The old man turned off the radio,
Said, “Where did all of the old songs go,
Kids sure play funny music these days,
They play it in the strangest ways.”
Said, “It looks to me like they’ve all gone wild,
It was peaceful back when I was a child.”
Well, man, could it be that the girls and boys
Are trying to be heard above your noise?
And the lonely voice of youth cries,
“What is Truth?”

A little boy of three sittin’ on the floor
Looks up and says, “Daddy, what is war?”
“Son, that’s when people fight and die!”
The little boy of three says “Daddy, why?”
A young man of seventeen in Sunday school
Being taught the golden rule
And by the time another year has gone around
It may be his turn to lay his life down.
Can you blame the voice of youth for asking,
“What is Truth?”

A young man sittin’ on the witness stand,
The man with the hook says “Raise your hand!”
“Repeat after me, I solemnly swear”
The man looked down at his long hair;
And although the young man solemnly swore
Nobody seems to hear anymore
And it didn’t really matter if the truth was there
It was the cut of his clothes and the length of his hair
And the lonely voice of youth cries,
“What is Truth?”

The young girl dancing to the latest beat
Has found new ways to move her feet
The young man speaking in the city square
Is trying to tell somebody that he cares
Yeah, the ones that you’re calling wild
Are going to be the leaders in a little while
This old world’s wakin’ to a new born day
And I solemnly swear that it’ll be their way
You better help the voice of youth find,
“What is Truth!”
And the lonely voice of youth cries,
“What is Truth?”

ON COLUMBIA RECORDS®
There's no escaping it. NARAS, the record academy, fails to generate excitement and a sense of style for its annual Grammy awards. Aside from the ability to provide a "sense of style" in terms of the actual presentations — a matter wholly the responsibility of NARAS — there is a factor beyond the control of the academy. And this, it seems to us, is the nature of the record business. Record releases and their failure or success is a day-to-day concern of the recording industry. Thus, last year's hits sound an eternity away from the current crop of successes, and thus lack an immediacy of excitement. For a company with consistent chart strength, its star performers may have had two or three follow-up hits to records that have been nominated for Grammy awards. Not so for motion pictures. Oscar-nominated vehicles and people, thanks to the time it takes to make a film, rarely compete with a new release at Oscar time. Thus, the Oscar nominees have an inherent sense of excitement by the very fact that they are not competing with follow-up productions.

Yet, we believe that NARAS and the industry it represents do have a year-after-year Grammy presentation hit going for it. This is the "Best On Record" TV show, which usually garners the greatest audiences in its annual time-slot. NARAS, we feel, should take greater advantage of this show, a genuine hit among the public — the audience, after all, that the recording industry should be out to please most. They evidently like a review of the year's past hits as performed by their original creators. NARAS should begin discussing the possibility of hitching its-annual-awards-wagon to this immensely successful show. Awards could be pruned to key artist presentations and musical works, all of which can be depicted on the show before the winners are named. Production values could be assigned to the TV industry, which has been putting on such awards shows for years.

The heart of the matter is to tie-in with a known quantity of success: "The Best on Record" show. Making the annual Grammy awards "show" a private party is wrong. Making it a sparkling public display of the industry's great talent is good sense.
SAVOY BROWN

Currently on Tour in the U.S.A.

Their newest & most significant LP!

Chris Youlden, vocals and piano;
Kim Simmonds, lead guitar and piano;
Lonesome Dave, rhythm guitar;
Tone Stevens, bass;
Roger Earl, drums.

Produced by Kim Simmonds and Chris Youlden
I sing a little country, I sing a little pop, and I sing a little folk...and it all goes together.

- Eddy Arnold

Whoever said "you can't please everyone" must not have known about Eddy Arnold.

A few weeks ago, Eddy received a gold plaque symbolizing the sale of more than 60 million records.

60 million records! And Eddy's going stronger than ever.

His just-released album: "Love and Guitars" (LSP-4304, P8S-1548, PK-1548) contains the hit single "Soul Deep" (47-9801). And coming soon: "The Best of Eddy Arnold, Volume II."

Congratulations, Eddy.
Holzman To NARM Confab: 'Get It Together'; Exec Sees Industry Growth Dependent On Taking Action Now

BROOKLYN — The recording industry's challenge of the 70's is "getting it together." This is the view of Jac Holzman, president of Elektra Records in his keynote address before the NARM convention on Sat. (21).

In a broad review of the industry, its present and its prospects, Holzman said that the industry must face up to its "deficiencies" by "getting it together" and getting it together now. He termed NARM the "fulcrum of our future," balancing on one side the "inventive and gifted artists, producers and record companies — and on the other, a creative and in-volved music buying public." Holzman said, "pivots the membership N. U. S. distributor one-stage and racks. How are we going to effectively get all that music through to you today?"

He called for a renewal of a "spirit of energy and excitement" to replace a current "numbness, an inertia, a tendency to continue as is." He said that "the major problem in the music business goes about its daily business so automatically, so unencumbered with tomorrow," he added.

New Artist Exposure

Chiding the industry for being "isolated from the substance of our trade," Holzman labeled an emotional involvement in the RIAA's "Substance and Meaning in Music," the exec told the NARM membership "we're not working on your own vital and continuing R&D (research and development) commitment" to establish new record territories you serve. "You have left the world, manufacturing," he explained, "the total burden and challenge of breaking new records and new artists. It's leaving to you, the members of NARM that have developed the major record companies, and with most tragic, you've done it to yourselves. Narrow these arteries still further, and the regenerative flow of new artists, new excitement, will cease."

Racks, he said, frequently are un-aware of a record's happening until it's already established on the national charts. Thus, a chance is lost to pick up sales in these secondary markets, and 20% to 30% of the records total potential, he warned. He said that relying solely on trade paper charts, at least "50% to two weeks behind" — could lose two weeks worth of business. He said trade publications could help by "establishing instant charts drawn from actual manufacturers & sales statistics to show what's happening in these secondary markets." He also called for the "establishment of an aggressive promotion department" by racks that coordinate the activities of the manufacturer and the distributor so that maximum effectiveness is achieved on the new artist and new tracks, and that artists' live appearances and radio play.

Singles Role

Holzman then turned to the singles market, referring to "selling cards for LP's," providing the "initial impetus, the first major penetration of a new artist into the public consciousness." Racks, he said, "must find ways of producing good singles, not merely stocking them.

Holzman said that if the industry ignored mutual promotion responsibilities, new artists will be stifled and complacency might lead to the invention of an alternative form of distribution, perhaps by several record labels emerging their merchandising efforts. He wanted a realignment of "original investment deposits, acquire or open local retail outlets." Record companies, he pointed out, must also recognize their responsibility to maintain realistic artist relations and effectively execute promotion plans, "Each record must have a reason for being and be supported by an intelligent, artful, and well-executed promotion plan," he observed. Holzman raised a number of rack-associated ideas, such as better methods to control the inventory in locations, noting "mutual reliance.

(Cora on Page 44)

NARM's 1969 Statistical Survey see page 14

NARM Schedule see page 16

Formula Settles 20th Split From Big 3 Interest

NEW YORK — A formula has been reached in the long-running Hutchings v. Big 3 Music (Robbins-Fest-Miller) between MGM and 20th-Fox, 20th, which owns a 51% interest in Big 3, with MGM holding the remaining interest, will receive a penny in all royalty income except from its film songs for a 20 year period starting in 1957. Big 3 will continue to collect all mechanical and print income on these songs. For the 1955-66 period, Big 3 will continue to hold all copyrights until 1975, when they revert to 20th, which will get a cut in revenues until 1975.

In anticipation of the long-pending split between MGM and 20th in the Big 3 situation, 20th has not entered its material in the Big 3 catalog over the past few years, channeling it, instead, through its own publishing operation, including Bregman, Vouche & Conn.

Mercury Will Supply Product To Pickwick For Budget Disks, Tape

CHICAGO — Mercury Records has concluded a long term agreement with Pickwick International, Inc., for manufacture and distribution of Mercury's economy line, Wing Products, as well as market mail order catalog of Mercury's family label.

According to a joint announcement made by Mercury president Irwin Steinberg and Ira Moss, president of Pickwick, Wing products formerly released in economy line, such as the hit "On the Level" will appear on the Pickwick/33 label.

According to Steinberg, the move was made because of Pickwick's reputation as a specialist in the economy line format, while Mercury's "100% quality" line has been called "an excellent track record with the economy product of the other majors, including Columbia, and a very distinctive appeal"

(Cora on Page 44)

RIAA Adds Tape Sales To Gold Awards see tape news, page 32

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Cash Box — March 28, 1970

In addition to tulips, Holland is now growing hit groups for the American market. Jerry Ross' Colosuss Records has the big hits so far, including the million-selling "Venus" by the Shocking Blue, shown in the top half of the photo, and a big chart entry by the Tee Set, "Ma Belle Amie." In addition, Holland's Negram德拉姆 label is also the source of another Top 10 hit success for Colossus, the George Baker Collection's "Little Green Bag." The Shocking Blue have followed-up "Venus" with another chart entry, "Mighty Joe." Ross plans a Holland Festival in New York this summer, featuring all three groups. Below, Ross holds the RIAA gold record for "Venus."
THE SONG FROM

M*A*S*H

(SUICIDE IS PAINLESS) #K-2084

from the new 20th Century-Fox film hit.

ROGER WILLIAMS

KAPP RECORDS • A DIVISION OF MCA INC.
NEW YORK—Fifty-nine writers and 22 publishers of 36 R&B songs have received BMI citations of achievement for "long and outstanding contribution to the many worlds of music" as was given to Virginia Spykey by BMI last week (18). The presentation was made during an awards ceremony which also honored the writers and publishers of the most performed BMI songs in the rhythm and blues field. It was the first of a number of BMI awards to be honored by BMI to writers and publishers active in many diverse areas of music. In making the award, BMI president Edward M. Cramer cited Miss Spykey’s talents as a writer-performer in the Texas blues tradition during the 1920s in Houston. Inspired by legendary blues pianist Robert Calvin, she revealed her unique composing and performing style in Houston and Galveston in the company of fellow Texas bluesmen Blind Lemon Jefferson, during the early 1920s. Miss Spykey emerged as a creative force in the latter part of the decade. Her biographies are obscure but her music was born as a Spykey original. During this period, she created a repertory of blues, many of which were written by Louis Armstrong, Duke Ellington, King Oliver, Leslie英雄, John Lee Hooker. At the height of her popularity in 1929, she starred in a Radio City Music Hall show, the lively Vidor All-Negro feature film, 

Jobete Earns 14 BMI R&B Awards; 'Grazin' Is Most Performed Song

NEW YORK—Fifty-nine writers and 22 publishers of 36 R&B songs have received BMI citations of achievement for "long and outstanding contribution to the many worlds of music" as was given to Virginia Spykey by BMI last week (18). The presentation was made during an awards ceremony which also honored the writers and publishers of the most performed BMI songs in the rhythm and blues field. It was the first of a number of BMI awards to be honored by BMI to writers and publishers active in many diverse areas of music. In making the award, BMI president Edward M. Cramer cited Miss Spykey’s talents as a writer-performer in the Texas blues tradition during the 1920s in Houston. Inspired by legendary blues pianist Robert Calvin, she revealed her unique composing and performing style in Houston and Galveston in the company of fellow Texas bluesmen Blind Lemon Jefferson, during the early 1920s. Miss Spykey emerged as a creative force in the latter part of the decade. Her biographies are obscure but her music was born as a Spykey original. During this period, she created a repertory of blues, many of which were written by Louis Armstrong, Duke Ellington, King Oliver, Leslie hero, John Lee Hooker. At the height of her popularity in 1929, she starred in a Radio City Music Hall show, the lively Vidor All-Negro feature film.
Little Richard Returns Via Reprise

HOLLYWOOD — Little Richard, who's currently enjoying renewed interest and success on an in-person artist, will be returning to the disc store after an absence of several years thru a new contract with Leiber & Stoller Inc. Deal is the first major signing negotiated by Mo Ostin, newly appointed president of Warner Bros. last month.

Little Richard is one of the primary artists in the history of rock and roll and is often regarded as the father of rock & roll. His influence is immeasurable, and his impact on modern music is unparalleled. The show is expected to be a sold-out success, with tickets quickly selling out.

As If You Didn't Know

Little Richard (Penniman) born in Macon, Georgia on May 8, 1932. He was a part of a local group called the Georgia Troopers. The group later changed their name to the Flames, and then to Little Richard and the Floratones. He was known for his energetic stage presence and his unique vocal style. His early performances were often accompanied by his band, the Georgia Troopers, and his music was characterized by its rhythmicどれす and soulful delivery. His most famous songs include "Lucille," "Long Tall Sally," and "Good Golly Miss Molly." His influence can be heard in the music of many modern artists, including Elvis Presley and the Beatles. He passed away on May 9, 2020.

NY NARAS Governors Voice Distress Over Grammy Fete; Chart Revision

NEW YORK — The New York Board of Governors of NARAS, the national academy, has voiced official "distress" regarding its Grammy presentations on Wednesday, March 11, and immediately set up a course to ensure a more "satisfactory and professional Grammy Awards fete next year" (see this week's editorials). In a statement issued following an extraordinary board session last Monday (16), the board said that the New York Board of Governors "cannot have a down dinner and award ceremonies in a major hotel," because of a sudden cancellation on the part of a major hotel, "with the help of an event planner," the board said. In addition, the board expressed its "frustration" with the "negative event," and "an air of uncertainty," regarding Grammy events for "for the future.

Buddha Departmental ExeC Shifts

NEW YORK — In a major expansion of the internal operations of Buddha Records, Neil Bogart, vice president and general manager, this week announced the appointment of Mike Sincoff as corporate merchandising director. Sincoff will also be responsible for overseeing the merchandising division of the company. The announcement marks a significant step forward for the record label, as it continues to expand its presence in the music industry.

Sincoff has been with Buddha Records for over 10 years and has held various positions within the company, including executive assistant to the president and head of marketing. His new role will involve overseeing the merchandising department, which is responsible for the development and distribution of merchandise related to the label's artists and releases.

Sincoff will be based in the company's offices in New York City. He will report directly to Neil Bogart, the company's vice president and general manager. Bogart noted that the expansion of the merchandising division is a strategic move to strengthen the company's overall business strategy.

"Mike Sincoff's appointment as corporate merchandising director is a significant step forward for Buddha Records," said Neil Bogart. "His deep understanding of the merchandising market and his excellent track record of success make him the ideal candidate for this position. We are excited about the possibilities this move opens up for Buddha Records and look forward to seeing the positive impact that Mike will have on the company's overall business strategy."
Crosby, Stills, Nash & Young

sing

Woodstock

Written by Joni Mitchell

#2723

...From The Album

SD/TP/CS-7800
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>
<th>Total % of Stations to Have Added Titles to Prog. Sched. to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>47%</td>
<td>Woodstock — Crosby, Stills, Nash &amp; Young — Atlantic</td>
<td>94%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>44%</td>
<td>Make Me Smile — Chicago — Columbia</td>
<td>44%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>40%</td>
<td>Vehicle — Ides Of March — Warner Bros.</td>
<td>81%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>39%</td>
<td>American Woman — Guess Who — RCA</td>
<td>88%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>35%</td>
<td>Airport — Vincent Bell — Decca</td>
<td>46%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>33%</td>
<td>You Need Love Like I Do — Gladys Knight &amp; Pips Soul</td>
<td>62%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>30%</td>
<td>Everything's Beautiful — Ray Stevens — Barnaby</td>
<td>51%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>28%</td>
<td>Come Running — Van Morrison — Warner Bros.</td>
<td>39%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>27%</td>
<td>Everybody's Out Of Town — B.J. Thomas — Scepter</td>
<td>73%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>25%</td>
<td>Which Way You Goin’ Billy — Poppy Family — London</td>
<td>42%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>23%</td>
<td>Long Lonesome Highway — Michael Parks — MGM</td>
<td>80%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>21%</td>
<td>No Sugar Tonight — Guess Who — RCA</td>
<td>43%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>20%</td>
<td>Turn Back The Hands Of Time — Tyrone Davis — Dakar</td>
<td>95%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>19%</td>
<td>For The Love Of Him — Bobbi Martin — United Artists</td>
<td>79%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>17%</td>
<td>But For Love — Jerry Naylor — Columbia</td>
<td>32%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>15%</td>
<td>Hey Lawdy Mama — Steppenwolf — Dunhill</td>
<td>15%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>14%</td>
<td>Miss America — Mark Lindsay — Columbia</td>
<td>14%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>12%</td>
<td>My Baby Loves Lovin’ — Joe Jeffrey — Wand</td>
<td>12%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>11%</td>
<td>Love Minus Zero — No Limit — Turley Richards — WB</td>
<td>44%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>10%</td>
<td>Cinnamon Girl — Gentrys — Sun</td>
<td>10%</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Less Than 10% But More Than 5%</th>
<th>Total % to Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>Get Ready — Rare Earth — Rare Earth</td>
<td>25%</td>
</tr>
<tr>
<td>Capture The Moment — Jay &amp; Americans — United Artists</td>
<td>9%</td>
</tr>
<tr>
<td>July 12, 1939 — Charlie Rich — Epic</td>
<td>17%</td>
</tr>
</tbody>
</table>
STAX THE SOUND OF MONEY

MARCH RELEASE

This is The Memphis Sound.

STAX RECORDS, 98 NORTH AVON, MEMPHIS, TENNESSEE 38104, A DIVISION OF FAMOUS MUSIC CORPORATION, A G W COMPANY.
**NARM'S 1969 STATISTICAL SURVEY**

**NARM MEMBERS**

1969

**GROSS DOLLAR VOLUME**

AT RETAIL

$ 1,077,000,000

---

### NARM MEMBERSHIP PROFILE

<table>
<thead>
<tr>
<th>MEMBER COMPANY DOLLAR VOLUME</th>
<th>% OF TOTAL NUMBER OF NARM MEMBERS</th>
<th>% OF DOLLAR VOLUME* BY NARM MEMBERS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Under 1 million</td>
<td>14.3 %</td>
<td>2.2 %</td>
</tr>
<tr>
<td>1 million - 2 million</td>
<td>34.1 %</td>
<td>8.4 %</td>
</tr>
<tr>
<td>2 million - 3 million</td>
<td>17.5 %</td>
<td>8.2 %</td>
</tr>
<tr>
<td>3 million - 5 million</td>
<td>16.5 %</td>
<td>12.6 %</td>
</tr>
<tr>
<td>5 million - 15 million</td>
<td>9.1 %</td>
<td>13.0 %</td>
</tr>
<tr>
<td>15 million - 40 million</td>
<td>5.4 %</td>
<td>10.4 %</td>
</tr>
<tr>
<td>Over 40 million</td>
<td>3.1 %</td>
<td>45.2 %</td>
</tr>
</tbody>
</table>

* $1,077,000,000

---

**TOTAL DOLLAR VOLUME BY NARM RACK JOBBERS**

$ 764,000,000

---

### NARM RACK JOBBERS

**GROSS DOLLAR VOLUME AND TYPE OF PRODUCT**

<table>
<thead>
<tr>
<th>TYPE OF PRODUCT</th>
<th>% OF DOLLAR VOLUME</th>
</tr>
</thead>
<tbody>
<tr>
<td>Albums</td>
<td>85.6 %</td>
</tr>
<tr>
<td>Singles</td>
<td>14.4 %</td>
</tr>
</tbody>
</table>

### TYPES OF TAPE PRODUCT SOLD

<table>
<thead>
<tr>
<th>TYPE OF PRODUCT</th>
<th>% OF DOLLAR VOLUME</th>
</tr>
</thead>
<tbody>
<tr>
<td>8 Track</td>
<td>75.8 %</td>
</tr>
<tr>
<td>4 Track</td>
<td>1.2 %</td>
</tr>
<tr>
<td>Pre-recorded Cassette</td>
<td>16.9 %</td>
</tr>
<tr>
<td>Blank Cassette</td>
<td>1.2 %</td>
</tr>
<tr>
<td>Pre-recorded Reel to Reel</td>
<td>4.4 %</td>
</tr>
<tr>
<td>Other</td>
<td>.1 %</td>
</tr>
</tbody>
</table>

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### ANALYSIS OF TAPE VOLUME

<table>
<thead>
<tr>
<th>TYPE OF RETAIL OUTLET OR CUSTOMER</th>
<th>% OF DOLLAR VOLUME**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department and Discount Stores</td>
<td>23.0 %</td>
</tr>
<tr>
<td>Record Departments</td>
<td></td>
</tr>
<tr>
<td>Department and Discount Stores</td>
<td>29.0 %</td>
</tr>
<tr>
<td>Automotive Departments</td>
<td></td>
</tr>
<tr>
<td>Automotive Outlets</td>
<td>9.0 %</td>
</tr>
<tr>
<td>Retail Record, Appliance, and</td>
<td></td>
</tr>
<tr>
<td>Electronics Stores</td>
<td>14.5 %</td>
</tr>
<tr>
<td>Tape Centers</td>
<td>12.0 %</td>
</tr>
<tr>
<td>Service PX's</td>
<td>3.7 %</td>
</tr>
<tr>
<td>Sub-distributors and One Stops</td>
<td>1.4 %</td>
</tr>
<tr>
<td>*Miscellaneous</td>
<td>7.4 %</td>
</tr>
</tbody>
</table>

* *Drug Stores, Supermarkets, Variety Stores, Truck Stops, Gas Stations, Photographic Supply Stores, Bookstores, Hardware Stores*

**$ 764,000,000

---

**TOTAL DOLLAR VOLUME IN TAPE PRODUCT**

$ 261,711,000

---

### TYPES OF PHONOGRAPH RECORD OUTLETS SERVICED BY NARM RACK JOBBERS

<table>
<thead>
<tr>
<th>TYPE OF RETAIL OUTLET</th>
<th>% OF DOLLAR VOLUME**</th>
</tr>
</thead>
<tbody>
<tr>
<td>Department and Discount Stores</td>
<td>53.6 %</td>
</tr>
<tr>
<td>Variety Stores</td>
<td>18.3 %</td>
</tr>
<tr>
<td>Retail Record Stores</td>
<td>7.3 %</td>
</tr>
<tr>
<td>Drug Stores</td>
<td>9.5 %</td>
</tr>
<tr>
<td>Supermarkets</td>
<td>4.0 %</td>
</tr>
<tr>
<td>Service PX's</td>
<td>3.6 %</td>
</tr>
<tr>
<td>*Miscellaneous</td>
<td>3.7 %</td>
</tr>
</tbody>
</table>

* *Book Stores, Gas Stations, Electronics Stores, Hardware Stores, Mail Order, Sub-distributors and One Stops*

**$ 764,000,000

---

**ANALYSIS OF TAPE VOLUME**

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<td>Automotive Departments</td>
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</tr>
<tr>
<td>Automotive Outlets</td>
<td>9.0 %</td>
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<td>Retail Record, Appliance, and</td>
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<tr>
<td>Electronics Stores</td>
<td>14.5 %</td>
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<tr>
<td>Tape Centers</td>
<td>12.0 %</td>
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<tr>
<td>Service PX's</td>
<td>3.7 %</td>
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<tr>
<td>Sub-distributors and One Stops</td>
<td>1.4 %</td>
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<tr>
<td>*Miscellaneous</td>
<td>7.4 %</td>
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</table>

* *Drug Stores, Supermarkets, Variety Stores, Truck Stops, Gas Stations, Photographic Supply Stores, Bookstores, Hardware Stores*

**$ 261,711,000

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Cash Box — March 28, 1970
It's the stuff they add to the world's most expensive perfumes. For the world's most expensive women. It's also the name of a new group and a new music. Nine of the weightiest musicians ever together. Blowing as one.

**AMBERGRIS.**

It's Larry Harlow, Jerry Weiss, Charlie Camilleri, Harry Max, Jimmy Maeulen, Billy Shay, Lewis Kahn, Glenn John Miller and Gil Fields.


