

Warner Bros-Jacobsen Link-Up ••• Berle Adams
Named MCA Exec Veep •• Pickwick Begins Whole-
saler Drive •••

March 23, 1968

UA Meeting In
Fla ••• Morgan

Cash Box

Appointed New Capitol VP • Merrec Names
Two New Execs • Hip Pocket Disks At 39c •
Shorewood Process Cuts LP Jacket Costs

Cash Box



Jess & James

DIONNE WARWICK: GOLD CROWN FOR A QUEEN

Int'l. Section Begins Pg. 93



The Biggest Values and the Biggest Stars are on Harmony Records.

Stonewall Jackson
Thoughts of a Lonely Man
including:
Everybody But Me
Thankful for Your Love
A Man Without a Home
I Can't Go On Living This Way



HL 7456/HS 11256



HS 11257

THE NORMAN LUBOFF CHOIR
MOMENTS TO REMEMBER
INCLUDING:
PAPER DOLL
I'LL NEVER SMILE AGAIN
THE BREEZE AND I
MOMENTS TO REMEMBER



HS 11259

Lefty Frizzell
Signed, Sealed and Delivered
including:
Lost Love Blues
Signed, Sealed And Delivered
The Tragic Letter
Is It Only That You're Lonely
If You're Ever Lonely Darling



HL 7460/HS 11260

Sammy Kaye
All-Time Waltz Favorites
INCLUDING: TENNESSEE WALTZ
THREE O'CLOCK IN THE MORNING
LOVE YOU TRULY/CHARMAINE
ALICE BLUE GOWN



HS 11261

Lester Lanin And His Orchestra
Everybody Dance
including:
My Favorite Things
The Sound Of Music
The Song Is You
The Way You Look Tonight
Everything's Coming Up Roses



HS 11262

Mike Douglas
Young At Heart
including:
Young And Foolish
Dear Heart
Young At Heart
My Kind Of Town
Stranger On The Shore



HS 11263

JIMMY McPARTLAND
Dixieland!
INCLUDING:
BALLIN' THE JACK
THIRD STREET BLUES
THE BASIN STREET STOMP
ORIGINAL DIXIELAND ONE STEP
THERE'LL BE SOME CHANGES MADE



HS 11264

Lester Hatt and Carl Scruggs
Songs to Cherish
INCLUDING:
MAMA AND DADDY'S LITTLE GIRL
BIG BLACK TRAIN / OLD FOLKS
A MILLION YEARS IN GLORY
CRYING MY HEART OUT OVER YOU



HL 7465/HS 11265

THE MARLBOROUGH CONCERT BAND
EXTRAVAGANZA!
INCLUDING:
MAN OF LA MANCHA MEDLEY
MARY POPPINS MEDLEY
BRIGADOON MEDLEY
HENRY MANCINI MEDLEY
RODGERS AND HART MEDLEY



HS 11266

BURL IVES sings
LITTLE WHITE DUCK
and Other Children's Favorites
including:
The Little White Duck
The Little Engine That Could
Mr. Froggie Went A-Courtin'
The Tailor and the Mouse
Mother Goose Songs



HL 9507/HS 14507



And now we're going to great lengths
to tell your customers the reasons why.

We're starting with our great new April releases;
window streamers, advertising kits and wire racks
in a dynamic new sales program.

Three of the fastest, most effective methods we know of
for promoting Harmony's great values.

Is there something else you need to know?
Ask us at the NARM* Convention.

*A Special 10th Anniversary Salute to NARM
from Harmony Records

Connie goes Popp.



Perhaps the most powerful ballad of her career

WHY SAY GOODBYE?

Written expressly for

K-13923

CONNIE FRANCIS

by Andre Popp, the composer of "Love is Blue."



MGM
RECORDS

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

Fountain of Youth

has been discovered in Texas

And they make their recording debut with a Colgems single...

"Livin' too Fast"

c/w (Angie, Love Me) Make the Hurt Go Away #1020



Manufactured and Distributed by RCA

H P Disks Get 39¢ Tag For 'Optimum Profit'

NEW YORK—Hip Pocket Records, the 3 1/4 inch plastic couplings of former hits which Philco-Ford introduced recently, will retail for a suggested list price of 39 cents instead of the 69 cent price originally assigned to the disks.

The price change was announced last week after Philco found in a sensitivity test that 39 cents was the optimum price for larger volume at a good profit. Philco found that the sale of their mini-disks increased between 6 and 20 times over their previous sales volume when the price was decreased to 39 cents. It also found that the sale of the company's Mini Radio/Phono, a \$24.95 item increased by 3 times to 7 times (in different locales) when the price of the record was reduced.

The market sensitivity test was conducted in four states: Massachusetts, New Jersey, Wisconsin and California.

In eight stores, closely tested for
(Continued on page 64B)

FRONT COVER:



As a long distance runner, Dionne Warwick has a track record of disk popularity that stands far and above the average female artist. Since 1962, when she hit the charts with her first smash, "Don't Make Me Over," hardly a week has gone by that Dionne's name hasn't been represented on the Cash Box charts, either in singles or album form, an enviable score indeed. Her crowning disk achievement, however, has just come in recent weeks with the RIAA-certification of her first million-selling single "I Say A Little Prayer" and "Valley Of The Dolls."

Equally popular in the 'live' state, the powerhouse songstress has just concluded an unprecedented two-concert-per-day engagement at the Apollo Theatre in New York City, where she set a new attendance record. She has also been selected to headline the Newport Jazz Festival Tour on weekends during the coming summer, and will later begin production on her first motion picture, in which she co-stars with Stephen Boyd and Ossie Davis.

Dionne is currently represented on the Cash Box charts with a pair of albums, "Valley Of The Dolls" and a golden hits set, as well as the aforementioned million-selling single.

INDEX

Album Plans	64
Album Reviews	44, 48
Basic Album Inventory	62
Bios for D.J.'s.....	40
Coin Machine Section.....	98-108
Country Music Section.....	88-92
International Section	93-97
Looking Ahead (Singles)	36
Platter Spinner Patter.....	40
R&B Top 50.....	56
Radio Active	26
Record Ramblings	32
Singles Reviews	18, 22, 24
Sure Shots	42
Talent on Stage.....	52
Top 100 Albums.....	61
Vital Statistics	12, 15

WB/7 Arts Ties Prod. Knot With Sweet Reliable

SAN FRANCISCO—In a major expansion move WBros-7Arts Records this week signed a far-ranging production agreement with Erik Jacobsen's Sweet Reliable Prods. Jacobsen is an independent producer heretofore responsible for producing product for such artists as the Lovin' Spoonful, Tim Hardin, and the Sopwith Camel. WB-7A is financing Sweet Reliable Prods., located in San Francisco, to operate as a separate entity within the WB-7A operation, with product from Jacobsen's unit of producers, artists, and writers to be released exclusively on the WB-7A and Reprise labels. Offices have been opened in San Francisco's Columbus Tower at 916 Kearny Street. The present production staff consists of Jacobsen himself and V-P Robert Raffin.

Mike Maitland, president of WB-7A Records, termed the alliance with Jacobsen, "potentially one of the most far-reaching agreements we have made. Jacobsen's track record is enviable; out of 14 singles he has produced ten have been national hits."

"We view this agreement with Jacobsen", Maitland continued, "and Jacobsen's plans for a self-contained production unit, as one of the major trends of our business. San Francisco, which has become a musical center, could soon rival Detroit, Nashville, New York, L. A. and Memphis as an important source of hit records."

Jacobsen moved Sweet Reliable to San Francisco in Oct. 1967 from New York City to escape what he terms, "the production rat-race", and has been searching out talent with which to form the nucleus of his production operation. He is looking for talent not only in terms of singers and song-writers, but also outstanding studio musicians. He hopes to form a band consisting of bass, drum, keyboard and



Left to right: Maitland, Jacobsen, Smith, Ostin.

guitar which will work as a creative recording unit on a profit-sharing basis with Sweet Reliable. Jacobsen feels that many musicians from San Francisco have suffered by having to travel away from their city to record in unfamiliar and sometimes inhospitable environments. He states, "There is a need for a home town alternative."

Jacobsen, who in the past has been involved with such acts as the Lovin' Spoonful (with John Sebastian), Tim Hardin and the Sopwith Camel, has

already signed Leonard Schaeffer, a vocalist-writer from Chicago.

Of his deal with WB-7A, Jacobsen stated, "I decided not to try to create a separate label of my own, nor do two or three artists- production package deals appeal to me. Instead, I decided to release my record product through a single company with which I could establish a strong and positive rapport. The choice became the

(Continued on page 54)

Picker Outlines Future Soundtrack LP's, Film Division's Planned Cartridge Theatres

MIAMI—United Artists Records will reap the harvest of a number of important soundtrack LPs to be released in the near future and in the years to come, related David Picker, executive vice president of UA Pictures at the UA 10th anniversary convention last week.

Picker disclosed that the company would make an outlay of \$600,000 in an ad campaign on behalf of the film company's upcoming movie musical, "Chitty, Chitty, Bang, Bang," based on the Ian Fleming children's book. Picker also reported the forthcoming release of another hard road show production, "The Charge Of The Light Brigade." Currently in pre-production stages are three musical films, all of which will appear on UA Records soundtrack albums. These include "Fiddler On The Roof," "Man Of La Mancha" and "House Of Flowers." Latter show has already been recorded by UA in its off-Broadway revival.

Picker, who noted that the record company had developed from a stepchild to a son, also outlined United Artist Pictures plans for the future in motion pictures. These include the development, with the Technicolor Corporation, of a cartridge system for both home and commercial use. The cartridges will play both picture and sound. In line with this development, Picker said the company was working on an automated motion picture house concept, employing the use of the cartridge system. The idea is to set up these automated picture houses, operated by a single person, in various shopping centers. This, he said, would vastly increase the exposure of the company's product.

Picker also commented on the new, dynamic quality of the motion picture business, emphasizing new competition that has come about with the announcement that CBS and ABC, among others, had planned to go into movie production. He said this competition had already led to a great increase in the price that UA has had to pay for motion picture rights to various books and plays. In line with the theater world, Picker said that investment in Broadway shows had reached fantastic heights. To combat this development, Picker said that the company had entered into a relationship with a theatrical stock group under the direction of Arthur Penn and William Gibson. This would under-

(Continued on page 54)

Pickwick Opens Wholesaler Acquisition Drive With Purchase Of Heilicher Bros.

NEW YORK—Pickwick International has initiated a drive in the acquisition of disk wholesalers with the purchase of Heilicher Brothers Inc., in Minneapolis. The acquisition is Pickwick's move aimed at creating a wholesaling division similar to those of Transcontinental Investing and ABC Records.

Pickwick head Cy Leslie and Amos Heilicher last week jointly stated that an agreement was reached in principle whereby Pickwick International would acquire Heilicher Brothers for an agreed-upon number of shares of common stock.

Pickwick International is one of the largest independent merchandisers of economy-priced recordings in the United States. In the six months ended October 31, 1967, the company showed

a net income of \$306,440 or 50 cents per share compared with \$243,251 or 40 cents per share in the previous comparable period, a rise of 26%. Sales rose 28% from \$4,037,917 to \$5,161,401. Heilicher Brothers, which does not report income, is estimated to gross upwards of \$18,000,000 annually and is one of the largest, diversified record merchandising operations in the United States.

For both parties the merger represents diversification and access to additional depth of management. Both businesses will be conducted independently.

The agreement is subject to the approval of the Board of Directors of the corporations and their stockholders.

Berle Adams, 2 Others, Named Exec Vps As MCA Realigns Corporate Personnel

NEW YORK—Berle Adams has been named executive vice president in charge of all corporate operating divisions and activities as part of a major realignment of corporate officers at MCA, designed to meet the needs of the firm's expanding operations. Three executive vice presidents, the first such posts in the parent firm's history, were elected as well as two additional vice presidents. Lew Was-

serman, president and chief executive officer of MCA, made the announcement. The two other executive vice presidents are: Albert Dorskind, who will supervise corporate functional departments and real estate; and Daniel Ritchie, who will supervise financial subsidiaries, acquisitions, and stockholder relations.

Louis Friedland and John W. Find-

(Continued on page 54)

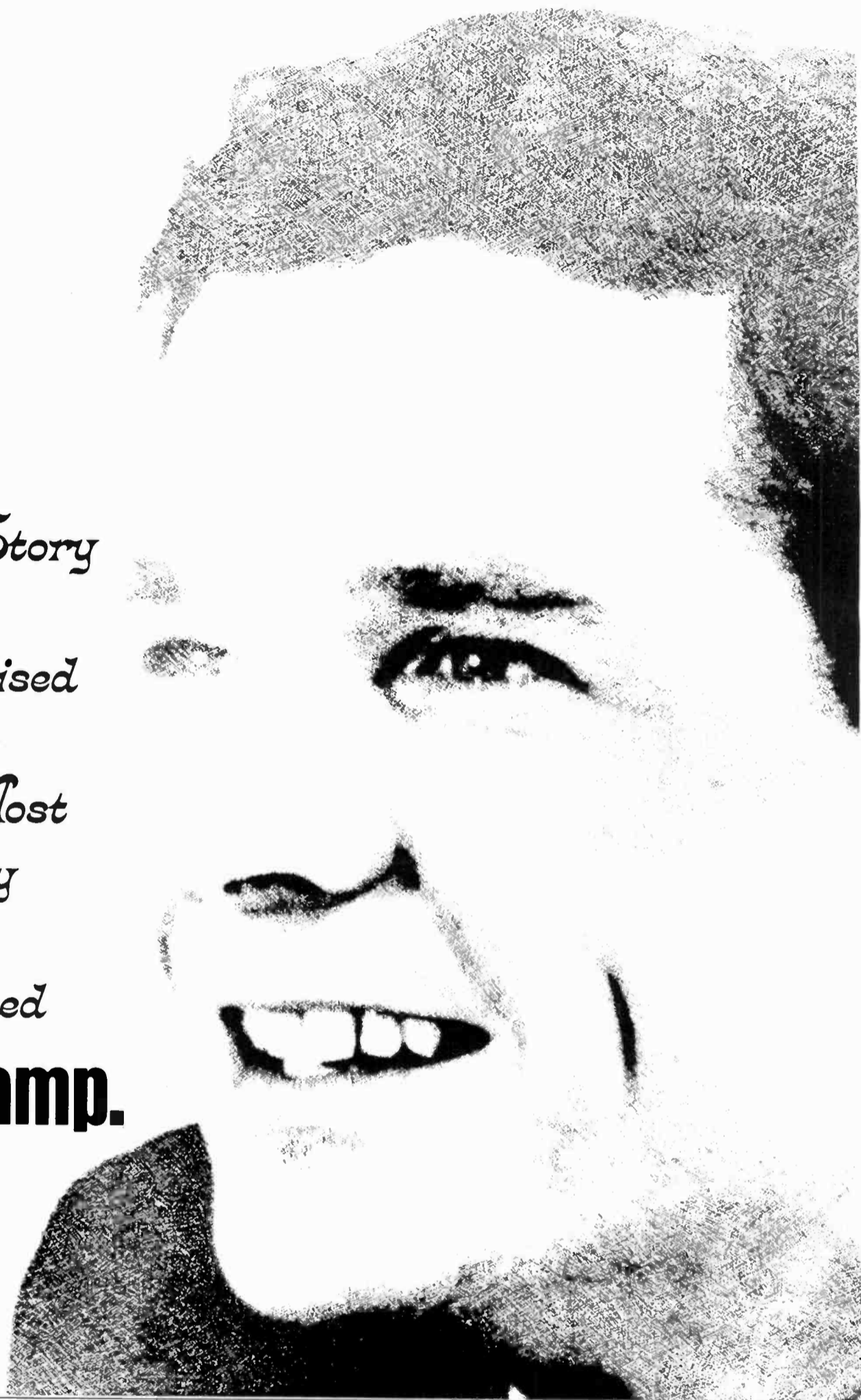


Left to right: Berle Adams, Albert Dorskind, Daniel Ritchie.

U A Gains U. S. Rights To Elis Regina Disks

MIAMI—Elis Regina, who scored a personal triumph at the International Gala of the recent MIDEM convention, will have her recordings released in the U.S. on the UA International label. Disclosure of UA's acquisition was made at last week's celebration of the United Artists 10th Anniversary.

*When the
'68 Folk/Rock Story
is Recounted,
Don't Be Surprised
To Learn It Was
Sung and Told Most
Meaningfully By
An Engaging
Young Man Named*
Hamilton Camp.



**THE
ALBUM**



**HAMILTON
CAMP**

here's
to
you

HERE'S TO YOU
HAMILTON CAMP
WS 1737

**THE
SINGLE**

**"Here's
To You"**

#7165



WARNER BROS. - SEVEN ARTS
RECORDS, INC.

Shorewood Unipak Process Halves Cost Of Double Fold LP's

NEW YORK—A new process that cuts in half the price of double fold album jackets is being set in full motion by the Shorewood Packaging Corp.

Called Unipak, the process which is patent pending, employs direct printing on board and provides four printing surfaces, three of which can be utilized for full color material. Shorewood developed its direct printing on board process four years ago. Besides the direct printing on board advantages, Shorepak also contains a white lint free material for added disk protection.

Unipak is of one piece construction, which offers a dividend in utilization for promotional display and poster purposes, since the jacket can be unglued and still remain intact. Unipak was actually introduced about five months ago on a limited basis, but the company is now building up a sizable roster of clients for full production. Labels already using the Unipak process include Columbia, Warner Bros/7 Arts, Scepter, Musicor, Elektra, Disneyland, Buddah and Monument.

Limited Run Available

According to Paul Shore, president of Shorewood Litho Co., a parent company, Unipak and Shorepak can now be brought to the record market in quantities as low as 5,000 units. This, he said, was due to automated equipment especially developed for the process.

Shore also announced that he has

franchised Bert-Co Enterprises of Los Angeles, a lithographer and jacket fabricator, already licensed to produce Unipak, to produce Unipak jackets. Bert-Co has established Shorewood Packaging of California as a separate division to sell both processes.

Both east and west coast plants (the east coast plant is located in Farmingdale, L.I.) have been linked together with a teletype network for coordinated shipping and production information.

Other Unipak Advantages

While Unipak provides twice the graphic area over the conventional record jackets, its weight remains the same and contains 100% more graphic area. Mailing costs in relation to conventional double-fold packages are reduced. In addition, the poly-bag unipak can have a greater amount stored in mailing cartons.

Shorewood Packaging Corp. is under the sales direction of Floyd Glinert, marketing vice president. Irving Hugel, vice president, heads the sales of Shorewood Litho. Both will combine their talents in the Unipak area. Glinert conducted a press conference last Monday (11) at the executive offices of Shorewood in New York.

Glinert also announced that a souvenir Unipak containing Dionne Warwick's "Golden Hits," compliments of Scepter Records, will be distributed to registrants at the NARM convention.

Merrec Gets 2 VP's, Realigns Sales Staff

CHICAGO—Two new vice presidents of Merrec Distributing, Tom Colley and Arnie Orleans, and a re-alignment of sales supervision duties were made public this week by Irwin H. Steinberg, executive vice president of Mercury Records. The resignation of veteran sales executive Steve Brookmire resulted in one appointment, while Steinberg pointed out that the other new executive sales supervisory appointment was necessitated by a growing requirement for more liaison between the corporate headquarters here and its field offices.

Tom Colley will replace Brookmire as vice president of the south and southwest regions for Merrec Distributing.

Colley started in the record business in 1950 with Interstate Electric Company, New Orleans, at that time a Columbia Distributor, moving later that year to another sales post with Medaris Company of Dallas, also a Columbia representative. In 1957, Colley joined Big State Dist. in Dallas, where he remained one year before joining Baker Distribution in Dallas, as sales manager. In 1961, Colley joined Calmar Distributing in Dallas, then a Mercury outlet, joining Merrec Distributing of Dallas, in 1961. He has been branch manager of the first Mercury non-stocking branch since that time.

Brookmire also began his business career in records in 1950, working with his brother, Manny, in Mercury Distributors, Miami. In 1953, the brothers split with Steve setting up his own Mercury operation in Fla., Florida Music Sales. He remained an independent distributor until 1964, when he was made vice president of the dual regions.

Brookmire leaves Mercury to re-join his brother, Manny, and another brother, Seymour, in opening an Atlanta adjunct to Fraters Brooke Distribut-

ing of Miami. Like its Fla. counterpart, Brooke in Atlanta, will handle TV, radio, Phono and tape playback units. Brookmire also intends to add phonograph record lines to his distribution point in Atlanta only.

In the re-aligned areas, Colley will supervise Dallas, New Orleans, Miami, Atlanta, Charlotte and Nashville sales activity.

Arnie Orleans, currently Chicago Merrec branch manager, has been appointed vice president of the midwest for Merrec. He will temporarily continue to personally handle Merrec, Chicago, and will supervise Minneapolis, St. Louis, and Milwaukee sales. Orleans started with King Records in Chicago in 1957, becoming branch manager in 1958. In 1962, he joined Apollo Dist., Chicago, becoming sales manager of that independent firm in 1964. Later that year he joined Capitol's Chicago branch in sales, and in 1965, he was made district manager covering Detroit, Cleveland and Pittsburgh for Capitol. He joined Merrec, Chicago, as branch manager in Oct., 1967.

Bob Sarenpa, vice president of the Western region, Merrec, has made managerial changes in two of his Merrec outlets. Mike Paikos, who was branch manager of Merrec, Denver, has moved into the San Francisco managership, with Mel Thomposn, Denver sales, replacing him. George Steiner, Merrec branch chief in Los Angeles, will temporarily work with Paikos in the San Francisco sales effort.

Paikos entered the disk business in 1962 as a salesman with Pep, Los Angeles, moving to Diamond Dist., Los Angeles, remaining there until Feb., 1967, when he became Denver branch manager.

Thompson has been in the record business as a salesman with Merrec since March, 1967, in the Denver area.



Arnie Orleans, Irwin Steinberg, Steve Brookmire, Tom Colley.

Tom Morgan Named Capitol VP

NEW YORK — Capitol Records has elected Tom Morgan vice president of eastern operations. The announcement was issued last week by Stanley M. Gortikov, CRI president.

For the past three years Tom Morgan has held the posts of director of eastern operations and executive producer. His promotion signalizes Capitol's growing role in the New York area, for even with his added responsibilities, Morgan will continue to function in the label's A&R department for creative assignments in this area.

Morgan joined Capitol Records in 1951 as a salesman for the Los Angeles Branch. Sales management appointments followed in Boston, Cleveland, and Atlanta. In 1958 he returned to Hollywood as an A&R producer and later became involved in business affairs, also supervising Capitol's publishing firm, Beechwood Music. He presently is in his second term as chairman of the executive committee of the Record Industry

Association of America.

A native of St. Paul, Morgan attended the University of Minnesota and U.C.L.A., and served in the combat infantry during World War II. He now lives with his wife and two children in Bronxville, N.Y.



Tom Morgan

UA Honors Execs And Distributions

MIAMI—United Artists Records paid tribute to charter executives and distributors at the company's 10th anniversary meeting in Miami last week. David Picker, executive vice president of UA Pictures, said that the awards presented to executive personnel were "a gesture of affection."

A Plaque and a gold watch were presented by Picker to each of the three charter execs. All charter distributors were then given gold records in appreciation by Mike Stewart, head of UA Records. A special award was then presented by Mike Lipton to J. M. Vela for sales of Raphael recordings in Puerto Rico.

The executives toasted were Si Mael, vice president & general manager of UA Records; Sid Shemel, attorney; and Ron Nachman, head of the produc-

tion department.

Gold record awards for charter distributors were given to: Gerald Friedman of Southland in Atlanta; Frank Holland of Mutual in Boston; Phil Goldberg, Bertos Charlotte; Leonard Garmisa, Garmisa, Chicago; Henry Droz, Arc, Detroit; Ed DiNallo, Trinity, Hartford; Irv Penensky, Eric, Honolulu; Henry Stone, Tone, Miami; Sherman Koenig and Irwin Fink of All State in Newark; Marshall Verbit, Marnel, Philadelphia; Stan Sullman and Stan Jaffe, Consolidated, Seattle; Bud Lampe, Commercial Music, St. Louis; Howard Allison and George Mccysne of Southern, Nashville; and Jack Taylor of Jather in Minneapolis.

Each distributor who attended the UA anniversary meeting was also given one share of Transamerica stock.

Glasser Leaves WB/7-Arts

HOLLYWOOD—Dick Glasser, A&R director for Warner Bros.-Seven Arts Records for the past 2½ years has resigned his post effective March 15th. Glasser, responsible for bringing Anita Kerr into the label was also in charge of record production for the Everly Brothers, Freddie Cannon, James Darren, the Marquettes and most recently the Vogues. The latter group he recorded in New York.

Glasser's experience in the music business covers a 12-year period during which he has served in such capacities as a writer, publisher, and most recently as an A&R man. Prior to joining the Warners label, Glasser was with Liberty Records in a similar post and before that was general manager of its publishing arm, Metric Music. He has been credited with such hits as "Action" by Freddie Cannon; "The Bat Man Theme" with the Marquettes; "Bowling Green" by the Everly Bros. and won a Grammy with Anita Kerr for "A Man and Woman."

With James Darren he produced "All" and this past Christmas had the second biggest holiday record seller in a single, "Little Becky's Christmas Wish" by moppet Becky Lamb. While in the Liberty fold he A&R'd Vic Dana with "Red Roses" and the Ventures with "Walk Don't Run '64".

Glasser, who will release his future plans shortly, in leaving the Burbank lot commented: "Although it has been a short association it's one that I will cherish. The Warner Bros. people have been good to me and I will miss them very much."

Diamond To UA International Music Post

NEW YORK—United Artists Corp. has appointed Morris Diamond international director of music projects, it was announced by Michael Stewart, president of United Artists Records and Music Companies.



Morris Diamond

Diamond will work exclusively on the film "Chitty Chitty Bang Bang," Albert R. Broccoli's lavish musical fantasy, starring Dick Van Dyke, Sally Ann Howes, and Lionel Jeffries. With 13 songs by the Academy Award-winning team of Richard M. and Robert B. Sherman, the United Artists roadshow release will offer wide promotional scope for the music industry veteran.

He will operate in all areas of promotion and will work with producer Broccoli and Murray Deutch, executive vice president of UA Music Companies.

Diamond, who began his career in the music field with the Tommy Dorsey band, has since held a number of important industry posts. He was national promotion director of Mercury Records from 1962-1966, and most recently was national sales and promotion manager for the Acta Records Division of Paramount Pictures in Hollywood. While on the coast he also served as music consultant for a number of motion picture producers.

A native New Yorker, Diamond will work out of United Artists offices in Beverly Hills.

1968 TENTH ANNUAL NARM CONVENTION

SCHEDULE

SUNDAY, MARCH 17

NARM Convention Registration		10:00 AM- 5:00 PM
Regular Members Meeting		2:30 PM
Cocktail Party	Host: ABC Records	7:30 PM
Dinner Party	Host: RCA Victor Records	9:00 PM

MONDAY, MARCH 18

Breakfast		7:45 AM- 8:45 AM
Opening Business Session		9:00 AM
Luncheon		12:15 PM
Person to Person Conferences		1:30 PM
Ladies Luncheon	Host: General Recorded Tape	12:00 Noon
Cocktail Party	Host: United Artists Records	7:30 PM
Dinner Party	Host: Motown Record Corporation	9:00 PM

TUESDAY, MARCH 19

Breakfast		7:45 AM- 8:45 AM
Workshops and Seminars		9:00 AM-12:05 PM
Luncheon		12:15 PM
Person to Person Conferences		1:30 PM
Ladies Day at Palm Beach	Host: International Tape Cartridge Corp.	11:00 AM
Cocktail Party	Host: Dot Records	7:30 PM
Dinner Party	Host: Capitol Records	9:00 PM

(outdoor, casual dress)

WEDNESDAY, MARCH 20

Breakfast		7:45 AM- 8:45 AM
Person to Person Conferences		9:00 AM
Second Annual NARM Scholarship Awards Luncheon	Host: Mercury Record Corp.	12:00 Noon
Person to Person Conferences		2:30 PM
Cocktails and Dinner	Host: Columbia Records	8:00 PM

THURSDAY, MARCH 21

Regular Members Breakfast-Meeting		7:30 AM
Person to Person Conferences		9:30 AM-12:30 PM
NARM Awards Reception	Host: MCA, Inc.	7:00 PM
NARM Awards Banquet (formal)		8:30 PM

1968 TENTH ANNUAL NARM CONVENTION

LADIES' SCHEDULE

SUNDAY, MARCH 17

Cocktail Party	Host: ABC Records	7:30 PM
Dinner Party	Host: RCA Victor Records	9:00 PM

MONDAY, MARCH 18

Welcoming Ladies' Luncheon and Speaker	Host: General Recorded Tape	12:00 Noon
Cocktail Party	Host: United Artists Records	7:30 PM
Dinner Party	Host: Motown Record Corporation	9:00 PM

TUESDAY, MARCH 19

A Day At Palm Beach—Tour, Shopping, Luncheon	Host: International Tape Cartridge Corp.	11:00 AM
Cocktail Party (casual dress)	Host: Dot Records	7:30 PM
Dinner Party (outdoor party, casual dress)	Host: Capitol Records	9:00 PM

WEDNESDAY, MARCH 20

Second Annual NARM Scholarship Awards Luncheon	Host: Mercury Record Corporation	12:00 Noon
Cocktails and Dinner	Host: Columbia Records	8:00 PM

THURSDAY, MARCH 21

NARM Awards Reception	Host: MCA, Inc.	7:00 PM
NARM Awards Banquet (formal)		8:30 PM

New Product From UA's 10th Year Fest

NEW YORK — With more than 170 distributors and guests present at United Artists Records' 10th anniversary celebration in Miami, Florida, the diskery unveiled its spring product.

The album release includes: "Ten Golden Years," Great Motion Picture Themes and Original Soundtracks; "Love Is A State Of Mind," the Serendipity Singers; "The Josh White, Jr., Album;" "An Ordinary Miracle," Bobby Lewis; "The Painted Desert," Ferrante & Teicher; "Fred Carter, Jr., Plays Goldsboro;" "Honey," Bobby Goldsboro; "Del Reeves Running Wild"; "Suite Flamenca," Carlos Montoya; "The Best Of Jimmy Roselli"; "Composes, Produces, Sings," Ellie Greenwich; "Did She Mention My Name," Gordon Lightfoot; "With Their New Face On," the Spencer Davis Group; "Jimmy Velvet Sings A Touch Of Velvet"; "The Best Of Al Caiola—Volume II"; and "The Best Of Francis Lai."

Soundtrack recordings are: "Here We Go 'Round The Mulberry Bush," featuring the Spencer Davis Group and Traffic, and "The Scalphunters."

A cast album is "House Of Flowers."

Latino Product

From the Latino label come the following LP's: "Melodias Inmortales Para La Juventud," Al Zeppy; "Allegre Y Sentimental," Vicentico Valdes; "Entre Los Dos," Chucho Avellanet; "Saludamos: Raphael En Puerto Rico," Raphael, and "Este Es Mi Mundo," Tito Rodriguez.

Issued on the Veep label are "Hear My Plea," Professor Johnson and the Johnson Singers, and "Jimmy McGriff's Greatest Organ Hits."

Samantha Jones is represented on the Ascot label with "Call It Samantha."

U.A. International L's are "Ven Chegando A Madrugada" ("Dawn Is Approaching"), Luis Arruda Paes & His Orchestra; "Mandoline Club Polonaise," Poland; "Fra Noi," Iva

Zanicchi; "Fados From Coimbra," Coimbra Quartet; "San Remo Festival 1968," Various Artists; and "The Bouzoukis Of Mikis Theodorakis."

Albums released on the Solid State label are: "The Big Band," Jimmy McGriff; "Presenting Thad Jones—Mel Lewis," the Jazz Orchestra; "The Jazz Orchestra," Joe Williams, Thad Jones, Mel Lewis; "Undercurrent," Bill Evans, Jim Hall; "Wonderland," Charlie Mingus; "King Pleasure—Mr. Jazz"; "St. Thomas," Herbie Mann; "Town Hall Concert," Charlie Mingus; "Coltrane Time," John Coltrane; "I've Got A New Woman," Jimmy McGriff; "Basie Meets Bond," Count Basie & His Orchestra; and "On Tour," the Modern Jazz Quartet.

Unart Disks

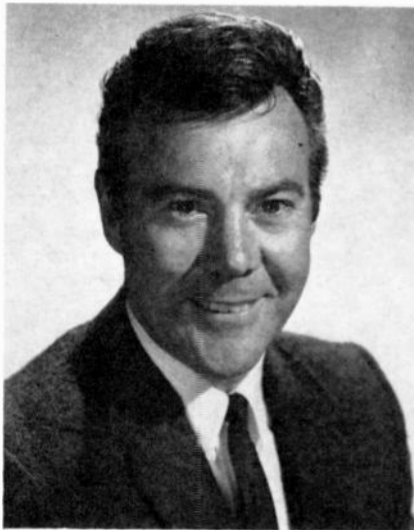
Packages offered on the Unart label are: "Around The World In Eighty Days"; "Live For Life"; "Unforgettable Oldies — Volume II"; "Polkas Cabaret Style"; "Love Is Blue," Sir Julian Gould at the organ; "From The Heart"; and "Best Music From Fistful of Dollars—For A Few Dollars More—The Good, The Bad And The Ugly."

The Tom Glazer series includes "Fun And Games In The Family Car," "Kooky Songs," and "Dr. Dolittle And Other Children's Favorites."

Eight-track stereo tape cartridges issued by United Artists are: "The Painted Desert," Ferrante & Teicher; "The Best Of Jimmy Roselli"; "The Best Of Al Caiola"; "The Good, The Bad And The Ugly And Other Motion Picture Themes," Leroy Holmes; "Honey," Bobby Goldsboro; "The Good, The Bad And The Ugly," original soundtrack; and "Ten Great Years Of Motion Pictures," various artists.

Four-track stereo tape cartridges from UA are "The Good, The Bad And The Ugly," original soundtrack, and "Honey," Bobby Goldsboro.

Tower Appoints Fox To Nat'l Promo Post



Dave Fox

NEW YORK—Tower Records has named Dave Fox to handle national promotion, according to an announcement by Hugh Dallas, national sales and promotion manager of the label. Fox replaces George Sherlock who has moved to Famous Music as west coast representative.

Fox, a veteran of 12 years in the industry, started his career with Decca in Detroit. He then joined Merle Distributing in Detroit as promotion manager. He most recently served as southern california promotion manager for RCA prior to joining Tower.

Biscoe Named White Whale Nat'l Promotion Director

LOS ANGELES—Eddie Biscoe has been appointed national promotion director of White Whale Records by Ted Feigin and Lee Lasseff, owners of the west coast based label.

Biscoe, who will assume his duties this week (18) has been acting in the same capacity at Tamla-Motown Records for the past four years and prior to that he was with Schwartz Brothers Distributing in Washington, D.C. Biscoe will leave immediately for a 12-city tour in which he will meet with White Whale sales and promotional representatives to discuss the company's current projects. Top on the list is the Turtles latest hit, "Sound Asleep," which is represented on the charts. Biscoe will have new film on the Turtles for local and syndicated television shows and will also prepare for two special press-celebrity engagements by the group. They will perform at the Factory in Los Angeles on March 26 and at the Cheetah in Chicago on May 5-6.



Eddie Biscoe

AT LAST....

WE PROUDLY
PRESENT

THE MAGNET

PERFORMING

MARY ELIZABETH

1453

produced by Joe Wissert

a product of Koppelman - Rubin



mfd. and dist. by Capitol Records, inc.

Bramanti

Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

*** New To The Top 100**

#1
LOVE IS BLUE (L'AMOUR EST BLEU) (2:31)
Paul Mauriat-Philips 40495
35 E Wacker Drive, Chicago, Ill.
PUB: Cromia ASCAP 37 W. 57 St., NYC.
WRITERS: A. Popp-P. Cour-Blackburn
ARR: P. Mauriat
FLIP: Alone In The World (Seuls Au Monde)

#2
VALLERI (2:16) Monkees-Colgems 1019
155 East 24 Street, NYC.
PROD: Monkees c/o Colgems
PUB: Screen Gems/Columbia BMI 711 5th Ave. NYC.
WRITERS: Boyce-Hart ARR: Don McGinnis
FLIP: Tapioca Tundra

#3
SIMON SAYS (2:19)
1910 Fruit Company-Buddah 24
1650 Broadway, NYC.
PROD: Super K 200 W. 57 St., NYC
PUB: Kas Kat BMI
200 W. 57 St. NYC.
WRITER: E. Chiprut
FLIP: Reflections From The Looking Glass

#4
THE DOCK OF THE BAY (2:38)
Otis Redding-Volt 157
1841 Broadway, NYC.
PROD: Steve Cropper c/o Volt
PUB: East BMI 926 E. McLemore Ave., Memphis, Tenn. Time BMI 449 S. Beverly Dr., Bev. Hills, Calif. Redwal BMI 535 Cotton Ave., Macon, Georgia.
WRITERS: Cropper-Redding FLIP: Sweet Lorene

#5
JUST DROPPED IN (3:20)
First Edition-Reprise 0655
4000 Warner Blvd. Burbank, Calif.
PROD: Mike Post c/o Reprise
PUB: Acuff Rose BMI
2510 Franklin Rd. Nashville, Tenn.
WRITER: Micky Neubury ARR: Mike Post
FLIP: Shadow In The Corner Of Your Mind

#6
VALLEY OF THE DOLLS (3:35)
Dionne Warwick-Scepter 12203
254 West 54 Street, NYC.
PROD: Bacharach-David
15 East 48 Street, NYC.
PUB: Leo Feist ASCAP
1350 Ave of the Americas, NYC.
WRITERS: Andre Previn-Dory Previn
ARR: Pat Williams
FLIP: Say A Little Prayer

#7
(SWEET SWEET BABY)
SINCE YOU'VE BEEN GONE (2:18)
Aretha Franklin-Atlantic 2486
1841 Broadway, NYC.
PROD: Jerry Wexler c/o Atlantic
PUB: 14th Hour BMI 1721 Field, Det., Mich. Cotillion BMI 1841 Broadway, NYC.
WRITERS: Aretha Franklin-Ted White
FLIP: Ain't No Way

STAY AWAY
ELVIS PRESLEYRCA
Gladys Music, Inc.

SUMMERTIME BLUES
BLUE CHEERPhilips
Rumbalero Music, Inc.
Presely Music, Inc.

MONTEREY
ERIC BURDON & ANIMALS.....MGM
Slamina Music, Inc.
Sea-Lark Ent, Inc.

AIN'T THAT SO
ERIC BURDON & ANIMALS.....MGM
Slamina Music, Inc.
Sea-Lark Ent., Inc.

LOVEY DOVEY
OTIS & CARLA.....STAX
Progressive Music Pub. Co., Inc.

WITHOUT LOVE
OSCAR TONEY, JR.BELL
Progressive Music Pub. Co., Inc.
Suffolk Music, Inc.

I'M BLUE
SWEET INSPIRATIONSATLANTIC
Progressive Music Pub. Co. Inc.
Placid Music, Inc.

STOP
HOWARD TATEVERVE
Rumbalero Music, Inc.
Ragmar Music, Inc.

WHAT'S IT GONNA BE
DUSTY SPRINGFIELDPHILIPS
Rumbalero Music, Inc.
Ragmar Music, Inc.

LOVEY DOVEY
BUNNY SIGLERPARKWAY
Progressive Music Pub. Co., Inc.

YOU'RE NEVER GONNA GET MY LOVIN'
ENCHANTED FORESTAMY
Pumbalero Music, Inc.
Kenny Lynch Music, Inc.

HERE COMES HEAVEN
EDDY ARNOLDRCA
Hill & Range Music, Inc.

THE IDOL
THE FORTUNESU.A.
Noma Music, Inc.
Fortitude Music, Inc.

HIS SMILE WAS A LIE
THE FORTUNESU.A.
Noma Music, Inc.
Fortitude Music, Inc.

WATERLOO SUNSET
THE KINKSREPRISE
Noma Music, Inc.
Hi-Count Music, Inc.

TWO SISTERS
THE KINKSREPRISE
Noma Music, Inc.
Hi-Count Music, Inc.

