistant to the station manager at the W/NUW-FM outlet.
VEND-GUARD—SURPRISE FOR THIEVES

A triple surprise is in store for burglars who tamper with a machine protected by Vend-Guard. Big feature of the device is the flood of tear gas which is released the second a thief attempts to break into the machine. But, in addition, there is harmless but loud, and a dye marker which douses the burglar with dye that won't come off for weeks.

Vend-Guard consists of a firing pin, cartridge bracket and tear gas, dye and noise cartridges. All parts are rust-proof, cadmium plated steel, plus high grade ammunition and tamper test fires each unit three times before shipping, and there is a five year warranty on parts.

It takes only 1/2 of an inch to set Vend-Guard off. Meanwhile, the machine stays closed and locked until the operator can get there. The device is completely adaptable to most vending machines: it will fit any latch-type machine.

Vend-Guard is presently including one free cartridge as an introductory offer. The device is available at your local distributor, where replacement cartridges may also be obtained.

MEMORY LANE

Here's a snapshot that goes back to the middle 40's, showing a portion of a tremendous gathering of New York City amusement machine operators and dealers. Couldn't get a better head on the purpose of the meeting from our coin-row sources but had to show it anyway for nostalgic reasons. Trade veterans will no doubt recognize more faces than we but for openers, we spot (on the left) Bud Mittleberg, the late Barney Superman and Teddy Blatt. At the table in the upper right hand corner we see Al (Senator) Bodkin, Al Simon, Teddy (the Champ) Seidel and Mike Munves. To the right in front of the days) we see who must be Sol Tabb and Johnny Cooper; and that's definitely Irv Kaye to the right.

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