**AMBERGRIS.**

It's whole rock. Young, soulful, spirited. Original.

**AMBERGRIS.**

It's also the name of their first album.

On Paramount records and tapes.

**AMBERGRIS.**
NARM Convention Schedule (Sunday Thru Tuesday)

1970 CONVENTION COMMITTEE
Chairman JAMES SCHWARTZ
Schwartz Bros./District Records

ERNIE LEANER
United Record Distributors

ALLEN ROSEN
Recordland U. S. A.

JAMES SHIPLEY
Main Line Record Service

SUNDAY, MARCH 22
Registration Desk in Ballroom Foyer will open 8:00 AM - 1:00 PM
7:45 - 8:45 AM — Grand Ballroom — Breakfast
9:00 AM - 12:00 Noon Business Session
Chairman of the Day: James Schwartz
Featured Speaker: Irwin J. Tarr
Vice Pres. Marketing, RCA Records

"Marketing and Management in the 70's"
Speaker: Dr. Laurence J. Peter
Hierarchologist, Author, Educator

"The Peter Principle"
PANEL DISCUSSION
Moderator: Stanley M. Gortikov
President, Capitol Industries

PANEL
Alvin S. Bennett
President, Liberty/UA Records

William P. Gallagher
President, Famous Music Corp.

S. Harvey Laner
President, Recco, Inc.

Louis Laventhal
President, ABC Record & Tape Sales Corp.

Robert Lifton
Chairman of the Board, Transcontinental Investing Corp.

Norman Racusin
President, RCA Records

Irwin H. Steinberg
President, Mercury Record Corp.

12:15 PM - Special Luncheon
Grand Ballroom
Host: PICKWICK INTERNATIONAL

featuring
DR. HAIM GINOTT
"How To Drive Your Children Sane"
All members and their wives are invited to attend this luncheon.

2:30 PM - 6:00 PM Person To Person Conferences
Pool and Ocean Cabanas

7:00 PM - 8:30 PM COCKTAIL RECEPTION
Host: MERCURY RECORD CORP.

8:30 PM DINNER AND ENTERTAINMENT
Host: COLUMBIA RECORDS

MONDAY, MARCH 23
Registration Desk in Ballroom Foyer will be open 8:00 AM - 1:00 PM
7:45 AM - 8:45 AM — Grand Ballroom — Breakfast
9:00 AM - 12:05 PM Workshops

Session I — 9:00 AM - 10:30 AM
Session II — 10:35 AM - 12:05 PM
Each workshop session will be given twice.

ILLEGAL TAPE DUPLICATION or
"What To Do When the Counterfeiter Comes"
PANEL AMERICAN ROOM
Chairman: Earl W. Kintner
Arent, Fox, Kintner, Plotkin and Kahn
NARM General Counsel

Speaker: Henry Brief
Executive Director, Recording Industry Association of America

PANEL
Albert Berman
Elliott Chaum
William Dyczko
James Tiedjens
Harry Fox Agency
Capitol Records
RCA Records
National Tape Dist.

INDEPENDENT DISTRIBUTION IN THE 70's
MEDALLION ROOM
Chairman: Martin Ostrow
Cash Box
Speaker: Amos Helicher
Helicher Bros./J.L. March Co.

PANEL
Neil Bogart
Buddah Records
Harold Lipsius
Universal Record Dist.
James Shipley
Main Line Cleveland
Herb Goldfarb
London Records
Jerry Schoenbaum
Polydor Records
Shelby Singleton
Shelby Singleton Prod.

MERCHANDISING AND ADVERTISING OPPORTUNITIES
BAL MASQUE
Chairman: Hal B. Cook
Billboard Publications
Speaker: Bruce Lundvall
Columbia Records

PANEL
Stanley Corryn
Warner Bros. Records
Russ Soloman
Central Valley Record Racks
Lou Simon
Mercury Record Corp.
Norman Weinstoer
Musical Isle of America

TAPE PACKAGING: A CASE HISTORY APPROACH
CARIBBEAN ROOM
Chairman: Bob Austin
Record World
Speaker: Floyd Gilnet
Shorewood Packaging Corp.

PANEL
Kent Beauchamp
All Tapes, Inc.
Joel Friedman
Warner Bros. Records
Victor Faraci
Musical Isle of America
John Jossey
Capitol Records
James LeVitus
Car Tapes, Inc.

12:15 PM — Grand Ballroom — Luncheon
2:00 PM - 6:00 PM Pool and Ocean Cabanas
8:00 PM NARM Scholarship Foundation Dinner

Fourth Annual Presentation of Scholarship Awards
Dionne Warwick and Burt Bacharach
In Concert

TUESDAY, MARCH 24
10:00 AM - 12:30 PM Person To Person Conferences
Pool and Ocean Cabanas

12:30 PM - 1:30 PM Outdoor Luncheon — Person To Person Participants
Host: MOTOWN RECORD CORP.

1:30 PM - 4:00 PM Person To Person Conferences
7:00 PM - 8:30 PM NARM Awards Cocktail Reception
Host: LONDON RECORDS

8:30 PM — Grand Ballroom — Formal NARM Awards Banquet
performing at the narm awards banquet...

CHET ATKINS RCA • VIKKI CARR Liberty
FLOYD CRAMER RCA • MIKE DOUGLAS Decca
DAVID FRYE Elektra • BOOTS RANDOLPH Monument

Cash Box — March 28, 1970
GRAMMY WINNERS

BEST NEW ARTIST:
Crosby, Stills & Nash (Atlantic)

(3rd Year In A Row!)

BEST R&B FEMALE VOCAL PERFORMANCE:
Share Your Love With Me-Aretha Franklin (Atlantic)

BEST R&B INSTRUMENTAL PERFORMANCE:
Games People Play-King Curtis (Atco)
WITH THE MAGNETIC NORTH

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MAGNETIC NORTH
FREDDY NORTH
ABET 403

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PHONE 615/227-5081
DIST. BY NASHBORO RECORD CO.

Looking Ahead

1 CAN YOU FEEL IT
(Detail — BMG)
Bobby Goldsboro (UA 50650)

2 DOES ANYBODY KNOW WHAT TIME IT IS
(Aurelius — BMG)
Capper & Brass (Amazon 7)

3 TICKET TO RIDE
(Maxwell — BMG)
Carpenters (A&M 1142)

4 I WHO HAVE NOTHING
(Milky Way/Tri Circ — BMG)
Liquid Smoke (Arco Embassy 4522)

5 YOU'VE MADE ME SO VERY HAPPY
(Laitee — BMG)
Lou Rawls (Capitol 2734)

6 HELP ONE MAN TODAY
(Dential — BMG)
Zager & Evans (RCA 9816)

7 TENDER WAS THE LOVE WE KNEW
(Assorted — BMG)
Intruders (Ramble 4001)

8 GREATEST LOVE
(Marshall — BMG)
Judy Clay (Atlantic 2697)

9 HANG ON SLOOPY
(WREN — BMG)
Letterman (Capital 2774)

10 DIANE
(Magic Flee/Boles — BMG)
The Golden Gate (Audio Fidelity 161)

11 WICHITA LINEMAN
(Johnny Rivers — BMG)
Jose Feliciano (RCA 567)

12 VIVA TIRADO
(Aneasbo — BMG)
El Chicano (Kapo 2055)

13 LAUGHIN' & CLOWWIN'
(Klap — BMG)
Ray Charles (ABC 11259)

14 LAY A LITTLE LOVIN' ON ME
(Lovin' — BMG)
Robin McNamara (Steed 724)

15 ME WITHOUT YOU
(Low-Sal — BMG)
Billy Joe Royal (Columbia 45085)

16 RAIN DANCE
(Douglas Diamond — BMG)
Electric Indian (UP 50667)

17 BAND OF GOLD
(Gold Forever — BMG)
Freddie Paye (Invicta 9075)

18 I WOULD BE IN LOVE
(Chester/Sargent — ASCAP)
Frank Sinatra (RCA 8895)

19 MR. MONDAY
(Cortis & Prince — BMG)
Original Cast (T.A. 192)

20 MY WIFE, THE DANCER
(Bob Carr — BMG)
Eddie & Dutch (Rambo 502)

21 THERE GOES MY BABY / BE MY BABY
(Parlophone Music/World War III — BMG)
Shrivers (UA 50648)

22 COME SATURDAY MORNING
(Fameus — BMG)
Sandpipers (A&M 1134)

23 GAMES PEOPLE PLAY
(Looney — BMG)
Della Reese (Arco Embassy 4515)

24 THE GHETTO
(Dee Dee Freer — BMG)
Donny Hathaway (Atco 6719)

25 THEME FROM Z
(April — ASCAP)
Henry Mancini (RCA 0315)

26 SYMPATHY
(Sport — BMG)
Ranc Bird (Probe 477)

27 COME ON DOWN
(Qavo — BMG)
Dean Martin (Reprise 8993)

28 CHAINS OF LOVE
(Shelby Singleton — BMG)
Ronnie Dove (Diamond 271)

29 UHH
(Thunder/Lostward — BMG)
Slye & The Blazers (Original Sound 89)

30 I'LL BE YOUR BABY TONIGHT
(Darst — ASCAP)
Ray Stevens (Monument 1187)

31 MORE THAN I CAN STAND
(Arana — ASCAP)
Bobby Womack (Minit 32093)

32 CHECK YOURSELF
(Double Diamond/Rosemary/ Blackbuster — BMG)
I.A.P.C. (Colossus 110)

33 TOO MANY RIVERS TO CROSS
(Chicago — BMG)
Percy Sledge (Atlantic 2719)

34 PETER & THE WOLF
(Seven Quests/Columbia — BMG)
Charles Randolph Green Sounds (Rainwood 564)

35 TO LIVE THE PAST
(Nunnery — BMG)
Percy Mayfield (RCA 0307)

36 DEMONSTRATION
(East Memphis Time/Redwal/
Clifford — BMG)
Otis Redding (Atco 6742)

37 TIPICAW CALLEY
(Crawford — BMG)
Leslie Damon (Jubilee 5698)

38 FIGHTEN SIDE OF ME
(Blu Bock — BMG)
Mirta Haggard (Capitol 2719)

39 NORWEGIAN WOOD
(Maclen — BMG)
Sergio Mendez & Brasil '66 (A&M 1164)

40 BUT YOU KNOW I LOVE YOU
(Tip Gift Edition — BMG)
Eve Sands (A&M 1175)

41 KEEP A KNOCKIN'
(Leeds, Dennis, Task — BMG)
Blizzard (Metromedia 171)
This is what's happening:

DEEPER IN LOVE WITH YOU / BY THE O'JAYS
NEPTUNE 22

This is where it's happening:

CLEVELAND, LOS ANGELES, SAN FRANCISCO
WASHINGTON D.C., PHILADELPHIA, NEW YORK
CHICAGO, ST. LOUIS, NEWARK
HARTFORD, BUFFALO

It's not happening by accident.

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ELVIS PRESLEY... RCA

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THE MARMALADE LONDON Noma Music

VICTORIA
THE KINKS... REPRISE

CAN'T HELP FALLING IN LOVE
ANDY WILLIAMS COLUMBIA

I'VE BEEN EVERYWHERE
LYNN ANDERSON... CAPITOL

A LOVER'S QUESTION
DEL REEVES & GOOD TIME CHARLIES... U.A. Progress Music

CHARLIE BROWN
COMPTON BROS... DOT

MAMA, I WON'T BE WEARING A RING
PEGGY LITTLE... DOT Hill & Range Songs

MY LITTLE FRIEND
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A Division of DFI Communications
Atlantic Jazz Month Set Mid-April/May

NEW YORK — Atlantic Records will run its biggest jazz promotion ever when it introduces "The Age of Jazz" program starting April 15. It will run for six weeks, encompassing a huge print-advertising and merchandising program devoted exclusively to the firm's lineup of new and catalog jazz product.

Under the direction of Atlantic VP Neil Traironeg, who produced many of the albums in the release, the program will feature new LPs by many of the top names on the company's roster, spearheaded by best-selling artist Eddie Harris, whose new release is "Come On Down." Other artists include Mose Allison, Charles Mingus, and Hank Crawford and Otis Spann. All albums in the April program, along with a "Jazz Super Hits, Vol. 2" LP, Atlantic's jazz labels are Atlantic, Vortex and Embryo. The firm's jazz artists include Herbie Mann, Eddie Harris, Les McCann, Roberta Flack, Ussuf Lateef, Roland Kirk, Gary Burton, and many others who have won many jazz polls.

Ampex Inks Wiswell To Produce 'Purlie'

NEW YORK — Ampex Records has signed Andy Wiswell to produce the original cast album from the hit Broadway musical-comedy "Purlie," it was announced by Larry Harris, president of the Ampex record label. The Ampex record album and the tape version from Ampex Stereo Tapes (AST) will be released simultaneously in mid-April. "Purlie" will be available on all tape formats. The album will be recorded at Capitol Recording Studios in New York City March 30.

Wiswell, head of Ampex Stereo Enterprises, Inc., has produced gold records ($1 million in sales) from several cast albums including "Hello Dolly, " "Fiddler On The Roof, " "Fiorello, " "Music Man, " and "Hair, " "Purlie," a musical adaptation of the Osie Davis comedy "Purlie Victorious," opened at the American Theatre (New York), Sunday, March 15. Davis, Peter Udell and Eddy Cos are co-authors of the musical version. Udell and Gary Gold, known in thepek market for their song, "Sealed With A Kiss, " among others, wrote the "Purlie" songs.

Last fall, AST acquired the tape rights to "Purlie," in return for a limited investment in the show. "I want to move to Broadway was in line with our plans to become more involved in other facets within the music industry," said Robert O'Hara, vice president and general manager of AST.

'Applause' Caster Coming From ABC

NEW YORK — ABC Records will record the original cast album for "Applause," the new Broadway musical starring Lauren Bacall, according to ABC Records president, Larry Newon, who negotiated the deal for the show's album rights late last fall.

Following out of town engagements in Baltimore and Detroit, the show is scheduled for its Broadway premiere at the Palace Theatre, April 12. ABC Records has become a substantial investor in the property as a part of the cast album deal.

Express Promotion For Express Single

NEW YORK — Mercury Records has launched an intensive campaign to maximize sales of its hit future, crossover LP, the Buddy Miles Express single "Them Changes." The label's national singles promotion director, John Antoon, said he hopes to break the single Top Forty all over the country. The disc first broke in the San Francisco area.

Starday/King Sets 29 LP's

HOLLYWOOD — Starday/King Records has set a 29 album release for March, highlighted by a James Brown set which constitutes the top soul singer with Louis Bellson and the Oliver Nelson Orchestra, "Soul On Top." Other starting points of the release are the label debut LP by Wayne Cochran and the C.C.Riders, "High And Ridin," and a new "Best Of" series in the blues and country fields.

NSM Expansion Set; New Markets, Labels

NEW YORK — National Sound Marketing has expanded its sales force and label representation with the addition of several new markets in which they have established regional offices, plus the signing of several new labels to be represented by the sales force.

New additions include offices in Boston, covering the New England area; Miami, covering Florida, southern Alabama and New Orleans; St. Louis, covering Kansas City, Minneapolis, Des Moines and Denver; and Los Angeles, covering the west coast.

The latest manufacturers to sign with NSM are the Shelby Singleton Corporation; Starday Nashville; Hickory and Skyline-Sing. NSM already has regional offices in Philadelphia, Atlanta, Cleveland; Chicago and Dallas. All records have become a substantial investor in the property as a part of the cast album deal.

Correction

Fred Weinberg is a senior engineer at A&R Studios. In a story on the March riots, "The Massacre On West Farrell, " the Associated Press incorrectly stated that Weinberg was no longer associated with the company.

Kicking off the label's new blues release drive are "The Best Of Little Willie John: " "Moanin Blues," by John Lee Hooker; "Good Rockin Blues," by Wynonie Harris; "Cherry Red Blues" by Eddie "Cleanhead" Vinson, and an anthology, "Rock & Roll Hits of the '50s." The "Best Of" country series offers albums by the Delmore Brothers, Reno & Smiley, Carl Story, George Morgan and Cowboy Copas. Other albums in the release include "Fly My Love" by Arthur Prysock, "The Exciting Young J. David Sloan; "Here I Am," Ronnie Thompson, "Just A Little Bit Late" by Hank and Lewie Wickham; "Introducing Beliging and Larabee: Moon Mullican; "I'll Sail My Ship Alone," Red Soine's "Ruby, Don't Take Your Love To Town," "Here's Earl Gaines," "Here's Marie 'Queenie' Lyons," "Hony Tonk Angles" by various artists; and two religious packages, "His Hands" by the Stars of Virgil and "A Soldier's Plea" by Bishop J.M. Smith.

According to Jim Wilson, vice president of marketing for all labels, including the recently re-activated Bethlehem, Look and Deluxe subsidaries, each album will be given individual promotional and advertising formats on a nationwide basis in print and air media.

Gorshin to Mimic For Starday/King

HOLLYWOOD — Impressionist and comedian Bob Gorshin has signed a disk pact with Starday/King Records. Head Hal Neely has set two LP's for release in the near future, one a "live" performance taped at the Starday/King Sound Stage, the other a collection of songs to be cut in Nashville.

Pasin To NMC

NEW YORK — Don J. Pasin, formery general manager of Quality Colorier Books, Inc. and recently national sales manager of Radiant Casette/Cartridge Corp., has joined NMC Corp., in a new sales department position, reports Carl Post, vp of NMC. Post said the new position will enable NMC to accelerate the expansion of all areas of promo and other business. Pasin entered the record industry in 1969, after holding exec sales positions with Warner Bros., Picture Corp. and United Artists Corp.

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Introducing: The World's First Self-Destruct Album Cover.

The album as you see it in the racks with promo-sticker.

The opened album cover, with inside double-fold panels.

The giant 37" full-color poster; definitely a hang-up.

The full-color portrait, suitable for framing.

The special heavy-duty record sleeve, which becomes the LP jacket after self-destruct.

Why self-destruct? Well, because every square-inch of this very special LP package is designed to display the image of Bobby Sherman. That counts for a lot.

It seems there's been a neglected segment of the record-buying public. The age group, say, between 10 and 19, who fell in love with Elvis in 1955, and never fell in love again. Maybe a crush here and there. But never the real thing.

Till Bobby Sherman came along. He's already got two gold singles in "Little Woman" and "La-La-La (I Love You)"; a gold album, "Bobby Sherman"; his current single, "Easy Come, Easy Go" is heading for gold.

This whole package is dynamite.

Here Comes Bobby.
Scherer GM At Metromedia Music

NEW YORK — Frank Military, general manager of the Metromedia/Valiants music publishing firm, most recently owner of Morton Music, has been appointed Bernie Scherer as general manager of the company. Scherer formerly served as professional manager of the company.

Scherer was in charge of the merchandising campaign on the label's Big Bagerly series. He has also worked as a professional manager for Liberty Records. This week he will be in Florida supervising Crewe's merchandising and promotion effort involving the Easter vacation college onslaught. Promotion will center on two of Crewe's new rock acts, The Fox and The Indians.

Reese To Handle Diamond Pub Firms

HOLLYWOOD Neil Diamond has named Don Reese as professional manager of his newly-formed Province Music, ASCAP and the already-established Stonebridge Music, ASCAP.

Reese, formerly with the Smothers Brothers management firm, sets up office in the building at 1015 N. Western Ave., West Hollywood.

Mio Expanding

NEW YORK — Mio International is expanding its operations both domestically and abroad. Marty Wilson, president of the recording and publishing firm, announced last week, Mio, founded a little over a year ago, is headquartered in New York and represents acts in Argentina, Australia, Belgium, Brazil, Canada, England, France, Germany, Holland, Italy, Mexico, New Zealand, South Africa, Spain, Sweden and Switzerland.

Mio specializes in Latin music, but says Wilson, "We are building a catalog of broad appeal for every kind of music." Mio has brought together the most popular Latin rhythms to today's kind of sound, adapting them to the contemporary hits at all levels — easy listening, middle-of-the-road, jazz, rock, blues. "This is International Music Company, Ltd., publishing arm of Mio International, recently signed for world-wide representation with Chappell & Co., the large New York-based international publishing. Chappell has invested a quarter of a million dollars in Mio's operation for the development of new product, materials and talent. A total of 16 LP's are expected to be produced during the next few months; all of the albums are designed to offer a wide variety of music for dancing or listening, in every popular mood.

Finetone Studio Opens In New York

NEW YORK — Johnny Dea recently opened a new Recording Studio, at 701 7th Ave., phone (212) 586-2410. Johnny Dea, formerly of Variety Studios is one of the top recording engineers in the industry.

At the opening studio party were such well wishers as Estelle Parsons of Bonnie and Clyde, and the cast from the off Broadway production of Mahogany.

Klein To TRC As Int. Head

HOLLYWOOD— Bob Klein has been named director of international operations for Transcontinental Record Corp. Klein, who just resigned as director of Artists and International division, of Capitol Records, will oversee the worldwide activity of MGM and its subsidiary labels.

Peter Fremd's Daughter Dies

NEW YORK — Mary Louise Fremd, daughter of Peter Fremd of Yorkville Sound Limited (Trunner Amplifiers), died on March 6, of nephritis after a long illness. Funeral will be held in Boston, burial in West Chester, Pa. Contributions may be made to: Dr. Francis X. Sellers, Kidney Research, Children's Hospital Medical Center, 300 Longwood Avenue, Boston, Mass.

SOMEONE TO LOOK UP TO may be Peter Coifeld (seated), whose self-penned single "Ask Me In The Morning," was recently released by Decca and is already growing strong AM and FM excitement, Herb Gordon (left), label promo director, and Tony Martell, vp of marketing and creative services, get together with Coifeld to discuss his forthcoming promotion tour.
March Delights From

JOHN SEBASTIAN

John B. Sebastian (RS 6379)—the one with the voice and songs and glasses in the old Lovin' Spoonful—delivers his first solo album, including his recent hit single, "She's a Lady," and 10 more supersongs to set us humming.

JONI MITCHELL

Ladies of the Canyon (RS 6376)—Joni Mitchell's third long-awaited album of personal, hand-wrought and mind-embroidered songs, including her much-recorded (by-everyone-else) "Circle Game."

RANDY MARR

Randy Randolph Marr (WS 1844) used to be lead guitarist with Louis Prima, of all people, but today Randy plays and sings and writes his own songs. It's all produced by his friend Harry Nilsson, who is blessed with better taste than many.

THE SMALL FACES

The First Step (WS 1851) by England's five cuties, the Small Faces, with newly acquired Rod Stewart vocalizing, offers a debut Warner Bros. collection of new songs and styles. Their first here since that famous round LP cover and "Itchycoo Park" hit.

ALICE COOPER

Alice Cooper is frying that dead chicken at us again, this time by way of Easy Action (WS 1845), as strange an album as a Frank Zappa discovery on Straight Records could make, as expected.

ED SANDERS

SandersTruck Stop (RS 6374) is Ed Sanders alone, without his nefarious Fugs but with his truckstop-trailer-camp—Missouri punkhood heritage. Sanders writes and sings country music with an East Village vengeance, and that ain't hay.

THE PERSUASIONS

The Persuasions Acappella (RS 6394). That's right, no music, just Jersey City voices, rock and roll standards, and a most unstandard approach. Brought to you and us by Frank Zappa and Straight Records.

THE MULDAURS

Geoff and Maria Muldaur are husband and wife (lest you think they were siblings). They have, according to a few discerning critics, two of the best voices in contemporary music. Once vocalists with the fabled Jim Kweskin Jug Band out of Boston, Geoff and Maria now go it together—still out of Boston—with Pottery Pie (RS 6350).

RANDY NEWMAN

12 Songs (RS 6373) is the second album by Randy Newman, whose songs have been recorded by just about everyone, whose work is admired and respected by people who are admired and respected...twelve new songs, warbled by Randy himself, as you've never heard him before.