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

#8
LA LA MEANS I LOVE YOU (3:06)
Del Fonics-Philly Groove 150
c/o Bell Records, 1776 Bway, NYC.
PROD: Stan (The Man) Watson-Thom Bell
c/o Nickel Shoe
PUB: Nickel Shoe BMI, 261 S. 52, Phila., Pa.
WRITERS: W. Hart-T. Bell ARR: Thom Bell
FLIP: Can't Get Over Losing You

#9
MIGHTY QUINN (2:51)
Manfred Mann-Mercury 72770
35 E. Wacker Dr., Chicago, Ill.
PUB: Dwarf ASCAP 640 5th Ave., NYC.
WRITER: B. Dylan
FLIP: By Request-Edwin Garvey

#10
YOUNG GIRL (3:12) Union Gap-Columbia 44450
51 West 52 Street, NYC.
PROD: Jerry Fuller c/o Columbia
6121 Sunset Blvd., L.A., Calif.
PUB: Viva BMI 1800 N. Argyle, H'wood, Calif.
WRITER: Jerry Fuller ARR: Al Capps
FLIP: I'm Losing You

#11
THE END OF OUR ROAD (2:19)
Gladys Knight & Pips-Seul 35042
2648 W. Grand Blvd., Detroit, Mich.
PROD: N. Whitfield c/o Soul
PUB: Jobete BMI (same address)
WRITERS: Whitfield-Strong-Penzabene
FLIP: Don't Let Her Take Your Love From You

#12
KISS ME GOODBYE (3:53)
Petula Clark-Warner Bros. 7170
4000 Warner Blvd., Burbank, Calif.
PROD: Tony Hatch c/o Pye Records
ATV House, Cumberland Pl., London W. I., Eng.
PUB: Donna ASCAP 1350 Ave. of the Americas, NYC.
WRITERS: Reed-Mason ARR: Les Reed
FLIP: I've Got Love Going For Me

#13
I THANK YOU (2:40) Sam & Dave-Stax 242
1841 Broadway, NYC.
PROD: Isaac Hayes & David Porter c/o Stax
PUB: East BMI 926 E. McLemore Av., Memphis, Tenn.
Pronto BMI 1841 Broadway, NYC.
WRITERS: Isaac Hayes-David Porter
FLIP: Wrap It Up

#14
THE BALLAD OF BONNIE & CLYDE (3:07)
Georgie Fame-Epic 10283
51 West 52 Street, NYC.
PROD: Mike Smith
6 S. Hampton Pl., London WC 2, Eng.
PUB: Peer Int'l BMI, 1619 Bway, NYC.
WRITERS: M. Murray-P. Callander
FLIP: Beware Of The Dog

#15
WILL YOU LOVE ME TOMORROW (3:13)
Four Seasons-Philips 40523
35 E. Wacker Dr., Chicago, Ill.
PROD: Bob Crewe 1841 Bway, NYC.
PUB: Screen Gems/Columbia BMI
711 5th Avenue, NYC.
WRITERS: Goffin-King
ARR: Bob Gaudio-Chas. Calello
FLIP: Around & Around

#16
TOO MUCH TALK
Paul Revere & Raiders-Columbia 4444
51 West 52 Street, NYC.
PROD: Mark Lindsay, 9125 Sunset Blvd., L.A., Cal.
PUB: Boom BMI
250 N. Canyon Dr., Beverly Hills, Calif.
WRITER: Mark Lindsay ARR: Mark Lindsay
FLIP: Happening '68

#17
DANCE TO THE MUSIC (2:38)
Sly & The Family Stone-Epic 10256
51 West 52 Street, NYC.
PROD: Sly Stone, 700 Urbano, San Francisco, Cal.
PUB: Daly City BMI, 221 W. 57 St., NYC.
WRITER: S. Steward
FLIP: Let Me Hear It From You

#18
I WISH IT WOULD RAIN (2:51)
The Temptations-Gordy 7068
2648 W. Grand Blvd., Detroit, Mich.
PROD: Norman Whitfield c/o Gordy
PUB: Jobete BMI (same address)
WRITERS: Whitfield-Strong-Penzabene
FLIP: I Truly, Truly Believe

#19
IF YOU CAN WANT (2:26)
Smokey Robinson & The Miracles-Tamla 54162
2457 Woodward Ave., Detroit, Michigan
PROD: Robinson-Cleveland c/o Tamla
PUB: Jobete BMI (same address)
WRITER: William Robinson
FLIP: When The Words From Your Heart
Get Caught Up In Your Throat

#20
BOTTLE OF WINE (2:08)
Fire Balls-Atco 6491
1841 Bway, NYC.
PROD: Norman Petty, Clovis, New Mexico
PUB: Deep Fork ASCAP 15 E. 48 St., NYC.
WRITER: Tom Paxton
FLIP: Can't You See I'm Tryin'

#21*
LADY MADONNO (2:17) Beatles-Capitol 2138
1750 N. Vine, Hollywood, Calif.
PROD: George Martin c/o E.M.I.
Blythe Rd., Hays Middlesex, London W1, Eng.
PUB: Macien BMI 221 W. 57 St., NYC.
WRITERS: Lennon-McCartney FLIP: Inner Light

#22
EVERYTHING THAT TOUCHES YOU (3:17)
Association-Warner Bros. 7163
4000 Warner Blvd., Burbank, Calif.
PROD: Bones Howe
4447 Cromwell Ave., L.A. Calif.
PUB: Beechwood BMI 1750 N. Vine, L.A., Calif.
WRITER: Terry Kirkman FLIP: We Love Us

#23
CRY LIKE A BABY (2:35) Box Tops-Mala 593
1776 Broadway, NYC.
PROD: Dan Penn 2870 Baskin, Memphis, Tenn.
PUB: Press BMI 905 16th Ave. S., Nashville, Tenn.
WRITERS: Penn-Oldham
FLIP: The Door You Closed To Me

#24
WALK AWAY RENEE (2:42)
FOUR TOPS-Motown 1119
2648 W. Grand Blvd. Detroit, Mich.
PROD: Holland-Dozier c/o Motown
PUB: Twin Tone BMI 200 W. 57 St. NYC.
WRITERS: Brown-Calilli-Sansone
FLIP: Your Love Is Wonderful

#25
FOREVER CAME TODAY (2:59)
Diana Ross & The Supremes-Motown 1122
2457 Woodward Ave., Detroit, Mich.
PROD: Holland-Dozier c/o Motown
PUB: Jobete BMI (same address)
WRITERS: Holland-Dozier-Holland
FLIP: Times Changes Things

#26
WE'RE A WINNER (2:15) Impressions-ABC 11022
1330 Ave of the Americas, NYC.
PROD: Johnny Pate c/o ABC
PUB: Camad Music, BMI
79 W. Monroe St. Chicago, Ill.
WRITER: C. Mayfield
ARR: Johnny Pate FLIP: It's All Over

#27
CAB DRIVER (2:45) Mills Bros.-Dot 17041
1507 N. Vine, Hollywood, Calif.
PROD: Chas. R. Grean
120 E. Hartsdale Ave, Hartsdale, N.Y.
PUB: Black Hawk BMI
1800 N. Argyle Ave, H'wood, Calif.
WRITER: C. Carson Parks
ARR: Sy Oliver FLIP: Fortuosity

#28
SPOOKY (2:59) Classics IV-Imperial 66259
6920 Sunset Blvd., Hollywood, Calif.
PROD: Buddy Buie c/o Bill Lowery
P.O. Box 9687 N Atlanta, Georgia.
PUB: Bill Lowery BMI (same address)
WRITERS: Sharpe-Middlebrook
ARR: Buie-Cobb FLIP: Poor People

#29
MEN ARE GETTIN' SCARCE (3:14)
Joe Tex-Dial 4069
1841 Broadway, NYC.
PROD: Buddy Killen c/o Dial
PUB: Tree BMI
905 16th Ave. S., Nashville, Tenn.
WRITER: Joe Tex
FLIP: You're Gonna Thank Me, Woman

#30
PLAYBOY (2:52)
Gene & Debbie-TRX 5006
c/o Hickory, 2510 Franklin Rd., Nashville, Tenn.
PROD: Don Gant (c/o Hickory)
PUB: Acuff Rose BMI (same address)
WRITER: G. Thomas FLIP: I'll Come Running

#31
SCARBOROUGH FAIR (3:08)
Simon & Garfunkel-Columbia 44465
51 West 52 Street, NYC.
PROD: Bob Johnston c/o Columbia
PUB: Charing Cross BMI 40 E. 54 St., NYC.
WRITERS: Paul Simon-Art Garfunkel
FLIP: April Come She Will

#32
GREEN LIGHT (2:15) American Breed-Acta 821
6565 Sunset Blvd., H'wood, Calif.
PROD: Bill Traut c/o Dunwich
25 E. Chestnut St., Chicago, Ill.
PUB: 4 Star BMI 9220 Sunset Blvd., L.A. Cal.
WRITERS: A. Tucker-N. Mantz
ARR: Eddie Higgins
FLIP: Don't It Make You Cry

#33
SOUND ASLEEP (2:30) Turtles-White Whale 264
8961 Sunset Blvd., Los Angeles, Calif.
PROD: Turtles & Blimp c/o Koppelman & Rubin
1650 Broadway, NYC.
PUB: Blimp BMI & Ishmael BMI c/o White Whale
WRITERS: Turtles ARR: Turtles & Blimp
FLIP: Umbassa & The Dragon

#34
I WONDER WHAT SHE'S DOING TONIGHT (2:38)
Tommy Boyce & Bobby Hart-A&M 893
1416 La Brea, Hollywood, Calif.
PROD: Boyce & Hart c/o A&M
PUB: Screen Gems Columbia BMI, 711 5th Ave. NYC.
WRITERS: Boyce & Hart
ARR: Artie Butler FLIP: Ambushers

#35
WORDS (3:13) Bee Gees-Atco 6548
1841 Broadway, NYC.
PROD: Robert Stigwood
Argyle St., London W.I. Eng.
Bee Gees c/o Robert Stigwood
PUB: Nemperor BMI 221 W. 57 St. NYC.
WRITERS: B. Gibb-R. Gibb-M. Gibb
ARR: Bill Shepherd FLIP: Sinking Ships

#36
CARPET MAN (2:48)
5th Dimension-Soul City 762
6920 Sunset Blvd., H'wood, Calif.
PROD: Bones Howe
4447 Cromwell Ave., L.A., Calif.
PUB: Johnny Rivers BMI
6920 Sunset Blvd., H'wood, Calif.
WRITER: Jim Webb ARR: Jim Webb
FLIP: Magic Garden

#37
I GOT THE FEELIN' (2:40)
James Brown-King 6155
1540 Brewster Ave., Cinn., Ohio
PROD: James Brown 850 7th Ave., NYC.
PUB: Toccoa BMI 1501 Bway, NYC.
Lois BMI c/o King
WRITER: J. Brown FLIP: If I Rules The World

#38
GREEN TAMBOURINE (2:22) Lemon Pipers-Buddah 23
1650 Bway, NYC.
PROD: Paul Leka (c/o Buddah)
PUB: Kama Sutra BMI (same address)
WRITERS: P. Leka-S. Pinz
ARR: Paul Leka FLIP: No Help From Me

#39
BABY, NOW THAT I'VE FOUND YOU (2:36)
Foundations-UNI 55038
8255 Sunset Blvd. L.A. Calif.
PROD: Tony Macaulay c/o Pye Records
Cumberland Place, W1 England.
PUB: January BMI-25 W. 56 St. NYC.
Welbeck BMI-139 Piccadilly
London W1, England
WRITERS: J. Maelod-T. Macaulay
FLIP: Come On Back To Me

#40
I'M GONNA MAKE YOU LOVE ME (2:40)
Madeline Bell-Philips 1007
110 West 57th St., NYC.
PUB: Act 3 BMI, 35 E. Wacker Dr., Chicago, Ill.
WRITERS: K. Gamble-J. Ross-J. Williams
FLIP: Picture Me Gone

#41
HEY HEY BUNNIE (2:23)
John Fred & The Playboys-Paula 294
728 Texas, Shreveport, La.
PROD: John Fred-Andrew Bernard c/o Paula
PUB: Su-Ma BMI 728 Texas, Shreveport, La.
Bengal BMI P.O. Bx 14773 Baton Rouge, La.
WRITERS: J. Fred-A. Bernard
ARR: A. Bernard FLIP: No Letter Today

#42
JENNIFER JUNIPER (2:40) Donovan-Epic 10300
51 West 52 Street, NYC.
PROD: Mickie Most 155 Oxford St. London, Eng.
PUB: Peer Int'l ASCAP 1619 Bway, NYC.
WRITER: D. Leitch FLIP: Poor Cow

#43
SOUL SERENADE (2:15)
Willie Mitchell-Hi 2140
539 West 25 Street, NYC.
PROD: Willie Mitchell
306 Poplar, Memphis, Tenn.
PUB: Klynn BMI, 392 Central Park W., NYC.
WRITERS: Ousley-Dixon
FLIP: Mercy, Mercy, Mercy

#44
SUDDENLY YOU LOVE ME (2:42)
Tremeloes-Epic 10293
51 West 52 Street, NYC.
PROD: Mike Smith 6 S. Hampton Pl,
London W.C. 2 England
PUB: Ponderosa BMI 666 5th Ave., NYC.
WRITERS: P. Callender-D. Pace-M. Panzeri-L. Pilat
FLIP: Suddenly Winter

#45
YOU'VE GOT TO BE LOVED
Montanas-Independence 83
8560 Sunset Blvd., L.A., Calif.
PROD: Tony Hatch c/o Pye Records
ATV House, Cumberland Pl., London W.I., Eng.
PUB: Dutchess BMI, 322 W. 48 St., NYC.
WRITERS: Hatch-Trent ARR: Tony Hatch
FLIP: Difference Of Opinion

#46
THERE IS (3:12)
The Dells-Cadet 5574
320 E. 21 St. Chicago, Ill.
PROD: B. Miller c/o Cadet
PUB: Chevis BMI c/o Cadet
WRITERS: R. Miner-B. Miller
ARR: C. Stepney FLIP: O-O I Love You

#47
MISSION IMPOSSIBLE (2:31)
Lalo Schifrin-Dot 17059
1507 N. Vine, Hollywood, Calif.
PROD: Tom Mack c/o Dot
PUB: Bruin BMI 780 N. Gower, H'wood, Calif.
WRITER: Lalo Schifrin ARR: Lalo Schifrin
FLIP: Jim On The Move

#48
SUMMER TIME BLUES (3:43)
Blue Cheer-Philips 40516
110 West 57 St., NYC.
PROD: Abe Kesh
PUB: American BMI
9109 Sunset Blvd., H'wood, Calif.
WRITERS: Cochran-Capehart
ARR: Blue Cheer FLIP: Out Of Focus

#49
COUNTRY GIRL-CITY MAN (2:24)
Billy Vera & Judy Clay-Atlantic 2480
1841 Broadway, NYC.
PROD: Chip Taylor-Ted Daryll
51 West 52 Street, NYC.
PUB: Blackwood BMI, 1650 B'way, NYC.
WRITERS: Taylor-Daryll
FLIP: So Good (To Be Together)

#50
SECURITY (2:27)
Etta James-Cadet 5594
320 East 21 Street, Chicago, Ill.
PROD: Rick Hall & Staff c/o Cadet
603 E. Avalon, Muscle Shoals, Ala.
PUB: East BMI
926 E. McLemore Ave., Memphis, Tenn.
WRITER: Otis Redding ARR: Rick Hall
FLIP: I'm Gonna Take What He's Got

#51
THAT'S A LIE (2:39) Ray Charles-ABC 11045
1330 Ave. of the Americas, NYC.
PROD: Tangerine c/o ABC
PUB: Tangerine BMI
2107 W. Washington Blvd., L.A. Calif.
WRITERS: R. Charles-J. Holiday
FLIP: Go On Home

THE TIME

Take Me Along
Make It Alright



#56020



#56020



Take Me Along
Make It Alright

THE TIME



T·I·M·E

IS

NORTH, SOUTH, EAST, & WEST

T·I·M·E

IS

TRUST IN MEN EVERYWHERE

T·I·M·E

IS

**EXCLUSIVELY ON
LIBERTY RECORDS**

T·I·M·E

WILL

SOON BE WORLDWIDE



Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

* New To The Top 100

#52
IN THE MIDNIGHT HOUR (3:23)
Mirettas-Revue 1004
c/o UNI, 8255 Sunset Blvd., L.A., Calif.
PRDD: Jerry Goldstein, 369 Lex. Ave., NYC.
PUB: East BMI, 926 E. McLemore Ave., Memphis, Tenn.
Cotillion BMI, 1841 Broadway, NYC.
WRITERS: S. Cropper-W. Pickett
FLIP: To Love Somebody

#53
RICE IS NICE (2:16) Lemon Pipers-Buddah 31
1850 Broadway, NYC.
PRDD: Paul Leka c/o Kama Sutra
PUB: Kama Sutra BMI 1650 Bway, NYC.
WRITERS: P. Leka-S. Phez
ARR: P. Leka FLIP: Blueberry Blue

#54
BACK ON MY FEET AGAIN (2:48)
Foundations-UMI 555058
8255 Sunset Blvd., L.A. Calif.
PRDD: Tony Macaulay c/o Pye Records
London, England.
PUB: January BMI 25 West 56 St., NYC.
Welback BMI 139 Piccadilly, London W1 Eng.
WRITERS: J. MacLeod-T. Macaulay
FLIP: I Can Take Or Leave Your Lovin'

#55
SOUL COAXING (2:35)
Raymond Lefevre-Four Corners 147
136 E. 57 Street, NYC.
PUB: Southern ASCAP, 1619 B'way, NYC.
WRITER: Michel Polnareff
FLIP: If I Were A Carpenter

#56
STAY AWAY (2:07) Elvis Presley-ROA 9485
155 East 24 Street, NYC.
PUB: Gladasya ASCAP
132 S. Rodeo Drive, Beverly Hills, Calif.
WRITERS: Tepper-Bennett FLIP: U.S. Male

#57
LOVE IS ALL AROUND (2:57) (Troggs-Smash 1807
35 East Wacker Drive, Chicago, Ill.
PRDD: Page One, London, England.
PUB: Dick James BMI 1780 Bway, NYC.
WRITER: R. Presley FLIP: When Will The Rain Come

#58
TAPIOCA TUNDRA (3:03) Monkees-Colgems 1019
155 East 24 Street, NYC.
PRDD: Monkees c/o Colgems
PUB: Screen Gems/Columbia BMI 711 5th Ave., NYC.
WRITER: Mike Nesmith FLIP: Valleri

#59
LITTLE GREEN APPLES (2:38)
Roger Miller-Smash 2148
110 West 57 Street, NYC.
PRDD: Jerry Kennedy c/o Smash
PUB: Russell-Cason ASCAP
812 17th Ave., S. Nashville, Tenn.
WRITER: B. Russell
FLIP: Dur Little Love

#60
FOR YOUR PRECIOUS LOVE (2:40)
Jackie Wilson & Count Basie-Brunswick 55365
445 Park Avenue, NYC.
PRDD: Nat Tarnopol-Teddy Relg c/o Brunswick
PUB: Sunflower ASCAP, 1619 B'way, NYC.
WRITERS: J. Butler-A. Brooks-R. Brooks
ARR: Benny Carter FLIP: Up Tight

#61
TAKE TIME TO KNOW HER (2:55)
Percy Sledge-Atlantic 2490
1841 Bway, NYC.
PRDD: Quinn Ivy & Marjin Greene
102 E. 2nd St., Sheffield, Ala.
PUB: Al Gallico BMI 101 W 55 St., NYC.
WRITER: Steve Davis
FLIP: It's All Wrong But It's Alright

#62
SIT WITH THE GURU (2:57)
Strawberry Alarm Clock-UNI 55055
8255 Sunset Blvd., H'wood, Calif.
PRDD: Frank Slay & Bill Holmes c/o Claridge
PUB: Alarm Clock ASCAP & Claridge ASCAP
6363 Sunset Blvd., H'wood, Calif.
WRITERS: M. Weitz-E. King-R. Freeman
FLIP: Pretty Song From Psych-Out

#63
IN NEED OF A FRIEND (2:50)
Cowbills-MGM 13909
1350 Ave. of the Americas, NYC.
PRDD: Bill & Bob Cowbill c/o Stogel
888 8th Ave., NYC.
PUB: Akbestal BMI 888 8th Ave., NYC.
WRITERS: Cowbill-Cowbill
ARR: Herb Bernstein FLIP: Mr. Flynn

#64
AT THE TOP OF THE STAIRS (2:19)
Formations-MGM 13899
1350 Ave. of the Americas, NYC.
PRDD: Leon Huff, 250 S. Broad St., Phila., Pa.
PUB: Double Diamond BMI
250 S. Broad Street, Phila., Pa.
Mured BMI, 8008 Rodgers Rd., Elkins Park, Pa.
Blockbuster BMI, 919 N. Broad St., Phila., Pa.
WRITERS: L. Huff-J. Akines ARR: Richard Rome
FLIP: Magic Melody

#65
FUNKY STREET (2:25) Arthur Conley-Atco 6563
1841 Broadway, NYC.
PRDD: Tom Dowd c/o Atco
PUB: Redwal BMI 535 Cotton Ave., Macon, Ga.
Time BMI 449 S. Beverly Dr., Bev. Hills, Cal.
WRITERS: Arthur Conley-Earl Simms
FLIP: Put Our Love Together

#66
U.S. MALE (2:40)
Elvis Presley with Jordanaires-RCA 9465
155 East 24 Street, NYC.
PUB: Vector BMI 823 Carmack Ct., Nashville, Tenn.
WRITER: Hubbard FLIP: Stay Away

#67
SHERRY DON'T GO (2:03) Lettermen-Capitol 2132
1750 N. Vine, Hollywood, Calif.
PRDD: Kelly Gordon c/o Capitol
PUB: Grey BMI 250 N. Cannon Dr., Bev. Hills, Cal.
WRITERS: Danny Janssen-Myrna Janssen-
Wally Keske ARR: Perry Botkin, Jr.
FLIP: Never My Love

#68
100 YEARS (2:29) Nancy Sinatra-Reprise 0670
4000 Warner Blvd., Burbank, Calif.
PRDD: Lee Hazlewood
6516 Sunset Blvd., H'wood, Cal.
PUB: L. Hazlewood ASCAP c/o Marty Machet
1501 Broadway, NYC.
WRITER: L. Hazlewood ARR: Billy Strange
FLIP: See The Little Children

#69
JENNIFER ECCLES (2:52) Hollies-Epic 10298
51 West 52 Street, NYC.
PRDD: Ron Richards 101 Baker St., London, Eng.
PUB: Maribus BMI 1780 Bway, NYC.
WRITERS: T. Hicks-A. Clarke-G. Nash
FLIP: Try It

#70
IF THE WORLD WERE MINE (2:41)
Marvin Gaye & Tammi Terrell-Tamla 54161
2457 Woodward Ave., Detroit, Mich.
PRDD: Fuqua & Bristol c/o Tamla
PUB: Jobete BMI (same address)
WRITER: Marvin Gaye
FLIP: If I Could Build My Whole World Around You

#71
I'LL SAY FOREVER MY LOVE (2:57)
Jimmy Ruffin-Soul 35043
2457 Woodward Ave., Detroit, Mich.
PRDD: Dean, Weatherspoon c/o Soul
PUB: Jobette BMI (same address)
WRITERS: Dean, Weatherspoon-Bowden
FLIP: Everybody Needs Love

#72
SWEET INSPIRATION (2:50)
Sweet Inspirations-Atlantic 2476
1841 Bway, NYC.
PRDD: Tom Dowd & Tommy Cogbill o/o Atlantic
PUB: Press BMI 905 16 Ave., S., Nashville, Tenn.
WRITERS: Wallace Pennington-Lindon Oldham
FLIP: I'm Blue

#73
THE IMPOSSIBLE DREAM (2:57)
Hesitations-Kapp 899
136 East 57 Street, NYC.
PRDD: Wiltshire, Banks, & Victor for GWP
150 East 52 Street, NYC.
PUB: Sam Fox ASCAP 1841 Bway, NYC.
WRITERS: Darion-Leigh ARR: P. Wiltshire
FLIP: Nobody Knows When Your Down & Out

#74
YOU'VE STILL GOT A PLACE IN MY HEART (2:50)
Dean Martin-Reprise 0672
4000 Warner Blvd., Burbank, Calif.
PRDD: Jimmy Bowen c/o Reprise
PUB: Acuff-Rose BMI
2510 Franklin Road, Nashville, Tenn.
WRITER: Leon Payne ARR: Glen D. Hardin
FLIP: Old Yellow Time

#75
OUR CORNER OF THE NIGHT (2:24)
Barbra Streisand-Columbia 44474
51 West 52 Street, NYC.
PRDD: Jack Gold c/o Columbia
PUB: Arch ASCAP 25 W 56 St. NYC.
WRITERS: G. Goehring-S. Rhodes
ARR: Jimmy Wisner FLIP: He Could Show Me

#76
DELILAH (3:20) Tom Jones-Parrot 40025
539 West 25 Street, NYC.
PRDD: Peter Sullivan c/o Decca House, London, Eng.
PUB: Donna BMI 101 West 55 Street, NYC.
WRITERS: Les Reed-Barry Mason
ARR: Les Reed FLIP: Smile

#77
QUESTION OF TEMPERATURE (2:38)
Balleon Farm-Laurie 3405
165 West 46 Street, NYC.
PRDD: Laurie (same address)
Peter Shekeryk 1619 Bway, NYC.
PUB: Hugo & Luigi BMI 1619 Bway, NYC.
WRITERS: M. Appel-E. Schnug-D. Henny
FLIP: Hurtin' For Your Love

#78
COWBOYS TO GIRLS (2:37) Intruders-Gamble 214
1650 Broadway, NYC.
PRDD: Gamble-Huff c/o Razor Sharp
PUB: Razor Sharp BMI 250 S. Broad St., Phila., Pa.
WRITERS: K. Gamble-L. Huff
ARR: Bobby Martin FLIP: Turn The Hands Of Time

#79
TIN SOLDIER (3:16) Small Faces-Immediate 5003
51 West 52 Street, NYC.
PRDD: Steve Marriott & Ronne Lane c/o
Immediate Records, 63 New Oxford St., London, Eng.
PUB: Nice Songs BMI c/o Sterling & Gilmore
15300 Ventura Blvd., Sherman Oaks, Calif.
WRITERS: S. Marriott-Ronne Lane
FLIP: I Feel Much Better

#80
CALL ME LIGHTNING (2:21) The Who-Decca 32288
445 Park Ave., NYC.
PRDD: Kit Lambert 6 Chesterfield Garden,
London, WI, England
PUB: Fabulous ASCAP 1417 N. Bronson, H'wood, Cal.
WRITER: Peter Townshend ARR: P. Townshend
FLIP: Dr. Jekyll & Mr. Hyde

#81
L. DAVID SLOANE (2:08)
Michele Lee-Columbia 44413
51 West 52 Street, NYC.
PRDD: Jack Gold c/o Columbia
PUB: Meager BMI 315 W. 57 St., NYC.
WRITERS: W. Meshel-A. Martin
ARR: Bill Justis
FLIP: Everybody Loves My Baby

#82
UP ON THE ROOF (3:23)
Cryan Shames-Columbia 44457
51 West 52 Street, NYC.
PRDD: Jim Golden & Bob Mcnaco c/o MG
2131 S. Michigan Ave., Chicago, Ill.
PUB: Screen Gems/Columbia BMI 711 5th Ave., NYC.
WRITERS: G. Goffin-C. King
FLIP: The Sailing Ship

#83
HONEY (3:58)
Bobby Goldsboro-United Artists 50283
729 Seventh Ave., NYC.
PUB: Bob Montgomery & Bobby Goldsboro
806 17th Ave. S., Nashville, Tenn.
PUB: Cason BMI 132 W. Main St., Riverhead, N.Y.
Russell BMI 1290 Ave. of the Americas, NYC.
WRITER: B. Russell ARR: Don Tweedy
FLIP: Danny

#84
IT'S TIME TO SAY GOODBYE (2:40)
Third Rail-Epic 10285
51 West 52 Street, NYC.
PRDD: Levine Resnick Cooper c/o Epic
PUB: Melrose ASCAP
150 Old Barrington Rd. Barrington, Ill.
WRITERS: K. Cooper-J. Brooks
ARR: Al Gorgoni FLIP: Overdose Of Love

#85
I WILL ALWAYS THINK ABOUT YOU (2:22)
New Colony Six-Mercury 72775
35 East Wacker Drive, Chicago, Ill.
PRDD: Sentar Records
1448 S. Michigan Ave., Chicago, Ill.
PUB: New Colony BMI c/o Sentar
WRITERS: R. Rice-L. Kummel
FLIP: Hold Me With Your Eyes

#86
THE GOOD, THE BAD, THE UGLY (2:43)
Hugo Montenegro-RCA 8423
155 East 24 Street, NYC
PRDD: Neely Plumb c/o RCA
PUB: Unart BMI c/o United Artists
729 7th Ave., NYC.
WRITER: Morricone ARR: H. Montenegro
FLIP: March With Hope

#87
UNKNOWN SOLDIER (2:51) Doors-Elektra 628
1855 Broadway, NYC.
PRDD: Paul Rothchild c/o Elektra
PUB: Nipper ASCAP (same address)
WRITERS: The Doors
FLIP: We Could Be So Good Together

#88
SON OF HICKORY HOLLER'S TRAMP (3:50)
O. C. Smith-Columbia 44425
51 West 52 Street, NYC.
PRDD: Jerry Fuller c/o Columbia
6121 Sunset Blvd., L.A. Calif.
PUB: Blue Crest BMI
P.O. Box 162, Madison, Tenn.
WRITER: D. Frazier ARR: H. B. Barnum
FLIP: The Best Man

#89
CAN'T FIND THE TIME (3:25)
Orpheus-MGM 13882
1350 Ave. of the Americas, NYC.
PRDD: Alan Lorber c/o Interval
PUB: Interval BMI 15 W. 72 St., NYC.
WRITER: D. Arnold ARR: Alan Lorber
FLIP: Lesley's World

#90
TURN ON YOUR LOVE LIGHT (2:13)
Human Beinz-Capitol 2119
1715 N. Vine, Hollywood, Calif.
PRDD: Lex de Azevedo c/o Capitol
PUB: Lion BMI 2809 E. Eastus St., Houston, Tex.
WRITER: Don Malone FLIP: It's Fun To Be Clean

#91
SHOW TIME (3:25) Detroit Emeralds-Ric Tic 153
4039 Buena Vista, Detroit, Mich.
PRDD: A. Kent-H. Weems-W. Garrett c/o Ric Tic
PUB: Myto BMI (same address)
ARR: Sonny Sanders
WRITERS: Kent-Weems Garrett FLIP: Show Time

#92
THE UNICORN (3:18)
The Irish Revers-Decca 32254
445 Park Ave., NYC.
PRDD: Charles Bud Dant c/o Decca
PUB: Hollis BMI 10 Columbus Circle, NYC.
WRITER: Shel Silverstein
FLIP: Black Velvet Band

#93
RED RED WINE (2:42) Neil Diamond-Bang 556
1650 Broadway, NYC.
PRDD: Jeff Barry & Ellie Greenwich c/o Tallyrand
PUB: Tallyrand BMI 200 West 57 Street, NYC.
WRITER: Neil Diamond FLIP: Red Rubber Ball

#94
CINDERELLA-ROCKEFELLA (2:28)
Esther & Abi Ofarim-Philips 40526
35 E. Wacker Drive, Chicago, Ill.
PUB: Irving BMI
1416 N. La Brea, Hollywood, Calif.
WRITER: Williams
FLIP: Your Heart Is Free Just Like The Wind

#95
SHE'LL BE THERE (2:37) Vikki Carr-Liberty 58028
6920 Sunset Blvd., Hollywood, Calif.
PRDD: Dave Pell & Ron Blidsoe c/o Liberty
PUB: Alta ASCAP 621 N. Alta Dr., Bev. Hills, Cal.
WRITER: Mack David ARR: Lincoln Mayorga
FLIP: Your Heart Is Free Just Like The Wind

#96
I FOUND YOU (2:32) Frankie Laine-ABC 11057
1330 Ave. of the Americas, NYC.
PRDD: Bob Thiele c/o ABC
PUB: Melo-Art ASCAP
8983 Sunset Blvd., H'wood, Cal.
WRITER: C. Evans ARR: Ray Barr
FLIP: I Don't Want To Set The World On Fire

#97
IN SOME TIME (2:35) Rennie Dove-Diamond 240
1650 Broadway, NYC.
PRDD: Lee Hazlewood
6515 Sunset Blvd., H'wood, Cal.
PUB: Lee Hazlewood ASCAP c/o Marty Machet
1501 Broadway, NYC.
WRITER: Lee Hazlewood ARR: Billy Strange
FLIP: Livin' For Your Lovin'

#98
MASTER JACK (2:50)
Four Jacks & A Jill-RCA 9473
155 East 24 Street, NYC.
PUB: Milene ASCAP
2510 Franklin Road, Nashville, Tenn.
WRITER: Marks FLIP: I Looked Back

#99
I LOVE YOU (4:37) People-Capitol 2078
1750 N. Vine, H'wood, Calif.
PRDD: Mikel Hunter c/o Capitol
PUB: Mainstay BMI 101 W. 55 St., NYC.
WRITER: Chris White
FLIP: Somebody Tell Me My Name

#100
BABY PLEASE DON'T GO (2:35)
Amboy Dukes-Mainstream 676
1290 Ave. of the Americas, NYC.
PUB: Music Corp. of America BMI
445 Park Ave., NYC.
WRITER: J. Williams ARR: Amboy Dukes
FLIP: Psalms Of Aftermath

**ARE YOU A SWINGIN'
ROCKIN' DJ WHO WANTS
TO GO PLACES?**

Then get in touch with the **OK GROUP**, one of the largest Negro radio groups in America. The **OK GROUP** is always interested in good air personalities.

ARE YOU DIFFERENT?

Do you have an unusual approach? We can use you in one of our cities—New Orleans, Baton Rouge, Houston, Memphis or Mobile. Disc Jockeys now working for the **OK GROUP** enjoy excellent pay scales, extra fringe benefits and ideal working conditions combined with heavy promotion for your show and status that goes with an **OK GROUP** position.

Send complete details and tape.

Apply:
OK GROUP
505 Baronne Street
New Orleans, La. 70113

**TOWN SOUND
RECORDING STUDIO**

2400 sq. ft. — 25 Microphone Board

Day and night rates:

NEW 8 TRACK SCULLY SYNC MASTER	\$55.00
4 Track Ampex Sel Sync	50.00
3 Track Ampex Sel Sync	45.00
2 Track Ampex	40.00
Monaural Ampex	35.00

—With Pultecs & Limiters—

Steinway Piano, Hammond Organ, Drums, Vibes, Bass & Guitar amplifiers provided at no cost

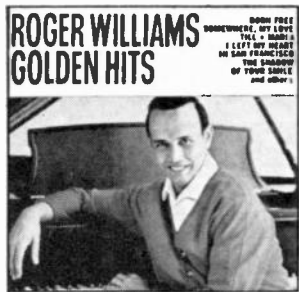
1 North Dean Street—Englewood, N.J.
3 miles from Geo. Washington Bridge
Port Authority Bus Every 5 min.
N.Y. Phone (212) 564-5818

**We're
putting our money
where our
Roger Williams is.**

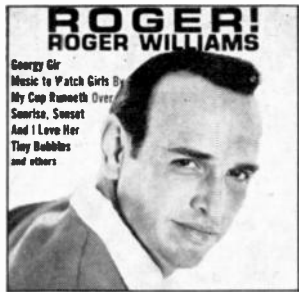




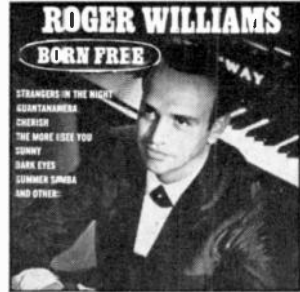
KS-3550



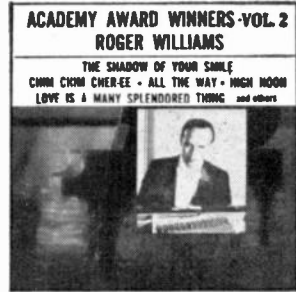
KS-3530



KS-3512



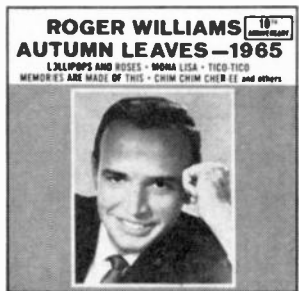
KS-3501



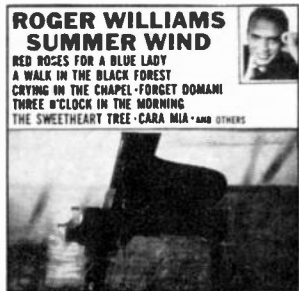
KS-3483



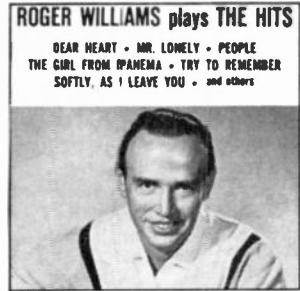
KS-3470



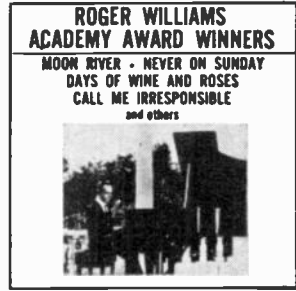
KS-3452



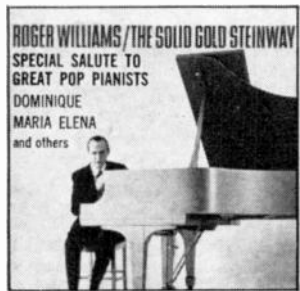
KS-3434



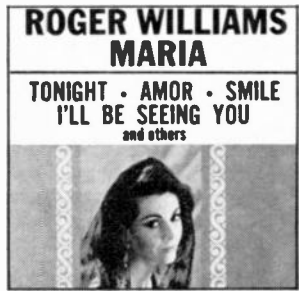
KS-3414



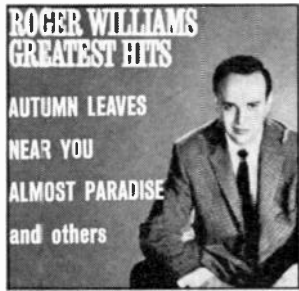
KS-3406



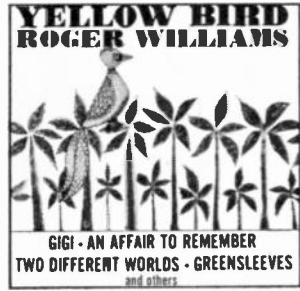
KS-3354



KS-3266



KS-3260



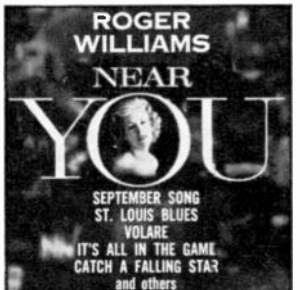
KS-3244



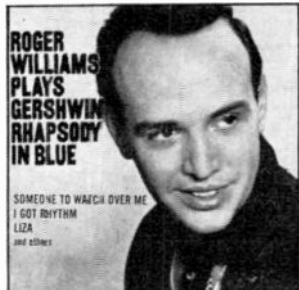
KS-3210



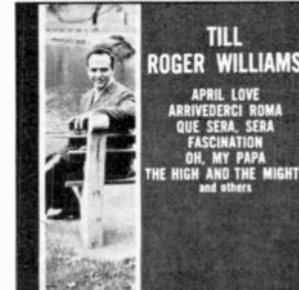
KS-3209



KS-1112



KS-1088



KS-1081

The most powerful Roger Williams promotion ever is now in full swing. Two months of all-out merchandising to make America's best-selling pianist sell even better!



KAPP RECORDS
a division of Universal City Records, Inc.

Contact your Kapp distributor for details.



Picks of the Week

DOORS (Elektra 45628)

Unknown Soldier (2:51) [Nipper, ASCAP—Doors]

The sheer passion that has made Jim Morrison a national "fan" figure puts a close to the new Doors single that will have it walking away with best seller honors. This finishing touch, though, is only a part of the shattering performance on "Unknown Soldier." Strong beat, instrumental majesty and a mid-way break unlike any dramatic effect on a single put together a smash outing that is already taking off. "We Could Be So Good Together" (2:25) [Same credits.]

JOHNNY RIVERS (Imperial 66286)

Look to Your Soul (3:00) [Johnny Rivers, BMI—Hendricks]

Capturing the spirit of dejection in a stunning string-and-chorus application, Johnny Rivers projects a melancholy spirit through this eerie work from the pen of James "Summer Rain" Hendricks. Exceptional track that requires several listens, but blossoms finally into a side that could attain astounding easy listening as well as pop acceptance. No flip info available.

TOMMY JAMES & SHONDELLS (Roulette 7008)

Mony Mony (2:45) [Patricia, BMI—Bloom, Cordell, Gentry, James]

Tremendous percussion accenting the dance beat, and a series of lead and group chants that build up the emotional pitch of this throbbing rock track should set Tommy James and the Shondells back in the big picture. Crashing rhythm track for the teen market is likely to receive explosive receptions. Flip: "One Two Three and I Fell" (2:32) [Patricia, BMI—Calvert, Gentry, Cordell] Teen geared side with a slower and softer (but still exciting) big big. Could attract added attention.

TOMMY BOYCE & BOBBY HART (A&M 919)

Goodbye Baby (I Don't Want to See You Cry) (2:57) [Screen Gems—Columbia, BMI—Boyce, Hart]

Coming off their biggest hit so far, Boyce & Hart ease the pace somewhat for a slow Beatles-y "All You Need Is Love" like ballad with a throb. Teen following already won over by the duo should swell with the showing of this item. It's a melancholy offering with some astonishing production touches that will put B&H high in the pop running. Flip: "Where Angels Go, Trouble Follows" (1:59) [Same pub, BMI—Shifrin, Boyce, Hart]

WES MONTGOMERY (A&M 916)

Wind Song (2:18) [Almo, ASCAP—Webster, Pisano, Ceroli, Alpert]

Wes Montgomery's last single, "Windy," was a major breakthrough for the artist who hit high on pop, middle-of-the-road and r&b channels with the side. Following venture is a rambling jazz-blues song softly delivered but with a snappy punch. Should see excellent response in sales and exposure with radio and jukebox programming while sparking interest in Montgomery's new LP. Flip: "Goin' On to Detroit" (3:10) [Taggie, BMI—Montgomery]

NEW VAUDEVILLE BAND (Fontana 1612)

The Bonnie & Clyde (2:50) [Peer Int'l, BMI—Stephens, Callander]

The heat is on again. This time the New Vaudeville spouts a megaphonic masterwork in the thirties-sound based on the modern folk heroes Bonnie & Clyde. New dance with off-the-wall lyrics and an arrangement that will have pop fans whistling along should mark a return to the winner's circle for the team. Flip: "Anniversary Song" (2:07) [Mood, BMI—Jolson, Chaplin] Oldie being revived in Bette Davis' new film. Done straight with a little extra beat, the side could turn up in adult location jukeboxes as the top track.

DAVE DEE, DOZY, BEAKY, MICK & TICH (Imperial 66287)

The Legend of Xanadu (3:34) [Al Gallico, BMI—Blakley]

Demonstrating once again that the combo has an ear for the unusual in sound, Dave Dee, Dozy, Beaky, Mick & Tich bounce back from an Afro noise-maker into a mariachi-rock bag that should grab a chunk of sales action. Heavy hitting rhythm, fine vocal and instrumental lines and a cracking-whip-effect that snares the listener's attention are all going for the side. Could catch breakout showings. Flip: "Please" (3:20) [Gatwick, BMI—Harman, Davies, Darmond]

M.C.² (Reprise 0666)

Smiling (2:38) [Ferris Wheel, BMI—Steirling, Clough]

Thundering drumming, off-beat touches in the instrumental segment, and a shimmering vocal line on this rock side could create instant teen response that will open blockbuster sales for the M.C.². Solid dance appeal is the major selling point, with an overwhelming performance centered on jungle rhythms to make this a standout sales side. Flip: "That's the Word" (2:31) [Kinetic, BMI—Clough, Crowley]

AESOP'S FABLES (Atco 6565)

The Truth (2:15) [Carlou, Cotillion, BMI—Bottari, Taylor]

Sounding better with each new release, the Aesop's Fables come across once more with what promises to be THE side to kick off a public awareness of the team. Socking orchestral drive and a pop-blues vocal showing make the new effort a powerful track that is likely to burst on the pop scene with a terrific teen response. Flip: "Slow & Easy" (2:15) [Cotillion, BMI—Bottari, Taylor]

DYKE & BLAZERS (Original Sound 79)

Funky Walk (Parts 1 & 2) (2:58 & 2:27) [Drive-In, Westward, BMI—Christian]

Multi-dance beat with a regional attraction built-in via city mentions in the lyric should spark r&b breakouts for both sides of this funky Broadway work-out deck. Part I covers the east, part II the west and both end pack a solid rhythmic appeal that should set the group on the track they followed with "Funky Broadway."

Lead singer on the Beatles new single, "Lady Madonna" is Paul McCartney. Apologies to all concerned for the misinformation in last week's Pick review.

Picks of the Week

SAMMY DAVIS, JR. (Reprise 0673)

Lonely Is the Name (3:14) [Roosevelt, BMI—Rehbin, Kaempfert, Sigman]

Attractive ballad provides soft shimmering material for a downcast vocal performance from Sammy Davis, Jr. The lovely song, enticing orchestrations and Davis' showing are likely to attract sizeable interest among easy listening programmers and coin-ops. Splendid fare that turns back the pages, eliminating up-beat antics in most recent tracks from the artist. Flip: "Flash, Bang, Wallop!" (2:39) [Chappell, ASCAP—Heneker] Snappy side that could gain equal time with the top side. Clever lyrics and a tempo kick.

LAURA LEE (Chess 2041)

As Long As I Got You (2:10) [Chevis, BMI—Barge, Lee]

Both sides of Laura Lee's last outing scored with pop surveys, but this new offering crams a top forty whallop into "As Long as I Got You" for concentrated sales action. Superfine slow beat drive for dance attraction, and a terrific vocal session gives the chanteuse her brightest side to date. Should show excellent pop and blues action. Flip: "A Man with Some Backbone" (2:34) [Fame, BMI—Carter, Daniel] Strong blues lament on the coupler.

BRENDA & TABULATIONS (Dionne 507)

Baby You're So Right for Me (2:30) [Chardon, BMI—Klein, Roach]

Intriguing intro opens this side up strongly and the vocal carries the ball from there, giving Brenda & the Tabulations a solid shot at breakout action from blue and pop locations. Good beat work and a teen-oriented lyric make for fine exposure capability and the zesty team workout should put this deck in the picture. Flip: "To the One I Love" (2:20) [Gionne, BMI—Finiz]

IKE & TINA (Innis 6667)

So Fine [Pompeii, Eldorado, Wildcat, BMI—Otis]

Ike & Tina (Turner) initiate the Innis label with a tasty soul brewing of the years back "So Fine." Thudding rhythmic impact and a sensational showing from the star duo and their Ikettes should move the side from blues charts into the pop action category. Fine track for teen programming and one that will see plenty of sales action. Flip: "So Blue Over You" [Pompeii, Placid, BMI—Turner]

GRASSROOTS (Dunhill 4129)

Fellings (2:50) [Trousdale, BMI—Coonce, Entner, Fukumoto]

Out of the ordinary orchestral arrangements make for an exceptional outing from the Grassroots. Rhythmic spicing from the instrumental and a piece of material that stands out on its own should have the team clicking very strongly with rock fans who'll flip over the "new sound" here. Could become a blockbuster. Flip: "Here's Where You Belong" (3:10) [Trousdale, BMI—Sloan, Barri]

MICHEL LEGRAND (Decca 32287)

Pretty Polly (1:51) [Shamley, ASCAP—Legrand, Black]

Delightful main theme from the recently opened "A Matter of Innocence" film is given a hearty reading by the lush orchestral group of Michel Legrand. Long a noted film score composer, Legrand will likely find this attractive theme among his finest performances and a much requested easy listening track. Flip: "The Race Is to the Swift" (2:06) [Shamley, ASCAP—Legrand] Lively coupler with a giddy tempo that could spark added sales action.

