The Subsiding Generation Gap (Editorial) . . . 21 Artists Form Publishing Co. Under Steve Lawrence . . .
Big 3 Revamping Seeks Best Of 2 Worlds: Contemporary & Catalog
Map City Reunites 4 Execs . . . Form Royalty Auditing Co. For Artists, Producers, Pubs . . . Avco Embassy's $1 Mil
Fund For Year-Long Promo Of New Artists

WURLITZER'S 'STATESMAN': VIEW FROM THE BRIDGE
INT'L SECTION BegIns ON PAGE 67
The Johnny Mathis Double Feature.

Johnny Mathis is riding high with the first vocal version of "Midnight Cowboy" c/w "We," the title song from "Me, Natalie."
A double bill that'll set the critics jumping.
And before this, Johnny hit with the single and album "Love Theme From 'Romeo and Juliet'."
The music says as much as the movie these days.
Johnny Mathis is making the most of it.

"Midnight Cowboy" c/w "We" ("From Me, Natalie")

Johnny's album sold 200,000 copies in just eight weeks.

On Columbia Records
Like the publicity and interest that focused on the San Andreas Fault, the furor of the gap between generations is subsiding. Along with the "fad" furor that surrounded both topics, the age-group difference has declined through the simple passage of time.

Possibly the greatest reason that the "gap" made news was that so great a portion of the American population was in the 23-25 group that any whim or influence of the "younger generation" had monetary importance.

The sudden revelation that rock, a form already in its second decade, was a major force in music; the birth of men's fashions as; an interest in contemporary art or even politics became noteworthy beyond all proportion merely because of the size of the market that was involved—and because it was a market that had gained an identity.

The market, now a year older, is rapidly becoming an "older generation" in itself, and has followed the pattern that adolescents have always followed. Turning a bit mellower, and more aware of things beyond the narrower pale of experience that increases with time. Now that the same leaders of the "other generation" have passed into the "older generation," matters are already showing their influence.

In music, the hard rockers are turning easybeat. Musical excursions into the areas of volume and distortion are now taking a second row seat behind adventures in entertainment, and the argumentative material and search for understanding lyrics have fallen off.

This influence has melded much of the direction being taken by new acts and producers, and it has also led to changes in the basic approaches of radio stations. Channels who have been watching demographics are aiming at a new market, a new generation market; and this does not mean the children who have become teenagers; it means the adolescents who have become young adults.

Stations taking a middle of the road course have been finding that many of the new records they are programming coincide with the hits, and their taste is not becoming too far removed from that of last year. Yes, it is quite different from two years ago, but then there were no MOR stations in the now sense, they were younger easy-listening channels.

The same knowledge of the new audience and market that has been exhibited by these stations is becoming attuned to by musicians, who now call their audience "listeners" rather than "kids."

Knowing the audience is extremely important, and equally important is the realization that the market and demographics as a whole change as traffic on a computer controlled avenue. The mass groups continue to constitute percentage majorities while aging. And the aging process brings new delights in the musical refinements that jazz, soft listening and classical music continue to exhibit. While there will always be youth becoming involved with the direct gut appeal and simplicity of rock these same people will continue to expand.

So, the shifts that are evident in today's music, on the creative, exposure and sales ends, are actually a result not of any real change in the musical or marketing forms. They are merely new accents resulting from the steady progression of a population mass through the constant process of the ages.
<table>
<thead>
<tr>
<th>Position</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Year</th>
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<tr>
<td>1</td>
<td>Wedding Bell Blues</td>
<td>5th Dimension Soul City 779</td>
<td>1966</td>
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<td>2</td>
<td>Something</td>
<td>Beatles Apple 2654</td>
<td>1965</td>
<td></td>
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<td>3</td>
<td>Suspicious Minds</td>
<td>Elvis Presley RCA 9764</td>
<td>1956</td>
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<td>4</td>
<td>Baby It's You</td>
<td>Smith Dunhill 4026</td>
<td>1957</td>
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<td>5</td>
<td>Tracy</td>
<td>Cuff Links Decca 32533</td>
<td>1964</td>
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<td>6</td>
<td>Sugar, Sugar</td>
<td>Arlenes Calendar 1008</td>
<td>1971</td>
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<td>7</td>
<td>Smile a Little Smile for Me</td>
<td>Flying Machine Capitol 6203</td>
<td>1967</td>
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<td>8</td>
<td>Come Together</td>
<td>Beatles Apple 2654</td>
<td>1969</td>
<td></td>
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<td>9</td>
<td>And When I Die</td>
<td>Blood Sweat &amp; Tears Columbia 45008</td>
<td>1970</td>
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<td>10</td>
<td>Is That All There Is</td>
<td>Pips Ltd Capitol 2602</td>
<td>1967</td>
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<td>11</td>
<td>Ball of Fire</td>
<td>Tommy James &amp; Shondells Roulette 7060</td>
<td>1967</td>
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<td>12</td>
<td>Take a Letter Maria</td>
<td>P. B. Greaves Atco 6714</td>
<td>1963</td>
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<td>Little Woman</td>
<td>Bobby Sherman Mentorla 121</td>
<td>1965</td>
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<td>14</td>
<td>You've Lost That Lovin' Feelin'</td>
<td>Donovonkee Scorpio 7082</td>
<td>1965</td>
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<td>I Can't Get Next to You</td>
<td>Temptations Gordy 7093</td>
<td>1967</td>
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<td>16</td>
<td>Jean</td>
<td>Oliver Crewe 334</td>
<td>1968</td>
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<td>17</td>
<td>Elfs Coming</td>
<td>Three Dog Night Dunhill 4215</td>
<td>1971</td>
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<td>18</td>
<td>Try a Little Kindness</td>
<td>Canned Soul Capitol 2659</td>
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<td>Ruben James</td>
<td>Nat King Cole &amp; First Edition Reprise 0854</td>
<td>1962</td>
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<td>20</td>
<td>Down on the Corner</td>
<td>Creedence Clearwater Revival Fantasy 634</td>
<td>1969</td>
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<td>21</td>
<td>Hot Fun in the Summertime</td>
<td>Sly &amp; Family Stone Epic 1190</td>
<td>1968</td>
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<td>22</td>
<td>I'm Gonna Make You Mine</td>
<td>Los Christie Buffett 116</td>
<td>1968</td>
<td></td>
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<tr>
<td>23</td>
<td>Baby I'm for Real</td>
<td>Original Souls 50566</td>
<td>1967</td>
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<td>24</td>
<td>So Good Together</td>
<td>Dusty Kim Stevo 720</td>
<td>1968</td>
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<td>25</td>
<td>Suite: Judy Blue Eyes</td>
<td>Crosby, Stills &amp; Nash 6179</td>
<td>1967</td>
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<td>Mind, Body &amp; Soul</td>
<td>Jimmy Ruffin Hot Wax 6902</td>
<td>1967</td>
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<td>27</td>
<td>Goin' in Circles</td>
<td>Friends of Distinction RCA 0024</td>
<td>1967</td>
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<td>28</td>
<td>Fortunate Son</td>
<td>Blue Matics Atlantic 818</td>
<td>1970</td>
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<tr>
<td>29</td>
<td>Yester-Me, Yester-You, Yesterday</td>
<td>Steve Wonder Tamla 54188</td>
<td>1969</td>
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<tr>
<td>30</td>
<td>That's the Way Love Is</td>
<td>Marvin Gaye Tamla 54185</td>
<td>1969</td>
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<tr>
<td>31</td>
<td>Make Your Own Kind of Music</td>
<td>Mama Cass Dunhill 4233</td>
<td>1969</td>
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<td>32</td>
<td>Backfield in Motion</td>
<td>Mel &amp; Tim Bambam 107</td>
<td>1969</td>
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<td>33</td>
<td>Echo Park</td>
<td>Keith Barbour Epic 10486</td>
<td>1969</td>
<td></td>
</tr>
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**ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)**

1. **1 WEDDING BELL BLUES**
   - 5th Dimension Soul City 779
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   - Beatles Apple 2654
3. **3 SUSPICIOUS MINDS**
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4. **4 BABY IT'S YOU**
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5. **5 TRACY**
   - Cuff Links Decca 32533
6. **6 SUGAR, SUGAR**
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    - Temptations Gordy 7093
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    - Oliver Crewe 334
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    - Sly & Family Stone Epic 1190
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    - Los Christie Buffett 116
20. **34 BABY I'M FOR REAL**
    - Original Souls 50566
21. **36 SO GOOD TOGETHER**
    - Dusty Kim Stevo 720
22. **37 SUITE: JUDY BLUE EYES**
    - Crosby, Stills & Nash 6179
23. **38 MIND, BODY & SOUL**
    - Jimmy Ruffin Hot Wax 6902
24. **40 GOIN' IN CIRCLES**
    - Friends of Distinction RCA 0024
25. **42 FORTUNATE SON**
    - Blue Matics Atlantic 818
26. **44 YESTER-ME, YESTER-YOU, YESTERDAY**
    - Steve Wonder Tamla 54188
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    - Mel & Tim Bambam 107
30. **51 ECHO PARK**
    - Keith Barbour Epic 10486
Marriage of the year.
A great motion picture musical and a great original soundtrack album. Both blessed by the full advertising, publicity and promotion resources of a great company. That's marriage—MGM style.

“Goodbye, Mr. Chips”
One summer day a steady stream
Of pilgrims travelled toward a dream
As the rain came down —
300,000 — maybe more,
With tents and bedrolls heading for
A Catskill town.
We were GOING TO BETHEL
If we had to walk to get there.
We were GOING TO BETHEL
To hear our music play.
When we reached that sea of grass,
The words and music seemed to cast
A spell on us.
We felt at peace — we felt like one,
As smiles of strangers, warm as
Sunshine fell on us.
We had gone TO BETHEL
Because we had to be there.
We had gone TO BETHEL
To hear our music play.
Out upon that rolling field
There were so many things revealed
That minds may change.
It might not be before too long

That what we are won't seem so wrong.
Or look so strange.
People got a chance to see
How very peaceful things can be —
The way they should.
And if the gap is closed a bit —
Well, who cares now who widened it —
We just feel good...
We had gone TO BETHEL
Because we had to be there.
We had gone TO BETHEL
To hear our music play.

"Going to Bethel" c/w "I'm in Love" #47-9769
Performed by a special new group: Route 17

If there was ever a song written for
this generation, this may be it.
CHICAGO — Marshall Chess has been appointed president of the Chess group of companies. Also, Richard Salvador now functions as exec vp, while Phil Chess has been assigned the post of staff vp, Alan Bayley, president of GRT Corp., Chess' parent company, announced last week.

Marshall Chess succeeds his father, Leonard Chess, who died last week after suffering a heart attack. He'll be responsible for all creative and production activities, Ter Mar Recording Studios, music publishing and international activities.

Salvador, formerly general manager of Marshall Chess, will report day-to-day operations, including sales, promo, advertising, accounting and financial management, personnel and manufacturing plants in Chicago and Nashville.

Phil Chess will act in a general advisory capacity and exec vp on all aspects of the company's business, as well as maintaining liaison with the Chess group and GRT. All other aspects of the organization remain unchanged.

Bayley said the new organizational structure was capable of greatly expanding the company's delegation of authority and responsibility and the development of effective managers at all levels of the company.

NEW YORK — Singer Steve Lawrence has formed their own publishing company, All Star Music. Lawrence, president and founder of the venture, refers to the company as a "Musical Mutual Fund," in which the participants will be equal partners.

"All this has happened out of necessity," said Lawrence, "and the profit will go to the writers. The more who join, the more we can increase our activities," he added.

All Star Music will be the umbrella company for both ASCAP (Performing Rights) and BMI (Broadcast Music Inc.) units. Participants in the company, who are interested in#index_personalities# the bottom line, will be required to contribute a minimum of $1,000 a year, to be recorded and released by them. These songs, Lawrence said, will be selected at the complete discretion of the artist.

**Writer To Artist Contact**

At this time, Lawrence told Cash Box, the company will not encourage a stable of writers, but hopes that writing talent will get into the offices through the artists involved for placement of material. The art—include Steve Alton, Harry Belafonte, Carol Burnett, Pat Boone, Sonny & Cher, Petula Clark, Don Costa, Vic Damone, Sammy Davis, Billy Eckstine, Eydie Gorme, Grecy Grecy, Jerry Vale, Steve Lawrence, Trini Lopez, Jane Morgan, Mungo Jerry, Terry Stafford and Jerry Vale.

Lawrence said he devised the concept some months ago and personally contacted the performers in a specific effort to reach a wide spectrum of talent. All Star Music, with New York offices at 40 West 58th St. and Hollywood offices at 9000 Sunset Blvd., is already represented within the Steve & Eydie's RCA discing of "We Must Be Together," and Buddy Greco's Scepter discing of "My Double Life."

**MGM Label Relocates To W. Coast Jan. 1**

HOLLYWOOD — MGM Records will officially relocate its headquarters to the west coast on Jan. 1, Cash Box has learned. Company, according to Ron Kass, president, is presently seeking Sunset Strip space in bringing the bulk of its operations to this city.

Kass cited a number of reasons for the move, among them, "in his words, a "need for a drastic change from the place where we have lost so much money and to get away from people who don't seem to care." He further feels that there is more exec and artist talent who prefer to live on the west coast. Jack Mills, MGM's New York based exec of the label, Kass indicated that they had shown a strong interest in the label's emphasis, however, that the label will maintain a solid force of sales, promo and A&R personnel in New York. He also pointed out that the west coast afforded a better line of communications between the label and MGM's film and TV interests.

**Kass, who was set for conferences in New York last week with James Ruff, head of the Ruff Group of MGM Pictures, noted also that the label's talent roster had been trimmed, with a new emphasis to be placed on contemporary sounds under A&R head Peter Asher. Among the talents singled out for extensive promo are Hank Williams, Jr. and Bill Medley.**

**Polydor To Dist. Spring**

NEW YORK — Polydor Records has made its first label distribution deal. The label will handle Julie Riffner's Spring label, product of which will be aimed generally at the R&B market. Riffner is presently scouting for what he termed "name talent" to appear under the Spring logo.

**Herston Leaving Capitol, Sets Indie Projects**

NASHVILLE — Kelso Herston leaves his Nashville Alliance at Capitol Records to launch indie projects on Nov. 15. He'll work on CBS-TV's revival of "Huey Hay," which is taped in Nashville, and engage in indie production. Herston, with Capitol for three years, is the producer of England's number one disk, Bobbie Gentry's "I'll Never Fall in Love Again," the show, "Promises, Promises." He also did Sessions with Britain's "It's a Boy Baby." Herston can be reached at 2437 Eastland Ave. in Nashville. Telephone is: (615) 228-0860.
P.S. The Hot Wax people also have a hit on Invictus Records — 9071 Crumbs Off The Table by The Glass House Capitol Distributors.
Avco-Embassy’s $1 Million Fund Aids Year-Long New Artist Promo

NEW YORK — Avco Embassy Records has established a new promotional fund designed to aid the development of new artists, announced Larry Lott, the record company’s initial LP release. Set, a deluxe double-fold pocket offering, features Mercury and his nine-piece band. In the support of $4.98 package, the label will offer posters, mounted easels four-in-store display. There’s also a special co-op ad fund to cover $1100 of the promotions costs.

Seldzer, Tank To New Motown Roles

NEW YORK — Ralph Seldzer has been elevated to exec assistant to Barney Asbell, and general manager of Motown Records, announced Berry Gordy. He will be responsible to Asbell for the administration of all Motown LP and EP operations, and special projects as assigned.

Peter Tanker has been named the label’s director of creative affairs. Tanker succeeds the A&R dept., tape library dept., and the engineering dept. A 15-year industry figure, he has worked with the label for the past year. He previously owned his own label, SoundQuest and Twist. He also reports to Asbell.

Japanese Rush E/FV
To Beat U.S. Target Date

(See Tape News)

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Pseudo-Stereo: A Trifle Overdone?

HOLLYWOOD — Although the recent campaign to convert pressing plants to stereo has moved smoothly, some observers believe the stereo industry has been successful on the whole, some people think it's been too successful. While everyone has been learning that stereo disks will play on mono machines, there are many consumers that don’t realize the opposite — mono will still work on stereo sets.

According to Barret Hansen, a rock critic and staff writer, the record industry has changed its approach to sales and promotion on the part of consumers, aided by similar feelings on the part of many dealers. The result is that the pressure of poor quality stereo reissues from many labels, has the opposite effect on mono disks are deleted from the catalog.

In talking to several record people who are involved with the Specialty catalog, which includes material from Little Richard, Gene Vincent, and other rockabilly artists, a few felt that it's a good idea, and its ability to re-produce mono.

(Con't on Page 46)

Col Says It Knows Dylan Bootlegger

NEW YORK — Columbia Records says it's uncovered the bootlegger of an LP containing material performed by Bob Dylan.

Claiming that the unauthorized album, which is supposed to be released on the label is instituting legal proceedings in a United States District Court and a Canadian Court against the alleged bootlegger, the manufacturer has asked the Justice Department which has a white cover andblank spine, in addition to the lawsuit. The suit also is being sent to retailers who are currently handling the release, informing them that the record is without legal protection and that the proper action will be brought against them individually.

The album contains 22 songs, three of which are available in Dylan's Columbia catalog. According to Rolling Stone, the rock newspaper, they were taped at Dylan's home in Woodstock, N.Y.

Columbia reports that it's received 'numerous complaints' from consumers regarding the 'poor quality' of the LP's sound.

Diana Ross To Exit Supremes by January; Terrell Is New Voice

NEW YORK — Diana Ross leaves the Supremes in January to start a solo career. In her place, Jean Terrell, sister of former heavyweight boxer Ernie Terrell, will become the third Supreme, joining Mary Wilson and Cindy Birdsong. Both Ross and the group have renewed their long-term pact with Motown Records.

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Laura Nyro: A State Of Song(s)

NEW YORK — Laura Nyro is emerging as the first Lady among composer/performers.

As a writer of songs recorded by others, she holds down the number one spot with "Wedding Bell Blues" by the Staples Singers (Soul Jazz) and further Top 10 coverage with "And We Danced," "I Got a Woman," (Columbia) and "Elis's Corim" by Three Dog Night (Dunhill) is number 12. In fact, Laura is represented with a new single, "12打听the Things We Do," and "New York Tendaberry," from which the single is taken.

On the personal appearance front, the attraction's Nov. 26 engagement at Carnegie Hall has been sold out, necessitating the scheduling of a second midnight concert.

Mccartney Death Rumor Spurs Singles

NEW YORK — Paul McCartney is not dead, yet very much alive is the label in the aftermath of the rumor that the Beatles member was gone.

MGM Records has purchased a master, "The Ballad of Paul" by the Mystery Tour, for which Lenny Shuer, of the Shuer-Shuer-Shure label, is directing an "all-out" campaign to find the singer of the elusive single, full page full ads in the trades, saturation distribution of 5000 disk ads to radio stations, a mailing campaign of sample disks and titles, a radio "hype" sweepstakes for buyers. Also, reviewers on national music, newspapers and wire services are being covered.

In another release, Silver Fox Records, for the Shuer-Shuer-Shure label, is launching a "Brother Paul" by Billy Shears & All Americans. The name "Billy Shears" appears in the singles catalog in the "Heart Club Band!... Furthermore, Capitol Records has marketed a re-release, "St. Paul" an eight-month-old tribute to McCartney written, produced, and performed by Terry Knight. The lyrics are added meaning in light of recent talk, but Knight has refused to comment on the disk.

The label has officially re-released the deck, following activity in Philadel-phia. Knight feels he can participate in promotional plans.

Map City Reunites 4 Music Men

NEW YORK — Map City Records, a multi-faceted music operation, has been formed in New York. The company includes a label, recording studio and publishing-production unit, reunites four former music men associated with Karma-Sutra. They are Frank Mell, president, Peter Anders, v.p., Vini Povica, v.p., and Eddy Levine, v.p.

Map City, located at 236 West 55th Street, plans a complete sales, promotion, and sound-soul sounds. It's first disk is the Blue Jays recording of "Hang On." In addition, the label has signed P. Onyx and Portishead for the label as a duo. They are writer-producers known for their recording with the Tradewinds, Critters and the Mamas & the Papas.

On the publishing end, there's Sweet Magnolia Music (BMI), which has had chart success with James Brown and four producers. The recording studio, Cantorp Sound Studios, is available for general trade use. Mell stated that most of the label's distrib- tion is with the label's own imprint. Sometimes, Mell was vp and general manager of Kama Sutra Records. Levine joins Map City after serving as director of national promo of singles and albums at United Artists Records.

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4 Labels Make PR Campus Deal

NEW YORK — Four record companies have signed agreements through Campus Media Inc., an advertising and promotion company exclusively in the college market. The MGM, Decca, Bell, and Earth labels are utilizing Campus Media's advertising radio facilities and on-campus exposure facilities.

Campus Media Inc. reps I23 commercial campus radio stations which serve over 130 campuses. This places a resident student enrollment of 1,000,000 out of a possible 4,000,000 in a position to receive an advertiser's message.

Through an association with Patrick West Associates, Campus Media Inc. provides public relations, promotion and advertising services through these radio stations, which serve 120,000 college students and are controlled by nearly 130 college stations throughout the country.

Recently, Decca and Earth Records purchased promotional air time on 25 college stations for the company's recording artists Hap Palmer and Bobby Darin. A campaign is now under way at Campus Media for representation of the above artists on college and national campus stations throughout the country.

Rudy Clark Opens His Own Music Co.

NEW YORK — Rudy Clark, the songwriter, has launched his own music publishing company. Rudy Clark, who leaves the Warner Bros. music publishing company, where he served as a staff writer, will continue his own writing and acquire songs from other sources, including the foreign market. He now owns John J. Hagan's indie label pactee. Clark is the writer of such songs as "Good Lovin'," "Shoop Shoop Girl" and "I Feel Like I'm Fixin' to Be a Good Somebody." Before his War- ner contract, he was represented by Bobby Darin's TM Music, adding nearly 100 copyrights to the company's catalog.

He is presently negotiating production deals on the songs "Shoop Shoop," "You Shook Me," and "Goin' Out of My Head," and is also working on material and offices. They are at 1074 Broadway in New York.

Hal Charm Is Veep At Pickwick Int'l

NEW YORK — Hal Charm has been named vp of Pickwick International (P.I.P.), according to Joe Abend, president of the Pickwick International division.

Charm, who spent the past 18 months as national sales and promotion manager for Heritage Records, will be in charge of national sales and talent coordination, working closely with Bobby Goldsboro and Bob Montgomery of Viking Records, the label being handled by P.I.P. He'll be looking for masters, developing artists and negotiating production agreements on an "open door" policy.

A onetime musician/landlady and personal manager, Charm staged and packaged rock shows. He joined Mercury Records as promo rep and moved to the east for the label in regional sales.

AIP Revenues Up

NEW YORK — American International Pictures showed a substantial increase in revenues totaling $1,862,000 for the first six months ending Aug. 30, 1969, compared to $997,000 for the same period in 1968. Report AIP's Chairman of the Board, Samuel Z. Arkoff and Company President James H. Nicholson.

Tony Spargo Dies, Early Jazz Figure

NEW YORK — Anthony Spargo, drummer with the Original Dixieland Band, died here last week (50) of a stroke suffered the day before. Old Spargo, known professionally as "Spaz," played the snare drum credited with widely exposing jazz to America in the teen years of this century, until it was disbanded in 1925. He later toured the country with such jazz stars as Louis Armstrong, of the Basie band, Wild Bill Davis and others. He retired in the late '30's.

Among his survivors is Pote Spargo, an A&R producer for MGM Records. He also leaves his wife, Roberta, his daugh-
er son, Anthony, Jr., a daughter, Mrs. Beverly Miller, two sisters and five grandchildren.

Musical Isle K.C. Office

KANSAS CITY, MO. — Roberta Record Distributing Company's headquarters for its rack jobbing division, the Musical Isle K.C. office, opened Kansas City operation this week.

Located at 1800 Troost Road in Kansas City, the office was opened by Jack Cohen and Frank Cama, both veterans of over 20 years, in this phase of the industry, Cohen spent the last seven years in sales and management positions with Capital Records and Cama performed similar functions with Decca and Mercury Records.

They opened this into a new musical office, which has developed a chain of record dealers in the retail field and new stores will be opened as appropriate locations become available. July, this office was opened at Smith Haven Mall, Long Island, and new stores at Kings Park Shopping Center in Brooklyn and at Hillside Shopping Center in New Jersey are being prepared for opening in 1970. Sales of the retail division for the first six months of 1969 were $6,390,000, an increase of more than 9% over the same period in 1968.

Sam Goody Enters Wholesaling Arena

NEW YORK — Sam Goody, Inc., has created a new division which will specialize in rack merchandising, wholesaling, one-stopping and the manufacturers' distribution of home entertainment items, including records, tapes in all forms, audio equipment, musical instruments and accessories.

This new division, to be known as SMI Distributors, Inc., will be headed by Jack Cohen and Frank Cama, both veterans of twenty years experience in this phase of the industry, Cohen spent the last ten years in sales and management positions with Capital Records and Cama performed similar functions with Decca and Mercury Records.

They opened this into a new musical office, which has developed a chain of record dealers in the retail field and new stores will be opened as appropriate locations become available. July, this office was opened at Smith Haven Mall, Long Island, and new stores at Kings Park Shopping Center in Brooklyn and at Hillside Shopping Center in New Jersey are being prepared for opening in 1970. Sales of the retail division for the first six months of 1969 were $6,390,000, an increase of more than 9% over the same period in 1968.

NARM Committee Meets On Convention Plans

PHILADELPHIA — The convention committee of the National Association of Record Merchandisers, Inc. (NARM) meets Nov. 19 and 20, at the Continental Plaza Hotel in Chicago, under the auspices of District Records, Washington, D.C., chairman of the 1970 NARM Convention. The conven-
tion will be held March 20 through March 25, at the Americana Hotel, Harb'or Blvd., Fla., the twelfth annual convention of the industry association.

Planned for the convention committee meeting for the three-faceted business program: general sessions, workshops, etc., and a Person to Person Conference Schedule. The committee will also consider and confirm the schedule of social events, which will feature the industry's leading recording artists.

Members of the NARM Convention Committee, in addition to Schwartz, are Jack Grossman, Merco Enterprises, Melville, N.Y.; Jack Gelbath, ABC Record & Tape Sales Corp., Atlanta, Ga.; Victor Faraci, Musical Isle Record Corp., Chicago, Allen Rosen, Recordland U.S.A., Lubbock, Texas; James Shipley, Main Line Cleveland; and Ernest Leanner, United Record Dist., Chicago, Ams Heilicher, A. L. Marsh Co., Minneapolis, NARM President, attends all committee meetings, as does Jules Malamud, NARM executive director, who is responsible for the execution of all facets of the annual NARM Convention.

Stigwood Interest In Grooveville Co.

NEW YORK — The Robert Stigwood Organization has acquired a 50% sell-
ing rights interest in Grooveville Mu-
sic from Don Davis. Copyrights in-
clude "I Wanna Testify" and "Charm's of Lovee."
Aretha Franklin
"ELEANOR RIGBY"

Atlantic #2683
Produced by: Jerry Wexler, Tom Dowd, Arif Mardin
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.