Warner/Reprise Records (and tapes)
Country music is no stranger to the nation's airwaves. But in recent years, there have been changes in the basic attributes of the genre. Artists such as Joe South have shown certain musical characteristics of the genre in the rock category began to issue a more country type sound. Amid these changes, music stations found themselves faced with a problem: How could they best serve their audiences, when those audiences themselves might differ about preferences in record sounds.

KEAP-Fresno, Calif. 500 kw. John M. Host, mayor; Don Cena, v.p.; Rod Fry, program director; Jim Collins, news director.

KEAP-Fresno decided that with the change in country music came a change in country format and they went forward accordingly. The station is a country station, said afternoon drive deejay Jim Collins. "In other words, in streaming the up tempo rock side of country music - as we play them - we're changing to the seven second personalities," says president and general manager John Hooker. "They come on over the music, then you let the song to the song. We are born country."

KEAP inaugurated their new format a couple of months ago, and after having been on the air for several months, then they have been able several times to surge to the top in the country rating coming out of New York in the forefront of the fact that KEAP only during the past two years in 25-49 age bracket. They are home makers, consumers, purchasers, blue collar people. An interesting feature which has proved popular on KEAP is entitled "Trivia, "which runs from 3 to 6, and is a lot like "Jeopardy. "Anybody who is interested in country music can come on over and write in his answers and we'll help him defray mounting medical expenses.

KEAP has a policy of running contests which offer the listener a bigger chance to win. "We'd rather give away ten records worth five dollars, then one worth $100," explains Hooker. A popular contest feature the station's deejays in a simulated, but gagger-gag, hardtop race, with listeners calling in to guess which jock will come out the winner. The humorous races are the creations of program director Rod Fry. Two tickets to an actual speedway are awarded to the lucky winners.

Competition in the Fresno area is rough, with more than a dozen stations in the running. They include several strong MOR's, another bag country, and the original Drake-format station. The people at KEAP are proud of their own format and striving to do even better. "Our motto," explains Hooker, "is 'We Play More Music. Every Day and We Prove It.' And we believe it.

STATION BREAKS:

Pete McNeal has been named to replace Gary Schaffer as music director of KYA-San Francisco. Pete will continue on his 6 a.m. to 2 p.m. show, and has been named general assignment reporter for NBC News bureau in Cleveland. Marianne Campbell, Auro Broadcasting's director of community affairs, has been named grand jury president-elect of American Women in Radio & Television at organization's 44th annual convention. The convention will be held in London.

WHP-Hartford, Conn. currently running ten promotions, each designed to appeal to a particular audience segment. One of the most popular is a "Grand Prix" - a series of spots announcements calling attention to unsual sales practices to which the aged might fall prey, made available to any radio station in Ohio, free, from WKY-Cleveland, which developed and produced the spots. Richard Delaney, general mgr. of WP-Philadelphia, and Mark Evans, v.p. of public affairs for Meromedia in Washington, D.C., dressed the Regional Safety and Fire Conference in Philadelphia.

Wynn Athy named general mgr. of WYDE-Birmingham, Ala.; he will continue to function in sales capacity too. A new record account executive at WLW-TV, Indianapolis, Tim Evard. Speakers on the 'Radio Programming for the 70's' panel at forthcoming NAB convention, April 4-5 in Chicago, include Tom Campbell, KYA-San Francisco; Jack Thayer, KXOA-Sacramento; Ted Randall, program consulting; Gene Chenault, Drake-Chenault Productions; Graham Richards, program consulting, KFRC-San Francisco; Ken Schlack, WOR-New York; the moderator. Congrats to WYDE-TV, Cleveland recipient of a first place and second place award in Ohio News Photographers Association's annual photo contest.

Changes galore at CKLW-Windsor, Duke Roberts, from CHUM-Toronto, to do the noon-3 p.m. show; Gary Hart, from WCYC-Cleveland, to do the 3-6 p.m. show.

Nash On Hoop Circuit

SEATTLE — Jaz recording artist Johnny Nash has agreed to join the KR-Johnny Nash basketball team, which is slated to oppose local high school and college teams, with proceeds going to charity. While in the Northwest, Nash will also be promoting his latest record, "Groovy Feeling."

KIMN Bestows Annual Awards

AND THE WINNERS ARE... KIMN-Denver listeners and the station's music department voted 1970 KIMN awards to the top musical groups and vocalists. Among the winners: Imperial artist Jackie DeShannon, best female host; Frank Zappa, best male host; Astrid, best instrumental group; the Beatles, top vocal group. Ringo Starr is shown accepting the award from Apple Records president Peter Brown.

Plaque Goes To WRKO

WRKO-Boston received a plaque from Columbia Records in recognition of their helping break the Keith Barbour single hit on the Epic label, "Echo." KEAP, Eyal (960) local prom. mgm., Columbia Records, Boston. (The right) presents the award to Mel Phillips, the station's program director. On hand for the ceremony were George Ryan, branch mgr., Columbia Records, Boston and Perry Ury, WRKO v.p. and general mgr.

Cash Box — March 28, 1970
**WARNER/REPRISE KEEPS ON**

<table>
<thead>
<tr>
<th><strong>FRANK SINATRA</strong></th>
<th><strong>JAMES TAYLOR</strong></th>
<th><strong>ROD MCKUEN</strong></th>
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<td><strong>WATERDOWN (FS-1031)</strong> is Frank Sinatra's lavishly packaged album produced by Bob Gaudio (of The Four Seasons) and written by Gaudio and Jake Holmes. Already a hit single leads the way for this, Sinatra's most powerful work since September of My Years.</td>
<td>Last year James Taylor's first album, on friendly competitor Apple, was dearly loved and glowinglly reviewed. This year, the same will happen to James Taylor's second album, <em>Sweet Baby James</em> (WS 1843), on Warner Bros. Only much more so.</td>
<td>Music from the motion picture, <em>The Prime of Miss Jean Brodie</em> (WS 1853) as composed (and occasionally sung) by Rod McKuen. The title song, &quot;Jean&quot; has been nominated for that famous statuette with the funny name...</td>
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<tr>
<th><strong>KENNY ROGERS AND THE FIRST EDITION</strong></th>
<th><strong>THE DAMNED</strong></th>
<th><strong>VAN MORRISON</strong></th>
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<td>The First Edition's latest is <em>Something's Burning</em> (RS 6385) which tempts us to write things like, &quot;Kenny Rogers and the First Edition set charts ablaze!&quot; as they did with the little single, but you already know they're hot.</td>
<td>Original Soundtrack of <em>The Damned</em> (WS 1829) Luchino Visconti's powerful critically acclaimed film (nominated for a screenplay-type Academy Award); the score composed by Academy-Award winning Maurice Jarre (Lawrence of Arabia, Doctor Zhivago).</td>
<td>Van Morrison's first solo album was one of those underground rumbles, beloved by few, unknown by many. A cult, even. In 1969 Rolling Stone said it &quot;may have been the best album of the year,&quot; 1970, and our hero struggles up long enough to give us an even better musical offering, for which thanks. It's called <em>Moondance</em> (WS 1835).</td>
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<tr>
<th><strong>NORMAN GREENBAUM</strong></th>
<th><strong>FRANCOISE HARDY</strong></th>
<th><strong>PETER, PAUL AND MARY</strong></th>
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<td>Spirit in the Sky (RS 6365) is the first Reprise album by Norman Greenbaum, who is no stranger to those who delighted in &quot;The Eggplant that Ate Chicago,&quot; which Norman recorded while leader of Dr. West's Medicine Show and Jumb Band. Now Norman writes and sings his songs by himself, better than ever. Like the great title tune on this one, currently a fave rave on better radio stations.</td>
<td>Francoise, a most winsome and sexy singer, is a national heroine in native France, a film star and recording superstar, and it's time we listened to the French (in English, of course). The album is called Alone (RS 6397).</td>
<td>1700 is the famous name and number of a famous album by famous Peter, Paul &amp; Mary. &quot;Leaving on a Jet Plane&quot; and &quot;I Dig Rock 'n' Roll Music&quot; are in it, both exceptionally successful and eminently famous.</td>
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DON'T Gotta shimmer romping into touches, raised stronger name-maker. ED% EDDIE CLIFFORD (Oct 17344) Proctor & Gunther (210) (Hastings, BMI — Clifford) 34) for a Tree Box: Mountain's musical accompaniment, Buzz Clifford nails onto the top forty scene with a funk-rock piece that should grab instant acceptance from top forty stations. FM might take a while longer, but Clifford's reputation being what it is, listeners will be convinced. Flip: “I Am the River” (2.47) (Same credits) JOAN BAEZ (Vanguard 35103) No Expectations (3-15) (Gideon, BMI — Jagger, Richards) Distilled reading of the Stones' song provides Joan Baez with one of the strongest bits of material in her latest LP and now with a poweful single entry. Showing more concentration on the material than on vocal purity, Miss B. sound like a winner with this country/pop side for AM and FM markets. Flip: “One Day at a Time” (3-27) (Tree, BMI — Nelson) FIVE BY FIVE (Paula 328) Good Connection (3-27) (Su-Ma, BMI — Rhodes, Miller, Milan) Team had strong action before and drives home with a side here that should establish the Five By Five as national hitsitters. Throbbing top forty rhythm rock with a pleasant, easy listen for younger and teen slanted material that is likely to grab rock exposure enough to break the side's sales. Flip: “Never” (2.40) (Blackwood/Star, BMI — Mosley)

Newcomer Picks

RARE BIRD (Probe 477) Symphony (2-20) (Stratt, BMI — Rare Bird) Melanoehic piece from Rare Bird's blossoming LP presents the team as songwriters for AM and FM channels. The song is also currently being offered on both AM & FM channels. The strong lyric and unusual presentation of "Symphony" is bound to bring the single home a winner in its own while sparking best seller album attention. Flip: "Beautiful Scafell" (2.23) (Same credits) GARY & THE NEW TRAVELLERS (Motometria 174) No Sugar Tonight (1.50) (Donbar, BMI — Bachman) Very, very strong teen reading of the Guess Who's "No Sugar Tonight" has the sound of a hit—and now that the Canadian team's latest has settled into a one-sided power show, Gary & the New Travellers, could reach top forty charts with their own exciting treatment of the song. Flip: "It's Been So Long" (2.04) (Donbar, BMI — Nilsson)

HOLLYWOOD SPECTRUM (Cottillion 44070) I Gotta Get Back To Lovin' You (MRC/Little Trident/Tiger Skin, BMI — Reed, Lowen) Like a bit of motor-city-bubble-gum, this Hollywood Spectrum premire strikes with a rhythmic tenacity that has already captured several important stations. Track is a good teen dance tempoer and that should prove enough to get the single off the ground and on the hit path. Flip: No info included.

SUPERMAN (Reggae 7001) Man & Woman Reggae (2.25) (Hot Chocolate, BMI — DeCoteau) Up from the Caribbean, the reggae rhythm has twice made inroads on America's best seller lists thus far, and Superman now delivers the first likely inroads to score with. A space pumping dance charge that should carry itself into the blues and top forty picture. Flip: "Glory Train" (2.59) (Nessie, ASCAP — Brady, Ger, Thiee, DeCoteau) Reggae handled by flying Dutchman, 65 W. 55th St., NYC.

LINCOLN BLACK (Monument 1195) Famous Last Words (Mother Misto, ASCAP — Findon, Shelly) Advancing on the English scene, Lincoln Black belts into the American running with a scintillating rock side that should establish "Famous Last Words" on the U.S. side of the Atlantic. Tight vocals and a powerful teen instrumental make the side a strong runner for breakthrough sales. Flip: "You Built Me Up So High" (no info included).

CATHERINE McKINNON (Capitol 2781) Everybody's Got The Right To Love (2-16) (Think Stalman, BMI — Stallman) The tinkle of banjo, hand clapping joy and a semi-fragile vocal by Catherine McKinnon give this good-time teen side an irresistible charm that should serve to initiate action for this effort. Just a sunny side that's on the way up. Flip: "Just A Little Lovin' (2-32) (Screen Gems/Columbia, BMI — Mann, Weik)

Choice Programming

PETER DUCHIN (Bell 877) Sundance Kid (2.36) (Blue Seas, ASCAP — Bacharach) From the score for the film "Sundance Kid" makes its first appearance in a modern market rendering that should well become an out-of-left field entry on playlists of disc jocks that like to blend things. Flip: No info included.


Cash Box — March 28, 1970
The picture may look familiar.

BOOKER T. & THE M.G.'S, doing the Beatles like they've never been done before—with the pure soul sound of Memphis.

McLEMORE AVE. (STS-2027), an album that's going to do its thing and allow you to do your thing.

STAX THE SOUND OF MONEY

STAX RECORDS, A DIVISION OF FAMOUS MUSIC COMPANY, A S.I.M COMPANY
STAX RECORDS, 98 NORTH AVAION, MEMPHIS, TENNESSEE 38104
ROGER WILLIAMS (Kapp 2084)
Sudore is Painless (2:59)  (20th Century)
The accent is on churchal vocals and a wall of choral voices in an upbeat selection for pop/teen and MOR play. Song is from the score of "Murder by the Book" and "The Cat Anytime" (2:47) (Scream Gems/Columbia, BMI - Jones, Well)

DANNY BELLINGE (Columbia 45132)
Living Without You (3:19) (January, BMI - New sound) Impressively hand-
ing of the Randy Newman song car-
gers a performance plus to top current underdog interest in the com-
poser's catalog. Could rise from sleep to hit contender. FLIP: "Fog
get About Me" (3:20) (Scream Gems/Columbia, BMI - Burton, Sawyer)

THE LOVELOWS (Cap City 115)
I Don't Want You (2:45) (Three Part, BMI - Todd, Barbour) Fine team has already seen regional action, the LoveLows glide back into the pop mainstream with this soft blues ballad with R&B and possible top forty impact. FLIP: Instrumental version (2:45) (Same credits)

UNIVERSAL TABERNACLE CHORAL (Barnaby 2012)
Emotional Troubled Water (2:50) (Charing Cross, BMI - Simon) Sub-
stitution of "He" for L in this Simon & Garfunkel smash makes revision of the tune a powerful inspirational piece. FLIP: "Leave It There" (3:14) (Hope, ASCAP-Tindley)

SOLICITORS (Esceclo 2311)
I Feel a Presence (Excellent, BMI - Evans) Moving instrumental side with a helping of organ and guitar work that gives this effort a striking R&B luster. Side could become a country #1 with a hit and garner sales interest. FLIP: No info.

GEORGE McCANGON III (Amos 135)
Birds of All Nations (3:54) (Blackwood, BMI - Thomas, Clark) Strong vocal and an atmospheric instrumental back-
drop on the title track make this single a powerful potential impact side. FLIP: "I Don't Want You" (2:17) (Bobbi, BMI - Jordan, Johnson)

THE CAMERATA CONTEMPORARY CHAMBER GROUP (Deram 781)
The Velvet Gentleman (Editions Balb
erat, ASCAP) Satti From the "Velvet Gentleman" LP comes a title track which could gain consid-
erable notice from both easy listening and underground channels. Warm, soft and haunting. No info. No info.

GUN (Epic 10593)
Long Hair Wildman (2:44) (Blackwood, BMI - Smith, Williams) Rock side from the team that came close to a major hit this past spring with "Wishing". No new side could come on strongly enough to hit charts. FLIP: "Don't Get Too High" (2:56) (Same credits)

THE FREE DESIGN (Project Three 1275)
Bubbles (2:15) (Armitage, ASCAP -eg) The title track from the team's latest album features a space and jazz that has marked earlier work from the Free Design. Includes the main acts' unusual approach on this new side. Clever material and a stunning performance. FLIP: "I'm a Yog" (3:14) (Same credits)

TOBY DOOLEY & HIS LIVELIGHTS (TXR 5920)
One Way Out the Jams (2:29) (Acuff-Rose, BMI - Dooley) Riding on the same wave of goo-
dy punches, push and pumps home a throbbing dance side with blues "radio-tainment" impact. FLIP: "Plastic Saddle" (2:02) (Acclaim, BMI - Mc-

JAMIE (Dunhill 4231)
I've Got a Woman (2:37) (Alchemy, ASCAP - Adey) Attractively produced by Peps from "Flip" this new side glides into the picture with a soft ballad that builds itself around excellent vocals by Jamie. Could show FM and top forty flattips. FLIP: "She Sites There" (2:32) (Alchemy, ASCAP - Downey)

CAT (EAG 631)
Solo Flight (2:33) (Septima, BMI - McQueen) Soft, semi-sentimental ballad with strong vocal performance by Cat gives them a solid shot at top forty this second time out. FLIP: "I Can't Stand This" (3:34) (Same credits)

HONEY & THE BEES (Jole 1017)
I Want You to Make Love to Me (2:34) (Block, BMI - Fitzgerald) Fascinating blues track with Peps from "Flip" gives the band a good chance with its delivery and some outstanding vocal work from the group. R&B goodness. FLIP: "Please Help Me Mercy Baby" (3:50) (Same credits)

THE FLYING BURRITO BROS. (A&M 1166)
Can't Help Myself (2:43) (Ivy, BMI - Parsons, Hillman) Interesting ballad with a countrified arrangement and smooth Burlap sound. Balance to give both FM and top forty impact. FLIP: "Yes, I'm Happy" (1:47) (Witmark, ASCAP - Dylan)

SIMON STOKES & THE NIGHT HAWKS (MGM 14115)
Southern Girl (2:19) (Voodoo, ASCAP) Stokes, Keith Team that saw action with "Voodoo Woman" returns with this side on the grower band's latest album. Side could be easy listening of the Ann-Younger sort and garner sales interest. FLIP: No info.

THE MASQUERADE (Bell 874)
How Big Is Big (2:42) (Blackwood, BMI - Levine) Moving toward a change in image, the Masque-

SWEET CHERRIES (Tec 993)
South of the Border (MGM, BMI - O' R & R Isley) Relaxed ballad style from the Sweet Cherries could make a good easy listen-
gue type sound to their shot in the market. Side able to shelf ballad for R&B, teen and MOR thought. FLIP: "When I'm Back Home" (2:40) (Famous, BMI - Previn, Williams)

FUNKY PEOPLE (United Artists 16293)
Let's Get It Together (2:22) (Whistle, BMI - Averne) Softened sur-
cur of this group is banking on a fine performance that might break through. FLIP: "She Makes Love" (2:30) (Dunhill, BMI - Get to Have Brotherhood" (2:30) (Whistle, BMI - Averne, Shel-

DORIS TROY (Apple 1829)
 Ain't That Cute (2:50) (Harrisons, BMI - Harrison, Troy) Under the promo tag of "A Sound from Home" Doris Troy surges into the blues and FM market with this fine dance side. FLIP: "Vaya Con Dios" (2:37) (Mol-

JETHRO TULL (Reprise 8999)
The Witch's Promise (3:50) (Chrysalis, BMI - Anderson) A strong album cut, it promises great under-
ground in their latest bid for singles attention in the U. S. Powerful for FM play. FLIP: "Teacher" (3:38) (Same credits)

THE ROBBS (Dunhill 4233)
Last of the Wine (2:26) (Trudells, BMI - Robb) Straightforward rock-
dance side with rhythmic impact in-
volves vocal harmonies. FLIP: "Written in the Dust" (2:19) (Same credits)

THE EARTH DISCIPLES (Solid State 2533)
Heartbreak Train (2:48) (Unart, BMI - Holloway) Favorable instrumental with a wealth of drive and power that matches power in the blues and underground channels to pro-
duction. FLIP: "Get That Woman Flut-
ter" (3:47) (Unart, BMI - Harris)

SERGIO FRANCHI United Artists (50664)
Many More Than Strangers (2:20) (Unart, BMI - Confora, Amurri, Shelby, Nove) Powerful ballad with English and Italian lyrics and makes this song more than ethnic in its adult market appeal. FLIP: "Make Love To Me" (2:30) (U. A., ASCAP - Dimino, Hossy)

JIM NABORS (Columbia 43126)
Tomorrow Never Comes (3:29) (Noma, BMI - Tubb, Bond) Pretty theme song for Nabor's television show becomes as available as the artist's latest ballad releaseComplete with a bit of a country tang. FLIP: "It's My Life" (3:12) (Fred-Ruth/Rosewood, ASCAP - powerfully) Instrumental piece gives this side an immediate magnetism for both blues and top forty audiences. FLIP: No info included.

CLAVIN LEAVY (Blue Fox 106)
Copenhagen (2:20) (Rain/All Roads, BMI - Cole) Troublesome instrument work and weight on this track which could turn it into a breaker on both blues and FM playlists. FLIP: No info included.

BABY WASHINGTON (Cotillion 4465)
Leaving (2:05) (Cee Big Star, BMI - Thompson) Strong vocal and an atmospheric instrumental back-
drop on the title track make this single a powerful potential impact side. FLIP: "I Don't Want You" (2:17) (Bobbi, BMI - Jordan, Johnson - M & M Crawford)

JACKIE LOMAX (Apple 1819)
Here's The Weak Was Woven (2:52) (No-

EAGLE (Jango 119)
Kickin' It Back to You (2:28) (Pocket Full of Tunes, BMI - Rhodes, Wright) Bright entry in the"soul dance appeal to make it a solid teen material side. FLIP: "I'm All For Free" (2:56) (Pocket Full, BMI - Wright, Unsky) Not quite as wild, but definite go养 attention on its own.
Which comes first,

the chicken or the Rufus?

The Rufus, naturally! RUFUS THOMAS serves up the Funky Chicken in a dozen (minus one) funky ways, that's gonna make your fingers jive, your feet alive, and your body do some very strange things.
Million-Dollar Prize
Named Gold Recording

NEW YORK — Beginning April 1 the Recording Industry Association of America releases its “Gold Record” award with million-dollar certification as a Gold Recording Award. The new auditing and certifying of million seller will include tape sales with record sales in the album category; and provisions have been made to include the tape equivalent of a single “if & when it is marketed.”

The RIAA gold awards are given for albums surpassing the million-dollar sales mark, figured at manufacturer’s level based at one-third of the retail list prices of the certified for sales of one million copies.

Lib/UA Shows NARM
4-Channel 8-Track

HOLLYWOOD — Liberty/UA Stereo Tape will unveil a four channel eight-track stereo cartridge at NARM. Named Sonic Spectrum Plus 4, the cartridge will merely be a demonstration of future possibilities in the four channel field. According to Liberty/UA tape head Earl Horvitz, the firm is not planning to market the cart at this time.

Both the cartridge, featuring various artists, and the four channel tape deck were designed by Liberty/UA personnel.

Slack Named VP, GM
In Muntz Realignment

HOLLYWOOD — In the first major management shake-up at Muntz Stec- reo-Pak by L. Bernard Phillips, Don Slack has been named vice president and general manager of the firm.

Slack, previously sales product manager for Tonna Corp., in Cleveland will preside over all Muntz marketing, product development and administrative programs. He had been with Tenna since 1962, and prior to that had been Southern U.S. sales manager and product manager of the auto radio division of the Stromberg-Carlson Co.

Among Slack’s first moves here was to expand the responsibilities of Muntz key sales personnel to include personal participation in product development and increased field surveys. Slack is also exploring expanded marketing concepts for the company.

In promotion, Slack has named Andy Becht to head Muntz engineering. Becht, with the company since 1960, replaces Jeff Volkaerts, who departed last month.

RUTGA, CALIF. — Since beginning its drive into the educational market last November Audio Magnetics has shown a most sales increase averaging 20% for the company’s A/V Educator cassette.

This line, according to Sharyl Story, head of Audio Mag’s educational products, has been the result of the alignment of more than 75 audio/video dealers across the country with AM’s exclusive sales agent, National Educational Representatives.