HOMBRES (Verve Forecast 5083)

The Prodigal (2:48) [Crazy Cajun, Shelby Singleton, BMI—Cunningham, Masters, Hunter, McEwen]

New twist in the sound expected from the Hombres. The "Let It All Hang Out" crew slows to a walk with a sad side featuring a nice lyric and mellow arrangement. Narrative side with a talk break here that should move into the programming lists of pop stations and reap a solid sales showing. Flip: "Mau Mau Mau" (2:15) [Same credits.]

WILLAM BELL (Stax 248)

Every Man Oughta Have a Woman (2:40) [East, BMI—Jones, Isbell, Bell]

Chalk up another outstanding William Bell showcase on this blues ballad. Easygoing backing and the fine vocal talents of Bell serve up a platter here that will probably barnstorm on the blues charts and work up a sizeable spillover on the pop front. Tempting track with excellent potential. Flip: "A Tribute to a King" (2:50) [East, BMI—Jones, Bell] Tasteful tribute to Otis Redding which could pick up plenty of r&b play.

KENNY CHANDLER (Tower 405)

Beyond Love (2:31) [Screen Gems-Columbia, BMI—D'Errico, Atkins]

Lighthearted romp with some fine vocal showings from Kenny Chandler could click in a big way with pop fans. The mid-speed tempo picks up a light quality from airy orchestration with a good bass beat for dance appeal. Track is nifty enough to put the performer back in the running for a breakout side. Flip: "Charity" (2:38) [Same credits.]

MUSIC BACHS (Date 1595)

Life & Death (2:31) [Dwylo, BMI—Todaro]

Delicate guitar and strings in the background give a Simon & Garfunkel "feel" to this highly effective track from the Music Bachs. First single from the team aroused some interest and this new effort has the kind of "message impact" that can build a booming sales reputation for the group. Excellent pop and some middle-of-the-road potential. Flip: "The Clown" (2:55) [Dwylo, BMI—Gallo] Carnival-flavored waltz in a melancholy setting. Breaks into an un-tempo rock track with a shot at double-sided pop play.

BROTHERS OF SOUL (Boo 1004)

I Guess That Don't Make Me a Loser (2:53) [WilRic, BMI—Bridges, Knight, Eaton]

Currently climbing in the Detroit area and picking up action in a number of other markets, the Brothers of Soul should soon gain a new taste of r&b breakout with this follow-up session. Track is a flavorful softie with some very fine vocals from the team and a good ork sound to put down a beat for slow dance appeal. Flip: "Hurry, Don't Linger" [Same credits.]

DES 18012

STEREO DES 18012

DAYS OF FUTURE PASSED

THE MOODY BLUES

WITH
THE LONDON FESTIVAL ORCHESTRA
conducted by **PETER KNIGHT**

THE DAY BEGINS ● DAWN: Dawn is a feeling ● THE MORNING ● THE AFTERNOON: Forever afternoon (Tuesday?) ● EVENING



DAYS OF FUTURE PASSED MOODY BLUES — LONDON FESTIVAL ORCH. — KNIGHT

DERAM STEREO

DE 16012

MONO DE 16012

In *DAYS OF FUTURE PASSED* the *MOODY BLUES* have at last done what many others have dreamed of and talked about: they have extended the range of pop music, and found the point where it becomes one with the world of the classics.

Here, where emotion and creativity blend—where poetry, the beat group and the symphony orchestra feed on each other's inspiration—the *MOODY BLUES* have chosen to paint their picture of everyman's day, which takes nothing from the nostalgia for the past—and adds nothing to the probabilities of the future.





Picks of the Week

JACKIE TRENT (Warner-7 Arts 7178)
7:10 to Suburbia (2:39) [Northern, ASCAP—Trent]

Snappy easy listening side that has a brilliant orchestral push to see possible pop reactions for the song. Very fine performance from Jackie Trent and an attractive production job add extra appeal to the sparkling set. Expect to hear a good deal from the effort. Flip: "Stop Me & Buy One" (2:30) [Duchess, BMI—Trent, Hatch] Lifting blues waltz track with middle-of-the-road prospects.

Newcomer Picks

LOLLIPOP SHOPPE (Uni 55050)
You Must Be a Witch (2:40) [Davelson, BMI—Cole]

Deep-down sound with a trace of psychedelia and a fistful of power in the rhythm give the Lollipop Shoppe a side loaded with teen prospect. Material with a punch is delivered with drive that should start an immediate landslide reception for the team. Expect to hear a lot of this track on the pop airways, and see it skyrocket on best seller lists. Flip: "Don't Close the Door" (2:59) [Davelson, BMI—Cole, Buzzell]

SPLIT LEVEL (Dot 17085)
Right Track (2:39) [Calm, BMI—Roberts]

Excitement is built-in for this set that should see a breakout reception with pop deejays and a sales boom from teen fans. The team has already shown well with an LP, and this track offers a bright look at the Split Level sound. Terrific harmonies and a solid throb beat should light the fuse on a keg of breakout dynamite. Flip: "Hangin' Out" (3:28) [Peer Int'l, BMI—Colacrai, Orbach]

STATUS QUO (Cadet Concept 7001)
Pictures of Matchstick Men (2:59) [Northern, ASCAP—Rossi]

Exciting offering from Britain's top ten makes a Trans-Atlantic trip to debut the new Cadet label on the singles front. Electric effects and a vibrant composition create an inventive electronic-blues experience that is bound to establish the Status Quo in the States. Excellent performance for teen programming. Flip: "Gentlemen Joe's Sidewalk Cafe" (2:58) [Enquiry—Carlin—Young]

AL GARDNER (Sir-Rah 504)
Just a Touch of Your Hand (2:40) [John L. Chatlee, BMI—Orange, Leeper]

Standout vocal from Al Gardner should prove the decisive factor in putting this side in the running for r&b breakouts. Slow ballad track gets a big handling from the stout-voiced chanter and some easy-ork backup. Deck should excite a sizeable r&b showing with some pop action possible. Flip: "Watch Yourself" (2:19) [Earlob, Daedalian, BMI—Ashford, Terry]

EDDIE HOLMAN (Bell 712)
I'm Not Gonna Give Up (2:52) [Harthon, Aim, BMI—Holman]

Big r&b action and a prospect of pop response can be anticipated for this off-beat chant that features a fine vocal style from Eddie Holman and some extremely strong material self-written. Arrangement highlights the vocal with exceptional growing power. Solid slow blues side could grow into a big seller. Flip: "I'll Cry 1,000 Tears" (2:09) [Same credits.] Somewhat more pop sounding coupler is another bright sampling of the newcomer artist.

ANDY KIM (Steed 707)
How'd We Ever Get This Way (2:29) [Unart, BMI—Barry, Kim]

Spicy rock showing in the style of a softened-Neil Diamond-hand clapper could put Andy Kim on teen showcases in short order. The side has a very fine dance appeal, good vocal showing and arrangements with marimba or steel drum application for unusual rock listening. Excellent sound that could take off on the breakout road. Flip: "Are You Ever Coming Home" (2:20) [Same credits.]

NEW BREED (Fraternity 1003)
I'd Like to See Her Again (2:33) [Sunny Brook, BMI—Price]

Good rhythm work and an appealing easy-rock showing from the New Breed could turn this teen track into a sizeable sleeper selection. Good lyrical appeal for teen listeners and a fine combo set give the side an attractiveness which could spark growing sales and exposure in the pop market. Flip: "High Society Girl" (2:31) [Same credits.]

TOM PARROTT (Folkways O201)
Neon Princess (2:55) [Stormking, BMI—Parrott]

Rare release of a Folkways single marks the debut of Tom Parrott, a new artist whose contemporary-folk lyrics backed by electric-rock orchestration should attract a large audience among college listeners and the general rock public. Flip: "Groovy & Linda" (3:12) [Same credits.] Smoother track with a soft vocal and sitar backing. Interesting narrative that could increase interest in Parrott's forthcoming LP.

Best Bets

DIXIE DRIFTER (Amy 11013)
A New Star (3:05) [Olgreg-Spruill, Aim, BMI—Gregory] Updated vision of "R&B Heaven" and the arrival of Otis Redding. Well worked tribute to the star, and a side that will probably receive excellent r&b response. Flip: "A Funky Little Thing" (3:35) [Same credits.]

MAURICE & MAC (Checker 1197)
You Left the Water Running (2:40) [Fame, BMI—Hall, Penn, Franck] "Soul Man" pairing with a terrific punch in the duo's vocals should set this side in motion on the r&b scene. Wild showing from Maurice & Mac could spark pop action on the teen scene as well. Flip: "You're the One" (2:33) [Arc, BMI—Higgins.]

Best Bets

RONNIE KOLE TRIO (Paula 296)
Ode to Billie Joe (3:06) [Larry Shayne, ASCAP—Gentry] Delightful funk rambling through last year's Bobbie Gentry hit. The jazz feel and blues rendition could hit playlists as a heavy sleeper. Flip: "Life Time of Happiness" (2:50) [Waredown, Lenny, ASCAP—Link, Link, Jr.]

EDDIE COCHRAN (Liberty 54503)
Summertime Blues (1:55) [American, BMI—Cochran, Capehart] Psyche-dating of the Cochran oldie by the Blue Cheer could spark a renewed interest in this issue. Solid rhythmic appeal make it a likely recurring happening. Flip: "Teenage Heaven" (2:05) [Metric, BMI—Cochran, Capehart]

DAHANN CARROLL (Columbia 44477)
World Without Love (2:32) [Razze Dazzle, BMI—Randazzo, Pike] Attractive easy listening ballad with enough appeal to the younger set to strike up activity. Diahann Carroll's vocal is wonderfully set with funky orking and choral touches for teen interest. Flip: "I'll Be Around" (3:15) [Regent, BMI—Wilder]

PAUL KELLY (Philips 40513)
Glad to be Sad (3:00) [Tree, BMI—Kelly] Throbbing backdrop a la James Brown and a good lead chant from Paul Kelly could kick off r&b response to this track. Hitting mid-speed dance track with hit prospects. Flip: "My Love Is Growing Stronger" (2:23) [Same credits]

JOHNNY "HAMMOND" SMITH (Prestige 463)
Dirty Grape (2:30) [Ja-Wa-Vi, BMI—Richardson] Stunning orchestral showcase featuring Johnny "Hammond" Smith in a blues set that could click with spinners favoring a jazz and r&b format. Flip: "Animal Farm" (2:35) [Prestige, BMI—Smith] Groovy instrumental side with good appeal and a snappier tempo.

SWINGIN' DEACON (Eagle 1021)
When I Reach the End of the Line (2:08) [Burden, BMI—Burleigh] Gospel kick in this pop-blues track adds spice to the old-fashioned romp. Side is a cutie that could find favor with blues spinners as a catchy change-of-pace. Flip: "I'll Reach My Goal Some Day" (2:45) [Same credits]

MOODS (Bang 555)
Genuine Jade (2:19) [Chardon, BMI—Gordon, Bonner] Pretty application of beat to an easy-groove track. The side's fancy vocals and perky bounce could attract a sizable pop response. Flip: "Gotta Figure Out" (2:02) [Web IV, Alltec, BMI—Foy, Mariella]

DEE DEE WARWICK (Mercury 72788)
Girls Need Love (2:16) [Double Diamond, Downstairs, BMI—Gamble, Huff] Fine blue waltz beat behind an outstanding vocal from Dee Dee Warwick makes this effort a fine pop track that could see plenty of exposure via r&b or teen shows. Flip info not available.

EDDIE "G" GILES (Murco 1042)
Baby Be Mine (2:05) [Heads Up, BMI—Giles] Standout blues chanter with a good side here, Eddie "G" Giles could stir up action with his latest chunk of funk. Very good dance side. Flip: "Love With a Feeling" (3:22) [Same credits]

VIVIAN JONES (Lark 102)
Money Can't Buy My Love (2:35) [B&B, Sound, BMI—Greer] Unusual vocal appeal and a solid socking orchestration should win the dance vote for this snapping blues side. Flip: "Crying" (2:30) [Same credits]

JOEL GREY (Columbia 44470)
I Want to Hear a Yankee Doodle Tune (2:00) [George M. Cohan, ASCAP—Cohan] Star of the upcoming "George M" mainstemmer, Joel Grey turns in a top-drawer showing on this middle-of-the-road pace changer. Lively beat and plenty of word-appeal from the former "Cabaret" favorite. Plenty of juke box draw here. Flip: "In My Life" (2:30) [Mac-len, BMI—Lennon, McCartney]

MARILYN MAYE (RCA Victor 9487)
Till You Come Back (2:50) [Rayven, BMI—Maurist, Mamoudy, Ross] Particularly good performance from Marilyn Maye will hop on the playlists at easy listening stations. Solid ballad with a sturdy vocal. Flip: "Never Tell Me" (2:29) [Sunbury, ASCAP—Manzanero, Hamilton]

ANITA BRYANT (Columbia 44471)
Try to Remember (3:09) [Chappell, ASCAP—Jones, Schmidt] Best known song from the score of "The Fantasticks" is brought back for yet another run at the soft spin fans, this time with a stellar performance from Anita Bryant. Excellent deck with prospects of widespread exposure. Flip: "My Cup Runneth Over" (2:30) [Same credits.]

JIM KWESKIN JUG BAND (Reprise 0675)
I'll Be Your Baby Tonight (2:46) [Dwarf, ASCAP—Dylan] Electric orchestrations and good material are given an added luster by a femme lead spotlight solo that could hit the pop market like a new-styled Stone Pony side. Country flair in the pop track. Flip: "The Circus Song" (3:29) [Witmark, ASCAP—Thompson, Guernsey]

BUFFY SAINTE-MARIE (Vanguard 35064)
Soulful Shade of Blue (2:16) [Gypsy Boy, T.M., BMI—Sainte-Marie] Stand-out rocked-up folk tune from the country bag serves as a fine vehicle for the tremendous vocal talent of Buffy Sainte-Marie. College programmers and pop deejays could hop on this side. Flip: "Piney Wood Hills" (3:05) [Same credits.]

APPLETREE THEATER (Verve Forecast 5082)
What a Way to Go (2:50) [Chardon, BMI—Boylan, Boylan] Pretty performance from the Appletree Theater and an unusual atmosphere arrangement makes this easybeat pop track a treat that could excite a building reaction for the group. Flip: "Lotus Flower" (2:16) [Same credits.]

NICK PALMER (RCA Victor 9486)
When Will I Learn (3:09) [Shantez, BMI—Brand, Nassau] Superbly fashioned easy listening selection with a fine late night and juke box programming potential. Out of the ordinary vocal showing from Nick Palmer. Flip: "Looking at Him" (2:36) [Essex, ASCAP—Glaser, Solomon, Mogol, Colonello]

JOHN DAVIDSON (Columbia 44478)
Visions of Sugarplums (2:29) [Viva, BMI—Fuller, Campbell] Pretty folk-flavored side with a taste of rock rhythm for added push on the stellar ballad side. Excellent song with a very fine showing should snag attention with soft pop outlets. Flip: "Flame" (2:20) [Screen Gems—Columbia, BMI—Diamond]

LES PAUL (London 120)
Los Angeles (1:55) [Manners, Deerhaven, ASCAP—Manners, Paul] Perky guitar showcase with an outstanding session featuring the special sound of Les Paul. Easy going that should spark soft spin activity. Flip: "The System" (1:51) [Same credits.] Adding funk to his style, Les Paul picks up the pace on a driver with extra impact.

STRAWBERRY TUESDAY

C/W CYNTHIA AT THE GARDEN

Capitol
REG US PAT OFF
RECORDS



by
The Sidewalk Skipper Band

#2127

**STRAWBERRY IS A GIRL—TUESDAY
IS A TIME IN HER LIFE—THE SIDEWALK
SKIPPER BAND IS A NEW GROUP WITH A HIT!**

Produced by Ken Mansfield

CONGRATULATIONS



ON YOUR
TENTH
ANNIVERSARY

Jack Berman

LONG WEAR STAMPER CORP.

36-41 36th Street
Long Island City, N.Y. 1106
EXeter 2-4718

QUALITY IN SOUND



Cash Box Record Reviews

Best Bets

ADAM WADE (Warner-7 Arts 7179)
Everyone Is Looking for That Someone (2:49) [W.P.N., ASCAP-Schatz, Shain, Goodman] Tempting trumpet into segues into a splendid ballad with Bacharach-Warwick spice. Fine showing from Adam Wade could crop up in a batch of pop playlists. Flip: "Maybe" (2:22) [Robbins, ASCAP-Flynn, Madden]

LAUGHING KIND (Jox 066)
I Who Have Nothing (2:40) [Cotillion, Milky Way, Trio, BMI-Mogol, Donida, Leiber, Stoller] Excellent orchestral re-arrangement of the Ben E. King hit that could happen all over with this waxing from the Laughing Kind. Powerhouse potential. Flip: "Show Me" (2:32) [Tree, BMI-Tex] Jox Records, P.O. Box 28123, San Antonio, Tex.

LIVING CHILDREN (MTA 140)
Crystalize Your Mind (2:05) [Guard, BMI-Green] Superfine guitar backdrop and an interesting song with a Stones flavor could open the door for this newcomer group on the "underground" blues scene. Flip: "Now It's Over" (2:03) [Same credits.]

ISAAC HAYES (Enterprise 002)
Precious, Precious (2:45) [East, BMI-Hayes] Intriguing piano showcase with Isaac Hayes (of the Hayes-Porter composing team) shown in a new light. Fine programming for middle-of-the-road or jazz and blues spots. Flip: "Going to Chicago Blues" (3:23) [Bregman, Vocco, Conn, ASCAP-Basie, Rushing]

LITTLE JOE (Brunswick 55369)
Holiday (2:58) [Nemperor, BMI-Gibb, Gibb] Very slow reading of the recent Bee Gees hit with a Little Anthony styled vocal. Out of the ordinary deck that could well attract blues attention. Flip: "The Fool on the Hill" (2:20) [Comet, ASCAP-Lennon, McCartney]

D. D. JAMES (Soultrack 1600)
Why Do Lovers Lie [Epsidia, Sur-Speed, BMI-Dotson, White] Slow ballad side with heavy blues appeal aided by a splendid delivery from D. D. James. Chanter's work and combo backing makes for a side that could pick up a blues reaction. Flip: "Rome Wasn't Built in a Day" [Same publishing, BMI-Taylor]

WAYWARD BUS (RCA Victor 9484)
The Prophet (3:12) [Treble Clef, BMI-Saussy] Seer David Hoy is featured with occasional predictions on this eerily presented track. Background material is an off-beat tune with heavy echo for "atmosphere." Could grab interest as a left-field sleeper. Flip: "The Prophet" (3:14) [Same credits] Instrumental version.

GIANT JELLYBEAN COPOUT (Poppy 504)
Awake In a Dream (2:56) [Uganda, BMI-Ryan] Major part of this stand-out single is a while-back Beach Boys surfin' sound with spicing added by use of "Good Vibrations"-ish material. Excellent group harmony make the Giant Jellybean Copout a team to watch. This deck could happen. Flip: "Look at the Girls" (2:54) [Jellybean, ASCAP-Dileo]

FREDDIE McCOY (Prestige 462)
Soul Yogi (2:40) [Kemfe, BMI-McCoy] Great vibes showcase with an electrifying combo arrangement that could spur a breakout blues reaction for this instrumental side. Delightful material for blues or jazz playlists and even pop programming. Flip: "Salem Soul Song" (2:50) [Same credits.]

COMBINATIONS (RCA Victor 9482)
Bump Ball! (2:10) [Dunbar, BMI-Losagio, Scammell, Freifeld, Reda] New game from Milton Bradley and a new dance add to the sales-ability of this rock-beat side. Good rhythmic track with exposure potential. Flip: "I'm On the Outside" (3:02) [Vogue, BMI-Randazzo, Weinstein] Anthony & the Imperials revisited.

JIMMY RICHARDS (A&M 917)
My New Found Joy (2:59) [Gaucho, BMI-Thomas] Solid slow r&b outing that shows a powerful talent here. Tremendous vocal impact and an easy-drive ork backup could start the side soaring in blues markets. Flip: "Don't Forget Those Who Knew You When" (2:19) [Gaucho, BMI-Thomas, Gaye]

ROY SMITH (Ascot 2239)
Don't Go Away (2:58) [Unart, Chantain, BMI-Smith] Enticing material is finely delivered with a multi-track vocal and catchy instrumental arrangements. Could click with r&b or pop spinners. Flip: "The Pain Lingers On" (2:07) [Same credits.]

ORSA LIA (RCA Victor 9489)
Chain of Life (2:44) [Delong, BMI-Willis] Unusual balladic material that has enough easy listening appeal to catch middle-of-the-road exposure while packing a semi-psyche backdrop for pop appeal. Flip: "Secret Place" (2:42) [Vector, BMI-DeLong, Willis]

HELEN REDDY (Fontana 1611)
One Way Ticket (2:33) [Notable, ASCAP-Hart, Lawrence] Bouncy ballad that has a flair and flavor which could put it high on the change-of-pace playlists at many middle-of-the-roads. Could catch a series of pop spotlights too. Flip: "Go" (2:50) [Chappell, ASCAP-Gray, Jourdan, Basile, Confora]

OZ BAND (Cub 9158)
I Am Not the Same (2:38) [Downeast, BMI-Morris, Freeman] Good vocal showing from the Oz Band and a low-keyed orchestral backdrop put the emphasis on rhythm and harmony in this outing. Could click popwise. Flip: "Winter Rain" (3:13) [Same credits.]

1ST CENTURY (Capitol 2135)
Looking Down (2:17) [Beechwood, Sound Town, BMI-Stinnett] Folky flavor on this throbbing track. Interesting sound from the new group could attract considerable pop attention. Flip: "Dancing Girl" (2:10) [Same credits.]

GLAD (Equinox 70004)
Say What You Mean (2:16) [Egg, BMI-Fliegel] Exceptional group work on the vocal performance shows very fine harmony that could catch the ear of many deejays. Pop exposure is likely to open a powerful sales surge for the team. Flip: "Bedtime Story" (2:21) [Same credits.]

PAT WILLIAMS (Verve 10587)
The Look of Love (2:32) [Colgems, ASCAP-Bacharach, David] Opten performed Bacharach-David theme gets one of its best readings on this instrumental serving from Pat Williams. Expect plenty of easy listening and middle-of-the-road play on the side. Flip: "Laia Ladaia" (2:28) [Duchess, BMI-Lobo, Guerra, Gimball] Unusual treatment of the Brazilian "Reza."

Here a chick there a chick everywhere a



SAM THE SHAM

plowing right to the top of the charts with

OLD MacDONALD HAD A BOOGALOO FARM

K-13920

Remember "Li'l Red Riding Hood"!

Produced by Stan Kesler. Personal Management: Leonard Stogel & Associates

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





THE STATUS QUO

**PICTURES
OF MATCH
STICK MEN**

CADET CONCEPT 7001

ETTA JAMES

SECURITY

CADET 5594

THE DELLS

THERE IS

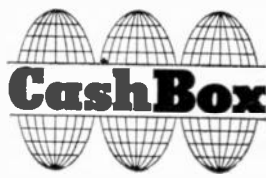
CADET 5590

THE SOULFUL STRINGS

BURNING SPEAR

CADET 5576

*there's a world of
excitement on*
**CADET
RECORDS**



CashBox Radio Active

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

(TALLY COMPLETED MARCH 13, 1968—COVERS PRECEDING WEEK)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
67%	Lady Madonna—Beatles—Capitol			92%
42%	Forever Came Today—Diana Ross & Supremes—Motown			94%
37%	Honey—Bobby Goldsboro—United Artists			60%
35%	100 Years—Nancy Sinatra—Reprise			35%
33%	Funky Street—Arthur Conley—Atco			64%
31%	Sherry Don't Go—Lettermen—Capitol			57%
30%	Country Girl-City Man—Billy Vera & Judy Clay—Atlantic			72%
28%	Red Red Wine—Neil Diamond—Bang			28%
26%	Sit With The Guru—Strawberry Alarm Clock—UNI			58%
25%	Stay Away—Elvis Presley—RCA Victor			52%
24%	Love Is All Around—Troggs—Smash			68%
23%	I Got The Feelin'—Jimmy Ruffin—Soul			63%
22%	In Some Time—Ronnie Dove—Diamond			43%
21%	Call Me Lightning—The Who—Decca			21%
20%	She'll Be There—Vikki Carr—Liberty			20%
19%	Rice Is Nice—Lemon Pipers—Buddah			74%
18%	Delilah—Tom Jones—Parrot			48%
17%	Impossible Dream—Hesitations—Kapp			41%
16%	In Need Of A Friend—Cowsills—MGM			49%
14%	Back On My Feet Again—Foundations—UNI			70%
13%	Me The Peaceful Heart—Lulu—Epic			13%
12%	Unknown Soldier—Doors—Elektra			12%

LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

Soul Serenade—Willie Mitchell—HI

74%

Turn On Your Love Light—Human Beinz—Capitol

21%

Here's To You—Hamilton Camp—Warner Bros.

8%

Tin Soldier—Small Faces—Immediate

18%



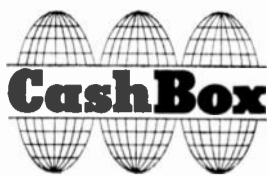
Produced by
 Arranged by
 Harumi
 Recording and Rem
 Director of Eng
 Personal Dire
 & 4
 Jacket Design
 Art & Ph

Fire by the River · Sugar In Your Tea
 Hello · I Took A Ride (In Your Caravan)
 Love Song · Hunters of Heaven
 What a Day For Me · Hurry Up Now
 We Love · Talk About It · First Impression
 Twice Told Tales of the Pomegranate Forest
 Samurai Memories

Learn of the birth
 out Easternese—and
 back through time w
 sun and a cabbage
 foot of snow-capped
 Movement! Butter
 green leaf! And wha
 neath the cabbage le
 Harumi, with a can
 grinning. Now a kiss
 for luck—and he's o
 through the field. An
 rising sun. Or son.

Since that day he
 cabbage leaf, Haru
 continents. Now he
 his learning on this
 he sings—words and

Harumi is at his b
 friends in the intima
 living room. But now
 manager, Mark Jose
 though, is grinning a
 a tambourine, and m
 music fill the air . . .



Cash Box Record Ramblings

NEW YORK

The new Tom Rush album is out on Elektra. It's the first for Rush in a couple of years. There are three Joni Mitchell songs included in the package: "Thin Angel," "Urge For Going," and "The Circle Game." Cover photos (front and back) are by Linda Eastman. Rush will shortly be heading back to England for another tour, possibly in the company of his manager, Arthur Gorson.

Personnel list on the Rush "Circle Game" album includes: Bruce Langhorne, Hughie McCracken, Jonathan

P. C. Crockett.

All Platinum Records, located at 106 West Palisade Ave. in Englewood, N.J., is equipped with 8-tracks and is ready to go, they're particularly excited about their new artist, un-named as yet by weighing only 55 pounds.

Good bill at the Anderson Theatre over the weekend: the Animals with the New York Electric String Ensemble.

The Anglo-American Ball was held last Thurs. at the Scene. The Jimi Hendrix Experience introduced two new groups to the industry, their being: the Soft Machine and Jesse's

The L.A. County Health Dept. reports that Dr. Samuel Rosen, atologist at Mount Sinai Hospital in N.Y., spent three years analyzing some 1500 people of the Mabaan tribe of East Central Africa. His clinical studies revealed that hearing remains remarkably acute even at the age of 80 in a pastoral environment. But in an era of hyperamplified rock, jet booms and pneumatic drills, noise "in the trauma range" can, in addition to damaging the hearing directly, affect the blood pressure and the function of the heart.

What can medical science do about these morbid manifestations? Accord-

Clyde Bakkemo—title him Robert Allen. Dad is S. Calif. promo-man for Warners-7 Arts. . . . Ditto for Leatrice and Herb Eiseman at the Valley Community Hospital. He'll answer to Benjamin Frank. Proud daddy is BMI's West Coast exec.

Singer-organist Bill Preston set to guest on ABC-TV's Joey Bishop late nighter March 28th. . . . Maryan Wilcox tapped as the new music librarian at KFRC in S.F.

Jack Wagner, after only weeks as P.D. at KNX, dismissed. Station exec's explanation—"Wagner music oriented, station isn't." KNX staffer Mel Bald-



Lynn Kellogg



Sight & Sound



Joan Baez



Sunshine Company



Jonnelle Pinney



Hour Glass

Raskin, Herbie Lovelle, Richie Ritz, Bernard Purdie, Paul Harris, Don Thomas, Eric Gale, Joe Mack, Bob Bushnell, Joe Grimm and Buddy Lucas.

The Electric Flagg's first album on Columbia has just been released. The group, which features Mike Bloomfield on lead guitar, Buddy Miles at the drums, and Harvey Brooks on bass, is . . . there's no other word for it . . . excellent. They'll be taping a John Gary TV'er Mar. 19th. . . . Brooks and Miles have been jamming at the Scene along with Jimi Hendrix for the past eight to ten days.

The Doors will be at the Fillmore East this weekend. The revamped Village Theatre opened with Albert King, Tim Buckley, and Big Brother & the Holding Company.

Happy second anniversary to Go magazine.

Charlie Greene and Brian Stone have officially pacted Two Guitars, A Piano, Drum & Darryl to Atlantic for a more than substantial figure. The group's "My Best Friend" first single should be out soon.

It looks like Gladys Shelly's "Clown Town" cleffing might be taking a route similar to that taken by "Love Is Blue" in that the Shelly offering is getting plenty of secondary market play. UA has picked up sub-publishing rights to "Clown Town" in England and it has been said that Shirley Bassy has cut the tune for UA.

Barry Fiedel, of the Morty Wax office, has just returned from Toronto where he was working on the opening of the Sammy Davis Show at the O'Keefe Center. He's now working on a Bump Ball promotion along with Eddie Deane of Sunbury/Dunbar Music.

New group called Sight And Sound has cut a rock version of "Love Is Blue" for Verve. . . . Lynn Kellogg (a former East Coast Girl of the Week) has been signed for the lead in the rock musical, "Hair."

Chuck Toré has turned editor. He's getting out a monthly mag from Metro that will contain news about new, moving singles and LP's. The book will also feature regular and guest columns. . . . Duke Dubois notes that the Dave Van Ronk and the Hudson Dusters LP is selling incredibly well all over the metropolitan New York area, the group has been playing the Rolling Stone. He's also doing well with "Come Softly To Me" by Astrid Gilberto; "The Prodigal" by the Hombrés; "Tobacco Road North" by Jay Jordon; and "This Is My Story" by

Carnival. Lighting was handled by the Mark Boyle Sensual Laboratory.

Mel Price, manager of MGM's Playtape Division, became the father of a baby girl named Sally Ann on Mar. 1st. . . . Carl Helm has been added to the promotion staff of Al Melnick's A&L Distributors in Philly.

The multi-Grammy-ed Glenn Campbell opens at the Nashville Room of the Taft Hotel on the 20th. His new single will be "I Wanna Live." Roy Battachio says that he'll be there for the opening, Nikon in hand.

Barry Resnick is riding high with "Can't Find The Time" by Orpheus, "At The Top Of The Staris" by the Formations, and Cy Coleman's "Ages Of Rock" LP.

The What Four played Ondine last week in the company of Tower's Rose Gross. . . . Bobby Vinton opens for one week in Puerto Rico Mar. 28th. . . . The Staple Singers in town to cut a few sides, Mar. 20-27. . . . Vanilla Fudge and Every Mother's Son in concert at Hunter Coll. over this past weekend. . . . Joan Baez in town for a Mar. 20th concert/lecture with David Harris and a Carnegie Hall concert on Mar. 30th. She may have time for sessions while here. . . . Lionel Hampton in concert at the Brooklyn Academy last weekend.

HOLLYWOOD

During the reign of Elizabeth I of England a strict law forbade the beating of wives during the night. The legislative motivation, we are told, was not of emancipatory social consciousness. Wife beating was indeed permitted during daylight hours. It simply exemplified the 16th century's attempt to cope with the physiologic and psychologic effects of noise.

According to the L.A. County Health Dept. the human ear is designed so it can listen with safety and for limited periods of time only to sound waves between the range of 50 and 16,000 cycles per second at a loudness level not in excess of 80 decibels. Beyond this spectrum, presbycusis (old age deafness) or nerve deafness results.

Elsewhere in this issue is a review of the Hour Glass and Sunshine Company, who performed at the Whisky-A-Go-Go last week. Our dissatisfaction with the Whisky's decibel declamations should be amplified. Our quarrel is with most of the rock bistros, the so-called discotheques, whose sonic assaults can be damaging to reviewers, fans and performers.

ing to the report, "at the present level of atologic expertise no cure is in sight for presbycusis, either by means of hearing devices or by surgical procedure." Which is another reason we're raising our voice (but still below the 80 decibel level) in a supplication for decreescence of decibels in those dens of inequity.

At last year's Monterey Pop Festival Laura Nyro's performance was greeted with only lukewarm response. We recall asking her, a few minutes after her appearance, if she was pleased with the audience. "A lot more than they were with me," she said.

Last week we were privileged to hear cuts from her first LP for Columbia. It's titled "Eli and the Thirteenth Confession." Our guess is that it'll be among the most discussed disks of the year. According to Columbia's coast promo exec Bob Moering there is, as yet, no release date. Whenever. It must be one of the monumental LP's of '68.

The Association's next for Warners is "Birthday"—album shipping in about three weeks. Group (according to manager Pat Colechio, has grossed more than \$500,000 in their 22 night concert tour.

Back in '62 Columbia's Claude King hit the pop and country charts with "Wolverton Mountain"—remember? It'll be Wayne Newton's next for MGM. Our forecast—Newton's first single in years. Wayne, incidentally, will be seen next month in his own special on ABC-TV.

Our "West Coast Girl of the Week" is Jonnelle Pinney, L.A. Valley College's "Homecoming Queen" of '67. This 19-year-old charmer is a pro dancer who, you may recall, appeared on Herb Alpert's Singer special last season. Ambition—dental hygienist. Hobbies—golf, tennis and ballet.

The Lettermen, according to mentor Jess Rand, have set their heaviest nitery schedule in their 8-year history. It'll include a Westside Room booking at the Century Plaza Aug. 13-Sept. 3—the first group ever booked into the room.

Musiek Express' Jan Storm wires from Holland "Our Americans Vikki Carr, Nancy Wilson fabulous at Grand Gala. . . . Four Tops standing ovation." Neil Diamond in town meeting with flick and TV execs. . . . Koppelman-Rubin working with Peggy Lee here on the first LP under the K-R Capitol Records' agreement. . . . Publisher-producer Paul Tannen coast-ing for A&R meetings and the production of Don Rickles' initial LP for Warners. . . . A gift of love for Mr. and Mrs.

win suggests Jack Bailey as the replacement, starting in a new series to be titled "P.D. For a Day."

CHICAGO

The Split Level stopped by the CB office last week, squired by Dot's local rep Erwin Barg. Group, consisting of Michael Lobel, Lenny Roberts, Al Dana and Liz Seneff, have been touring the country in behalf of their initial Dot LP and a tie-in promo for Hagstrom guitars and Unicord amplifiers. They're also intro-ing a single clip from the album tagged "Right Track" . . . Following engagements in Chicago and Las Vegas, the Ramsey Lewis Trio will begin prepping for an upcoming tour of Japan and the Orient . . . Comic Jackie Vernon entertained at Great Lakes Hospital last week, joining his buddy Sig Sakowicz and local lark Gina Benita. Bob Garmisa of Garmisa Dist. did his part by donating 50 albums for distribution among GI patients! . . . Newsmakers' Eva Dolin proudly announces that her son, Edwin, a sophomore at the U of I medical college, has been accepted for study this Fall with renowned Danish neuro-surgeon Dr. Bendt Broager in Copenhagen, Denmark! . . . The Modern Jazz Quartet have been booked into the London House for two weeks beginning April 2 . . . The Cheetah is introducing a series of original art posters, reflecting exclusively the style and talent of Chicago artists! Posters will be of prominent recording acts scheduled for appearances in the club and will be distributed to Cheetah patrons as well as through Chicago area retail and distributor outlets. Initial subjects will be Big Brother & The Holiday Company, who will appear in the Cheetah 3/22-24 . . . The Cryan Shames, scoring big nationally with "Up On The Roof" (Columbia), are skedded for one-nighters at Elmwood Park High (22), the Blue Village in Westmont (23), the U of I Circle Campus (29), the Nat'l Guard Armory in Platteville, Wis. (30) and the Terragon Ballroom in Forrest (31) . . . Among the hot new singles out of Summit Dist. are Epic outing "Can I Carry Your Balloon" by The Swamp Seeds, follow-up "Where Angels Go, Trouble Follows" by Tommy Boyce & Bobby Hart (A&M), and "Married/You Better Sit Down Kids" by Liza Minelli (A&M). Liza's due in next weekend for a concert appearance . . . Thelonious Monk Quartet follows Oscar Brown Jr. into the Plugged Nickel (20).

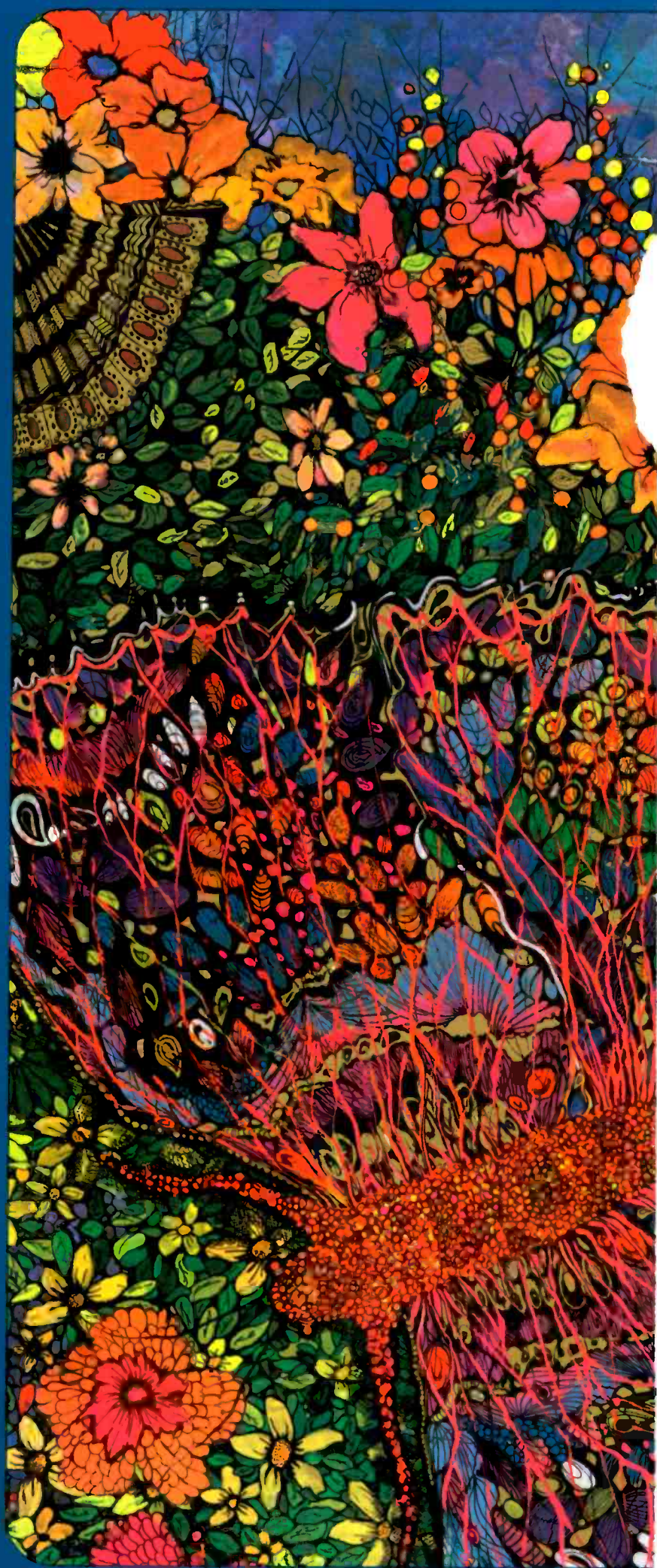
FTS-3030-2X

FTS-3030-2X

ly: TOM WILSON
y: Larry Fallor with
Harvey Vinson
ix Engineer: Gary Kellgren
ineering: Val Valentin
ction: Mark D. Joseph
ssociates
on: Hinode Designs
oto: Sherri Berri

of the rising sun—a freak-
know Harumi. A journey
ill take you to a great red
field that stretches to the
Fuji.
fy! Balance on a choice
it is that crawling from be-
af?
rict between his teeth. And
from Miss Butterfly—just
ff on his own, and singing
d that was the birth of the
emerged from beneath a
hi has studied art on two
offers to you the fruits of
his first album, The songs
music—are all h s own.
est when he is singing to
ry—and immediacy—of the
he's in the stud o and his
ph, looks nervous. Harumi,
ain, as Tom Wilson cracks
melodic strands of Eastern

ALAN SCHWEITZER



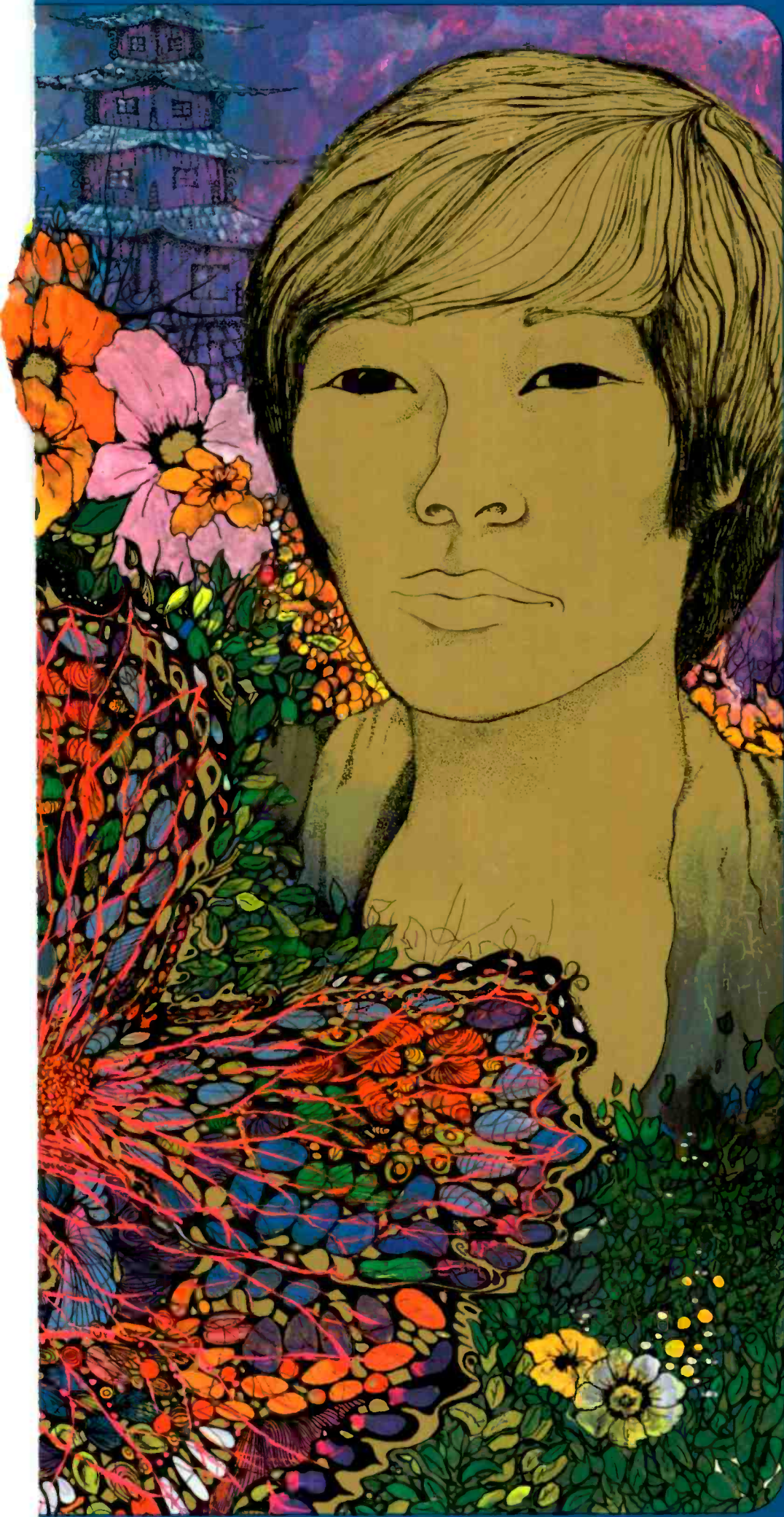
HARUMI

VERVE/FORECAST

FT-3030-2X

FT-3030-2X

STEREO



© Metro-Goldwyn-Mayer Inc./Printed in U.S.A.