% of Stations Adding Titles to Prog. Sched. This Week  Title  Artist  Label  Total % of Stations to Have Added Titles to Prog. Sched. to Date

42%  Eleanor Rigby — Aretha Franklin — Atlantic  55%
41%  Someday We'll Be Together — Diana Ross & Supremes — Motown  87%
40%  Jam Up & Jelly Tight — Tommy Roe — ABC  40%
39%  I'll Hold Out My Hand — Clique White  39%
37%  Midnight — Dennis Yost & Classics IV — Imperial  37%
35%  Fancy — Bobbie Gentry — Capitol  35%
33%  Heaven Knows — Grass Roots — Dunhill  94%
30%  I Guess The Lord Must Be In New York City — Nilsson — RCA  61%
29%  Sunday Morning — Oliver — Crewe  29%
27%  Cupid — Johnny Nash — Jad  36%
25%  We Love You Call Collect — Art Linkletter — Capitol  34%
23%  Jet Plane — Peter, Paul & Mary — WB/7 Arts  95%
20%  Going In Circles — Friends of Distinction — RCA  73%
19%  Down On The Corner — Creedence Clearwater — Fantasy  74%
18%  Dock Of The Bay — Dells — Cadet  37%
18%  Early In The Morning — Vanity Fare — Page One  18%
17%  Too Many Cooks — 100 Proof — Hot Wax  17%
16%  Groovy Grubworm — Harlow Wilcox — Plantation  60%
15%  Undun — Guess Who — RCA  78%
15%  Up On Cripple Creek — Band — Capitol  22%
14%  Midnight Cowboy — Ferrante & Teicher — UA  48%
14%  Love And Let Love — Hardy Boys — RCA  14%
12%  Camel Back — A.B. Skye — MGM  20%
11%  Baby Boy — Fred Hughes — Brunswick  11%

Less Than 10% But More Than 5%  Total % to Date

Baby I'm For Real — Originals — Soul  85%
Swingin Tight — Bill Deal & Phondels — Heritage  8%
Slow Down — Yellow Pages — UNI  8%
These Eyes — Jr. Walker & All Stars — Soul  20%
Some Of Shelly's Blues — Nitty Gritty Dirt Band — Liberty  7%
You Gotta Pay the Price — Gloria Taylor — Silver Fox  7%
Friendship Train — Gladys Knight & Pips — Soul  72%
Happy — Paul Anka — RCA  24%
I Gotta Have You — Horatio — Event  14%
I Want You Back — Jackson 5 — Motown  7%
Ten Commandments Of Love — Anthony & Imperials — Veep  7%
Tonight I'll Be Staying Here With You — Bob Dylan — Columbia 63%
Al's piano brings them all together

- Easy Rider
- Midnight Cowboy
- Prime of Miss Jean Brodie
- Oh! Calcutta
- Romeo & Juliet
- True Grit
- April Fools
- Popi

Available on record and tape
Capitol Aims ‘Salvation’ At Rock Radio

HOLLYWOOD – The youth-market, rather than the traditional theatregoer, will be the primary target for Capitol Records’ merchandising campaign for its latest rock hit, which is being highlighted in the New York area.

The release of the album this month, the long-anticipated support for the show, an irreverent parody of traditional religious morality presented as a mock/rock revival meeting, features

6 LP’s Go Forward

HOLLYWOOD — Forward Records has set eight albums for November release, including the first product from the Winns label and two TV soundtracks.

Other albums from Forward include a second instrumental version of “Paint Your Wagon” by Nelson Riddle, which was produced and arranged by Martin Berlin.

UA To Market London

LONDON — United Artists Records is releasing the role of the original cast of the London production of “Promises, Promises.” UA also cut a new soundtrack album.

Ronald Reagan has been many a hit, including in the role of the musical released in 1964 with Zero Mostel.

80s PHOTO PACKS

100 Pk. 10 x 15 $ 89.00
Special Color Process 100 Pk. 10 x 15

miles & Transparencies

miles & Transparencies

GLOSSY PHOTOS

100 Pk. 8 x 10 $ 59.00
Digital Color Photos

100 Pk. 8 x 10 $ 59.00

MOUNTED Photos

100 Pk. 8 x 10 $ 59.00

Cash Box — November 8, 1969

RIAA Gold Record Awards

For September

A Monthly Survey of RIAA Gold Record Awards

Singles:

FELL NEVER FALL IN LOVE AGAIN Tom Jones—Parrot
LIVE TOGETHER Bobby Sherman—Metromedia

GET TOGETHER Sam & Dave—RCA

JEAN Oliver—Crew

GALVESTON Glen Campbell—Capitol

BABY I LOVE YOU Andy Kim—Steed

Albums:

WHO KNOWS WHERE THE TIME GOES Judy Collins—Elektra
SMASH HITS Jimi Hendrix Experience—Reprise
GOLDEN INSTRUMENTALS Billy Vaughn—Dot

Straight’s LP Release

New Distribs Named

LOS ANGELES — Straight Records released four new albums last week. Included in the release were “Tumbleweed,” “Blue Afternoon,” “Permanent Damage” by the GTO’s, the debut album by Fonzo, and Jeff Simon’s initial album.

Buckley has written all of the songs on the album and produced the set as well. The label is Buckley’s first album for Straight, having had 3LP’s for Elektra.

Zappa To Europe

Frank Zappa, recording artist and head of Straight Records, left for Europe last week accompanied by manager Herb Cohen and Captain Beefheart and his Band.

In Europe, Zappa will host the week-long Paris pop festival at which the Beefheart aggregation will appear. After the festival, Zappa, Cohen and Beefheart will proceed to England where Zappa unveils Straight’s initial European release through CBS. While in England, Cohen will also lay the groundwork for Tim Buckley’s winter tour and Captain Beefheart’s spring appearance there and Zappa’s April date to conduct an orchestra performing his music at Albert Hall.

Straight also announced the addition of 3 new independent distributors for the label’s product. The distributors are: Transcontinental Dist. Corp. (Seattle), Soundland Records Dist. Co. (Atlanta), and Big State Dist. Corp. (Dallas).
barbra streisand sings

"What Are You Doing The Rest Of Your Life"

COLUMBIA RECORDS 4-45040

From The United Artists Motion Picture "The Happy Ending"

Music by Michel LeGrand/Lyrics by Alan and Marilyn Bergman
CA's New RCA's Released by RCA

NEW YORK — RCA Records is releasing 16 new Stereo 8 cartridges for November. RCA's latest Kinsoner Airplane LP "Volunteers" and Ed Ames' "Love of the Common People" are among six new Stereo 8 albums and a number of turnip-pack sets.

RCA distributed Kinsoner Records and the Colgate label will be presented by the debut of "Tea Grapes" and a new Monkees work "The Monkees Present." Other RCA label albums include "Movin' On" by Denny Davis and the Nashville Brass, Floyd Cramer's "More Country Gauntlet," "The Best of Charlie Pride" and a double set for the Friends of Distinction.

RCA introduced a series of "The Moog Strikes Back" arranged, transcribed and performed by Hans Wurman; and a twin set with "Mario Lopez's "Swinging & Singin' My Song." 

Cammid stereo-4 product features: "Light of a Dolphin," "Cassidy/'s Smokin' Gun,"" "Play Songs Made Famous by Herb Alpert," "Goin' Pass Malo," "Made Famous By Tom Jones" and a double set with both LP's combined. The Latin product is Amalia Mendoza's "Corridos y Canciones."
SEVENTY-ONE WITH A BULLET!

"DOCK OF THE BAY"
The Dells
Cadet 5658

Their 10th Hit Single In A Row
JUST SHOT OFF!
**Jones, Robbins, Brown Form Symbolic Records**

HOLLYWOOD — Composer Quincy Jones, novelist Harold Robbins and bassist Ray Brown have formed Symbolic Records, and will begin releasing product as soon as a major-label distrib deal is negotiated.

Already signed to the label are the Inheritors (named after Robbins' new best seller), actors Beau and Jeff Bridges, the Greasy Bats Band, the International Love and Ron Buford.

Jones will supervise the company's activities in all areas of the music field, including motion picture scores, television themes, etc. Over the past year, Jones has scored or written music for "MacKenna's Gold," "Cactus Flower," "Bob and Carol and Ted and Alice," "The Bill Cosby Show," "The Last Man," "The Italian Job" and "John Loves Mary."

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**SD Spots, Ads For Loring LP**

NEW YORK — Stereo Dimension Records is working out a gift-giving season program for Gloria Loring's debut LP on the label. "And Now We Come To Distances." Included will be 1-minute spots in such areas as New York (WTFFM), Cleveland (WXVY), Nashville (WMAR), Memphis (WMCAM) and Hollywood (KMPX). Also, according to the label's Jerry Schwartz, the newspaper ads countrywide and direct mailings to racks will be utilized.

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**Cash Box Looking Ahead**

<table>
<thead>
<tr>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
</tr>
</thead>
<tbody>
<tr>
<td>Happy</td>
<td>(Pocketful of Tunes)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Memories of a Broken Promise</td>
<td>(Muco)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>No One Better Than You</td>
<td>(Anna-Rachel - ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Ballad of Easy Rider</td>
<td>(Pattan)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Love and Let Love</td>
<td>(Fox Fantast)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Some of Shelly's Blues</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>A Brand New Me</td>
<td>(Assorted/Parabody - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Tonight</td>
<td>(Columbia/Motown)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Cold Turkey</td>
<td>(Marvin - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>I Can't Make It Alone</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Free</td>
<td>(Durban - BM)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Curly</td>
<td>(Durban Music Inc - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>My Idea</td>
<td>(Cream Carman)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>A Place in the Sun</td>
<td>(Steen &amp; Van Stock - ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Honey Come Back</td>
<td>(Chuck Jackson)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Walking in the Rain</td>
<td>(Ralph Butte and Jerry)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Baby You Come Rollin' Across My Mind</td>
<td>(Briannah)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Okeie From Muskogee</td>
<td>(Blue Bird - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Which Way Are You Going Billy</td>
<td>(Gone Furné - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Jennifer Tompkins</td>
<td>(Moonbeam - ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Dry Spell</td>
<td>(Mansari - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>It's a Funky Thing Right On Part 1</td>
<td>(Herbie Mann - ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>I Have Nothing</td>
<td>(Tito - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>That's How Heartaches Are Made</td>
<td>(Lee Lark - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>My Babe</td>
<td>(Arc - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Must Be Your Thing</td>
<td>(Wright Gerst/1/Tampering - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Bird</td>
<td>(Evan - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>I'm Gonna Tear You a New Heart</td>
<td>(Sherrin - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Blowing in The Wind</td>
<td>(Kramer/7 Arts - ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Everybody's Talking</td>
<td>(Columbia)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Any Way That You Want Me</td>
<td>(Blackwood - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Beautiful People</td>
<td>(Kerla Rogers/Melanie Music/Literary Music/ASCAP)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Mary, Don't Take Me on No Bad Trip</td>
<td>(Arc - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Kozmic Blues</td>
<td>(Unltd - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Oh Me Oh My (I'm a Fool for You Baby)</td>
<td>(Unltd - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>C&amp;J 15 Going On 20</td>
<td>(Lilac - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Lady Jane</td>
<td>(Grodin - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Don't Shut Me Out</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Mommy and Daddy</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Cupid</td>
<td>(Jimmy Dean - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>Can't Take My Eyes off You</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>I'm Tired</td>
<td>(Duran - BMI)</td>
<td>(BMI)</td>
</tr>
<tr>
<td>I've Got My Finger on Your Trigger</td>
<td>(Screen Gems/Columbia - BMI)</td>
<td>(BMI)</td>
</tr>
</tbody>
</table>

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**Cash Box** — November 8, 1969
Another great single by THE CASCADERS from their hit album "MAYBE THE RAIN WILL FALL"
New York — Jack Noble, president of Super Record, and TV personalities, challenged in television programming and advertising for retailers, and Normand Kurtz, president of People Enterprises, Inc., a recently formed music entertainment complex, have announced that StoreScope has acquired all the assets of People Enterprises, Inc.

People Enterprises, Inc., includes a record label (People Records), a music publishing firm (People Music) and a management office (People Management).

Normand Kurtz, president of People Enterprises, was formerly general counsel and head of the international division of Roulette Records. In private practice since 1984, Kurtz represents some of the most successful names in the recorded entertainment industry.

Heading up People's creative wings is exec vice president Mike Stevenson, the composer and record producer. From 1962 to 1964, Stevenson was president in charge of creative control for Tama-Motow Records.

Jerry Fine, vice president of sales and promotion, and marketing, is a 19-year music industry veteran. Beginning as a performer, Fine moved to Record, Inc. record distributors in Boston as promotion manager (1959-61), then became promotion and sales manager for Disc Distributors in Boston (1962-63). Fine then formed his own label, Disc Promotions, Inc., covering the New England territory (1963-64).

From 1965 to 1967 Fine was project co-ordinator and then vice president of The Take Six organization and Adam Sean Music publishing and Flick City Records divisions.

Stevenson announced that the record division's first three singles will be released within the next two months. Featured are Kim Weston's "Danger - Heaven Knows Ahead", written and produced by Stevenson and Clarence Paul; The Everyday People's "Are You Going Wrong" and Andy Williams' "Major's "Leak In The Faucet" backed with "I Know" produced by Stevenson and Leon Warear.

Kurtz said that the acquisition of People's assets by StoreScope will enable us to put our combined energy and creative methods of marketing and merchandising — including television — into develop a mark for the youth market. We expect to expand from our base as a music entertainment complex to market an entire line of youth products.

Kurtz said further executive appointments completing People's operational staff will be made shortly.

StoreScope, a new business in May, 1968, is now producing television advertising specials, producing and syndicating TV specials, buying TV and film libraries, and serving as consultant to large retailers. Among its clients are such major department store organizations as Sears and the J.C. Penney.

You're On Polydor, Charlie Brown Records, Dancing Bear, the recent recording contract with composer-producer Ira Gershwin, and "These Foolish Things." Maschwitz's career touched every form of entertainment. He was active in radio, television, the stage and films. Much of his material was written under the pseudonym, Holt Marvin. His stage credits include "Good Night, Vienna," "Prisoner Xenda," "Gay Hussar," and "Passion Flower." Maschwitz was also credited with writing 400 songs and the 1939 film version of "Goodbye Mr. Chips."

Maschwitz was married twice and later divorced from Hermione Gingold. He married Phyllis Gordon in 1945.

20 1969

Cash Box — November 8, 1969
Premier Talent
Proudly Announces
Exclusive Representation of

GRAND FUNK RAILROAD

TIME MACHINE
The Single - 2567
The Album ST-307
Produced by Terry Knight
ON RECORD AND TAPE,
ON THE CAPITOL LABEL

PREMIER TALENT ASSOCIATES, INC. 200 WEST 57th STREET NEW YORK, N.Y. TEL. (212) 757-4300
FRANK BARSALONA -- DICK FRIEDBERG
Vital Statistics

Detailed Information about Titles on the Cash Box Top 100 This Week

#24

Let a Man Come and I Don't Think the Popcorn (2:58)

James Brown 6259

1300 Waverly Ave., Cuyahoga, Ohio

PUT: B. Green

FLIP: Don't Ever Stop

#34

#46

You'll Never Walk Alone (4:19)

Bobby Darin 1239

1550 W. Bway, NYC

PUT: John Kennedy

FLIP: Remember Those Memories

#51

Some Day We'll Be Together

Supreme Motown 1136

2451 W. W'way, Detriot, Mich.

PUT: Johnny Briscoe

FLIP: Don't Let Me Be Lonely

#53

Have Your Cake & Eat It Too

Columbia 1222

926 E. McLemore Ave., Memphis, Tenn.

PUT: Bob Johnson

FLIP: I'd Be Lucky If She Ever Knew

#60

We'll Be a Team

MRC BMI 110 W 57 St., NYC.

PUT: Norman Wilson

FLIP: I Don't Know What You Are

#63

#66

Sweet Heaven (2:57)

A&M BMI 1404

926 E. McLemore Ave., Memphis, Tenn.

PUT: Al Green

FLIP: I Don't Know What You Are

#69

I Still Believe in Tomorrow (2:48)

Columbia 1380

2457 W. Bway, NYC

PUT: John Johnson

FLIP: I Ain't Nothing But a Man

#72

Roses & Ruffles

Crosby Stills & Nash 2676

2457 Woodward Ave., Detroit, Mich.

PUT: A&M

FLIP: I Remember You

#77

When I Was Young

The Mamas & The Papas 196

1313 Ave. of the Americas, N.Y.C.

PUT: Robert Burrows

FLIP: I Remember You

#80

Baby I'm For Real

Motown 1776 Broadway, N.Y.C.

PUT: Johnny Bristol

FLIP: I Remember You

#83

#86

You'll Never Walk Alone

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1550 W. Bway, NYC

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FLIP: Remember Those Memories

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You'll Never Walk Alone

Bobby Darin 1239

1550 W. Bway, NYC
WHY
ALL THIS TALK ABOUT BLUES,
UNDERGROUND, HARD-ROCK,
COUNTRY AND BUBBLE GUM,
ETC.?
WHEN IN FACT WE'RE REALLY
TALKING ABOUT
GOOD SONGS & GOOD SOUNDS
...IN SHORT...
ENTERTAINMENT!

NEW ENTERTAINMENT FROM DUNHILL
AVAILABLE ON RECORD AND ALL TAPE CONFIGURATIONS

IF IT'S ON DUNHILL [logo] BELIEVE IT!
...the most compelling radio show since Orson Welles and his Mercury Men landed on the plains of New Jersey...unique, penetrating and awfully close to perfection.

CASH BOX

...the best musical documentary ever produced...the most significant undertaking in Top 40 Radio.

BILLBOARD

...probably the most ambitious and most successful of all special features...12,000 men hours of work went into the production...special Hooper showed an average 26% audience share for KHLJ, Los Angeles during the three day program.

BILL GAVIN'S RECORD REPORT

...very likely the most definitive documentary ever done on the subject...enlightening and fascinating.

LOS ANGELES TIMES

...I thought the show was...a beauty, a delight, a diamond, a gem, a joy, a masterpiece, a sensation...

A LISTENER (Just One of Thousands)

What more can we say—THE HISTORY OF ROCK & ROLL, a 48-hour spectacular—not only the best promotional aid in years but also a proven sales item.

NOW AVAILABLE FOR FURTHER INFORMATION CONTACT:

CASH BOX

BILLBOARD

LOS ANGELES TIMES

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NOW AVAILABLE FOR FURTHER INFORMATION CONTACT:

CASH BOX

BILLBOARD

LOS ANGELES TIMES

A LISTENER (Just One of Thousands)
The Story That Swept the World

The Only Version

"Brother Paul"
by
Billy Shears

&

The All Americans

SF #12-1

SILVER FOX RECORDS, INC.
A Division of The Shelby Singleton Corporation
3106 Belmont Boulevard • Nashville, Tennessee 37212
(615) 291-2003  Cable: SHELREC
Farrell Opens HQ
In LA, Other Moves
NEW YORK — The Wes Farrell Organization, has established an office for Pacific Columbia in Los Angeles.
According to Julie Chester, vice president in charge of west coast operations, the office is being opened to provide for occupancy within the next two weeks.
Wes Farrell recently returned from Los Angeles where he completed production of a forthcoming R&B single, Paul Anka ("Life Goes On," including the re-recording of the title track). In addition he produced the theme song, "I'm a Los Angeles Man," recently recorded by L.A. star, "Mr. Ruric." He is also producing soundtracks for "Stop! Look! Listen!" with Dick Van Dyke and "The Three Musketeers." The soundtrack for "Stop! Look! Listen!" is to be produced by Wes Farrell for release in two months.
Wes Farrell also announced that all projects emanating from Los Angeles will carry the additional "W"-note on the release, as Pocket Fulil of Tunes West, and Coral Rock Production West, for purposes of identification.

Gavin Programming Conference Sets Music, Broadcasting, Ad Exec Sked

HOLLYWOOD — A cross-section of major broadcasting, advertising and recording industry leaders is confirming their participation at Gavin's Fourth Annual Radio Program Conference scheduled for Dec. 5-7 in Atlanta. This year's event focuses on the responsibility of communications media to the community.

Scheduled speakers and panelists include: Harold Kreelstein, president, Plegh Broadcasting; Herbert Mane- top, president, Batten, Bar- ton, Durstine & Osborne Advertising, New York; Joseph Smith, vice president, \*\*; Alan Ross, records director, Warner Bros. Records; Morris Stein, dean of critical studies at Columbia University; and Arthur S. Spivak, public relations officer, Atlantic Records. Also, Stephen Labunkski, vice president, Strass Broadcasting and general manager, WMCA-New York; Charles Fields, University of Wisconsin philosophy department, Thomas Pow, Dobhes & Albertson, Wash., D.C., attorneys.
Richard Casper, Bartell Broadcasting vice president and general manager, KCBI-San Diego; Stanley Kaplan, owner, WAYS-Charlotte, N.C.; Tom Norrington, UCI student body president.
Participating radio program directors are: George Burnard, Pacific Southern; Bill Young, KABC, Lucky Cordell, WVON-Chicago; Dick Weinberg, serve to inaugurate a national campaign for Association of Full Service Broadcasting.

Schwartz Appointed
Oracle Promo Chief
BROOKLINE, MASS. — Music industry veteran Red Schwartz was named to head the promotional efforts of Oracle Records. The announcement was made by Oracle president Buck Spurr.
Wes Farrell said he is leaving the disc jockey with WDAS in Philadelphia. Schwartz, who has been active in national promotion spots with Vee-Jay Records and Capitol Records. After he had the position of national sales and promotion director earlier, general manager of Road Records. Most recently, Schwartz was national promotion director with Rama Rama and Remember Records.

Yaryan Joins
Atlantic Promo
NEW YORK — Ahmet Ertegun, Atl a- ntic Records president, announced the addition of Bill Yaryan to the west coast office. Yaryan, recently a record reviewer and copy editor for the Pasadena Star News, will handle west coast publicity for Atlantic's roster of recording artists and will be working closely with Johnny Musso, Atlantic's west coast promo chief.

Underground Vegetable
Broads Operations
MIAMI — The Underground Vege-
tables, a film and video commercial production unit is broadening its operation to include film and video production of TV commercials for the music industry.
Hereafter, the UV has limited its production to video music, a type of prom oti onal film. Bruce Meintjes, UV director, said that the difference between video music and other films distributed to TV bands and various programs is that the former has a plot.
In its expanded operation, UV will be able to handle all facets of television production, from commercial conception to completion, including music, music videos, and programming.
UV also is considering the possibility of distributing films or tapes not produced by the UV. The group has offices in New York and London as well.

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Gottlieb Upped At ASCAP
NEW YORK — Presently a vice-president of ASCAP, Stanley Adams announced that Herbert S. Gottlieb, the west coast represen tative of the ASCAP, is now the western regional director of ASCAP. Gottlieb has been in charge of the west coast office since 1961.

Shepard To Produce
Co's Movie 'Tracks'
NEW YORK — Thomas Z. Shepard will be in charge of original motion picture sound track production for Columbia Records. This assignment will be in addition to his present duties as producer of the label's original Broadway cast albums and Masterworks series. The announce-ment of Shepard's additional duties was made by Jack Gold, vice presi-dent, Columbia's A&R.

During the past two years, Shepard produced the cast LP's of "1776," "George M." and "Dear World," and the off-Broadway smash "Dames At Sea." Shepard produced the Pierre Boulez recording of "Wozzeck" which earned two Grammy awards in 1967 as well as the French "Grand Prix du Dis-que." Shepard's first film sound track recording will be that from "Royal Hunt of the Sun."
Clues to the strangest puzzle of our time.

The Mystery Tour
A provocative new single from

The Ballad Of

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
PRESSING THE POINT — Donovan fields questions from the floor during a press conference held during his recent visit to New York. The "misterel of the younger generation" arrived in the city to speak with consumer and trade press representatives prior to the Madison Square Garden concert that highlighted his trip east; it was sold out shortly after tickets were first offered for sale. His latest Epic release is the "Barabajagal" LP.

Fantastic Reps
Stigwood Pubbery

MEMPHIS — Fantastic Enterprises, Memphis based publisher’s rep., added Casserole Music, the publishing arm of the Robert Stigwood organization, to its list of clients.

The deal was negotiated between Marty Lacker, president of Fantastic, and Norman Rubin, Casserole chief, during Rubin’s recent Memphis visit.

Casserole writers include the Gibb brothers of the Bee Gees. Other Fantastic accounts are Croma Music, LP Music, Irving/Almo Music, Saturday, and Larry Weiss Music.

NO ONE BETTER THAN YOU
PETULA CLARK....W.B. Anne-Rachel Music
BABY IT’S YOU
SMITH...........DUHILL Dolfi Music, Inc. Mary Jane Music
CHAINS OF LOVE
BOBBY BLAND...DUKE Progressive Music
HOLD ME
BASKERVILLE HOUNDS..AVCO-EMBASSY Anne-Rachel Music
YOU’LL THINK OF ME
ELVIS PRESLEY....RCA Elvis Presley Music
(I’M SO AFRAID OF LOVING YOU AGAIN
CHARLIE PRIDE...RCA Hill & Range Songs Blue Crest Music
SINCE I MET YOU BABY
SONNY JAMES....CAPITOL Progressive Music
ALL I HAVE TO OFFER YOU IS ME
CHARLIE PRIDE....RCA Hill & Range Songs Blue Crest Music
GET RHYTHM
JOHNNY CASH...SUN Hill & Range Songs Hi-Lo Music
ROCKING A MEMORY
TOMMY OVERSTREET...DOT Hill & Range Songs Blue Crest Music

THE ABERACH GROUP
241 West 72 Street, New York, N.Y.

Wisser To Produce Echoes

NEW YORK — Jimmy Wisser has been signed to produce And The Echoes, a New York-based act. Wisser was signed by the Essmore Production Co. to produce the act which has had a great deal of success in the Baltimore/Washington area. And The Echoes will be managed by New Dawn Artists Management.

Capitol Adds 8
New Promo Men

HOLLYWOOD — Eight men have been added to the Capitol Records promo operation. In accordance with Capitol promotion head Charley Cuccio’s previous announced strategy, the additions were geared to strengthen the label’s main line promo staff.

Joining Capitol as independent regional promotion managers are John Knode in the Chicago area and Jim Riggins in the Atlanta-Baltimore area. Lance Gilmore has been hired as regional country promotional manager for the West Coast. Gilmore will serve on the promotion team being assembled by Wade Pepper, country sales and promotion manager.

Five new promotion managers have also been named. They are Walter Lee Brown in New York, Don Whittomore in Cleveland-Pittsburgh, Hal Smith in Memphis and John Armenta in Baltimore-Washington.

Amaret Sets Track LP:
Brings Back Mrs. Miller

HOLLYWOOD — Amaret Records has put its first soundtrack album, "The Side Hackers," into release. In a separate move, the label has also signed Mrs. Miller.

The Side Hackers’ track features the new life, who composed and sang five of the songs in the picture. Kenny Myers, Amaret’s president, said that Mrs. Miller will cut the Sammy Davis Jr., "I Got a Nonstop," for producer Jerry Styner this week. Plans for a new Mrs. Miller LP are also in the works.