One of the keys to the A/V series’ success, she added, is the availability of these cassettes in seven different time lengths ranging from 10 minutes to a full two hours. “The 60-minute cassette seems to be the favorite with educators,” Miss Story said, “while the 10 and 20 minute tapes seem best with children in the first and second grades because their attention span is very short.”

Blank Cassettes

The only company making 10 and 20 minute blank cassette tapes, Audio Mag has gained favor with the shorter pack- ages at the other end of the spectrums, the 120-minute blank is selling well among college students for convenience in taping lectures.

NER is shortly to begin compiling sales data from 14 accounts to amplify these discoveries and to determine heavy order areas.

Cassette Splicers
From Robins Ind.

NEW YORK — Robins Industries has manufactured two types of tape splicers for use in editing and splicing cassette tapes.

The company is offering a home-use “Cut-2-Splice” model with a supply of pre-cut, self-stick patches stored in a built-in tape holder, with a needle winder for rewinding easy after patching the tape.

In the basic, pocket-size carrying case, Robins also offers a “portable” splicer which has a pre-cut section of this splicing block is available in heavy-duty professional versions for studios. Slight modifications can be made on a cast base with pre-cut self-stick patches available in the same boxes.

The smaller splicers are offered on Bobin’s blister-pack line with the home version retailing for $1.50 each. The blocks list at $10.50 and $26.25.

Atlantic Jazz Packages
Coming On Catalog Keys

NEW YORK — Atlantic Records has prepared a 14-title release of key catalog items in the label’s jazz category. The albums will be made available in both flyers and store displays.

Among the new tape selections are: “The Great Ray Charles,” “Ray Charles & His Great Modern Sounds of Ray Charles”; Ornette Coleman’s “The Shape Of Jazz To Come,” among the three stereophones and six dynamic music selections. The catalog describes and pictures “The Great Ray Charles,” among the other releases.

Included also is a line of accessories, encompassing remote control stations, multi-channel to mono converters, extension cables and cords, and a high-impact plastic stereo carrying case with a go-anywhere liner complete with suggested retail prices.

Koss Offers brochure

MILWAUKEE — An easy-reference brochure of Koss Electronics’ entire line of stereo equipment is now available from Milwaukee, man- ufacturer of stereo music phones and accessories.

The catalog describes and pictures Koss’ entire line of stereo equipment and is three stereophones and six dynamic music selections included. The brochure is available at the request of customers.

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Dave Miller Opens New Label
And Tape / Disk Plant Facility

NEW YORK — Dave Miller, vice president of his own music company, has announced that the label will be the first to have a dedicated in-house tape and disk plant.

The label will be a market leader in the industry and have 13 record plants and foreign plants, including Miller International Schallplatten, G.m.b.H. in Germany.

Joe Bob, who recently resigned as chief executive officer of Phillips-Mercury, has taken over the merchandising arm of the combine, operating as Haddon Record Corporation.

Berkshire Budget Paks Aim For Full-Family

COPOLGUE, N.Y. — Dubbins Elec- tronics has come out with a comprehen- sive line of Berkshire releases on cassette or track to suit “entire fam- ily” entertainment tastes.

This line, as said manager of Dubbins, last week described the new line of Berkshire releases as including educational, popular, pop, jazz, country and western, and children’s music by noted artists. The classical series, all on one side, is presented, offer a wide range of quality recordings from Bach, Beethoven, Chopin and Tchaikovsky, to the light opera of Gilbert and Sul- livan.

Male vocalists heard on new 8- track & Cassette releases include Ray Charles, the Simon and Garfunkel and Billy Eckstine, Pearl Bailey, Sarah Vaughan, Dinah Washington and Nina Simone are among female singers.

The children’s series, all on cassettes, range from musical stories of Hans Christian Andersen and Peter Pan, to stories featuring “Popeye,” train tales, bedtime stories and singing-alongs by the Paper Doll Players.

A three volume horoscope (set to music) collection is available on 8-track and cassette.

The new releases are packaged in a slick paper yellow and white cover, with artist 6-color drawings of the various songs on the cover. The “Popeye” was a favorite of my children, and the idea of a three cassette set "selling well among college students for convenience in taping lectures."

Atlantic Jazz Packages
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NEW YORK — Atlantic Records has prepared a 14-title release of key cat- alog items in the label’s jazz category. The albums will be made available in both flyers and store displays.

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MILWAUKEE — An easy-reference brochure of Koss Electronics’ entire line of stereo equipment is now available from Milwaukee, man- ufacturer of stereo music phones and accessories.

The catalog describes and pictures Koss’ entire line of stereo equipment and is three stereophones and six dynamic music selections included. The brochure is available at the request of customers.

Among the new tape selections are: "The Great Ray Charles," "Ray Charles & His Great Modern Sounds of Ray Charles"; Ornette Coleman’s "The Shape Of Jazz To Come," among the three stereophones and six dynamic music selections. The catalog describes and pictures “The Great Ray Charles,” among the other releases.

Included also is a line of accessories, encompassing remote control stations, multi-channel to mono converters, extension cables and cords, and a high-impact plastic stereo carrying case with a go-anywhere liner complete with suggested retail prices.
SUNSET STEREO TAPE
MARCH RELEASE
Quality Product - Economy Price
$3.98
Suggested retail price; optional with dealer.

CAN YOU THINK OF A BETTER WAY TO START OFF THE MONTH?

8 TRACK CARTRIDGES At the “true” budget price of only $3.98
Remember we started off 1970 with twelve great 8 Track Cartridges:

- The Magic Pianos Of Ferrante & Teicher (S-1000)
- Good Times / Jay & The Americans (S-1001)
- Sounds Great / Jimmy Smith (S-1002)
- Romantic Themes / Sunset Strings (S-1003)
- The Great Guitar Of Al Caiola (S-1004)
- The Isley Brothers Do Their Thing (S-1005)
- Sounds Of Paradise/Martin Denny (S-1006)
- Great Country Songs / Del Reeves (S-1007)
- Golden Voices / The Johnny Mann Singers (S-1008)
- The Good, The Bad & The Ugly, Etc. (S-1009)
- Hits To Remember/The Sunset Music Corporation (S-1010)
- Big Rock Sounds / Fats Domino (S-1011)

12 in January...12 in March = 24 for a great sales push into Spring.
You’ve never heard this group...together.

It’s just as well.

Gordon can’t carry a tune, and Garlick’s musical education ended with Do-Re-Mi. Braun’s last major performance was playing the triangle in nursery school. But together, they make beautiful record albums. Silently.

Craig Braun heads Sound Packaging Corporation. Lewis Garlick and Murray Gordon are lead vocalists with Ivy Hill Lithographers. It’s an exclusive alliance for progress...to do your special numbers with tailored constructions, design and production.

Ivy Hill Lithograph Corporation
Subsidiary of Whitaker Corp.
Community Drive, Great Neck, N.Y. 11022 516-487-0200
Los Angeles, Calif. 213-583-8974

Sound Packaging Corporation
Subsidiary of Craig Braun Inc.
56 East 53rd Street
New York, New York 10022
212-421-8255
A NARMster's GUIDE TO MOTOWN
THANKS FOR HELPING TO CHANGE THE MAP OF DETROIT.
NEW YORK — BALLOONS ABOVE JEFF BARRY’S HEAD

If you’re going to be interviewing Jeff Barry in his office, it’s a very good idea to take along a cup, maybe even a thermos, of coffee. Take a danish or a donut too. Jeff Barry is, without doubt, one of today’s most successful songwriters. His hits “Sugar, Sugar” just got finished selling something like 4,000,000 copies around the world. And that’s not even considering all the other things he’s written. So when you’re interviewing Jeff Barry’s doing all right. Then why is it that you can sit in his office for more than an hour, interviewing him, and he never offers you a cup of coffee, a cruller. Nothing. It was embarrassing to ask a guy like that if he’s got an extra cup of coffee. You figure he’s got some reason for holding back on the refreshments. So, you cool it and proceed through a parched lipped interview.

Maybe it was because Jeff had a lot of other things on his mind. Jeff and his company provide the music for the Archies and Monkees strips on Saturday mornings. So, if you have a desire to dig some of the old Monkees or The Archies songs, all you have to do is tune in at 9:30 A.M. Saturday morning, there is a solid hour and a half period when there will be nothing but Jeff Barry music coming at you. Not only that, there is the distinct possibility, that Jeff Barry Enterprises will be doing the music for two more卡通 strips next season. 

This intimate connection with cartoon characters has really changed Jeff. Sitting there, no coffee in sight, you have to start wondering what this deep involvement with figments of imagination has done to Jeff Barry as he relates what has been going through his mind. Like the recurring dream he’s been having in which he goes around throwing himself in front of steamrollers so that he can be flattened out just like all the cartoon characters. In that show he figures it would be possible to communicate with his comic strip character artists. In his present form, Jeff says, his artists consider him “thick.” Jeff has even considered the possibility of cutting off two fingers so that he could be more Porky Pig. At that point in the conversation, balloon-like shapes seemed to appear above Jeff’s head each time he spoke.

Maybe it’s also because he’s been in music for 10 years. Perhaps it’s really getting to him. There’s a lot of pressure on Jeff these days. Jeff Barry Enterprises is undertaking a major expansion program. The expansion will take the company into the production end of TV and films (Jeff Barry Enterprises owns the film rights to, as best I can tell, seven of the 'Archies' songs, “Sugar, Sugar,” “The Morning After,” “Sugar, Sugar,” “Naked Came the Stranger”). Not only that, Jeff Barry will probably be getting into the production end of music for a TV show that will cater to the new area. That area would be the writing of music for TV for actual human beings. You read right ... that’s flesh and blood human beings. That alone should have been enough to blow Jeff’s mind.

It has had an effect. Jeff’s thought process proves that. He has this theory about how to manufacture rock groups. The bad idea started when the 'Balloon' gang raised his white glove covered hands to make his point: “There would be this factory to make the groups. First you’d get a bunch of nice kids for the group. The kids would go in the 'Factory' door to the name department. They would be divided into groups of 4-5 and be named the 'The Velvet Pig' or 'The Soft Mind' to start with. From there, they would have their hair stretched and each of them would be issued a pair of glasses. It would be one kid who would be given a vest and told 'You’re the guy in the group who wears the vest without a shirt.' And of course there’d be the guy who would get a cocked hat to wear around his head. He’d be the group’s trendsetter. Jeff hoped this would be a fat guy certainly. Only, he would be pumped up in the factory, made heavier, and he’d have his hair frizzed out more than the rest of the group. Also, one of the guys would be elected to be the group’s head bandana wearer.

“Once they were outfitted, they would be given lessons at the factory on how to get feedback out of their guitars, how to be arrogant on stage, and how best to avoid looking at the audience. Then they would be taught how to write ‘heavy’ songs that no-one understands. On the way out the door, they would be handed a book with the answers to everything. And you’d have a group.”

It’s a good thing that Jeff evens everything out by writing and producing for viable, three-dimensional type humans. If it weren’t for that balancing factor, he would probably be walking around in yellow shoes and Jughead hats speaking nothing but expletives and cliches, spitting in 'jams,' hanging around make-believe factories, and making funny sayings on his jaloopy. Jeff has gotten out of his cartoon world long enough to produce new recordings by Betty Kim, The Monkees (the real ones) and The Iguanas. In answer to any out question as to whether The Archies would be attempting any overtly sexual material, Jeff was noticeably evasive.

No matter. In whatever world Jeff Barry happens to be dwelling at the moment, you can be sure it will be a creative and successful one. The only unanswered question then is, isn’t there any room for an occasional cup of coffee in there somewhere?”

(Can’t. on Page 40)

NORMAN STEINBERG

HOLLYWOOD — A.R. LOOKS AT LOVE, LIFE AND THE AMERICAN WAY

In an era where the small independents are exerting a disproportionate amount of creative force on the entertainment industry, it shouldn’t really surprise us that a small, struggling television station like KCET (Los Angeles CBS affiliate) can turn out a one-hour TV music show which easily rises above such network offerings as last week’s “Switched On Symphony.”

The show, part of the station’s Homewood series, is based on a simple idea: a reunion of some of the early rhythm & blues pioneers set in a recreation of the first full-time R&B club, Johnny Otis’ Barreihouse. No flashy visuals, no psychedelic dancers, and no 'hype' artists for ratings appeal. Guests included Roy Milton, Big Joe Turner, Little Esther Phillips, Lowell Fulsion, Eddie Clearhead, Winter, Charles Brown, T-Bone Walker (who engages in a spontaneous guitar duel with Shermie Otis) and Johnny Otis himself, leading an all-star band.

Certain television refinements, such as tasteful close-ups, were used, but the show was taped 'live,' with no breaks between numbers and, of course, no commercials. It was as close as you could get to being on the scene.

Unfortunately, the show has already had its two airings in L.A. It will probably be aired on other NET stations in the near future, but no dates have been set yet. What this show needs is network exposure (Saturday and/or Sunday early evening, perhaps) or syndication. Or at least some good publicity.

ALLAN RINDE

HICKS PICKS ‘LICKS’ CHICKS

Dan Hicks, who’s first album was listened to more than once by almost nobody, has started work on his second album for Epic under the production reins of Pele Welding. Hicks’ fans (leftover from when beautiful Danny was one of the original Charlatans) will be happy to learn that two new pretties, Mary and Rosalee Dukes, are taking over vocalists chores with the Hot Licks (which is Hicks’ group). They haven’t told us what was wrong with the old girls, but that’s show business. If you are one of those many who haven’t heard “Original Recordings” more than once (or even not at all) it’s still for sale.

TOP TO BOTTOM:
JEFF BARRY
THE JANGRE
RUFUS THOMAS/STEVIE WONDER

Cash Box — March 28, 1970
ASCAP CONGRATULATES ITS 1969 GRAMMY AWARD WINNERS.

<table>
<thead>
<tr>
<th>Artist/Group</th>
<th>Category</th>
<th>Title/Description</th>
<th>Publisher</th>
</tr>
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<tbody>
<tr>
<td>Henry Mancini</td>
<td>Best Instrumental Arrangement</td>
<td>“Love Theme from Romeo and Juliet”</td>
<td>Famous Music Corp.</td>
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<tr>
<td>Percy Faith Orchestra</td>
<td>Best Contemporary Chorus Performance</td>
<td>“Love Theme from Romeo and Juliet”</td>
<td>Famous Music Corp.</td>
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<tr>
<td>Burt Bacharach</td>
<td>Best Original Score</td>
<td>Written for a Motion Picture or Television Special</td>
<td>Jac Music Co., Inc.</td>
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<td>“Butch Cassidy and the Sundance Kid”</td>
<td>20th Century Music Corp.</td>
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<td>Blue Seas Music, Inc.</td>
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<tr>
<td>Hal David &amp; Burt Bacharach</td>
<td>Best Score from an Original Show Cast Album</td>
<td>“Promises, Promises”</td>
<td>Jac Music Co., Inc.</td>
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<td>Blue Seas Music, Inc.</td>
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<td>E. H. Morris &amp; Co. Inc.</td>
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<tr>
<td>Peter, Paul &amp; Mary</td>
<td>Best Recording for Children</td>
<td>“Peter, Paul &amp; Mommy Song Folio”</td>
<td>Pepamar Music Corp.</td>
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WE ALSO SALUTE THE ARTISTS WHO WON THE GRAMMY AWARD FOR PERFORMING WORKS LICENSED THROUGH ASCAP.

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<tr>
<td>Waylon Jennings &amp; the Kimberleys</td>
<td>Best Country Duo or Group Vocal Performance</td>
<td>“MacArthur Park” by Jim Webb</td>
<td>Canopy Music</td>
</tr>
<tr>
<td>The 5th Dimension</td>
<td>Best Contemporary Group Vocal Performance</td>
<td>“Aquarius/Let the Sunshine in” by James Rado and Gerome Ragni</td>
<td>United Artists Co., Inc.</td>
</tr>
<tr>
<td>Art Linkletter and Diane</td>
<td>Best Spoken Word Recording</td>
<td>“We Love You, Call Collect” by Ralph Carmichael and Martin Wark</td>
<td>Lexicon Music Co.</td>
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American Society of Composers, Authors and Publishers
575 Madison Avenue, New York, N. Y. 10022
NEW YORK — (Cont. from page 38)

THE WORD IS FUNKY

But it's not (Mr. Funky Chicken to his friends) came by the other afternoon to give us a first hand demonstration of the dance which has coupons squawking from coast to coast. "Do The Funky Chicken" is, of course, the title of Rufus' chart single and he never one to be a twain standing. At this point in his career it seems fitting that Stevie Wonder is standing at the Copa. It is not that he wasn't ready for the room before. He could have walked in and stood. But, at this time, Stevie's style is beautifully suited for the feel of a room like the Copa. In the past year or so, Stevie's choice of material has evidently changed. Formerly categorized almost exclusively for the rhythm & blues material. But that does not mean that the rhythm and blues material is a thing of the past for Stevie. It just means that today Stevie has earned with beautiful songs like "My Cherie Amour," "Yesterdoe, Yesteryou, Yestermorn," "Once In My Life," and "Never Had A Dream Come True." The fact that Stevie is work-

THE JAGGERS RAPPING

Karna Sutra group, The Jaggerz, stopped in last week to show the CB staff their first record which is on the Hot 2 slot on the Top 100 chart which is significant not only because this is the group's first release, but because The Jaggerz are keystone figures on records by The Beatles, Simon & Garfunkel, John Lennon and the Jackson 5. Quite an accomplish-

SHORT TAKES

The postponment went on strike in New York last week. Because of the strike, Monu-
mament Records added to its staff the country's highest paid parcel deliver.

Buck Stapleton, the Nashville based label's national promotion director, flew into New York last week, to make sure that there is nothing the group has ever have about a new Monument single. The disk, "Famous Last Words" by English group Lincoln Black, was produced in England by Larry Page. Looks like Buck's trip was well worth it. Everyone seems to love the record.

Patrick Sky will play a Town Hall date this Saturday (28). Sky recently signed with Capitol Records and will have their single in the near future. According to Joe Cooker will have a brand new back by aggregation with him for his followup Fill-

FILLING UP SPACE

Kent Records reports a heavy response to its first blues anthologies, and will do up plans released release of three. Early. These were devoted to the music of Memphis, California and the Deep South, while the new threesome will reflect the music of New Orleans, Chicago and Muscle Shoals. ... New Boeker T. album, "McLemore Street," is named after Stax's Memphis address, and the cover will show the group crossing that street aol you know who (Now that's a cute release. From G. S. & G.) ... John Kay of Steppenwolf has formed a publishing company named, you are ready, Black Leather Music. ... Another Dunhil group, The Dog Night, off on a 19-day tour last Friday. ... Gerald Wilson leads his 16-piece World Pacific orchestra in a benefit concert for Parents in Support of Concerned Students of Pasadena, at the Pasadena Civic Auditorium, on Apr. 25. Proceeds will go to support the Black Cultural Center of Pasadena.


by the duo with C.C.'s brother, Reagun Courntey ... Rascal (in the group sense) Felix Cavaliere will coordinate Laura Nyro's next album with Art Marden. Hard Rock-

A PALER SHADE OF PROCOL

Chrysalis Management, who've very carefully guided Jethro Tull, Ten Years After and several other groups to success, have taken over management of Procol Harum. The group, with David Knights replacing Chris Copping on bass, and Ken

IS GRACE SLICK?

By this time I should have learned not to believe all the things I read, but when the magic name of Bill Graham is invoked, even Jefferson Airplane press releases seem real. In any case, according to one such release, the aforementioned Airplane have set a new record for advance sales at the Fillmore East, grossing $28,000 in box-office dollars on the first day of their sales for April 29 & 29 (on a Tuesday and Wednesday no less) concerts.

IRONING THINGS OUT

Apparently not heavy enough with one lead guitarist, the Iron Butterfly now has two, both new, Mike Pinera and Larry "Rhino" Reinhardt, and they'll both be on display at a special one-night only performance at the Whisky A Go Go this Tuesday (24).
If you've got a hit, flaunt it.

Vincent Bell
"Airport Love Theme"

Kal Rudman quarterback pick
Bill Gavin personal pick
Record World pick
Cash Box pick
Billboard pick
Major Top 40 programming
Heavy sales

Come Fly With Us On
Decca Records
Fontella Bass & Tina Turner!

Back to back on this great new single from Pompeii

- THIS WOULD MAKE ME HAPPY • Fontella Bass
- POOR LITTLE FOOL • Fontella Bass & Tina Turner

Produced by Ike Turner
Veusvius VU-1002

And catch this single from one of tomorrow's super stars

Les Watson!

- HURT • I'M GONNA CRY

3200 Lemmon Avenue / Dallas, Texas 75204 / Ph. 214 521-7911

Pompeii

Cash Box — March 28, 1970

Harlem Festival Goes International

HOLLYWOOD — The Harlem Cultural Festival, entering its fourth year, will take on additional trims, including a journey to New York City for the first time with concerts in various other black communities throughout the country. Another festival for the festival series will be its initial international event, to be held in Bermuda under the co-sponsorship of the Bermuda Government.

Tony Lawrence, who originated the Harlem Cultural Festival and has hosted and produced all the shows to date, will continue to host the events, but will receive production assistance from Charles LaMarr (manager of the Chambers Brothers). The Lawrence/LaMarr Co. also carries on to several other projects, including a Martin Luther King TV show.

The Harlem Cultural Festival, which has spawned three network TV shows, plus six syndicated shows which are just now going into release, was originally set up by Lawrence in conjunction with the City of New York. The free show series, held in New York's Mt. Morris Park, has also received sponsorship from several commercial concerns, including Maxwell House Coffee who footed the entire tab last year, allowing all performers to receive their full fee.

In addition to the Bermuda show, other planned ventures include Los Angeles; Atlanta; Gary, Indiana (co-sponsored by Mayor Hatcher); San Francisco, and Fayette, Missouri (co-sponsored by Mayor Charles Evans). In addition to one New York show at Mt. Morris Park, there will also be a show at the Lincoln Center outdoor bandstand and one in Brooklyn's Prospect Park (co-sponsored by Congresswoman Shirley Chisholm).

There will be several different types of programs planned for this year's series, including gospel, soul, southern blues; jazz and an Otis Redding Tribute show.

The HCF is a non-profit organization, and last year's revenues are already being plowed back into advance planning for this year's shows. Donations for the concerts can be mailed directly to the Harlem Cultural Foundation in New York or Los Angeles, with money being used for sound equipment, maintenance, production, rental and talent fees.

Arts Complex Opens In Detroit Area

DETROIT — The Metropolitan Arts Complex has begun here to provide opportunities for the development of talent and careers among those aged 13 to 30 who cannot afford the high expense of development in the performing arts and the cultural arts.

The complex is funded through a grant from the Department of Housing and Urban Development (HUD). It is a City of Detroit Model Neighborhood Program.

The board of directors is comprised of people with special knowledge or interests in cultural arts. According to Amedita Bridges, activities director of Metropolitan Arts Complex, there will be five components: dance, music, fine arts, talent and drama. "The people who are qualified after going through our selection procedure will be placed into the Repertory Companies. We are also looking for and enrollment of 50 participants for each company," she said.

Members of the Core Staff are: Harold McKinney, associate director; Emreld Scoele, Jr., business administrator; Anne duConge, public relations and publicity director; Paula Danzy, secretary and Calibeth White, receptionist.

'Praise Chorale' Set

NEW YORK — "The Praise Chorale," based on Negro gospel folk music, will be presented by the Robert Banks Folk Singers and the Church of God in Christ at Judson Hall, this city, on Sunday evening, April 2. The work will be conducted by Banks, writer of the piece. Banks noted that the chorus is composed of six syndicated churches. He said he plans to record the work.