Verve[®]
FORECAST

ORIENT YOURSELF. ORDER TODAY.

ORDER STEREO

Please ship HARUMI (FTS-3030-2X)

Purchase

Order No. _____

Customer _____

Address _____

Signed _____

Another *Butter* Hit!

“ME, THE PEACEFUL HEART” 5-10302



Produced by Mickie Most



© "EPIC", MARCA REG. T.M. PRINTED IN U.S.A.

Sherlock Is Prof. Mgr. Of Paramount Publishing

LOS ANGELES—Paramount Publishing has assigned George Sherlock to the post of west coast professional manager, according to a joint an-



George Sherlock

nouncement by Jay Lowy, general professional manager of the firm, and William R. Stinson, executive vice president and general manager of Paramount Pictures Music Publishing Companies. Sherlock will be based at Paramount Studios in Hollywood, effective this week (18), reporting to Lowy at the pubbery's New York City offices.

Born in St. Augustine, Florida, Sherlock moved to the west coast as a youngster, later graduating from USC in Los Angeles. He entered the music field in 1952 as southern California promotion man for Decca Records; he was later upped to west coast promotion topper. In 1957 he became associated with Mike Conner in the latter's independent personal management company. Late in 1958 Capitol Records beckoned, where he served as national singles merchandising manager. Two years later Sherlock accepted a post with Hart Distributors as their southern California promotion man, concentrating on London Records product. From 1962 through 1964, London elevated him to west coast promotion, directing activity in the eleven western states, while headquartering at Hart. In August 1964, Tower Records retained him as west coast sales-promotion manager, with subsequent promotion to national promotion manager in November 1967.

AGAC Adds New Members; Names Wax P.R. Counsel

NEW YORK—The American Guild of Authors and Composers has added several well-known personalities to its roster, according to an announcement by Alex Kramer, vice president of the organization. The new members include Adolph Green and Betty Comden (writers of "Funny Girl," "On The Town," and "Bells Are Ringing"), and cartoonist Rube Goldberg. Also joining AGAC is the Estate of Langston Hughes. AGAC has recently initiated a new recruitment program.

In another development at AGAC, Morton D. Wax & Associates has been designated public relations counsel for the operation. Morton D. Wax, president of the firm, graduated from Brooklyn College. He was previously with E. B. Marks Music firms and the American Broadcasting Company before opening his own firm in 1956. Morton D. Wax & Associates handle a broad spectrum of accounts including radio outlets, commercial producers, music publishers, and record labels and artists.

Duke-Peacock Appoints Crawford To Promo Post

NEW YORK—James Crawford, formerly with the James Brown organization, has been named eastern promotion head for Duke and Peacock Records.

Crawford is currently promoting Bobby Bland's "Piece Of Gold" and the Lamp Sisters' "Woman With The Blues" for the Duke-Peacock complex.

BREAKING BIG!! CHARLES VICKERS "LOST MY FAITH IN YOU"



(and)
"DO ME GOOD"
#6128
KING RECORDS INC.

Schwaid-Merenstein In Expansion Move

NEW YORK—In a major expansion of the company's management, production, and music publishing activities, Schwaid-Merenstein will move to new quarters at 57 West 56th Street, effective March 25.

The duo of Bob Schwaid and Lou Merenstein has enjoyed considerable success in their short association. Schwaid's main concentration is the management of Miriam Makeba, Judy White, Walter Jackson, the Main Attraction, and Barry Goldberg. Schwaid is at the same time developing the firm's new publishing company, Inherit Music.

Merenstein, who is also involved in the management area, concentrates on Inherit Productions, which produces Judy White and Barry Goldberg on Buddah, the Main Attraction on Tower, the Rockets on White Whale, and the Nickel Bag on Kama Sutra-MGM. Morey Alexander is coordinating activities for Goldberg and the Rockets on the west coast.

In the eighteen months that Schwaid has been managing Miriam Makeba, the international singing star has had her first pop single and album hit with "Pata Pata" on the Reprise label and has been set for her first extensive South American tour (May into June, 1968, taking her to Brazil, Argentina, Mexico, and Uruguay). "Pata Pata" is currently one of the biggest U.S. records of the year in the South American continent. Prior to going into management, Schwaid was professional manager of Sam Fox Music.

Merenstein began his music business career as a recording engineer and producer, moving on to become the vice president of Ambassador Records before joining Schwaid.

The move by the firm into new quarters, said Schwaid, "indicates our growth so far, but it also shows our feeling that the growth of Schwaid-Merenstein has just begun."

Aberbach Names Meadow Exec Assistant

NEW YORK—The Aberbach Group of publishing firms has appointed Jonny Meadow as executive assistant to Freddy Bienstock, vice president and general manager. The appointment gives Meadow the responsibility of professional activity, working with staff writers and contacting A&R men.

Meadow comes to The Aberbach Group from Atlantic Records, where he researched and collated the label's best-selling "History Of Rhythm & Blues" series and "The Drifters' Golden Hits" album. At Atlantic, Meadow was the label's vault researcher in the album department. He was also involved in publicity, promotion, album sales and production, and the day-to-day operations of Atlantic's Pronot, Walden, and Cotillion music firms.



Jonny Meadow

Marlett Named Dot's Assistant Controller

NEW YORK—Howard N. Marlett has been named to the newly created position of assistant controller, Dot Records. According to an announcement from David C. Watts, firm's controller-treasurer, Marlett will supervise the recently expanded accounting division, reporting directly to Watts. Prior to joining the Dot organization, Marlett was Executive Assistant to the Treasurer of Capitol Records for the past three and a half years. During his tenure with Capitol, Marlett's primary activities centered around analyzing and preparing financial projections for possible acquisitions, and implementing new systems and procedures.

His entry into the field was as Warrant Officer, U.S. Army, Chicago Ordnance District. During his two year post, Marlett was responsible for audits of terminated military contracts; prepared reports and recommended settlements. Before accepting the Capitol Records assignment, Marlett spent several years with CPA firms in industry.

Pompeii Complex Erupts On Dallas Music Scene

DALLAS—A new corporation, Pompeii Music, has been formed in Dallas, including divisions for recordings, publishing and talent management.

First dealings by the company include the purchase of Ike Turner's Innis label and the signing of Ike and Tina Turner to a contract along with the Iketts.

The company is headed by Joe L. Perry, formerly sales and promo representative with Big State Distributors in Dallas. Pat Morgan, a veteran in the field of talent management and booking, is a partner in Pompeii and will devote his efforts to development of the management and talent divisions.

First release from Pompeii is the Innis label single "So Fine" by Ike & Tina and the Iketts.

Spanky & Gang To N.Y.

NEW YORK—Spanky and Our Gang, having just completed their latest Mercury LP in Los Angeles, are heading back to New York to kick the disk off with an appearance on the Ed Sullivan Show on March 24.

The double jacket LP titled "Like to Get to Know You" is directly aimed for mass merchandising with the inclusion of a giant sized four color poster in addition to the hit sounds of the group's "Sunday Morning" single.

The "Gang" will, while in N.Y., spend time meeting the press and engage in a series of concerts all aiding in the promotion for the new disk.

Among the Northeast dates set are gigs at Alfred University, St. Johns University, Trenton State College, and Adelphi College plus a quick trip north to appear in the O'Keefe Center of Toronto University. The activity will all take place during the last two weeks of March.

Wand Joins Empire

NEW YORK—Bernie Block, president of Empire State Distributing, the New York distributorship, last week announced that the Wand label has joined Empire in New York.

The rapidly growing list of lines carried by Empire includes Independence, Innis, Time, Giant, Golden, Bunky, Milestone, Pace, and Dynamo.

Epic's Orphans Offer 'Aboveground' Sound

NEW YORK—The Orphans, whose first single, "There's No Flowers In My Garden," was recently released by Epic Records, are being billed by the label as purveyors of the "aboveground" sound.

The four young members of the Orphans all hail from the Boston area, and they have attracted a considerable following in the New England area by virtue of their many club appearances. Aiming at the broad mainstream of today's pop record buyer, the Orphans' instrumental and vocal approach has been described as being somewhat different from the much-publicized "underground" wave which is now emanating from Boston.

"There's No Flowers In My Garden" was penned and produced by Sandy Linzer and Denny Randell, who also signed the Orphans to Epic.



UNDER THE SIGN OF THE FISH—Pianist Ray Bryant (seated) re-inks with Cadet Records. Phil Chess, president of the diskery, is the interested observer while the contract is being signed.

The star and the single to shake up the charts!

Meet England's...

Wayne Thomas

And his first on
ABC Records...

**"I'll be
yours"**

b/w "What shall I do"
ABC 11058

Orchestra conducted by Alyn Ainsworth.
Produced by Bill Landis for Tito Burns.



ABC RECORDS, INC.
NEW YORK/BEVERLY HILLS
DIST. IN CANADA BY
SPARTON OF CANADA

Bookings: U.S.A. — G.A.C. Outside U.S.A. — Harold Davison Agency.

Valli Foresees Youthful Explosions On Television, Movie & Nightclub Scenes

NEW YORK—Television is likely to be the big new area for youthful influence, with movies and the nightclub ends of entertainment also broadening their interest in teen acts.

With the youth market more influential than ever before, Frankie Valli has predicted that a return of music shows for young adults and teenagers is a strong prospect. More than that, there is a vacuum for conversation programs with youngsters in mind. Many teen acts are featured on the late night shows, but very few performers are included on the panel as out-of-the-spotlight personages.

Currently in New York for the recording of a single to follow his "To Give" solo and album material with the Four Seasons, Valli and the group are also preparing performances for upcoming TV shows. He said, though, that despite the market potential for record acts, television is limited for most pop performers.

Recently, a greater interest has been shown by producers for youth attractions. Movies of a non-Beach Party nature are turning to teen material; and night clubs have found that they can draw much larger audiences with the booking of a pop performer.

The basic hang-up is that most producers and sponsors are, to a large degree, out of touch with the young audience. This, however, is changing with many more commercials being aimed at the young market and a lot more programming of pop entertainers with a young appeal.

Valli himself has just made appearances on the Joey Bishop, Mike Douglas and other evening programs. He returns to California next week to tape "Happening '68" and to perform on several shows including Woody Woodbury and Bishop spots.

Valli expects that as exploitation of the massive teen-young adult market shows results, there will be an explosive response in television and the movies for record star appearances.

Though few entertainers from the young music area are included in discussions with the guests on talk shows, a lot of performers have exhibited a knowledge and personality that is opening this door. Many are doing straight roles in movies, or working with soundtrack ventures, and similar expansion is to be expected.

Valli himself is taking drama lessons when time permits, and has been considered for a dramatic part in a movie, and an appearance with the Four Seasons in a television film production. Neither deal has yet been concluded.

Since he achieved success as a sole singer with "Can't Take My Eyes Off You" and "To Give," Valli has done several spots alone, but these are always planned to avoid conflict with his Four Seasons appearances. There has been no change in the "group feeling" he said. "We all work at whatever we do best, and there is no anxiety if I sing alone. The other guys handle administration, song writing or whatever they can do. Above all, we are a group."

Together six years since the Four Seasons had their first hit, and two-and-a-half years before that, the team operates on an equal share basis in all enterprises, which include recordings, publishing, management and appearances. Everything is pooled and split four ways.

Now nearing the 50,000,000 mark in records sold, the Four Seasons and Frankie Valli anticipate even greater expansion with the flowering of new exposure channels not only for themselves but for all youth talents.

Atco Acquires Master

NEW YORK—A new master on the Steel Town label, which is currently seeing action in Chicago, has been acquired by Atco Records. The disk, entitled "Big Boy," features the Jackson Five. It was produced by Keith Young. Atco began distributing the platter on the Steel Town label last week.



Platter Spinner Patter

The nationwide "Superteen" talent hunt, with the addition of two more pop music radio outlets, has completed its lineup of 30 major-market stations that will participate at the local level. From among the outlets' local winners, nine performers will be chosen to appear, along with top-name entertainers, on the "Superteen" one-hour network TV color special in August, to be sponsored by the Singer Company and packaged by Robert E. Petersen Productions in Hollywood. The final stations to announce participation are WCAO-Baltimore and WQAM-Miami, Fla., according to Petersen vice president Robert L. Dellinger, who is "Superteen" executive director and producer of the special. Dellinger said that, with the participating station list completed, planning for the local talent searches is now underway. Promotion materials and entry blanks are being sent to the outlets and to some 2,000 Singer Centers. Entry blanks will also appear in Teen Magazine in May. Stations will begin promoting in mid-April, and local talent hunts will be conducted during May to select best male singer, female singer, and instrumental or vocal group. Entrants will be competing for more than \$200,000 in prizes, including Capitol recording contracts, Pontiac Firebirds customized with hi-fi equipment and television, Singer merchandise, and Vox music instruments.



SITTING IN ON 'THE IN SOUND': Singer Pat Lundy chats with Jim Cashion of the syndicated radio show "The In Sound." The lark's treatment of "Does She Ever Remind You Of Me" from her new Columbia album, "Soul Ain't Nothin' But The Blues," was recently selected as an "In Sound." "The In Sound" program is a public service series presented by the U.S. Army.

After flying up and down the court for 24 games, WOWO-Ft. Wayne's "Aces of the Air," a basketball team made up of air personalities and staff members of the outlet, amassed a 14-10 record in its second season of play with Fort Wayne area high school faculty teams. The "Aces" drew almost 39,500 fans and raised more than \$33,711 for school activity and charitable funds. The WOWO quintet, with the help of three former college basketball stars, improved on last season's 7-11 record. Again, as last season, the "Aces" high scorer was former Ball State University cager Ron Latham, who averaged 27 points a game. Neil Reincke, former Valparaiso University standout, maintained a 13 point per game scoring average. The scoring leader for the station staff was nighttime personality John Cigna, who averaged 11 points a game. WOWO all-night personality Mike O'Shea, whose contributions appear to have been mainly defensive, caged 8 points during the season. The proceeds of the games were used for construction of new press facilities, initiation of a wrestling program, purchase of audio visual equipment, new water coolers, school billboards, band uniforms, athletic equipment, and with a bow towards flower power, a faculty flower fund.

Following the success last year of the computerized All Time Heavyweight Tournament and Championship

Fight, which was syndicated on radio stations around the world, the All Time Middleweight Tournament and Championship Fight will follow the same format. The middleweight tourney will be syndicated to approximately 500 U.S. radio outlets in virtually every market in the country, and about 250 stations around the world, starting September 9, 1968. Distributed by Woroner Productions of Miami, Fla., the middleweight bouts are the creation of company president Murry Woroner. Utilizing abstruse mathematical formulae devised by National Cash Register experts, and Henry Meyer, president of SPS Data Processing of Miami, the data is programmed into the N.C.R. 315 computer by staff specialists at the company's headquarters in Dayton. The boxers who were nominated to engage in the tourney were selected and rated by top fight authorities and sportswriters on the basis of 129 variables per man—a total of 2,064 variables. Then they were paired by three of boxing's major figures: Chris Dundee, Nat Fleischer, and Angelo Dundee. A nationwide contest called "Pick the Winners" will be held in conjunction with the program on local radio outlets.



DOLLARS FOR SCHOLARS: Michael Roshkind (l.), vice president of Motown, is shown above receiving a check for \$8,000 from Warren Earl, general manager of KHJ-Los Angeles. The money will go to the Motown Scholarship Fund. The new contribution represents KHJ's portion of the album receipts from the sale of the "Boss Goldens Album," which was released by the outlet last fall. Under the rules of the scholarship, the funds will aid students in the pursuit of "musical excellence."

SPUTTERS: Mike Powell, associate news director of KSFO-San Francisco, has been named chairman of the Freedom of Information Committee of the Northern California Chapter of Sigma Delta Chi, the international professional journalism society.

VITAL STATISTICS: Rhett Hamilton Walker I, formerly air personality and production director at KRLA-Pasadena, has been appointed operations manager of KRUX-Phoenix. . . . Walt Robin, formerly with KXOL-Fort Worth, where he worked the 5-9 A.M. drive show, has taken over the 9 A.M. to 1 P.M. slot at KFJZ-Fort Worth, replacing Bob White, who has gone into sales. . . . Jerry Brooke has exited WSAI-Cincinnati to join WDGY-Minneapolis, where he will be doing a combination "controversial conversation" and music program from 6 to 9 A.M. . . . Dale Ulmer, formerly an announcer for WHO-Des Moines, is now an announcer for WOWO-Ft. Wayne. . . . Jackson Ross, formerly with WTAC-Flint, has been named program director of KDWB-Minneapolis.

Bios for Dee Jays

Vanilla Fudge



The Vanilla Fudge is comprised of Carmine Appici, drums; Tim Bogert, bass; Vince Martell, lead guitar; and Mark Stein, organ. Tim and Mark met in 1966 when they were playing with Rick Martin and the Showmen. They left the group, taking the Showmen drummer with them. Vince, who had just come up from Florida, joined Tim and Mark, and Carmine became the new drummer. Thus was the Vanilla Fudge formed. Carmine, 21, was born in Staten Island, and attended school in Brooklyn. He has played drums for seven years. Tim, 23, is Manhattan-born, and he was educated at Richfield Public and RCA Institute of Electronics. He helps with the Fudge's A&R work. Vince, 23, played drums in his high school band, and performed with a few local Florida groups before coming north to join the Fudge. Mark, born in March 1947 in Bayonne, N.J., sang on the Startime TV'er when he was four. At twelve, he took up the guitar and started his own group, which played high school dances. "The Beat Goes On," the Vanilla Fudge's current Atco LP, is number 14 on the charts this week.

Third Rail

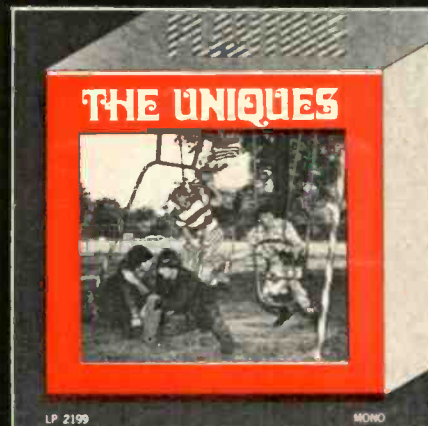


The Third Rail consists of Artie Resnick, his wife Kris, and Joe Levine. All three were songwriters before they joined forces as performers. Artie has won four BMI Top Ten Awards for his compositions: "Good Lovin'," recorded by the Young Rascals; "Under The Boardwalk" (the Drifters); "One Kiss For Old Times Sake" and "A Little Bit Of Heaven" (both sung by Ronnie Dove). Artie is a graduate of Washington Irving High School in New York and Johns Hopkins University. Kris Gardener Resnick, who is from Maryland, is a graduate of the Grier School in Pennsylvania and Skidmore College. She traces her interest in music back to her childhood and admits that "my mom drove me crazy playing the piano and the only way to stop her was to play the piano myself." Joe was born in the Bronx and grew up on Long Island. He graduated from Bayside High School and worked with local bands. The Third Rail's current Epic single, "It's Time To Say Goodbye," is number 84 on the charts this week.

All I Took Was Love **Paula 299**

**ANOTHER PAULA RECORDS
SUPER HIT**

THE UNIQUES



Paula  *Records*
DIVISION OF JEWEL RECORDS — SHREVEPORT, LA.

PAULA LP 2199

CRC Changes Name; Diversifies Service

LOS ANGELES—Capitol Record Club, one of the larger mail order houses, has changed its name to Capitol Direct Marketing Corp. and diversified into the direct marketing of books, art reproductions, and general merchandise in addition to records. Edward L. Nash, president of the Capitol Records subsidiary firm, said that the Capitol Record Club (CRC) had quadrupled its sales volume over the past four years and that the firm is listed among the nation's one hundred largest advertisers.

Additionally, Nash said, "We have developed outstanding capabilities in

the marketing and technology of the direct mail business. We've turned direct mail advertising into a precise science and made a major investment in the computerization of all aspects of the direct mail business. Our diversification into the direct marketing of books, art reproductions, and other general merchandise is simply a matter of getting maximum use of our capabilities, facilities, and experience. The opportunities for growth in the new areas are every bit as huge as the record business and we expect to achieve a comparable level of success."

WHERE THE RAINBOW ENDS

Tony Hiller(P.I.P.)

MAYBE SOMEDAY

YOUR EYES(Epic)

I'M GETTING SENTIMENTAL

OVER YOU(RCA Victor)

GREEN GRASS

Johnny Mann Singers(Liberty)

ASK ANY WOMAN

Carmen McRae(Atlantic)

WE CAN GET THERE BY

CANDLELIGHT(Parrot)

CARAVAN

Bert Kaempfert(Decca)

Les Paul(London)

Wes Montgomery(Verve)

COUNT THE WAYS

Society's Children(Atco)

SERENATA

Sergio Franchi(RCA Victor)

Harold Vick(RCA Victor)

DOWN-DOWN-DOWN

Count Basie & Mills Bros.(Dot)

SHEIK OF ARABY

Bert Kaempfert(Decca)

Jim Kweskin Jug Band(Reprise)

MOOD INDIGO

Brenda Lee & Pete Fountain (Decca)

Jim Kweskin Jug Band(Reprise)

BEYOND THE SHADOW

OF A DOUBT(Bell)

ROCK-A-BYE YOUR BABY

MARGIE(Audio Fidelity)

STAR DUST

BLUE TANGO(Ranwood)

ON THE BEACH

Finder's Keepers(Fontana)

RED ROSES FOR A BLUE LADY

Al Hirt(RCA Victor)

Eddie Freeman(Dunhill)

YOU'VE GOT YOUR TROUBLES

Cab Calloway(P.I.P.)

EVER SINCE YOU TOLD ME

THAT YOU LOVE ME (I'm A Nut)

Tiny Tim(Reprise)

WHO'S SORRY NOW

Bobby Vinton(Epic)

Guitar Underground(Project 3)

ALL MY LOVE

Billy Vaughn(Dot)

LOVESICK BLUES

Hank Locklin(RCA Victor)



MILLS MUSIC, INC.

1790 Broadway
New York, N.Y. 10019

Monument Releases Albums For March

NASHVILLE—Monument Records announced last week the release of their March album product which includes LP's by several chart-riding artists.

Included in the package of ten LP's is an album by the label's newest discovery Henson Cargill. The LP is titled after Cargill's hit recording of "Skip A Rope." The single hit high in the pop charts and was in the number one position in the country charts. The hit propelled Cargill into the national spotlight almost overnight, resulting in appearances on "The Joey Bishop Show," "The John Gary Show," and attention from booking agents throughout the country. He is expected to announce a personal management and booking agreement this week.

Another top offering in the March release is perennial favorite Boots Randolph's "Sunday Sax." Early sales indicate the LP could be one of the most outstanding releases in a long list of Randolph successes.

"The Nashville Guitars At Home" features several of Music City's most outstanding guitar talents including Joe Tanner, Jimmy Colvard, Pete Wade, Harold Bradley, Jack Eubanks, and Jerry Byrd. Included on the LP are a number of classics such as "Distant Drums," "Misty Blue," and "Make The World Go Away."

Adding yet another Charles Aznavour album to the Monument Catalog is "Aznavour Italiano Vol. 1" in which the French stylist goes Italian. Don Cherry's latest LP is entitled "Let It Be Me."

Three top C&W artists are included in the March LP release. They are Billy Walker with "I Taught Her Everything She Knows," Jeannie Seely with "I'll Love You More," and Hank Cochran "The Heart Of Hank."

Sound Stage 7, a subsidiary of Monument, offers Joe Simon's new LP "No Sad Songs" from his hit of the same title. Simon continues to build a strong following in the pop and R&B field.

Robert Knight, who records on the Rising Sons label, another Monument subsidiary, offers his first LP titled "Everlasting Love," taking advantage of his single smash of the same title.

Steve Poncio, Monument vice-president and director of sales, said early reaction to the album release has been excellent. He pointed out that the release was timed to take maximum advantage of singles success especially in the case of Knight, Simon, Cargill, Randolph, Seely, and Walker.

HEADQUARTERS OF OUTSTANDING MUSIC PUBLISHERS

**1650
BROADWAY**

A Few Fine Offices Available

Agent on Premises

The DILLIARD Corp.
PLaza 7-4400

CashBox Sure Shots

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give indication of doing so.

LADY MADONNA

BeatlesCapitol 12138

SHERRY DON'T GO

LettermanCapitol 2132

100 YEARS

Nancy SinatraReprise 0670

YOU'VE STILL GOT A PLACE IN MY HEART

Dean MartinReprise 0672

COWBOYS TO GIRLS

IntrudersGamble 214

HONEY

Bobby GoldsboroUnited Artists 50283

UNKNOWN SOLDIER

DoorsElektra 628

TIN SOLDIER

Small FacesImmediate 5003

2 BMI Songs Quality For Double Payment

NEW YORK—Two songs, having logged over one million feature broadcast performances, have become eligible for double performance payments. They bring the list of such BMI songs to 34. The songs are: "Anytime" by Hank Lawson and published through Hill and Range; and "King Of The Road" by Roger Miller published by Tree Music.

Songs qualify for double BMI payments when they have had an excess of one million logged performances throughout the U.S. and Canada while in the BMI repertoire. The double payment is not applicable to songs already receiving multiple credit (concert works, show music, movie works).

Ehrenkauf Dead At 48

NEW YORK—Oscar Ehrenkauf, director of diversification systems for CBS Direct Marketing Services, died last week (12) in Memorial Hospital after a prolonged illness. He was 48 years old.

Seymour L. Gartenberg, executive vice president of the CBS Direct Marketing Services Division, said in making the announcement to his staff, "It is with deep regret that I announce the death of Oscar Ehrenkauf . . . Oscar, for more than 20 years, was an associate whose friendship and abilities we valued highly. We shall miss his counsel, his integrity, and most of all his friendship."

Ehrenkauf joined CBS more than 20 years ago in Columbia Records' accounting department. Since that time he served in various capacities within the CBS Records, CBS/Columbia Group and CBS Direct Marketing Services Division.

Surviving are his widow, Gertrude, five sons, a daughter, and his mother, Mrs. Jenny Ehrenkauf.

Cowsills Cutting New LP

NEW YORK—MGM's the Cowsills have been cutting material for their next album since Mar. 9th. The new package is sked'ed for release in May and is entitled, "Captain Sad And His Ship Of Fools." Approximately 75% of the package will be comprised of original Cowsill material. The album is being produced by Bill and Bob Cowsill, who have usually been featured vocalists on the earlier Cowsills efforts. This one will include solos by Barry, John, Barbara, and Susan Cowsill. Production is sked'ed to run through April 17.

United States of America Introed By Col. At Party

NEW YORK—Columbia Records hosted a party on March 13, to introduce its new electronic rock band, the United States of America. More than 300 guests who were on hand to hear the group perform a number of selections from their debut Columbia LP, "The United States Of America."

The United States of America offers a brand of music that combines contemporary rock, exotic foreign rhythms and heavy samplings of classical music. Their impressive array of instruments not only includes the usual guitar, bass and drums, but also an electronic synthesizer, electric violin, electric bass and electric drums.

To show the group's versatility, they were joined by a string quartet in full dress and by a brass band. Throughout the USA's performance, a series of underground films were shown.

Recordings by the United States of America are produced under the supervision of Columbia Records' A&R producer, David Rubinson.

Off The Set

Capitol artist Al Martino (center) signs autographs for popular TV personalities from the "Gunsmoke" saga: Milburn Stone (left) and Ken Curtis (right). The occasion was Martino's Las Vegas debut at the Flamingo Hotel.



NOW!
EVERYBODY
BELIEVES IN

The Unicorn
The Irish Rovers

32254



THE
POP-FOLK SMASH
from COAST-TO-COAST!!

*With a very special thanks to John Lanigan,
Bill Gavin, and Canadian Radio.*

... AND IS ALSO INCLUDED
IN THIS ALBUM, WHICH IS
SELLING
LIKE THE SINGLE!



DL 4951(M)

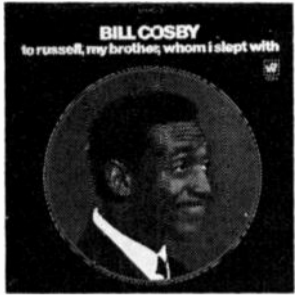
DL 74951(S)

DECCA RECORDS IS A DIVISION OF MCA, INC.



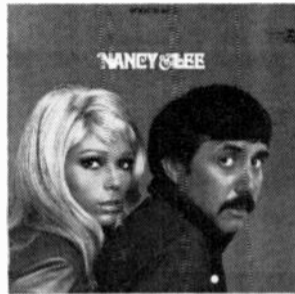
CashBox Album Reviews

Pop Picks



TO RUSSELL, MY BROTHER, WHOM I SLEPT WITH—Bill Cosby—Warner Bros. W/WS 1734

Bill Cosby, whose comedy albums have all been big chart entries, is assured of yet another winner with this new LP. The title track describes Cosby's childhood with his younger brother and his fearsome father. The humor is warm, winning, and quite human. The comic's two young daughters are also lovingly commented upon in "The Losers." Watch this one zoom up the charts.



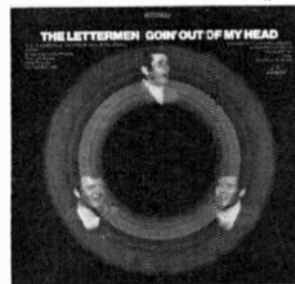
NANCY & LEE—Nancy Sinatra and Lee Hazlewood—Reprise R/RS 6273

These two artists have had highly successful combination efforts in the past, and their latest is a powerhouse. Some of the stronger tracks include: "Jackson," "I've Been Down So Long It Looks Like Up To Me," "Summer Wine," "Some Velvet Morning," and "Greenwich Village Folk Song Salesman." Looks like lots of play and plenty of sales, from many quarters, for this set.



JUST TODAY—Bobby Vee—Liberty LST 7554

Containing "Beautiful People," and the recently charted "Maybe Just Today" single in addition to his upcoming "My Girl—Hey Girl" single, this set could easily prove to be a powerful sales vehicle for songster Bobby Vee. The LP might best be categorized as easy going, medium-paced rock. Put it high on your list of disks to watch.



GOIN' OUT OF MY HEAD—Lettermen—Capitol ST 2865

The three Lettermen—Jim Pike, Gary Pike & Tony Butala—here offer another album characterized by the dreamy, romantic singing that has made them a hit disk act. Highlights of the set include the trio's recent hit, the medley "Goin' Out Of My Head/Can't Take My Eyes Off You," another medley, "Love Is Blue/Greensleeves," "Never My Love" and "By The Time I Get To Phoenix." The set shapes up as a certain chart winner.



LOVE IS BLUE—Claudine Longet—A&M SP 4142

Claudine Longet has established herself as one of the most popular songstresses of our times, and this album shows why. Her soft, alluring voice, with its enchanting French accent, disarms the listener and leaves him helpless and spellbound. On this LP, Claudine offers a variety of good music bouncers and ballads, including "Love Is Blue" (which she sings in French), "Happy Talk," "When I Look In Your Eyes (from "Dr. Dolittle"), and eight others. Should be on the charts soon.



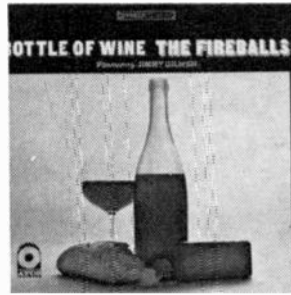
LOVE THAT BERT KAEMPFERT—Decca 74986

Middle-of-the-road master Bert Kaempfert here offers a set which is certain to take its place with his other hit LP's. On this one, the famed conductor/composer/arranger and His Orchestra play five Kaempfert ditties, including "Lonely Is The Name," and "The First Waltz," and six tunes by others, including "Caravan," "The Glory Of Love" and "The Sheik Of Araby." Lots of solid good music sounds on this LP. Watch it rise.



PETER NERO PLAYS 'LOVE IS BLUE' AND TEN OTHER GREAT SONGS—RCA Victor LPM/LSP 3936

RCA's popular pianist, Peter Nero, here lends his talents to eleven selections, most of them current or recent hits. Nero's reading of Paul Mauriat's current Philips smash, "Love Is Blue," is steady-moving and lushly backed, and "Windy," "Sunny," "The Glory Of Love" and "Who Will Answer?" all receive interpretations that are bound to please the artist's fans. Should do well on the charts.



BOTTLE OF WINE—Fireballs—Atco SD 33-239

Titled after their recent smash single, a funky rock version of Tom Paxton's folk-styled clefting, "Bottle Of Wine," the Fireball's new LP is a powerhouse effort that's bound to set thousands of turntables to spinning. There are a few ballads on the set, but most of the material is rock, not hard or psychedelic, just very infectious, with a good, solid beat. Jimmy Gilmer sings lead. Don't let this set out of your sight.



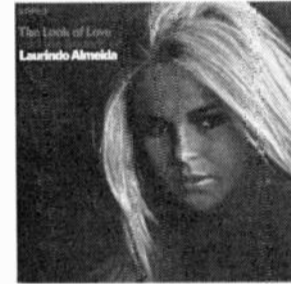
LOOKING AT YOU—Sandy Posey—MGM E/SE 4525

Sandy Posey offers an album of eleven pop melodies, rendering her material with lilting, sinuous grace. Included on the disk are the artist's chart single, "Something I'll Remember," "Will You Love Me Tomorrow," "The Meadow Of My Love," and "It's Not Easy." The lark should soon see chart action with this excellent LP.



HERE WE GO 'ROUND THE MULBERRY BUSH—Original Motion Picture Soundtrack—United Artists UAL 4175/UAS 5175

This LP contains eight cuts by the Spencer Davis Group, two by Traffic and one by Andy Ellison, all of which go to make up the score for the flick, "Here We Go 'Round The Mulberry Bush." Considering the popularity of the Spencer Davis Group, the album should see good sales. The Group offers a series of rockers that their fans are sure to want to hear. Traffic and Andy Ellison warrant a listen too.



THE LOOK OF LOVE AND THE SOUNDS OF LAURINDO ALMEIDA—Capitol T/ST 2866

Guitarist Laurindo Almeida performs a set of graceful, lyrical pop tunes, displaying great technical virtuosity and deep feeling. Among the strong selections are the title track, "Up, Up And Away," "When I Look In Your Eyes," and "My Own True Love." This lovely LP figures to enjoy brisk pop and middle-of-the-road sales action.



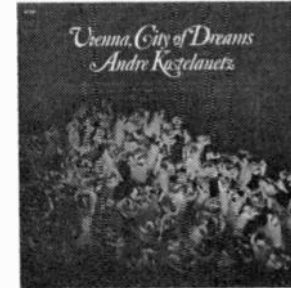
DAYS OF FUTURE PASSED—Moody Blues/Peter Knight & London Festival Orch.—Deram DE 16012—DES 18012

The Moody Blues have joined forces with the London Festival Orchestra (Peter Knight conducting) to create an imaginative album of instrumentals, songs and recited poetry. The LP follows the progress of a day from dawn to night. Symphonic music bordering on the classical, music in the middle-of-the-road vein and rock are all employed. Highlight of the set, to this reviewer, is the Ravel-like opening track, which concludes with a spoken poem.



CHARLES AZNAVOUR SINGS HIS NEW LOVE SONGS IN FRENCH—Reprise R/RS 6288

Charles Aznavour sings of the joys and sorrows of love in French. The artist penned all the tunes, several in collaboration with others. Intensity and drama characterize Aznavour's songs, and the message is universal. The entertainer has long been recognized as one of the world's leading singer of love songs, and this album should only serve to cement his reputation.



VIENNA, CITY OF DREAMS—Andrew Kostelanetz—Columbia MS 7087

Andre Kostelanetz and his Orchestra pay musical tribute to the city of Vienna, interpreting the works of seven composers. Pieces by Johann Strauss, Franz Lehar, Emmerich Kalman, and Oscar Straus are featured on the LP. The music is gay, romantic, and colorful, and the set should prove highly enjoyable to a wide variety of listeners.

STEREO

PLAYABLE ON STEREO & MONO PHONOGRAPHS

THE LETTERMEN | GOIN' OUT OF M

Goin' Out of My Head / Can't Take My Eyes Off You (Medley)

Spooky

By the Time I Get to Phoenix

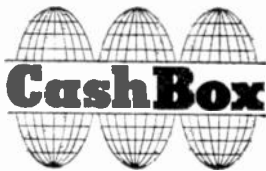
The Look of Love

Never My Love

Our Day Will Come

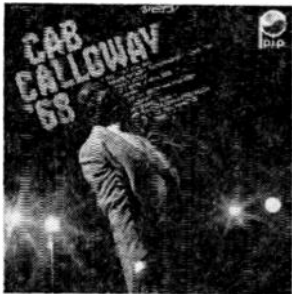
Gre



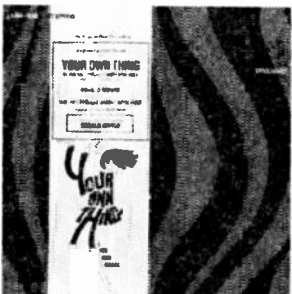


CashBox Album Reviews

Pop Best Bets



CAB CALLOWAY '68—P.I.P. 6801
 Veteran music man Cab Calloway, currently starring on Broadway with Pearl Bailey in "Hello Dolly" has come up with a sparkling album of show tunes and standards. Backed by the "Bugs" Power Orchestra, Calloway sings with spirited showmanship such famed ditties as "Hello Dolly," "Baubles, Bangles & Beads," "Cabaret," "Sway," and seven more. Calloway's career has already spanned four decades, and he is still a strong and up-to-date performer.



YOUR OWN THING—Original Cast—RCA Victor LOC/LSO 1148
 RCA has invested in two "rock musicals" to date, both of them successful. The first was "Hair," the second "Your Own Thing." "Your Own Thing," based loosely upon Shakespeare's "Twelfth Night," is about a twin brother and sister, both of them pop singers, whose identities get mixed up. The spirited music and lyrics are by Hal Hester and Danny Apolinar. Rock music influences the show but does not dominate it. Style is basically Broadway or off-Broadway.



LES BROWN AND HIS BAND OF RENOWN PLAYS FOR THE WORLD OF THE YOUNG—Decca DL 4965/74965
 The big band sound of Les Brown is showcased to good advantage on this set of solid pop sounds. Rich, full orchestrations enrich such melodies as "The Look Of Love," "Green Tambourine," "If You Ever Leave Me," and "Live For Life (Vivre Pour Vivre)." The disk shapes up as a good music powerhouse.



AUTOSALVAGE—RCA Victor LPM/LSP 3910
 The lyrics of Autosalvage's songs may be a bit opaque, but its sound is not. Hard-driving, pulsating, and permeated with medieval instruments, the music is inventive rock. The set features such tunes as "Auto Salvage," which asks "What kind of person owned a fifty-nine Ford?" "Burglar Song," "Ancestral Wants," and "A Hundred Days." Autosalvage could very well create a good deal of interest with this LP.



THE RISE AND FALL OF THE THIRD REICH — MGM Symphony Orch./Foster — MGM STE 12ST.
 This striking album showcases music and narration from the recent TV special. The cantata which comprises Lalo Schifrin's score is interpreted by the MGM Studio Symphony Orchestra under the direction of Lawrence Foster. Lawrence Harvey handles the narrative chores. The success of the TV special could make this LP a strong sales item.



SPANKIN' BRAND NEW — Spanky Wilson — Mothers Records & the Snarf Company MR/MRS 69
 New songstress Spanky Wilson serves up a package of pop ditties, all written by Howlett Smith. The lark has a big, bright voice, and she sings with verve and energy. Included on the LP are such winners as "You're Gonna Miss Me," "Love Is Like An Old Man," "On The Morning After," and "The Last Day Of Summer." The set is a sparkling entry by the artist.



CARNIVAL OF LIFE—Lee Michaels—A&M SP 4140
 Here's a powerful package of funky, hard driving contemporaria by Lee Michaels. Might well be plenty of sales and spins in store for the set throughout the full spectrum of the youth and youth oriented market. In addition to the title track, some of the finer efforts include: "Why," "Tomorrow," and "Love."



THE FOUR SCORE PIANOS—Ranwood RLP 18001/RLP 8001
 Plenty of piano music here, backed by strong rhythmic accompaniment. It's good music/middle-of-the-road fare and could cause quite a stir in the marketplace. "Theme From Summerplace," "Poor People Of Paris," "Exodus," "Somewhere My Love," and "Blue Tango" are highlights. Keep tabs on this one. It might be a biggie.

Jazz Picks

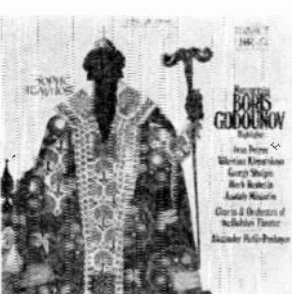


NEFERTITI—Miles Davis—Columbia CL 2794/CS 9591
 A particularly strong jazz package, this one features Miles Davis on trumpet as backed up by Wayne Shorter on tenor, Herbie Hancock on piano, Ron Carter on bass and Tony Williams on the drum. "Nefertiti," "Madness," and "Fall" are outstanding ventures. The LP should see widespread jazz play.



JOHNNY SMITH'S KALEIDOSCOPE — Verve V/V6-8737
 Guitarist Johnny Smith renders a set of ten jazz sessions, performing with bravura technique and sensitivity. He is accompanied by Hank Jones, piano; George Duvivier, bass; and Don Lamond, drums. Top tracks include "Walk Don't Run," "Days Of Wine And Roses," "Sweet Lorraine," and "Dreamsville." Jazzophiles should find this offering much to their liking.

Classical Picks



MUSSORGSKY: 'BORIS GODUNOV' HIGHLIGHTS—Petrov/Melik—Pashayev/Bolshoi Theater—Melodiya/Angel SR 40019
 Melodiya/Angel makes available to the American listener contemporary recordings from the U.S.S.R., and this LP of highlights from the most famous of all Russian operas features the great Soviet bass, Ivan Petrov, in the title role; Valentina Klepatskaya as Feodor; George Shulpin as Shuisky; and the Chorus and Orchestra of the Bolshoi Theater conducted by Alexander Melik-Pahayev. Petrov's magnificent voice dominates the set, which should experience excellent sales in classical circles.