Bruno Adv. Remains
Atlantic Ad Agency

NEW YORK — Bruno Advertising Ltd. has informed the trade that there has been no change in its relationship with Atlantic Records. Company remains the ad agency for the label for print media. For the past four years, all Atlantic consumer and trade print ads have been authorized through Bruno Advertising exclusively.

in mid-August of this year, has hit 100,000 in sales, earning a gold record before it was released with advance orders of $500,000. Both LPs figure to hit the million copies sales figure in the year of their release, and that’s more like a miracle than a rarity.

Their current single, Down on the Corner/Watch Me Be, was at the half-million sales mark two weeks after release.

Credence may very well be the best known American group in other record markets throughout the world. They have had a number one record in almost every country in the world and in the United States, the Iron Curtain with a number two record (in Yugoslavia, there is it has no number one record).

As the band’s touring dates, Credence Clearwater Revival has been together for about eleven years since the boys have been playing together since junior high school, when they first combined to form the Grateful Dead. Theirs should be a long career. That it will be a successful one we already know. The thing they do is simple yet somehow devilishly, evasively, complex. They play rock and roll. It is the same old story over again. They have a focus of reference quality about it. Three million people are going to come together on Indian land in Arizona for a week-long free musical event. The practice of rock ‘n’ roll is over, circus (there is) and that’s why these busy advising the government on his opinion of it. John Lennon, whom the government won’t let in this country, and Peter Fonda whose view of the contemporary music business has been rather vividly portrayed in Easy Rider in terms that would indicate he does not see America through the same eyes that the current government does.

The purpose of the festival is to bring the government you can gather, a blending of oil and water that one must contemplate with great interest. Major financial aid is being given to the festival by the US Steel and Union Carbide, General Motors, Mobile Oil and Anaconda.

Indeed, we have the ingredients of fantasy. What will they do when three million people gather light their own little fires? Will Bob Willingham, a special assistant to President Nixon, and others of the Federal coordination, run wildly through the crowd screaming the ethics of the oil companies handle the crowd logistics? Will it perhaps be split between the Hot Farms and the Fish? Or is there a British Julie and Trish do the Frug with Country Joe and the Fish could use the occasion to build a high fence around all of those people? Midge has someone put something in the water supply?

THE WHITE: TORNADO, Wayne Cochran (r.) blames Flamingo Hotel enterprising bill collectors. THE BERNY: Bill Godbey’s Casino Theatre. Taking mental notes are (l. to r.) L.A. Free Press writer John Carpenter, Rolling Stone correspondent Jerry Hopkins and CBS’ West Coast editor, Allan Rinde, part of the guest contingent flown up for the after by Starday-King Records.
<table>
<thead>
<tr>
<th>Side One</th>
<th>Side Two</th>
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<tbody>
<tr>
<td>Whole Lotta Love</td>
<td>Heartbreaker</td>
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<tr>
<td>What Is And What</td>
<td>Living Loving Maid</td>
</tr>
<tr>
<td>Should Never Be</td>
<td>(She's Just A Woman)</td>
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<tr>
<td>The Lemon Song</td>
<td>Ramble On</td>
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<tr>
<td>Thank You</td>
<td>Moby Dick</td>
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<td></td>
<td>Bring It On Home</td>
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Track durations:
- Whole Lotta Love: 5:33
- Heartbreaker: 4:15
- Living Loving Maid: 2:40
- Ramble On: 4:35
- Moby Dick: 4:25
- Bring It On Home: 4:19

Atlantic Records
and 8 Track Cartridges
Reid Named To NBC News-Pool Post-Cleveland

CLEVELAND — Bob Reid has been named as network coordinator and producer for NBC's 60 Days to the Oscar show.

During the past summer, Reid was an instructor of television broadcasting and journalism at Columbia University's School of Journalism. Reid has also had two years of newspaper reporting experience, between 1966 and 1968, for the Miami Herald.

COLLEGE RADIO PROMO REQUIRES PERSONAL TOUCH

HOLLYWOOD — Although many record companies have begun training their gun at the college market through increased emphasis on college radio, the campaigns usually lack the most important element of record promotion: contact.

According to Sal Licata, director of sales and promotion for Forward Records, college radio has become increasingly sophisticated, moving into the important position once held by secondary market stations, and close contact with station personnel is required to get the most mileage out of a single campaign.

"Only several years ago," said Licata, "college radio stations had to fight to get good service from the manufacturers. Now, they're being flooded with product. College station personnel have to be treated as individuals. You've got to get to know the music director, to set up a line of communication with him."

Although Licata acknowledges that the lack of manpower prevents the same intense face-to-face promotion that is lavished on Top 40 radio stations, he feels that college radio promotion can still be effective on a voice-to-face basis. Under the direction of Rick Sidoti, the label's national promotion manager, Forward has set up a special call-back number especially for college stations.

"We already have a network that calls to eighty key college stations to let them know about our new product and to get their reactions to it. With the new system, the music director can call us as soon as he gets a record in the mail, and we can cut or artist is showing great strength at his station."

Ad Tie-In

Working with Licata and Sidoti is Derek Church, who recently joined Forward as national merchandising manager. Church has been making his own market survey of the college population to determine the proper advertising controls to follow to back up breaking product. By being aware of a break-out almost as soon as it occurs, we can move onto that campus (or campuses) and support play with the proper radio and newspaper ad campaign.

Forward's entry into the college market came with its first LP release, "Preflyte," by the original Byrds, and proved immensely successful. "It was our first try," said Licata, "and we didn't have the organization we have now." Now, we learned quite a lot from talking to the college stations. Where college stations had little direction marital years ago, the college stations now are a lot of non-sales type records, underground music is becoming a dominating force at most of them. The d.j.'s and music directors are very aware of what they're playing and want to be supplied with as much information about an artist as possible. We're filling the information gap.

'Michaels Thing' Package Offered

NEW YORK — Cine-Vox Productions has packaged a two-hour, five times a week, contemporary music program honoring one of the most popular personalities in the country, Johnny Michaels. The program is called "The Michaels Thing." Cine-Vox projects that the show will be syndicated to more than 250 stations.

"The Michaels Thing" was described as a custom radio service which would allow subscribing stations to insert call letters, local promos, news and weather reports, lead ins and outs and other special materials into the master tapes which are sent to the local outlets.

Cine-Vox has chosen the Morty Wax oeuvre of the famous producer from which selections to be played on the show will be chosen. The show will also have a national promo director for the Wax office is now at work compiling the library of music, with an emphasis on the under-ground sound.

STATION BREAKS:

Warren P. Williamson, Jr., owner and g.m. of WKBW/AM/FM-TV, Buffalo, announced the promotion of Broadcasters "Man of the Year" awards.

Bill "Hoss" Allen, host of popular nighttime show over WLAC-Nashville, was named by the station's advertising and promotion director for Star-King Records. WLCN-Chicago has announced that John Hays, one of the outstanding promotions men in the country, has joined the ABC network as national director of network promo.

KXY-Seattle received the Elkins Award for outstanding educational music promotion for a year-round campaign. Syndicated TV personality Dennis Whaley presented an in-depth discussion of sex education in the elementary schools on a recent segment of his show, WRC-TV's "The Wash."... "Perspective" show was honored by the New York Int'l. Play and TV Festival with the presentation of a bronze medal in the public service category for the production of "The East Wind in The Cathedral Window," a look at Jewish marriage in the 15th century. Cleveland is saluting an area businessman each day except Sunday. Bush-Hagner gets a break in the year 2000. His wife a bouquet of flowers from the head of the line at the gas station.

KXK-La announced two additions: Gregory LaBrache, former USIA director for Cali, Colombia, becomes a writer/editor in the KNX news dept., while Mike Lanado was appointed full-time manager of the KNX Action at WKRK-

Boston: Gunilla Knutson, the "take all" to WABF's "Newsmaker of the Week" on the station's "What's Happening" show, Bob filed "The Laugh of the Week" on the "What's Happening" show.

Ron Elwing took on the additional duties of hosting the "Now Generation" spot... on WKNX's "Freshman"... and his wife is launching her own broadcasts over Thanksgiving weekend...

KLAC-LA added gossipy columnist Rona Barrett to its Hollywood news 6 times daily. The station also announced the promotion of Sam Fall post toroll KLAC news director.

Leon Solomon, formerly of WFLD as newscaster . WRC-TV institutes a new WRC-TV news bijou of women's programs, "Frankey's Things""... Groebel . WLBI-NY appointed Jack Walker as vice president in charge of operations... Jimmy O'Neill and Ron Erwin added to the KDAY-LA staff... Domenico Smith appointed to produce record producer respectively... ABC owned radio stations' new mgr. of retail sales development/marketing is Michael Hauptman... Abe Harris joined WQK as Indianapolis' as an eye-witness news reporter.

Disc Stars Salute Stewart

HOLLYWOOD — Veteran deejay Bill Stewart was feted with a show given his achievement in radio at the Palladium on October 29th. The Palladium's Paramount Ballroom was filled to capacity by a group of friends which featured performances by Andy Williams, Johnny Mathis, Peggy Lee and Bill Stewart, who has been on radio for more than 35 years. The show, which is best known for a ten-year stint on KMPC, Stewart is currently being hosted on KCM and the Armed Forces Radio Network.

John Geib, former KMPC team-mate of Stewart's, mc'd the event.
Joe Simon
“It’s hard to get along”*
SS7 2641

*INCLUDED IN JOE’S LATEST ALBUM...BETTER THAN EVER
SS7 15008

From the desk of FRED FOSTER

When we released “San Francisco Is A Lonely Town” b/w “It’s Hard To Get Along” we placed our bets on San Francisco.” To prove we’re good sports, we admit our error... “It’s Hard To Get Along is the winner!”

P.S. We thought you would appreciate a rendering of the Golden Gate anyway.
25,000 BMI Mag. Specials Distrib'd

NEW YORK — Licensing organization BMI is distributing 25,000 issues of the special edition of its magazine entitled "The Many Worlds of Music." The issue salutes the 50 years of rhythm and blues music in America. 2,000 issues of the edition have already been requested by the Voice of America of the USIA. BMI will send these 2,000 copies to American libraries and national centers around the world and to the 1,600 Music USA clubs which are tied in with the Voice of America broadcasts by Willie Conover.

Chief feature of the BMI publication is a widely hailed 10,000-word article by Don Heckman, "Five Decades of Rhythm and Blues." The 17-page illustrated article recounts by decades the 50 years of rhythm and blues music which began with the August, 1940 recording of "Crazy Blues" by Mamie Smith. The writers and singers of rhythm and blues, the magazine points out, "reshaped popular music to win new audiences throughout the world and to influence the outlook of several generations of Americans."

Pictures and artwork, much of it rare, accompany the text. Included among these are Bessie Smith; Ralph Peer, who was recording supervisor of the Mamie Smith session; Tampa Red; Scrapper Blackwell; Ivory Joe Hunter; the Coasters, the Ravens and other groups; Elvis Presley with musical influences Be Diddley and Little Richard; Robert and Berry Gordy of the fabulous Motown operation, and re-discovered bluesman Son House, Bukka White and Mississippi John Hurt.

The Roaring '20's" segment is illustrated by Victoria Spivey, Lonnie Johnson, Thomas A. Dorsey and Gus Cannon. Moving on to the '30's, Joe Turner, Huddie (Leadbelly), Ledbetter, Big Bill Broonzy and Brownie McGhee are shown. Representatives of the decade of the '40's are John Lee Hooker, Roosevelt Sykes, Muddy Waters and T-Bone Walker. Sam Cooke, Chuck Berry, Fats Domino and Ray Charles are shown in the section dealing with the '50's. The present decade highlights the contributions of Otis Redding, B.B. King, James Brown and Aretha Franklin.

"BMI: The Many Worlds of Music" is a regular publication of the performing rights licensing organization and is devoted to the accomplishments of its 19,000 writers and 9,500 publishers. Current circulation is about 23,000 each issue. A limited number of copies of the rhythm and blues salute issue are available on request to members of the music and broadcast industry. All requests for copies should be addressed to Public Relations Department, Broadcast Operations, BMI, 585 Fifth Avenue, New York, New York 10017.

Busy Week For Makeba

Singer Miriam Makeba will complete a whirlwind of activity during a 7-day period in New York beginning November 4, according to Paul Tannen, director of eastern operations for the Reprise label.

On November 4, Miss Makeba tapes a "David Frost Show," followed November 5 by a "Bruce Morrow Show" taping. On November 7 the artist gives a concert in Philharmonic Hall. Then, on November 8, she will guest-star at a Mahalia Jackson benefit in the same place.


New Line To Minaret

NASHVILLE — The New Line, a five-man singing group from Cincinnati, has been signed to an exclusive recording contract with Minaret Records.

Bob Aiou, Minaret general manager, negotiated the arrangement and immediately released the first single, "Sunny," but the airwaves were fast. The group is now at the recording stage.

Weiss Joins Paradox

Penny Weiss, former assistant to Russ Miller at Elektra Records will now serve as the administrator of Paradox Music. Miss Weiss will be based in L.A.
Carl Perkins sang a song about a pair of shoes and changed music.

Carl Perkins, at 23, also wrote the words to "Blue Suede Shoes." Rolling Stone said, "It's one of rock and roll's fundamental songs, one that showed the way." And Rock magazine said, "His music created a new sound. Carl Perkins is an originator whose vitality has not been duplicated by even the most talented of his imitators."

The Beatles also paid full tribute to Carl by recording three of his songs: "Matchbox," "Honey Don't," "Everybody's Trying to Be My Baby." In recent months Carl has been written about, discussed and just been plain enjoyed by millions of kids caught up in the recent rock and roll revival.

Happily Carl is still young, still writing hit songs ("Daddy Sang Bass"). And still growing as a performer.

His long-awaited new album includes songs from Chuck Berry, Buddy Holly, Bob Dylan, and, naturally, some of his own songs. Carl's new album is called On Top: A lot of people would say that's where he's always been.

On Columbia Records®
Cash Box  
Record Reviews

**Picks of the Week**

**JOHNNY CASH** (Columbia 45020)  
See Ruby Fall (2:48) (House of Cash, BMI — Cash)  
Blistered (2:18) (Quartet, Bechill, ASCAP — Wheeler)  

Something of an acid test, this track is as country as Cash has sounded since breaking free in his latest spate. If Cash’s magic works this side top ten, it could open the sales gates to all the pop acts that have been trying to effect a country revolution with fair success. On the other hand, “Blistered” is old-Cash that is more rock-a-billy and likely to click top forty.

OLIVER (Grewe 337)  
Sunday Morning (3:02) (Blackwood, BMI — Guyan)  

Two hits under his belt and Oliver continues to grow. His latest is a delightful re-rendering of the Spaniel & Our Gang hit of some time ago. Outstanding vocal with a warmth and terseness that will tempt teen and MOR palates. Flip: “Time” (2:13) (Booby Sherman, ASCAP — Sherman)

BOBBY SHERMAN (Metromedia 150)  
La La La (If I Had You) (2:44) (Green Apple, BMI — Janssen)  

The “Little Woman” man takes a cue from his “la la la” romping in the earlier outing and bases the follow-up on his bright, piquant, sugar pretty material and a nice vocal give Oliver a total pop side with flavor that will tempt teen and MOR palates. Flip: “Time” (2:13) (Booby Sherman, ASCAP — Sherman)

JUDY COLLINS (Elektra 45680)  
Tum Tum Tum (3:35) (Melody Trails, BMI — Ecclesiastes, Seeger)  

The folk semi-standard by Pete Seeger based on the Biblical text is enornously presentented on this LP. On the A side, the attractive material, her exquisite reading and the sparkling backdrop should win excellent exposure on all channels. Flip: “Pack Up Your Sorrows” (3:10) (Ryerson, BMI — Farina, Marden)

**PLASTIC ONO BAND** (Apple 1813)  
Cold Turkey (4:59) (Maclen, BMI — Lennon)  

Lennon’s songwriting is creating problems just to prove his ability to overcome them. His newest challenge will be breaking this masterful track, as different from “Give Peace a Chance” as “A Day in the Life” is to “I Wanna Hold Your Hand.” Brilliant lyric, controversial, and an absolute smash. Flip: “Don’t Worry Kyoko” (4:52) (Joko, BMI — Ono)

JAMES BROWN (King 2620)  
Ain’t It Funky Now (2:30) (Golo, BMI — Brown)  

Alternating instrumental sides with a bit of vocal and full-fronted James Brown sessions, the number one R&B vocalist has maintained a product flow of unbelievable proportions. Latest is a hypnotic jazz track taking Brown out of his popcorn bag. Flip: part 2 (3:15) (Same credits)

THE WINSTONS (Metromedia 151)  
The Greatest Love (3:02) (Marsaunt, BMI — Toussaint)  

Heading for home, or down-town as it were, the Winstons enhance their vocal power with a stunning piece of material for this third single. Immediate blues market action should produce a breakout pattern similar to their earlier promise. Pretty material drawn up by “Color Him Father,” and with similar results. Flip: “Birds of a Feather” (2:44) (Lowery, BMI — South)

JANIS JOPLIN (Columbia 45023)  
Kozmic Blues (3:45) (Strong Arm/Wingate, ASCAP — Joplin, Meeker)  

More than a year after her “Piece of My Heart” smash, Janis Joplin follows through with the single side with this blistering track from her new LP. Side is a great deal more satisfying than her earlier hit, achieving the same emotional impact with a bit less effort. Top forty/FM standout. Flip: “Little Girl Blue” (3:46) (T.B. Harms, ASCAP — Hart, Rodgers)

SHANNON (Heritage 819)  
Jesamine (3:02) (Mils, ASCAP — Manston, Gellar)  

Earl Milson material. Promising that earl in earlier versions is here given the same impetus to get a national action together. Following their "Abercrombie" breakthrough, Shannon turns a bit softer with a catchy ballad side for MOR/top forty receptions. Flip: No info supplied.

THE CLIQUE (White Whale 333)  
I’ll Hold Out My Hand (2:35) (Blackwood, BMI — Taylor, Gorgoni)  

Singing in some track from "Sugar on Sunday" promises to be a smooth hit. Exceptional vocal in earlier versions is here given the same impetus to get a national action together. Following their "Abercrombie" breakthrough, Shannon turns a bit softer with a catchy ballad side for MOR/top forty receptions. Flip: No info supplied.

THE RUGBYs (Amazon 4)  
Wendagah the Warlock (3:23) (Shelby Singleton, BMI — Vernon)  

Although the one-upmanship concept has been in vogue for a while now, the only records to cash in on the trend have been from rather than about creatures. Now, Comes an AM/FM sound source and the added name value of the "You," it team could create a sales monster. No flip info.

BILLY PRESTON (Apple 1814)  
Everything’s All Right (2:41) (Apple, ASCAP — Presto, Troy)  

"Ob-La-Di" gets a soul arrangement and Billy Preston twist for the artist’s follow-up to "That’s What the Little Girl Said." Excellent production allows the powerhouse performance make the side a winner for teen and blues audiences. Flip: “I Want to Thank You” (3:03) (Apple, ASCAP — Presto)

JOE TEX ( Dial 4095)  
I Can’t See You Move (2:45) (Tree, BMI — Tex)  

Instrumental support unlike anything Joe Tex has had before makes this his side a powerhouse outing with the drive to support a solid push into blues and top forty lists. Exceptional vocal and a side with interesting lyrics to boot. Hitbump. Flip: “Sure Is Good” (3:45) (Same credits)

**FRANK SINATRA** (Reprise 0865)  
Forget to Remember (2:55) (Razzle Dazzle, BMI — Randazzo, Pike)  

This is a close one between the Sinatra & Our Gang hit of some time ago. Outstanding vocal with a warmth and terseness that will tempt teen and MOR palates. Flip: “Pack Up Your Sorrows” (3:10) (Ryerson, BMI — Farina, Marden)

EDDY ARNOLD (RCA 0282)  
Since December (2:47) (Tree, BMI — Cochran, Martin)  

Popularization of a country song presents a delightfully styled ballad from Eddy Arnold. Side’s lyric and melody broaden the single’s appeal, giving Arnold a strong side with which to bid for MOR and even “Honey” teen receptions. Flip: “Mornings of My Mind” (2:15) (Tree, BMI — Wilson)

CHICAGO (Columbia 45011)  
Beginnings (2:47) (Aurelius, BMI — Lammi)  

Having established themselves as a FM act with some top forty chart toppers through their first single, the Chicago Transit Authority goes for across the board popularity with this new soft rhythmic side from their LP. Standout vocal entertainment with a spark in the harmony to create synchro sales fireworks. Flip: “Poem 58” (3:49) (Same credits)

LIGHTHOUSE (RCA 0285)  
Feel So Good (2:59) (Nivel, BMI — Fullerton, Prokop, Hoffert)  

Light house presages the act’s forthcoming LP with fresh, zestful rock given added impact by a fine brass section and sparkling vocal performance. Multi-market melodic appeal sets a broad sales foundation behind the new track. Flip: “Places on Faces Four Blue Carpet Traces” (4:05) (Nivel, BMI — Cole, Fullerton, Prokop, Hoffert)

GENE PITNEY (Musicor 1384)  
She Lets Her Hair Down (2:41) (Moon Bear, ASCAP — Vance, Carr)  

The Pittney single hovers in the top forty and material of his recent releases turns into a pop ballad once again (it was “Early in the Morning” before adapted to the current campaign). Softened vocal and a highly attractive production give the tune new top forty/MOR power. Flip: “I Remember” (2:50) (Vanlee, Emily, ASCAP — Vance, Pockriss)

**Newcomer Picks**

**THE NEW HOPE** (Jampie 1381)  
Won’t Find Better (2:32) (Dandelion, BMI — Hausman, Stewart)  

Accurate repetition makes this side one impossible to forget after a second listen. The track is already becoming widely played on the East Coast through the direct dealing of a single-sided booklet of breaking into a blockbuster sales showing. Flip: “They Call It Love” (2:30) (Rendezvous/Tobac/Dandelion, BMI — Lamp, Aspy)

**THE MASKED MARAUDERS** (Deity 0870)  
Here Comes The Star (2:39) (Tyco, BMI —)  

Surrounded by rumors of personnel including virtually all the heavyweight teen stars of the day, a group called the Masked Marauders has become widely heard on the airwaves. It’s time that their record is forthcoming LP with fresh, zestful rock given added impact by a fine brass section and sparkling vocal performance. Multi-market melodic appeal sets a broad sales foundation behind the new track. Flip: “Places on Faces Four Blue Carpet Traces” (4:05) (Nivel, BMI — Cole, Fullerton, Prokop, Hoffert)

**GOVE (TRX 5024)  
Death Letter Blues (2:45) (Milene, ASCAP — Trad: Arr-Gove)  

Guitarist something along the lines of a smoothed over Johnny Winter, a powerful traditional blues song and some fine barreling rhythm tracks give Gove a solid bid for AM/FM reaction. Standout sounds a potential blockbuster. Flip: “Sunday Morning Early” (2:30) (Milene, ASCAP — Gove, Weesner)

**ROSS D. WYLE (A&M 1133)  
Here Comes The Star (2:39) (Wren, BMI — Young)  

An Australian success, Ross D. Wyle’s second bid for Aussie gold becomes his best shot to this time to the American market. Side is an extremely potent ball with performance that is likely to turn the track into dynamite on the teen/young and adult fronts. Flip: “Do The Uptight” (3:13) (Wren, BMI — Young)

**ARGENT** (Date 1659)  
Liar (3:14) (Mainst, BMI — Ballard)  

Most unusual bit of teen material with a bluesy slant that should attract insatiably teen action on the AM/FM front. A percolating pop production style that has the potential to break into the best seller lists. Flip: “Schoolgirl” (3:25) (Same credits)

With the Paul McCartney rumors at their peak, and sales of Beatle product re- surgent to track detectives, the singles product joins the furor. Two new my steries of teen music are the “Brother Paul” lid by Billy Shears (named for the look-alike figure who supposedly had replaced McCartney) and the All American Radio Fox 12ax7 that should have a strong push into top forty lists. The former, for one, could score ahead of “The Ballad of Paul” from the novelty group YM (MGM 14907). Also in the competition is Capitol’s reissue of the same period old noise “Saint Paul” by Terry Knight. All are long-shot sides, based as much on fade lynx as musical value.
“JEALOUS FEELING” b/w “I’M GOOD FOR YOU”

Produced by Don Costa & Bob Morgan

COMING SOON — DICK JENSEN’S “WHITE HOT SOUL” ALBUM PROBE CPLP 4512

SINGLE RECORD #468
GAINSBOURG GALLERY (Evolution Records) **Hella I. L.A., Bye Bye Birmingham (Incognito)** Featuring trumpet star Hella I. L.A. making new music on the teeny tiny stage, a young sensation to watch out for. Top forty spot. Drop 'Em (Dimension, BMI — G&B Tomson)

THE RAINBOW (De-Lite 521) **Insecure (2:24)** De-Lite (2:24) (Gravity, BMI — Echos) Instrumental theme song. The music is really enough to make one feel good. Top forty spot. Drop 'Em (Dimension, BMI — Low, Granahan)

EDDIE HOMBA (ABC 1244) **Hey There Lonely Girl (3:01)** A new solo from Eddie Homba featuring a fresh and exciting new sound with the classic sounds of early rock and roll. Top forty spot. Drop 'Em (Dimension, BMI — Aragon, Moore)
THE FIRST EDITION HAVE YET TO GO

What do you know about Kenny Rogers And The First Edition, really?
More pertinent, what do you want to know about them?
They don't look debauched. They aren't from San Francisco. They're not English. And Jimi Hendrix never jammed with them.

No mystique, no hip image.
Just how far do they think they can go with just good voices, good songs and million selling records? In the interests of hiphness all round, we once offered these suggestions to The First Edition, guaranteed to take them off those commercial charts and put them in the groovy Underground:
1. Get busted for dope.
2. Appear naked on next album cover.
3. Break up and then get back together with Clapton on lead guitar.

They laughed at us, their silly old record company. And went out and recorded a new album titled "Ruby, Don't Take Your Love To Town."
Just to rub it in, they also included their current hit, "Reuben James."
We see no reason to ignore that kind of thing.

"Ruby" Meets "Reuben" On Reprise Albums And Tapes... Where It All Belongs.
THE BRASS ARE COMIN' — Herb Alpert & The Tijuana Brass — A&M 4225

Released in conjunction with their TV special of the same name, this latest LP by Herb Alpert and the TJB captures all the musical excitement of the show. The trumpet power of Herb Alpert highlights the band's excellent playing of such gems as the Beatles classic, "I'll Be Back," the standard "Moon River," and Peter Sarstedt's lovely, "You Are My Life," as well as features a strong Herb Alpert vocal. A gold mine of easy listening and MOR programming. Heavy, heavy, heavy sales.

GOODBYE, MR. CHIPS — Soundtrack — MGM SIE-19 STX

This is MGM's new blockbuster musical based on James Hilton's sentimental novel. In its second go-around as a film, Leslie Bricusse has captured the appropriate sentiments in words and melodies, and while it isn't a memorable score, it's warm and winning. Pet Clark and Peter O'Toole are the stars and the principal singers. The standout songs are "Did the World With Love," a school hymn" and "You and I." Likely to run a solid chart course.

GET READY — Rare Earth — Rare Earth 507

The jam session seems to become not only a major presentation at rock performances but recently a form in itself, a whole mode of musical expression on its own. Rare Earth, a new group on Motown's new label of the same name, are masters of the jam session. The five members of the group are such masters of their instruments that they can put down extensive variations on a theme without becoming dull. Highlights here are the over-two-minute title cut which features outstanding playing by all members and a great rendition of Traffic classic "Feelin' Alright." Already on the chart, this set could become a smash.