Cash Box Top 50 R&B Locations

1. ABC
2. James Brown (King 6252)
3. Aretha Franklin (Atlantic 2706)
4. The Originals (Soul 35066)
5. Jr. Walker & The All Stars (Soul 35070)
6. Doris Duke (Canyon 28)
7. Little Dodge (Flower 9000)
8. Supremes (Motown 1162)
9. George Perkins (Silver Fox 18)
10. Tyrone Davis (Dakar 616)
11. Brook Benton (Columbia 44657)
12. Friends Of Distinction (ICA 2019)
13. Gladys Knight & The Pips (Soul 35071)
14. Etta Hines (Vox 0066)
15. Sly & The Family Stone (Epic 10555)
16. The Moments (Soul 5012)
17. The Delfonics (Philco Groove 160)
18. Rufus Thomas (Stax 0059)
19. Stevie Wonder (Tamla 54919)
20. The Village Soul Choir (Abbott 2010)
21. The O'Jays (Neptune 22)
22. Mel & Tim (Bamboo 109)
23. James Brown (King 6200)
24. The Metron (Josie 1048)
25. The Supremes (Motown 1163)
26. Syl Johnson (Twilight 129)
27. The Temptations (Gordy 7096)
28. Flamin' Groovies (Polydor 14019)
29. B. B. King (Stax 61032)
30. Bobby Bland (Duke 458)
31. Ray Charles (ABC 1295)
32. Funkadelics (Westbound 158)
33. Candi Staton (Fame 1460)
34. Martha & Vandellas (Gordy 7098)
35. Canada, Carter (Atlantic 27021)
36. Joe Simon (Stage Sound Seven 2651)
37. Ike & Tina Turner (Mint 32087)
38. Little Milton (Checker 1227)
39. Mickey & The Soul Generation (Motown 80)
40. Howard Tate (Turntable 508)
41. Kool & The Gang (De-Lite 525)
42. Buddy Miles Express (Mercury 73008)
43. George Kerr (All Platinum 2316)
44. Martha & Vandellas (Gordy 7098)
45. Swamp Dogg (Canyon 30)
46. Freda Payne (Innerv 9075)
47. Young Vandellas (T-Neck 917)
48. The Isley Bros. (T-Neck 914)
49. Wilson Pickett (Atlantic 2722)
50. Sweet Inspiration (Atlantic 2720)
SELL
LEMMIE TELL YOU LIKE IT IS . . .

"CRYIN' IN THE STREETS"

SILVER FOX #18

GEORGE PERKINS AND THE SILVER STARS
300,000 SALES AND HOT!

HOW DO YOU START ANOTHER
LABEL WITH A HIT ON SILVER FOX?
LISTEN TO ME, YOU DO IT WITH
ANOTHER HIT BABY — 3 WAYS!
POP — UNDERGROUND — R & B

"CUMMINS PRISON FARM"

BLUE FOX #100

CALVIN LEAVY

A HEAVY SONG FOR A HEAVY LABEL

THE SHELBY SINGLETON CORPORATION
3106 Belmont Boulevard • Nashville, Tennessee 37212
(615) 291-2003  Cable: SHELREC
Jobete BMI Awards

(Corn. from Page 9)

Holzman: 'Get It Together'

(Corn. from Page 7)

Cassettes To Dominate

The future of quadrangular or 4-channel sound lies in the cassette, he said, becoming a profitable though specialized product. He added that another implication of the cassette is that it is a form of recording while leading to the "horror" of illegal tapes, but that "a new dimension of home-made music," when some music may be circu-

Nominees 1969 NARM Awards

BEST SELLING HITS SINGLE RECORD

The winner was selected by a write-in vote.

BEST SELLING CHILDREN'S LINE

Ambassador Records (Peanuts/Romany/Rat

Golden Pickwick International (Hansel and

Sunset Records (Talespinners)

BEST SELLING ECONOMY PRODUCT

Adams

Camden

Pickwick International

Vocalion

BEST SELLING COMEDY ARTIST

Bill Cosby—Any Given Monday

Red Foxx—Do Burt Reynolds—Snoopy's.jpg

Rick Nielsen—Lambchop

BEST SELLING MALE COUNTRY & WESTERN ARTIST

Glen Campbell—Capitol

Johnny Mathis—Columbia

Bobby Bare—MCA

Chet Atkins—ATCO

BEST SELLING FEMALE COUNTRY & WESTERN ARTIST

Lynn Anderson—Chart

Cammie Byrnes—Decca

Clint Black—Columbia

Tammy Wynette—DRT

BEST SELLING INSTRUMENTAL AND/OR INSTRUMENTAL GROUP

Hanley & Finch—ABC

The Rascals—Bertelsmann

The Ventures—Liberty

BEST SELLING ORCHESTRA

Columbia

Decca

United Artists

BEST SELLING CLASSICAL ARTIST

Leonard Bernstein and the New York Philharmonic

Vocalion

Pye

Eugene Ormandy and the Philadelphia Orchestra—

Columbia and RCA

Tammie Terrell Dies of Brain Tumor

PHILADELPHIA — A 27-year-old R&B singing star, Tammie Terrell died March 16 at Graduate Hospital of a brain tumor. Over the past 11 years, she had been under medical care for brain operations and had gone back to recording last year.

At the time of her career, she won most fame when she teamed with Mar-

Vin Gaye. Her best-known solo LP was "Irresistible Tammie Terrell" and the most popular one she made with Gaye was "United."

Born Tammy Montgomery in Ger-

many, Pa., she won a scholarship to the University of Pennsylvania but dropped out to become a singer. She was married when she was 11-years-old. Berry Gordy recalled her on the Up From Theo with Gaye. They turned out such top selling singles as 'Ain't No Mountain High Enough' and "Build My Whole World Around You" and "You're All I Need To Get By."

Univ. Attractions Obtains Fest Acts

NEW YORK — Universal Attractions, Inc. president Jack Bar has just signed an exclusive deal with 1-Rama, Inc. to obtain entertainment for the Churubusco (Plattsmouth, Neb.) rock festival, which is being held May 29, 30, 31 and July 2-3, and 4 Universal Attraction's is primarily in the business of booking entertainment for these 6 dates.
Monument Welcomes LINCOLN BLACK
with "Famous Last Words" 45-1195
Lincoln Black is Another Reason Why Monument is Artistry

Thanks to Larry Page
A Penny Farthing Production
London, England
NARAS Awards Night In N.Y., Hollywood And Atlanta

IN NEW YORK — at the Grammy awards presenters and recipients are shown in two rows of photos above. From left in the top strip are: Columbia president Clive Davis, David Clayton-Thomas of Blood, Sweat & Tears; Dick Hyman who conducted the orchestra in NYC for the awards celebration; Father O'Connor with inventor Robert Moog; Atlantic’s Nesuhi Ertegun; Dionne Warwick, and lyricist Hal David; and the Isley Brothers.

Second row includes: Allan Klein, Miles Davis, Phil Spector; Archie Blake with Herbie Mann and King Curtis; performer Brenda Lee; and Peter Paul Mary’s Mary Travers and Peter Yarrow.

IN HOLLYWOOD — at that Grammy gathering, Bill Medley offers “The Games People Play.” Pat Paulsen appears with Capitol head Sai Tamuccci and Tina Turner; NARAS’ LA Chapter head Sid Feller; Irving Townsend; national president of NARAS with Peggy Lee; and Quincy Jones, Dunhill exec Lee Young, Henry Mancini and Burt Bacharach. Bottom row shows: presenter Jonathan Winter with winners Peggy Lee, Joni Mitchell and Henry Mancini; Bill Cosby with Della Reese, Burt Bacharach, Peggy Lee and Glen Campbell; classical award presenters Leonard Pennario and Marvi Nixon; John “Midnight Cowboy” Barry with Nilsson, Joni Mitchell and presenter Gary Owens; and a congratulatory greeting between emcee Bill Cosby and Awards show producer Dave Pell.

IN ATLANTA — Performers Richard Spencer (of the Winstans) serves up “Color Him Father” and Tony Joe White describes “Polk Salad Annie” to the Atlanta audiences who later saw Fred Weller of the Raiders make a presentation and Joe South walk off with a handful of NARAS awards.

At the right, some of the behind the scenes work is discussed by Cy Waldron, lighting chairman, Bunky Odom who co-chaired the affair; Wade Pepper, vp of the Atlanta NARAS chapter; and president Bill Lowery.

New Southern Group
Inks With Mercury

NEW YORK — Mercury Records has signed the Kallabash Corporation. The group, which headquartered in Greensboro N.C. has one of the heaviest booking schedules of any act in the south, according to manager Bill Kennedy. who heads Entertainment Consultants, Inc. The seven member act’s first LP was produced by Barry Oslandor and Don Oriolo and will be released in May.
A Thank You
from Harry Nilsson

Thank you NARAS....
Thank you Fred Neil....Thank you George Tipton....Thank you Nilsson House....Thank You Radio Corporation of America (Victor)
Thank you United Artists...Thanks Jerome Hellman...Thank you John Schlesinger...& Thank you

Best wishes.
MAR 18, 1970
Talent On Stage

JOHN MAYALL WITH DUSTER
BENNETT — B.B. KING
TAJ MAHAL

FILLMORE EAST
They couldn't have been. Last week it was.
Bill Graham finally filled an entire week at F.E. with the blues — broken down and explored by three foregoing masters with each resulting rendition beautifully different from the other. Taj Mahal gives it an urban blues interpretation, B.B. King is the trad- itionalist, and John Mayall is a bear up into how some Brits hear the blues.
The bigger the life (well over six feet tall), a comfortable stage presence around a thick guitar that will match any in the room. He phrases his songs using lines jumped up with feeling and insight into how some Brits hear the blues. The object of the exercise was. i
to tough non-studio comfort.
The series New Tripper offers us.
myself on harmonics. Taj Mahal's guitar
is especially talented, holding it together with his simple rhythm strumming and slick lead riffs. Taj Mahal is one act not to be missed.
B.B. King is a blues purist. A guitar
with his bare hands, keeping a steady rhythm, a sound that couldn't be sung by a more experienced per- son. His fingers don't meditate. His work he has played every gig from Atlantic City to Carnegie Hall. The ABC-Blues Way artist has a natural feeling for all that is the blues and it is a joy to be entertained.

STEVIE WONDER
COPACABANA, NYC — Stevie Won-
der cheats! It's one thing to overcome the odds and come as good as an able
man as good with one hand as most artists are with both. That's just un-
fair.
The Tampa star soared at the Copa opening last Thurs. night. His numbers long polished through perfor-
ings in hand (he isn't showing an ear to the future. Building his performance on his hit catalog. Mr. Wonder, if you listen to the guitarists who is doing "Blown in the Wind" with "A Time for Us" and "I've Gotta Be Me." The power and piety of highpoint was matched through-
out the evening by "Dedication," one of his ear-
lier best-seller jobs such as his Bivet Rednow "Allee" on chromatix harp, and "My Cherie Amour" and his "For Once in My Life" as an opening and closing signature.
By far, the most outstanding sur-
prise of the act was his tremendous

SAYO BROWN
BURRITOS/LINDA RONDSTADT
SAN FERNANDO COLLEGE — Sayo Brown has been moving steadily up-
wards, both musically and chartwise, since they first visited the U.S. over a year ago. The group think they've reached their peak. In concert the attraction they've built up. They last year, they've come up with their biggest album to date ("A Step For-
ward To Go"). With Beck dis-

SERGIO MENDES & BRASIL '66
BOSSA RIO
DON SHERMAN
CARNEGIE HALL — Sergio Mendes and his Brasil '66 played to a near-capacity audience at the hall last Monday night. The group was formed in 1966. The group was formed in Brazil and now performs regularly at the Olympics every Tuesday night in the Studio Arts Center. Sergio Mendes is the group's musical director and conductor.

FLORENCE HENDERSON
PERSIAN ROOM, NYC — If vocal

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Thanks for the Grammy.
Joe Simon

*BEST RHYTHM AND BLUES VOCAL PERFORMANCE-MALE “The Chokin’ Kind”

...and here’s our next contender...

“Farther On Down The Road”
SS7 2656
WATERTOWN — Frank Sinatra — Reprise FS 1031
Bob Gaudio, member of and chief writer for the Four Seasons, and contemporary singer/ songwriter Jake Holmes wrote the songs for Frank Sinatra's new album, a lyrical, poetic set that is a strong follow-up to his LP of Rod McKuen's songs. The title number, "Watertown," is the single. This package undoubtedly be accorded an excellent reception. Look for it on the charts.

A GATHERING OF FLOWERS — The Mamas & The Papas — Dunhill DS-5073
Fans of the Mamas & Papas can rejoice. At last comes the definitive package recounting in words and music the all too short history of one of the first great supergroups. It's all here, from "California Dreamin" and "Monday, Monday," the songs which first turned us on to their, right on through "Words Of Love," "Creeque Alley," "Dancing In The Streets." Papa John and Marna Cass are heard telling anecdotes about the group and introducing many of the tracks. A two record set to treasure. Should be a chart success.

GLADYS KNIGHT & THE PIPS' GREATEST HITS — Motown Soul SS 723
Gladys Knight & the Pips have just hit the chart with this album, which contains a bevy of their best cuts. Set includes "I Heard It Through The Grapevine," "The End Of Our Road," "I Wish It Would Rain," and their new chart single, "You Need Love Like I Do (Don't You)." Lots of contagious soul sound in these grooves. Have a goodly number of copies of this one on hand.

ZABRISKIE POINT — Sound Track Music — MGM SE-4668 ST
This LP, featuring the Pink Floyd, the Grateful Dead, the Youngbloods, Kaleidoscope and Patti Page (singing "Teena Marie Watts," among others, is like a sampler of beautiful rock and country-rock music. As refreshingly alive as the successful American film from MGM, the LP tracks down a good helping of American contemporary music. With proper handling, this could become a top item.

ZAGER & EVANS — RCA LSP-4302
The talented singing team of Zager & Evans, who soared to national prominence with their single hit, "In The Year 2525," return with their second album, which includes their follow up single, "Saturday Turnkey." There is also the sardonic "Reginald Ludwig," the outrageous "The Candy Machine" and the melodic "She Never Sleeps Beside Me." Zager & Evans may really step out on the album lineup with this fine collection of material. Watch this one.

LIVE — Steppenwolf — Dunhill 50075
To fully enjoy this newest release from one of America's heaviest groups you should have both eyes open and a lot of hair. The double album contains enough excitement to keep both entertained at one time. If, however, you are limited to feeding it all into one ear, simply be a matter of doubling your own pleasure. The power-house set contains their recent Top 30 hit, "Monster" and other familiar Steppenwolf material. An added feature of the LP is that it is all recorded live at gigs in the early part of this year. This will be a big one.

HERE COMES BOBBY — Bobby Sherman — Metromedia 1028
The album kicks off with "Easy Come, Easy Go," with which the singer just moved into the Top 18. That tune is followed by John Sebastian's "She's A Lady," and then nine more tunes by Sherman and various other composers. He has his audience and presents them with a refreshing LP. A note about the packaging: the cover converts into a three-fold fan-length poster of the singer and there is a shot portrait inside the cover. Should be a winner.

LADIES OF THE CANYON — Joni Mitchell — Reprise RS 6376
Joni Mitchell's reputation has been growing and growing. Her last album did very well and this one promises to do even better. Miss Mitchell's sensitive, poetic lyrics, evocative melodies and fine voice and guitar playing have captivated many, many listeners, and she should soon be a figure of the suitors of Joan Baez and Judy Collins. Album includes her song "Woodstock," which is a current hit for Crosby, Stills, Nash & Young.

CRICKLEWOOD GREEN — Ten Years After — Deram DES 18239
Alvin Lee and the other members of Ten Years After are delving into the blues in this explosive album. Among the standout tracks, which are certain to take their place beside other classic "Blue" numbers, are "Working On The Road" and "50,000 Miles Beneath My Feet." Alvin is a triple threat, scoring on vocals, guitar playing and composing. The group is at their best on this LP which is likely to churn up street corner chart action.

LEON RUSSELL — Shelter 1001
This album is one of the most interesting production numbers of late. It combines the piano and vocal talent of Russell with the various talents of George Harrison, Ringo Starr, Eric Clapton, Delaney and Bonnie Bramlett, Steve Winwood, Merry Clayton, Joe Cocker, Chris Stainton, Bill Wyman, Charlie Watts, and others on different cuts that involved some intercontinental recording sessions. The joy that comes out of the super-meetings is obvious on this deck. This is one that is not to be missed. The label is new, distributed by Blue Thumb.

SEPTEMBER 17, 1969 — Astrud Gilberto — Verve VS-7587
The Brazilian songstress with the smoky-voiced style is back to advantage on the likes of the Beatles "Here, There And Everywhere," "Light My Fire" and the early Bee Gees' tune "Holiday." The sound of the bossa nova, which Astrud originally helped to popularize, is present, the arrangements are fine throughout. This LP could score well among the MOR audience and is sure to enhance the singer's already excellent reputation as an interpreter of contemporary songs.

Pop Best Bets

BOTH SIDES NOW — The Tokens — Buddha 5067
The group has been around for quite a number of years and it is one of the few who have retained their original sound (a change of style notwithstanding). And here they are, grabbing a whole new audience. The album contains Joni Mitchell's "Both Sides Now," "The Lion Sleeps Tonight," "If I Were A Carpenter," "Don't Worry Baby," and their recent chart number, "She Lets Her Hair Down." Keep your eye on this one.

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Cash Box — March 28, 1970
Melba, the toast of Broadway, also starring on Mercury records.

HAIR'S First Black Leading Lady Sings Easy To Be Hard & Let The Sunshine In

MELBA MOORE
LIVING TO GIVE

SR 61255
produced by Jim Fragale

Melba Moore, the star of Hair, is starring now in the season's smash, Purlie. Here's what the critics say:

"The great star of the show is a young girl—a black Barbra Streisand named Melba Moore."

Leonard Probst, WNBC-TV, New York

"Her name is Melba Moore. She has a voice that knocks down walls . . . she stops the show cold. In my humble opinion Miss Moore is a major talent."

Stewart Klein, WNEW-TV, New York

". . . her singing is terrific."

Jack Gaver, UPI

". . . she has a splendid singing voice . . . you emphatically don't forget her . . ."

Richard Watts, New York Post

"She has a real chance to be a star. She has two numbers to herself in the first act; she shares one in the second act; each of them stops the show."

Leonard Harris, WCBS-TV, New York
ELLY STONE — Columbia CS 9960
Something happens on this album and that something is Elly Stone. The young lady, who has been delighting audiences in "Jacques Brel Is Alive And Well, Etc." will win many more fans as result of this LP, a tasteful and exciting package. Elly has a remarkably beautiful voice and she knows how to use it as witness her treatments of these songs from the pens of Brel, Mort Shuman and Eric Blau. LP could become a sizeable item.

... tick ... tick ... tick ... — Tompall and the Glaser Brothers — MGM SE-46678
Tompall and the Glaser Brothers were voted into the Top 10 C&W Group list for 1969 and they show how deserving of the honor they are as they sound track album from the MGM picture. "... tick ... tick ... tick."
Their music has all the appeal that will make this LP subject to pop and country marketing. Two familiar songs in the film and on the album are "Woman, Woman" and "Gentle On My Mind." This one should be starting to move shortly.

ALONE — Bill Evans — Verve V6-8792
Long ranked among the finest in jazz piano artistry is Bill Evans. Now he has made an album of keyboard solos which is one of the most listenable of jazz decks to be issued in recent times. The sensitivity and depth of the Evans touch is demonstrated on "Here’s That Rainy Day" and "On A Clear Day." This is a first class outing which should be a delight to MOR and jazz enthusiasts alike.

HOLLYWOOD BLUES — Johnny Almond Music Machine — Deram DES 10087
Johnny Almond is no ordinary jazz musician. He plays a dozen or more instruments, including saxophone, vibes, flute and organ. What is more important is that he plays them exceedingly well. Formerly a sideman with John Mayall, Almond is teamed on this debut album with some highly accomplished practitioners of the jazz art. Result: a first rate LP, which should receive wide acceptance among jazz buffs.

CASTLES OF SPAIN — Andres Segovia — Decca DL 70172
Andres Segovia’s latest album is titled after and features a work comprised of eight short sketches especially composed for him by F. Moreno Torroba. Works by Dowland, Schule, Weiss and Grieg fill the rest of the LP, which should please Segovia’s many devotees. The great guitarist is never in poor form, and his perfectionism is everywhere in evidence on this set.

SZEIL CONDUCTS TWO MUSICAL FABLES/ KODALY: HARRY JANOS/PROKOVIEV; LIEUTENANT KIJE — Cleveland Orchestra/ Szel — Columbia MS 7408
Hungarian composer Zoltan Kodaly’s "Harry Janos Suite" and Russian composer Sergei Prokoviev’s "Lieutenant Kije Suite" receive excellent interpretations on this album. The Cleveland Orchestra is in fine form, and George Stell conducts with a masterly hand. Should be a goodly amount of interest generated by this record in classical circles. Fine package.
SWAMP DOGG is UNDERGROUND & PROGRESSIVE ROCK & R&B & POP & JAZZ!

With His Hit Single — "MAMA'S BABY, DADDY'S MAYBE"

His Hit Album — "TOTAL DESTRUCTION OF YOUR MIND"

DORIS DUKE
Monster of a Single — "TO THE OTHER WOMAN"

Giant of an Album — "I'M A LOSER"

STANLEY TURRENTINE
His New Single — "MY CHERIE AMOUR"

His Beautiful Album — "FLIPPED/FLIPPED OUT"

We are building a Grand CANYON
GRAMMY!

Best Original Score Written for a Motion Picture or a Television Special.

GRAMMY!

Best Instrumental Jazz Performance by a Large Group.
They laughed at Ray Stevens’ first record.

Which was pretty good considering "Ahab The Arab" was a comedy record. Which wasn’t so good considering a lot of people thought Ray Stevens was just another one-shot hit-record comedian.

But then, "Along Came Jones."

And "Harry The Hairy Ape."

Which led to more serious songs like "Unwind," "Mr. Businessman" and "Have A Little Talk With Myself."

Which led to a best male vocalist Grammy Award nomination for "Gitarzan."

Which led to an invitation to MC the Grammys this year. Which led to his being chosen as Andy Williams’ summer replacement. Which led to Ray signing with Barnaby. So it’s only fitting that Ray’s first Barnaby single is called "Everything Is Beautiful" c/w "A Brighter Day."
Pompeii Presents

DALE McBIRDE
Good listenin' country & western

THE FIRST DAY OF THE REST OF MY LIFE
The Thought My Mind Turns To
Pompeii 45-66968

Fun with a Purpose — Comedian Arte Johnson, superstar Johnny Cash, and comic Grandpa Jones formed a spontaneous trio at WSM-TV's Sixth Annual Cerebral Palsy Telethon, held in Nashville, March 7-8. The Telethon, held on the half of United Cerebral Palsy of Tennessee, featured many Nashville personalities and collected money and pledges, as counted to date, amounting to $963,256.00, breaking all previous records.

CashBox Country Roundup

Work has started on RCA's Nashville studio complex. The $250,000 remodeling and new construction has a completion date set for October 1 and will provide new executive offices, overlook, TM, remix rooms and laquer channels. New equipment to be installed will bring all recording facility to 16 track.

The Bill Anderson Show featuring Jan Howard and the Po' Boys is scheduled for live concert appearances in Norway, Denmark, Sweden, Amsterdam, Holland, Germany and England. The performances are a joint effort between MCA and Mervyn Cox to promote country music worldwide. The two week trip begins May 14 and winds up May 28. Anderson's latest Decca hit is "Love Is A Sometimes Thing"... Joe Taylor, president, Joe Taylor Artist Agency, has announced the opening of a new C & W club and his agency's exclusive booking representation for the nitty. The "Midway," strictly for C & W performers, is located between Gary and Hammond, Indiana and seats 750 patrons. Opening week (April 4) will feature Little Jimmy Dickens and his band. Brad McCuen, president of R P' M, Inc. has announced that the firm's first record scheduled for Spring release will be on the Mega label, Mega, Greek for "one million" and the first of a family of labels, will identify primarily with the young Nashville sound... RCA executive Wally Cackman's son Danny back from Vietnam war with three Purple Hearts and two Distinguished Merit Awards received for valor in service. Next stop for Danny is Law School at Vanderbilt University.