AN ALBUM OF CELLO FAVORITES—Antonio Janigro—Cardinal VCS 10018
 Antonio Janigro, an excellent cellist, performs on this album sixteen short "cello favorites" by a variety of composers. Accompaniment by pianist Antonio Bettrani, Janigro plays the passionate Intermezzo from Granados' "Goyescas," De Falla's often-heard "Ritual Fire Dance," the beautiful "The Swan," by Saint-Saens, a Chopin nocturne arranged for the cello by Piatigorsky and twelve other fine works. Should do well.

Y HEAD

ensleeves / Love Is Blue (Medley)
Anyone Who Had a Heart
I Wanna Be Free
Holly
The End of the World



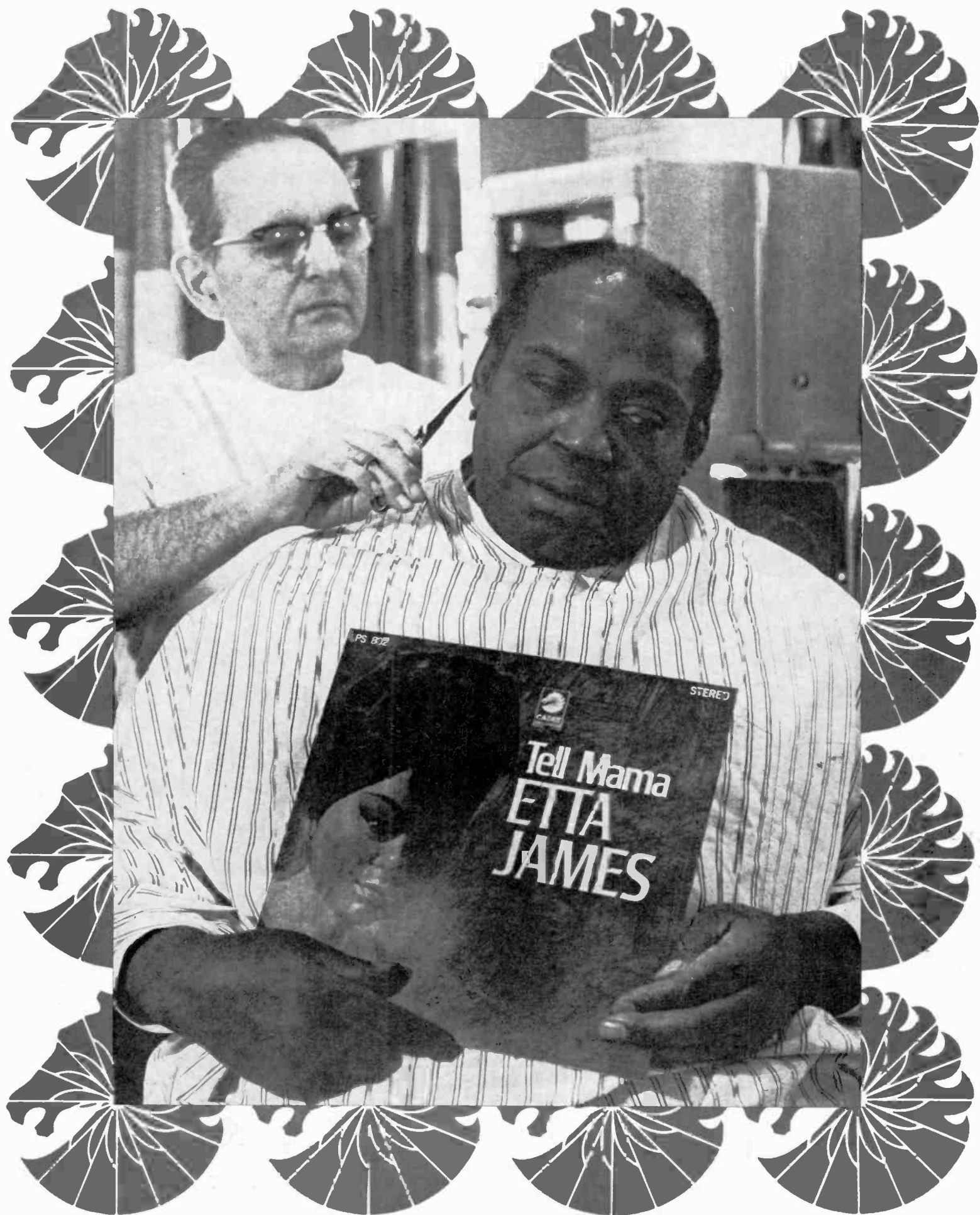
ANOTHER SMASH

from
THE
LETTERMEN



ST-2865
Produced by
Kelly Gordon

People Really Get Attached to Their CADET Albums.



**We just increased
your sales of Hip Pocket
Records by 600%.**



We price-tested HP's in various markets at various price levels and found that sales shot up six hundred to two thousand per cent at 39¢*. So, we lowered the price to 39¢.

Sure, HP's were a bargain before at 69¢*. And stores were selling a bundle of them. But at 39¢, they're an even hotter item. Kids can't get enough of them.

You come out way ahead, too. Because you get the same margin at 39¢ as you did at 69¢.

Radio/phono sales take off, too. Selling more Hip Pocket Records helps you sell the Philco portable radio/record player.

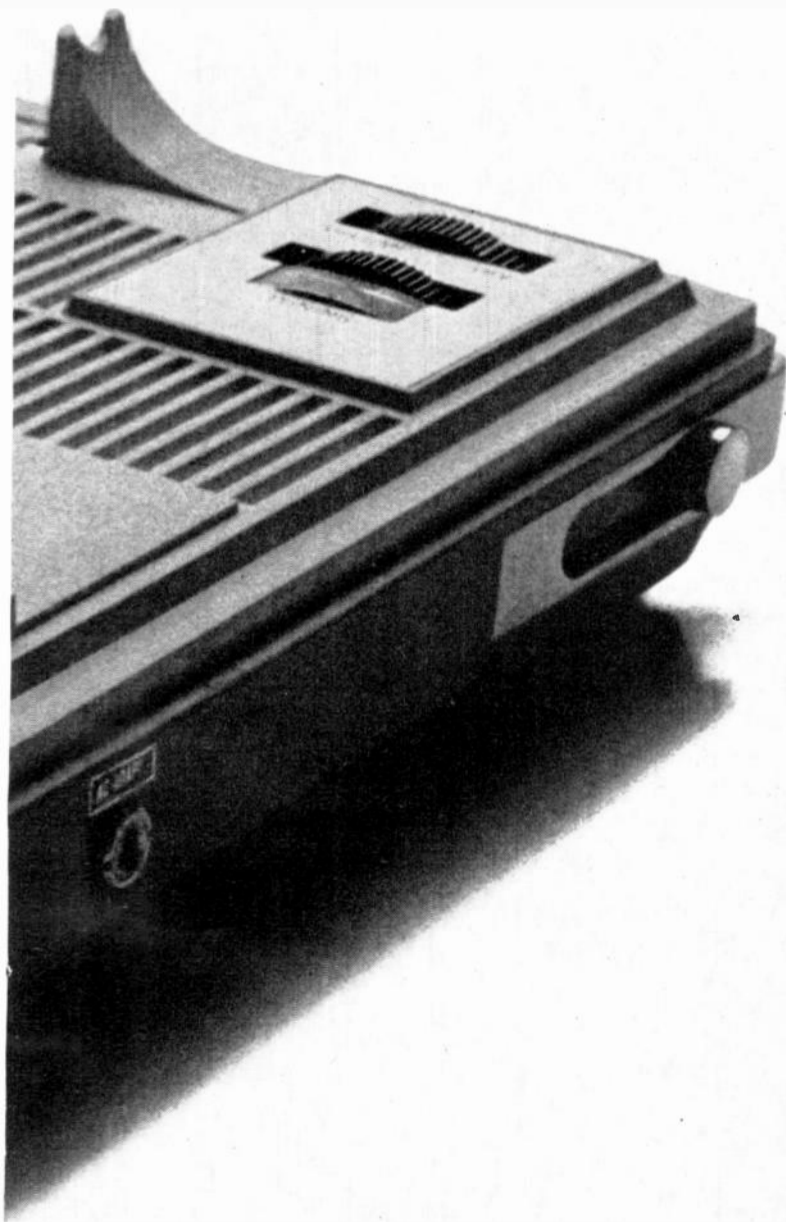
This baby's a neat little money maker. A six-transistor radio—33 and 45 record player. Just 5½ x 10 inches. Just \$24.95*.

In the stores where we lowered the price on HP's, Philco radio/phono sales jumped anywhere from three hundred to seven hundred per cent.

If you like to play the percentages, talk to your guy from Philco-Ford about Philco Hip Pocket Records.



FAMOUS FOR QUALITY THE WORLD OVER
PHILCO-FORD CORP., PHILA., PA. 19134



Talent On Stage

HOUR GLASS SUNSHINE COMPANY

No matter how you spell it, the Whiskey, Whisky, Whisk or Whiskee-A-Go-Go is a deafening din den. No matter how saccharin the set, the sonic assault is hyperamplified to decibels decidedly in excess of 80, the spectrum at which irreversible deafness starts to set in.

What was it that Stan Freberg said at the recent Grammy awards banquet? His salutation, as we recall, was "In behalf of the Fender Company, I want to welcome you to Tom Swift and his Electric Music Business." One doesn't have to cherish the bygone era of jazz clubs that offered no more than a lone on-stage mike to label the Whisky a 100 proof bonded acoustical torture chamber, an ultrasonic no-man's land and a probable health hazard.

Even between sets, its three walled light show, mostly slide projections of Monterey pop shots, is offered to presbycusis-producing platters. And, almost hidden by an imposing array of amps and wires, high up in a far corner of the balcony, is a huge black/white poster of that mighty quintessence Bob Dylan. Hands agonizingly held to face. No doubt reprising a phrase from one of his recent copyrights "There must be some way outa here . . . too much confusion—can't get no relief."

The Hour Glass and Sunshine Company are a duo of adventuresome quintets. Both thoroughly musical. At half the decibel level they could be twice

as rewarding. The Hour Glass, post-Atlantic oriented urban blues contingent, fuses traditional 12 bar themes to neoteric rock. And to an inspirational cadence (credit drummer Johnny Sandlin for stimulating the spirited results) that rivals Basie and the best from Memphis. Gregg Allman, who composed most of their sides, offers most of the vocal power, splitting between an electric piano and whipped-cream-white Stratocaster. Lyrical content ("I Still Want Your Love," "Going Nowhere," "Power of Love" and "Now is the Time") continues the one-dimensional Stax style. Concerned with love lost, discovered or re-captured.

The Sunshine fivesome offers a more diversified repertoire. More melodic in approach, even sans studio strings, group emphasizes choral harmonies with Mary Nance (several pounds lighter than last we caught the group) adding allurements plus an identifiable sound. Standout numbers: "Willie Jean," (Country blues) "Better Lovin' Man," (Hoyt Axton's rhythmic C&W copyright) and "Gifts Are for Giving" (vocal solo by Nance followed by extended Shankar-istic guitars).

Both groups, incidentally, cut for Liberty complex—The Sunshine Co. are on Imperial and the Hour Glass ticks for Liberty. Both synthesizing skilled and inventive musicianship to blues, folk and country under the heading of "pop."

ELECTRIC FLAG

CAFE AU GO GO, N.Y.—The night was appropriately cold and snowy, it was the anniversary of the great blizzard of 1888, Mike Bloomfield lead guitar/vocals for the Electric Flag, stepped out onto the stage at Howard Solomon's Bleeker St. club and launched a tirade against the foulness of the weather and the club's 'stand outside until we let you in policy.' His remarks about the club's policy weren't particularly good natured but neither is the policy.

Bloomfield had the Blues and translated them into some of the finest single string guitar work this reviewer has ever had the pleasure of hearing. His vocals sometimes leave something to be desired but you don't go to see the Flag to hear Bloomfield sing . . . you go for his guitar and that leaves nothing but the memory of beautiful

Blues. Buddy Miles, the group's super-together drummer, may have had a touch of the Blues himself judging from his vocals (while drumming) on "Sittin' By The Dock Of The Bay" and "Hey Joe." Harvey Brooks, his great hairy countenance standing up in the front with Bloomfield, just sort of weaved around and thumped out funky solid bass lines worthy of the highest accolades. Bloomfield, Miles, and Brooks are the nucleus of the group, the rest is comprised of a couple of horns and a powerful electric organ.

The Electric Flag (Columbia) was preceded on the bill by Charles O'Hagerty, P. F. Sloan (Dunhill), and a very funny comic named, Larry Hankin.

DAVE VAN RONK & HUDSON DUSTERS

ROLLING STONE, N.Y.—Dave Van Ronk, formerly a solo folk singer, recently formed a group called the Hudson Dusters, and he and the group have been appearing at spots like the Cafe Au Go Go in Greenwich Village and the Rolling Stone discotheque on midtown Manhattan's east side.

With his new group, Van Ronk performs a variety of material. He still sings some of the blues numbers for which he is best known, but, assisted by the Dusters, he has added to his repertoire a number of popular songs and contemporary ballads by such writers as Joni Mitchell and the Dusters' own Dave Woods.

On Friday night (8) at the Rolling Stone, Van Ronk and the Dusters offered a program that included both the amusing and the serious. Highlights were the light and infectious "Swinging On A Star," a haunting

and reflective ballad about illusions and reality by Joni Mitchell called "Clouds (From 'Both Sides Now,')" and the humorously savage "Romp Through The Swamp." Long instrumental sections, quite popular nowadays in live performances, were featured in some of the numbers, and the Hudson Dusters played several instrumentals while Van Ronk took a break.

Van Ronk's voice, powerful when he sings blues and gentle on numbers like "Clouds," could carry the right song to a high place on the charts, and his impressive appearance—he is over six feet tall, bearded, and looks like a Russian king—could help him to achieve national popularity.

The sounds of Van Ronk and his new group may be heard on the recently issued Verve/Forecast album, "Dave Van Ronk And The Hudson Dusters."

BIG BROTHER & THE HOLDING CO. TIM BUCKLEY ALBERT KING

FILLMORE EAST, N.Y.—Bill Graham opened his Fillmore East, sister club to the oft-publicized counterpart in San Francisco, with one of the strongest bills imaginable. No apples here, though, just peanuts—but they were good peanuts.

Albert King started the show off with a whole lot of funky blues. His drummer had just gotten drafted so Buddy Miles, of the Electric Flag, donated his services. Buddy is an incredibly tight drummer, really together, and proved a valuable asset to King's gig. King delivered a sort of mild Blues lecture along with his performance. At one point he informed his audience that, "if you don't understand the Blues, you've

got a hole in your soul." He's right.

Elektra's Tim Buckley was next in line. He offered up twelve-string stylings of his own contemporaria but, he was way down and, unfortunately, it showed.

Big Brother and the Holding Company don't really have much to offer except Janice Joplin, who is the group's lead vocalist. She's kind of a mixture of Leadbelly, a steam engine, Calamity Jane, Bessie Smith, an oil derrick, and rot-gut bourbon funnelled into the 20th century somewhere between El Paso and San Francisco. She must be seen, or more precisely, heard to be believed but, if you like the Blues, you'll love Janice Joplin.

JIM & JEAN 3'S A CROWD

ICE HOUSE—GLENDALE, CALIF.—Jim and Jean, folk types whose vocal versatility doubles their apparent instrumental sound, and 3's a Crowd, proteges of Mama Cass Elliot with the diversity of an amalgamation of the New Christy Minstrels and the Association, set up house in the Glendale Ice House for two weeks which ended March 17.

It was, in a sense, a double debut, marking the first Southern California public appearance for the Canadian sextet and signalling the relocation of the New York duo to Los Angeles.

Jim plays electric guitar while Jean rotates among rhythm guitar, bass and a keyboard instrument which seems to have some kinship with an organ and an electric piano, though it is neither.

Their playing is nice but their vocals, particularly Jean's imaginative scatting, are the real raison d'etre. The singing varies from inseparable laminates to tight counterpoint to solos, endlessly changing into new combinations.

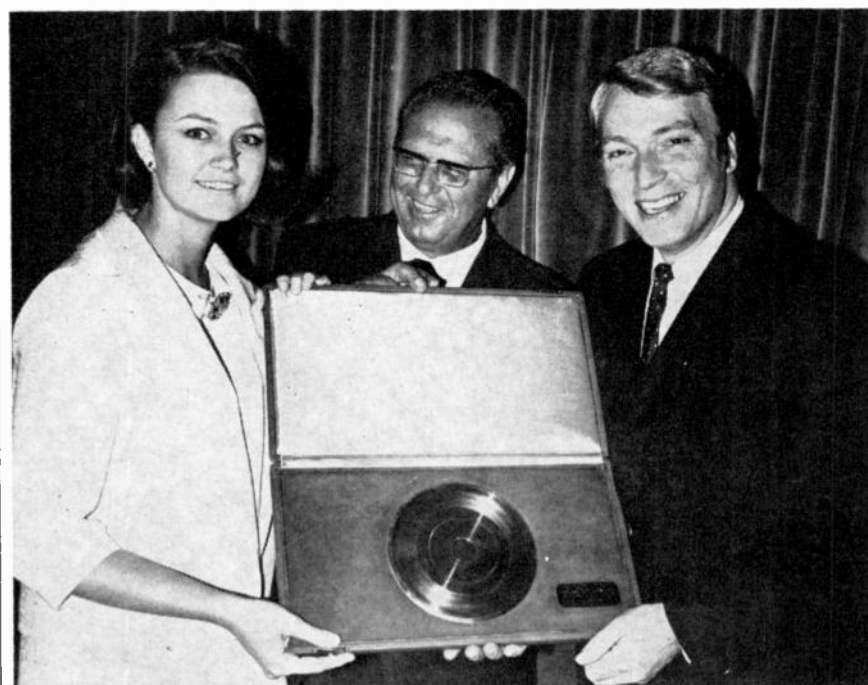
Among the songs in their repertoire are their two best known numbers, both Verve recordings, the currently popular "People World" and

"Changes," in addition to a sampling from their own writing and the output of Phil Ochs and other folkish composers.

The constant activity, humorous skits and varied approaches to diverse material tempt you to toss in a couple of other groups to describe 3's a Crowd, most notably the Jefferson Airplane because of the Grace Slick-like focus on Donna Warner, a blonde belt-er who holds her own with the five males.

They play a number of guitars, drums, harmonicas, kazoos, washboards and bells, ranging from blues to ragtime to folk to several styles of pop, many of the songs drawn from their first Dunhill album, "Christopher's Movie Matinee."

Four of them—Donna, David Wiffen, Brent Titcomb and Trevor Veitch—sing, individually and together, and everyone plays instruments and games while they are on stage for a quick-paced show which never loses impact.



TOURING THE SOUTH—Shown at a party given to celebrate the beginning of Australian songster Frank Ifield's Feb. tour of South Africa, are: (from the left) Carike Keuzenkamp, Joe Nofal who is A&R manager of EMI in South Africa, and Frank Ifield. Ifield presented Carike Keuzenkamp with an EMI Gold Disk Award for 25,000 sales of her "Timothy" single.

.45 Calibre

Hugo Montenegro's smash single from his best-selling Victor album



"The Good, The Bad and The Ugly" #9423

The chart single that's happening nationally
is featured in Montenegro's big album of music from the
new breed western movies: MUSIC FROM "A FISTFUL OF
DOLLARS" & "FOR A FEW DOLLARS MORE" & "THE GOOD,
THE BAD AND THE UGLY" (LPM/LSP-3927)

RCA

Bentley

MGM Unveils New Mixing Technique At NARM; Called 'Saturation Sound'

MIAMI BEACH, FLA.—"Saturation Sound," MGM's new "technological improvement bridging the gap between mono equipment still in use and the dominance of stereo recording" was premiered at last week's NARM Convention.

Saturation Sound is designed to give a superior mono sound when compared to any straight stereo or so-called "compatible" recording played on mono equipment, and faithful stereo reproduction when played on a stereo phonograph.

A field test of Saturation Sound was made with the Cowsills' latest chart single, "In Need Of A Friend." Back in February the single (bearing an S.S. designation after the catalog number) was serviced to all AM, FM, FM Stereo stations and to consumers. The test was a complete success. All future singles on the MGM and associated labels will be produced in Saturation Sound. A full line of Saturation Sound album product will be introduced with the June release.

An Answer

"For many years now," the MGM president Mort Nasatir said, "the record industry has been searching for an answer to its double inventory, double packaging and radio air play problems. Steps were taken last summer to promote stereo to the consumer and the radio station. But we know

WB-Jacobson Deal . . .

(Continued from page 7)

Warners-Reprise organization. I found I could relate to its executives, and I like the style the company has been setting. In my mind, it's the best in the record business today, looking farther ahead than any other."

Jacobsen will continue to control his own publishing company, Great Honesty Music, as his wholly owned subsidiary. Always interested in working on the development of writers who create their own music, Jacobsen has been a force in publishing through his first pubbery, Faithful Virtue, owned in partnership with Koppleman and Rubin.

Jacobsen himself a performer in a folk music band in 1962 and 63, set himself up in the record production and publishing business in 1964. He was successful in discovering John Sebastian on the Greenwich Village scene in New York City. In the next year The Lovin' Spoonful was formed.

Among his singles which Jacobsen has produced are "Do You Believe In Magic," "Daydream," "Summer In The City," six other Lovin' Spoonful hits, and "Hello, Hello" by the Sopwith Camel.

It was during this time—1964—that Jacobsen first journeyed to San Francisco, where he found his "love for the city, the people, and the climate." He signed the Sopwith Camel there in 1966 and with "Hello, Hello" had the first hit with a modern San Francisco rock band.

Faced with the problem that other record executives have extensively combed over the talent in San Francisco, Jacobsen answers that he's optimistic much of the talent there is still untapped. "Besides which, I believe more players will be drawn to San Francisco to live in the future. I'm not especially looking for rock and roll bands as such anyway. I'm looking for personnel who've perhaps passed that stage of wanting to work on the road—who are anxious to settle down to full time work in the studio with the company on a profit sharing basis. This will happen and Sweet Reliable will be there."

"There will be no pressure on Jacobsen to grind out a wealth of product for us," Maitland stated. "He'll be his own boss, and that's the way we want it."

now that, realistically, playing straight stereo on mono machines has been less than fully satisfactory. And 'compatible' records up to now have sacrificed far too much of the legitimate stereo characteristics.

"We believe that Saturation Sound is today's answer to today's problem. Saturation Sound gives the consumer with mono equipment true monophonic sound, and when he converts to a stereo player he will be able to play that same recording on his new stereo machine and get true stereo sound.

"However, use of the Haeco system to produce Saturation Sound is going to increase our production costs. As a result, we have decided to raise the suggested list price of our stereo singles produce a few pennies to \$1.00. At MGM we believe that Saturation Sound is a step in the right direction. A step forward towards an all stereo industry."

The Technique

Saturation Sound is the MGM name for a new technique of multi-track mixing (technically referred to as C.S.G.) devised by West Coast engineer Howard S. Holzer. Holzer's Haeco Company has developed a computerized piece of programming equipment which actually controls the distribution of left and right channel stereo separation in such a way as to alleviate center channel build up. Center channel build up has been the most persistent stumbling block to date in producing one record that would faithfully play on stereo and mono equipment.

In addition to the Cowsills' "In Need of a Friend," a good many other disks were introduced at the NARM meet bearing the S.S. Saturation Sound tag. Other artists included in the original Saturation Sound singles release are Erroll Garner, Jerry Lanning, on MGM, Arthur Prysock on Verve, the Appletree Theatre on Verve/Forecast and various artists on the Kama Sutra and Venture labels.

'Sound Of Fame'

Also, at the NARM Convention last week, MGM's Verve label debuted a new line of pop and jazz singles of the golden oldie variety at the NARM Convention here this week called the "Verve Sounds of Fame" series of hit singles.

The line was introduced by label manager Jerry Schoenbaum who explained that the new series contained 100 of the biggest Verve sellers of all time. He also emphasized that all phases of the new Verve catalog were included, the big hit pop artists like the Righteous Brothers as well as the solid jazz entries such as Jimmy Smith, Stan Getz and Wes Montgomery.

"Sounds of Fame" will be shipped to distributors in a complete pre-pak set-up display browser box. The browser has a pop-up top that becomes an identifying Verve Sounds of Fame sign and it also contains divider cards which identify each of the 100 selections.

Among the titles and artists represented are "Ebb Tide," "Soul and Inspiration," and "Lovin' Feelin'" by the Righteous Brothers, "Desafinado," and "Girl From Ipanema," by Stan Getz, Jimmy Smith's "Walk on the Wild Side" and Wes Montgomery's "Going Out of My Head."

Robert Holladay Promo Org. Reveals Personalized Plan

NASHVILLE—In a move calculated to keep pace with the record industry's booming growth, the organization of Robert L. Holladay has built a brand new concept in record promotion and sales representation. Firm founder-president Robert Holladay revealed details of the possibly trend-setting new Independent Sales Representation which will bolster the organizations independent promotional machinery.

Holladay pointed out his firm is the only one offering such a service in the Southeast.

The Independent Sales Representation facet of Holladay's operation will offer personal calls on distributors, racks, one-stops, key dealers and radio stations and will also involve his staff in shoulder-to-shoulder participation with these firms in operational activities such as taking inventory, ironing out distrib problems. The plan also provides a constant information pipeline to the above outlets.

Concentrated promotional efforts by the Holladay firm will be even bigger in scope thanks to an increase in staff. Weekly written reports of what's happening are part of the plan plus daily phone reports when needed.

The Holladay Organization operating out of its new headquarters at 720 17th Ave. So. in Nashville, covers ten states: Alabama, Arkansas, Florida, Georgia, Kentucky, Louisiana, Mississippi, North Carolina, South Carolina, and Tennessee.

Holladay just recently strengthened his staff with the addition of former radio personality-program director, King Zbornik, who most recently manned the 8 to midnight slot at Music City's top-rated rocker, WKDA, and also was PD at WMAK, MD at WRIT, WCPO. King gives up several years of radio experience to enter the promotional field.



Holladay & Zbornik

Records & Tape Campaign For Politicians In New Communication Directory

NEW YORK—Use of special records and tape recordings is one of the highlights in a special directory of campaign aids being offered political candidates by the Campaign Communications Institute of America (CCIA).

CCIA introduced a catalog of services and devices for use in political campaigns that is being made available to politicians. Included with the regular services such as polls, phone volunteers and the like, many innovations centered about the use of MGM's Telo/Play tape machine for phone campaigning; cartridge use enabling political candidates to "speak personally" to each voter; cassette recorder for on-the-spot interviews, broadcast from campaign vehicles, etc.; and Flex-O-Play picture records with a message on record bearing a photo of the campaigner.

The inventive devices and a variety of campaign aids are featured in a catalog that makes it possible for the politician to order quantities of the records, tapes, buttons, banners, leaflets, etc., from one central organization. He would also be able to charge his purchases through American Express, and request prompt delivery. The brochure and catalogue spotlighting campaign materials are part of a "Communicate in '68" publicity drive by the CCIA. CCIA headquarters are located at 155 East 50th St. in New York.

Merger Plans Approved For CMA & GAC Firms

NEW YORK—General Artists Corporation and Creative Management Associates, two leading talent agencies, will merge.

This transaction, which involves an exchange of stock, has been approved by the boards of the companies.

A combined talent agency called CMA will be formed, that is to be an operating division of an international entertainment complex, parented by GAC, Inc.

The principal officers of CMA will be: Buddy Howe, chairman of the board and of the executive committee; Freddie Fields, president and chief executive officer; David Begelman, vice-chairman of the board and president of the international division. Executive vice presidents will be Herman Rush, Richard Shepherd, Sam Cohn, Michael C. Levee, Jr. and Al Rush. Martin Baum will be senior executive vice president.

There will be no changes in policy and personnel. Other senior appointments will be announced shortly.

The complementary strengths of the two agencies will create an organization with a broad international base. Its offices in London, Rome, and Paris will be consolidated, as will its Beverly Hills and New York offices. Chicago and Las Vegas branches, will continue to operate as at present.

New MCA Veeps

(Continued from page 7)

later were elected vice presidents of MCA Inc. Friedland has been vice-president of MCA-TV division, and Findlater has been assistant secretary of the parent company.

Berle Adams, joined MCA in 1950 and since then has been active in all areas of the company's operations. A vice president of MCA-TV since 1952, he was elected a vice president of the parent company in 1965. He set up MCA-TV's international operations in 1957 and has supervised and developed the international divisions. Active also in the music publishing area, he made the Leeds Music acquisition in 1965 and set up UNI Records the following year. In addition he has devoted much of his time to manpower development. He is a graduate of Northwestern University.

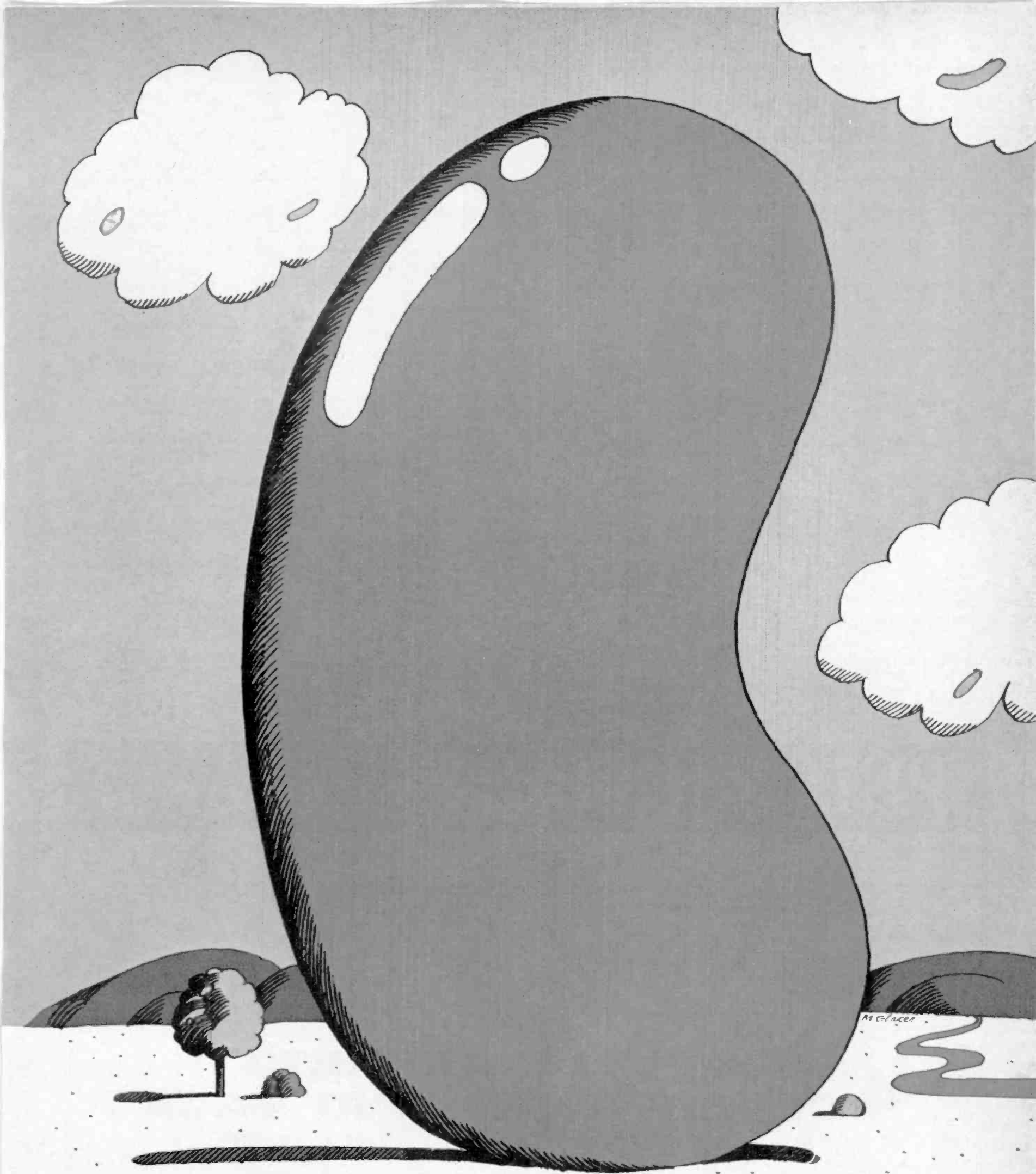
Albert A. Dorskind joined MCA in 1953 as an attorney and was elected vice president and treasurer in 1958. He, too, was active in the television area, and worked closely with Jack Webb and his original "Dragnet" show. He was prominent in the purchase of Universal Studios by MCA in 1958, and is the founder and executive in charge of the Universal City Tours. He holds an A.B. and LL.B. degree from Cornell University.

Daniel L. Ritchie, joined MCA in 1961 and was elected vice president four years later. He has been active exclusively in the company's financial affairs, and is president of Columbia Savings & Loan Association in Denver, a wholly-owned subsidiary. He holds an A.B. degree from Harvard University and an M.B.A. degree from Harvard Business School.

UA Pic Cartridge

(Continued from page 7)

write the creation of various theatrical works, which, it is hoped, would greatly reduce UA's cost of investments in the Broadway area. Commenting on the purchase by Trans-America of United Artists Pictures last April, Pica noted that a good relationship had been established with Trans-America and the motion picture and record entities. He said that Trans-America would continue to give UA's film and record division complete autonomy as to their development. UA is the second largest subsidiary of Trans-America, which owns 98.7% of stock in the company.



THE GIANT JELLYBEAN COPOUT

With a fresh new bag full of bittersweet sounds,
a great new group cops the sleeper of the year...

AWAKE IN A DREAM POP-504

Produced by James Ryan for Venture Productions

POPPY RECORDS distributed by MGM Records—A Division of Metro-Goldwyn-Mayer Inc.



Top 50 In R & B Locations

1 SINCE YOU'VE BEEN GONE Aretha Franklin (Atlantic 2486) 1	14 SOUL SERENADE Willie Mitchell (Hi 2140) 24	27 FOREVER CAME TODAY Diana Ross & The Supremes (Motown 1122) 36	38 CHECK YOURSELF Debbie Taylor (Decca 32259) 39
2 THE DOCK OF THE BAY Otis Redding (Volt 157) 2	15 IN THE MIDNIGHT HOUR Mirettes (Review 11004) 17	28 SWEET INSPIRATION Sweet Inspirations (Atlantic 2476) 47	39 FUNKY STREET Arthur Conley (Atco 6563) —
3 La-La MEANS I LOVE YOU Del Fonics (Philly Groove 150) 7	16 TAKE TIME TO KNOW HER Percy Sledge (Atlantic 2490) 26	29 BORN FREE Hesitations (Kapp 878) 15	40 IN THE MORNING Mighty Marvelows (ABC 11011) 44
4 THE END OF OUR ROAD Gladys Knight & Pips (Soul 35042) 6	17 SECURITY Etta James (Cadet 5594) 23	30 COUNT THE DAYS Inez & Charlie Foxx (Dynamo 112) 20	41 COWBOYS TO GIRLS Intruders (Gamble 214) —
5 VALLEY OF THE DOLLS Dionne Warwick (Scepter 12203) 3	18 WALK AWAY RENEE 4 Tops (Motown 1119) 8	31 FOR YOUR PRECIOUS LOVE Jackie Wilson & Count Basie (Brunswick 55365) 30	42 LIKE NEVER BEFORE Toussaint McCall (Ronn 20) 45
6 I THANK YOU Sam & Dave (Stax 242) 5	19 WE'RE A WINNER Impressions (ABC 11022) 10	32 LICKIN' STICK George Torrence & Natural (Shout 224) 37	43 INSTANT HEARTBREAK Precisions (Drew 1004) —
7 MEN ARE GETTING SCARCE Joe Tex (Dial 4069) 4	20 I WISH IT WOULD RAIN Temptations (Gordy 7068) 12	33 THERE IS Dells (Cadet 5574) 21	44 AFRICAN BOO-GA-LOO Jackie Lee (Keymen 114) 49
8 IF YOU CAN WANT Miracles (Tamla 54162) 9	21 DRIFTING Bobby Bland (Duke 432) 22	34 TEN COMMANDMENTS OF LOVE Peaches & Herb (Date 1592) 32	45 TE-NI—NI-NU Slim Harpo (Excella 2294) 41
9 DANCE TO THE MUSIC Sly & The Family Stone (Epic 10256) 13	22 SHOW TIME Detroit Emeralds (Ric-Tic 135) 29	35 IF THIS WORLD WERE MINE Marvin Gaye & Tammi Terrell (Tamla 54161) 40	46 DAYS OF PEARLY SPENCER David McWilliams (Kapp 896) 50
10 I'M GONNA MAKE YOU LOVE ME Madeline Bell (Mod 1007) 16	23 LOOKING FOR A FOX Clarence Carter (Atlantic 2461) 25	36 THE DOCK OF THE BAY King Curtis & Kingpins (Atco 6562) 43	47 WOMEN WITH THE BLUES Lamp Sisters (Duke 427) —
11 BURNING SPEAR Soulful Strings (Cadet 5576) 11	24 LOVEY DOVEY Otis & Carla (Stax 244) 27	37 THE IMPOSSIBLE DREAM Hesitations (Kapp 899) 48	48 LOOK AT WHAT I ALMOST MISSED Parliaments (Revilot 217) —
12 I GOT THE FEELIN' James Brown (King 6155) 34	25 A MAN NEEDS A WOMAN James Carr (Goldwax 332) 14		49 JUST LIKE A FLOWER Freddie Scott (Shout 227) —
13 THAT'S A LIE Ray Charles (ABC Paramount 11045) 18	26 SON OF HICKORY HOLLER'S TRAMP O. C. Smith (Columbia 44425) 31		50 THAT'S WHEN I GUESSED Clarence Henry (Dial 4072) —

PETER RABBIT / records



4 DELUXE JACKETS COLOR-FRONT AND BACK THE NEW BUDGET PRICED KIDDIE LINE

K-10 IT'S ROUND UP TIME
K-11 RUMPLESTILSKIN
K-12 HAPPY BIRTHDAY PARTY SONGS
K-13 HERE COMES THE CIRCUS
K-14 JACK AND THE BEANSTALK
K-15 HIT PARADE FOR LITTLE FOLKS

K-16 FOUR FAVORITE BEDTIME STORIES
K-17 HOW TO BE HAPPY ON A RAINY DAY
K-18 SING ALONG WITH THE HAPPY SERENADERS
K-19 MOTHER GOOSE STORYBOOK
K-20 PRAYERS & HYMNS
K-21 LET'S GO TO THE ZOO

RECORD SALES COMPANY

222 WEST ORANGE GROVE AVE., BURBANK, CALIFORNIA 91502
PHONE 849-4671 AREA CODE 213

COMMAND HAS DONE IT AGAIN!

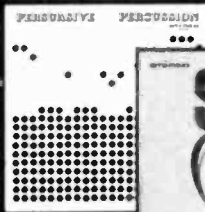
SOUND IN THE EIGHTH DIMENSION

THE MOST STARTLING
NEW SOUND INNOVATION SINCE
STEREO RECORDING BEGAN

"PERSUASIVE PERCUSSION" . . . the first . . . amazingly effective 2-channel, widely separated stereo record.

"STEREO 35/MM" . . . introducing the remarkable clarity of 35 millimeter film recording.

"DIMENSION 3" . . . which introduced the fantastic illusion of a third center speaker . . . 3 separate musical messages coming from only 2 stereo speakers.



. . . SOUND INNOVATIONS ALL

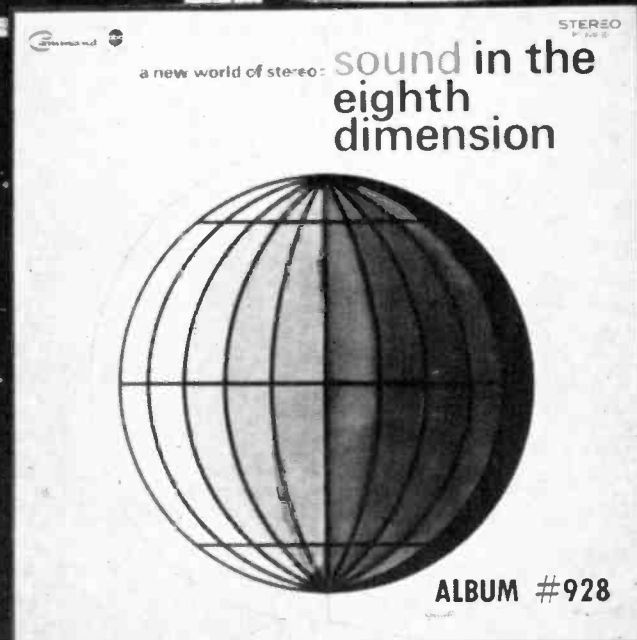
NOW . . . COMMAND INTRODUCES . . . THE GREATEST ADVANCE IN RECORDED SOUND SINCE STEREO BEGAN!

Through the miracle of 8-channel recording . . . and 1 1/2 year's experimentation . . . and the development of a special "mixing and mastering" technique . . .

COMMAND has broken the shackles of 2-channel and 3-channel reproduction. For the first time—using a regular 2-speaker stereo phonograph, or component units—an orchestra can be heard with individual instruments—and whole sections—seemingly heard not only on the left—the right—and in the middle . . .

BUT ALSO . . . IN BETWEEN . . . IN FRONT OF . . . AND BEHIND . . . THE RESULT . . . A WHOLE NEW DIMENSION IN RECORDED SOUND . . . A DIMENSION NEVER BEFORE HEARD ON RECORDS . . . A LIVE "IN PERSON" ILLUSION THAT IS BREATHTAKING! A NEW WORLD OF STEREO RECORDING . . .

"SOUND IN THE 8TH DIMENSION"



ORDER NOW



1330 Avenue of the Americas, New York, N. Y. 10019

**FROM YOUR LOCAL COMMAND DISTRIBUTOR
IN CANADA: DISTRIBUTED BY "SPARTAN OF CANADA"**

Jan. LP Release Sparks London's Jan.-Feb. Sales

NEW YORK—Reporting the biggest combined January-February sales in its history, London Records gives credit to much of this success to key items in the extensive new LP release presented at the diskery's January convention at the Concord Hotel in Kiamesha Lake, New York.

Already, a major new artist property appears to have blossomed in the U.S. in the person of Britain's John Mayall, according to Herb Goldfarb, London's national sales and distribution manager. Mayall and his group, the Blues Breakers, have hit the charts for the first time with their "Crusade" LP, issued during the January meetings, a fact which has already generated increased activity for the group's two earlier albums.

At the same time, a new album titled "Willie Mitchell, Live" on the Hi label, nationally distributed by London, has been seeing action. Mitchell, incidentally, on the strength of his rising national acceptance, is currently negotiating a new agency contract which is expected to result in an expanded schedule of television and personal appearance spots for the Memphis-based artist.

Additional strong packages include such contrasting merchandise as the chart LP, "Greatest Hits From England, Volume II" (including Engelbert Humperdinck's "Release Me" and Pro-

col Harum's "A Whiter Shade Of Pale") and "The Mantovani Touch," both of which were introduced at the January conclave. The "Greatest Hits" album follows the highly successful "Volume I" of the series, which rode the charts for months after its release last year.

The Mantovani album is experiencing an even higher level of activity than normal, due to the impetus of the current "March Is Mantovani" promotion. The campaign, which involves powerful in-store merchandising assists as well as saturation AM and FM radio promotion, has also sparked an upsurge of sales of the entire Mantovani catalog, which now numbers over 40 albums.

Other new action albums include "This Price Is Right" with Alan Price; "Tom Jones Live," "Pop-Country" with Margaret Whiting; "New Dimensions" with composer-conductor Les Reed; new phase 4 sets by famed guitarist Les Paul and by well-known British big-band figure Ted Heath; and a just-released package by the British group, Ten Years After.