FROM 'HAIR' TO HOLLYWOOD — Peter Nero — Columbia CS 9907

Peter Nero plays piano in a style that brings together the technical brilliance of jazz and the charm and sweetness of pop. His collection of movie themes is coupled with six songs from the Broadway show "Hair" makes a very entertaining set that displays the keyboard master's virtuosity not only on the piano but on the Moog synthesizer as well. Tracks like "The Wooden Ships," "The April Fool," and "Where Do I Go" make this LP great fun. Nice easy listening and MOR sales here.

MUSIC FROM 'BUTCH CASSIDY AND THE SUNDANCE KID' — Bart Bacharrach — A&M SP 4227

Composed and conducted by Burt Bacharach, this is a lively and engaging score from the new hit film and could become a very popular item. Included here is "B.J. Thomas" amiable rendition of the song, "Raindrops Keep Falling On My Head," which Bacharach wrote with Hal David for the film. There are three different renditions of the tune in the LP, each one more charming than the others.

SUPER HITS — Delfonics — Philly Groove 1152

Beginning with the group's recent smash, "La-La Means I Love You," and moving through such splendid hits as "You Got Yer's And I'll Get Mine," and "Ready Or Not Here I Come (Can't Hide From Love)," the Delfonics demonstrate throughout this powerhouse set that they are one of the slickest R&B acts around and that over the two years or so since their arrival on the pop scene they have created some of the smoothest soul sounds available today. Tasteful arranging and excellent vocals make this set a winner all the way. Big in R&B markets with plenty of pop movement as well.

MONSTER — Steppenwolf — Dunhill 50066

This time out adding to their usual instrumental dynamite and John Kay's power house vocals the added ingredient of exceptional lyrical depth, that monster group Steppenwolf comes up with their most impressive set to date. An awesome package, this new Steppenwolf LP is one of many "concept" albums that really works, as the group examines the problems of America with sensitivity and perception. In addition there are threats of pure gut power here as on "What Would You Do (If I Did That To You)." Bound to reach the heights of the charts.

TRACY — Caff Links — Decca DL 75160

The smash hit single, "Tracy," sets the pace for this tuneful package, which should attract many buyers. Light, slick arrangements highlight a very smooth vocal and instrumental sound, the sound that made Tracy an enormous hit. Lush with romance, the set should appeal to teen fans who will delight in the pleasant renditions of hits like "Put A Little Love In Your Heart" and "Sweet Caroline," as well as originals like the very attractive tune, "Heather." Heavy teen sales expected.

MAYBE THE RAIN WILL FALL — Cascades — UNI 73069

With an instrumental sound rooted in country styles, some charming pop vocals, and a fine, smooth rock beat, the Cascades present themselves as a new band with good shots at success in several markets, from easy listening to Top 40. As their first single, the hit title tune of this set, the group has a light, pleasant style that has already attracted many fans. Highlights include the group's new single, "Indian River," "Big Guy Country Boy," "I'm Your "Message" Tune," "Say What You Gotta Say," Expect sales results.

LIVE AT THE WHISKY A GO GO — Herbie Mann — Atlantic SD 1536

Recorded during an appearance at the LA club, the popular jazz/blues fusion album contains only two cuts, "Ooh Baby" and "Philly Blues." As its title suggests, the group features Sonny Sharrock (guitar), Miroslav Vitous (bass) and Bruno Carr (drums) appearing with Mann at this session, which resulted in a driving, contemporary sound. Quoting on the set, Mann's popular "Memphis Underground" LP, this set should be a good selling item.

BLOND — Fonata SRF 79707

Coming from Sweden with brilliant original material, superlatively playing and forceful, intense vocals, Blond has a good shot at American success. Rich, full orchestral arrangements back up own very distinctive style, which combines the melodious charm of the Bee Gees with the ornate power of Procol Harum. Most notable is "The Lilac Years," an elaborate and stunning rendition of the traditional Swedish folk song, "De Salde Sina Hemnan (They Sold Their Homes)." LP has potential to be both an underground item and a Top 40 property.

MOONDREAMS — Walter Wanderley — A&M SP 4382

As the title evokes, Brazilian Walter Wanderley here offers a dreamy, lilting bossa nova styled set. Wanderley doubles on organ and electric harpsichord, often employing overdubbing for an interesting effect. High point of the album is Wanderley's extremely soft rendering of the Jim Webb penned "One Of The Nice Things" and the breezy, up-tempo "Asa Branca." Good item, the already established Wanderley audience as well as easy listening devotees.
THE CLIQUE
I’ll Hold Out My Hand
**CashBox Album Reviews**

**Pop Best Bets**

**JUST TO SATISFY YOU** — Leslie Uggams — Atlantic SD 2351

Just as the title connotes, popular chanteuse Leslie Uggams is out to satisfy her admirers with this collection of easy to listen to tunes. The package is filled with readily recognizable standards such as "Put A Little Love In Your Heart," "Fly Me To The Moon," "Pipi," and "He's Got The Whole Wide World In His Hands." Nation-wide exposure of the young song stylist on her prime-time weekly TV show could make this a winner.

S.F. SORROW — Pretty Things — Rare Earth RS 506

What the Who accomplished with their brilliant rock opera, "Tommy," stands not only as a monument in the current phase of rock, but also has set a precedent for other works to follow. "S.F. Sorrow," by the Pretty Things, is the second rock opera and it is an impressive if not awe-inspiring work of art, characterized by lyrical subtlety and musical ingenuity, all presented with the group's considerable performing power. The story of a man's (S.F. Sorrow's) life, the work is rich with feeling and emotion. Could become an underground success and a heavy above ground item, too.

**Electric Black Man**

**THE AMERICAN METAPHYSICAL CIRCUS** — Jim Byrd and Field Hippies — Columbia MS 7317

Though bearing Columbia's classic "Masterworks" designation, this unusual LP is much more of a pop item in that it successfully blends rock, jazz, and electronic music into a unique sound that could make quite an impression on college campuses and in the underground market. Joseph Byrd wrote the brilliant songs here, and the lyrics (printed on the back of the jacket) are alone worth the price of admission. Could be an item.

**Jazz Picks**

**MY FAVORITE QUINTET** — Charles Mingus — Fantasy JWS-3

It's not hard to see why this is bassist Charles Mingus' favorite quintet. Made up of Charles McPherson on tenor, Jaki Byard on piano, Dannie Richmond, drummer, Lonnie Hillyer on trumpet and Mingus, the aggregation plays beautifully in this set performed "live at Town Hall." Highlight is a 30 minute reading of "So Long Eric," Mingus salute to late alto sax man, Eric Dolphy. The LP should delight the many Mingus fans who have been waiting for word, and sound, from the recently inactive musician.

**VOLUNTEERED SLAVERY** — Roland Kirk — Atlantic SD 1244

Multi-instrumented Roland Kirk evokes a kind of jazz gospel meeting on Side One of this set. Playing a variety of instruments, and backed by a driving quintet Kirk also puts in a singing bit that's backed by a vocal choir on the initial side of the LP. Side Two captures Kirk's extremely successful 58 Newport Jazz Festival appearance. Anyone who saw or heard about his virtuoso performance at Newport should devour this set.

**HEAD START** — Bob Thiele Emergency — Flying Dutchman FDS 104

A magnificent two-record set, selling for the price of one plus two cents, this package stands, among other things, as an awesome tribute to the late John Coltrane. One whole side of the set is directly dedicated to Coltrane and contains brilliant performances by Ornette Coleman, Elvin Jones and other jazz greats. The last side of the set is devoted to the new Thoughts For The Day (Biafra, King, John and Robert, the American Indian) combines some moving poetry with powerful musical imagery. Bob Thiele, who created the concept of the set and produced it, is to be credited with a fine and imaginative job.

**Classical Picks**

**HANDEL — JULIUS CAESAR (HIGHLIGHTS)** — Treigle, Sills, Forrester, Wolff/New York City Opera Orchestra and Chorus/Adelle — RCA LSC 3116

Baritone Robert Treat Treigle is Caesar and soprano Beverley Sills is Cleopatra in this magnificent recording of highlights from Handel's 'Julius Caesar.' The material here has been selected to emphasize the romance of Caesar and Cleopatra and includes all of the music of their scenes together. Miss Sills' fame will make this album a popular item in classical circles.

**MENDELSSOHN: DOUBLE CONCERTO FOR VIOLIN/PIANO/STRING ORCHESTRA** — Glenn/Liss/Vienna Chamber Orchestra/Maerzendorfer

This is the premier recording of Mendelssohn's Double Concerto for Violin, Piano and String Orchestra in D Minor, which the composer wrote when he was but fourteen years old. Principal Eugene List and his wife, violinist Carroll Glenn, unearthed the work, which is dedicated to their young composer, a year before he died. The young master was not fifteen when he composed the piece, but neither was he fourteen. The work is a masterpiece of the romantic period, and its epochal significance is only enhanced by the skill and fire of the performers. It is a masterwork which deserves every ear which can appreciate the beauty and grace of the music. The recording is rich, full-blown, and magnetic, a product of the highest achieving craftsmanship. This recording will long remain an outstanding achievement on disc.
At Last Karen’s first!

Karen Wyman’s first single is something really very, very special. It’s been a long time in coming, but here it is, and well worth waiting for. A great artist, a great song, a great producer.

“To Give” 732576
Karen Wyman
Produced by Bob Crewe

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS
separate entities all evolved landmark operational methods in the publishing industry in the 1950s and 1960s, with M.G.M. GMI as the majority interest—one third is controlled by 20th Century-Fox. The main publishing companies comprising The Big Three were: M.G.M. Music Corp., Miller Music Corp., Leo Feist Music Corp., Hamilton Music Co., The Music Corporation of America, Pine Ridge Music, Inc., and Loew Music. The firms are members of both the ASCAP and BMI roster.

The new professional set-up will be under the direction of Lesser. Lesser joined McGuffey in 1969 as an executive assistant to the president and was later promoted to general manager—another function with M.G.M. film production—a function he filled for several years. Lesser managed the company's investment in Hollywood interests, and to personal management. The Big Three will be responsible for all aspects of the firm's professional operations. He left the Diffco in 1956 as coordinator of professional activities. He joined The Big Three as executive assistant to Lesser for all operations after an extensive career in the music industry, and to the new professional music companies in Hollywood.

Hollywood Moves

In Hollywood, Hy Kanter will be professional manager—film and music, where Michael O'Connor will act as professional manager. Kanter is head of the Robbins Hollywood office for several years and serves as the company's liaison men with M.G.M. film production—a function he served for several years. Kanter is a professional musician with many years of experience in the film industry. He was the latter resigned his post with Apple Publishing and Records. He is now in Hollywood and is professional musician before entering the publishing and production business. O'Connor's main duties are the discovery and cultivation of new writers whose talents, he was said to be also frequent the San Francisco area periodically.

The professional staff on the west coast is further augmented by Eddie Macfarr, long-time contact and promotion executive with the company. Now operating out of several offices, the West Coast operations of The Big Three will be headed under one roof as of December 1 in the new Sunset Cahuenga Building in Hollywood.

The West Coast headquarters for The Big Three will be housed within the newly constructed and will include facilities for auditions and composers' use.

New York Scene

In New York, Stanley Styne has just joined the company as professional manager for catalog repertoire. Styne has had a varied and successful career in the music business, from record producing to publishing to promotion. An executive has been signed to act as executive assistant to the company's manager for professional repertoire, but the company is holding back the announcement until he completes his current assignment.

Additionally, Ed Slattery has been promoted under the new set-up to serve as executive assistant to Lesser for all operations after an extensive career in the music industry, and to the new professional music companies in Hollywood.

Nashville Plans

Personnel and plans for The Big Three's professional section will be finalized shortly in a series of company meetings. The initial groundwork for the Nashville operation was made during the Country and Western Conference Convention in October.

Among the appointments announced under the new Big Three reorganization plan are these:

- Ransley Nauert, 24, has been named head of Robbins Productions and will become the business end of the Robbins division.
- Jack McMillan has been named to a long-range, plan for talent development and will announce the signing of new writers and composers in the weeks to come.

Vargas To Run Earth Promotion

NEW YORK — Sammy Vargas is now national promo director for Earth Rec., and its affiliate labels. Label principals are Harold Berkman, Artie Reckelman and Sammy Vargas. A thirteen-year music business veteran, Vargas began his career at Atlantic, serving as regional promotion manager (East Coast) from 1963 to 1965. He was also on the roster at Roulette Records as a regional promo manager from 1966 to 1968. Vargas also has experience at Record Wagon, a record service merchandiser headquarted in New York City, and most recently with Decca service rack jockers. In 1967, he became A & R director for Tower Records (the Capitol label subsidiary), a post he held until his appointment at Earth Rec. Records. Berkman said Vargas' appointment completes our promotional facilities and will enable us to show even more energy and penetration for our product.

Earth is currently hot in the charts with the top twenty "Make Believe" by Wind on Life Records (distributed by Earth) as well as seeing action on the airwaves.

Kagan To Be Epic's Mid-West Promo Mgr.

CHICAGO — Michael Kagan was named to be the mid-west regional promotion manager for Epic Records. Kagan will work out of Epic's Chicago office and will be responsible for Epic's promotion efforts in the Midwest.

FUNNY, YOU DON'T LOOK BROOKLYNSE — Sakinah Muhammad finishes a high school graduation in "Hill." Shown with her at the UA executive offices in New York are general manager Mike Lipton (left), Phil Skaff, newly appointed vice president, A&R and promotion, manager Harvey Averne, co-producer Nat Shapiro and Sakinah's husband Idriss Muhammad. Strange as it seems, Sakinah is Brooklyn-born and had been a member of the Crystals who rode the charts with such songs as "He's a Rebel" and "And Then He Kissed Me."

The common processes in creating pseudo-stereo are either a high-low separation or artificial echo. Hansen uses a little of each. Many of the old rock disks were echo-heavy to begin with, and the addition of more echo or too much tape delay destroys the record entirely.

We still have old mono albums in stock, but they're not moving. Our stereo-reissues, on the other hand, are doing well.

In addition to a reissue of "Little Richard's Greatest Hits," we are also out with "Doo-Wop," an LP summarizing the pop Proctor's in major effects in early R&B, and "This Is How It All Began," which traces the early roots of R&B. Hansen has several other LP's in the works, and is actively seeking material from dormant R&B labels for authentic 1950's material.

"There is room for improvement of the sound of early records." Hansen added, "because the playback equipment we have today is so much better. I'm sure even the most avid collector could do without the background noise and hum on those early disks, but most signers that signed the artist to United Artists Records directly from a leading role appearance in "Hair."

"Theodore" is currently on fire and with the "facts" of the case made themselves a bit clearer. The rumor is just that... Rumors. The McCartney Disks are currently on fire sessions for upcoming product, which includes the third Mary Hopkin single.

IN THE STARS — and coast to coast, A&M Records has completed pre-release preparations for the 12 album astrophysical series that hits the market this week. Among the operations that the label has undertaken in the final touches to the Moog background information, and release: verification of data on disk and in the moon table (printed on the inside covers), and the check of merchandising aids to be used in support of the packages. Left: Harold Childs of A&M's east coast office compares notes on the LP's with astrophysicist Sandy Weber; right, Larry Bakke and Harry Loek of Susan Distinctive in Chicago go over a zodiac-LP display with Les Reid of Summit Distribs also in Chicago.

ROYALTY FIRM

company and by a computer system. As for the American Guild of Authors & Composers (AGAC), it's pointed out that AGAC is a non-profit venture on behalf of writers in their relationships to music publishers. Thas and Burn indicate that by representing large numbers of artists and producers, they can go beyond to more uniform artist-producer conceptions.

Kicking off the company will be a $100,000 ad and public relations programs, including an extensive direct mail campaign. Offices are being established in New York and Hollywood, with likely additions being Nashvill and, in an international phase. London, England, among other key cities abroad.

McCARTNEY DISKS

wonder if something had happened during the six hours he was unemployed. Before he had any chance to check, his children and several hundred callers tied up phone lines at the office and the "facts" of the case made themselves a bit clearer. The rumor is just that... Rumors. The McCartney Disks are currently on fire sessions for upcoming product, which includes the third Mary Hopkin single.

How soon will the next Plastic One Band release, from Maclean, be written by John Lennon, alone?

SECRETARY GIRL-FRIDAY

Secretary, girl friday wanted for a personal manager of top recording artist. Good skill, intelligent. Salary open.

Box 860

1785 Broadway

NYC, N.Y. 10012

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"Did Judas really talk to you, or did you put the whole world on!"

Saint Paul
#2506
Recorded in March, 1969.
Released: April, 1969.
Now you understand its significance.
Written, produced, performed by Terry Knight.
New Additions To Radio Playlists

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

WMAK — Nashville
Kiss Him Goodbye — Steam — Fontana
Endless Sleep — Jody Reynolds
Death Letter Blues — غ — TRX
Thank You Father — Lemarade Charade — Bell
Yesterme — Stevie Wonder — Tamla
Make Your Own — Mama Cass — Dunhill

WFIL — Philadelphia
Yesterme — Stevie Wonder — Tamla
Holly Holy — Neil Diamond — Uni
Lord In NYC — Nilsson — RCA
El’S Coming — 3 Dog Night — Dunhill
Up On Cripple Creek — The Band — Capital
Early In The Morning — Vanity Fare — Page One

WQXI — Atlanta
You Got To Pay The Price — Gloria Taylor — Silver Fox
Whole Lotta Love — Led Zeppelin — Atlantic
Midnight — Classics IV — Imperial
Jam Up And Jelly Tight — Tommy Roe — ABC
Let’s Work Together Pt. 1 — Wilbur Harrison — Sue
Kindness — Glen Campbell — Capitol
Up On Cripple Creek — The Band — Capitol
Going In Circles — Friends Of Distinction — RCA
El’S Coming — 3 Dog Night — Dunhill
Yesterme — Stevie Wonder — Tamla

WMEX — Boston
Yesterme — Stevie Wonder — Tamla
Going In Circles — Friends Of Distinction — RCA
Heaven Knows — Grass Roots — Dunhill
Walking In The Rain — Jay & Americans — U.A.
Midnight — Classics IV — Imperial
Sunday Morning — Oliver — Crowe

WMAC — New York
Brand New Me — Dusty Springfield — Atlantic
Got To Get You — Umberto & Rado
Eleanor Rigby — Aretha Franklin — Atlantic
Sunday Morning — Oliver — Crowe
Girls It Ain’t Easy — Honey Cone — Hot Wax
Turn On A Dream — Box Tops — Mala
Midnight — Classics IV — Imperial
Jam Up And Jelly Tight — Tommy Roe — ABC
I’m Tired — Savoy Brown — Deram
LP Pick: Led Zeppelin Vol. 2 — Atlantic

WXY — Cleveland
I’ll Hold Out My Hand — Clique — White Whale
Toll Booths — (100 Proof) — Hot Wax
I Gotta Have You — Horatio — Event
Let A Woman Be A Woman — Dyke & Blazers — Orig. Sound
Somebody’s Supremes — Motown
Groovy Gumbroth — Harlow Wilcox — Plantation
Morning Dew — Damnation of Adams Blessing — U.A.
5 Commandments — Little Anthony — U.A.
Love Will Find A Way — Jackie DeShannon — Imperial
Eleanor Rigby — Aretha Franklin — Atlantic
Sweet Little Love — Frozen — Vanguard

WXRB — Buffalo
Eve’s Coming — 3 Dog Night — Dunhill
Somebody We’ll Be Together — Supremes — Motown
Victoria’s — Kinks — Reprise
Cherry Hill Park — Billy Joe Royal — Columbia
Love Fever — Leer Bros. — Intersound
Fortunate Son/Corner — Creedence Clearwater — Uni
Holly Holy — Neil Diamond — Uni

WEAM — Washington D.C.
Heaven Knows — Grass Roots — Dunhill
Holly Holy — Neil Diamond — Uni
Jet Plane — Peter Paul Mary — WB
I Want You Back — Jackson Five — Motown
Friendship Train — Gladys Knight — Soul
Somebody We’ll Be Together — Supremes — Motown

WQAM — Miami
Groovy Gumbroth — Harvey Wilcox — Plantation
Believe In Tomorrow — John & Ann Ryder — Decca
Cupid — Johnny Nash — Jad
Jet Plane — Peter Paul Mary — WB

WXIT — New Orleans
Brimmer New Me — Silver Fox
Someone — Floyd Brown — Enterprise
Camel Back — A.B. Sky — MGM
We Love You — Art Linkletter — Capitol
Kiss Him Goodbye — Steam — Fontana
Blowing In The Wind — Bimento — Firebird
Kindness — Glen Campbell — Capitol
Ball Of Fire — Tommy James — Roulette
Voo Doo Woman — Simon Stokes — Elektra
Little Black Egg — Night Crawlers — Kapp
Down On Corner — Creedence Clearwater — Fantasy
Somebody — Supremes — Motown
Bringing New Me — Josslyn Springfield — Atlantic
Mind Body Soul — Framing Embers — Hot Wax
Yesterme — Stevie Wonder — Tamla

WXQ — St. Louis
Corner — Creedence Clearwater — Fantasy
Jing — Santana — Columbia
Lower In NYC — Nilsson — RCA
Tonight I’ll Be Saying — Bob Dylan — Columbia
We Love You — Art Linkletter — Capitol
Somebody — Supremes — Motown
Dock Of The Bay — Del’s — Cadet
Eleanor Rigby — Aretha Franklin — Atlantic
Heaven Knows — Grass Roots — Dunhill
I’ll Hold Out My Hand — Clique — White Whale

WWDG — Minneapolis
Take A Letter Mama — R.B. Greaves — Atco
Kiss Him Goodbye — Steam — Fontana
El’S Coming — 3 Dog Night — Dunhill
Undun — Guinea Who — RCA
Jet Plane — Peter Paul Mary — WB

CLKW — Detroit
Eleanor Rigby — Aretha Franklin — Atlantic
Heaven Knows — Grass Roots — Dunhill
Kindness — Glen Campbell — Capitol
Tonight — MCF — Atlantic
Somebody — Supremes — Motown
I’ll Love Your Life — Detroit Emeralds

WRU — Houston
Love And In Your — Hardy Boys — RCA
Fancy — Bobby Gentry — Capitol
Let’s Work Together — Wilbert Harrison — Sue
Someday — 3 Dog Night — Dunhill
Jumpin’ Jack Flash — Thelma Houston — Dunhill

WJR — Seattle
Whole Lot Of Loving — Led Zeppelin — Atlantic
Holly Holy — Neil Diamond — Uni
Could I — Bread — Elektra
Mind Body Soul — Framing Embers — Hot Wax
Circles — Friends Of Distinction — RCA

KFRC — San Francisco
Backfield In Motion — Mel & Tim — Bamboo
Cupid — Johnny Nash — Jad
Eleanor Rigby — Aretha Franklin — Atlantic
Jam Up And Jelly Tight — Tommy Roe — ABC

KYA — San Francisco
Heaven Knows — Grass Roots — Dunhill
Randdrops Falling — B.J. Thomas — Sceptre
One Tin Soldier — Original Caste — T.A.
Jam Up And Jelly Tight — Tommy Roe — ABC
Eleanor Rigby — Aretha Franklin — Atlantic
She Belongs To Me — Rick Nelson — Decca
I’ll Hold Out My Hand — The Clique — White Whale

WQAM — Miami
Don’t It Make You Want — Joe South — Capitol
Midnight Cowboy — Ferrante & Teicher — U.A.
One Man’s Cook’s Soup The — Soup — 100 Proof
Hot Wax

KLRA — Pasadena
Circles — Friends Of Distinction — RCA
Camel Back — A.B. Sky — MGM
LP
I’ll Hold Out My Hand — Smith — Dunhill

KJH — Hollywood
Eleanor Rigby — Aretha Franklin — Atlantic
I’m Far Real — Originals — Soul
I’ll Hold Out My Hand — The Clique — White Whale
Jam Up And Jelly Tight — Tommy Roe — ABC

KXOL — Dallas
Slow Down — Yellow Pages — Uni
I’ll Hold Out My Hand — The Clique — White Whale

KNX — Los Angeles
Jam Up And Jelly Tight — Tommy Roe — ABC
Together — Supremes — Motown
Heaven Knows — Grass Roots — Dunhill
Groovy Gumbroth — Harvey Wilcox — Plantation
Midnight Cowboy — John Barry — Columbia
Cupid — Johnny Nash — Jad
Jam Up And Jelly Tight — Tommy Roe — ABC
Music Box — Ruth Copeland — Capitol
Baby Boy — Freddie Hughes — Brunswick

WKRN — Minneapolis
Eleanor Rigby — Aretha Franklin — Atlantic
Lord In NYC — Nilsson — RCA
Somebody We’ll Be Together — Supremes — Motown
Heaven Knows — Grass Roots — Dunhill
Groovy Gumbroth — Harvey Wilcox — Plantation
Midnight Cowboy — John Barry — Columbia
Cupid — Johnny Nash — Jad
Jam Up And Jelly Tight — Tommy Roe — ABC

WHBQ — Memphis
I’ll Hold Out My Hand — Aretha Franklin — Atlantic
Jam Up And Jelly Tight — Tommy Roe — ABC
Together — Supremes — Motown
Early In The Morning — Vanity Fare — Page One
Other Days Remember — Frank Sinatra — Reprise
Night They Drove Old Dixie Down — The Band — Capitol
Cupid — Johnny Nash — Jad

WKBW — Buffalo
Eve’s Coming — 3 Dog Night — Dunhill
I’ll Hold Out My Hand — Clique — White Whale
Baby I’m For Real — Originals — Soul
Backfield In Motion — Mel & Tim — Bamboo

WCAQ — Baltimore
Jam Up And Jelly Tight — Tommy Roe — ABC
Cupid — Johnny Nash — Jad
Eleanor Rigby — Aretha Franklin — Atlantic
Fancy — Bobby Gentry — Capitol
Baby Boy — Fred Hughes — Brunswick
Shamrock — Shannon — Heritage
Kazmic Blues — Janis Joplin — Columbia
Midnight — Dennis Yord — Imperial

WIBG — Philadelphia
Something In The Air — Thunderclap Newman — Track
Ruben James — Kenny Rogers — Reprise
Fis’Coming — 3 Dog Night — Dunhill
Jet Plane — Peter Paul Mary — WB
I’m For Real — Originals — Soul

WRJZ — Jacksonville
Elvis’ Coming — 3 Dog Night — Dunhill
I’ll Hold Out My Hand — Clique — White Whale

WKNR — Detroit
Eleanor Rigby — Aretha Franklin — Atlantic
Tonight — MCF — Atlantic
Somebody We’ll Be Together — Supremes — Motown
Heaven Knows — Grass Roots — Dunhill
Groovy Gumbroth — Harvey Wilcox — Plantation
Midnight Cowboy — John Barry — Columbia
Cupid — Johnny Nash — Jad
Jam Up And Jelly Tight — Tommy Roe — ABC

WBCN — Boston
Eve’s Coming — 3 Dog Night — Dunhill
I’ll Hold Out My Hand — Clique — White Whale
Fancy — Bobby Gentry — Capitol
Brand New Me — Dusty Springfield — Atlantic
Backfield In Motion — Mel & Tim — Bamboo

"Can we talk to you for a little while? There is something that we want to say, We believe that things can be better for the children of the world today."