Veteran song writer Cy Cohn, bound for Europe in April, states he has just completed his most successful year... Jim Walker, executive director of CMA, to open and operate CMA Exhibit at Second International Country Music Week... Joe Taylor, president, Joe Taylor Artist Agency, has announced the opening of a new C & W club and his agency's exclusive booking representation for the nitty. The "Midway," strictly for C & W performers, is located between Gary and Hammond, Indiana and seats 750 patrons. Opening week (April 4) will feature Little Jimmy Dickens and his band. Brad McCuen, president of R P' M, Inc. has announced that the firm's first record scheduled for Spring release will be on the Mega label, Mega, Greek for "one million" and the first of a family of labels, will identify primarily with the young Nashville sound... RCA executive Wally Cackman's son Danny back from Vietnam war with three Purple Hearts and two Distinguished Merit Awards received for valor in service. Next stop for Danny is Law School at Vanderbilt University.

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ONE MORE MOUNTAIN TO CLIMB

FREDDIE HART
JOHNNY CASH (Columbia 45134)
What Is Truth (2:37) (House Of Cash, BMI - Cash)
In contrast to such country artists as Merle Haggard and Ernest Tubb, who have recorded singles whose lyrics speak disparagingly of those members of the younger generation who find fault with the Establishment, Johnny Cash has come out with a song supporting questioning and dissenting youth. Country listeners may or may not agree with Johnny's view, but they can't ignore him. Flip: "Sing A Traveling Song" (3:06) (House Of Cash, BMI - Jones)

JEAN SHEPARD (Capitol 4985)
A Woman's Hand (2:21) (Champion, BMI - Crutchfield)
Jean Shepard's bound to have a biggie in her possession with "A Woman's Hand." She's a heart-warming ode that's destined to make a good showing on the charts. Flip: "What Went Wrong" (1:57) (Central Songs, BMI - Apple)

BOB LUMAN (Hickory 1564)
Still Loving You (2:10) (Acuff-Rose, BMI - Shondell)
This is an old one out of the Hickory archives (Bob Luman's still on Epic), but it's so strong that it could well be a big hit. Don't discount "Still Loving You." Give your full attention. Flip: "Meet Mr. Mud" (2:36) (Acuff-Rose, BMI - Loudermilk)

GEORGE MORGAN (Capitol 365)
Lilacs And Fire (2:57) (Window, BMI - Kingston, Dycus)
George Morgan's latched on to a really strong love ode that should put him back on the charts with a vengeance. "Lilacs And Fire" is the chanter's best single in ages. Listen to it. No information available on the flip side at this time.

DAVID ROGERS (Columbia 45111)
So Much In Love With You (2:06) (Acclaim, BMI - McAlpin)
David Rogers made some chart noise with his last outing, and he stands an excellent chance to have a much bigger item with this. "So Much In Love With You," a potent romance effort that sounds like a hit. Don't take your eyes off this one. Flip: "The Edge Of Your Memory" (2:49) (Blue Crest, BMI - Frazier, Owens)

BOBBY BARNETT (Columbia 45113)
There Stands The Glass (2:32) (Hill & Range, BMI - Hull, Shurtz, Greenfield)
Bobby Barnett comes across with a powerhouse vocal on this blues-laden side. "There Stands The Glass" should do very good things for the chanter. Flip: "Who's Making Love" (2:40) (East/Memphis, BMI - Banks, Davis, Crutch, Jackson)

LAMAR MORRIS (MGM K14114)
She Came To Me (2:12) (Ly-Rann, BMI - Morris, Keith)
Should be good airplay and sales action on tap for Lamar Morris with his latest outing. "She Came To Me" is a potter that could well break onto the charts. Flip: "Only With Teardrops" (2:18) (Ollie Fly, BMI - Thomrockmorton, Carver)

DICK CURLUES (Capitol 4987)
Big Wheel Cannonball (2:26) (Peer International, BMI - Horton)
Dick is Dick Curless' first single since the Tower label was absorbed into Capitol. Dick has the tune of "Wabash Cannonball," to which Vaughn Horton had added a truck-driving lyric. Dick's performance is right on the mark. The flip: "I Miss A Lot Of Trains" (3:06) (Newkeys, BMI - Hall)

JOHN ANTHONY HART (Honor Brigade 10)
Corpus Christi Winds (2:28) (Soul Songs, BMI - McBride)
"Corpus Christi Winds" is the kind of song you want away humming to your self, and John Anthony Hart could have a biggie with it. Don't pass this one by. No information available on the flip side at this time.

Picks of the Week

CHARLES C. FREEMAN (Sun 1112)
From Saiten To Little Rock (3:04) (Knox, BMI - Abo, Phillips, Freeman)
This is one of the most convincing Vietnamese songs that we've heard. It's not a political song. It just tells the story of a soldier who's mother wants him home, but he can't go, because "the bus don't run from Saigon to Little Rock." Could be a sizeable item. No information available on the flip side at this time.

Best Bets

MERLE HAGGARD & STRANGERS (Capitol 4998)
Street Singer (2:24) (Shade Tree, BMI-Nichols)
Catchy instrumental from Merle Haggard & The Strangers should get airplay. Nice outing. Flip: "Mexican Monte" (2:34) (Shade Tree, BMI-Nichols, Hamlet)

LYNDA K. LANCE (Royal American 423)
The Power Of A Woman (2:36) (Noma, S-P, F-R, Birmingham, BMI-Rubbi, Hearst)
Lance's latest flip: a beautiful romance number with this pleasing romance number, Scan it. Flip: "I'm Seeing Leaving In Your Eyes" (Noma, S-P, F-R, Birmingham, BMI-Heard, Rabbi)

TENNESSEE GUITARS (SSS International 79)
Tennessee Bird Walk (2:10) (Back Bay, BMI-Blanchard & Misty Morgan)
Instrumental version of the Jack Blanchard & Misty Morgan smash could grab airplay. Try it. No information available on the flip side at this time.

HITS, THE DON GIBSON WAY — Hickory LP-135
Don Gibsion's many fans should really go for the chanter's renditions of the dozen hit tunes on this album. Singing at the top of his form, the artist offers "Green Green Grass Of Home," "Gentle On My Mind," "I Started Loving You Again," "She Even Woke Up To Say Goodbye," and a host of other biggies that have been receiving a lot of airplay. But set on your list of disks to watch closely. Should be on the charts soon.

DON'T THINK TWICE — Waylon Jennings — A&M SP 4238
Should be a goodly amount of spins and sales in the cards for Glenn Barter with this L.P. "GIVING YOU THE BEST OF "ME" MANIER, teeing off with one of his chart singles, "Kissed By The Rain, Warmed By The Sun," and going on to offer eleven others, including his first chart, "Don't Worry Bout The Mule (Just Load The Wagon)," and his biggest hit, "She Cheats On Me," should be lots of action on this one.

GIANT COUNTRY — Del Reeves, George Jones, Johnny Darrell, Bobby Lewis — United Artists UAS 6745
Here's a striking grab bag album that should have a wide appeal in country circles. Del Reeves, George Jones, Johnny Darrell and Bobby Lewis are united with this set. All the numbers are well known by the audience, and among the selections are "Good Time Charlie's "(Del Reeves); "The Race Is On" (George Jones); "Ruby, Don't Take Your Love To Town" (Johnny Darrell); and "From Heaven To Heartache" (Bobby Lewis). Should move with energy.
CONGRATULATIONS TAMMY WYNETTE FOR WINNING THE 1969 GRAMMY AWARD
BEST COUNTRY VOCAL PERFORMANCE / FEMALE

“Stand By Your Man”

P.S. Thank you also for your current #1 record

“’I’ll See Him Through’”
Written by: Billy Sherrill & Norris Wilson

AL GALLICO MUSIC
101 West 55 Street New York, N.Y. / 812 16th Ave. South Nashville Tenn.
1. ONCE MORE WITH FEELING
   (Country & Yaga - BMI)
   Jerry Lee Lewis (Smash 2257)

2. I'LL SEE HIM THROUGH
   (On Gallo - BMI)
   Tammy Wynette (Epic 10571)

3. TENNESSEE BIRD WALK
   (Black Boy - BMI)
   Jack Blanchard & Mel Morgan (Wayside 010)

4. THE FIGHTIN' SIDE OF ME
   (Mamie & The Strangers - BMI)
   Mandi Armstong (Columbia 45091)

5. MY WOMAN, MY WOMAN, MY WIFE
   (Marriage - BMI)
   Marty Robbins (Columbia 45091)

6. HONEY COME BACK
   (Jubates - BMI)
   Jim Angersen (Capitol 2718)

7. IS ANYBODY GOIN' TO SAN ANTONIO
   (Texas - BMI)
   Charley Pride (RCA 9805)

8. OCCASIONAL WIFE
   (Harlow & Reaves - BMI)
   Faron Young (Mercury 75018)

9. COUNTRY GIRL
   (Shelby Singleton - BMI)
   Jeannie C. Riley (Plantation 44)

10. IF I WAS A CARPENTER
     (Tambourine - BMI)
     Johnnie Cash & June Carter (Columbia 45061)

11. IT'S JUST A MATTER OF TIME
     (Eddy - BMI)
     Sonny James (Capitol 2700)

12. ALL I HAVE TO DO IS DREAM
     (House of Bryant - BMI)
     Glen Campbell & Bobbie Gentry (Capitol 2745)

13. YOU WOULDN'T KNOW LOVE
     (Testa - BMI)
     Ray Price (Columbia 45095)

14. TOMORROW IS FOREVER
     (Buell - BMI)
     Porter Wagoner & Daily Party (RCA 9795)

15. I KNOW HOW
     (Jame Fire - BMI)
     Loretta Lynn (Decca 32637)

16. WE'RE GONNA GET TOGETHER
     (Blue Book - BMI)
     Buck Owens & Susan Raye (Capitol 2731)

17. NORTHERN ARKANSAS MISSISSIPPI COUNTRY BOOTLEGGER
     (Tree - BMI)
     Kenny Price (RCA 9792)

18. A LOVER'S QUESTION
     (Progressive - BMI)
     Jim Reeves & The Good Time Charlie (Fl 15051)

19. LOVE IS A SOMETIMES THING
     (Gallant - BMI)
     Bill Anderson (Decca 32643)

20. I'VE BEEN EVERYWHERE
     (Hill & Range - BMI)
     Lynn Anderson (Chart 5053)

21. THE POOL SHARK
     (Nawakhy - BMI)
     Dave Dudley (Mercury 73029)

22. KENTUCKY RAIN
     (Owsley & Owsley - BMI)
     Owsley Priddy (Decca 9711)

23. WELFARE CADILLAC
     (Draw Knight - BMI)
     Jim Drake (Royal American 1)

24. I WALKED OUT ON HEAVEN
     (Destiny - BMI)
     Hank Williams, Jr. (MGM 14107)

25. THEN HE TOUCHED ME
     (All Gallo - BMI)
     Joan Shepard (Capitol 2694)

26. LORD IS THAT ME
     (Blue Cross - BMI)
     Jack Greene (Decca 32631)

27. WHERE GRASS WON'T GROW
     (Elson - BMI)
     George Jones (Msclur 1392)

28. ROCK ISLAND LINE
     (Oh La - BMI)
     Johnny Cash (Son 1111)

29. MAMA, I DON'T WANT TO BE WEARING A RING
     (Bill & Range - Blue Crest - BMI)
     George Jones (Elson 1392)

30. RUNNIN' BARE
     (Yorsh - BMI)
     Jim Nettish (Chart 5062)

31. MY ELUSIVE DREAMS
     (Country Club - BMI)
     Bobby Vinton (Epic 10576)

32. SOUL DEEP
     (Earl Benton - BMI)
     Sylvia Arnett (RCA 9800)

33. YOU GOTTA HAVE A LICENSE
     (Central Songs - BMI)
     Porter Wagner (RCA 9802)

34. LITTLE BOY'S PRAYER
     (Stagnaro - BMI)
     Porter Wagner (RCA 9811)

35. THE CHICAGO STORY
     ( affairs - BMI)
     Jimmy Snyder (Wayside 009)

36. DON'T TAKE ALL YOUR LOVING
     (Jody Miller - BMI)
     Don Gibson (RCA 1559)

37. STAY THERE TILL I GET THERE
     (All Gallo - BMI)
     Jim Anderson (Columbia 45011)

38. TALK ABOUT THE GOOD TIMES
     (Texas - BMI)
     Jerry Reed (RCA 9800)

39. TELL MY STRING AND WIND ME UP
     (Wood - ASCAP)
     Carl Smith (Columbia 45068)

40. LOVE HUNGRY
     (Pay Day - ASCAP)
     Warner Mack (Decca 32646)

41. THIRD WORLD
     (Warren - ASCAP)
     Johnny & June Mosley (Capitol 2720)

42. THAT'S WHEN SHE STARTED TO STOP LOVING YOU
     (Tree - BMI)
     Conway & Kitty (Decca 32599)

43. THE TOM GREEN COUNTY FAIR
     (Singer - BMI)
     Roger Miller (Smash 2258)

44. CHARLIE BROWN
     (Trailer - BMI)
     Campbell Brothers (Int 17336)

45. I KNOW YOU'RE MARRIED
     (Lion - BMI)
     Paul Simon (Starland 889)

46. A GIRL WHO'LL SATISFY HER MAN
     (Champion - BMI)
     George Harmon (Columbia 45063)

47. LITTLE JOHNNY FROM DOWN THE STREET
     (Gone Fire - BMI)
     Glen Campbell (Columbia 45068)

48. DARLING DAYS
     (Blues Crest - BMI)
     Billy Walker (Monument 1189)

49. BIG MAMA'S MEDICINE SHOW
     (Blue Book - BMI)
     Thomas & empresas (Int 17119)

50. WAX MUSEUM
     (Due Motel - ASCAP)
     Page Haggard (Chart 11505)

51. SHELLIE'S HANGING ROUND SOMEWHERE
     (Gangsters - BMI)
     Doris Day (Int 15079)

52. ONCE MORE WITH FEELING
     (Glen Campbell - BMI)
     Wanda Jackson (Columbia 45076)

53. HUSBAND HUNTING
     (Greenback - BMI)
     Liz Anderson (RCA 9796)

54. ROCK ME BACK TO LITTLE ROCK
     (Harmon Gold - BMI)
     June Carter (Columbia 45101)

55. PICKIN' WILD MOUNTAIN BERRIES
     (Crazy Cajun - BMI)
     Loretta & Avery Carnal (Chart 5055)

56. JULY 12, 1939
     (Gold Dust - BMI)
     Charlie Rich (BMI 1068)

57. A WOMAN LIVES FOR LOVE
     (All Gallo - BMI)
     Wanda Jackson (Capitol 2761)

58. MARRY ME
     (Lucky Ray - BMI)
     Bosley & Bulldog (1409)

59. SHOESHINE MAN
     (Crest - BMI)
     Little Feat (Mercury 9802)

60. SHE'S HUNGRY AGAIN
     (Centerfield - BMI)
     Bill Phillips (Decca 32638)

61. LULLABY AND GOODNIGHT
     (Eddy - BMI)
     George Jones (RCA 1309)

62. ORANGE ROAD" ORIGINAL THEME
     (Michael Powers (BMI 1014)

63. BREAK AND SHINE
     (Tombstone - BMI)
     Tommy Cash (Epic 10560)

64. IT'S AIN'T NO BIG THING
     (Wyness - BMI)
     Tracey Brown (Capitol 11532)

65. LITTLE BIT LATE
     (Luna - BMI)
     Lewick Wickham (Starland 888)
‘Love is a Sometimes Thing’

DECCA 732643

...But Bill Anderson’s Hits are an everytime thing!

DECCA DL 75184
Hello, I'm Johnny Cash
(Columbia KC 9442)

1. O.K. From Muskogee
Merle Haggard (Capitol ST 384)

2. The Best of Charley Pride
(RCA LSP 4223)

3. Try a Little Kindness
Glen Campbell (Capitol SW 389)

4. Just Plain Charley
Charley Pride (RCA LSP 4295)

5. Here's Loretta Singing, Wings Upon Your Horns
Loretta Lynn (Decca DL 75163)

6. She Even Woke Me Up to Say Goodbye
Jerry Lee Lewis (Smash SRS 67128)

7. The Golden Cream of the Country
Jerry Lee Lewis (Sun 106)

8. The Ways to Love a Man
Tammy Wynette (Epic BN 26519)

9. To See My Angel Cry
Conway Twitty (Decca DL 75172)

10. Story Songs of the Trains and Rivers
Johnny Cash (Sun 104)

11. Where Grass Won't Grow
George Jones (Maverick MS 3181)

12. Jack Green & Jeannie Seely
(Decca DL 75171)

13. Homecoming
Tom T. Hall (Mercury SR 61247)

14. Waylon
Waylon Jennings (RCA LSP 4250)

15. The Fairest of Them All
Dolly Parton (RCA LSP 4288)

16. It's Just a Matter of Time
Sonny James (Capitol ST 432)

17. Mel Tillis' Greatest Hits
Kapp (KSP 2589)

18. You Got Ta Have a License
Porter Wagoner (RCA LSP 4296)

19. Cookin'
Jerry Reed (RCA LSP 4293)

Gil Trythall (Athena 6003)

21. Haunted House
Charlie Brown and Compton Brothers (Dot 25974)

22. Tammy's Greatest Hits
Tammy Wynette (Epic BN 26486)

23. I'll Still Be Missing You
Warne Mack (Decca DL 75165)

24. Uptown Country Girl
Lynn Anderson (Chart CH 1028)

25. Movin' On
Del Reeves (United Artists UAS 6733)

26. Hank Williams, Jr.'s Greatest Hits
(MGM SE 4096)

27. Johnny Cash at San Quentin
(Columbia CS 5827)

28. Big Daddy Del
Dee Reeves (United Artists UAS 6733)

29. Little Boy Sad
Bill Phillips (Decca DL 75182)

Conway Twitty makes hits.
His new single is "HELLO DARLIN'."
Lincoln Black is the first group to be launched internationally by the newly formed Penny Farthing Records. The four-man group have been working together for two years before transferring their talents to disk but now "Famous Last Words" has set them on the first stage of a successful recording career. Disk issued world wide and in the States on Monument.
The Swingle Singers have renewed their deal with Philips. They have a new album out, "Summer," and "Summer Days Go By." They will represent France at the International Exposition at Osaka in 1970. Philips also signed the Atomic Rooster, a pop group started by Nic Jones. The group has enough Lato material to release several EPs.

One song has made a very peculiar record a success: "Carmina Burana," a classical piece performed by Carl Orff, a talented musician active in Germany during the Third Reich. Performers from the Bavarian State Opera in Munich. The record looks like a smash hit for Pathé Marconi.

Leslie Gould (Paramount, Dot records) is in Paris to meet Jean-Jacques Timmel, head of the international division at Pathé Marconi. He wants the release of the sound track from Alain Delon's new film, "Borsalino."

Cash Box Holland

Larry Utte (Bell records) in Paris last week to meet Francis Mischin, head of the Press office at Philips France.

Andy Kim's in Paris as well as George Harrison of The Beatles to promote his latest single with the Radha Krishna Temple. Music For Pleasure, the top European Budget line LP Company, has set foot in France. The new company will market a range of LPs selling at only 11.50 fr. (manufactured at Chatou by Pathe Marconi). MFP expect to ship to 3,000 retail outlets throughout France. MFP will be using marketing techniques relatively new to the French record industry. The MFP list of records will contain several classical titles either sold in France with such top names as Sinatras, Dean Martin, Nat King Cole, Maurice Chevalier, Hugues Felletin, plus 100 LP's specially made by MFP for the budget market. The records will be sold to the dealers on a 100% sale or exchange basis. A minimum order system will be used. These Belle Vue singles, Indeco Belgium maintains its position in the small market with Murray Head's "Superstar" and much is expected from the new Cliff Richard's single "When Julie Comes Around."

Locally, on the RCA label, nice reactions are received on the Brussels group Nektonmania with their first single "Kepnt Woman." A real jive-box slow rhythm captivating version by "Saxy Sadie" Vic Ingelbrecht of "A Little Love, A Little Kiss" was released too.

On the RCA label such singles as "Jingle Jangle" (The Archies) and "Don't Cry Daddy" (Elvis Presley) are still scoring hit sales. New-comers as Gianni Morandi’s Cunsimmisina 70 winner "Ma Chi Se Ne Importa," Michael J. Bresty Jr.'s "The War Is Over" and most particularly Zagar and Evans’ "Listen To The People" are well received by the single-buying public. Very much is also expected from the new Philippe's single "J'ai Decidé" given by Al Hirt and the Hugo Montenegro Orchestra to the film theme "Viva Mossandro" and the group "Novella" projected by the new successful group Plastic People from Belgium. The Creedence Clearwater Revival "Green River" of Europe in April. Now that the group is popular in Belgium, it is expected that the group will be popular in Belgium, they will not pass this country by.

Cash Box Belgium

Polydor released the American topper "Hey Jude" by The Beatles on Kama Sutra. Played much on Radio Nordsee is "Powerful Jim" by the Dutch group Serpentine on the Pink Elephant label and played much in the BRT pop program "You're on the Cotswolds Rising Sun." It is almost certain that this old Animals hit will become a big hit in France. Frédérick "The Buddha" released very shortly. Pacific Drift will appear on the Polygram "Hey" on April 2nd.

Pallace released the single "Hello I Love Marië" by The Draagons. The group will also appear on television shows.

Gramophone released an excellent Flemish version of Michel Delpech’s "Mama's Boy" by Johnan Terra on HMV. The famous album "Alice's Restaurant" released on the United Artists label, "Wunder Gil Es Immer Wieder" by Katia Ebstein is the German version of "Alice's Restaurant" and released on the Polydor "Bora" label. Other Gramophone releases are the LP "I'm the Man" by The Move (on Regal Zonophone) and the singles "Joy Of Living" (Cush & Hilly) and "Do The Choo Choo Cha Cha Cha" (Jan Thays, a well-known Belgian), "Grand Funk Railroad," "Love Grows" (Edison Lighthouse), "Years May Come Years May Go" by Herman's Hermits," "Din't I" (The Delfonics) and "This Is My Town" (Edwin Starr on Tamiki Motown).

The Four Tops' "Barbara's Boy" is a big hit in Belgium. Polydor has a BRT 2 Hifig pick of the week with Barry Manilow's "Can't Break My Heart." It is now a certainty that Jerry Butler will come to Belgium for a TV-appearance. The Polydor Program is promoting his LP's. Jean Kruger's "That's The Way Life Is" released on the Polydor "Sanbo" (theme from a film with the same name) and with the famous LP "So Long, Baby," released on Polydor "Paul Bemendoza" and "Sisamolabuadou" (Francois). The new Polydor releases are "Feeling Better" (Jim Capaldi and The Cinderella Mountain), this Polydor record is very well received. Barry Laundry Pecker "The Irishman Souls" (I Love Travels On A Gravel Road). The last LP by The Living "Dawn's Last" was Heintel's "Ik Hou Van Hollande."

Barclay reports very good sales for all Atlantic LP's, especially the two Led Zeppelin LP's which are best sellers. New Barclay LP's are "Vincent Minnelli's Things As Things Are."
20 Reasons For Reading Cash Box Every Week!