The album by Reed, composer of Tom Jones' first big hit, "It's Not Unusual," was promoted extensively through a special press kit/LP mailing to distributors, critics, trade editors, and AM and FM stereo stations.

Mortimer Appears With Judy Garland In Concert

NEW YORK—Three young men with acoustic guitars and conga drums, whose record debut for Philips is set for next week, made the first public appearance of their lives in New York's most prestigious concert hall at the personal behest of Judy Garland. The place was Philharmonic Hall, N.Y. The setting was a Sunday night Garland concert.

The Friday prior to the concert Miss Garland was visiting with Jordan and Sybil Christopher at Arthur where she heard, at Christopher's request, a dub of a recording by a yet unreleased group, Mortimer. The disk spun to a cut titled "Yes We Know" written by the group, as was all the material on the disk. Judy loved the song and asked if the group could and would perform it with her that Sunday during her concert.

Parts for the musicians and an arrangement had to be completed on Saturday and Sunday, but finally, on Sunday night, Tony Van Betshoten, Guy Masson and Tom Smith (Mortimer) made their first public appearance as a group, with for one time only four voices, the fourth belonging to Judy Garland.

Connie Francis Records New Andre Popp Waxing

NEW YORK—MGM Records' thrush Connie Francis has been selected to record the new Andre Popp (of "Love Is Blue" fame) disk. The record, titled "Why Say Goodbye", is being rushed as a super special this week in order to cash in on the popularity of Andre Popp.

A special promotion, publicity, point of sales and advertising drive is underway. Record Shop streamers, in-store posters, 5000 deejay records, local cop ads, and a heavy concentration among one-stops and juke box operators will highlight the campaign.

The same combination of writers who were involved in creating the current hit "Love Is Blue", namely Andre Popp, Larry Kusik, Eddie Snyder and Pierre Cour, are responsible for Connie's latest single "Why Say Goodbye".

The record was co-produced by independent producer Herb Bernstein and Bob Morgan, executive director of recording for MGM. Robbins Music is the publisher. Arrangements are by Herb Bernstein and the orchestra conducted by Joe Mazzu.



THE 'EYES' HAVE IT—The Beacon Street Union hosted a bash at the Scene, Steve Paul's W. 46th St. nitery, where they entertained execs, office, and sales staff of MGM and Metro as well as the press, deejays, and part of the aware public. Shown in these representative views are: (top row, from the left) Sol Handwerger, John Lincoln Wright who is lead singer for the Beacon Street Union, and Sol Greenberg; MGM prexy Mort Nasatir stands with Wes Farrell and the Beacon Street Union; Barbara Cowsill, Wes Farrell, Lenny Scheer, and Frank Sutter of the Hartford distributor stand with members of the Beacon St. Union; two member of the Beacon Street Union pose

with Dave Seidman and Phil Picone (second row) Mike Becce and John Lincoln Wright stand with Alan Dean of WIBG-Philadelphia; Harold Berkman, Bob Rhodes of the Union, and WIBG's Gerry Stevens; Stan Drayson and his Metro distrib. salesmen with the Union; the Union with Wes Farrell, Stan Drayson, Dave Seidman, and Lenny Scheer (bottom row) the Beacon Street Union in action; Harold Berkman with lead guitarist Paul Tartachny, and Gerry Stevens of WIBG; John Lincoln Wright; and Steve Paul, owner of the club. The Beacon St. Union's first MGM album is entitled, "The Eyes Of The Beacon Street Union."

SS saturation sound

A giant step towards an all-stereo industry. For the first time, a single that plays stereo or mono with maximum sound quality using either system.

One superlative standard of sound. The best on all phonographs.

The first Saturation Sound singles release includes:



IN NEED OF A FRIEND
by The Cowsills
K-13909ss

**HOW TO HANDLE
A WOMAN**
by Jerry Lanning
K-13910ss

WATERMELON MAN
by Erroll Garner
K-13916ss



MAMAN by
Arthur Prysock
VK-10592ss



WHAT A WAY TO GO by
The Appletree Theater
KF-5082ss



HORSE by
The Legionnaires
KA-243ss

In the very near future all new albums and singles will be produced under this revolutionary new system, exclusive with The MGM Family of Records.

MGM, Verve, and Verve/Forecast Records are divisions of Metro-Goldwyn-Mayer Inc.



FUNKY WAY
by Calvin Arnold
V-305ss



!tserp bnuoz zrivom **movies sound great!**

Karen Chandler
sings the first
recorded lyric
of the theme from
Elvira Madigan...probably the most
beautiful film ever made...

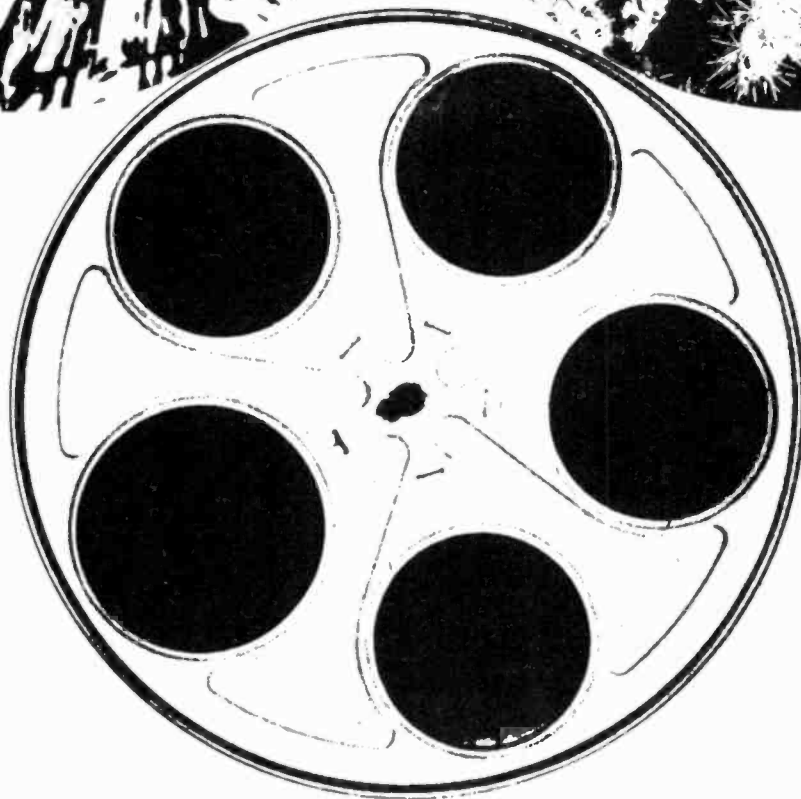
"IN THE DAYS OF SPLENDOR"

b/w "What Diff'rence Can It Make"
#17086
and naturally...
Dot's Got It!

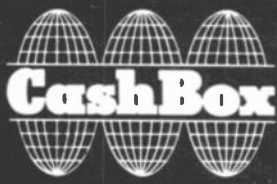
The
happy
hit version
of the theme from
Will Penny...the finest
western of the decade...

"LONELY RIDER"

b/w "The Reptilian Mindblower" #17084
by **Boots Brown**
& the **Pflugelpipers**...and
Dot's Got It!



**DOT'S
GOT
IT!**



TOP 100 Albums

MARCH 23, 1968

- 1 **BLOOMING HITS** Paul Mauriat (Philips PHM 200-248/PHS 600-248) 1
- 2 **JOHN WESLEY HARDING** Bob Dylan (Columbia CL 2804/CS 9604) 2
- 3 **MAGICAL MYSTERY TOUR** Beatles (Capitol MAL/SMAL 2835) 3
- 4 **AXIS: BOLD AS LOVE** Jimi Hendrix Experience (Reprise RS 6281) 4
- 5 **LADY SOUL** Aretha Franklin (Atlantic 8167/SD 8167) 5
- 6 **VALLEY OF THE DOLLS** Original Soundtrack (20th Century Fox DTCS 4196) 6
- 7 **DISRAELI GEARS** Cream (Atco 232/SD 232) 7
- 8 **ONCE UPON A DREAM** Rascals (Atlantic 8169/SD 8169) 11
- 9 **HERB ALPERT'S NINTH** Herb Alpert & Tijuana Brass (A&M 134/SP 4134) 10
- 10 **HISTORY OF OTIS REDDING** (Volt M/3 418) 13
- 11 **LETTERMEN... AND LIVE** (Capitol T/ST 2758) 8
- 12 **VALLEY OF THE DOLLS** Dionne Warwick (Scepter SPS 568) 19
- 13 **HORIZONTAL** Bee Gees (Atco 233/SD 233) 9
- 14 **THE BEAT GOES ON** Vanilla Fudge (Atco 237/SO 237) 18
- 15 **THE GRADUATE** Original Soundtrack (Columbia OS 319A) 25
- 16 **DR. ZHIVAGO** Soundtrack (MGM E/ES 6 ST) 12
- 17 **DIANA ROSS & THE SUPREMES GREATEST HITS** (Motown M/MS 2-663) 16
- 18 **THE TURTLES GOLDEN HITS** (White Whale WW 115/WWS 7115) 15
- 19 **ARE YOU EXPERIENCED** Jimi Hendrix Experience (Reprise R/RS 6261) 17
- 20 **SMOKEY ROBINSON & THE MIRACLES GREATEST HITS VOL. 2** (Tamla T/TS 280) 21
- 21 **JUNGLE BOOK** Original Soundtrack (Disneyland M/S 3948) 23
- 22 **SGT. PEPPER'S LONELY HEART'S CLUB BAND** Beatles (Capitol T/TS 653) 20
- 23 **THEIR SATANIC MAJESTIES REQUEST** Rolling Stones (London NP/NPS 2) 14
- 24 **PISCES, AQUARIUS, CAPRICORN & JONES LTD** Monkees (Colgems COM/COS 104) 22
- 25 **WHO WILL ANSWER?** Ed Ames (RCA Victor LMP/LSP 3961) 37
- 26 **DIONNE WARWICK'S GOLDEN HITS PART ONE** (Scepter SRM/SRS 565) 26
- 27 **THE GOOD, THE BAD, AND THE UGLY** Original Soundtrack (United Artists UA 4172/UAL 5172) 40
- 28 **THE LAST WALTZ** Engelbert Humperdinck (Parrot PA 61015/PAS 71015) 24
- 29 **PARSLEY, SAGE, ROSEMARY & THYME** Simon & Garfunkel (Columbia CL 2563/CS 9363) 34
- 30 **PORTRAITS** Buckingham (Columbia CL 2798/CS 9598) 27
- 31 **SOUND OF MUSIC** Original Soundtrack (RCA Victor LOCD/LSOD 2005) 28
- 32 **ALICE'S RESTAURANT** Arlo Guthrie (Reprise R/RS 6267) 30
- 33 **LOOK AROUND** Sergio Mendes & Brasil '66 (A&M SP 4137) 42
- 34 **THE UNION GAP** (Columbia CL 2812/CS 9612) 38
- 35 **CAMELOT** Original Soundtrack (Warner Bros. B/B5 1712) 32
- 36 **FAREWELL TO THE FIRST GOLDEN ERA** Mamas & Papas (Dunhill D/DS 50025) 29
- 37 **MISSION IMPOSSIBLE** Lalo Schifrin (Dot DLP 25831) 39
- 38 **IN A MELLOW MOOD** Temptations (Gordy G/S 924) 35
- 39 **WHEN THE SNOW IS ON THE ROSES** Ed Ames (RCA Victor LPM/LSP 3913) 31
- 40 **NOTORIOUS BYRD BROS.** Byrds (Columbia CL 2757/CS 9575) 41
- 41 **A DAY IN THE LIFE** Wes Montgomery (A&M 2001/SP 3001) 33
- 42 **VANILLA FUDGE** (Atco 224/SD 224) 36
- 43 **FRANCIS A & EDWARD K** Frank Sinatra & Duke Ellington (Reprise FS 1024) 43
- 44 **VINCEBUS ERUPTUM** Blue Cheer (Philips PHM 200-264/PWS 600-264) 72
- 45 **4 TOPS GREATEST HITS** (Motown M/MS 662) 45
- 46 **HOORAY FOR THE SALVATION ARMY BAND!** Bill Cosby (Warner Bros. WS 1728) 50
- 47 **IT MUST BE HIM** Ray Conniff (Columbia CL 2795/CS 9595) 52
- 48 **ELVIS GOLD RECORDS VOL. 4** (RCA Victor LPM/LSP 3921) 68
- 49 **IT MUST BE HIM** Vikki Carr (Liberty LRP 3533/LST 7533) 46
- 50 **DOCTOR DOLITTLE** Original Soundtrack (20th Century-Fox DTCS 5101) 51
- 51 **A GIFT FROM A FLOWER TO A GARDEN** Donovan (Epic L2N 6071/B2N 171) 47
- 52 **BY THE TIME I GET TO PHOENIX** Glen Campbell (Capitol T/ST 2851) 56
- 53 **I'M IN LOVE** Wilson Pickett (Atlantic 8175/SD 8175) 55
- 54 **GROOVIN' WITH THE SOULFUL STRINGS** (Cadet LP/LPS 796) 54
- 55 **THE WHO SELL OUT** (Decca DL 4950/DL 74950) 49
- 56 **AFTER BATHING AT BAXTER'S** Jefferson Airplane (RCA Victor LOP/LSO 1511) 58
- 57 **JUDY IN DISGUISE** John Fred & Playboy Band (Paula LP 2197) 63
- 58 **GREEN TAMBOURINE** Lemon Pipers (Buddah BDM 1009/BDS 5009) 59
- 59 **WILD FLOWERS** Judy Collins (Elektra EKS 74012) 48
- 60 **LIVE & LIVELY** Jae Tex (Atlantic 8156/SD 8156) 61
- 61 **MAN OF LA MANCHA** Original Cast (Kapp KRL 4505/KRS 5505) 62
- 62 **LOVE ANDY** Andy Williams (Columbia CL 2766/CS 9566) 44
- 63 **PLEASE LOVE ME FOREVER** Bobby Vinton (Epic LN 24341/BN 26341) 53
- 64 **THE DOCK OF THE BAY** Otis Redding (Volt S-419) 75
- 65 **ULTIMATE SPINACH** (MGM SE 4518) 70
- 66 **STRANGE DAYS** Doors (Elektra EK 4014/EKS 7414) 57
- 67 **MOVIN' WITH NANCY** Nancy Sinatra (Reprise R/RS 6277) 60
- 68 **BEND ME, SHAPE ME** American Breed (Atco A8003/38003) 71
- 69 **THE DOORS** (Elektra EK 4007/EKS 7407) 73
- 70 **WILD HONEY** Beach Boys (Capitol T/ST 2859) 65
- 71 **THE RESURRECTION OF PIGBOY CRABSHAW** Butterfield Blues Band (Elektra EKS 74015) 67
- 72 **THE TIME HAS COME** Chambers Bros. (Columbia CL 2722/CS 9522) 76
- 73 **TEMPTATIONS GREATEST HITS** (Gordy GM/GS 919) 69
- 74 **RELEASE ME** Engelbert Humperdinck (Parrot PA 61012/PAS 71012) 79
- 75 **CRUSADE** John Mayall's Blues Breakers (London LL 2529/PS 529) 77
- 76 **SOUNDS OF SILENCE** Simon & Garfunkel (Columbia CL 2469/CS 9269) 78
- 77 **WE'RE A WINNER** Impressions (ABC 635) 81
- 78 **NOBODY BUT ME** Human Beinz (Capitol T/ST 2906) 88
- 79 **ROTARY CONNECTION** (Cadet/Concept LP/LPS 312) 83
- 80 **GOIN' TO MEMPHIS** Paul Revere & Raiders (Columbia CL 2803/CS 9603) 82
- 81 **UP POPS RAMSEY LEWIS** (Cadet LP/LPS 799) 84
- 82 **VIKKI** Vikki Carr (Liberty LST-7548) 86
- 83 **FEELIN' GOOD** Lou Rawls (Capitol T/ST 2864) 95
- 84 **THE MANTOVANI TOUCH** (London LL 3526/PS 526) 85
- 85 **WE'RE ONLY IN IT FOR THE MONEY** Mothers of Invention (Verve V65045) 115
- 86 **THE SKY** San Sebastian Strings (Warner Bros. WS 1720) 87
- 87 **THE DELTA SWEETE** Bobbie Gentry (Capitol T/ST) 89
- 88 **THE FIRST EDITION** (Reprise RS 6276) 93
- 89 **I CAN'T STAND MYSELF** (James Brown (King 1030) —
- 90 **BOOTS RANDOLPH'S SUNDAY SAX** (Monument MLP/SLP 18092) 74
- 91 **TOM JONES LIVE** (Parrot PA 61014/PAS 71014) 91
- 92 **THERE ARE BUT FOUR SMALL FACES** (Immediate 712 52002) 92
- 93 **\$1,000,000 WEEKEND** Ventures (Dolton LRP 2054/LST 8054) 80
- 94 **HEAVY** Iron Butterfly (Atco 227/SD 227) 66
- 95 **SONGS OF LEONARD COHEN** (Columbia CL 2733/CS 9533) 90
- 96 **THE OTHER MAN'S GRASS IS ALWAYS GREENER** Petula Clark (Warner Bros./Seven Arts WS 1719) 101
- 97 **AMBOY DUKES** (Mainstream 56104/S 6104) 98
- 98 **LOVE RHAPSODIES** Midnight String Quartet (Viva V-36013) 100
- 99 **TENDERNESS JUNCTION** Fugs (Reprise RS 6280) 94
- 100 **STEPPENWOLF** (Dunhill D/S 50029) 96
- 101 **A SCRATCH IN THE SKY** Cryan Shames (Columbia CL 2786/CS 9586) 111
- 102 **THE MAGIC GARDEN** The 5th Dimension (Soul City SCM 91001 SCS 92001) 112
- 103 **MIRRORS** Dick Hyman & The Group (Command RS 924 SD) 113
- 104 **THE GLORY OF LOVE** Herbie Mann (A&M 2003/SP 3003) 114
- 105 **THE EYES OF THE BEACON STREET UNION** (MGM SE 4517) 115
- 106 **BOOGIE WITH CANNED HEAT** (Liberty LRP 3541/LST 7541) 116
- 107 **THE BITTER AND THE SWEET** Glenn Yarbrough (RCA Victor LSP-3951) 117
- 108 **SIMPLY STREISAND** Barbra Streisand (Columbia CL 2682/CS 9482) 118
- 109 **AL HIRT PLAYS BERT KAEMPFFERT** (RCA Victor LPM 3917/LSP 3917) 119
- 110 **MUSIC FROM FISTFUL OF DOLLARS, ETC.** Hugo Montenegro (RCA Victor IMP/LSP 3927) 120
- 111 **THIS IS AL MARTINO** Capitol T/ST 2843) 111
- 112 **THE BEST OF WES MONTGOMERY** (Verve V/V6 8714) 112
- 113 **ORPHEUS** (MGM E/SE 4524) 113
- 114 **TELL MAMA** Etta James (Cadet LP/LPS 802) 114
- 115 **SOMETHING ELSE** The Kinks (Reprise RS 6279) 115
- 116 **THE SEA** San Sebastian Strings (Warner Bros. WS 1670) 116
- 117 **EVERLOVIN' WORLD OF EDDY ARNOLD** (RCA Victor LPM/LSP 3931) 117
- 118 **THE DRIFTERS GOLDEN HITS** (Atlantic 8153/SD 8153) 118
- 119 **THE BOARD OF DIRECTORS** Count Basie & Mills Bros. (Dot DLP 3838/DLPS 25838) 119
- 120 **LOVE IS BLUE** Lawrence Welk (Randwood RLP 9003) 120
- 121 **REACH OUT** Burt Bacharach (A&M 131/SP 4131) 121
- 122 **MASS IN F MINOR** Electric Prunes (Reprise R/RS 6075) 122
- 123 **A TODAY KIND OF THING** Four Freshmen (Liberty LRP 3542/LST 7542) 123
- 124 **SPOOKY** Classics IV (Imperial LP 9371/12371) 124
- 125 **MR. FANTASY** Traffic (United Artists UAL 3651/UAS 6651) 125
- 126 **FRESH CREAM** Cream (Atco 206/SD 206) 126
- 127 **HUGH MASAKELA IS ALIVE AND WELL AT THE WHISKEY** (UNI 3015/73015) 127
- 128 **SKIP A ROPE** Henson Cargill (Monument MLP/SLP 18094) 128
- 129 **BEE GEES 1ST** (Atco 223/SD 223) 129
- 130 **SOMETHING SPECIAL** Tommy James & Shondells (Roulette R/RS 25355) 130
- 131 **WELCOME TO MY LOVE** Nancy Wilson (Capitol T/ST 2844) 131
- 132 **UP, UP AND AWAY** Johnny Mathis (Columbia CL 2726/CS 9526) 132
- 133 **GONE WITH THE WIND** Soundtrack (MGM 1E-10 ST) 133
- 134 **THE GREATEST HITS FROM ENGLAND Vol. 2** Various Artists (Parrot PA 61017/PAS 71017) 134
- 135 **A MAN AND A WOMAN** Soundtrack (United Artists UAL 4147/UAS 5147) 135
- 136 **CAMELOT** Original Cast (Columbia KOL 5620/KOS 2031) 136
- 137 **WELCOME TO MY WORLD** Dean Martin (Reprise R/RS 6250) 137
- 138 **MONKEES HEADQUARTERS** (Colgems COM/COS 103) 138
- 139 **EVERYTHING PLAYING** Lovin' Spoonful (Kama Sutra KYP/KLPS 8061) 139
- 140 **THE BEST OF WILSON PICKETT** (Atlantic 8151/SD 8151) 140

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS • Indicates Strong Upward Move

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 recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

VANGUARD

Country Joe & The Fish	I Feel Like I'm Fixin 'To Die	79266
Joan Baez	Joan	79240
The Best of Ian & Sylvia		79269
Country Joe & The Fish	Fire & Fleet & Candlelight	79244
Buffy Sainte-Marie	So Much For Dreaming	79250
Ian & Sylvia		79241
Joan Baez/5		79160
P.D.Q. Bach On The Air		79268
Perrey/Kingsley	Kaleidoscopic Vibrations	79264
Eric Anderson	'Bout Changes & Things, Take 2	79236
Joan Baez	Farewell Angelina	79200
Joan Baez In Concert, Part 2		2123
Joan Baez In Concert		2122
The Best Of Jim Kweskin		79270
Say Siegel-Schwall		79249
Joan Baez, Vol. 2		2097
Buffy Sainte-Marie	It's My Way	79142
Ian & Sylvia	Northern Journey	79154
Circus Maximus		79260

VERVE/VERVE FORECAST

Jimmy Smith	I Got My Mojo Workin'	V/V6/8641
Wes Montgomery	Goin' Out Of My Head	V/V6/8642
Astrud Gilberto	Look To The Rainbow	V/V6/8643
Prysock/Basie	Arthur Prysock/Count Basie	V/V6/8646
Stan Getz/Charlie Byrd	Bashin'-Jimmy Smith Plays "Walk On The Wild Side"	V/V6/8432
Stan Getz/Joao Gilberto	Getz/Gilberto	V/V6/8545
Cal Tjader	Breeze From The East	V/V6/8575
Jimmy Smith	Who's Afraid Of Virginia Woolf	V/V6/8583
Jimmy Smith	The Cat	V/V6/8587
Johnny Hodges/Wild Bill Davis	Blue Rabbit	V/V6/8599
Stan Getz With Astrud Gilberto	Getz Au Go Go	V/V6/8600
Gary MacFarland	Soft Samba	V/V6/8603
Astrud Gilberto	The Astrud Gilberto Album	V/V6/9608
Wes Montgomery	Movin' Wes	V/V6/8610
Kenny Burrell/Gil Evans	Guitar Forms	V/V6/8612
Cal Tjader	Soul Sauce	V/V6/8614
Jimmy Smith	The Monster	V/V6/8618
Wes Montgomery	Bumpin'	V/V6/8625
Astrud Gilberto	The Shadow Of Your Smile	V/V6/8629
Willie Bobo	Spanish Grease	V/V6/8631
Wes Montgomery	Tequila	V/V6/8653
Count Basie	Basie's Beatle Bag	V/V6/8659
Jimmy Smith	Hoochie Cooche Man	V/V6/8667
Righteous Bros.	Soul & Inspiration	V/V6/5001
Righteous Bros.	Go Ahead & Cry	V/V6/5004
Mothers Of Invention	Freak Out	V/V6/5005-2
Wes Montgomery	California Dreaming	V/V6 8672
Astrud Gilberto/Walter Wanderley	A Certain Smile/A Certain Sadness	V/V6 8673
W. Wanderley Trio	Cheganca	V/V6 8676
	The Velvet Underground And Nico	V/V6 5008
	Best Of Arthur Prysock	V/V6 5011
	Sayin' Somethin'	V/V6 5010
Righteous Bros.	Live At Cafe Au Go Go	FTS3000
Blues Project	Changes	FTS3001
Jim & Jean		FTS3004
Tim Hardin-1		FTS3006
Richie Havens	Mixed Bag	FTS3008
Blues Project	Projections	FTS3009
Dave Van Ronk	No Dirty Names	FTS3017
Janis Ian		FTS3022
Tim Hardin-2		FTS3023
James Cotton Blues Band		FTS3024
Janis Ian	For All The Seasons Of Your Mind	FTS3024
Blues Project	Live At Town Hall	FT3025
Richie Havens	Something Else Again	FTS3034

VIVA

Midnight String Quartet	"Rhapsodies For Young Lovers"	V6001/V36001
Midnight String Quartet	"Spanish Rhapsodies For Young Lovers"	V6004/V36004
Jonathan Knight	"Lonely Harpsichord On A Rainy Night"	V6006/V36006
Midnight String Quartet	"Rhapsodies For Young Lovers, Vol. Two"	V6008/V36008
Jonathan Knight	Lonely Harpsichord "Rainy Night In Shangri-La"	V6011/V36011
Sonny Curtis	"The 1st Of Sonny Curtis"	V6012/V36012
Midnight String Quartet	"Love Rhapsodies"	V6013/V36013

WARNER BROS.-SEVEN ARTS

Bill Cosby	Wonderfulness	W 1634
Bill Cosby	Why Is There Air?	W 1606
Bill Cosby	Is A Very Funny Fellow	W 1518
Bill Cosby	I Started Out As A Child	W 1567
Petula Clark	I Couldn't Live Without Your Love	W/WS 1645
Petula Clark	My Love	W/WS 1630
Peter, Paul and Mary	See What Tomorrow Brings	W/WS 1615
Peter, Paul and Mary	Peter, Paul and Mary	W/WS 1449

WARNER BROS.-SEVEN ARTS (CONT'D)

Peter, Paul and Mary	In The Wind	W/WS 1507
Peter, Paul and Mary	Peter, Paul and Mary Album	W/WS 1648
Petula Clark	Downtown	W/WS 1590
Peter, Paul and Mary	Peter, Paul and Mary in Concert	2W/2WS 1555
Everly Brothers	Very Best of the Everly Bros.	W/WS 1554
Peter, Paul and Mary	Moving	W/WS 1473
Original Soundtrack	Music Man	W/WS 1459
Petula Clark	I Know a Place	W/WS 1598
Peter, Paul and Mary	A Song Will Rise	W/WS 1589
Bonnie Prudden	Keep Fit and Be Happy	W 1358
Original Soundtrack	Rome Adventure	W/WS 1458
San Sebastian Strings	The Sea	W/WS 1670
The Association	Insight Out	W/WS 1696
The Grateful Dead		W/WS 1689
Peter, Paul and Mary	Album 1700	W/WS 1700
Petula Clark	These Are My Songs	W/WS 1698
Bill Cosby	Revenge	W/WS 1691
Bill Cosby	Bill Cosby Sings—Silver Throat	W/WS 1709
San Sebastian Strings	The Earth	WS 1705
Along Comes The Association		WS 1702
Bill Cosby	Hooray For The Salvation Army	WS 1728

WONDERLAND

Ian Carmichael and Dick Bentley	Winnie The Pooh And Christopher Robin	1442
	In The House At Pooh Corner	1434
Vivien Leigh	The Tale Of Peter Rabbit	1467
Tom Glazer's	Second Concert For And With Children	1452
Tom Glazer's	Concert For And With Children	
The Sinfonia of London	A Child's Introduction To The Instruments Of The Orchestra	1443
The Collegiate Chorale	A Child's Introduction To Patriotism:	1445
Cyril Ritchard	Selections From Alice In Wonderland	1406
Irene Wicker	Cinderella/Sleeping Beauty	1433
Irene Wicker	Beauty And The Beast And Other Fairy Tales	1427
Sir Ralph Richardson and Robert Morley	Jonah And The Whale/Noah's Ark	1440
Vivien Leigh	The Tale Of Benjamin Bunny	1457
Sir Donald Wolfelt and Noel Harrison	Treasure Island/King Arthur	1446
Evelyn Lohoefer	Come And See The Peppermint Tree	1453
Cyril Ritchard	Alice In Wonderland Vol. I	1431
Irene Wicker	Snow White/Rumplestiltskin	1437
Oscar Brand	Children's Concert	1438
Alec Templeton	Arabian Night's Entertainment	1403
Martyn Green	Children's Concert	1405
Irene Wicker	A Child Introduction To The Alphabet And Numbers	1448
Piute Pete	A Child's Introduction To Square Dancing	1463
Moir Shearer	A Child's Introduction To The Ballet	1439
Rex Graham	The Stories Of Peter Pan And Thumbellina	1441
Margorie Bennett	First Songs For Children	1413
Alec Templeton's	Mother Goose	1409
Famous Folk Singers	Songs From The Children's Zoo	1425

WORLD PACIFIC/PACIFIC JAZZ/SOUL CITY

Don Ellis	Live At Monterey	20112
Don Ellis	Live In 3 2/3/4 Time	20123
Booker Ervin	Booker 'N Brass	20127
Victor Feldman	Venezuela Joropo	20128
Fifth Dimension	Up-Up And Away	92000
Fifth Dimension	The Magic Garden	92001
Paul Horn	Cosmic Consciousness	21444
Jazz Crusaders	Talk That Talk	20106
Jazz Crusaders	The Festival Album	20115
Jazz Crusaders	Uh Huh	20124
Jazz Crusaders	Lighthouse '68	20131
Ashish Khan	Young Master of the Sarod	21444
Johnny Lytle	Done It Again	20125
Johnny Lytle	Swingin' At The Gate	20129
Maharishi	Maharishi Mahesh Yogi	21446
Mastersounds with Wes Montgomery	Kismet	20130
Nakanoshima	Koto & Flute	21443
Buddy Rich	Swingin' New Big Band	20113
Buddy Rich	Big Swing Face	20117
Buddy Rich	The New One	20126
Bud Shank	Magical Mystery	21873
Bud Shank	Flute, Oboe & Strings	21827
Bud Shank	Michelle	21840
Bud Shank	California Dreamin'	21845
Bud Shank	Girl In Love	21853
Bud Shank	Brazil! Brazil! Brazil!	21855
Bud Shank	Music From Today's Movies	21864
Bud Shank	A Spoonful of Jazz	21868
Ravi Shankar	Improvisations	21416
Ravi Shankar	In Concert	21421
Ravi Shankar	India's Master Musician	21422
Ravi Shankar	Ravi Shankar	21430
Ravi Shankar	Ragas & Talas	21431
Ravi Shankar	Portrait of Genius	21432
Ravi Shankar	The Sound of the Sitar	21434
Ravi Shankar	Three Ragas	21438
Ravi Shankar	Ravi Shankar in New York	21441
Ravi Shankar	Live At The Monterey Pop Festival	21442
Gerald Wilson	The Golden Sword	20111
Gerald Wilson	Live And Swingin'	20118
Gerald Wilson	Everywhere	20132

Victrola

Classic performances of the Past ✂ Brilliant performances of the Present ✂
The Greatest Artists ✂ The Greatest Composers ✂ Extraordinary Record Value

TOSCANINI
VERDI: AIDA
Nelli • Gustavson • Tucker • Valengo
NBC SYMPHONY ORCHESTRA



VIC/VICS-6113(e)

TOSCANINI
SCHUBERT
Symphony No. 8 ("Unfinished")
Symphony No. 5
NBC SYMPHONY ORCHESTRA



VIC/VICS-1311(e)

TOSCANINI
VERDI
RIGOLETTO: Act IV
LUISA MILLER: Overture
Quando le sare al placido
I LOMBARDI: Trio
De la Chiesa • Merriman • Milanov
Mascena • Pearce • Warren
NBC SYMPHONY ORCHESTRA



VIC/VICS-1314(e)

TOSCANINI
TCHAIKOVSKY
MANFRED SYMPHONY
NBC SYMPHONY ORCHESTRA



VIC/VCS-1315(e)

TOSCANINI
WAGNER
DIE WALKÜRE:
ACT I, SCENE 3: Helen Traubel • Lauritz Melchior
RISE OF THE VALKYRIES
SIEGFRIED: FOREST MURMURS
DIE GÖTTERDÄMMERUNG:
SIEGFRIEDE FUNERAL MUSIC
NBC SYMPHONY ORCHESTRA




VIC/VICS-1316(e)

TOSCANINI
INVITATION TO THE DANCE
Berlioz • Brahms • Paganini • Johann Strauss
Verdi • Waldteufel • Weber
NBC SYMPHONY ORCHESTRA



VIC/VICS-1321(e)

SIBELIUS
Symphony No. 2
Antal Dorati
Stockholm Philharmonic Orchestra



VIC/VICS-1318

MUSIC FROM SWEDEN
Suite from "Snyplius" — Blomdahl
Voyage to America — Rosenbergl
Sinfonia capricciosa — Bergwald
Antal Dorati / Stockholm Philharmonic Orchestra



VIC/VICS-1319

THE NEW MUSIC
VOLUME 2
Benz • Haubenstock-Ramati • Maderna
Rome Symphony Orchestra / Bruno Maderna, Cond.



VIC/VICS-1312

THE NEW MUSIC
VOLUME 3
Nono • Fuchs • Berio • Lehmann
Rome Symphony Orchestra / Bruno Maderna, Conductor



VIC/VICS-1313

DVORÁK
Symphony No. 7 in D Minor, Op. 70 (Old No. 2)
Monteux/London Symphony Orchestra




VIC/VICS-1310

VIVALDI
JUDITHA TRIUMPHANS
Oratorio
Oralia Dominguez • Irene Compañez
Maria Grazia Allegri • Bianca Maria Casoni
Emilia Cundari
Chorus of the Philharmonic Academy of Rome
Angelicum Matiland • Alberto Zedda, Director



VIC/VICS-6016

J. S. BACH
Selections from **THE MUSICAL NOTEBOOK**
FOE ANNA MAGDALENA
Gustav Leonhardt, Harpsichord
Elly Ameling, Soprano
Hans-Martin Linde, Baritone
with Viola da Gamba, Cello, Positive Organ and Boychoir



VIC/VICS-1317

LOTTE LEHMANN
BRAHMS, WOLF SONGS



VIC/VICS-1320(e)

JOAQUÍN RODRIGO
Concierto de Aranjuez
Fantasia para un gentilhombre
Regino Sainza de la Maza, Guitar
Manuel de Falla Orchestra
Cristóbal Halffter, Conductor



VIC/VICS-1322

RAVEL: Bolero • La Valse
DEBUSSY: Afternoon of a Faun
IBERT: Escales (Ports of Call)
MUNCH/BOSTON SYMPHONY



VIC/VICS-1323

JOSEPH HAYDN
Concerto in D for Hunting Horn
Concerto in D for Flute
Erich Penzel, Horn
Hans-Martin Linde, Flute
Collegium Aureum



VIC/VICS-1324

MOZART
LA BETULIA LIBERATA, K. 118
(Oratorio)
Soloists
Polyphonic Chorus
and Orchestra
of the Angelicum,
Milan
Carlo Felice Cillario,
Conductor



VIC/VICS-6112

RCA

Fox Publishing Anticipates Top Year

NEW YORK—Continued returns on catalog material and further expansion is expected to make this year even bigger for Sam Fox Publishing than the firm's record-breaker in '67.

Fred Fox, the company's head, said that the company anticipates a banner year through continued contribution to "all facets of music," including theatrical scores, background mood music, educational publishing, popular music, record releases and music films.

Specific core of the success for Fox has been "Man of La Mancha," which is a major stage success not only in the United States (2 performing companies) but also in Australia, Austria, Finland, Norway and Czechoslovakia. These and productions in preparation in 15 other foreign countries have prompted recordings, television and nightclub performances of tunes from the score including "The Impossible Dream."

Off-stage, further interest can be expected with the production of the movie version. Rights for the motion picture have already been secured by United Artists. Further, "The Impossible Dream" has been remodeled into an r&b style and has begun to break in pop and blues locations for the Hesitations (Kapp).

The 20-year classic "Brigadoon" is also continuing to show money-making success. In addition to the annual amateur stagings, the show recently won an "Emmy" for its television presentation with Robert Goulet and has completed a run at the City Center in New York.

New Music Offering

The new musical "Love & Let Love" is currently available in a cast recording by Columbia Records, and is being prepared for performances in schools and by amateur groups.

The Fox Educational Film Series will continue to supply schools with sets of films and correlated books on music teaching entitled "The Language of Music." The first two films have won several international awards including prizes at the Cannes and Venice Film Festivals as well as the Golden Eagle Award.

The Synchro-Fox Music Libraries, managed by Howard Lerner, are continuing to supply new background music to TV, film and radio producers.

Mr G Opens Campaign For 'Black On White'

NEW YORK—An all out campaign has begun for a new single from Mr G Records.

The deck, "Black On White," according to label sales veep Harold Drayson, has begun to pick up action in the New England market and will be the center of a major promotional effort by the diskery.

Several independent promo men have been lined up across the country to put the push on for the side. Record is the first release from the North Atlantic Invasion Force.

Pepper & Tanner Names Belcher Acct. Supervisor

NEW YORK—William Henry Belcher has been named account supervisor for Pepper & Tanner, of Memphis. William Tanner, the firm's prexy said, will supervise preparation of radio and TV schedules and other services for Pepper & Tanner's radio barter clients, including assistance with spot schedules and placement of broadcast orders.

Before joining Pepper & Tanner, Belcher operated his own advertising agency. Earlier he was an advertising account executive and retail advertising sales manager for the Daily Republic in Mitchell, S.D.

Pepper & Tanner, which recently changed its name from Pepper Sound Studios, serves more than 3,500 stations in the United States, Canada, Mexico, South Africa, Australia, and Europe, and produces nearly 70 per cent of the recorded musical radio commercials used in this country and more than 75 per cent of those used in Canada and abroad.

Already established, the Synchro-Fox Mood Music Library has already signed several outstanding composers to contribute music to its catalog.

The Fox Professional Department headed by Norman Foley in New York City with Milt Stein in Hollywood has come up with a wide assortment of recent record releases including "The Impossible Dream" recorded by many featured artists such as Roger Williams, Matt Munro, the Temptations, Steve Lawrence, Andre Kostelanetz, Jim Nabors and the Hesitations: "Did I Ever Really Live" written by Allan Sherman and Albert Hague has been recorded by Steve Lawrence, Joe Williams and others: "The Click Song Number One," written by Miriam Makeba, has been recorded by Cher (of Sonny and Cher) on Imperial Records.

Continuing in its co-operative venture with the University of Miami, Sam Fox Publishing has appointed Miss Irene Stein from the University to assist in its copyright Department. Fox will accept annually, for employment, one outstanding graduate majoring in music merchandising at the University (the only school of higher learning offering this course). The original internee, Robert Rogel, is continuing his sales and promotional activities at Fox.

The Fox sales staff, headed by Harry Fox, Jr., based in the Hollywood office, looks forward to another banner year in the sales of educational and standard music.

Recently concluded are the acquisitions of the Omega Music Catalog and the Alec Wilder Music Catalog, each containing publications for study and performance.

Fred Fox states "The immense interest in our various areas of music—whether it be published, performed, heard or seen—will continue throughout 1968 making the next twelve months a period of continued growth for the Fox Organization."

Magic City Moving Again

NEW YORK—Magic City Recording, the Detroit based R & B label is bouncing back into recording activity after a six month period of relative inactivity. The firm has been re-organized throughout and additional equipment, including a new 4-track scully recorder is being installed. Magic City saw some action last year with the release of records by Thelma Lindsey, the Versatones, and Bonnie Brisker. The Versatones' disc of "With A Broken Heart" is still racking up sales in the Midwest area and doing much to project the Magic City Sound.

Ernest Burt, President of the Company, firmly believes that the future of Magic City now hinges on the efforts of his youthful staff of Artists, Writers, Arrangers, and Producers. He's counting heavily on soon to be released product by several new Artists recently signed to the label. These include Cythia and the Imaginations, the Hy-Lighters, and Deborah Smith; new product by Bonnie Brisker is also being readied for marketing in early March.

Delrick, the Publishing division of Magic City, is also being stimulated as new writers, many with no track record are being signed and their efforts developed and promoted to the fullest. A recent acquisition in this area was "Afro Twist" which was presented to Ollie McLaughlin of Karen records who had the Capitols record the tune. Already it's paying off with heavy sales in Detroit, Chicago, Philadelphia and New York. Some of the producers who recorded at Magic City in recent months are Clay McMurry, Venture Records; Don Davis, Stax-Atlantic; William Branch, M.G.M.-Way Out Records; Tom Baker, who cut the current Frank Gari single "Love That's Where It Is" (on Capitol) in the Studio, Popcorn Wylie, and Mike Hanks, whose "Soul Man" was a biggie of some months ago.

An open door policy is in effect at Magic City and new talent is welcome. Barbara Hurt, the talent co-ordinator, states that the new set-up applies equally to writers and producers as well as artists.

CashBox Album Plans

BELL—2 free with every 10 purchased. No termination date.

DIAMOND—One free for every 5 purchased. Expires March 31.

DUKE-PEACOCK—Buy-7-get-one-free. No expiration date has been set.

FORTUNE—1 free when 6 are purchased in any combination. No time-limit.

GATEWAY—Two free for 10 purchased on entire catalog. No time limit.

JEWEL-PAULA—One free for five purchased on entire catalog. No expiration date.

LITTLE-DARLIN'—Special 2 on 10 deal on all product. No expiration date.

MONMOUTH-EVERGREEN—1 free with 10 purchased on entire catalog. No expiration date.

ORIGINAL SOUND—15% discount on all LP's—until further notice.

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

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

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

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

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

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

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

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

8 Track Master Recorder Installed By Town Sound

NEW YORK—A Scully 8 track sync master recorder has been installed by Town Sound Studio.

Orville O'Brien, the Studio's engineer, stated the new Scully disc mastering system should be installed next month. The eight track recording studio is 2400 square feet.

Town Sound is equipped with a 25 microphone board, with equalization per channel, and offers eight, four, three track, stereo and mono recording facilities. Drums, vibes, Hammond organ, Steinway piano and instrument amplifiers are available at no additional cost.

Located in Englewood, three miles from the George Washington Bridge, top artists such as the Mothers of Invention, Miriam Makeba, the Animals, Gloria Lynn, the Blue Project, and Lou Courtney have recorded there.

Gloria Toote, the Studio's president, announced that the time now required to set sync is the same as for normal recording, with fool proof overdubbing guaranteed. Town Sound's eight track is reportedly the tenth Sync Master released to the industry.

Minimum recording rates are being offered to producers and companies who guarantee consistent studio rental. The Studio is making a special introductory offer for eight track recording rate.

Globe Bows Re-Jak-It

NEW YORK—Globe Albums of Long Island has unveiled a series of record replacement jackets for use in dressing up, protecting and adding color to record collections.

Called "Re-Jak-It," the pre-printed sleeves come in three categories with art work classified popular, classical and psychedelic. Each series includes four different designs in full color, shrink-wrapped and individually packaged. Series will carry a suggested list price of \$1.49.

Back liners will have printed index with insertion spaces for album title, selections, etc.

Lee Halpern, Globe president, said that the LP replacement jackets were officially introduced at the NARM convention in Florida, but that advance response from states across the country has been "phenomenal."