FIRST GOLD RECORD — Louis Nelson received his first gold album, and the first ever presented a prison warden, for his assistance in helping to record "Johnny Cash at San Quentin." Delivering the album certification replica to warden Nelson are: (left) San Francisco promotional manager J. J. Campbell, Columbia’s western regional promotion manager Chuck Thagard (2nd from right) and San Quentin’s associate warden W. L. Park (right).

WDRC — Hartford
We Love You — Art Linkletter — Capitol
Mark Train — Gladys Knight — Soul
Holly Holy — Neil Diamond — Uni
Heaven Knows — Grass Roots — Dunhill

WRKO — Boston
Sunday Morning — Oliver — Crowe
Jam Up And Jelly Tight — Tommy Roe — ABC
I’ll Hold Out My Hand — Clique — White Whale
Baby I’m For Real — Originals — Soul
Backfield In Motion — Mel & Tim — Bamboo

WCAO — Baltimore
Jam Up And Jelly Tight — Tommy Roe — ABC
Cupid — Johnny Nash — Jad
Eleanor Rigby — Aretha Franklin — Atlantic
Fancy — Bobby Gentry — Capitol
Baby Boy — Fred Hughes — Brunswick
Shamrock — Shannon — Heritage
Kazmic Blues — Janis Joplin — Columbia
Midnight — Dennis Yord — Imperial
A BEAUTIFUL NEW HIT!

"WALKIN' IN THE RAIN" UA 50605
JAY AND THE AMERICANS
b/w "(I'D KILL) FOR THE LOVE OF A LADY"

PRODUCED BY SANDY YAGUDA & THOMAS KAYE FOR JATA ENTERPRISES, INC.

United Artists Records
JACK JONES

Talent On Stage

COPACABANA, N.Y.C.—Healthy, tan,
and trim, middle-aged singing sensation Jack
Jones opened at the Copacabana last week
and was greeted with a standing ovation
why he is such a popular figure in the
world of good music. Jones is a pro. He
has the sound of a budding record
ness of a Sinatra’s or Crosby’s, but it
is a good instrument, and he can
how to use it wisely. He rarely belts
out a song, but always holds himself in
a little bit, leaving the audience
wondering. He establishes com-
munication with his audience at first
out to its fringes and occasionally a little
beyond, but he also maintains a
psychological distance which, again,
works to his advantage.

At his Copacabana opening, Jones sang a
variety of songs, “God Bless My Child,” ”Spinning Wheel,” “The
Impossible Dream” and “Put A Little
Heart” were among the selections. He took each number and
at his own, did it in his personal
style, and the audience was delighted with his performance. He maintained
a good level of quality throughout the show. There wasn’t one weak
point. And when he got the ovation he had earned. j.k.

DION

SEALS & CROFTS

TROUBADOUR, L.A.—Dion’s transition from Fifties’ rock to Sixties’ folk
is not news anymore, but his adeptness
at the blues medium still amazes me. Somehow the Bronx never
seemed a likely place to produce
talents of this dimension, no matter how
many hit groups started there. But,
there’s always an exception, and Dion
must be it.

His show at the Troubadour last weekend was a case in point. His
appearance at the Bitter End (in N.Y.)
recently sounded somewhat familiar;
for Dion, the audience wanting more is
new. Influenced by the old country-blues
masters, Dion is skillfully learning
the art of guitar picking, and added to his
voice, which has always possessed a
bit of an edge, is an enhanced singing
performance. Of special interest was
a new Dick Holler tune, “Natural
Woman,” and Dion’s reading of “Blue
Suede Shoes.” Dion is currently finishing
his first album for Warner Bros.

Seals and Crofts, a new duo panted to
Talent Associates, are hard to
find in the wake of only one hit. They
possess a different approach to their
music, often sounding like a slightly
speed-uped record with the bass
turned off, and their material is
above average, but they struggle secondary to commerciality, and it
took several times around for the
duo to make a strong impression on
me. If they get right opening, they could be well
on their way.

ARThUR PRYsock

HONG KONG BAR, L.A.—Arthur
Prysock, one of the better voices of
our time, opened at the Century
Plaza in Los Angeles last week.
Although we were promised a new
sound, it never materialized as we
expected. Many of Prysock’s old and famous friends
swarmed the stage and threw the praise his way.

Prysock opened smarmily, with an
air of stage reading from This Is
My Beloved, the Walter Benton
poetry classic, and broke into song
with “When I Fall In Love.” Looking
as young as always, Buddy Johnson’s
drumming and New Orleans’ wonderful and “Make Someone
Happy,” Prysock quickly set the
next song to its writer, who, was in
the house, Prysock slid into “I Talk
About You,” the Billy Eckstine classic,
and Eckstine got up and took his
customary bow. But after Prysock had intro’d his new single for Starday
King, “Go Ahead And Fly,” Eckstine
came back, sleekly, Whitey Redd and Red Fab
whipped on stage to do their
tunes. Daniels, calling himself the first
of the ‘moving’ singers, delighted the crowd with “Old Black Magic,” while
Kosine died with Prysock in a reprise of “I Talk About You.”

Organist Betty Burgess contributed
some fine instrumental work, as well
as some strong vocals. The combination
and making the pack the
Move.

What is even more surprising is
at hard rock and bubblegum.

On one hand, their musicianship is
a high level, on the other, their
execution is very reminiscent of an
extremely extended, and somewhat
from a group playing their hit singles into the rate of
the Move the track long instrumentals on the end (rather than the middle) of

GASLIGHT NEW TALENT REVUE

GASLIGHT, N.Y.—Recently the Gas-
light in Greenwich Village presented a
cast of local talent, none of whom
had over five acts (on the night we were present, their
places are still very much in
the future). After the show, we
reviewed a few weeks ago,
are interested in the concept:
singing and guitar playing was again
easy to please to listen to, but he wasn’t as
forceful as he was forceful in the past.

Next on the bill was singer-song-
writer-guitarist Gary White, who
has worked as a backup man for Patrick
Sky. White plays good guitar and has a

Danny can, and at times does, stand
above the instrumental talents also
called “Uncle Jack,” “Fresh Garbage,”
and “I’ve Got A Line On You” why
we think so highly of him. The
band took the patron’s of the packed Filmore on a
musical trip climax ed by Cassidy’s
extraordinary drum solo played in
part on a brace of out-sized tom-toms.

The entire crowd stood and cheered
through the three encores, and Spirit
members’ arms around each other
chanting, thank you, all. And
then played on.

HEDGE & DONNA

DANNY COX

TROUBADOUR, L.A.—Hedge and
Donna, this year’s top comedy folk
duo, provided what was expected of
them, but Danny Cox, a new Forward
Records artist, proved the surprise
of the evening as the Troubadour
presented another talented bill.

Hedge & Donna, absent from the
L.A. scene for some time due to a
Hollywood move. But with the
branched out from the band and brought an augmented unit (bongos,
electric bass and piano) with them and
some provided some rousing moments of
the “I Got A Big Crank” variety.
The duo’s material is evidently
expected of great care, for
although it all has that familiar feel,
only “High Flyin’ Bird,” their
closer, was not. Recognized as
Danny Cox is a singer, much like
many other well-known singers and found
tunes with the latter blending in
“Aquarius/Let The Sunshine In.”

in these days of electricity, by
a true acoustic guitar talent is hard to
find. When he possesses a fine voice and
a friendly, carefully-picked material
he’s bound to happen. When he will

BLESS MY STARS—More than 200 representatives of music and the press were
presented with the first edition of the Gaslight’s
factory—A Four Seasons celebration. Among the hosts offering detailed of the collected
series were (center) astrologer Carroll Righter, who selected all the music
featuring the famous songs attuned to the tastes of each sign,
(with from left) GWP Records’ vice president Paul Robinson, who produced the
charts, and Mr. Casmir S. Roberts, president of Roberts Brothers
Distributors of Washington, D.C.; and Bob Cato, art director for the
albums. Casinas also designed the promotion/press sheet and
broadway and layout for support of the zodiac series. Each of the LP’s
renails for $5.98, including a booklet written by Righter. Tape versions in 8-track
and cassette configurations will be made available shortly through ITCC.

Cash Box — November 8, 1969
"Don't Let Love Hang You Up" is a cut above the rest.

(So now it's out on its own.)

"Don't Let Love Hang You Up" (72991) will be Jerry Butler's 10th straight hit single. His third off the top-selling ICE ON ICE. It's out by popular demand now. Get cutting. Demand it.

Produced by Gamble-Huff Productions

ICE ON ICE.
SR 61234
MCI 61234 8 track
MCR4 61234 Musicassette

From The Mercury Record Corporation Family Of Labels

MERCURY - PHILIPS - SMASH - FONTANA - LIMELIGHT - BLUE ROCK - WING - INTREPID - PULSAR

A product of Mercury Record Productions, Inc., 35 East Wacker Drive, Chicago, Illinois 60601
A NORTH AMERICAN PHILIPS COMPANY
TOUCHLOVE

ANITA KERR
THE GENIUS OF
THE TOUCH OF MUSIC
TOUCHES AN ORCHESTRA
TOUCHING YOU
WITH THE TOUCH OF LOVE.

TOUCHLOVE.
FEATURING THE PIANO OF ANITA KERR
DLP 25970
COMPOSED, ARRANGED, CONDUCTED AND
PRODUCED BY ANITA KERR
NOW AVAILABLE.
DISTRIBUTED BY PARAMOUNT RECORD DISTRIBUTORS,
A DIVISION OF PARAMOUNT PICTURES CORPORATION
α G+W COMPANY.
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**Basic Album Inventory**

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

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**KAPP (Cont.)**

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ZINGARA (Gypsy)
(First U.S. Release)
No. 1 Prize Winning Song from
1969 San Remo Festival
Arranged by Allen Tew

Connell Francis

Produced by Les Reed

Shipped in picture sleeve
K-14091
and Connie's great new LP

MR. LOVE
From Connie's New LP
CONNIE FRANCIS SINGS THE
SONGS OF LES REED, SE-4655
Arranged by Les Reed

Produced by Les Reed

SE-4655

MGM Records is a division of Metro-Goldwyn-Mayer Inc.
NEW YORK

Underexposure

It's a funny thing. If you sit and stare at the Cash Box Top 100 chart long enough, you will either go stark, raving mad, or blind, or if you're really lucky, you will discover something about the music business that no one has ever noticed before.

We are lucky. A careful inspection of the Top 100 chart reveals that in the past few years there has been a major change. Several of the records that used to be hits have become hits. A few years ago, in order for a record to get to Number 40, it simply had to sell to the Top 40 market, which in those days consisted of teenagers who bought rock 'n' roll. Today, teenagers who buy singles are still buying rock 'n' roll, but those same teenagers, along with others who would not be counted as rock 'n' roll fans, have become a major force in the music business. Where the change has occurred is in the number of hitmakers for those same rock records.

If we break down the total market, we find that there are five sub-markets, five possible audiences, five possible forces to watch out for, and Top 40 (playing mostly bubblegum) underground (FM radio), country and western, R&B, and easy listening, etc. Whereas four years ago you got a hit record on one sub-market, today a record that gets played only on FM radio but is also becoming popular among those twelve-year-olds who will become a tough time becoming a national hit. In fact, it has become virtually impossible to have a hit with a record that is getting exposure in only one sub-market. A hit record can be a hit on radio, a hit on vinyl, or an underground hit, but in order to be a hit on the national chart, a record will have to attract hit-market exposure.

The fact is that there isn't a record in the Top 40 that has not gotten exposure on more than one market. Even though it is virtually impossible to have a record become a hit in all five markets at once, records rarely make it out of the Top 40 markets. There are some records in the top twenty-five, but they aren't making the Top 40 market, but of course, none with single market exposure.

Only a few years ago, records like "Sugar, Sugar" by the Archies, "Wedding Bell Blues" by the Fifth Dimension, "Tracy" by the Cuff Links, "Susan" by Ivory Jones, or "Little Woman" by Bobby Sherman, just to name a few, would have been getting exposure in only one market, and the way they would have become hits has been that they would find their way into these records and you had to reach the heights they reached needed exposure in more than one market. All of them have easy listening exposure as well as Top 40 exposure. Moreover, when you take a look at the Top 40 charts and the Top 100 charts, the only records that make it onto the Top 100 charts are those that make it onto the Top 40 charts.

Records such as the Beatles' "Somebody," "Baby It's You," by Smith, "Hot Fun in the Summertime" by Sly and the Family Stone, and "Down On the Corner" by Creedence Clearwater Revival all have exposure not only on Top 40, but in one or two other markets as well.

One of the things that you can say about the SF Bay Area is that it is one of the few places in the country where the "sophisticated" listener has an equal taste with the "masses." Their tastes are similar in that they accept rock and roll music.

The critics, in addition to Top 40 and easy listening play, had further exposure for "Sugar, Sugar" on their weekend show on KFRC One with three levels of exposure.

Genevieve Gilles
Ray Davis
Lillian Roxon

Clearly, it has become virtually impossible to have a national hit on the Cash Box Top 100 without exposure in several markets. What this means for the industry is that records in order to be successful must have broad appeal as possible. "Suite: Judy Blue Eyes" is a superlative example of a record that any teenager can dance to delightedly, but that at the same time is thoughtful enough to make it with the underground audience and light, pleasant, and tasteful enough to appeal to easy listening fans. We must keep in mind that Nilsen's next move has to be under the Buffalo Springfield, or the Hollies, the new friends that make up Crosby, Stills, and Nash (or Crosby, Stills, Nash, and Young), was a hit over easy listening and Top 40. The sound has changed, but more that the easy listening market has become younger and has modified. It isn't until Lance Welk anymore. His records today can only be made to fight their battle on several fronts at once.

EAST COAST GIRL OF THE WEEK: What this country needs is not a good folk song or even a decent nickel but rather a good rock encyclopedia, and now, thanks to the talent and perseverance of attractive Lillian Roxon, we have one, and it's magnificent. Titled "Rock Encyclopedia," and published by Grosset & Dunlap, it is a wonderful book that seems to have it in intelligent, witty, and accurate descriptions of everything and everybody in rock and roll. Lillian has considered the pompous jargon which so often abounds in rock criticism. You know, things like, "The Doers: Psychological syntheses of cosmic mythology including Satan, William Blake, Sandy Pearlman, and other such representatives of indigenous American Italian cooking. Jim Morrison is the very embodiment of his arm. Lillian approaches the Doers, as she approaches everyone, with humor and perception: "They are unendurable pleasure indefinitely prolonged, they are the messengers of the devil, they are the patriotism, the Los Angeles branch of the Oedipus Association, the boys next door if you live next door to a pizzeria, a penny noisemaker or a leather shop." So say the readers of the Superficials.

Lillian Roxon is a prolific writer, turning out between 8000 and 12000 words per week, and she has had articles published in newspapers and magazines all over the world. A resident of New York, Lillian spends part of each year in London and visits California yearly to keep her eye on the scene.

BETWEEN THE EAST COAST GIRL OF THE WEEK: Beyond the East Coast, we find beautiful Genevieve Gilles, star of Century-Fox's new film "Hello-Goobye," entertaining some local fans in Southern France with her own musical brand of folk-country music. We hear she makes an appearance on some music record's great voice. Hope to see her in the states soon.

HOLLYWOOD

New Breed: Heard, But Not Seen

Although the days of live performance are far from over, the era of the non-performing performer is upon us. Records, television and growing musical opportunities in movies are making the need for attendance physically work as a means to stardom obsolete.

If the new trend picks up steam, it should be healthy for the record business, replacing the night club circuit as a source for long-range attraction. The best example of the successful non-performing performer is Lillian Nilsson, who has parlayed his disk record sound into a major circuit in "Midnight Cowboy," as a clogging singing stunt for ABC-TV's "The Courtship of Eddie's Father." One of the TV guest shots into a successful career. He's just picked up a name along the way.

Some movie composer/arrangers have been able to establish their own careers without public appearances, thus maintaining a reality. But many of the star barrier. Nilsson, who claims his only performance is the one he gave in front of an Alcoholics Anonymous meeting several years ago, has achieved the status of a radio star to enter the performing field as a full-fledged star but prefers to direct his energies in other directions.

The singer's latest venture, together with arranger George Tipton and Larry Gordon, is Nilsson House Productions. Firm has the exclusive production of Nilsson's latest LP, "Harry," which includes "I Got Lucky," a Top 40 New York City, now on the Top 100) and a Scottie Brothers. In the can but not released yet are a Nancy Friedly single and a non-TV album. They made it to Number 40. Finishing touches are being applied to Nilsson's fourth LP, which is a collection of tunes by Randy Newman.

While many of today's performers feel they have trouble capturing their real image on disk, Nilsson's recent records show him at his best. One of the records on his second album, which happened to come back from the country receiving his famous mainstay, is an album of ten songs, none of which are by Nilsson. A record of a finished record is also a work of art which can be appreciated by any feeling artist.

Although Nilsson is considered to be one of our leading young writers, his name is not accompanied by any outside material, a rarity in this day of the singer-writer, and with all the ill will directed against people one might think he was not terribly "nice." True said Nilsson. "So, what? said we.

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Longbranch/Pennysthistle

Byrd's new single, "Jesus Is Just Alright With Me," produced by Terry Jolly, will hit the gospel/country/rock to the waiting world. Also on its way is Lillian Roxon's Rock Encyclopedia, which will cover the whole world of rock, including the bubble-gum, acid rock and Jenny Dean.

The John Edwards Memorial Foundations, part of the University of California in L.A., has issued a 48 page Johnny Cash Discography and Recording History, available for the pity sum of $2.00.

CONGRAT TO: Barbara Stamboulis, secretary to Roy Silver, and Jeff Chees, director of promotion for Tetra grammam, who've just announced their engagement . Bill Rosenberg, who's just joined Public Relations Associations.
BILLY PRESTON
'Everything's all right' b/w 'I want to thank you'
OUT NOW Apple

Produced by
George Harrison
CHICAGO

Up until a few months ago most people in the industry were paid to go to concert. Now, with the advent of rock and roll, the record business is rectified last summer with the debut of the Rolling Stones. This phenomenon, led by Mick Jagger and Keith Richards, quickly spread to the rest of the world. The band, which is currently headlining in the Empire Room, has sold out for the next 17 nights at Minter's in a row. Their success can be attributed to the fact that they are one of the few new bands that are actually good. The Stones have a unique sound, being both rock and roll and blues, which makes them stand out from the rest.

NEW YORK

(Con't. From Page 56)

IN SOUNDS: Ray Davies, lead singer, guitarist, and songwriter for the Kinks, was on hand to be an enthusiastic supporter of the band's new album, "The Last of the Steam-Packet Boys." The album, which has been well-received by critics, features the group's signature sound of British rock 'n roll.

HOLLYWOOD

(Con't. From Page 56)

SIGNINGS: The New Lime, from Cincinnati, to Minneman, Longbranch, and Pennywhistle, to Amos... Babylon to Robert Stigwood.

UNSIGNINGS: The Marbles, with Cotillion. Björn Bonet to be produced by Harry Gibb, who produced the group's English singles. Krupa-Krause to be produced by Maurice Gibb. Nada to be produced by Chas Chandler, Money, who disbanded his Big Roll Band to join the group. A new group, Zoot Money's Music Band, will be appearing at Trinity College, on Saturday, November 15th and at the Boston Tea Party.

Raiders bill in the Auditorium Theater (9), doing their noted "history of rock & roll" routine with WCFL's Dick Biondi. Liberty's "Rock and Roll" is the theme of the night. "Walk In The Rain," by Jay & The Americans, is another favorite. One record for Jaybe Records, recorded the Camellia House of The Drake Hotel. Tony Bennett is currently headlining in the Empire Room, with "I've Got You Under My Skin." It is his third album in a row, securing Gary Lewis around the radio-TV circuit. Label's local rep for the group, is exposure to two new Imperial sides "One Woman" by Johnny Rivers and "Midnight" by the Classics IV.

Walter Reade, the singer-guitarist, did the Pantages show with "Arthur, Or The Oregon Trail" and "Fall Of The Empire," a magnificent work, and points to a new musical form in rock. It is not an opera. It is something else. We have been tempted to see something else from Ray Davies and the Kinks.

"Arthur," a cappella, with The Tree and groups be heading for New York this week to cut "Hurry Up Now." The group will have a new single, "The Last of the Steam-Packet Boys," and will be on the cover of Rolling Stone magazine. The group's second album, "Every Picture Tells a Story," was released earlier this year.

Dave Rubinson always thought (and still thinks) that he didn't want to be a producer, but there just has to be something hidden deep in his mind that kept pushing him deeper and deeper into the record business. Although Dave started playing music young and formed his first band at 13, he kept telling himself that he was only trying to make enough money to pursue his first love, drama. All the way thru college (Columbia U.), he never thought about music. But when he went to work at Capitol Records, in '69, he was just "to help pay expenses."

During this period of his life, Dave was very into jazz, listening closely to Kenny Clarke, Monk, Roach, Charlie Parker, Dizzy Gillespie & Ch Mingus, and just beginning to listen to (R&B) Deejay Ray Brown at WADO a heavy influence. Rock and roll was for the birds. Dave's first job for Capitol was to sit in the control room during the recording of a Broadway show, and Dave wound up being credited as producer. "I don't want to be a producer," said Dave, and went on to the theatre, producing an off-Broadway show. The role was in a comedy that won an Obie Award. Columbia had put some money into the show and subsequently asked Rubinson to work with them, and he has produced many for Columbia, including "The Irish Revolution." John F. Kennedy and the History of the Black Man, and also produced "Great White Hope" which won an Obie Award. Dave had turned his head to thoughts of rock.

 underestimated a new L P short list. The A t l a n t i c record label, being a New York label, is headed by Frank Fried's Triangle Theatre, and plans to announce additional bookings shortly. To use the words of CMA's Bud Carr "the Nite Train" is coming to New York, and the 22 groups that have been id'd will be making the group's first appearance in New York on their first U.S. tour with the Kinks, one of the world's most underrated bands. The Stones are demonstrating to audiences everywhere the true meaning of the Royalty of Rock. Ray is a brilliant songwriter, and his songwriting will show in the field of rock lyrics. The Reprise recording group, including "Arthur, Or The Oregon Trail" and "Fall Of The Empire" is a magnificent work, and points to a new musical form in rock. It is not an opera. It is something else. We have been tempted to see something else from Ray Davies and the Kinks.

Hollywood's Sunset Sound Recorders will provide on-the-job training for students of their Berliner's phonograph record production class at the Watts Training Center.

ALL STAR: Norma Jean Engelstrom collected just twenty bucks for her first chart record on Columbia. She had bet her Berliner's phonograph record production class at the Watts Training Center.

Cash Box Charts

Ring My Chimes

Cash Box..Buy It By The Year...$25
Plastic Ono Band
COLD TURKEY

Don’t worry Kyoko
(Mummy’s only looking for a hand in the snow)

OUT NOW
20 Reasons For Reading Cash Box Every Week!

- Top 100 Albums
- Top 50 In R&B Locations
- Tape News Report
- Talent On Stage
- Top Country Albums
- Country Music Report
- Basic Album Inventory
- New Additions To Radio Playlists
- Radio News Report
- Looking Ahead
- Cash Box TOP 100
- Insights & Sounds
- Radio Active
- Record Reviews
- Coin Machine News
- Metanomena
- Vital Statistics
- Producer's Profile

Don't miss it!
Four more singles are sure to break out.

POOR MAN
by Little Milton
CHECKER 1221

LOOKING THROUGH THE EYES OF LOVE
by Marlena Shaw
CADET 5656

I CAN'T GET NEXT TO YOU
by Woody Herman
CADET 5659

MISS PITIFUL
by Etta James
CADET 5655

CHESS
Gerry Wood Named To Nashville ASCAP Post

NEW YORK — The American Society of Composers, Authors and Publishers (ASCAP) has named Gerry Wood director of media, publisher and artist relations for the Society’s Nashville regional offices. Wood has resigned his post as director of the Vanderbilt University News Bureau to accept the ASCAP appointment.

Regional executive and director of ASCAP, Ed Shea, stated that Wood will continue to work with the media at ASCAP as he has at Vanderbilt. He will work closely with songwriters and publishers in Nashville, Memphis, Dallas, and throughout the South. His position is a newly-created one at ASCAP.

Wood attended the University of Kentucky where he received a B.A. degree before coming to Vanderbilt where he received a Master’s degree. He joined the Vanderbilt News Bureau as new editor in 1965. In 1966 he became assistant director, and, a year later, director.

While attending Vanderbilt, Wood worked as news director of WKDA Radio. He has also handled publicity for Tree International Publishing Company and RCA Victor songstress Skeeter Davis. He is a member of the National Academy of Recording Arts and Sciences and the Radio-Television News Directors Association.

Dave Allen To Head A&R For Singleton

NASHVILLE — The Shelby Singleton Corporation has appointed as its new A&R director of A&R administration Dave Allen, former air personality and program director for Nashville’s WKDA Radio.

Singleton senior vp, Buddy Blake, who made the announcement, said that Allen’s responsibilities will involve all aspects of A&R, including paper work, label information, notification and clearance to publishers, master routing and screening of tapes.

A native New Yorker and Navy veteran of the Korean conflict, Allen began deejaying in 1956 in Logan, Ky. He later moved to Shreveport, La., where he built up more credits with KEEL Radio. He has written songs (the Newsbeats’ hit of “Bread and Butter”) was backed with Allen’s penning of “Tough Little Buggy” and this flip side went on to become a European hit.

Allen likes acting and tallied up

Be PREPARED — Getting ready to take off on the first leg of a three-week European tour being underwritten by RCA Records, five of the label’s country artists peruse a menu to familiarize themselves with the Indian cuisine they’ll be eating on the Air India flight that will take them to London. Pictured are (left to right) Nat Stuckey, Connie Smith, Air India’s hostess, Skeeter Davis, George Hamilton IV and Bobby Bare. In addition to two performances in London, the RCA artists will give shows in Munich, Frankfurt, Amsterdam, Copenhagen, Stockholm, Oslo, Helsinki, Malmo (Sweden), Gothenburg and Oslo. On their return to London, the group will be joined by Chet Atkins, division vice president and executive producer of RCA’s Nashville operations and famed guitarist, who will perform with them at two London concerts, the last of which will be in the famed Royal Albert Hall.

RCA initiated the practice of sending its top country and western stars on tour of Europe a number of years ago because the European population is particularly receptive to the music of Nashville.

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Allen likes acting and tallied up

Roger Miller Forms Business Syndicate

LOS ANGELES — A business syndicate has been formed by famed country singer-songwriter Roger Miller. Miller will personally head the syndicate.

As the initial venture, Miller is opening a chain of King Of The Road Motor Hotels, throughout the country. The first is now under construction in Nashville, Tennessee, and will have a grand opening sometime by many show business celebrities, on January 15, 1970. It will be nine stories tall, have 225 rooms, and will feature a huge roof garden show room. Cost is budgeted at $4,700,000.

Soon after the completion of the establishment in Nashville, King Of The Road Motor Hotels are scheduled for Birmingham, Ala., San Francisco, Calif., Reno, Nevada, Dallas, Texas, and in Indiana and Florida.