Top 100 Albums
Top 50 In R & B Locations
Country LP Reviews

Cape News Report

Talent On Stage
Top Country Albums

Country Music Report

New Additions To Radio Playlists

Basic Album Inventory

International News Report

Radio News Report
Looking Ahead
Cash Box TOP 100

Insights & Sounds
Radio Active

Record Reviews
Coin Machine News

Metanomena
Vital Statistics

Producer's Profile

THE INTERNATIONAL MUSIC-RECORD WEEKLY

Don't miss it!
In 1969 about 6.8 million records were sold. It was a record year, 38 firms (39 in 1968) belonging to the Bundesverband der Polygraphischen Wirtschaft. This association registers 95% to 98% of all record-sales in West Germany. The Bundesverband will publish its economic report for 1969.

CashBox Germany

The turnover is on the domestic market amounts to 9%. The realized turnover is valued at 523 million DM ($138 million). Furthermore, about 17.5 million Music/Chassett were sold in 1969. The sales of the non-registered firms, the turnover increased to 560 million DM ($135 million).

With the grand total of 94.8 million records (exterior) the 3cm LP's leading with 51.1 million sold (+ 14.3%), and the sale of 40.8 million singles shows an increase of 10%.

In 1968, the sale of low-priced LP's was much the same as those of the normal-priced ones—but in 1969 the low-priced LP's were sold more significantly (1968: 14.6 million and 1969: 17.4 million). The turnover of normal-priced LP's stagnated with 14.3 million.

An upward movement was reached by fluctuating numbers. The 3cm LP's increase amounts to 17.1% and by the singles—by 16.5%.

The classical music sales reached 25.6% increase in 1969. In other Euro-

pean countries, that field reached 20% and in the USA under 16% of the total sales. Sales of 17cm EP's and 25cm LP's (also in the club-business) showed a downward trend.

By the export of 19.1 million records (3cm LP's, 78's and 45's) the turning point is leading. During a press conference, the general rise in prices was discussed. In 1970 an in-

crease of 7.9% is expected.

Glickman On European Tour For New Dawn

NEW YORK — Zach Glickman, president of Columbia Records, has set out recently for a three-country tour. Glickman, a former Columbia, is now managing Don, Sam the Sham, The Times Square Two, and the hot new Dutch group, Golden Earring, expects to visit Holland, England and France on a round of discjockey and agency conferences relating to all his acts.

Glickman plans to meet with the MCA-Benartiz authorities in Amsterdam. He'll propose a special rep deal in the U.S., establishing new sales to the 1967 and touring foreign groups of models of M-

C's special customized vans for group tours etc. Glickman, the Golden Ear-

ring, now wrapping up its own highly successful tour, is expected to transport exclusively in the Mer-

cedez van.

Beisel Capitol's Euro Mkting Dir.

HOLLYWOOD — Brown Meggs, vice-

president and assistant to the presi-

dent at Capitol Records, reports the appointment of Marvin L. Beisel to director of European marketing at Capitol Records International, effective Jan. 1.

Beisel succeeds Allen A. Davis, who is resigning. Davis will accept a new assignment with Capitol Records in New York. (See domestic section.) Beisel will first visit Europe, developing and coordinating an extensive plan of contacts with licensees in Austria, Belgium, France, Germany, Great Britain, Holland, Italy, Luxembourg, Norway, Switzerland. He will headquarter in European offices and will have an office. He will report to Charles S. Phillips, General Manager, Interna-

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Glickman also plans to confer with of-

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Glickman's Robinson On Visit To Licensees

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jamin of Pye Records, newly appointed foreign affiliate for GWP Records. The group will discuss product distribution and release plan for the next year. Robinson will meet with independent producers and record labels and audionew talent and product available for U.S. distribution. "While we are very pleased with the solid foundation of catalogue product we have estab-

lished for GWP Records," Robinson noted, "we are equally concerned with developing new artists and producers for the contemporary market and will travel wherever necessary to seek this talent."

Other stops on Robinson's itinerary include Rome and Paris.

Mogull On Euro Trip

NEW YORK — Ivan Mogull is Europe bound, making his first stop in Rome, March 28, staying at the Claridge Hotel, visiting with his associates, including Italy's C.R.I. (Casa Record Italia) S.P.A., Italy; then on to Amsterdam, March 30, for the Eurojazz tour, staying at the Amsterdam Hilton; and then on to Paris for two days, March 31. After a stay at the Napoleon Hotel, returning to New York, Wednesday, March 25.

The INCENTIVE TO WIN was certainly with A. Geyer (second right) of Caro

aines and the most surprised with Trutone (Pty) Records of Johannesburg, South Africa. The six winners and two

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CashBox Italy

Germaine's Best Sellers

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CashBox — March 28, 1970
**Mexico’s Best Sellers**

This Last Week Week

1 2 3
*La Nave Del Olvido*, Jose Jose, RCA
*Venus*, Shocking Blue, Polydor
*La Aventura del Tesoro*, Myron, RCA

4 5 6
*Paloma Negra*, Cesar Costa, Capitol
*Una Lagrima*, Estela Nunez, RCA
*Sugar, Sugar*, The Archies, RCA

7 8 9
*Tu Que Me Das*, Carlos Lico, Capitol
*LHilton*, Sharon andCompany, RCA

10 11 12
*Instant Karma*, John Ono Lennon, Apple
*I’ve Been Hurt*, Bill Deal & The Rhondells, Polydor

**Italy’s Best Sellers**

This Last Week Week

1 2 3
*Chi Non Lavora Non Fa L’Amore* — (Clan) Adriano Celentano (Clan)
*La Prima Casa Bella* — (RCA) Nicola di Bari (RCA)
*L’Area Di Noe* — (Clan) Ugo Alonzi, Fabio Capelli (Clan)

4 5 6
*Eternita* — (April Music/Ariston) Camaleontis (CBS)
*Venus* — (Sany) Shocking Blue (Joker)
*La Spada Nel Cuore* — (Number One) Little Tony (Little-distr. Phonogram)

7 8 9
*Una Donna/A Papa* Antonio (Vogue-distr. Ricordi)
*La Prima Casa Bella* — (RCA) Riechi E Povert (Apollo-distr. RCA)
*Area Di Noe* — (Clan) Ugo Alonzi, Fabio Capelli (Clan)

10 11 12
*Tipp Tipp Tipp* — (Arion/Exedra) Orietta Berti (Polydor)
*Let It Be* — (Recorded) Beatles (EMI)
*Sole Poggia E Vento* — (Universale) Mal (RCA)

13 14 15
*Eternita* — (April Music/Ariston) Orlanda Vanoni (Ariston)
*Pa’ Diglielo A Ma* — (RCA) Nada (RCA)
*Romantico Blues* — (Sugarmusic) Gigliola Cinquetti (CGD)

**Argentine’s Best Sellers**

This Last Week Week

1 2 3
*Belinda* (Relay) Gianni Morandi (RCA)
*Zapatos Rotos* (Melograf) Los Nafragos (CBS)
*Te Llamo Para Despedirme* (Melograf) Sergio Dennis (CBS)

4 5 6
*Canto Te Amo* (Relay) Jimmy Fontana (RCA) Johnny Hallyday (Philips)
*Compasion* (Relay) Dyango (RCA)
*Es Preferible* (Melograf) Peret (Disc Jockey) Safari (CBS)

7 8 9
*El Bello Mundo* De La Bella Gent (RCA) Wonderful People (Relay) Jimmy Cliff (Philips)
*En La Esquina (Down the Corner)* Creedence Clearwater Revival (Liberty — EMI)

10 11 12
*Fiesta* Joan Manuel Serrat (Odeon)
*El Extranjero de Metepe* (Melograf) Georges Moustaki (Polydor)

13 14 15
*Me Lastimaron (I’ve Been Hurt)* Bill Deal & Rhondells (Polydor)
*Tri Galletta* (Odeon) Kuhn (Columbia)
*Triga (Aasa)* Sandro (CBS)

16 17 18
*Balada Para Un Loco* (Melograf) Amelia Balmat (CBS) Roberto Goyeneche (RCA) Walkers (Music Hall)
*Venus* Carlos Basso (RCA) Shocking Blue (Philips)

19 20 21
*Fracas (Kleinman) Banu* Maris (CBS)
*Tu Nombre Me Sabe A Hierba* (Clanor) Joan Manuel Serrat (Odeon)

22 23 24
*Chiquillada* (Odeon) Leonardo Favio (CBS) Quila Huillas, Chacho Santa Cruz (Microfon) Cisco Isella (Philips) Jose Carballaj (Odeon)

25 26 27
*Con Amor O Sin Amor* (Korn) Luis Aguile (CBS)
*Muchacha Siga Venite* (Relay) Los Iraudos (RCA)

28 29 30
*Muchacha Diés De Papel* (Relay) Lirio (RCA)
*La Historia* De Lo Que Pasó (CBS)

31 32 33
*Tan Mia La Ciudad Sibu* (Music Hall) Ferdinando Cerrato (CBS)

**P-S Wins At Col. Song Fest**

NEW YORK — Peer-Southern Organization’s Peer International Corp. of Puerto Rico took first and second prize at Columbia’s First Festival of Song. First prize was awarded to a composition by K menor Menderson entitled “El Heroico Tengo En El Corazon” which originated in Mundo En Las Manos De Un Niño” by Basul Gonzalez received second prize. Both songs were sung by Nydia Coro.
Broadcasting, telecasting and public performance restrictions on most of the tracks from The Beatles Get Back album were removed by Columbia. Northern Songs Pty. Ltd., who control the copyright of both the albums, agreed to lift the restrictions.

Meanwhile, two titles by Lennon & McCartney, "Let It Be" and "The Long and Winding Road" controlled also by Northern Songs have been made available for airplay. They will obviously constitute the next single release for The Beatles.

The New Seekers, who have been recording in Australia for his first personal appearance here, will be performing at the St. George Leagues Club in Sydney until March 31st. We have followed Rouvan's career with more than passing interest due to the tremendous impres- sion that his Israeli group had on Las Vegas. In honour of Rouvan's present visit, RCA has issued his album called "On Days Like These." He has the kind of singing ability that could make him a big name here and his visit is doubtless kick record sales along for him.

The New Seekers (who contain only one Australian, Marty Kristian) are in Australia on their first tour appearances here. Travelling with the group is original—Seeker member Kornelis. The New Seekers, "Meet My Lord," is already well known to the fans on their debut album, "The New Seekers" is being rush-released for their tour.

To advertise their concert in Melbourne the sheet copy on "Ma Belle Amie", which is likely to be the new single, sold well in London. The group is a popular Dutch record. The group looks certain to be a complete and utter success in Australia, where sales and air-play are both running high.

Josipa Dimitrovska, the young Yugoslav singer who has now settled in Australia, has signed a five-year recording pact with RCA here. First release under the new contract is the soundtrack album of "Hollywood Arabianum Squeeze A Flower", which Leonetti wrote in collaboration with Americans, The Statler Brothers. The film has received strong reviews which will obviously help the record a great deal. Tommy Leonetti wrote the whole musical score for the picture, which stars Italian actor Wolfer Chiari.

Essex Music announces that they have signed recording contracts for Epic Mus- sic (Australia) Pty. Ltd. This pub- lishing corporation handles many of the copyrights affiliated with A & M Records.

Local singles still continue to play a big part of the overall record scene here. The group has its first release out in ages through Festival records, "Come Into My Life", a composition by Jimmy Cliff. The Long单曲以"Nick The Greek" and "Blin- d-it", Greg Quill (Columbia) with "Fleetwood Plain" and "Song To David", Ted Mulry (Parlophone) "Jag" and "So Much In Love", Vay- ne Barrett (Columbia) with "Lu" and "Please Me Gone".

AXION (Parlophone) with "A Little Ray Of Sunshine" and "Fred's Bridge", The Nomads (Columbia) have "Time To Get It Together" c/w "Deed Can't Wait", the album, Made In Minutes (CBS) with "Summer In Sydney" and "Just Too Late". Ray Victor & Renee French (CBS) have "Hello Love" and "Jump And Say One". Chris & John (CBS) with "Tavern Letter" c/w "Words". The Cleves (Festival) have "You And Me" and "Cassie". On the album front, local country music act The Hawking Brothers & The Wildwoods have their new set out through EMI on the Parlophone label.

Hotel "Adriatic" in Umag is one of the leading entertainment centers in Mediterranean. Twenty five top Italian Singers and almost all Yugoslav singers were singing there during 1969. Several exclusive fashion-shows and cocktail parties were also held there.

This year hotel "Adriatic" will be the host of the Sanremo winner Adriano Corr and the participants of the Eurovision, Josipa Lise in April her new record on ARP, Am Steel Waiting For It (Philips) and Matt Belle (Philips). Josipa competed with this song on the national Yugoslav "Song for a Peace Con- test." All compositions that she al- ready has published.

Ljupka Dimitrovsky, Tereza Koz- vija and Miro Ugar were the winners of the last contest, which took place in Bern, Switzerland in February. The award of 20,000 Francs (about 500 Dollars) was given for the best interpretations. Each singer had to sing three songs. There were 13 nations participating and the tro-

### Australia's Best Sellers

**This Week**

<table>
<thead>
<tr>
<th>No.</th>
<th>Artist</th>
<th>Title</th>
<th>Label</th>
<th>Sales</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Shiro I-Ora Koibito &amp; Betsy (Denon)</td>
<td>Betsy &amp; Koibito</td>
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<tr>
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<td>Jo-ko-Bi-Ga</td>
<td>Betsy</td>
<td>Philips</td>
<td>50,000</td>
</tr>
<tr>
<td>3</td>
<td>Bette Davis</td>
<td>Bette Davis</td>
<td>Parlophone</td>
<td>45,000</td>
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<tr>
<td>4</td>
<td>Shinji</td>
<td>Shinji</td>
<td>Philips</td>
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<tr>
<td>5</td>
<td>Hiroshige</td>
<td>Hiroshige</td>
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<td>Machi</td>
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<td>7</td>
<td>KYO</td>
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<td>Koika</td>
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<tr>
<td>10</td>
<td>Koi-ko-ko</td>
<td>Koi-ko-ko</td>
<td>Philips</td>
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</tbody>
</table>

* asterisk indicates locally produced record.

### Japan's Best Sellers

**This Week**

<table>
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<th>Artist</th>
<th>Label</th>
<th>Sales</th>
</tr>
</thead>
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<td>1</td>
<td>Don't Leave</td>
<td>Bette Davis</td>
<td>Philips</td>
<td>50,000</td>
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<tr>
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<td>9</td>
<td>The Boys Are Back</td>
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### Monument's Weiss To Aussie Confab

**HOLLYWOOD—** Bobby Weiss Monu- ment vice-president and director of its international division, plans to visit Sydney, Australia last weekend (21) to begin a series of key meetings with Festival Records, current licensee of the Monument catalogue, regarding the renewal of that country's international distribution rights for Australia and New Zealand.

With current wax pact slated to terminate shortly, Weiss will enter into negotiations with Allan R. Hely, Managing Director, Festival, for the new terms for the representation of Monument and its associated labels, including Sounds Stage 7, Rising Sons, 440 Plus, Tam- bourine and the newly-former Margie Carpet logo. Monument product is released in Australia (as elsewhere) under one Monu- ment label.

Meetings are also slated with Kevin Jacobsen, managing director of ATA, one of the leading Australian talent agencies and indie record production source, concerning possible upcoming tours of various Monument artists. Weiss will also seek out masters and copyrights for acquisition by the Monu- ment/Combine operation internationally. He will headquarter at the Chev- ron, Sydney, during his visit to be back to his international headquarters in Hollywood.
EDITORIAL:
MOA Board "Meets"
The Press

Of the many decisions reached by the MOA directors at their recent mid-year board meet, we feel the most significant to be the long awaited nod to newspapers, radio, TV and magazine people to come to the Expo in October and report on it in their respective media. The fact that many of the directors still feel reluctant to permit the "regular press" into the convention and trade show, fearing an onslaught of bad publicity from sensation-hungry writers, is still understandable, but by today’s standards, a definite "stick your head into the sand" attitude. If any industry-sponsored public relations campaign is going to have any lasting effect, we must not be afraid to risk some adverse comment in order to achieve more decent coverage for a change.

It goes without saying that a convention of jukebox and games people will be a tasy assignment to many a reporter. Most have no real conception on what the business is all about (as we damn well know). Therefore, the exhibit area will no doubt be shining as never before with each contestant on his toes to answer any reporter’s question straight and true.

Now that we've praised the decision on the press, we must express some disappointment over the board’s reluctance to lodge a protest with CBS News over its ‘60 Minutes’ remarks on jukeboxes and organized crime. It might be right to remain quiet and let the matter pass (and surely trade veterans know more than we on this score). But we can't help feeling that if MOA, as the recognized representative body of the music and games business, doesn't say something, who else would CBS listen to?

We know that quite a few letters from this trade were sent to CBS by outraged operators and dealers, including one such letter signed by Fred Granger personally. We hope these and others in combination make a dent in the CBS colossus and result in some kind of fair play coverage.

Baseball 2-Player
Latest By Williams

CHICAGO—There was an outfielder in Boston Red Sox named Williams who could usually be depend- upon to deliver in a hit-and-run situation.

Now Williams Electronics, Inc., though relaxation of the famed slugger, is also producing in the hit-and-run situation with its new "Hit and Run" pinball machine.

The machine is suitable for arcades and taverns and its availability coincides with the teeth of the arcade season. According to Bill DeSein of Williams, "Hit and Run" is major league baseball at your command.

This two-player baseball game pits pitcher against batter, the former striving for fly outs, strikeouts and double plays while the former protects the plate and goes for singles, doubles, triples, and round-trippers. The game operates with two buttons, one for the pitcher and one for the batter. The game also allows for larceny on the base paths as runners trying to stretch hits into extra bases are either rewarded for their bravado or thrown out by an outfielder with a "shooting" arm.

The score and the ball and strikes count register in the scoring area where an umpire is shown leaning over the catcher’s shoulder to call 'em as he sees 'em. The man in blue has the final word in "Hit and Run" and leaves no room for dispute.

"Hit and Run" is a compact machine and fits through the average doorway when fully assembled. Williams recommends two-for-a-quarter pricing.

CHICAGO—Paul Camalari, sales manager of Bally Manufacturing Corp., recently announced the delivery of "Camelot," a new four-player flipper-type pinball game.

"In the upper left area of the 'Camelot' playfield," Camalari explained, "is an 'extra ball area' which can be entered only by an upward flipper shot. Normally, a ball shot up through the alley scores 100 and zigzags back down the playfield like a ball shot from the shooter, but if the 'extra ball light' is lit a ball propelled through the alley rings up 300, puts on a repeat performance on the playfield, then instead of going in the out hole returns to the player as a free ball.

The standard free ball gate is located on the right center edge of the machine instead of the bottom. On its way to the shooter tip the free ball scores 300.

"Camelot" contains two kickout holes, both with high scoring potential. The left kickout hole scores from 100 to 500 points, advancing 100 points each time the ball hits any of four top rollovers or three targets when lit by "mystery" lighting.

The left kickout hole’s bonus doesn't reset when the ball is shot into the hole but remains lit until the ball enters the out hole, thus giving the player an opportunity to score a bonus repeatedly with each ball.

The right kickout hole normally scores 50 but is worth 500 when the "10 times" light is lit.

Strong Develops Motion Projector

TOLEDO — The Strong Corp. announces the development of its "kaleidoview" projector, which produces special color motion effects suitable for locations where jukeboxes are placed, especially where dancing is permitted.

The device projects color from five to 70 feet and projects a bright spot diameter of 1.3" to 2.4". Among the "kaleidoview’s" components are a 10" projection lens, a color wheel assembly with a hexagonal pattern, a 500-watt, 200-hour lamp with a built-in relector and stop-action and speed controls.

Accessories include a 45 degree angle mirror for various projection angles and a "gadget kit" which contains heat-resistant color chips, nuts, washers and paper clips that produce additional effects when added to the color cage.

The Strong Corp. is a subsidiary of the Singer Co., which operates 140 manufacturing facilities in 33 countries.
Fed. School Feeding Opens to Vendors

ICAGO — NAMA is undertaking a major effort to inform members about the new U.S. Dept. of Agriculture regulations that will allow food service and vending contractors to operate in schools under the National School Lunch subsidy program.

The new regulation, to become effective April 1, rescinds the long-standing restrictions on food service management of federal and vending companies in schools that receive federal subsidies and commodities. Actual control of school food service programs will, however, remain in the hands of state administrators. NAMA will communicate with all state lunch administrators, offering the industry's cooperation and will keep NAMA members apprised of developments in the immediate future.

The new regulation reads in part, "Any School Food Authority may employ a food service management company in the conduct of its feeding operations, in one or more of its schools. A School Food Authority that employs a food service management company shall remain responsible for seeing that the feeding operation is in conformance with its agreement with the State Agency or the FNS Regional Office."

N. J. Seeburg Dealer Promotes Tables

ELIZABETH, N.J. — Paul Cantor, manager of the Atlantic New Jersey Corp., is presently conducting a sales-promotion campaign to introduce the Brunswick Corporation's new CB-7 coin table to the Jersey operating trade. The promotion, instituted by firm principals Meyer and Oscar Parkoff, affords operators an opportunity to buy a new Brunswick coin table at a special "introductory" price, when a Seeburg 'Apollo' music machine is purchased at the same time.

"We feel the Brunswick CB-7 is an excellent end-result of many months of research and engineering into the pro's and con's of coin table manufacture," Cantor stated. The table is handsomely constructed, yes. But it's constructed with the route operator in mind. It's said as a rock, the subways and coin machine work smoothly. It's designed to stand there and vend game after game, year after year. I also think the very name Brunswick, ennobled on the ball-return side, offers our customers an extra incentive to promote further good will with their location people.

"The essential purpose of the Brunswick promotion at this time," Cantor continued, "is to get them out on location and get the necessary exposure going here. The table will definitely be a strong factor in this business," he added.

Home Table Sales

Atlantic has expanded its activities in selling coin tables during this past year, to a point where the showroom is a virtual city block in itself. A billion dollars in coin table supplies in northern New Jersey, Cantor said they promote their beautiful line through local newspaper ads which have successfully drawn out the clientele.

"We sell a number of new table lines here, as well as reconditioned coin tables to those outside the trade. When I say reconditioned coin tables, I'm referring to those pieces we accept off the routes in trade for new machines, which we then dress up and set on free place if we choose to remove the whole coin drawer apparatus. From these used route tables, we simply set the mechanism to vend a free set of balls whenever the coin chute is pushed in. Taken only a few seconds and the people are quite happy with it. Of course, on those tables where the drawer can be easily removed, we do it."

Reconditioning tables at Atlantic includes new side cloth, cushions, a clean set of balls, new triangle and cue sticks. "It's a relatively simple process which enables us to sell these tables at an economical price. And we are doing it in volume. Every dealer should have a line of reconditioned tables to balance off his new pieces if he wants to serve all levels of the buying public," Cantor declared.

"The problems arise when you get a table in trade which doesn't have a formica or fibreglass cabinet," Cantor continued. "The first can be washed down and they're good as new; but some of the others, with paper-covered plywood sides and the like, get gouged up on location and need a bit more time in the shop."

Atlantic's home table program includes delivery and installation. To circumvent a difficult delivery, Cantor normally sends a man out to check on the accessibility in the home before completing the sale. "If it's too difficult, we'd rather not get involved with it," he stated. "When you tie a few bags up for hours knocking a little down, removing doors and whatnot, you've got to add this into the price and it can boost it out of the buyer's range. Access is, or certainly should be, every table dealer's primary thought when someone walks in, saying, 'I want to buy a pool table.'" he declared.

In order to keep these used tables coming in off their customers' routes, Atlantic gives special consideration to machine buyers who have a used table to trade. "But I don't like to go with all the parts included," Cantor stated.

Canteen Installs 340 Machines on Coast

SAN FRANCISCO — Canteen Corpora-
tion has completed installation of 340 machines for one of the nation's largest military exchange food vending accounts. Canteen, which serves more than 60 U.S. military installations, was successful bidder for the Bay Area Exchange account, which includes the Presidio, Oakland Army Base, Letter-
man General Hospital and other satellite locations in the Bay area.