Pepper Issues 2 Singles

MEMPHIS—Pepper Records, a division of Pepper & Tanner (formerly Pepper Sound Studios) in Memphis, last week released two new singles.

General manager Marty Lacker said that both were issued last Friday. The product included Ollie Jackson's "Thank You Number One" and "You Got a Funny Way of Showing Your Love" by the Avantis.

These will be the fourth and fifth singles released since the company's recent formation.

Project 3 Bows Enoch Light Singers Single

NEW YORK—Further expansion of the pop program at Project 3 Records was shown with the release of a single by the new Enoch Light Singers.

Team consisting of 8 boys and 8 girls performs "I Wonder What She's Doing Tonight" backed with "Green Tambourine."



STANDING IN THE VALLEY—Paul Shore, president of Shorewood Litho, is shown at a press conference given to announce a new division of that firm, to be known as Shorewood Packaging Corp., and the firm's new record jacket process, Unipak. Shore holds Scepter's "Valley Of The Dolls" LP by Dionne Warwick, a Shorepak product, and is flanked (left and right) by Floyd Glinert, vp of Shorewood Packaging, and by Irving Hugel, vp of Shorewood Litho.

ASCAP CONGRATULATES ITS MEMBERS WHO WERE AWARDED THE 1967 “GRAMMY.”



BOBBIE GENTRY

BEST FEMALE VOCAL PERFORMANCE,
BEST NEW ARTIST AND BEST CONTEMPORARY
FEMALE SOLO VOCAL PERFORMANCE, "ODE TO BILLY JOE."

DUKE ELLINGTON AND BILLY STRAYHORN

BEST INSTRUMENTAL JAZZ PERFORMANCE-LARGE GROUP
AND BEST JAZZ COMPOSITION OF THE YEAR, "FAR EAST SUITE."

SENATOR EVERETT DIRKSEN

BEST SPOKEN WORD, DOCUMENTARY OR DRAMA RECORDING, "GALLANT MEN."

BURT BACHARACH

BEST INSTRUMENTAL ARRANGEMENT, "ALFIE."

LEONARD BERNSTEIN

ALBUM OF THE YEAR-CLASSICAL AND BEST CLASSICAL CHORAL PERFORMANCE (OTHER THAN OPERA),
"MAHLER: SYMPHONY NO. 8 IN E FLAT MAJOR" (MR. BERNSTEIN CONDUCTING
THE LONDON SYMPHONY CHORUS AND ORCHESTRA AND SOLOISTS).

IGOR STRAVINSKY

BEST CLASSICAL PERFORMANCE-ORCHESTRA, "STRAVINSKY: FIREBIRD AND PETROUCHKA SUITES"
(MR. STRAVINSKY CONDUCTING THE COLUMBIA SYMPHONY).

RAVI SHANKAR

BEST CHAMBER MUSIC PERFORMANCE, "WEST MEETS EAST" (MR. SHANKAR AND YEHUDI MENUHIN).

EUGENE ORMANDY

BEST CLASSICAL CHORAL PERFORMANCE (OTHER THAN OPERA), "ORFF: CATULLI CARMINA"
(MR. ORMANDY CONDUCTING THE PHILADELPHIA ORCHESTRA AND ROBERT PAGE
CONDUCTING THE TEMPLE UNIVERSITY CHORUS).

Dee Kilpatrick & Rick Powell Form Record-Music Enterprise

NASHVILLE—Dee Kilpatrick, national record exec, and Rick Powell, producer-director-music educator, last week announced the formation of a new record-music enterprise which includes a record label, an ASCAP publishing firm (Alpine Music) and other industry-affiliated corporations. Kilpatrick, Nashville's first resident a&r producer has seen duty with such labels as Mercury, Warner Bros. and Capitol. His responsibilities ranged from that of record salesman, branch manager, A&R director to promotion, merchandising and sales management. He was also the first general manager of WSM's Grand Ole Opry and brought to that famed country music showcase Don Gibson, Wilma Lee & Stony Cooper, the Everly Brothers, Carl & Pearl Butler, Porter Wagoner, Stonewall Jackson and the Wilburn Brothers. He produced the first official Grand Ole Opry history picture book, one of the industry's biggest selling folios. Along with Wesley Rose and Roy Acuff he formed the Acuff-Rose Artists Corp., today one of Nashville's leading talent organizations.

For the past two years, Kilpatrick has been an executive with Hickory and TRX Records.

Powell's History

Kilpatrick's associate in the new enterprise is Florida-born Rick Powell, an active member of Nashville's music community for the past 2½ years as an arranger, producer and conductor. Powell received his bachelor of music education and voice principle and his master of music composition from Florida State University. He will return to that university in May for formal ceremonies at which he will receive his doctorate in music. Powell presently teaches music composition and arranging at Peabody College in Nashville. He is also an exponent of the guitar, including classical, electric, 12-string and steel, as well as the string bass. Powell's background as a musician runs the gamut from jazz,

country, military and society dance bands to rock combos and the Florida State University, State of Florida and Jacksonville symphonies. He studied conducting under Richard Borgin, who for 25 years was the associate conductor of the Boston Symphony. More recently, Powell was the music director for WSM's variety show, "Pop And Country." During the past 2½ years he has arranged, conducted or produced 26 LPs for the Nashville-based Heartwarming Records. Powell's gospel LPs are augmented with strings, brass, rhythm sections and chorale groups. His most recent production is by a new vocal aggregation, the 16th Avenue Society Singers, performing "Break My Mind" which Kilpatrick and Wesley Rose leased for TRX.

Powell and Kilpatrick stated that their offices would be in Brentwood, Tenn., a suburb of Nashville. They also stated that their initial efforts would be in the realm of contemporary Top 40, and that they would announce their first single release within two weeks. Once clearances are completed the name of the new label will be announced. According to Kilpatrick, the new label's distributors will be chosen on their performances and their ability to merchandise.

'Top Candidate'

Regarding the resignation of Kilpatrick from the Acuff-Rose organization, firm president Wesley Rose stated: "It is naturally with regret that we lose him. But with the organizational and leadership qualities he possesses, plus the multi-talents of Rick Powell, this combination has the top candidate for the ultimate in Nashville record and music success. Dee has not only been a partner, a business associate and employee throughout the years, but has been a longtime personal friend and has our total moral support in his new venture."

Fireballs: Planning To Stay Hot

NEW YORK—The Fireballs, fresh off their Top 10 hit, a rock version of Tom Paxton's folk-styled "Bottle Of Wine," came into New York last week to tape a segment for an upcoming edition of the "Peter Martin" TV'er and to discuss plans for future recordings with Atlantic Records (the group's disks appear on Atlantic's Atco label). Currently on a month-long personal appearance tour which has already taken them to Pittsburgh, Cincinnati, Philadelphia and Cleveland, the Fireballs will play dates in Massachusetts, upstate New York and the Midwest before the month is out.

"Bottle Of Wine" is not the only hit the Fireballs have had. Their waxing of "Sugar Shack" was the biggest single of 1963, and three of their instrumentals — "Torquay," "Quite A Party" and "Bulldog" were also hits. Popular in the Southwest, their native area, the Fireballs have been playing hops, college dates and clubs there for the past few years and waiting for their next big record. Now it has come, and the group feels that, with a company like Atlantic behind them, their chances of staying on top are excellent.

Their latest bid for chart and sales honors is their new Atco album, titled after their "Bottle Of Wine" hit.

"Bottle Of Wine" (the single) got its first big dose of U. S. airplay in the Southwest from two large stations, KIMN-Denver and KOMA-Oklahoma City, and from a host of smaller stations in the area. The disk also did very well in Canada, and George Struther, an executive at Quality Records, Atlantic's Canadian distributor, was so excited by "Bottle Of Wine" 's potential that he kept calling Atlantic in New York until he convinced vice president Jerry Wexler that the label had a hit on its hands. Now Atlantic plans to go all the way with the group.

At a special meeting of Atlantic executives held in New York last week while the Fireballs were here, it was decided that the group's new single will be "Goin' Away," a ballad from the "Bottle Of Wine" album. "Goin' Away" was written by Fireball George Tomsco and his wife.

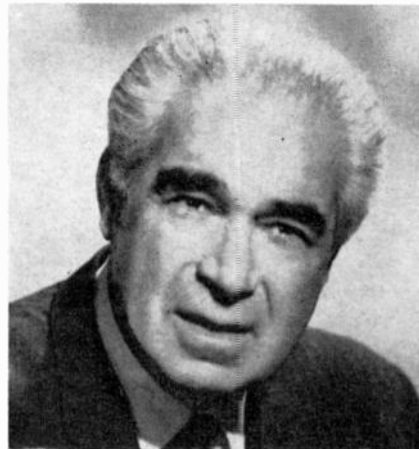


Their Corner

Stan Rhodes and George Goering, co-cleffers of Barbra Streisand's new Columbia single "Our Corner Of The Night," are shown signing an exclusive writers agreement with Arch Music, ASCAP affiliate of A. Schroeder. Seated (left to right) are: Stan Rhodes (lyrics), Wally Gold vp of Schroeder; and George Goering (composer). Staff attorney Larry Lighter stands at right.

Price Named MGM Rep To Rack Ind.

NEW YORK—Record industry veteran Morrie Price has been appointed to a newly created position as special representative to the rack industry by MGM Records. For the time being, Price will also continue to function as chief of the MGM-owned Metro Distributors in Chicago.



Morrie Price

In commenting on the appointment, label president Mort Nasatir explained that Price will provide a special liaison between the MGM president's office and the key racks around the country. Price will report directly to Nasatir on the state of the rack business and will also be available to the racks for consultation and advice in merchandising, marketing and promotion matters.

A veteran of the record industry, Price has held six positions of decision as marketing director and Chicago branch manager for MGM, vice president at Mercury Records and national sales director for United Artists.

Sam The Sham Revamps Revue

NEW YORK — Sam the Sham has completely revamped his "live" show. The Sam the Sham Revue, which will now consist of a 13 piece package.

The show formerly contained 5 Pharaohs, who provided all musical accompaniment and entertainment with their own 15-minute performance, and the Shametts, the three young ladies who have been the most recent addition to the former Revue. The girls sang, danced and provided vocal accompaniment for Sam.

The present Revue, which will be ready to hit the road for the first time by Apr. 2, will contain 7 musicians and will feature the 3 Shametts, Tony Gee, a former Pharaoh, whom Sam has produced on records, and a young female vocalist who will be billed as Priscilla—also produced by Sam.

Philco-Ford Names Johnston Gen. Mgr.

PHILADELPHIA—The appointment of Donald E. Johnston as general manager of the sales distribution division within the consumer products group of Philco-Ford Corporation was announced last week by Carl E. Lantz, vice president of the consumer products group.

Johnston, who has been general sales manager of the division, takes over a position which was being filled on an interim basis by Lantz.

Johnston joined Philco-Ford in 1964 as national sales planning manager for television and subsequently served as manager of sales on the Firestone account and manager of special markets. He was appointed general sales manager of S & D Division in 1967.

Hip Pocket Disks (Continued from page 7)

a period of 3 weeks, 2986 Hip Pocket Records were sold in the two week span following the price decrease, or an average of almost 400 records per outlet, over a 2 week period.

Approximately 2500 record outlets now carry Hip-Pocket Records, according to Vincent F. Novak, new products planning manager, Consumer Electronics, Philco-Ford Corp.

Twenty-five hundred other appliance outlets handling Philco product also handle Hip-Pocket Records. But the test was only conducted among standard record shops.

Based on the tests, Novak said that the forecast for increased volume makes the price reduction possible without reducing retailers mark-up. He added that although sales of the product have been satisfactory during the short time HP's have been on the market, the company had been unable to conduct price sensitivity tests because initial distribution of the product was not completed until late Fall, a matter of weeks before the Christmas selling season.

Novak expressed confidence in the future of Hip-Pocket Records. "We are convinced," he said, "that with the new pricing, Hip-Pocket Records will be a volume item not only for large stores but for the small retailer as well. This means that we will be able to broaden our sales base with a package that will attract more retailers."

The company announced plans to add shortly 12 new selections to its present catalog of 24 records.

However, the titles of the 12 new disks were not yet announced. Novak said they might be ready at the NARM Convention.

At the press conference in the St. Regis Hotel at which the price decrease was announced, Novak pointed to a number of other interesting facts his market sensitivity test showed: 1) that HP records were purchased in multiples rather than one-to-a-customer 2) that dealers noticed no fall-off in their regular singles business even though an average of 200 HP singles per week were being sold in the same outlet. This led Novak and dealers to assume that HP's were "plus business" rather than substi-



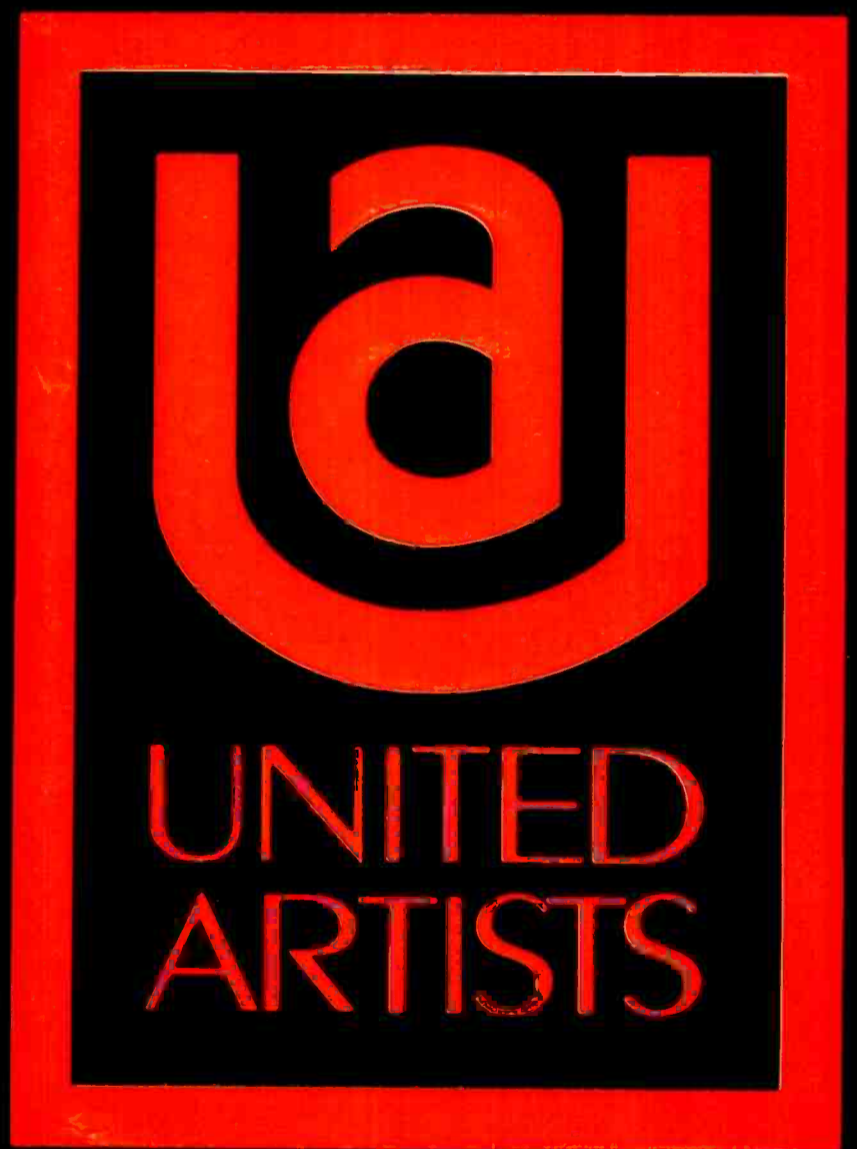
tute business.

3) that with almost no advertising, the HP's were selling — leading Novak to believe that purchases were of an "impulse" nature. 4) that "word-of-mouth" resulted in youngsters coming into stores and asking to be shown the HP's available. 5) that the ten best selling artists of the 20 or so available on HP's were—Sonny & Cher, Tommy James, the Doors, the McCoys, the Happenings, the Young Rascals, Neil Diamond, Wilson Pickett, the Buckingham's and the Five Americans. This list was based on the 2986 sales over a two week span in the eight test stores.

Philco-Ford is planning considerable expansion in the HP area, and now that many of the debut bugs have been erased and production of the mini-player as well as disks are rolling, Novak expects to be able to reach many more record retailers and rack outlets with the product.

He said that the player and disks are now being merchandised by a number of racks with considerable success. Novak also pointed to future evolutions in the player and intimated that the company is constantly making advances in further miniaturization of the player.

Special Section



10th ANNIVERSARY



UNITED ARTISTS:

THE FIRST 10 YEARS

As the American record industry gently muzzles up to the one billion dollar level of annual sales, traders with relatively long memories know well enough that this represents virtually a 100 percent increase in just a decade. Many of the companies that contribute to this remarkable current volume of business weren't even about in the late fifties, while others, like United Artists Records, were at that moment about to take their first wobbly steps in the record marketing derby. That's not to say that United Artists, by itself, accounted for a half billion dollar growth in sales. Yet, its presence on the scene during this most exciting of all decades in the music business, most assuredly has helped swell this growing annual total to its present and still zooming level. UA today has established itself in the front line of major companies, and in keeping with general industry trends, it has carefully structured itself in many diversified areas of its business. It is, in the broadest sense, a colorful story of talented and creative people and the product they made, promoted and sold.

Expanding From Films

Even a decade ago, diversification had become a keynote in industry, and applying this rule to the entertainment area, if followed that a successful motion picture producer would be well-advised to broaden his own interests into such obvious areas as recordings and music publishing. Thus, as Max Youngstein, the then UA Picture vice president in charge of advertising and exploitation, undertook to form a related record company in 1958, the seed of an eminently successful inter-related network of pictures songs and records, was planted. Initially, it seemed sufficient that a record company structure be organized and that the name United Artists be associated with disks. Interestingly enough, the initial emphasis in the company's product was in jazz, reflecting the personal tastes of those involved in the earliest phases.

Rise Of Picker

One of the most significant developments in the initial five year period of the firm was the rise of David Picker, one of Youngstein's earlier lieutenants. Eventually named executive vice president of United Artists Corp., a position he retains today, Picker made a series of appointments which had considerable impact on the growth of the company. One of these was producer, arranger, Don Costa, who was responsible for the signing of the piano hitmakers, Ferrante and Teicher and guitarist, Al Caiola. Later, although Costa severed his direct employment arrangement with UA, he assigned national distribution rights on his own newly-formed DCP label to United Artists.

Picker later hired Art Talmadge, who had been an executive with Mercury Records for a number of years, to operate the record company, and under this new chief, various new and productive directions were taken. Talmadge helped initiate the use of outside independent producers and one of the most successful of these was the combine of Lieber and Stoller, who produced Jay and the Americans for UA. Lieber and Stoller were also responsible for another group, the Exciters.

Talmadge, in addition to working out an arrangement for the national distribution through United Artists of the independent Musicor Records line, bringing Gene Pitney into the fold, also hired Norman Weiser, an experienced industry exec, to handle the company's advertising and merchandising operations. Weiser later was named a vice president of his division and still later, became head of the record company and music publishing interests in Hollywood, where he also is responsible for studio liaison.

In 1962, Picker appointed Michael Stewart, a successful international music publisher and producer, to coordinate music and record

activities for United Artists, reflecting a growing awareness not only of the important three-way parlay of publishing and records and the parent company's product, movies, but of the international aspects of the business as well.

When Talmadge left the company to set up his own firm, Picker named Stewart to supervise the entire record and publishing complex. Later, when Picker became executive vice president of the parent company, the United Artists Corporation, Stewart became president of both the record and publishing companies.

Since that time, Stewart has built his own smoothly-functioning management team, incorporating tested talent in every area of production and marketing. Serving as vice president and general manager, and involved heavily on the business and financial side is Si Mael, who in terms of tenure with the company, is a charter staffer, making him a senior man on the staff.

Marketing

In the all-important spot of marketing vice president, is Mike Lipton, who left the Cosnat Distribution empire of his uncle, Jerry Blaine, where he had worked for 11 years, to take the UA post almost three years ago. Lipton, who knows the all-important world on the other side of the distributor fence, has been extremely successful in developing a powerful rapport with the distribution elements, and in addition, has a pair of tested operatives in Dave Greenman, national album sales manager, and Sonny Kirshen, who holds the corresponding post on the singles side. Promo chief for singles is Eddie Levine, while John Davies, recently appointed, is on the LP promo front.

Publishing

Stewart's man in publishing, an increasingly sensitive area in the company, is Murray Deutch, an executive who has been around and knows the scene on all publishing fronts, and who, in a short space of time, has built the United Artists Music firms into ones of substance and catalog. He has inked important new writers to exclusive contracts and has also set up a Nashville publishing office under songwriter-singer, Billy Edd Wheeler.

Shortly after Stewart became head of the record company, he appointed Jack Gold as his new a. & r. chief. Gold, a soft-spoken man with a solid musical knowledge, and a successful track record both as indie producer and head of his own label, Paris Records, brought in Bobby Goldsboro, who promptly responded with an immediate hit, "See the Funny Little Clown." Gold also produced TV star, Patti Duke's first hit, "Don't Just Stand There," Danny Williams' "White on White," and a number of LP productions for such artists as Ferrante and Teicher and Shirley Bassey, among others.

When Gold left to accept a post as a. & r. topper for Columbia Records on the West Coast, Stewart brought in Henry Jerome, and today the former bandleader, who left a long-time post at Decca-Coral to accept the new post, has organized the a. & r. staff of house producers and outsiders into one of the most effective in the business (see separate story).

Roster of Artists

Obviously, a real record company story is written in star names and hits rather than executive talent, whoever it may be. And in the UA first decade story, there is certainly no shortage of glamorous chapters.

At one of the very earliest junctures came the two-piano and sweeping orchestra version of "Exodus" by Ferrante and Teicher, highlighting again the opportunities for success with motion picture theme material. Movies have been the source of many of the company's hits, and although the goal of a well-diversified company is always foremost, nevertheless movies have always been the source for likely recordings. This is so, in fact, whether or not the parent company is the producer of the film

and whether or not the publishing subsidiary handles the score. United Artists Records, for example, enjoyed quite a solid success with the soundtrack for "Mondo Caine," which was not a UA picture. Another company also enjoyed the biggest single from this score. Conversely, "Exodus" was a single hit for UA Records, from a picture released through UA, but the soundtrack was released by another company.

The UA catalog is generously dotted with movie successes. . . "Never on Sunday," "A Hard Day's Night" with the Beatles; the James Bond classics like "Dr. No," "Thunderball" and "Goldfinger," and the award-winning, "A Man and a Woman." In all, there are more than 50 soundtracks in the United Artists catalog.

Cinema Themes

The firm has also pioneered in "Great Motion Picture Themes" idea in LP's, packaging the major theme successes from a number of hits in one attractive package. These so-called "compilations" have meant big business for UA as evidenced by the smashing success last season of "For a Few Dollars More and Other Movie Themes," by maestro Leroy Holmes. The LP has been on the album charts for months.

Singles Activity

The label has also had single record hits as well. One of the earliest, and easily one of the biggest was "Michael Row the Boat," which launched a career for the Highwaymen. Jay and the Americans became one of the hottest attractions on the circuit, following their initial success with "She Cried" and "Come a Little Bit Closer." Still earlier was the very successful Mary Johnson with "You Got What It Takes." Danny Williams, an R&B stylist from England, scored convincingly with "White on White."

Also in the R&B vein, Garnett Mimms became a top contender under the UA banner, as did Little Anthony and the Imperials, Bobby Goldsboro, a crooning baritone with country overtones, scored first with "See the Funny Little Clown," five years ago and has remained a major seller ever since.

C & W

Mindful of the importance of the country market, Stewart in 1962 appointed Kelso Herston as Nashville producer for United Artists, which put the firm in the country business for good. More recently, the Nashville wing has moved into its own building, with Bob Montgomery the head of a. & r. operations there. For UA, the Nashville country division

has produced such important names as Del Reeves, Johnny Darrell and Bobby Lewis, and earlier this year, Joyce Paul also joined the label. It may also be noted that Bobby Goldsboro's hit, "Honey," co-produced by the singer and Montgomery in Nashville.

On the distaff side, young TV star, Patti Duke, came through with a new career for herself when she got a hit with "Don't Just Stand There." Shirley Bassey, after unsuccessful earlier tries, finally broke the ice here with her single version of John Barry's movie song, "Goldfinger," and she has been a top seller on the LP front ever since. Much interest is also being placed just as the company's 10th anniversary time arrives, in Britisher, Samantha Jones, and in Bobbie Martin, a Baltimore girl with a strong rural flavor, whose first UA release, "Only You" is just out.

British Scene

As for the British scene, in addition to the aforementioned Miss Jones and Miss Bassey, UA has had its share, starting at the peak of the initial shock wave in 1964 with Manfred Mann and his "Doo Wah Diddy Diddy" and "Sha La La." Later, and again as the opening of the second decade approaches, the firm looks to Traffic, with Stevie Windwood and the Spencer Davis Group, plus the Easybeats, among others, to keep the banners flying.

Much excitement is already evident at this time in at least two subsidiary labels, now being spotlighted in a hefty promotional campaign. First of these, Solid State, puts the company to a contending position in the jazz market, with first class talent such as Mel Lewis and Thad Jones and the Jazz Orchestra an important portion of which is produced by independent producer, Sonny Lester.

The Latin business too is coming in for its share of excitement with the emergence of the brand new UA Latino line, supervised by Lipton, with material partly produced by Leroy Holmes. This line will feature front-line talent like the veteran Tito Rodriguez, Chucho Avala-nett and Vincentico Valdez.

International

On the international front, UA is also making a determined and long-range effort with such major talents as Raphael, the frantically followed Spanish Singer, and the veteran classic guitarist, Carlos Montoya.

Artists like these, and proven executive talent as that now on the United Artists team, bodes well indeed for an even more glitteringly successful second decade of operations, which commences at once.



David Picker, Executive Vice President of United Artists, is the key link between the parent film company and the music and record division. Working in close cooperation with UA Records President, Mike Stewart and with Murray Deutch, Executive VP of the music division, he oversees the extensive activity of the company in the soundtrack and motion picture score areas.



1 2 3 4 5 6 7 8 9 **10**

... AND YOU'RE
JUST BEGINNING!

....we're proud to be with you

FERRANTE & TEICHER



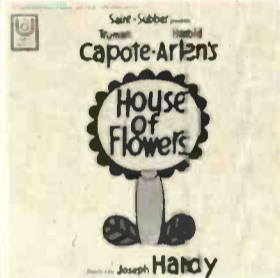
THE NEW



UAS 5175/UAL 4175



UAS 5176/UAL 4176



UAS 5180/UAL 4180



UAS 5619/UAL 3619



S 23501



UAS 6627/UAL 3627



UAS 6629/UAL 3629



UAS 6636 UAL 3636



UAS 6640/UAL 4640



UAS 6642/UAL 3642



S 23502



UAS 6643/UAL 3643



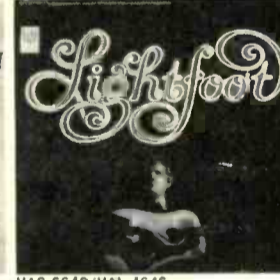
UAS 6644/UAL 4644



UAS 6645/UAL 3645



UAS 6648/UAL 4648



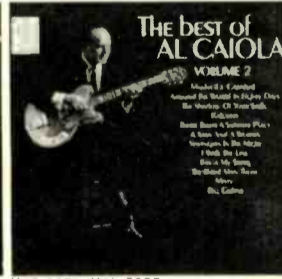
UAS 6649/UAL 4649



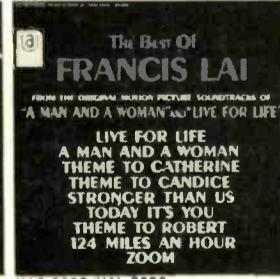
S 23503



UAS 6652/UAL 3652



UAS 6655/UAL 3655



UAS 6656/UAL 3656



UAS 6645/UAL 3645



UXS 68/UXL 28



LS 61020/L 31020



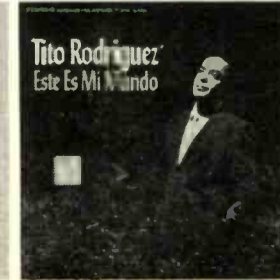
LS 61022/L 31022



LS 61023/L 31023



LS 61025/L 31025



LS 61026/L 31026



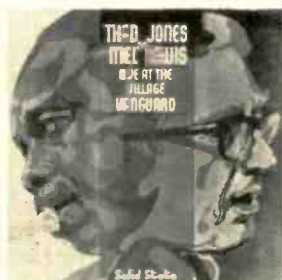
SOUNDS FROM



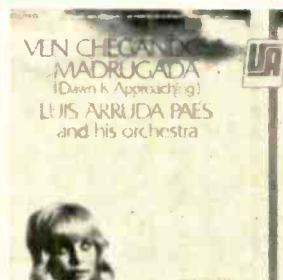
SS 18003



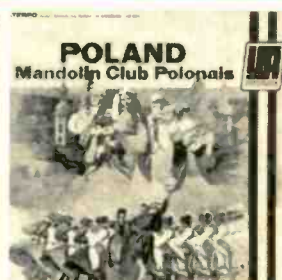
SS 18008



SS 18016



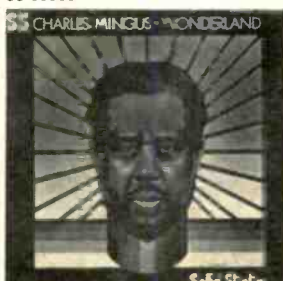
UNS 1553C/UN 14530



UNS 15534/UN 15534



SS 18018



SS 18019



SS 18021



UNS 15537/UN 15537



UNS 15539/UN 15539



SS 18023



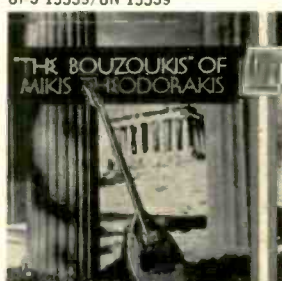
SS 18024



SS 18025



UNS 15540/UN 15540



UNS 15541/UN 15541



SS 18030



SS 18032



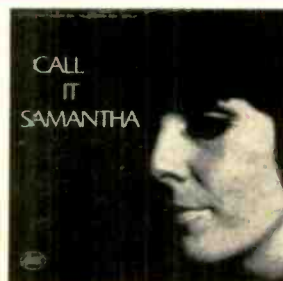
SS 18035



VPS 1652C/VP 1352



VPS 16522/VP 14522



AS 16027/AM 13027

Mike Stewart—Diversified Career Leads To Diversified Label



MIKE STEWART
President, UA Records

NEW YORK—Michael Stewart, now in his sixth year with United Artists, and his third as president of the record and publishing combine, has made substantial contributions to the firms, not only in terms of artist acquisitions, but in marketing philosophy, diversification of product across seven different labels, the establishment of a close working liaison between records, music and motion pictures, and the setting up of United Artists own four and eight-track tape cartridge line, exclusive of any leasing arrangements.

Early Career

Stewart began his working career before World War II as a performer in Broadway musicals as well as occasional entrepreneur in producing shows and handling such business arrangements as leasing the theater and seeing that all the performers got there on time. During the War he became an aeronautical engineer at Johns Hopkins but with the close of hostilities he resumed his theatrical activities.

"I never particularly liked singing in the shows, but it did give me a passport out of Baltimore and into showbusiness," Stewart admits today. "But eventually I just gravitated more into the management and business side, because that's what really interested me. For awhile, I got very active in the gospel field, promoting concerts, being an A&R man and managing groups like the Golden Gate Quartet."

Stewart first became involved with publishing, because "I couldn't get the right kind of songs for my artists from other publishers. I also did some songwriting of my own." At one time, when somebody played him a tune that sounded good to him, Stewart looked up the writers, Bob Allen and Al Stillman and discovered that several other publishers were already "thinking about it." At that point, Stewart liked the tune even more, and took it for publishing into a firm which he had started as a partnership with the late Lary Spier. About Spier, Stewart says, "He was the best music man I ever met and I'll always be indebted to him for making a publisher out of me."

The song, "Moment to Remember," turned into a major hit, establishing Stewart as a publisher and the Four Lads, whom he later managed, as a prime disc attraction.

In the early fifties, with a good run of hits already in his catalog, Stewart recalls looking East to Europe and feeling that "there will be a world music business, once those countries get on their feet and rebuild themselves. So I finally went to England myself and went into the publishing business there. Our company represented the United Artists publishing interests in England, which is how I happened to develop such close ties with United Artists.

Joins UA

Finally, United Artists called on us to help in the exploitation campaign for their picture, "Never on Sunday," for which we were also the co-publisher of the score." Later, when UA decided to expand their music activities, they called upon Stewart in 1962 to become head of their music operations. Prior to joining the company, he disposed of some of his own publishing interests and incorporated others into the United Artists fold. His basic assignment with the company was to develop the music

firms and to coordinate music and record activities with motion pictures.

When he finally became head of all music and record operations (he was named president of the companies three years ago) one of the vital jobs was to renew the major artists already with the label and to acquire new ones. In due course, renewal contracts were arranged with such major talents as Ferrante and Teicher, Al Caiola and Jay and the Americans. Later, Stewart played a role in bringing to the company such names as Jimmy Roselli, Patti Duke, and Pat Cooper, among others.

Always international-minded, Stewart was responsible for bringing to UA, such overseas stars as Manfred Mann, Shirley Bassey, the Spencer Davis Group, maestro George Martin, Traffic, and most recently, Samantha Jones. From Canada, he signed Gordon Lightfoot, one of the top writers of that nation today, and one for whom a major drive is in the offing.

Also at the international level, Stewart has moved in recent months to establish UA-owned record companies in key overseas territories. In England, the company is already functioning on its own, with expected new companies to open in Germany, Italy and France later this year. UA also has 100 percent owned music publishing entities in most countries.

Moving into the tape cartridge field, Stewart prefers to retain complete control, rather than

operating through licensees, a policy which has seen the UA tape business jump to the point where it accounted for 12 percent of the firm's gross sales for February, a record share of that gross.

Diversification

In recent months, Stewart has also moved more than ever in the direction of diversification of product, by establishing such individual labels as Solid State (jazz); UA Latino (for Latin and Spanish language product); Unart (economy-priced line); and Veep, a label specifically organized for gospel and R&B product. Ascot continues as an active subsidiary pop line and includes the Manfred Mann hits in its catalog.

All these continuing moves have placed the company, under Stewart's guidance, in its strongest position in years as it completes its first 10 golden years in the business. "We are extremely happy to observe this 10th anniversary," Stewart said, "And we sincerely look forward to the continuing growth of our company and to its achieving a top position among the foremost record companies of the world, both through the national growth and development of our existing properties as well as through a series of major acquisitions already in the planning stage. We look forward with great excitement to our prospects as we open a new chapter in our own United Artists story."



Mike Stewart, signing Al Caiola to a United Artists recording contract.

Congratulations

**HAPPY 10th ANNIVERSARY
UNITED ARTISTS RECORDS**



**ALPHA
DISTRIBUTING CORPORATION**

20 WEST END AVENUE, NEW YORK CITY, NEW YORK

(212) 245-7933

CONGRATULATIONS

Bob & Lenny Garmisa

GARMISA DISTRIBUTING CO., INC.

1700 South Michigan Ave. Chicago, Illinois

(312) 922-7455

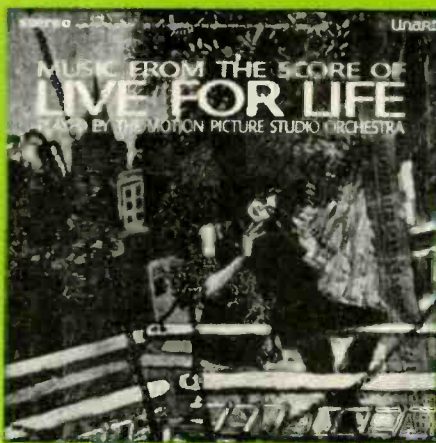
Unart

IT'S NOT EXPENSIVE

BUT IT'S GOOD



S 21025/M 20025



S 21026/M 20026



S 21027/M 20027



S 21028/M 20028



S 21029/M 20029



S 21030/M 20030



S 21032/M 20032

Low in Price... High in Value... Consistent in Quality



CONGRATULATIONS
UNITED ARTISTS
ON YOUR
10TH ANNIVERSARY

SOUTHERN PLASTICS, INC.
453 CHESTNUT STREET, NASHVILLE, TENNESSEE
(615) 244-1293

HAPPY 10th
UNITED ARTISTS RECORDS

ALL STATE NEW JERSEY
321 SHERMAN AVE., NEWARK, N. J.
(201) 242-6500

CONGRATULATIONS
UA
AND OUR SINCERE
BEST WISHES

MONARCH
RECORD MFG. CO.

4852 W. JEFFERSON BLVD.
LOS ANGELES, CALIFORNIA

THANKS
AND
BEST WISHES
ON YOUR 10th

RAINBO RECORDS

1041 N. LAS PALMAS
HOLLYWOOD, CALIF.

UA Publishing: A World To Conquer



MURRAY DEUTCH
United Artists Vice Pres.

"We've got the whole world to conquer," Murray Deutch said, describing the geographical growth of United Artists' music publishers. But his tone and the way he describes each aspect of the music operation depicts "world" in a new perspective.

United Artists, Unart and all the affiliate firms that make up the publishing setup with UA Records are out to conquer "worlds" not pictured on any map. The company is constantly at work in new "worlds" of exploitation.

Soundtrack Explosion

"When I started here just six years ago," Deutch recalled, "nobody took movie music too seriously. We gave away the scores to movies, and sometimes UA Records would pick up a soundtrack score from another film company."

"Nobody does that anymore." United Artists was a pioneer in developing the use of soundtrack albums for previously untapped sales. No matter how seemingly insignificant a film soundtrack might seem, the music is attached to something—action, a scene, a picture that people remember.

In the case of an award winning movie, the score is worth a fortune in terms of radio and performance royalties; and if the film has a major song it can be worth far more than even a million-selling single.

For the recent "Live For Life," more than thirty versions of the title theme alone have been waxed, and the continued play (though none made top forty sales positions) is bringing in more money and will continue to reap profits after virtually all the best-sellers have faded from deejay memories.

Upcoming Movie Monster

Present focus of the soundtrack publicity spotlight is the forthcoming "Chitty Chitty Bang Bang," which is already being promoted though filming is far from complete. The opening date is scheduled for the coming Christmas season.

This family movie will star Dick Van Dyke in a story for children by Ian Fleming, creator of James Bond. This was Fleming's only youngster fantasy, and is being filmed for all-age appeal with a score by Robert and Richard Sherman, the Academy Award winning composers who scored "Mary Poppins."

Working in close affiliation with the film company, United Artists publishers has an advertising and promotion budget of \$250,000 for the thirteen songs in the film. Deutch is already at work lining "only top artists" for recordings to be released this September to highlight the film opening.

A special feature of the advance work involved and the close tie-in between film and music firms at United Artists was preparation of a two-hour series of preview scenes giving the story from "Chitty Chitty Bang Bang" and showing the use of all thirteen songs in the movie. Advance screenings were held at the UA offices for producers, A&R personnel and executives considering placement of "Chitty" material with their artists. All viewers were flown to New York at UA expense for the screenings.

Themes & The Pop Scene

While "Chitty Chitty Bang Bang" holds the

center of attention at UA, the firm continues in the "world" of the present with the current "Here We Go Round the Mulberry Bush" soundtrack high on the priority list. Release of the LP for this new movie was slated for late this month, but the album was rushed to hit the market just after the opening of "Mulberry Bush" at the start of March.

Stevie Winwood's Traffic presaged the premiere with a single of the title song (written by Winwood) and the album includes the score which is performed in the show by Traffic and the United Artists attraction, the Spencer Davis Group.

Major new soundtrack seller at UA is "The Good, the Bad & the Ugly," third of the Clint Eastwood trilogy that included "A Fistful of Dollars" and "For a Few Dollars More." Hugo Montenegro's single of the song is now on the best seller charts.

Both these scores, and many others have shown the close link of film and music company, but they also exhibit the tie between United Artists and Unart with the pop front. Major moves in the movie world are of prime interest due to the film company-music firm setup; but the "world" of pop is never out of the picture so to speak. Aside from working with composers toward a possible pop song in a movie score, the publishing interests are extended across the vista of pop, rock, blue, country and easy listening music.

"A hot single" Deutch explained, "always stirs interest in the company. In fact, it works both ways, with a lot of doors opened to a new single as a result of material happening in other areas." An example of the diverse fields covered by the UA pubbery can be found in its staff of regular writers: Jeff Barry & Eddy Greenwich on the rock scene as well as Bobby Goldsboro whose material often clicks with c&w audiences; Elmer Bernstein and Luis Bonfa for easy listening songs; and Billy Edd Wheeler, who is noted in folk and country music for his compositions. Others offer added strength in these fields and keep the United Artists and Unart pubberies in hot contention with pop material.

Kama Sutra Music's worldwide rights were purchased last year by UA, and the company's "Green Tambourine" that earned a gold record for the Lemon Pipers is one of the leading songs at the publishing branch now.

"Having established writers, and a large catalog always makes life easier than having to hope for a hit writer to walk through the doors," Deutch states, but the company is always in search of material from undiscovered talent. UA is also actively in search of possible acquisitions to expand the catalog and add new prospects through the ties of the company. Production ties, recording deals and properties continue to function as an independent unit in the overall UA structure, and the parent company avoids imposing material on the subsidiary. "There is always the added benefit of contact with a parent company like United Artists which can offer added scope to a firm's limited potential."

A Publishing Supermarket

"The business has grown like a supermarket," Deutch commented, "and there aren't very many neighborhood grocery stores left." An artist, producer or A&R man is more likely to visit a large publishing setup for material than smaller firms with less catalog. "In our setup, the individuals are like the concession owners in a supermarket. If our catalog is lacking at one 'counter' there is another to meet the need and everyone profits from the organization tie."

With this super-structure, the company has accrued a large number of standard, semi-standard and new selections that keep things moving on the singles, LP and performance sides.

Another major "world" that has been largely neglected by many publishers is the television realm handled by UA's Esteem Music publishing branch. Copyrights for themes played week-after-week on shows gain in several respects—performance, exposure and folio profits. The company's current "Rat Patrol," "Fugitive" and "It's About Time" are bolstered by the television return appearances of "Branded," "My Mother the Car," "Sea Hunt" and others.

Even more than the regular exposure, inclusion of the songs in collections of television music rack up sheet sales and extra performance loggings. "Marching band arrangements have

(Continued on page UA-11)

THE MOST EXCITING POP SOUND TRACK



SINCE "A HARD DAYS NIGHT"

Featuring
 The
 Spencer
 Davis
 Group
 Stevie
 Winwood
 &
 Traffic



UAS 5175/UAL 4175

**WARMEST
CONGRATULATIONS
UNITED ARTISTS
ON YOUR
10th ANNIVERSARY**



HENRY HILDEBRAND JR.
All South Distributing Co.
1924 Lafayette St.
New Orleans, La.

**BEST WISHES
ON YOUR
10th ANNIVERSARY**

UNITED ARTISTS

**IT'S BEEN A PLEASURE
BEING ASSOCIATED
WITH YOU THE
ENTIRE PERIOD**

**PHIL GOLDBERG
&
HERB WEISMAN**

**BERTOS SALES CO.
2214 WEST MOREHEAD ST.
CHARLOTTE, N. C.**

**HAPPY 10th ANNIVERSARY
UNITED ARTISTS RECORDS**

Big Ed DiNallo - Jack Manus

TRINITY RECORD DISTRIBUTORS

477 PARK AVE., EAST HARTFORD, CONN.

(203) 289-4349

**HERE'S TO A
SWINGING 10th**



JOSEPH M. ZAMOISKI

1101 DE SOTO ROAD, BALTIMORE, MARYLAND

(301) MI 4-2900

The Marketing Scene:



SI MAEL
UA V.P. & Gen. Mgr.