Miller is very explicit when he says these will not be motels, — but high-rise, first class motor hotels. “And,” Miller adds, “I’ll be continuing paying personal visits to each and every one, wherever we build.”

“King Of The Road” is the name of Miller’s most famous composition. His recording of the song on Mercury’s Smash label, for whom he still records, became a gold record in 1965.

New C&W Label, Chestnut, Bows

PHILADELPHIA — Record industry veteran Dan White last week announced the formation of a new country label, Chestnut Records, a division of Don-El Productions, with executive offices in Philadelphia. First artists signed to the label are Lea Seever, a former exclusive Decca artist, and newcomer Vern Godown.

Both Seever and Godown have been recorded by White in Nashville, and single product by both artists has just been released. Seever’s single is “Lonesome,” Godown’s is “Sticks and Stones.”

White also announced that the New York-Nashville publicity and promotion firm of Julian & Saldor has been retained to represent his production, management and publishing complex in all areas.

several Off-Broadway credits on the leg stage prior to moving to Nash- ville three years ago and joining WDRA.

FIRST GOODY FROM PEPPERMINT — Pictured here looking very happy indeed as they celebrate the first waxing of a song from the new Peppermint Mills LP which was recorded by both Hubert Long International, are (left to right) HLI president Hubert Long; Epic Records producer Glen Sutton; Jimmy Pepper and Epic artist Tommy Cash. The song, “I Owe The World To You,” was written by Cash and is the flip side of his current Epic single, “Six White Horses.”
HE’S BIG* IN VEGAS...

* AND EVERYWHERE ELSE

BUCK OWENS

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Capitol #2646
Miss Diana Trask
sings
"I FALL TO PIECES"

Dot 17316 Produced by Buddy Killen
IT'S A HIT...FROM HER NEW ALBUM
"FROM THE HEART"/DLP 25957

Distributed by Paramount Record Distributors,
a Division of Paramount Pictures Corporation,
a G+ W Company.

CashBox Country LP Reviews

GEORGE (AND THE NORTH WOODS) — Dave Dudley — Mercenary SD 61242
Titled after the including his most recent single hit, "George (And The North Woods)," Dave Dudley's latest album is bound to rack up a goodly number of spins and sales. The charmer has an appealing style that has earned him a large following, and he should only increase his reputation with this set. Watch for it on the charts.

SONGS THAT MADE COUNTRY GIRLS FAMOUS — Lynn Anderson — Chart CHS 1022
Lynn Anderson should have no difficulty pleasing her fans with "Songs That Made Country Girls Famous." The lark offers a host of tunes that brought other female country stars fame, among them "Once A Day," "You Ain't Woman Enough (To Take My Man)," "Here Comes My Baby Back Again" and "Harper Valley P.T.A." Be sure to have a supply of this LP on hand.

COUNTRY'S GREATEST HITS, Vol. 2 — Various Artists — Columbia GP 19

CashBox Top Country Albums

1. JOHNNY CASH AT SAN QUENTIN (Columbia CL 38277)
2. GLEN CAMPBELL "LIVE" (Capitol STOR 266)
3. TAMMY'S GREATEST HITS (Tammy Wynette (Lyc BN 25486)
4. ORIGINAL GOLDEN HITS VOL. 1 & II (Johnny Cash & The Tennessee Two (Sun 100 & 126)
5. THE ASTRODOME PRESENTS IN PERSON (Sonny James (Capitol ST 320)
6. WOMAN OF THE WORLD/TO MAKE A MAN (Loretta Lynn (Decca DL 95113)
7. THE SENSATIONAL CHARLEY PRIDE (RCA LSP 4150)
8. THE BEST OF CHARLEY PRIDE (RCA LSP 4223)
9. DAVID Trim (Epic BN 19482)
10. THE ESSENTIAL HANK WILLIAMS ( MGM SE 4655)
11. TOGETHER [Kristy Linn & Linda Gal Lewis (Sawtell SRS 6126)
12. A PORTRAIT OF MERLE HAGGARD (Capitol ST 319)
13. TALL DARK STRANGER (Buck Owens & The Buckaroos (Decca DL 75143)
14. MY LIFE/BUT YOU KNOW I LOVE YOU (Bill Anderson (Decca DL 75143)
15. LIVE AT COBO HALL, DETROIT (Hank Williams, Jr. (MGM SE 4644)
16. SAME TRAIN, DIFFERENT TIME (Merle Haggard (Capitol SMW 223)
17. BUCK OWENS IN LONDON (Capitol ST 212)
18. THINGS GO BETTER WITH LOVE (Johnny C. Riley (Plantation 3)
19. MEL TILLIS SINGS OLD FAITHFUL (Merle Travis (RCA LSP 4168)
20. MY BLUE RIDGE MOUNTAIN BOY (Jerry Ford (RCA LSP 4168)
21. THE ORIGINAL GOLDEN HITS VOL. 1 & II (Jerry Lee Lewis (Sun 102 & 103)
22. YESTERDAY, WHEN I WAS YOUNG (Ray Clark (Dot LP 25953)
23. JOHNNY CASH AT FOLSOM PRISON (Johnny Cash (Columbia CS 9639)
24. BACK IN THE ARMS OF LOVE (Roy Acuff (Decca DL 71036)
25. MARTY'S COUNTRY (Marty Robbins (Columbia GP 15)
26. THE WARMTH OF EDDY ADAMS (Eddy Arnold (Capitol ST 233)
27. MY GRASS IS GREEN (Roy Drusky (Mercury SM 61233)
28. HOLD ME (Johnny & June Mosby (Capitol ST 286)
29. COUNTRY FOLK (Waylan Jennings (RCA LSP 4180)
30. DYNAMITE (Peggy Sue (Capit DL 75153)

Cash Box — November 8, 1969
1 TO SEE MY ANGEL CRY
2 THE WAYS TO LOVE A MAN
3 I'D RATHER BE GONE
4 GROOVY GRUBWORM
5 SHE EVEN WOKE ME UP
6 OKIE FROM MUSKOGEE
7 SINCE I MET YOU BABY
8 TALL DARK STRANGER
9 HAUNTED HOUSE
10 ARE YOU FROM DIXIE
11 BACK IN THE ARMS OF LOVE
12 THAT'S A NO NO
13 TRY A LITTLE KINDNESS
14 IF IT MAKES YOU WANT TO GO HOME
15 I'LL STILL BE MISSING YOU
16 GET RHYTHM
17 HOMECOMING
18 I'M SO AFRAID OF LOSING YOU AGAIN
19 KISSED BY THE RAIN, WARMED BY THE SUN
20 GEORGE (AND THE NORTH WOODS)
21 SWEET THING IN CISCO
22 ALL I HAVE TO OFFER YOU (IS ME)
23 SUCH A FOOL
24 I'M GETTING TIRED OF BABYIN' YOU
25 INVITATION TO YOUR PARTY
26 LITTLE HONKY
27 ANOTHER DAY, ANOTHER MILE, ANOTHER HIGHWAY
28 MY BIG IRON SKILLET
29 PUT YOUR LOVIN' WHERE YOUR MOUTH IS
30 JUST SOMEONE I USED TO KNOW

31 SHE'S MINE
32 THESE LONELY HANDS OF MINE
33 THINGS GO BETTER WITH LOVE
34 TO MAKE A MAN
35 BABY, BABY (I KNOW YOU'RE A LADY)
36 SHIP IN THE BOTTLE
37 MY BLUE RIDGE MOUNTAIN BOY
38 SEVEN LONELY DAYS
39 WE HAD ALL THE GOOD THINGS GOING
40 RIVER BOTTOM
41 BIG IN LAS VEGAS
42 I'LL NEVER BE FREE
43 WE ALL GO CRAZY
44 MUDDY MISSISSIPPI LINE
45 NEW ORLEANS
46 WHEN YOU'RE HOT, YOU'RE HOT
47 RAINING IN MY HEART
48 RUBEN JAMES
49 I WISH I DIDN'T HAVE TO MISS YOU SO
50 THANK YOU FOR LOVING ME
51 TAKE OFF TIME
52 WINGS UPON YOUR HORNS
53 BLISTERED
54 THERE WOULDN'T BE A LONELY HEART IN TOWN
55 HONEY, I'M HOME
56 WHERE HAVE ALL THE AVERAGE PEOPLE GONE
57 LODI
58 GOD BLESS AMERICA AGAIN
59 THEN THE BABY CAME
60 YOUR TIME'S COMIN'
JOHNNY CASH (Columbia 45020)

Blues Comes (2:18) (Quartet/Steele ASCAP — Wheeler)

Both sides of this Cash offering have already appeared on the pop chart. However, we’ll have to pick “Blues Comes” for the top side cosoiecally as it’s more in line with the well known Cash style. Flip: “See Ruby Fall” (2:48) (House of Cash — Cash)

LORETTA LYNN (Decca 32586)

Wings Upon Your Horns (2:35) (Sure-Fire, BMI — Lynn)

This side’s bound to be another high chart winner for Loretta Lynn via her new outing, “Wings Upon Your Horns,” a bluesy love ode, penned by the songwriting team of Steve Sholes and Tom LaBella. Flip: “Meet Me Back Down To Earth” (2:01) (Sure-Fire, BMI — Lynn)

WAYLON JENNINGS (RCA 0281)

Brown-Eyed Handsome Man (2:20) (Arc, BMI — Carr)

This should be multitudinous sales in the cards for Waylon Jennings with this rendering to this infectious bouncer clefted by rock ’n roll ace Chuck Berry. “Brown-Eyed Handsome Man” is a real winner for Loretta Lynn via her special brand of entertainment.

CARL SMITH (Columbia 45031)

Heartbreak Avenue (3:04) (Acuff-Rose BMI — Foree)

Carl Smith turns in a soulful performance on this pretty ballad that should please both the pop and country audiences. “It’s Nice To See You Once Again” is a real winner. Flip: “It’s Nice To See You Once Again” (2:32) (Window BMI — Kingston)

FLATT & SCRUGGS (Columbia 45030)

Maggie’s Farm (2:18) (M. Wirtum & Sons ASCAP — Dylan)

Flatt & Scruggs temporarily team up again to lend their vocal and instrumental talents to this Bob Dylan penning of several years back. This side will stack up immediate sales with duet’s multitude of fans. Flip: “Tonight Will Be Fine” (2:58) (Stranger BMI — Cohen)

ROY ACUFF, JR. (Hickory 1551)

Looks Like Baby’s Gone (2:13) (Acuff-Rose BMI — Newbury)

This side’s bound to be another high chart winner and excellent chance to gain rapid chart recognition. Effective performance by Roy, Jr., is enhanced by equally effective production. Flip: “’Til The Windows of Your House” (2:39) (Acuff-Rose BMI — Bond)

MAC WISEMAN (RCA 0283)

Johnny’s Cash And Charlie’s Pride (1:59)

This is a big, clever, ditty, whose lyrics consist of word plays upon the names of famous country artists, may well prove to be a big item for Mac Wisenman. The song’s cleverness is obvious and will stand out solidly in equal case as those tabs on this side. Flip: “Mama, Put My Little Shoes Away” (2:48) (Wiseman, BMI — Wise)

JESS COLTER (RCA 0280)

Take A Message To Laura (3:15) (Baron, BMI — Eddy)

With the proper exposure, Iark Jess Colter could have a hit in her possession with “Take A Message To Laura,” a tune is potent, moving tale of love that should capture the hearts of many country listeners. Deck was produced by Chet Atkins and Waylon Jennings (Waylon sings with Jess on the flip). Flip: “I Ain’t The One” (Baron, BMI — Eddy)

BILLY ELDRIDGE (Kapp 2061)

Birmingham (2:51) (Forrest Hills, BMI — Eldridge, Stewart)

Here’s a very strong song about a wife who caused a lot of trouble for her husband in Birmingham. Bill Eldridge, who co-wrote the song, turns in a fine vocal performance of this song, and deserves all the credit it will get. This side is a most careful listen. It has hit potential. Flip: “River Town” (2:33) (Forrest Hills, BMI — Eldridge, Stewart, Haynes)

HERBIE SMITH (Astral 7 1001)

Downtown Knoxville (1:53) (Tree, BMI — Pennington, Kirby)

This side is a tribute to “Downtown Knoxville” by the band Five. It’s a tremendous, considerable airplay and sales charter Herbie Smith. The song is very catchy, and Smith’s delivery is especially appealing. The flip, “This Ain’t No Threat” (1:53) (Combine, BMI — Pennington, Smith), could do well too, Astral 7 Records 4 Box 243, Dayton, Ohio.

CLAYTON FORD (Sparr 30026)

The Boss (1:54) (Tennessee, BMI — Ford, White)

Extremely interesting arrangement coupled with a forceful vocal by Clayton Ford could make “The Boss” a highly successful item. If the deck gets the airplay it merits, it should go over. Flip: “What Money Can’t Buy” (3:03) (Tennessee, BMI — Ford, White)

SKIP GIBBS (Plantation 33)

Buckaroo Cowboy (2:47) (Green Isle, BMI — Burch)

Skip Gibbs could stir up plenty of action with this driving, finger snapping ode. Side is a real catchy item and stands an excellent chance of taking off Watch it carefully. No information available on the flip side at this time.

LEON ASHLEY (Ashley 100)

Game Of Love (2:47) (Leon Ashley, BMI — Ashley, Singleton)

Leon Ashley could grab attention with this sangria ditty that’s expected to sell. Excellent effort and information available on the flip side at this time.

CARL KNIGHT (Sparr 30025)

The Used Wife Business (2:00) (Tree, BMI — Bennett, Knight)

“The Used Wife Business” is another goodie from Knight. The flip, “Farewell To A Dear Friend” (2:00) (Tree, BMI — Knight)

JIM BOLDY (Buddy 141)

Crying Your Heart Out (2:30) (Dusty BMI — Boldy)

“Crying Your Heart Out” would sound well placed in the pop country scene. The flip could get airplay for Carl Knight. Give it a spin! Flip: “Farewell To A Dear Friend” (2:00) (Tree, BMI — Knight)

BOB BISHOP (ABC 1124)

If Your Sweet Love Don’t Stop Me (2:40) (Passport/Court of Kings BMI — Bishop)

Flip: “Walks Among Us” (3:15) (Noma BMI — Robins)

JHENNY DUNCAN (Columbia 45006)

Wanna Make Love (2:10) (Cedarwood BMI — Craig)

Pretty pop styled deck could stack up well. No flip information available.

BOBBY HELMS (Little Darlin’ 73)

Sirens Into My Soul (2:56) (Mayhew BMI — Mayhew, Paycheck)

Souful sound could carry a long way. Flip: “Echoes Of Love” (2:56) (Mayhew/Adnerg BMI — St. John)

JIMMY GATELEY (Chart 9341)

A Boy Who Died (2:00) (Window BMI — Ducys, Kingdom)

Contemporary tale delivered in fine style. Flip: “Could Any Man Help Falling In Love With You” (2:21) (Bom BMI — Gateley)

KAREN WHEELER AND BOBBY HARDEN (Starday 879)

We Got Such Others (2:50) (Papa Joe Music House, ASCAP — J. W. Smith)

Great flip placed by Karen Wheeler and Bobby Harden. It may develop into something. Flip: “Love For A Child” (2:37) (Mostly — David)
After a gap of three years, the Moody Blues sprang back into chart prominence last year with their "Days of Future Passed" album. Their European success was followed by American popularity via "On The Threshold of a Dream" on Deram which remained in the British Top Ten album charts for three months. The group will spend the whole of November in the States coincidental with their new album release, "Dedicated To Our Children's Children's Children", on their newly formed Threshold label.
In a bid to revitalise its pop operations, Chappell Music has formed a new division to specialise in this field, and Stuart Reid has been named as its leader. Reid has moved from his post as catalogue manager for Edwin Morris Music nominally, but continues in a caretaker capacity for Morris material pending an expected replacement. The latter post is likely to be awarded personally by Buddy Morris, who will probably visit London soon for that purpose. Rumors that the European end of the Morris operation are to be sold are now being dis- counted, and if a new London manager is appointed, it is assumed that the catalogue will remain under the Chappell aegis. Reid is retaining his present staff of Mickey Clarke and Phil Pickett, and will add new blood as his new activities get underway.

Some writers have already been signed, plus an underground group and a solo singer, and Reid intends a close and constant liaison with associates throughout the European mainland to assist the revitalising process. The Chappell giant remains invincibly strong in respect of its rich standard and show and film material, and the new pop division is designed to achieve a comparable degree of active potency. Reid was with Essex Music and Robbins Music before taking over the London helm of Edwin Morris, and was also manager of Les Reed until March of this year.

Simon Dee is joining London Week-end Television to host a series of personality programs under a deal reputedly worth £100,000 over two years. Dee's contract for a similar series with the BBC 1 TV channel expires at the end of this year, and the Corporation informed him some time ago that it would not be renewed. Dee's LWT series makes its bow in January with a resident big band to be led by Maynard Ferguson, and apparently will have no bias towards pop music. It is understood that the BBC decided not to extend Dee's contract through a wish to screen less pop-oriented entertainment and personalities. The news that Dee's slot will be filled by 'The Cliff Richard Show' with guest stars like Mary Hopkin and ex-Shadow Hank Marvin tends to invalidate the story.

Phillips Records and Ronnie Scott Directions, the management side of the famous jazz club, have set a three-year deal whereby all new acts signed by Scott will have the chance of recording for Phillips with worldwide release. The first two groups availing themselves of the opportunity are Affinity and Sweet Water Canal who are being released on Phillips new underground label Vertigo. The Scott club was the venue for the label's launching party on October 29th, and Scott himself will record for Phillips as a soloist and bandleader. The deal reflects an increasing managerial involvement on his part in contemporary pop, and possibly tacit recognition of the limited economic viability of jazz in isolation.

The Zombies, who recently disbanded, have declined a £250,000 offer from American promoters to reunite for a Stateside tour. Formerly with MacArthur and Rod Argent decided to reject the approach, after the cropping lucrative size of the cash guarantee. MacArthur is now a solo Deram artist, and Rod Argent leads a group called Argent which is a direct descendant of the Zombies and makes its LP debut this month.

Harold Geller, head of Lynn Music which has published a string of huge hits by Dave Dee, Dozy, Beaky, Mick and Tich, has set up two music companies in Israel, and named his 21-year-old son Lawrence as their chief, based in Tel Aviv. The companies are Lem Music, a recording enterprise, and Lawrence Enterprises, which will be the publishing arm. Geller is recording two singles and an LP by the Israeli group called the Lions of Judah in London for Philips International, and has been commissioned to pen the background score for a documentary/movie entitled 'The Beauties of Israel', his second assignment in this field. He has also begun a songwriting partnership with Phillips artist Holly, and the documentary will include three songs from their collaboration.

RCA is releasing on November 14th a batch of albums by stars here for the country and western package tour which is being presented by the label in conjunction with Arthur Howes and Air India. They are Nat Starkey, George Hamilone, 1V Roberts, Chet Atkins, Skeeter Davis, and Connie Smith. Their arrival at London Airport on October 29th was greeted by a covered wagon.

The Indian label Flowers made its bow here with "Ramdhun" by Tripi Das, a prominent Indian girl singer. The number was Mahatma Gandhi's favorite chant, and the disk was released two weeks ago to commemorate the centenary of his birth. A reception to launch the disk was held October 2nd at the India Tea Center in Oxford Street, complete with curry refreshments. The Flowers label is being distributed here by Audio Impact Ltd. Jeff Kruger, managing director of Ember Records, just back from the States where he signed a pressing and distribution deal with Buddah Records for the launch of his own label. New logo makes its bow November 7th with a Beatles composition "Maxwell's Silver Hammer" by Good Ship Lollipop. Disk is also released in eleven other countries. Ember artist Lee Lynch's single "Stay Awhile" is currently issued on the Buddah label, but she will revert to the Ember logo for future releases.

The Middle Earth label (named after the club which has now closed down) makes it appearance distributed through Pye Records. Groups signed to the label include Writing on the Wall, Wooden O Trio, and solo singers Tam White and Sweet Plum.

Philips Records hosted reception at Ronnie Scott's Club to launch the group's appearing on their new Vertigo label. We had the pleasure of hearing the Colosseum who debut the label with "Valentine Suite" as well as new-corner groups the Affinity, Juicy Lacy, and Sweet Water Canal.

Quickly following was "Fall in Love Again' topping Best Selling Sheet Music Lists for Franklin Boyd's Blue Seas/Jac publishing company. Georgie Fame penning background score for upcoming thriller movie (Can't, on Page 70).

In any language
EMI means record business

Matt Monro's recent series of recordings in Spanish for Capitol have made a big impact on the record scene in Spain. His LP 'Alguien Cantó', illustrated left, was an instant best-seller. And he had three singles simultaneously in the Spanish Top Twenty. Manufactured, distributed and promoted by EMI's Barcelona-based Odeon Company, they have established him as one of Spain's top-selling recording artists.

Odeon in Spain is one of 30 EMI companies throughout the world, including Australasia - EMI covers them all; knows where the buyers are and caters for their different and ever-changing tastes. That's why - if you're one of the record people - you need EMI.
Expansions At Ricordi Relayed By Arundhi To U.S. Companies

NEW YORK — On the last leg of his American tour, Giordano Arundhi, the new vice president in charge of international operations for Milan-based Ricordi, arrived in New York last week to brief the press on his company’s extensive expansion program, which includes a new Tokyo office, a network of sales offices in 26 areas, a London record company, a growing network in South America, and strong licensing agreements with English and Continental companies. The visit was Arundhi’s first since becoming general manager of the Italian publishing house in 1962.

Since his appointment as gm several months ago, Arundhi explained, his firm has both expanded its promotional and artist relations staffs to three men working strictly on songs brought to Ricordi from outside Italy. The agency wants to strengthen acquaintances with American recordmen and to look into obtaining American properties while displaying many of the recent hits from the English stage and through the English press.

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E u r o  S o u l  P a c k a g e

Y o r k  w i t h  t h e  n e w s  o f  c o n t i n u e d  g r o w t h

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Chappell Broadens Latin Base

NEW YORK — Chappell Music has further broadened the base of its Latin American expansion by signing Editorial Musical Korn in Buenos Aires and Ediciones Musicales Fontana, Ltda. in Rio de Janeiro as exclusive rep of all their works in South America. The joint announcement, made by Chappell president Jacques R. Chabner and Clot Voli, managing director of the International division of both companies, is in line with Chappell’s recent agreement with Mio Music Company, New York based publishing company, which marked Chappell’s franchise deal into the Latin American music field.

Chappell is now the U.S. representative of the best established publishing companies in South America, will administer Chappell interests in Argentina, Chile, Ecuador, Paraguay, Peru and Uruguay. Fontana, a young, aggressive publishing operation which is also part of the International group, will handle Brazil. The areas of Mexico and Colombia are covered by prior agreement with Grenier International, S.A.

Bogh Korn, operated by Felix Lip- sitz, has been with Chappell for 25 years, and Fontana, managed by Don Lounro, will be responsible for issuing licenses for Spanish-language versions, performance society collections, copyrights of material and general promotion of the Chappell catalogue in South America.

Editorial Musical Korn and Ediciones Musicales Fontana Ltda. join the growing network of Chappell representatives and offices situated throughout the world.

Snell Heads ABC Label In Euro

NEW YORK — John Snell has been named European rep for ABC Rec- ords, according to David Berger, vice president and director of international operations.

Snell is expected to operate on multiple levels: direct sale of ABC catalog to BC companies; open West End London offices; pri- vate concert tour arrangements; European licensee ion on behalf of the British agency; and full exploitation of the catalog in the United Kingdom and many major world markets. Snell will figure to be on the alert in the sales and product front and his doors will be open to performing and production people.

In line with this developing activity, Snell is expected to join ABC execs Clark, Berger, and Berger at the forthcoming MIDEM Convention in Cannes.

Zafiro’s Merino Visits London

NEW YORK — Joaquim Merino, international director for Zafiro Records Spain, arrived in London with a contingent of Spanish artists and producers. The duo Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers. In June of this year Juan and Junior, who split up earlier this year, were in London for recording as solo singers.

Delaney & Bonnie Making Euro P.A.’s

NEW YORK — Delaney and Bonnie and Friends, the country-blues act that toured the U.S. recently with Blind Faith, open a European tour on Nov. 22 in London. To be joined by Eric Clapton, the group will also play the Olympia in Paris (25), Colosseum in Rome (26), Odeon (27), Cluny (28), Cologne (29). On Dec. 1, they will enter the U.S. via London, after which they tour English cities, Copenhagen, Stockholm and Hamburg through the 1st. They will tape the Georgie Fame-Alan Price BBC-TV show on Nov. 22nd.

Scepter’s Int’l Growth Marked By Rep Deals In 26 Key Areas

NEW YORK — Expansion on the in- ternational scene is viewed as a key to the growth of Scepter Records, which has been guiding the label’s international relationships since 1962. At that time the company and its subsidiaries have estab- lished a strong position in 26 areas.

The latest moves are the ending of the label’s association with Pye in the U.K. and involvement in South America. New contracts have been signed with Metrotime for Denmark, Discophon for Spain, Vedaica for Portugal, Gen- eral Music for Greece, Zakiphone for Israel, Mareco for the Philippines, Galapagos for Canada and Top Tape Musica for Brazil. Associations were also renewed with PHS in France, Polygram in Italy, Festival Records for Australia and PFA in the U.S. The company was also sold to the group known as RR, and Federal for Jamaica.

Gould To Exit

Philips As MD

LONDON — Leslie Gould, managing director of Philips Records, is to re- sign from the company after 17 years. In a surprise statement to the press, Gould said: “My 17 years with the company, although they were pleasant, have been an uneven ride. I decided to resign and make way for new blood.”

Gould is expected to take over as chairman of British Phonogram, which would amplify at a later date, would remain within the spheres of the company. He will be primarily concerned with the theatre and film. Book publishing would also be involved.

Gould joined Philips in Australia in 1961 after leaving the Sydney Morning Herald. In 1962 he became a director of Flamingo Music. He was made MD of EMI Records in Australia in 1963, and in 1966 was appointed MD of the company’s London office. In 1968 he was appointed MD of Philips Records UK in London.

In his new position, Gould will be responsible for the liaison and coordination between the American operations and their English and European representatles. He will work closely with the MCA Records operation in the United Kingdom and MCA Records operation in the United Kingdom and MCA Records Germany. He will also coordinate artist tours scheduled for various MCA artists, including a major U.S. tour being prepared currently which includes a major Country tour now scheduled for Fall. During the year, Gould will also work with the U.S. division’s MCA Records. C. A. I’V.

Rich Tour Highlight

Is Royal Performance

HOLLYWOOD — The Buddy Rich Or- chestra, which recently held a sold-out concert tour of Great Britain this month, has been invited to appear at the Royal Variety Performance at the London Palladium on November 19. Previous American invitations went only to the Duke Ellington and Count Basie units.

This is the second concert tour in as many years and will take the orchestra coast to coast, including New York, Washington, D.C., Philadelphia, Chicago, Los Angeles, and other cities. Last year’s tour was an overwhelming success and was played to sell-outs in every concert.

The British tour will be a natural extension of Buddy’s work with the Royal Family. He is the only American musician to perform at the Queen’s annual Garden Party in London, and has been a Royal Command Performer in the United Kingdom and America and has been awarded the Gold Medals of the Federation of Songwriters and Composers for his services to American and English music.