Canteen expects the account to yield a sales volume approaching a million dollars a year. The contract runs two years, with renewals by mutual agreement up to five years.

Canteen buys its food items for this account through the Army and Air Force Exchange Service. The vending service supplements the other food service activities of this group at each base.

Service will be provided for four types of locations—random locations, automatic food activities, refreshment areas and patio service. Merchandise will include candy, cold drinks, coffee, dairy products, chips, pastries, hot canned foods, popcorn, sandwiches, and cigarettes. Equipment installed includes condiment tables, microwave ovens, tables, chairs, and currency and coin changers.

Other U.S. military installations served by Canteen include Westover AFB, Mass.; Great Lakes Naval Training Center, Ill.; Fort Carson and the Air Force Academy, Colorado, and California's Travis AFB, El Toro Marine Air Station, San Diego Naval Station and Camp Pendleton.

During a deliberative moment of a pool game, (left) a player leaves the Valley table to use one of 340 vending machines installed by Canteen Bay area military installations. A long bank of machines (right) provides snacks for soldiers at Oakland Army Base.

Expo '70's 'Gameland' Features 370 Machines

OSAKA — Expo '70's "Expoland" amusement park includes a "Gameland" tent that features 370 imported and domestic coin-operated machines, 32 of which are shown by SEGA in a separate section granted by Fair organizers.

Installation of equipment at "Gameland" was completed on March 13, one day before the Fair's official opening by Emperor Hirohito and Empress Nagako. In deference to the Fair's theme of "Progress and Harmonization for Mankind," games with a war or combat theme will not be shown.

The amusement area of Expo '70 has been organized under a master contract by the "Hankyu" Railway Co. conglomerate. Amusement facilities are to be subcontracted for operation, with formal contracts to be signed during the opening weeks of the Fair's six-month run. "Hankyu," or Keihaninshin Electric R.R. Co., as it is officially known, has long been affiliated with SEGA through its Toho Film Co. subsidiary, SEGA, however, will not participate in any amusement area projects other than "Gameland." With guidance from industry associations, the rides and attractions have been erected mainly by Japanese equipment manufacturers. Relatively few amusement attractions are imported.
Copyright Amendment Revealed at MOA Board Meet

SAN FRANCISCO — An amendment to the U.S. Senate's Copyright Revision Bill, co-authored by MOA attorney Nick Allen and Manufacturers Assn. attorney Perry Patterson (with the approval of both groups) will shortly be presented to the Senate Judiciary Committee. The amendment would attempt to "squash" the proposed Williams Amendment's additional $1 per box fee, the $5 registration fee and the five year periodic payment review.

The announcement of the industry's new legislative weapon was made at the 1970 MOA Board of Directors meeting here at the Mark Hopkins Hotel, and a rough draft of the amendment read to the assembled officers and directors by MOA's national juicebox and games association.

Copies of both the House and Senate revision bills were supplied to the delegates by MOA executive vice president Fred Granger, in order that they may compare the (657 House measure which passed the $8 per box, per annum, flat fee to the Senate version and its anti-industry attachments. As a result, stated Granger, "our board is well organized on the copyright situation and extremely well-informed in the congressional legislative process.

California congressman George P. Miller, a booster of the $8 House bill and a long-time friend of the industry games association, made an unexpected appearance at the board meet. He advised the group that MOA was the recognized representative body of the industry, in Congress as well as before the press, and has been doing an excellent job on the legislative front. He warned, however, that the association must stay on its toes. You have powerful forces against you in this copyright battle," he declared.

The 1970 MOA board met March 12, 13 and 14, with half-day business sessions conducted each of the three days at the Mark Hopkins. Out of the total 47 directors, only nine were unable to attend, all due to unbreakable commitments elsewhere (New York's Tommy Graces fell short of hours before departing for San Francisco and was reportedly resting in a Kingston hospital.

In addition to the directors, Granger, the MOA officers and its Past Presidents Council, several MOA "founders" were in attendance, including California's George Miller and New Mexico's Harry Snodgrass. All but a few of the delegates brought their wives along, the latter of which enjoyed a well-planned sight-seeing and shopping day arranged by the MOA Chicago staff.

A good deal of important business was completed at this year's board meet, including the announcement of a new dues structure, the selection of Harlan Windgrase and Bill Anderson to co-chair the 1970 Expo (Oct. 16-18, Sherman House, Chicago), the selection of a committee on committees for the Expo organized workers and their selection of workers for the individual committees from the pool of officers. (said officers then also decided to invite participation of several non-directors to serve on 1970 committees), plus several other important changes in the Expo rules.

For the first time, the consumer press and broadcast media will be invited to cover the Expo convention this year. In addition, the directors decided to select one of the Expo dates as a "Visitor's Day", when those outside the industry will be permitted to view the exhibits, provided they are invited by an industry member and pay the $5 registration fee.

Several changes in the banquet and floor show (which concludes each annual Expo) were also revealed, including a raise in the ticket price from $20 to $25 (the committee revealed the association has been loosing money on the $20 fee for a number of years, due to inlating hotel charges). The directors also decided to begin hiring masters of ceremonies to present the floor show performers, starting this year with comic Gene Brenner.

Show producer Hirsh de La Vez, who has always done double duty at these banquets as MC and producer, made the selection of Brenner. La Vez will continue to produce shows for the Exposition but the selection of the MC will no doubt vary over the years.

One further piece of business was the creation of an "MOA Decal", an adhesive sticker for labeling machines at the location. Granger stated the stickers should be available to those requesting them in about 50 days. The copy on the sticker will show the association emblem, the word "Member", with space below for imprinting the name of the operating company. The decals will only be available to members who must first order them from the MOA Chicago office.

The new dues structure will run as follows: 0-50 machines, $50 per year; 50-100, $75; 100-200, $100; 200 to 300, $150; 300 to 500 machines, $200; 500 to 1,000 machines, $250; and 1,000 machines or more, $500. A flat $200 fee will be charged manufacturers members distribution will pay $100. The meeting did not, however, reach a final decision on the dues structure for foreign operating companies wishing to join MOA.

MOA Secretary Les Montooth reported on the association's various insurance plans for member companies, advising that the open enrollment for the group life has now been extended to April 15th. Montooth also discussed their Hospital Money Plan, which offers $39 per day hospital coverage up to 360 days for operators, $23 per day for their wives and $10 per day for each child. He informed the board that this coverage would be expanded to $46 per day for operators by convention time.

Johnny Trucano, MOA treasurer, delivered a brief financial report which showed this association department to be in extremely stable condition.

President Lu Pucek's report was a broad sweeping review of all services the association provides. He reviewed the election procedure whereby the directors will elect the officers. Moving into what is probably his favorite subject, Pucek gave an update report on Phase II of the public relations campaign. Among other successes, Pucek revealed that the first 10,000 jukebox story booklets have just about all been mailed to interested operators and that a second printing was about to go into the works.

For more information on the above story turn to page 75.
### Adult Locations

- **WHAT IS TRUTH? (2:37)**
  - **JOHNNY CASH**
  - Sing A Traveling Song (3:06) Columbia 45134

- **YOU KNOW HOW IT IS WITH A WOMAN (2:49)**
  - **JEFFERSON**

- **TOMORROW NEVER COMES (3:29)**
  - **JIM NABORS**
  - It's My Life (3:12) Columbia 4-45126

- **THREE GOOD REASONS (2:55)**
  - **ED AMES**
  - Honey, What's The Matter (3:20) RCA 0329

- **SUICIDE IS PAINLESS (2:59)**
  - **ROGER WILLIAMS**
  - The Time For Love Is Anytime (2:47) Kapp 2084

- **MORE THAN STRANGERS (2:26)**
  - **SERGIO FRANCHI**
  - Buona Fortuna, Addio Bambina (2:36) United Artists 50664

### Teen Locations

- **YOU MAKE ME REAL (2:50)**
  - **THE DOORS**
  - Road House Blues Elektra 45685

- **MAYBE (3:38)**
  - **JANIS JOPLIN**
  - No Flip Info. Columbia 45128

- **WHAT I'M SAYING IS TRUE (3:42)**
  - **STEAM**
  - No Flip Info. Mercury 73053

- **HEIGH'DY-HO PRINCESS (3:20)**
  - **NEON PHILHARMONIC**
  - Don't Know My Way Around My Soul (3:00) Warner Bros. 7380

- **NO EXPECTATIONS (3:15)**
  - **JOAN BAEZ**
  - One Day At A Time (3:27) Vanguard 35103

- **GOOD CONNECTION (3:27)**
  - **FIVE BY FIVE**
  - Never (2:46) Paula 328

### R & B

- **SINCE I DON'T HAVE YOU (3:11)**
  - **EDDIE HOLMAN**
  - Don't Stop Now (2:55) ABC 11261

- **OPEN UP MY HEART (3:35)**
  - **THE DELLS**
  - Nadine (2:47) Cadel 5667

- **I GOTTA GET BACK TO LOVIN' YOU (3:15)**
  - **HOLLYWOOD SPECTRUM**
  - No Flip Info. Cotillion 44070

- **LOVE AND PIECE OF MIND (2:42)**
  - **THE INSIGHTS**
  - Turn Me On, Sweet Rose (2:15) Peacock 1968

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**Check your local One Stop for availability of the listed recordings**
MOA Directors Set New Dues Scale At Frisco Board Meet

(Curt. from Page 73)

This year's board meeting will be especially memorable for the appearance of some of the MOA founding fathers. In addition to past president Harry Snodgrass, who shared many memories with his MOA colleagues, the event was singular due to the appearance of association patriarch George Miller. In an emotion-charged speech to the directors, Miller said how wonderful it was to see his old friends again. His reminiscences on the history of the association were warmly received by all.

"I want to specially commend those members who have sent the booklets to their regional and state legislators," he declared.

The CBS "60 Minutes" incident was brought up, but after a heated discussion, the board decided against lodging a vigorous protest with the network (which inferred on the air that all jukeboxes are under the control of organized crime). Most believed it better to let the matter pass quietly and not stir up possibly more adverse publicity.

Many felt the broadcast media were more inclined to report sensational items rather than the less interesting day-to-day routine of the legitimate operating company.

Plenty praised such MOA services as the Location Newsletter, the Linklet, the Tax Breakdown Booklet, and said the annual exhibitions were of great worth to the trade, especially the educational seminar programs.

On the lighter side of the three day event, a cocktail party, open to both directors and non-directors, was held Thursday evening, March 12th. Approximately 80 to 90 attended, many of whom were members of the local California Music Merchants Assoc. Granger noted that the California association had issued invitations for this affair to its members and the result was very worthwhile.

"When operators get to meet the MOA people they've heard and read about, it brings them just that much closer to the association," said Granger. "It's a great good will booster on both sides," he said, "especially when you hear compliments on the progress we have made."

Brooks Introduces 'Sak-Saver' Blade

NEWARK — E. J. Brooks Co., Inc., designer and manufacturer of security products, has announced the availability of its "Sak-Saver," a precision cutting instrument designed to open coin bags and other coin handled packages without damage to the sacks or their contents. (see cut)

The instrument's blade, similar to a precision ground file, is triangular, slightly curved and tapered. It is designed to fit between card and package while the instrument's two smooth edges prevent damage to the package.

Further information about the "Sak-Saver" may be obtained by writing to E. J. Brooks, Inc., 164 N. 13th St., Newark, N.J. 07107.

Blankenbeckler Named Seeburg Vice President

CHICAGO — Edgar Blankenbeckler, a 28-year veteran in the music vending business, has been named to the new post of vice president of the coin-operated phonograph division of the Seeburg Sales Corp., a subsidiary of Commonwealth United Corp.

The announcement was made by William Adair, Jr., president of Seeburg's Chicago division, a manufacturing unit that produces vending machines, coin-operated phonographs, background music systems and home stereo phonographs.

Formerly the head of Florida Music and Vending Co., a Miami-based Seeburg distributor, Blankenbeckler joined Seeburg in 1959 as a member of the company's sales engineering staff. He was named district sales manager for the southeast in 1964 and served Seeburg as regional vice president in the mid-sixth and west coast from 1968 to 1969 before joining the distributing company.

Commenting on the appointment, Adair said, "Ed Blankenbeckler is well schooled in the needs of our customers as a result of many years of experience in the field and is equipped to make important contributions to both the company and the industry."

A Rock-On "Princess" compact livened up the Christmas party held at New York's Riverdale Mental Health Clinic. MONY's Ben Chiecholsky arranged the loan of the machine from Al Mini of Paramount Jukebox Corp. Standing in front of Santa are two clinic staff members.

ED BLANKENBECKLER
TED NICHOLS

FREMONT — In Nebraska, where Ted Nichols operates the Automatic Vending Service, customers are comparatively "few and far between" and competition is "not as keen as in a more heavily populated place."

Which proves that you don't have to operate in a large metropolitan area to be active in the national mainstream of the coin machine industry.

During his 35 years in the business, Nichols has been continually concerned on both national and local levels with the economic and moral welfare of coin machine people.

Nichols maintains an extensive route that includes jukeboxes, pinball machines and pool tables, all of which constitute about half his machines. His route extends to the outskirts of Omaha, about 35 miles southeast of Fremont, 30 miles east of Fremont to the edge of towns and 50 miles south-west, almost to Lincoln.

Almost all of Nichols' vending machines are candy and cigarette vendors, the latter the most profitable. Discussing the legislative pressure currently faced by the cigarette industry, Nichols maintains that though sales are affected by any operator's profit margin need not suffer.

"The pressure has already affected cigarette sales and will affect them more and more," Nichols says. "But when an operator is faced with less volume, he will usually increase his profit margin."

Nichols' attitude toward legislation that affects the coin machine industry is one of concern, but not over-reaction. He was active in opposing the application of the Nebraska state sales tax to operators which was resolved last year when operators and state senators compromised on a $10 a year fee for each piece of equipment instead of the 2 1/2 per cent sales tax. The resolution of the problem, similar to that now faced by Wisconsin operators, went into effect January 1, 1976.

"But I don't think that any of the legislation is yet a real threat to the industry," Nichols says.

While operators face legislative pressures and consequent higher overheads, consumers are faced by increasing costs of coin machine products. "People resent it less and less though," Nichols contends. "For example, a lot of gas stations have installed 35 cent cigarette machines to attract customers, yet people often drop in 40 or 45 cents anywhere, unaware of the lower price."

A far more serious problem, according to Nichols, is that of improving the image of the coin machine business. Nichols says there is a need for self-regulation within the industry. "I've always maintained a situation where we would police ourselves," he says. "Our image hasn't been good in the past. But this bad reputation was based on performance, and some people in the industry more or less earned it for all of us."

"We have a code of ethics," he continued, "but there's nobody with the power to enforce it. Other industries police themselves and I think it would be a good idea if we did also."

Nichols says the MOA's public relations effort is helping to improve the industry's image. He particularly praises the "speaker's kits" which offer prepared material to the industry members interested in explaining the operation of the coin machine business to local audiences. He says the progress made through state and national associations is the most important development within the coin machine business during the last decade.

During 15 years of active service in MOA, Nichols served on the Board of Directors, as vice president and as sergeant-at-arms. He expresses confidence in the industry's national leadership and says, "we are extremely fortunate to have a man like Fred Granger." He is also enthusiastic about public relations efforts on the local level as "Nebraska has a real good state association." Nichols remains active in C.O.L.N. (Coin Operator Industries of Nebraska)

He is also active in his local Lutheran Church, Missouri Synod where he and his wife are taking a course in Bible study preparing to become Bible teachers. In his spare time, Nichols enjoys fishing.

Nichols' view of the coin machine industry's future is an optimistic one, though certainly not a fish story. "The industry will continue to grow in all areas," he says, "but it won't achieve the profits of recent years."

"Also," he continues, "the employment situation may change. If more help becomes available in food areas, vending machine sales are likely to decline somewhat."

Nichols finds room for future improvement in the industry. "There are many things done with machines that aren't the best. The coin machine," he says, "still has the reputation of being less than perfect, as something that dispenses stale cigarettes and incorrect change."
NEW LOW PRICES FOR SPRING LOCATIONS

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AV160

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SS160

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425160 Sel. Grand Prix......$375

426160 Sel. Grand Prix III.....$450

Seeburg

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3WA200 or 160 Sel............$39

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[ ] CIGARETTES ...... [ ] VENDING MACHINES

[ ] OTHER

BRAND NEW PHONOGRAPH RECORDS

At CashBox, a division of Davis, we carry Phonograph records in all price ranges. From the $3.95 color LPs to the $395.00 gold plating record albums, there is something for every budget and music taste.

JERSEY JOTTINGS

American Shuffleboard's non-stop sales director, Sol Lipkin is, yes, off on the road again, this time to Houston where he will take in a non-stop shuffleboard tour of the Lone Star State. He'll be busy playing in and around Dallas, Fort Worth, and Houston. Lipkin will be busy playing in and around Houston. He'll be busy playing in and around Houston.

CashBox — March 28, 1970
CHICAGO CHATTER

Hot off the assembly line at Bally Mfg. Corp. is an exciting new four-player game called "Camelot." Sales manager Paul Calamari announced delivery this week, so watch for it. 

Although sales aren't hitting the trade as yet, "Hit and Run," just released by Gottlieb Electronics Inc. Sam Small's ships are currently enroute to Williams distributors across the country. Sources tell us that Evelyn Dalrymple of Liebmann's one stop in Omaha was hospitalized last week. She's in St. Mary's Hospital, Roch- ester, Minn. and we're sure she'd well-come home soon.

Johnny Franz of J.F. Franz Mfg Co. is a busy bee these days, concentrating heavily on one of his biggest selling items — "U.S. Marshall" gun. 

A real piece of gay play, MOA's executive vice president Fred Granger returned to his Chicago office on Wednesday following a 'very fruitful' Board of Directors meeting in San Francisco. We were happy to hear that ICOMA'S Harry Schaffner, who recently underwent surgery, was well enough to attend the meeting. The Illinois convention chairman, by the way, has a special Board of Directors meeting coming up April 24. "Speedway" continues to roll and grows at Chicago Dynamic Industries. Orders keep pouring in, according to Mort Secker. And the factory keeps stepping up production schedules to meet the demand.

Coin distributor Jim O'Malley was honored by the Better Busi- ness Bureau at a dinner ceremony in the Con- rad Hilton Hotel, on Wednesday, Mar- 18. During which he was presented the "Gold Star Award," for furthering the "principles of free enterprise and business self-regulation." 

Chatting with Rock-Ola Mfg. Corp.'s advertising and sales promotion manager George Hinter, who briefed us on Bill Findlay's current schedule of servicing schools on the "443" and "453" phonograph. Bill was in the North Carolina area last week and will be coming through this week-long school at Tulsa Billiard Supply in Tulsa this week.

Frank's multi-division sales manager Les Rickum resumed his travels last week in the areas of Louisville, Ohio and other points thereabout. Here's word from WGN radio press department that the station is carrying an in-season Chicago Cubs exhibition games prior to the regular season which begins May 1. Looks like Midway Mfg. Co. has another winner in "SAM." Ross Scheer- dahl, district manager for Bally and Midway, says they're shipping 'em out by the trailer load and the factory's production for the spring season is already sold out, a mighty big item! He also passed along some favorable test reports on the newly released Bally's "Passport," which went into de- livery this week. Pete Enfinger has been knee-deep in getting his new distributor for Midwest Amuse- ment Co. (St. Louis) off the ground of late, but he still manages to devote some time to other endeavors, such as racing horses. Pete says two of his horses, "Another Tilly" and "Toyoda Miss," won races at Dover Downs one month and his total score to date reads: in the money five times out of six which isn't bad at all. -- The record scene: Jee Cuddy of Lomar lists the following as active with their latest, "Angela" b/w "I'm Coming Home Los Angeles" by Jimmy Roselli (UA), "Sugar Blues"/ "The Tonga Room" by Gene Mavis' Rhythm Kings (Airtown) and "My Wife the Dancer" by Eddie and Dutch.

HOUSTON HAPPENINGS

Despite blustery weather and lots of rain, a sizeable number of Houston Coin Machine Assn. members attended a meeting at Houston's Shartton Lincoln Hotel, on Feb. 24. Ed Wendler, execu- tive director of the Texas Vending Assn., addressed the gathering. Harry Butler, oldest son of sales manager Paul Calamari announced delivery this week, so watch for it.

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COIN MACHINES WANTED

WANTED TO BUY OUT SELLING STOCKS ONE OR MORE... Watertown & nearby small towns, preferably late 1930's and early 1940's. Call or write to AUTOMAT, Inc., 1234 Main St., Watertown, N.Y.

COIN MACHINES FOR SALE

FOR SALE: PANAMIN NEW MARK DUAL, B - Write for more details, 311 W. 7th St., Los Angeles, Calif.

BATTLEFORD, W. S., 155-159 Main St. FOR SALE: 10 Rolls 45 RPM records. All 60's and 70's pop. Phone 225-2137.

BATTLEFORD, W. S., 155-159 Main St. FOR SALE: 2 Rolls 45 RPM records. Includes 1 roll of 50's pop. Phone 225-2137.

WANTED: Danby, New York. WANTED TO BUY OUT SELLING STOCKS ONE OR MORE... Watertown & nearby small towns, preferably late 1930's and early 1940's. Call or write to AUTOMAT, Inc., 1234 Main St., Watertown, N.Y.

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Nothing old hat about it!!!

The Wurlitzer STATESMAN is the leader in the state of the art of coin-operated music. It utilizes modern materials and techniques to achieve its purpose. Everything about it is new except that purpose... to make more money. Now it's proving to be the leader from that standpoint, too.

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114 Years Of Musical Experience
One good quick definition of contemporary music is "Denny and Rick." You can hear it in both their new single and new album.

Remember the fatalistic, futuristic despair of "In the Year 2525?" The new Zager & Evans single "Help One Man Today," #47-9816 offers hope for universal peace and brotherhood. The flip side is "Yeah 31." Some of that tone, too, is in their album, "Zager & Evans" LSP-4302.

Count on both to rack up heavy sales.

By now you know that Kirshner Records #63-5003 is "Who's Your Baby," the Archies' latest across-the-board hit.

Following hot on the success trail of the five-million selling "Sugar, Sugar" and the hit single, "Jingle Jangle," the Archies' new record is getting heavy airplay in Atlanta, Boston, Chicago, Cleveland, Dallas, Detroit, Miami, Milwaukee, Philadelphia, St. Louis.

Three young Brits, wearing prison uniforms and prison haircuts: this is Fresh, our new English rock group. Borstal is the street name for Great Britain's youth prison system. "Fresh Out of Borstal!" LSP-4328 features raw, driving realism penned by Jagger and Richard, arranger/producers Simon Napier-Bell and Ray Singer, others. A unique act, as striking to hear as they are to watch.

For years Percy Mayfield has written soul hits for other great singers. Now he comes into his own.

The author of Ray Charles' "Hit the Road, Jack" and "Danger Zone" now emerges as a major singing talent himself. Percy Mayfield Sings Percy Mayfield" LSP-4269 features his deep, soulful voice on a dozen originals. A Stroud Production.

Variety 8s: the best of our best country, pop, rock—at the best price going. $4.95 suggested list price.

Variety 8s are the new programming concept in Stereo 8 Cartridge Tapes. Each is a proven package of pre-sold hits by many of our major artists. We support them—and you—with exciting merchandising and promotion programs. At that $4.95 price, they're year-round movers. Here, you see our five best-sellers in the line.

The musical legend of the late "Pop" Stoneman continues; new LP to release soon by the fabulous Stonemans. This brother and sister quintet has created excitement from L.A. to Nashville, from the Hollywood Palace to the Tonight Show. Moving from country/folk into contemporary country, their music promises to appeal to an even wider youth market newly awakened to country sounds.

The newest things going on, are going on RCA Records and Tapes.