Correction

We apologize for an error which crept into the report of United Artists Mu- sic group publishing conference which was held in London recently. This meeting, of course, had nothing to do with the London music publishing activities which is a separate entity. Mike Stew- art, of London’s Morgan, arrived in London together with delegates from all Steeleye Span and other future publishing plans. UA recently acquired the Morrow Music Latin American catalog and has con- tracted Tom Paxton to a songwriting contract.
This Week's Top Best Sellers

Week 2

<table>
<thead>
<tr>
<th>No.</th>
<th>Title</th>
<th>Artist</th>
<th>Label</th>
<th>Weeks</th>
<th>Sales</th>
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<tbody>
<tr>
<td>1</td>
<td>I'll Never Fall in Love Again</td>
<td>Bobby Gentry</td>
<td>Capitol</td>
<td>7</td>
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<tr>
<td>2</td>
<td>I'm Gonna Make You Mine</td>
<td>Lou Christie</td>
<td>Buddah, Kama Sutra</td>
<td>4</td>
<td></td>
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<tr>
<td>3</td>
<td>Sugar Sugar</td>
<td>The Archies</td>
<td>RCA</td>
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<td>4</td>
<td>Ain't He Heavy</td>
<td>The Byrds</td>
<td>Parlophone, Polydor</td>
<td>3</td>
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</tbody>
</table>

**Great Britain's Top Ten LP's**

1. Abbey Road, The Beatles
2. Johnny Cash at San Quentin, CBS
3. With a Song in My Heart, Burt Bacharach, Decca
4. SSSSHh, Ten Years After, Deram
5. Then Play On, Fleetwood Mac, Reprise
6. Salford Lads Band, Salford Lads Band
7. Songs for a Tailor, Jack Bruce, Polydor
8. Monroe Chartbusters, T. A. Miotto
9. Hair, London Cast, Polydor
10. Nashville Skyline, Bob Dylan, CBS

**Great Britain**

**Cashbox Canada**

Toni Yamane, national promotion man for Phonodisc, Ltd. reports top action on the new Phillips album of "Someday We'll Be Together" by the Supremes. The trio's Oct 2 showing in phonodisc laid the foundations for brisk disk action. The Foundations are releasing their album of "I'm Gonna Make You Mine" and have picked up excellent bi-county television exposure plus their appearance on Windsor's CKLW-TV Saturday afternoon show on Oct 29. James Cotton set for Nov 3. The Paul Revere & the Raiders LP, "Let's Go Round Again," released in error by Capitol Records of Canada. The Rare Earth rights exchanged with Atlantic. All pressings have been withdrawn. This instrumental of the European giant "Je T'aime" shaping up to be a giant. "Yester-Me Yester-You Yesterday" by Stevie Wonder on Tamla/Motown making giant moves up the charts. Also showing well is Mr. Walker's decker of "These Eyes". Eye recording the decker of "Shangri-La" which is taken from their "Flip" overdubbed for television release later this year.

With the Maple Leaf Gardens' (Toronto) show of Johnny Cash, already sold out, the show's organizers are preparing three Gold Records to be presented in Cash during the show. "Del Maria" was the week's first Popper enjoyed No. 1 on the Cash Box Top 100 with "I Won't Back Down," in early indications of hitting the top again. This time, "Annie" on the AMTRA label of Columbus, Michigan's regional promotion rep, reports top sales on the single with "I'm Movin" by Stone still punching in good sales with their "I'm Movin" on Zonophone.

The "Summertime." Billy Joe Royal back in top of the chart form his single "This Girl's in Love With Me" on "The Road" (TJ) Mahal; "A Woman's Way" by Andy Williams, The Sugar Shoppe's recent Epic lid of "Save The Country" was picked by the Maple Leaf System and is now grabbing good national chart action.

**Great Britain**

**Cashbox France**

Eddie Adams, proxy of United Artists France and Liberty/UA Records reports that UA are producing an album titled "Prestige de la Chanson Francaise". This LP wants to present an album of 15 new French songs all written by French authors and conducted by French orchestras. There are 32 people who worked on this record. Among them, Jack Arel, head of UA, Jean-Jacques Godard, Patrick Garvarentz, Francis Lalanne musicians Paul Moustaki, Emil Sterri, Eddy Marnay and Adamie convinced Michael Ste- wart and Murray Deutch, President and Vice-President of United Artists Records France. Together they give the idea for French Authors and composers. Liberty/UA will distribute the record all over the world and in the same time all the publishers of United Music Group will be contacted as much recordings as possible. This album will be released in January 1978.

**France's Best Sellers**

1. Que Je T'aime (Johnny Hallyday) Philips/Suzal
2. Looky Looky (Giorgio) AZ/EOP
3. Chimienne (Rene Joby) Pathé: Top 2000/EOP
4. I'm Gonna End Up Winding Up or You. "Pheew!" Folk singer Nadia Catouze has signed a recording contract with September Productions and an album "Earth Mother" will be released in January on RCA Ron Randall of Acuff-Rose Music visiting World Music Brussels for discussions on future publishing and recording plans. Major Recordings Robert's new single, as a double A side combining "Love is All" by Les Reed and Barry Mason (played at "Dolly Wood Song Festival" with "Evie Magdalena)."

Lionel Conways of Island Music de- lying the American reggae scene with reggae music in Britain. The company recently have four in the Top 30 via their recordings of the reggae scene. "The town of Jamaica" by the Jamaican Singer Farthing chief Larry Page have much support from their record company. Ex-Walker Brother John Walker have his debut single on the new Carnaby label with "Everywhere Under the Sun" Seale. Wilde of Mink/Mercer brings the American West sound coast to the Aurora label with a Randy Newman's "Living Without You," published by Schroeder Music. . . Blue Horizon issues its first stereo single via Duster Bennett's Island music, I'm Gonna Wind Up Ending Up With You." Bewl. Folk singer Nadia Catouze has signed a recording contract with September Productions and an album "Earth Mother" will be released in January on RCA Ron Randall of Acuff-Rose Music visiting World Music Brussels for discussions on future publishing and recording plans. Major Recordings Robert's new single, as a double A side combining "Love is All" by Les Reed and Barry Mason (played at "Dolly Wood Song Festival" with "Evie Magdalena)."

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Toads, Cashbox Canada

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Cash Box — November 8, 1969
Inelco has pioneered, for several years, stereo 8 tape cartridges in Belgium. Besides the distribution of the RCA cartridges, Inelco is also distributing, on a provisional basis, stereo 8 tapes from England. They also sell, in Belgium, stereo 8 playback equipment. The cartridges are being distributed with a first week's release of 90 items. Inelco released two well-known artists, and also two debuting singers such as the Henri Salvador Novelty "Mais non, mais non," a humorous treatment of "Mah-na-mah-na" and the "Morricone" (original version) of the theming song of the western picture "Once upon a time in the West." In view of the end of the year special commercial and sing-along-tune the famous Bavarian Toni Witt with Kapelle released "Ein Fro- sit der Gemütlichkeit." The MCA new stereo 8 cartridge tapes now also have come into our market with a first week's release of not less than eight low price budget LP's with such famous names as Buddy Holly, Sammy Davis Jr., Earl Boggs, Eddi Mitchell, Beryl Ives, Count Basie and Louis Armstrong. While in the normal RCA series Inelco released Judy Garland's "Greatest Hits." "Johnny One Time" by The Beatles, "Meet the Light" by The Poet of the piano," Carmen Cavallaro, and "I Won't Be Around" by Jack Wilson. "Don't wake me up in the morning," further LP's released were "In Heute" and "Here Today." "Love Makes a Woman" (Barbara Acklin) and "Soulful Sunday" (The Modern" Unlimited). Inelco will cover almost the entire catalog of the western vibes as well as the extended RCA catalogue. MCA top names in the country and western field were such artists as Rick Nelson, Bill Phillips, Jimmy Martin, Conway Twitty, Loretta Lynn and Patsy Cline. The English group Wind- mill scored a big success here. Their single "Big Bertha" will probably be a hit in Belgium alone. Start Records released a second production. It is the album of the English trio "Jarr, Masoner & Plak." CBS Japan reports good sales for Roy Clark's "Yes, I'm Young," probably because of the big promotion the number got in the dance-halls. On November 10th, "El Dorado Express" by the Italian group Can Zara was in Belgium for TV-shots. On November 7th, "Something to Remember," an LP of the same name was released on Philips, the Dutch groups Exekution and Cubby's Bluesband also received a sleeve. The Floridian Scotts come to Antwerp for an appearance in the TV-program "Pop Eye." In the same program, Bojoua will sing "If it's Tuesday, This Must Be Belgium." "Pop Eye" will be filmed at the Radio en Televisie Salon in the beginning of December. On November 30th, Jimmy Cliff ("Wonderful World, Beautiful People") and George Cash ("Night- ingale") appear in "Hey," another TV-show. Gramophone released in new LP's of the Dutch Cats, Mama Casa, Lesley West, Zoot Money, The Electric Indian, Little Anthony and the Imperials, The Band and Bonzo Dog Band. Barclay reports big sales for the LP of the group "The Big Band." New releases on Palette Records are "It's My Time," "Everybody's Got a Hang Up" (Bobby Freeman), "Crazy Bow" (Fud Candi- rin), "Let Me Go" (Will Durham), "Passing Car/Mrs. Davis" (Jess and Jeff) and "LP - Image" (Digno Garcia y Sus Carros). Fleetwood Mac's "Oh Well" is still much played on the radio but will not be released in Belgium.

Japan's Best Sellers

This Last Week

1 2
Ningyoo-No 1e, Mieko Hiraoka (Columbia), Publisher/Watanabe

1 1
Kurokawa-Moriyama (Philips), Publisher/Shindo

1 1
Jarmi Tonights, Tom Jones (London), Sub-Publisher/Revue Japan

1 6
Namida-De Line, Jun Mayuzumi (Capitol), Publisher/Ishihara

1 4
Aquasub-Lover (Philips), Publisher/Shindo

1 7
Five Me, The Tigers (Polydor), Sub-Publisher/Abc/Hitokyo

1 8
Verda-Asa-No Aldi-Ni, Peter (CBS Sony), Publisher/Apollo Music

3 2
Early In The Morning, Clark Richard (Odeon), Sub-Publisher/Revue Japan

4 9
Nazi-Tsche-Cha-Koko-Ni, K & Brunne (CBS Sony), Publisher/Li-Fujihpu

5 10
Doshu-Kuroku-No Naka-De, Akiko Wada (RCA Victor), Publisher/Taiyo

6 12
Honky Tonk Women, The Rolling Stones (London) Sub-Publisher/Toshiba

7 14
The Ballad of John and Yoko, The Beatles (Apple) Sub-Publisher/Toshiba

8 16
Kijinjireta Koi, Ryo Moriyama (Philips) Publisher/Shindo

9 19
Kawara-Ame, M. Ichiyamada & Cool Five (RCA Victor) Publisher/Watanabe

10 Local-

Local

1 1
Ikebukuro-No Yoru, Mina Aoe (Victor)

2 2
Al-No Kaseki, Kuriko Asaoka (Teichiku)

3 3
Eizan - Kikusiro, Haruko Marióc Ann (Victor)

4 4
Iijana-No Shiwake Nasara, Naoko Sagara (Victor)

5 5
Asana-No Koko-No, Chintatsu Nakayama (Victor)

6 6
Tokyo-Srete, Mieko Horibata (Philippines)

7 7
Mayenaka-No Guitar, Karo Chika (Columbia)

8 8
Kiwame, Ayumi Nakamura (Columbia)

9 9
Koi-No Dorei, Cyoyo Okumura (Toshiba)

10 -

Album-

1 1
Ryo Moriyama/College Folk Album No. 2, Ryo Moriyama (Philips)

2 2
Moriyama/College Folk Album No. 1, Ryo Moriyama (Philips)

3 3
Western Story, Sound Track (CBS Sony)

4 4
Windmills Of Your Mind/Paul Mauriat, Paul Mauriat Grand Orch. (Philips)

5 5
Public Under Ground, Herbie Mann, Larry Coryell & Others (Grammophon)

Cash Box - November 8, 1969

Germany's Best Sellers

This Last Week

1 3
Sugar, Sugar—The Archies—RCA Victor—Don Kirshner's Music

2 4
"G" of the Week - Don't pass it up—Christian Anders—Columbia

3 5
Scheidt su tet sich (It hurts to part) - Heintje—Ariola—Edition Maxim

4 6
Je t'aime... moi non plus—Jane Birkin—Gold—Edition Maxim

5 7
Mendocino—Michael Holm—Arlatus/Global Music

6 8
"Ah ich ein junge war (When I was still a boy)"—Freddy-Polydor—Lex/Eldorado

7 9
Weine nicht, kleine Eva (Don't cry, little Eva)—The Flip- pers—Bellaphon/Cordes/Badenia Music

8 10
Green River/Crashdance/Crashdance/Revival—Bellaphon—Paul C. Arend Music

9 11
In the Year 2525—Zager & Evans—RCA Victor—Hans Gerig Music

10 -

*Original German Copyright

Mexico's Best Sellers

This Last Week

1 2
Villorrico—Marco Anuzaquez—Peerless

2 3
Me Quiero Casar Contigo—Roberto Carlos—CBS

3 3
Herde Been Hur—Kittche Anderson—Polydor

4 4
Santo Domingo—Las Comunicantes—Ferma

5 5
El Machete—Tierra—CBS

6 6
Amor De Estudiante—Robert Jordan—Lorca

7 7
"El Modesto—Los Polvoces—Orfeon

8 8
In-A-Gadda-Da-Vida—Atlantic

9 9
Algo Pasa (Something Going) — Algo & Uzne—Mercury

10 -

*Asterisk locally indicates production record

The Wiener Boheme Verlag, a publishing firm of the UFA Music group published the Golden Ticket a successful party. The golden occasion was marked by a huge bird party covered by German TV. Famous composers who helped to make the music industry bitter "Hey, Hey" was in Denmark under the title "Hej, Det Er Musik For Mig" with Birgit Lysager on RCA.

Official notice came that Liberty Records has changed their name officially. Liberty Records is going very strong with "Hey, Hey" and Decca. The Kerner and The Flippers both holding down top 10 spots is giving the big push to Jeremio with their new release "Heya." The group is currently touring Germany with Mica Sam Jv. wolf, Rinia Pavone in Munich. The petite lass who is selling tons of platters introduced her newest hit release.

Peer Music's Theo Seeger has renewed the business and has turned leadership of the house over to his wife Gertraud Seeger and K. Michael Karnscheidt. The publishing house has also moved to a new address which is Muenkengkamp 43 in Hamburg 29. Push item this week is "Tracy" from the Cuff Links.

Vogue Records has 2 songs in the finals of the Top Records Contests. "A Vacation" from Chris Baldo from Luxembourg, and "Not Going to Change" from the New Inspiration from Belgium are both currently pushing them hard from the firm.

This week's still going with the Caravella Werbe and the quick release of an LP of the program done live in one of the first concerts. The LP of this tour was released while the TV program was still going very well. Teldic is also going with the Cream series Davis, "Soul Train USA," "Dance Express." A low priced sampler has been issued to promote the series. A special test is being held for the event with a prize being a steam locomotive a stereo hi-fi set and 30 LP's with 999 other prizes also being awarded.

Papers openings for Electro on the tour trail include a concluded very successful Ray Charles tour, a current Steppenwolf and Pink Floyd- related events on the calendar.

Hans Gerig music writes that the German who helped to make the music industry bitter "Hey, Hey" is going strong and is now in the number 2 spot in Denmark under the title "Hej, Det Er Musik For Mig" with Birgit Lysager on RCA.
The hottest album across the nation — as in most other countries — is the "Abby Road" package by the Beatles. It's selling much faster than many singles and is shaping up as the album of the year in this part of the world. The single, "Something" / "Come Together," will not be at the top of our charts in double-quick time.

Dick Heming, program manager of station 3XY in Melbourne is on a visit to the United States to take a look and listen to the latest in radio trends. 3XY is a top forty outlet, so doubt Dick's interests in America will be mainly in its operations. It is Dick Heming's first trip to America.

Cee Barlow, general manager of the Record Division of E.M.I. (Australia) Limited, has announced that following his recent visit to Detroit, U.S.A., E.M.I. has entered into a long-term licensing agreement with the Motown Record Corporation. The agreement was signed by the chairman and managing director, F. E. O'Donnell, of E.M.I. Australia Limited, J.M. Burnett, C.B.E., while in Detroit, U.S.A. (Australia) capital city has been working together since 1983 and Cee Barlow states that he and the Motown executive are perfectly happy and I am associated with this dynamic record organization.

Record production figures have just been released for the month to date and while they are down a little over the previous month, they are still running comfortably ahead of singles production. Total for the month was 1,276,000 units.

E.M.I. Records have made an official announcement regarding the signing of former Seeker member Pete Townshend to an exclusive recording pact with A & M Records in America. Pete will represent E.M.I. at their Rice Festival. It is expected that the album will accompany Judas Dur- who will be touring the U.S. with the boyfriend in December. Tempo Record Sales, an independent distributor incorporating a number of catalogues, is expanding its operation with the acquisition of several overseas catalogs.

Argentina's Best Sellers

This Last Week

7 Yo Es Mi Casa, Ella En El Bar (Melograni) Naufragos (CBS) Agua Mojada (RCA)
6 Extranja De Las Bogotá Rosas (Kleinman) Joven Guardia (RCA) *Gracias Mama (Clamant) Falito Ortega (RCA)
5 La Vida Continua (Anna Sandro) CBS) Con Un Beso, Mama (Fermata) Trillizas de Oro (Fermata)
Lost Poyd Mary Creedence Clearwater Revival (EMI)
Local Lisa De Los Ojos Azares (Milena Nicolita de Bari) ABC TV unto (CBS)
6 Caosio Te Debo, Mama (Korn) El Mochiler (Philips)
5 Te Regalo Mia Ojos (Relay) Gabriella Ferri (RCA)
4 Casella (Melograni) Don't You Want To Know (CBS)
Local Ayer Aun (Korn) Carlos J. Beltran (Disc Jockey)
8 Sagar Sagar Archie (RCA) Don Kirshner Music
10 Lodi Creedence Clearwater Revival (EMI)
Coentane (Korn) Pedra y Max (CBS)
15 Si Ta, Guerido Mi (Relay) Gabriella Ferri (RCA)
13 Caballos Verdes (Kleinman) Trocha Angosta (Music Hall)
12 Erames (Korn) Djiago (RCA)
11 El Triunfador (Relay) Iruancos (RCA)
10 Mama Daniellito (Odeon)
13 Uruguay (Relay) Donald (RCA)
14 Ayatando (Relay) Donald (RCA)

In South America

For Publishing/Record Business call:

S. Paulo (Brazil): Av. Ipiranga 503
B. Aires (Argentina): Ayacucho 890
Cable: GIACOMPOL

CashBox Australia

The next meeting of the Latin American Federation of Record Producers will take place in Punta del Este, Uruguay, November 9-11. The gathering is part of the regular schedule of the Federation, whose previous events were held in Lima, Rio de Janeiro and Mexico City. Buenos Aires and Caracas. Representatives of the most important record companies from nearly all the Latin American companies will be present, and the purpose for discussion is industry pro-
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Cash Box — November 8, 1969
EDITORIAL: A Blessing In Disguise

Which locations get the best service, the most constant attention by their operators? Why, the ones that complain the most, of course. Keeping these "squeaky wheels" oiled up is a regular drudge for a lot of operators, but if you ever visit with an operator and ask to see one of his best stops, he'll usually take you to the place that gives him the most pressure to "replace that speaker," "get me that game I seen down the street," "get those @!!$ records off that jukebox."

Disguised behind all that location complaining is a blessing for the operator — location involvement. If you can see behind the yelling and screaming, you'll see a merchant who's genuinely interested in giving his customers the very best in coin-operated entertainment. As a result, the operator nearly always earns more money from that particular stop.

We're not lobbying for universal mendacity on the part of location owners. We are, on the other hand, always enthusiastic to see location people take an active interest in the services our industry provides. Surely, many location owners can be pretty brutal to their operators . . . downright petty at times, and often ask for things that cost money but don't show up back in the collection box. But a sincerely interested stop owner gives a personalized, individualized appeal to the service you offer his location . . . a service that might otherwise be downright bland and faceless.

You know, collections are often the best guideline for success of failure in a location. But collections can't tell you when the folks are still playing that old shuffle alley, but would dearly love to see something different for a change. The operator might be booking the proper dough but he's surely missing out on the all important ingredient which keeps locations secure — good will. Same goes for the phonograph and the records on it. Some locations will play anything on any kind of jukebox during peak hours, but that's no measure of the popularity of your service. You can really get hurt in a situation like this because you leave yourself wide open for a competitor who promises better service.

If you have several stops on the route that irritate you or members of your staff with nit-picking requests, don't always condemn them. If the location knows how to please his customers better than you who are trying to please the customers at a hundred other stops, let him help.

Record Exhib. Roster
Set For '69 Parks Show;
Chicago, Nov. 30-Dec. 3

CHICAGO — Final details are being completed for the opening here late next month of what promises to be the most successful indoor, setup Outdoor Amusement Exposition in history. C.K. Macdonald, chairman of exhibition operations, and vice president of the International Association of Amusement Parks, sponsoring the show in the Sherman House, reports that 136 exhibitors will participate and that a record number of trade show booths, 245, have been taken.

Macdonald said that 32 new exhibitors would take part in the trade show this year and that five firms which have participated every year since 1962 would also be back.

Joining again this year with the IAAP in presenting the exposition are the Showmen's League of America and the International Association of Fairs and Exhibitions. Each group will hold its annual convention in the course of the exposition. The IAAP convention will be highlighted by a banquet December 2 and a number of workshops on various aspects of the amusement park business.

The exhibit hall in the Sherman House will be open daily from 10 a.m. to 6 p.m., except for closing day, when the hall will close one hour earlier.

The new exhibitors will showcase a broad range of exciting products and ideas guaranteed to stretch the imagination of fair managers and amusement park and carnival owners as attention-getters for the 1970 fun seasons.

N.Y. State Association Plans Lively Agenda For Annual Meet

NORTH TONAWANDA, N.Y. — The New York State Coin Machine Association has scheduled its annual meeting for Thursday, Nov. 6. It will be held in the lobby of the De Witt Clinton Hotel in Albany, with luncheon beginning promptly at 1 p.m. and the meeting immediately afterwards.

On the agenda is a report by CMCA president Millie McCarthy, there will be an election of officers, a discussion of a new approach to the games problem, information on the sales tax questions that have arisen and a discussion on built-in games that are used in machines. In addition, the meeting will cover sales tax as it applies to vending, 2 for 25¢ play on Jukeboxes and games and police report on the handling of break-ins.

An added topic — one which has recently become especially serious for N.Y. state operators — will be the recent crackdown by the State Liquor Authority on bars accepting loans and bonuses.

Wurlitzer Week Bows 'Statesman' 3400 At 42 Dealer Showings

NORTH TONAWANDA, N.Y. — Introduction of the Wurlitzer new 'Statesman' phonograph line highlighted the company's Wurlitzer Day celebration which took place the week of Oct. 27.

Participating in the week-long celebration were 36 of the company's 61 phonograph dealers located throughout the United States. While many of the district salesmen demonstrated the new phonograph in their own showrooms, others provided hospitality suites in local hotels or clubs.

Prior to the Wurlitzer Week festivities, the company hosted five week-long service seminars on the mechanics of the new phonograph, which were held in San Francisco, Chicago, Atlanta, Dallas and Atlantic City.

In addition, three one-day seminars were conducted with distributor sales managers and other senior sales personnel. These were held in Chicago, New York and Atlanta.

The new phonograph line was first introduced at the NAMM convention earlier this year.

See complete details on the new Statesman inside this section.

Rock-Ola 442 On View At Local Distrbts.

CHICAGO — Operators this week will have a chance to view the new Rock-Ola 442 at their local distributor. The showings will be held throughout the country through Nov. 5.

Perhaps the most dramatic feature Perhaps the most dramatic feature which the ops will be demonstrating is the vertical title strip programming panel which is located high up on the machine at eye level. This makes record selection much easier and more comfortable for location patrons in that it eliminates the necessity of stooping in order to read titles.

Operators will be glad to learn that their stooping days are over since all the components of the machine are the same eye level. Another factor which will make servicing easier is the swing-out amplifier which is located on the machine instead of on the wall. This eliminates the need for the large vertical programming panel and reduces the need to change from the front to back of the machine.

Moreover, the machine has been simplified in this new model. Good example is the pricing box, which can be adjusted with a flip of a switch instead of a whole new machine.

In keeping with the current trend toward placing jukes in a wide variety of locations, the 442 is extra slim and only a shade taller than previous models. The lower grill contains two powerful 12 inch speakers and, in addition, there are a pair of in. by 7 in. speakers up top.

Other features of the new Rock-Ola phonograph include the blow bar acceptor, automatic money counter, self service changer, and Phonette wallbox.

Operators are urged to contact their nearest Rock-Ola distributor in order to find out exact times when he will be displaying the new model in his showroom.

Rock-Ola 442 On View At Local Distrbts.

Cash Box — November 8, 1969

73
Hey man!

here's 1970's finest

the Wurlitzer
Stunningly styled to take over the country’s top phonograph spots... offering a new WURLAMATIC mechanism designed to further shrink any need for service... equipped with a new Dual Pre-Selected Program feature that gives patrons a musical bargain... the Wurlitzer STATESMAN with its world renowned Wurlitzer Sound System even further improved, is headed for a career of crammed coin boxes and very happy operator owners.

Hadn’t you better see and hear a 200, 160 or 100 selection STATESMAN at your Wurlitzer Distributor soon?

Like TODAY?

THE WURLITZER COMPANY / NORTH TONAWANDA, NEW YORK 14120

114 Years Of Musical Experience
All-Coin New R-O Dist. in San Antonio

CHICAGO—David C. Rockola, President, Rock-Ola Manufacturing Corp., has announced the appointment of a new distributor to handle Rock-Ola's full line of music and vending in the San Antonio, Texas, territory.

The new distributor for this territory is the Texas K乐队 Company of San Antonio, located at 121 Navarro Street, Hilliard Building, telephone 512-222-2306. All-Coin's territory for music and vending is as follows:

The southern portion of the State of Texas bounded on the north and east by the Rio Grande River, on the west by the Pecos River, and on the south by the cities: El Paso, Hudspeth, Culberson, Reeves, Loving, Winsor, Ector, Midland, Glasscock, Sterling, Coke, Runnels, Coleman, Brown, Comanche, Erath, Somervell, Bosque, Coryell, Lampasas, Burnet, Williamson, Milam, Salado, and Calhoun.

Malcolm Gildart is president of All-Coin and Dan Perrotta is vice-president and general manager. They are displaying a full line of Rock-Ola music and vending equipment, and are anxious to serve the operators in the territory.

New on the market is National Re jectors' Simpson V variable-price coin changer, which offers operators capability for vendering at sales prices of 10¢, 15¢, 20¢, 25¢, 30¢, 35¢, and 40¢. With the variable-price case, selection of the vend price can be made. This bill has four tubes for nickel-dime payment and features a new easy-to-install device that eliminates the need for any type of coin storage.

All-Coin is a member of the All-Coin Wholesale Distributors Association, and is the manufacturer of All-Coin's new R-O horizontal record mech.

The All-Coin R-O horizontal record mech is available in a wide range of finishes and can be specified in a variety of configurations.

The mech is designed to provide a seamless experience for the customer, with smooth and quiet operation.

The mech includes a variety of features, such as:
- A durable metal framework
- High-quality record pickup
- Precise record positioning
- Quiet operation
- Easy maintenance
- Durable and reliable operation

This mech is ideal for retail stores, supermarkets, and other venues where high-quality record players are desired.

Manufactured by All-Coin, the R-O horizontal record mech is a popular choice among retailers for its reliable performance and attractive design.
They all handle their own routes and they handle them well. Our route takes us twice a week, for a radius of about 60 miles. We cover the "quad cities" of Rock Island, Moline, Milan and Silvis. We handle coin machines, amusement games and jukeboxes.

Do you find there are any essential differences in working rural and urban areas as compared to other regions of the country? I suppose we have a number of the same problems that bother other operators across the country. But one thing we've had quite a bit of is direct sales to locations, particularly schools, churches, to candy, cigarettes and pool tables. Another major problem is the lack of cooperation there exists among operators. There is a great deal of competition and there isn't too much we can do about it since the guilty parties are not members of the state association.

What type of machine seems to be the most lucrative for operators in your region? I would have to say candy and cigarette machines, along with pool tables which are always very good.

What is the percentage of phonograph machines on your route? I would say they are very few machines on 2 for 25' play in this area. And this is really unfortunate since it definitely is a very good machine. We've been hit by the rising cost of equipment and labor. But around here the situation where the profit margins of the machines are on rental for anywhere from $10 to $11 a week and the operators figures there's nothing in it for him so he doesn't press the issue. Also, I think a lot of operators are not in the business for the music. It's in the game of machine operation that I mentioned earlier and the phrase "Money talks" would be a way to compete.

Which one factor would you say is the most important in determining which brand of a particular machine to purchase for your route? When I first started out, I would have a tendency to judge them mostly on looks. But I soon found out that a person has to consider the question of serviceability and I suppose I would say this is the prime factor involved. Though I still pay a good deal of attention to the way a machine looks. For example, a machine with a good jukebox, I have the location in mind, I ask my self, will the location owner like this machine in his store? It's short, what appeal to my customer as much as to get people to go into the store, people who are more likely to play it. That's why we always try to keep our phonographs clean. It cleans less plays an important part in our entire operation. We try to keep our route trucks, uniforms, etc. as spotless as possible.

What technique do you use in programming music for locations on your route? My assistant Virgil Johnson checks the trade mag information and picks out a certain number of records weekly from each category — teen music, country western, rhythm and blues, popular. Many of our locations favor one particular music over another and he keeps this in mind in programming the music.

How's business? I certainly haven't been able to compare this year's business to last year's. We've been doing better every year. Although I would have to say that jukebox installations have not increased the past few years. But we can trace that down to the fact that coin machines in the area have loaded quite a few employees. Naturally, this cuts down on the amount of money people can spend on music. It has affected phonograph sales. Many of the machines sell cigarettes for 45 and 50 as a pack and a person can get them cheaper in a grocery store. But, all in all, I would say that business is going along well, I guess I have been pretty fortunate.

Thanks, Orma, We realize that managing your business is a full time occupation, so we appreciate your taking time out. Next week we'll be interviewing another operator from a different part of the country in order to get his views on the ever-changing coin machine business. These profiles will be a regular feature in future issues of Cash Box.
Searching for a way to convert to 2-25¢ music... without slapping your locations in the face? Well —

STOP!
LOOK  No further.
LISTEN to the best price-boosting method yet.

WURLITZER'S
new
STATESMAN
Model 3400
brings you
THE GOLD BAR
and
THE BURGANDY BAR

Special buttons set to offer 6 to 9 pre-selected tunes for 50¢
The rest go at 2-25¢
Everybody's happy!
The famous 10-Top-Tunes Golden Bar ushered in 10¢, 3-25¢ play.
Let the Wurlitzer Statesman help you to to 2-25¢ play.

BILOTTA ENTERPRISES
Newark & Albany, N. Y.

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**CashBox Location Programming Guide**

*This Week's Top Record Releases for Coin Phonographs*

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**Adult Locations**

- FORGET TO REMEMBER (2:55)
- FRANK SINATRA
  - Goin' Out Of My Head (2:45) Reprise 0865
- SEE RUBY FALL (2:48)
- JOHNNY CASH
  - Blistered (2:18) Columbia 45020
- FANCY (3:15)
- BOBBIE GENTRY
  - No Flip Info, Capitol 2675
- JE T'AIME MOI NON PLUS (2:10)
- PAUL MAURIAT
  - No Flip Info, Philips 40647
- MAC ARTHUR PARK (3:22)
- TONY BENNETT
  - Before We Say Goodbye (3:25) Columbia 45032
- MIDNIGHT COWBOY (2:57)
- JOHNNY MATHIS
  - No Flip Info, Columbia 45022

**Teen Locations**

- KOZMIC BLUES (3:45)
- JANIS JOPLIN
  - Little Girl Blue (3:48) Columbia 45023
- COLD TURKEY (4:59)
- PLASTIC ONO BAND
  - Don't Worry Kyoko (4:52) Apple 1813
- TURN! TURN! TURN! (3:35)
- JUDY COLLINS
  - Pack Up Your Sorrows (3:10) Elektra 45680
- COWBOY CONVENTION (3:20)
- OHIO EXPRESS
  - The Race (2:30) Buddah 147
- I'LL HOLD OUT MY HAND (2:35)
- THE CLIQUE
  - Soul Mates (2:13) White Whale 333
- EVERYTHING'S ALL RIGHT (2:41)
- BILLY PRESTON
  - I Want To Thank You (3:03) Apple 1814

**C & W**

- WINGS UPON YOUR HORNS (2:35)
- LORETTA LYNN
  - Let's Get Back Down To Earth (2:01) Decca 32586
- BROWN EYED HANDSOME MAN (2:00)
- WAYLON JENNINGS
  - Sorrow (Breaks A Good Man Down) (2:07) RCA 74-0281
- HEARTBREAK AVENUE (3:04)
- CARL SMITH
  - It's Nice To See You Once Again (2:32) Columbia 45031
- MY FRIEND (2:53)
- ARLENE HARDIN
  - Baby (2:43) Columbia 45016

**R & B**

- AIN'T IT FUNKY NOW (PART 1) (3:10)
- JAMES BROWN
  - Ain't It Funky Now (Part 2) (3:15) King 6280
- THE GREATEST LOVE (3:02)
- THE WINSTONS
  - Birds Of A Feather (2:44) Metromedia 151
- I CAN'T SEE YOU NO MORE (2:45)
- JOE TEX
  - Sure Is Good (3:45) Dial 4095
- I HAVEN'T SLEPT (2:50)
- HUGH MASAKELA
  - Where Has All The Grass Gone (2:45) Uni 55165

check your local One Stop for availability of the listed recordings.
We present another in our series of Cash Box profiles of state associations. This week we take a trip to Nebr., in order to focus on the state of Nebraska.

Coin Operated Industries of Nebraska, currently in its 19th year, is a good example of an association that has been increasing its membership through dynamic leadership and the use of quarterly meetings to encourage operators to join.

Founded in 1951 by Ed Kort (who currently serves as president) and 14 other operators, COIN has grown to now claim a membership of 40 operators, or approximately 2/3 of the ops in Nebraska. Since January 1, 1964, the association has more than doubled its membership, according to president Kort.

Assisting Ed and serving as secretary-treasurer is Howard Ellis of Omaha. There are six district directors: Ralph, Reeves, Norfolk, George Ferguson, Grand Island; Hugo Pruell, Beatrice; and L.J. Ray Crites; and Ed Hatfield and Jerry Witt, both of Omaha. In addition, there is a publicity committee headed by Bill Seares of Lincoln, as well as a contribution committee, headed by Jerry Witt.

Among the problems facing Nebraska operators, one of the gravest is taxation. The association scored a victory of sorts with the recent passing of a state tax law providing for a $100 license fee to be assessed on each machine. In addition, the law requires a $10 tax to be paid on each individual machine. The victory consists of the fact that the original proposal called for a $25 fee on each machine. Furthermore, the bill exempts operators from a state tax which was about to be levied upon them. The ops had fought for several years against the bill, known as Bill 1360, but in the last session of the legislature, it managed to pass. In the future, fees will be due at the beginning of each fiscal year.

With regard to bingo machines, there is little to be said on the subject since such games are illegal in the state of Nebraska and, consequently, are not in operation there.

Two for 25 play in the state has been inaugurated but the changeover from dime play has been considerably. Ed Kort and L.J. Ray have been the most active of Nebraska's op operators in promoting 2 for 25 play but many of the other operators in the state are still trying to 'figure out' the kinks in the machine. One operator in Nebraska on 2 for 25 play is presently less than 5%. In this area of Nebraska, management was turned over to Dave and Ray's Crete territory. He placed the percentage as closer to 10%.

"West of Omaha," said Kort, "we have a lot of farm communities and they are still playing under 25 play. Even with dime play, areas like Omaha and Lincoln have led the way."

Another problem plaguing Nebraska ops is that of direct sale of machines to locations. According to Kort, "there's an outlet in Treehaven, which has been selling pool tables directly to locations. Now they're going into the coin trade. Although there is a lack of focus on the subject, there is little that can be done to prevent this. We hope that the new taxation law would cut down on this practice, since the location owners will now be required to pay the $100 operators fee on such equipment."

"I wish the Legislature had more guts," said Kort. Meanwhile he suggested that operators should try to combat the practice by "keeping up on equipment and doing a generally all-around good job."

An outstanding incentive for joining, and one which has probably been a prime factor in the recent upsurge in membership, is the survivor assistance program which provides help to widows of operators. This program is carried out in conjunction with the directors of each district and, under its provisions, the association assists the widow in running the operation or in disposing of the route if she so desires. We pitch in on route or book work unit until the woman can get a manager or get accustomed to running things herself," said Kort. Association fees are not great enough to cover the expense of this; whoever steps in to fill the gap accepts only a regular operator's wage for his work.

COIN holds quarterly meetings, both of directors and of the membership at large. Elections are held bi-annually with the next scheduled for June, 1970. An interesting aspect of the meetings is that each one has a theme, with one of the most recent themes being "Ways To Upgrade Locations." Another popular attraction at the last meeting was the crowning of Miss Games. With its recently doubled membership, the Nebraska association has served notice that it is definitely "on the move." We salute them and wish them continued progress and success in years to come.

NEWARK, NEW YORK — Johnny Bilotta, one of the Wurlitzer Company's most vocal distributors, has expressed more enthusiasm in his analysis of the new 'Statesman' phonograph than of any released in recent years. Bilotta, a well-known advocate of on-location music merchandising, has pinned his enthusiasm upon the new console's Gold Bar and Red Bar — the latter, he prefers to call the "Burgandy Bar."

The merchandising bars, according to Bilotta, offer two phases for the music operator. "One is an unusual simple method for upgrading the play price to two plays for a quarter; the second is the rare opportunity to program each bar with one specific type of music — bar music," he stated.

I call it the Burgandy Bar because I feel there's a fantastic profit potential here for the operator who programs six tunes of the mellow variety, or what you'd call 'easy listening music.' And I just don't mean any old record that fits the description. If the smart operator checks the charts for the new adult releases and digs back into his library for the smooth pop classics, that Burgandy Bar will get a heck of a lot of action at the location. The Gold Bar should offer just that — the golden oldies. Too many oldies for the youth location, pop oldies for the adult spot, he stated.

Bilotta said his promotion of special pre-selected music thru the merchandising bars is not to take away from the standard 2-25 records. "First of all, the bars are there to offer the grouch his 'cheaper' pricing. But they can be played without hitting the bar, at two-for-a-quarter. The real benefit is to merchandise that 'something extra' at the location and give the shy customer the chance to play the machine without having to stand there in plain sight while he's picking out the tunes," he added.
MR. OPERATOR!

If you want a 50% price increase, install Davis rebuilt equipment set for 2 for 25¢ play.

Follow the lead of many progressive operators and place the new Apollo Seeburg in your top locations at 2 for 25¢. Cover all other locations with Davis rebuilt Seeburg Consoles - a 50% increase over 3 for 25¢ play.

Here they are:

Seeberg SS-160 — 2 for 25¢ ................................ $895
Seeberg Fleetwood — 2 for 25¢ ................................ 795
Seeberg Electra — 2 for 25¢ .................................. 750
Seeberg LPC-480 — 2 for 25¢ ................................. 625
Seeberg LPC-1 — 2 for 25¢ .................................... 595

Location owners will love their increase too!

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Cash Box — November 8, 1969
CASH BOX — NOVEMBER 8, 1969

CHICAGO CHATTER

CHICAGO — Topping the week’s sales achievements were a couple of very exciting phonograph showings — the Kool Valve (No. 442), on display at Empire Dist. (24) and the new Wurlitzer model shown at National Coin Machine Exposition (14), a whole new take on the entire coin-op group. Not only is this year’s show an attraction in itself, but it is on the entire theme of excitement — and lots of orders for Wurlitzer coin-o-electronic equipment. As a result, the current 2-player flipper game “Explo” — a real winner, says Bill Delheim! The factory has just begun an extended run on “Grid Iron,” which is much in demand; and sales are still very exciting on “Beta” and “Phantom Gun” — Rock-Ola Mfg. Corp.

“Speedway” is certainly proving a big winner for Chicago Dynamic Industries! Orders have been literally pouring in and, to quote, Milt Severin — collection reports are fantastic! Great! Midwest Mfg. Co’s Ross Valley will be in Los Angeles in the last week of November, introducing Midwest’s European distributors, The Schiller Park factory, meanwhile, is just about wrapping up its current, and very successful — run on “Sea Racer.” Midwest plans to begin making up samples of the highly touted “Flying Carpet” within the next couple of weeks.

All is in readiness for the upcoming Iowa Coin Machine Operators Group Pinball Tournament finals, November 15-16, at the Masonic Temple in Davenport, Iowa. Totals there is a surefire affair of excitement — and lots of orders for Wurlitzer coin-o-electronic equipment. As a result, the current 2-player flipper game “Explo” — a real winner, says Bill Delheim! The factory has just begun an extended run on “Grid Iron,” which is much in demand; and sales are still very exciting on “Beta” and “Phantom Gun” — Rock-Ola Mfg. Corp.

Our congratulations to John Neville, director of sales at Wide World Dist., and his wife, Jackie, who are expecting their second child. Blessed event is due any week now. A couple of weeks ago, we had a visit from John T. Moe at the new Rock-Ola phonograph. Les Moe and Art Vending in Marinette, Wis., and Wurlitzer Vending in back River, Wis. His company is very active in the business and will continue to run the M & W and Wurlitzer operations, respectively.

Another very successful event here last week was the Wurlitzer showing hosted by United, Inc. Operators and guests turned out in full force and were welcomed by Russ Townsend, Paul Jacobs, and the United Staff. Russ says the new model’s a real winner, as evidenced by the orders received before United moves into its new quarters at 3417 N. 127th St.

UPPER MID-WEST

The Music Operator’s Of Minnesota, (M.O.M.) As’n Hold a general meeting Oct. 16th. at the Ambassador Mound, Fred Granger executive vice-president of M. O. A. was the principal speaker, Richie Hawkins, and some friends took off this weekend for Canada for some duck and goose shooting.

Mr. & Mrs. Art Hagenes, Grand Forks, in town visiting their daughter living in Minneapolis and Art taking off a few hours to do some equipment buying. Art has taken off to points north and looking for wonder Mr. & Mrs. Elson Carlson in town for the day. Elson taking it easy as he just got out of the hospital two weeks ago having had a hernia operation.

Ernest Woynitzek and his family in town over the week end visiting friends and giving Ernie a chance Monday morning to buy his records and parts. Joe Durham in in town, was a late Sunnymond from Montevideo. The Stanley, Baeders of Fargo, became grandparents for the 6th. time. Congratulations. Their daughter living in Idaho had a baby boy Lloyd Williamson Jr. and his daughter in the cities for few days buying trip.

A very large delegation of distributors, salesmen and operators of vending in the Twin Cities area last week left for the N. A. M. A. convention in New Orleans.

Ronald Czernecki just discharged from the army after serving his hitch in the country. Congratulations to Jerry Forchion, Bill Joslin, and Frank Sinatra’s latest “Forget To Remember” (Republic), “Smile Of Little Smile For Me” by the Flying Machine (Columbia), “Here’s Hally” by Neil Diamond (Uni), “Tokyo Butterfly” by Jerry Smith (ABC) and “See Ruffy, See Saddy” by the Flying Machine (Columbia). Stewart Vesey is still always nice to receive a copy of Les Mannon’s house publication, which goes out to customers and friends each month. He calls it “Cheer” — and it is!

JAYBEE recording artist Don Cornel is in Chicago in an engagement in the Cassie Brown production of the Drake Hotel. Got the lowdown from Gus Tart of Singer’s One Stop on some red hot discs that are going to blow this house. Frank Sinatra’s latest “Forget To Remember” (Republic), “Smile Of Little Smile For Me” by the Flying Machine (Columbia), “Here’s Hally” by Neil Diamond (Uni), “Tokyo Butterfly” by Jerry Smith (ABC) and “See Ruffy, See Saddy” by the Flying Machine (Columbia). Stewart Vesey is still always nice to receive a copy of Les Mannon’s house publication, which goes out to customers and friends each month. He calls it “Cheer” — and it is!

Milwaukee Mentions

Snowmobile enthusiasts among local columnists (and there are many) are anxiously awaiting the first snowfall which is scheduled to arrive early this year — if current predictions are correct! This sport has certainly been one of the most popular in this area!

The very dynamic team of Hines Hines and Hald was headlining in the Lake Geneva Playboy Club November 1st. An exhaustive attendance figures were recorded at the recent Empire Dist. (Memorine) showing of the new Rock-Ola phonograph. Affair was held in the Silver Dome. Joe Robbins and Bill Milner of Empire, Chicago, joined Bob Reineke as hosts. What better evidence of the new model’s acceptance here than the numerous orders reportedly written during the show and the fact that the operator turnout was one of the largest in the district history.

Our condolences to the family of Homer Seymour Sr., who died last week. Mr. Seymour, a veteran of many many years in the coin machine industry, was a founder of M & W Vending in Marinette, Wis., and Wurlitzer Vending in Barks River, Wis. His company is very active in the business and will continue to run the M & W and Wurlitzer operations, respectively.

Another very successful event here last week was the Wurlitzer showing hosted by United, Inc. Operators and guests turned out in full force and were welcomed by Russ Townsend, Paul Jacobs, and the United Staff. Russ says the new model’s a real winner, as evidenced by the orders received before United moves into its new quarters at 3417 N. 127th St.

Write to Box 856
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POOL TABLES

See Banner for the Segat Grabber Table

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CONVERTIBLE TO AN ADD-A-BALL MODEL

Also Delivering: Gridiron, Phantom Gun & Beta S/A.

A Full Line of Coin Operated Recreational Tables from

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392 3rd Avenue, New York, N. Y.

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SHOWING OF NOVEL TRENDS"
**COIN MACHINES WANTED**

WE ARE ALWAYS INTERESTED IN USED AND BRAND NEW machines from all manufacturers. Write or phone.

**COIN MACHINES FOR SALE**

USED WURLITZER, PHONOGRAPHs, all 200 models, from $5.00 to $500.00. Write with prices.

**PUNCH BOARDS, ATTENTION OPERATORS! TERRIFIC ALASDAIR $95; SKILL POOL $125; ALPINE CLUB $125; BIG BOUNTIES IN LARGE QUANTITIES. CASH PAYMENTS. WRITE FOR MORE INF.**

**CLASSIFIED AD RATE 20 CENTS PER WORD**

Count every word including all words in term numbers in address counter as one word. Minimum ad accepted $5.00 CASH OR CHECK MUST ACCOMPANY ALL ORDERS. Space is limited, so order your classified ad now or call for a free estimate.

**NOTICE - $77 Classified Advisors (Outside US add $5 to your present subscription price) will make as many stops in each word in each week's return for a period of one year. One Full year, 52 consecutive weeks. You are allowed to change your Classified Ad each week. 1,600 word limit per account.**

**ATTENTION: WRITERS WE CAN ARRANGE AND PROVIDE your songs, Demos and Masters produced, 45 RPM Records. Write or phone for information. 45 RPM Records-RUN-FLY RIGHT OFF the market. No sorting or banking. We pay top prices for anything you have on tape. Producer: UNITED AMUSEMENT CO., Box 1712, Waverly, N. Y. 13186.**

**PRODUCT WANTED: 45 RPM 78 R.P.M. 4-SESSE IN LARGE QUANTITIES. CALL OR WRITE TO TONY GALGANO DISC. CO., 4135 61 R O C K A W A Y A V E N U E, V A L L E Y S T R E A M, N. Y. 11562.**

**HUMOR**

**DEALERS: $1,000 knickknick classified one-liner. Or send us $15 more for 7,500 additional. Clever Rambler.**

**EMPLOYMENT SERVICE**

**COIN MACHINE SERVICES**

ACE LOOKS KEYED AUIDE, SEND LOCKS AND THE KEY. ORGAN TUNED, NEW LOCK, 150.00; 10 fixed locks or more of RAND LOCK SERVICE. 1650 East 42nd St., CLEVELAND, OHIO, 44115. PH: 216-421-7600.**

**PUBLICATIONS**

**CLASSIFIED ADVERTISING SECTION**

CASH BOX - November 8, 1969

Send all copy to: CASH BOX, 1780 Broadway, N.Y., N.Y. 10011

**COIN MACHINES WANTED**

We are always interested in used and brand new machines from all manufacturers. Write or phone.

**COIN MACHINES FOR SALE**

Used Wurlitzer, Phonograph, all 200 models, from $5.00 to $500.00. Write with prices.

**PUNCH BOARDS, ATTENTION OPERATORS! TERRIFIC ALASDAIR $95; SKILL POOL $125; ALPINE CLUB $125; BIG BOUNTIES IN LARGE QUANTITIES. CASH PAYMENTS. WRITE FOR MORE INF.**

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Rock-Ola 442 Makes Hit At Empire

CHICAGO—The red carpet was out at Empire Dist. on Friday, October 24, for the official Chicago debut of the new Rock-Ola phonograph! The model 442, with its numerous innovations and chic styling, was on display in the distribs' showrooms and operators in large numbers availed themselves of the opportunity to see it!


Immediately following the Chicago showing, Joe Robbins and Bill Milner headed for Empire Dist. 's offices in Menominee, Michigan to join Bob Rondeau in premiering the new model for operators in the Michigan-Wisconsin area. Affair, equally well attended, was held in Silver Dome.

'Speedway' Shipping

Continued from p. 73

the safest driving record at the fastest speed, rolls up the biggest tally.

Operators will be glad to know that all the speed of the game is not on the racing course. The playing time itself is super fast and can be adjusted as can the coin chute which can be set at 2 for 29 or even 20 play.

Despite the big thrills and large money-garnering appeal of 'Speedway,' the game itself is compact with a base area of only 28” by 40”. Operators are advised to speed on down to their nearest ChCoin showroom for this dynamic new money-maker.

Name Change

Approved

CHICAGO—At the annual membership meeting of the National Coin Carwash Council a resolution was voted upon and passed to change the association's name to National Carwash Council.

All logotypes, membership emblems and decals, publications, literature etc will be phased out to the new names as quickly as possible, according to Ward Gill executive secretary of the organization.
VISIT OUR OPEN HOUSE NOV. 3 THRU 8

Help stamp out the old...Step up to tomorrow with the Money Machine

New ROCK-OLA /442 Phonograph
(so new it might be illegal)

Watch for Open House announcements at these ROCK-OLA Canadian Distributors

LANIEL AMUSEMENT INC. 151 Rockland Road Town of Mount Royal Montreal 16, Quebec, Canada

WINNIPEG COIN MACH. CO. 768 Notre Dame Avenue Winnipeg, Manitoba, Canada

SELECT MUSIC COMPANY 1803 Commercial Blvd. Vancouver 8, B.C., Canada

THE HOUSE OF COIN, LTD. 8861—63rd Avenue Edmonton, Alberta, Canada

1. Peter Garza MOUNTAIN DISTRIBUTORS Denver, Colorado 80205
2. Walter Waldman, Pres. S. L. STEIHEL COMPANY Louisville, Ky. 40202
3. W. R. (Bud) Patton PACIFIC COIN MACHINE DISTRIBUTORS, INC. Modesto, Calif. 95353
4. Amos Helicher ADVANCE MUSIC, INC. Minneapolis, Minn. 55426
5. Paul Yarzabek RAINBOW ENTERPRISES, INC. Seattle, Washington 98133
6. E. W. Wallace WALLACE & WALLACE MUSIC, INC. Oak Hl, Ws. 29501
7. Eldon Kingston BEST DISTRIBUTING CO. Salt Lake City, Utah 84115
8. Lawrence F. LeTourgeon LESTOURGEON DIST. CO. Charlotte, N.C. 28201
9. E. M. Hudson VENDING MACHINE EXC. Bristol, Virginia 24201
10. Morris Lerner ADVANCE DIST., INC. Syracuse, New York 13211
11. Bob Portale PORTALE AUTOMATIC SALES Los Angeles, Calif. 90015
12. A. Greene GORE AUTOMATIC VENDING Quincy, Mass. 02169
13. Joseph H. McCoomick MUSICAL SALES, INC. St. Louis, Mo. 63103
14. Don Sibley LE CORPORATION Houston, Texas 77005
15. J. D. Lazar B. D. LAZAR COMPANY Pittsburgh, Pa. 15219
16. Norman Goldstein MONROE DISTRIBUTING, INC. Cleveland, Ohio 44114
17. Joseph Grillo FLOWER CITY DIST. INC. Rochester, N.Y. 14609
18. Albert Simon ALBERT SIMON, INC. New York, N.Y. 10036
19. Joseph H. Shaw ACE-HI DISTRIBUTORS Lockckwanna, N. Y. 14218
21. Hyman Zawicky H. Z. VENDING & SALES CO., INC. Omaha, Nebraska 68102
22. A. L. Placey BIRD MUSIC DIST., INC. Manhattan, Kansas 66503
23. George Happel SANDERS DIST. COMPANY Nashville, Tenn. 37203
24. Harry B. Bronk H. B. BRONK Butte, Montana 59701
25. Morris Plug GREATER SOUTHERN DIST. Atlanta, Georgia 30312
27. Earl Montgomery S. & M DIST. CO., INC. Memphis, Tenn. 38105
28. Robin A. Franco, Pres. FRANCO DIST. CO., INC. Montgomery, Ala. 36104
29. Abe Susman STATE MUSIC DIST., INC. Dallas, Texas 75226
31. John Nowlin, Pres. TULSA BILLIARD SUPPLY, INC. Tulsa, Oklahoma 74114
32. El Ross, Pres. ELI ROSS DIST., INC. Miami, Florida 33150
33. Harry Hoffman GENERAL VENDING SALES CORP. Baltimore, Md. 21201
34. David Stern SEACOAST DISTRIBUTORS Elizabeth, N.J. 07201
35. Malcolm Gillett ALL-COIN EQUIPMENT CO. San Antonio, Texas 78205
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3 Volume 3 ELVIS’ Gold Records

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