"When you're selling records, you are basically selling sound, nothing else. So you have to figure out the best way to make sure your customers will hear the product you want them to buy." This is the philosophy, in his own words, of Mike Lipton, vice president in charge of marketing for United Artists Records and its numerous subsidiary lines, a philosophy which shows up at once in the company's promotional strategy.

Co-op Radio Ads

Use of radio for LP promotion is one of the basics being currently employed by Lipton's team. In a recent distributor co-op ad program, announced during the firm's "Blue Chip" LP plan earlier this year, the co-op money was earmarked for radio spot buys only.

The first LP by the company's new group, the Hassles, is now being promoted through spot radio on at least 25 key market stations, with the spots co-op'd by distributors in those markets.

The company is also sponsoring a full hour of programming titled, "United Artists Stereo Showcase," weekly on Sunday nights on New York's WTFM. The show features middle of the road music with pop entries, but no hard rock. Comedy material, with the label's Italian-oriented laughmaker, Pat Cooper, is also spotted on the show. Lipton sees a strong possibility of expanding this format into other territories.

In-Store Intercom Ads

But the audio approach goes further than radio. "We've also started a plan of buying time on the in-store intercom system at Korvette's too," says Lipton, "giving us a chance to expose material in selected LP's each month. We pick out three albums we want to promote heavily and our arrangement with the store gets us into 46 Korvette outlets.

"We have tested the response to both the radio play and the in-store broadcasting idea and we definitely see an increase in the sales pace when the album has been so exposed. We are also doing much the same thing in the Latin and international fields. We're promoting our new UA Latino line now with time buys with Edwin Frankel on WRFM, which caters to the Spanish-speaking audience."

Displays

Point of sale and store displays in general are keyed to the problems of limited space availabilities in the average retail location. For instance, Lipton says, hangers and mobile devices are especially useful and to the point where there is virtually no wall space and little window space open. When windows can be used, UA favors empty LP covers and where there's a bit more space, cover blow-ups measuring 18" by 18" are used.

"We work with every dealer in every store," says Lipton. "In fact, I feel that I'm working for the distributor in a way, in helping him do a better job with his dealers. Whenever we have any sort of party or reception for any of our attractions, we tie in the dealers and the distributor in the area, not just the jocks and the press people, although both of these are also most important."

From time to time, a company which has developed a broad catalog in such diverse areas as pop, country, Latin, jazz and R&B, will turn to a special catalog merchandising campaign on a specific artist of major proportions. Such a performer is guitarist Al Caiola, who last fall was earmarked for a special catalog campaign involving special browser cards, salesman incentives and bonuses.

An entirely new collection of 20 assorted browser cards were introduced during the company's 10th Anniversary convention in Miami Beach.

UA also maintains a continuing emphasis on



MIKE LIPTON
UA V.P. & Marketing Dir.

oldies sales through its silver spotlight series, specially packaged and in many cases and specially recoupled for this purpose. A special browser box, which holds 75 titles, is employed for this purpose. When a single record surpasses an initial overall sale of 75,000 it qualifies for inclusion eventually in the Silver Spotlight series. Once it's included, it can also be pulled out when the sales pace falls below a predetermined level. In one recent month, the company noted, with some enjoyment, an increase of 60 percent in oldies sales.

Lipton's Ingenuity

An old hand on the distributor side, (he's the nephew of veteran diskster, Jerry Blaine, and worked as branch manager of several of Blaine's Cosnat operations for over 11 years) Lipton has invented many devices to help the distributor and rack jobber.

His latest helper is a special catalog cross-referencing all the company's LP's and four and eight-track tape cartridges. It's pocket-sized and was shown first at the Miami meet. Next, and aimed particularly at rack jobbers, is a "profit calculator" which instantly reads on a circular scale the mark-up, mark-down percentages based on certain costs. It's something like a circular sliderule and racks are likely to find it an invaluable daily tool. On it is emblazoned the colorful new United Artists—TransAmerica logo—a reminder of the man who gave the device and the product for which he stands.

'Soundtrack of the Month'

United Artists' catalog of more than 50 soundtrack albums are expected to come increasingly into special focus at the retail level as the catalog continues to grow. In the works right now is a "Soundtrack of the Month" display unit, which spotlights an actual cover in the form of a color transparency, with a strong light showing through. The entire unit is in the form of a marquee.



CHARLES GOLDBERG
West Coast Reg. Sales



LEE LEVINE
Midwest Reg. Sales

UA Latino... *Swinging*

UA Latino... a name that may well place United Artists at the head of the parade in the Latin music world... came into being only last year. It has already made its own kind of startling impact on the marketplace; and with a triumvirate of artists that includes the renowned Tito Rodriguez, Vincentico Valdez and the Spanish singing wonder, Raphael, leading the way, UA president Mike Stewart's hoped for pre-eminence may come sooner than even company officials had hoped.

United Artists has actually been in the Latin business for several years. Earlier LPs by Tito Rodriguez, particularly, have done exceptionally well both here in the U. S., in Puerto Rico and in various countries of Latin America. Four years ago, when A&R executive, Leroy Holmes found Chucho Avelanett singing in New York's Great Northern Hotel, and signed him, the chanter turned out to be a kind of sleeping giant from the sales standpoint. His first LP sold over 40,000!

A Spreading Market

It's a market that, without much hoopla, seems to grow steadily. Although at one time, specific centers of Latin population, like New York City, Miami and Los Angeles, formed the principal markets, today Latins, including many Puerto Ricans, are moving across the land as industries spread out. There are many of them today, for example, working in auto industry centers in Michigan and Ohio and they are moving into other sectors as well.

How best to serve this market? For special consumer considerations, say marketing vice president Mike Lipton, it proved most advisable to establish a separate identity for the Latin product. This was brought about in 1967, with the birth of UA Latino, and the transfer to it of all UA's Latin artists. At the same time, the singer Raphael, from Spain, who had first hit the market with big sales on UA International, was transferred to Latino because of the direction of his greatest sales—in Latin and particularly the Puerto Rican markets.

Lipton explained that the accepted price structure in the Latin field is \$1 cheaper than the normal \$4.79 pop suggested list price, making it virtually impossible to conduct an intelligible merchandising program incorporat-

ing two sets of prices on the same line. Further, in Latin, the great majority of sales are still in mono, whereas mono is a thing of the past for all practical purposes in pop areas.

Special District Practices

The average distributor, adds Lipton, does not have a Spanish speaking staff to reach the proper outlets for Latin product. Thus again, it makes sense to have a separate marketing operation, which does not belabor the regular salesman with having to push Latin along with the balance of the line.

Latin material is usually moved to market through non-exclusive distributor deals, again, contrary to normal practice in other facets of the business. With Latin product the philosophy simply works where it would not otherwise. And it's certainly working for UA Latino. Sales are growing and billings in Puerto Rico, the most active Latin market, have increased nearly 100 percent in the past year.

Raphael, obviously, has meant much to the sales surge. One Raphael LP sold 65,000 alone in Puerto Rico, a practically unheard of figure. Chucho Avelanett also has become a giant seller. But others are doing their share of the business. The aforementioned Tito Rodriguez and Vincentico Valdez, are doing extremely well and much is expected in the way of excitement and sales from Al Zeppy, Freddy Rodriguez (no relation to Tito) and the label's lone distaffer, Maria Pacheco.

On the creative front, at UA Latino, most of the production falls to Leroy Holmes and Joe Cain, the latter an indie producer who works with Freddy Rodriguez, Maria Pacheco and to some extent with Valdez. Holmes regularly produces the Tito Rodriguez and Chucho Avelanett sessions, while the Raphael disks are recorded in his native Spain.

Merchandising takes the form of ads in Spanish language papers like New York's El Diario and Extra, plus programming segments purchased on WTFM-New York, in which disks by Raphael and Valdez have been played. Much co-op advertising has been run in Puerto Rico in association with the distributor there (the market is really zooming on the island) and a recent Miami TV show spotlighted a host of the best on the UA Latino line.

UA's West Coast Expansion



NORM WEISER, V.P.
Mgr. West Coast Oper.

Three years ago, in March, 1965, the decision to step up the west coast activities of United Artists Records was made by Michael Stewart, president of the label. To this end he brought back to the firm Norman Weiser, formerly a vice-president of the company, and established headquarters for Weiser at the Goldyn Studios in Hollywood.

This expansion move served a three-pronged purpose for the UA music companies. Firstly, it gave the record company full representation with its western distributors, with the independent producers functioning on the west coast, and it made possible a direct liaison with the motion picture producers as well as a headquarters for the other UA music activities such as publishing and television.

As the leading record company in the all-important sound track field, United Artists, through its Hollywood offices, is now involved in the motion picture music for its films from the time the composer is selected, through the actual writing period, scoring sessions and post-production activities. Thus, at all times the main office of the record company is kept fully advised on the musical status of each picture, the type of music to be featured, and suggested record activities in conjunction with each score.

Expansion on the west coast has been steady. In November, 1966, Charles Goldberg was appointed regional sales manager for United Artists Records and now covers the 11 western states from the Hollywood headquarters.

This month Morris Diamond, veteran record man, joins the office (see separate story) and the publishing company staff will also be augmented shortly, Stewart announced.

UA Publishing—A World To Conquer (Continued from page UA-8)

become a phenomenal source of income for the folio department" Deutch said. Overall sheet music sales are showing remarkable expansions, and the particular adaptation of movie and tv themes has been tremendous for piano, organ and other arrangements as well.

Printing for the United Artists firms is handled exclusively by Robbins, which has done the publishing of sheet music for UA singles and folios for many years. Hottest sheet for a single in recent weeks has been the "Green Tambourine" music.

On The Map World

Operating in an extensive business world, each level almost an empire in itself, UA has not neglected the "real" world picture. On the map, UA's publishing is promoted by an extensive network of independent hands across the country.

Although the men covering the field are indies, the eleven key members of the staff have been handling UA material for the better part of five years or more and have formed a solid chain from coast to coast.

Beyond the American map, eleven United Artists Music publishing offices are located around the globe. These are not licensees, but outlets owned by UA either entirely or in partnership according to the national laws governing such operations. "Right now," Deutch commented, "we are attaining international exposure and success through the export of material, but we're trying to get the European and Japanese offices to realize that this operation should work both ways." There is a market for imported songs here, and this could be a new step in setting up another "world" for conquest.

Congratulations to U. A. ...

It's been my pleasure

Al Caiola

**CONGRATULATIONS
UNITED ARTISTS
ON YOUR
10th ANNIVERSARY**

WE'RE PROUD TO BE ASSOCIATED WITH YOU

LITHOGRAPHIC CORP. OF AMERICA

STATE & HANCOCK ST.

BRIDGEPORT, CONN.

JACK DIENES

(212) WO 6-4353

HAPPY
BIRTHDAY
ON YOUR
10th
ANNIVERSARY

STAN'S RECORD SHOP

728 TEXAS STREET

SHREVEPORT, LA.

(318) 422-7182

**CONGRATULATIONS
AND
BEST WISHES
UNITED ARTISTS**

ON YOUR 10th ANNIVERSARY

SOUTHERN DISTRIBUTING CO.

467 Chestnut St.

Nashville, Tenn.

**CONGRATULATIONS AND BEST WISHES
UNITED ARTISTS
ON YOUR 10th ANNIVERSARY**

May You Have Many More

BILL BURTON & CLIFF KEETON

**B & K DISTRIBUTORS
1411 ROUND TABLE ROAD
P.O. BOX 10733
DALLAS, TEXAS**

**UA's A&R Operation:
Covering 7 Different Labels**

Diversification and democracy are the keynotes of the new A&R approach at United Artists Records, according to Henry Jerome, whose policies instituted when he joined the company one year ago have now brought UA to a position of new found strength as it observes its 10th anniversary in the highly competitive world of records.

Jerome, who joined the UA forces following more than nine years with Decca-Coral, serves as both administrative head and producer in a department which now includes more resident producers than at any time in its history. And, according to Jerome, "We have no dictators here. Our whole staff votes on what new things we'll put out, and even if only one guy is excited about a particular record, we may very well go along with him. You can never dismiss excitement. That's where the democracy comes in."

"And the diversification speaks for itself. We've got plenty of that with seven different labels to handle along with the specific kinds of product that belongs in each group."

Staff Strength At All-Time High

Although the company, during its earlier phases, always managed to have its fair share of slotting on the best-seller charts through a combination of house as well as indie producers in addition to fortunate master acquisitions, staff strength has never before been equal to that of the present line-up.

In addition to Jerome himself, a longtime musician and erstwhile bandleader before moving into the record field, the staff includes Leroy Holmes, veteran maestro-arranger, who produces much of the south-of-the-border style product destined for the UA Latino line, while also producing assorted pop merchandise, including albums under his own name. One of the latter, issued last year, "For A Few Dollars More And Other Movie Themes," went on to become a top LP chart entry and sparked a kind of "whole new thing" for Holmes in the movie music vein.

George Butler, whom president Mike Stewart brought into the company as an A&R trainee, has a remarkable depth of musical knowledge and several degrees in music. He is now a full-fledged A&R producer and has been associated with the recent recordings of Ferrante and Teicher, among other important projects. He is also involved in building a reservoir of gospel product for the R&B oriented Veep line.

Vinnie Gorman and Tony Michaels comprise what Jerome labels "a hot shot young producing team," who've already produced the first LP by the firm's newest rock group, the Hasles, and plan soon to produce another new group, the Unspoken Word.

Bob Montgomery, well-known Nashville producer, holds down the UA dinking operation in Music City and has a lot to do with the burgeoning career of Del ("Girl On The Billboard") Reeves.

Although not actually in a producing capacity, Ron Eyre, transplanted Britisher, acts as coordinator of all international product with special emphasis on such British talent as Traffic, the Spencer Davis Group, the Easybeats, Shirley Bassey, Beatles-associated maestro George Martin, and the newest British singing find, Samantha Jones. Eyre is also involved in the product of the Spanish singing sensation, Raphael, who is more and more becoming an international showbusiness celebrity.

Norman Weiser, a vice president in the music division for west coast activity, also acts as a listening post for the A&R staff, hearing masters and new talent, and passing on recommendations about signing talent. Weiser frequently will set up studio time for a new producer who has an artist who looks like a good bet.

Also part of the A&R team is young Ellie Greenwich, who knows success as artist, producer and songwriter. She now writes exclusively for UA Music, but she is also an artist for UA Records and produces her own sessions. Beyond that, it's expected she'll move into a wider producing role in the months to come, working with other artists.

Also associated in varying A&R capacities are Sonny Lester, long-time producer of jazz product for various labels, Tom Glazer, folkster and specialist in children's product, and Dave Scolnick, who works in a selective role, related to the A&R function, for the Unart budget-priced product.

Lester, who continues to operate as an indie producer, produces a substantial amount of the material appearing on the company's Solid State jazz series, including the Mel Lewis-Thad Jones Band. Glazer is producing himself in a special kiddie series.

Jerome feels that his department now boasts what is perhaps the most democratic operating procedure in the business. At meetings every Tuesday, a host of product is heard, screened and sifted. The source may be almost anybody from anywhere, and as long as one of the A&R staffers thinks he may have something, it's heard.

Rapport Between A&R, Sales Staffs

"This rapport between ourselves also spills well over into the sales area," says Jerome, "And the sales people are just as free to recommend as anyone else. We work very closely with all of them. We try to maintain a majority vote idea in choosing product but if just one man, maybe the guy who brought the master in, feels something, we will usually go along with him. We all try to be as objective as possible because that's the key to talent, producers and masters. But excitement is a factor too and if one person is excited, you can't dismiss that."

And excitement, indeed, is expected to be in abundance when the A&R staffers get together to hear the results of several key indie production deals now in existence with UA. One of these involves former Columbia Records staffer, John Simon, who is now producing the Canadian folk-pop artist Gordon Lightfoot under assignment from Grosccourt Productions.

Lightfoot, who has never really gotten into orbit in the U. S. market, recently won the MIDEM award as Canada's top-selling male singer. Under a revised management set-up and with a new executive producer, Simon, much better action is being anticipated.

Another producer just signed is Gene Hughes, better known as one of the key members of the Casinos, who enjoyed a top hit several seasons ago with "Then You Can Tell Me Goodbye" on the Fraternity label. The Casinos have entered the UA fold and leader Hughes will produce the group, and quite possibly may be assigned other talent as well for production.

Brian Sennett, another outside producing specialist, has been assigned production of the Serendipity Singers, under an arrangement with Shawby Productions, of which impresario-manager Fred Weintraub is a principal. The well-known team of Hugo (Peretti) and Luigi (Creatore) will produce a new group, known as Mommy, under their H. & L. Productions banner.

As for Henry Jerome himself, the actual production responsibilities, added to the administrative load, are demanding indeed. In addition to instigating his own "big sound" LP series, "Henry's Trumpets," he handles all soundtrack re-recording operations that may be required, produced the original caster, "Ilya Darling," just completed cast sessions for the new off-Broadway version of Truman Capote's "House Of Flowers," and has completed recent productions for albums with Patti Duke ("Valley Of The Dolls"), Al Caicla, the new Buddy Morrow Band, Ralph Burns and was responsible for Jimmy Roselli's biggest hit to date, "There Must Be A Way."

An aggressive search for new material will continue as UA opens a new chapter in its growth. Seven labels and the staff, both inside and outside the shop, designed to keep the pipeline full of saleable, hit-making product, bode well for the company as it sets sail on its second history-making decade of achievement.

**CONGRATULATIONS
ON YOUR 10th**

**IVY HILL LITHOGRAPHERS
Community Drive
Great Neck, L. I., N. Y.**

UA Int'l Builds Catalogs of Contemporary/Ethnic Records

NEW YORK—United Artists Records' 16 month old UA International label is building up two separate catalogues, according to Ron Eyre, who is in charge of the entire international set-up at UA. The first is a catalog of recordings by contemporary artists who have gained international reputations but whose names have not yet made a significant impact on the American disk market. The second is a catalog of foreign disks of an ethnic nature (but not field recordings).

Obtaining Product

To date, UA International has put about twenty-five foreign contemporary and ethnic albums, as well as several singles, on the U.S. market. The label has issued, and plans to continue issuing, mostly recordings produced by foreign labels. Material has been acquired through the licensee representatives of record manufacturers such as Polydor, which has German and Scandinavian recordings; EMI, which has an international catalog; Hispavox (Spanish); RiFi (Italian); Carosello (Italian); and Philips (international).

UA International has made deals with foreign licensee representatives mostly for the U.S. rights to specific albums, but also, upon occasion, for the rights to the work of a particular artist. The label hopes to make deals for artists with increasing frequency, feeling, quite logically, that if an artist becomes popular in the U.S., it would be profitable to have the exclusive American rights to his recordings.

Foreign product comes to UA International in the form of tapes. Sometimes tracks are taken from the tapes of two foreign albums to make a new LP for release in America. Occasionally, the tapes are re-mixed to achieve a better balance of sound. The liner notes to most UA International albums are printed both in English and in the language of the country from which they come.

The Beginning

UA International's first deals were for albums by two Italian songstresses, Mina and Iva Zanicchi. Both of these artists record for RiFi in Italy. From Carosello, also in Italy, came material by singers Domenico Modugno and Robertino, as well as 1967 San Remo Festival

album containing the 14 final songs performed by the artists who sang them at the Festival (a 1968 San Remo album will be issued shortly).

Hispavox of Spain gave UA International its most successful album to date—song stylist Raphael's "Canta Raphael," which sold particularly well in Puerto Rico and New York. (Raphael now appears on UA Latino, the label which United Artists created to serve the specialized Latin market.)

From Philips Phonographic Industries of Barm, Holland, came "Hymna To India," an Indian choral LP by the Indian Folk and Dance Group under the direction of Guru Gyan Prakash Sharman; "India—Treasures In Sound," an album of traditional music of India featuring the sitar; and "Holiday In Switzerland," a collection of Swiss mountain music.

Adriano Celantano (Italy), Roy Black and Heidi Bruhl (Germany) and the Bluesbusters (Jamaica) are among the other artists who have albums out on UA International.

The Future

Among the forthcoming releases from UA International are an album recorded in France by Greek composer and orchestra leader, Mikos Theodorakis (of "Zorba The Greek" fame), and two Brazilian sets by two Brazilian arranger-orchestra leaders, Luis Arruda Paez and Lyrio Panicali.

Philips, from whose vast international catalog UA International expects to obtain a great deal of product in the future, has provided the material for 3 upcoming UA International sets: a Polish LP called "Mandoline Club Polonaise"; "Up The Rebels," UA International's first Irish album, by a folk group known as the Wolfstones; and a collection by Brazilian songstress, Elis Regina, who was a big hit at MIDEM '68. UA International is also in the process of acquiring from Philips recordings by French chanter Claude Francois.

An album by Spanish songstress Maria Ostiz (Hispavox) is due out shortly. UA International has also just acquired from Hispavox a single dubbed "Callate Nina," by the Pic-Nic, a Spanish Group. The Hispavox waxing of "Callate Nina" reached #1 in Spain.

UA International is currently negotiating for

UA's TOP SINGLES—PAST 10 YRS.

TITLES

TRY THE IMPOSSIBLE
GOIN' OUT OF MY HEAD
GOLDFINGER
THE MAGNIFICENT SEVEN
LOVE POTION #9
NEVER ON SUNDAY
FRIDAY ON MY MIND
TELL HIM
EXODUS
TONIGHT
SEE THE FUNNY LITTLE CLOWN
MICHAEL (ROW THE BOAT
ASHORE)
CARA MIA
SHE CRIED
YOU GOT WHAT IT TAKES
THE RACE IS ON
PORTRAIT OF MY LOVE
DO WAH DIDDY DIDDY
SHA LA LA
CRY BABY
FOR YOUR PRECIOUS LOVE
GIRL ON THE BILLBOARD
MALA FEMMENA
GIMME SOME LOVIN'
I'M A MAN
THE GREEN MOSQUITO
WHITE ON WHITE

ARTISTS

Lee Andrews and the Hearts
Anthony and the Imperials
Shirley Bassey
Al Caiola
The Clovers
Don Costa
The Easybeats
The Exciters
Ferrante & Teicher
Ferrante & Teicher
Bobby Goldsboro
The Highwaymen

Jay & The Americans
Jay & The Americans
Mary Johnson
George Jones
Steve Lawrence
Manfred Mann
Manfred Mann
Garnet Mimms and the Enchanters
Garnet Mimms and the Enchanters
Del Reeves
Jimmy Roselli
The Spencer Davis Group
The Spencer Davis Group
Tune Rockers
Danny Williams

the U.S. rights to three important singers—Richard Anthony of France (EMI), Yves Montand of France (Philips) and Adamo (EMI), a Belgian-born artist who sings in French, Italian and Spanish and who has had hits all over Europe.

A Huge Market

Ron Eyre feels that there is a huge potential market for the sale of foreign recordings in the U.S. He notes that many foreign artists appear here, and that American tourists become familiar with music from other countries through their travels. He also cites the popularity of Brazilian music in the

U.S. and the acceptance here of such international artists as orchestra leaders Paul Mauriat and Raymond Lefevre.

Foreign vocal recordings, of course, present UA International with the problem that most U.S. listeners cannot understand the lyrics. Eyre points out that foreign artists could record English versions of their songs especially for the U.S. market.

"It's time for more international product to start affecting the charts," he says, and to this end, UA International will, in the coming months, provide the American listener with an abundance of recordings for his consideration.

*Congratulations
on your 10th Birthday*

YOUR BOYS,
THE HASSLES

LATEST SINGLE:

"EVERY STEP I TAKE"

UA #6631

LATEST LP:

"THE HASSLES"

UA LP #3631

PERSONAL MANAGEMENT:

MAZUR ENTERPRISES LTD.

*Happy To Be Part
Of The U. A. Family*

**CONGRATULATIONS ON YOUR
10TH ANNIVERSARY**

SOUTHLAND RECORDS DIST. CO.

1235 TECHWOOD DR. N. W. ATLANTA, GEORGIA
(404) TR-3-2081
GWEN KESSLER - GERALD FRIEDMAN - BILL BINKLEY

CONGRATULATIONS

on your
10th ANNIVERSARY

WE TAKE PRIDE IN OUR ASSOCIATION WITH
A WONDERFUL AND MOST SUCCESSFUL ORGANIZATION

PROGRESSIVE LABEL & LITHO COMPANY

286-290 STANHOPE ST., BROOKLYN 37, N. Y. (212) HY 7-2320

CONGRATULATIONS

WE ARE HAPPY TO BE PART OF
UNITED ARTISTS'
10TH ANNIVERSARY CELEBRATION

KNICKERBOCKER SOUND STUDIOS, INC.

146 WEST 47 STREET, N.Y.C.
(212) LT 1-9270

**HAPPY 10TH
UNITED ARTISTS RECORDS**

We Are Proud To Be Your Supplier
Of The Finest Quality Vinyl LP Pressings

ABBEY RECORDS

160 PASSAIC AVENUE
KEARNY, N.J.

HENRY S. ROSENBERG
(212) WH 4-5148
(201) 998-8181

UA's Top LP's Over The Past 10 Years

TITLES

THE BEST OF LITTLE ANTHONY
LOVE AND VIOLINS
AND WE WERE LOVERS
A HARD DAY'S NIGHT
THE BEST OF AL CAIOLA
GOLDEN HIT INSTRUMENTALS
THE MAGNIFICENT SEVEN
OUR HERO
BY POPULAR DEMAND
CONCERT FOR LOVERS
GOLDEN PIANO HITS
LOVE THEMES
A MAN AND A WOMAN
TONIGHT
WEST SIDE STORY
THE WORLD'S GREATEST THEMES
YOU ASKED FOR IT
SOLID GOLDSBORO
FOR A FEW DOLLARS MORE
AND OTHER MOVIE THEMES
COME A LITTLE BIT CLOSER
JAY AND THE AMERICANS
GREATEST HITS
THE RACE IS ON
THE MANFRED MANN ALBUM
CANTA RAPHAEL
DEL REEVES SINGS
GIRL ON THE BILLBOARD
THE ITALIAN ALBUM
LIFE AND LOVE ITALIAN STYLE
MALA FEMMENA
SALOON SONGS
GIMME SOME LOVIN'
I'M A MAN
GREAT MOTION PICTURE THEMES
MUSIC TO READ JAMES BOND BY

ARTISTS

Anthony and the Imperials
Chucho Avellanet
Shirley Bassey
The Beatles
Al Caiola
Al Caiola
Al Caiola
Pat Cooper
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Ferrante & Teicher
Bobby Goldsboro

Leroy Holmes and his Orchestra
Jay & The Americans
Jay & The Americans

George Jones
Manfred Mann
Raphael

Del Reeves
Jimmy Roselli
Jimmy Roselli
Jimmy Roselli
Jimmy Roselli
The Spencer Davis Group
The Spencer Davis Group
Various Artists
Various Artists

Top Original Motion Picture Soundtracks

DR. NO
FROM RUSSIA WITH LOVE
GOLDFINGER
THE GOOD, THE BAD,
AND THE UGLY
A MAN AND A WOMAN
MONDO CANE
NEVER ON SUNDAY
THUNDERBALL
TOM JONES
YOU ONLY LIVE TWICE

(Manos Hadjidakis)

(John Barry)

BEST WISHES

on your

10th ANNIVERSARY

RECORD SALES CORPORATION

311 EXCHANGE AVENUE, MEMPHIS, TENNESSEE
(901) 526-7361

OUR SINCERE BEST WISHES

ON YOUR

10th ANNIVERSARY

MARNEL DISTRIBUTING CO.

2512 N. Broad St. • (215) 226-1222 • Philadelphia, Pa.

UA Nashville, Moving & Expanding

NASHVILLE — Coinciding with the tenth anniversary of United Artists Records, the label's Nashville operation is now in the process of moving from its offices in the RCA Victor building to larger space in the brand new Fender Building along the town's Music Row. The move, planned for several months, underscores the significant growth pattern which the label's country operation has undergone in recent years.

Dating back virtually to the very beginning of United Artists Records, the powers that be recognized the need for representation in the country market. The label approached Pappy Daily, who kicked off the country roster with such names as George Jones and Melba Montgomery, both of whom he recorded in Nashville. Acceptance to the UA line, and George Jones, in particular, was almost immediate. The years of 1959 saw Jones represented with three singles—"White Lightning," "Who Shot Sam" and "Treasure Of Love"—in the Top 25 of the Cash Box year end poll. From that year on, Jones' name was a household word among country fans, and the UA catalog was off and running along the country raceway.

The label's roster began to take on even greater strength with the addition of Judy Lynn and Johnny Mathis, both of whom bolstered the company's line in the face of stiffening competition. Later, UA signed Del Reeves, Bobby Lewis and Johnny Darrell, who currently represent a substantial portion of the firm's hitmakers.

Montgomery Steps In

Control of the Nashville branch passed, through the years, from Pappy Daily to Kelso Herston, and then, in January of 1967 to Bob Montgomery, the current head of operations there. Shortly after stepping into the slot, Montgomery began to expand the roster, signing to recording contracts such names as deejay Mike Hoyer, writer Jerry Chesnut, Mark Denning, Bob Gallion, Earl Sinks and

former rock star Buddy Knox in just over a year.

Now sitting in the strongest position it has ever realized, UA's Nashville offices include Ed Hamilton, handling the country promotion department, and tunesmith Billy Ed Wheeler, who runs the firm's various publishing companies in that region. In addition, the setup also houses offices for singer Bobby Goldsboro, who writes for the UA publishing wing and acts as an independent producer.

Pushing Goldsboro Country

It was Goldsboro, acting jointly with Montgomery, who produced the singer's brand new release, "Honey," which the label reports as being among its all-time strongest pieces. After only a week on the market, the single had reportedly passed the 200,000 mark in sales in both pop and country markets, further emphasizing Goldsboro's potential among C&W audiences. The songster made his country debut only a short time ago with an album in duet with Del Reeves, entitled "Our Way Of Life," which turned into a chart item for the pair. Shortly after the release of that disk, a single called "Our Way Of Life" and "I Just Wasted The Rest" was culled from the package and is currently receiving good response in the country market.

Montgomery has suggested that the "Honey" single, and Goldsboro's career in general, would receive an all-out push to solidify the artist as a high caliber name in country circles, as well as in the pop area, where he has already enjoyed smashing success with a number of records, including "Funny Little Clown" and "Little Things" among his biggest.

Montgomery further stated that the label is planning strong expansion in the country area. "We are interested in signing name artists," he said, "And no name is too big. We are also interested in making independent production deals if the right opportunities present themselves."

CONGRATULATIONS

On Your

TENTH ANNIVERSARY

COMMERCIAL MUSIC CO.

2721 PINE STREET
ST. LOUIS, MISSOURI

BUD LAMPE
(314) JE-5-1515

BEST WISHES

United Artists Records

Tone Distributing Co.

495 S.E. 10th Ct., Hialeah, Florida
(305) 888-1685

CONGRATULATIONS ON YOUR 10th

JACK TAYLOR

JATHER DISTRIBUTING CO.

730 Lyndale Ave. — Minneapolis, Minnesota
(612) 374-3420

CONGRATULATIONS

AND

CONTINUED SUCCESS

ON YOUR 10th ANNIVERSARY

BELL SOUND STUDIOS, INC.

A & B DUPLICATORS, LTD.

CONGRATULATIONS

UNITED ARTISTS

ON YOUR 10th ANNIVERSARY

WE ARE PROUD TO BE
ASSOCIATED WITH YOU.

CLARK GAILHOUSE

SHELLY PRODUCTS

220 BROADWAY

HUNTINGTON STATION, L.I., N.Y.

*For a Bright
and Happy Association,
Thanks...*

BILLINIS DIST. CO.

3575 S. 700 WEST

SALT LAKE CITY, UTAH

*Warm Wishes
For Continued Success*

C & C STONE DIST. CO.

233 UTAH STREET
SAN FRANCISCO, CALIF.

MUTUAL DIST. CO.

157 WASHINGTON ST.
DORCHESTER, MASS.

**CONGRATULATIONS
AND BEST WISHES
UNITED ARTISTS**

PRIVILEGE DIST.
2818 W. PICO BLVD.
LOS ANGELES, CALIF.

**WARMEST
CONGRATULATIONS
ON YOUR 10th
ANNIVERSARY**

BESTWAY PRODUCTS, INC.
1105 GLOBE AVE.
MOUNTAINSIDE, N. J.

Solid State Develops As A Jazz Entity

NEW YORK — Solid State, started about two years ago as a United Artists subsidiary designed to appeal to stereo buffs and the like, primarily through the use of advanced engineering and recording techniques, is now developing toward being a fully jazz-oriented label. The outfit is currently headed by Irv Bagley, who was brought in to devote time toward the building of a jazz label under the Solid State banner. Bagley ran Riverside for two years and before that, held down the general manager's slot at Audio Fidelity for three years in addition to running his own Cinema Music production firm.

The roster of artists on Solid State is highlighted by such luminous jazz figures as: Thad Jones, Mel Lewis and the Jazz Orchestra; Joe Williams; Jimmy McGriff; and Johnny Lytle. In an effort to develop the label as a jazz entity with a heavyweight back catalog, Bagley has gleaned a series of artists from UA's jazz line. These artists include: Herbie Mann, Bill Evans, the MJQ, John Coltrane, Charlie Mingus, King Pleasure, and Duke Ellington. Sonny Lester is handling production for all of Solid State.

Jazz For Sunday Afternoon

Solid State has just begun to market a new series entitled, "Jazz For A Sunday Afternoon." The series is something of a new concept by present day recording standards in that it utilizes live recordings (many of which are good old fashioned jam sessions) to the exclusion of all others.

The object of the "Jazz For A Sunday Afternoon" series is to make use of the really great jazz that's being played around the country from day to day; jazz that might go unnoticed due to the complexity of the recording industry. As a result of seeking out these performances and recording them, Solid State is producing, through its JFASA series, recorded jazz that has the excitement of a live performance combined with the relaxed spontaneity of a 'musicians only' jam session.

The first two efforts in the series (vols. 1 and 2 of Jazz For A Sunday Afternoon) featured Dizzy Gillespie with artists like Pepper Adams, Richard Davis, Ray Nance, Garnet Brown, Mel Lewis, and Chick Corea . . . which makes up most of the Thad Jones/Jazz Orchestra.

Thad Jones, Mel Lewis and the Jazz Orchestra may be seen playing at New York's Village Vanguard almost any Monday night. They've begun to tour places like Kent State and have dates lined up at USC in April and at Marty's On The Hill in L.A. in April. The group was nominated for a Best Big Jazz Group grammy award in 1967.

Most Recent Release

In addition to the two JFASA albums, the most recent Solid State release included: "Insight" by the Mike Mainieri Quartet, "Bag Full Of Blues" by Jimmy McGriff, and "Sounds Of Velvet Soul" by Johnny Lytle, featuring that artist on vibes with a big band sound created by use of four horns and a rhythm section.

Bagley notes that . . . "judging from phone calls, letters, and words of mouth, reaction has been very good with dealers and distributors as well as with the general public. It's a very exciting release."

Solid Backing

In speaking of the building of a jazz label under the parenthood of UA, Irv Bagley emphasized that Mike Stewart, president of United Artists records, and Mike Lipton, vice president of United Artists in charge of marketing, are behind Solid State all the way and have given him (Bagley) the green light to go ahead as he sees fit.

Bagley added, "There's a market for jazz now, there always will be. The economics of the hit record syndrome with many of the labels is really hurting jazz. This steady diet of having jazz artists playing Top 40 tunes is starting to wear thin. People are getting hip to it, they're starting to put it down."

Veep '68 into R&B and Gospel

Veep Records is being geared for maximum market impact during the balance of 1968 and beyond. The label is expected to move in both r&b and gospel areas, with new signings in both fields bringing talent to supplement the already busy roster.

Of major interest is the pacting of Baby Washington, completed just before the opening of United Artists Records 10th anniversary convention in Miami Beach. Although the singer's most recent engagement has been matrimony, she is making a return to the business, long-awaited by fans, and one which is to be launched with a strong promotional campaign by the Veep forces.

Miss Washington's earlier hits include "That's How Heartaches Are Made," "Only Those in Love" and "I Can't Wait to See My Baby's Face." A stellar soul artist, in an earlier phase of her career she was considered a treat by thousands who attended the regular holiday in-person shows staged by New York deejay, Murray the K, and by the late Alan Freed. Her initial recording sessions will take place shortly under a producer yet to be named.

Anthony and the Imperials have also been important hitmakers for the Veep label, with six albums currently in the catalog. Recently released is "The Best of Anthony, Volume II," which contains the group's biggest hit, "Goin' Out Of My Head." The recent new hit version of the tune has spurred a strong revival of in-

terest in the original by Anthony and his group, which in turn brought a heavy demand for the LP.

Veep also is drawing an exciting response on new singles by a host of other talents. These include Jimmy Cliff's "The Way Life Goes," produced in England by Island Records. Jackie Edwards is another Island-originated artist for whom much activity is anticipated. Sari and the Shalimars, recently signed, have a new release out. "So Lonely," while Truman Thomas' "Respect" and "Funky Broadway," are being released following hefty album play on the two tracks.

Veep recently acquired a master, produced by Sidra Records in Detroit, with Timmie Willis' "Soul Satisfaction." Another notable talent, already signed to Veep, is thrush Charlotta Gilbert who will have a new single out shortly.

Another growing facet of Veep, the r&b subsidiary of UA, is gospel music, with the first album in this area by the Children's Gospel Choir already released and finding a brisk demand. The choir LP was produced by George Butler, a young and highly knowledgeable producer who at one time was a trainee with the parent label, but who has now become a key a&r producer. Butler, who holds several degrees in music, is expected to continue building the gospel side of Veep with new recordings by the Children's Gospel Choir in addition to other groups due to be signed shortly.

**CONGRATULATIONS AND BEST WISHES
ON YOUR 10th BIRTHDAY
IT IS OUR PLEASURE TO HAVE BEEN ASSOCIATED
WITH YOU FROM THE BEGINNING**

**PILGRIM PRESS CORPORATION
NEW YORK, N. Y.
PRINTERS OF ALBUM JACKETS**

United Artists Original Motion Picture Soundtracks

	UAS	UA8T	UA4T
BILLION DOLLAR BRAIN	5174		
FITZWILLY	5173		
THE GOOD, THE BAD, AND THE UGLY	5172		
THE BATTLE OF ALGIERS	5171		
THE PENTHOUSE	5170		
UP THE DOWN STAIRCASE	5169		
HOUR OF THE GUN	5166		
LIVE FOR LIFE (VIVRE POUR VIVRE)	5165	3026	4044
DIVORCE AMERICAN STYLE	5163		
TRIPLE CROSS	5162		
THE WHISPERERS	5161		
IN THE HEAT OF THE NIGHT	5160	3025	4035
THE HONEY POT	5159		
THE CORRUPT ONES	5158		
THE BIRDS, THE BEES AND THE ITALIANS	5157		
EIGHT ON THE LAM	5156		
YOU ONLY LIVE TWICE	5155	3023	4025
MARAT/SADE	5153		
HOW TO SUCCEED IN BUSINESS WITHOUT REALLY TRYING	5151	3021	
KING OF HEARTS	5150		
THE WAY WEST	5149		
AFTER THE FOX	5148		
A MAN AND A WOMAN	5147	3020	4021
RETURN OF THE SEVEN	5146	3019	4020
FORTUNE COOKIE	5145		
A FUNNY THING HAPPENED ON THE WAY TO THE FORUM	5144	3018	4019
HAWAII	5143	3017	4018
THE RUSSIANS ARE COMING, THE RUSSIANS ARE COMING	5142	3016	
AFRICA ADDIO	5141	3022	
KHARTOUM	5140	3014	
DUEL AT DIABLO	5139	3015	
CAST A GIANT SHADOW	5138		
LORD LOVE A DUCK	5137		
VIVA MARIA	5135		
TOM JONES/IRMA LA DOUCE	5134		
THUNDERBALL	5132	3012	4015
BILLIE	5131		
A RAGE TO LIVE	5130		
THE KNACK	5129		
WHAT'S NEW PUSSYCAT?	5128	3011	
THE HALLELUJAH TRAIL	5127		
THE GREATEST STORY EVER TOLD	5120	3008	
HOW TO MURDER YOUR WIFE	5119	3009	
TOPKAPI	5118		
GOLDFINGER	5117	3003	4011
THE SEVENTH DAWN	5115		
FROM RUSSIA, WITH LOVE	5114	3002	
TOM JONES	5113		
IT'S A MAD, MAD, MAD, MAD WORLD	5110		
IRMA LA DOUCE	5109		
DR. NO	5108	3001	
THE GREAT ESCAPE	5107		
DIVORCE—ITALIAN STYLE	5106		
MONDO CANE	5105	3005	4012
PHAEDRA	5102	3013	
NEVER ON SUNDAY	5070	3007	4014
BLUES IN THE MISSISSIPPI NIGHT			
THE BIG COUNTRY	5004	3004	
THE VIKINGS	5003		
THE TEN COMMANDMENTS	6495	1043	
A HARD DAY'S NIGHT	6366	3006	4013

Unart Records... Top Economy Line

NEW YORK—Selectivity, hot names and good concepts are the basis of a successful economy LP line, according to Dave Skolnick, sales manager for United Artists' Unart economy (\$1.89) price line and for the company's four and eight-track tape product. Skolnick also heads up sales on the Tale Spinner budget-priced kiddie LP line.

When the line was created last year, it marked a move by United Artists to be represented in yet another vital sales area of the business. At the same time it reflected a view

that with the upward move in suggested list prices on much of the standard pop merchandise, the resulting increase in the spread between standard and economy price ranges, would bring an expanded movement of the lower-priced merchandise.

The theory, according to Skolnick, has proven out. "We're extremely pleased with the sales pace we've generated," Skolnick remarked, "Particularly with the repeat business on some of our items, which has been nothing

(Continued on page UA-23)

OUR BEST

ON YOUR

10th ANNIVERSARY

HENRY DROZ

ARC DISTRIBUTORS

13415 Lyndon Ave.
Detroit, Michigan
(313) BR 2-4872

MIKE GOLDWASSER

JAY KAY DISTRIBUTORS

(Serving Houston)
2931 Irving Blvd.
Dallas, Texas
(214) 637-2440

Best wishes
to United Artists
Records
for continued
success.
Columbia Record
Productions.

cnp Columbia Record Productions
New York, Hollywood, Detroit, Chicago and Nashville

OUR HEARTIEST
CONGRATULATIONS

UNITED ARTISTS

ON YOUR 10th ANNIVERSARY

WE'RE VERY HAPPY TO HAVE
PLAYED A ROLE IN YOUR
GROWTH AND SUCCESS.

PHIL JOHANN

MASTERCRAFT RECORD PLATING CO.
619 W. 54th ST., N. Y., N. Y. (212) CO 5-6040

CONGRATULATIONS

AND

BEST WISHES



COUNTY
BOX & ALBUM CO., INC.

201 S. 2nd AVE.

MOUNT VERNON, N. Y.

TO
U
A
FROM
U_S
A_{LL}

CUSTOM RECORDS

5810 S. NORMANDY
LOS ANGELES, CALIF.

UA On The International Scene

Within the past month, United Artists Records opened its own wholly-owned British record company, signalling phase one of a planned series of moves which will eventually see the establishment of UA-owned firms in principal world markets. The moves reflect the long-time international-mindedness of company president Mike Stewart.

Sowing & Reaping

"It's a step which reflects growth and maturity in a company," Stewart indicated. "Obviously a company doesn't make such a move without attaining a certain stature and we believe in our 10 years in the business, we have reached that phase of our growth.

"What it really means is that a company controls its own destiny. For instance, if our company believes in a certain new artist and wants to lay out a world-wide campaign on that artist, it is not fair for us to ask another company to accept the obvious risk factor. Conversely, too, if our faith is rewarded and we win, then we take the profit for the risk we took.

"Beyond Britain," Stewart continued, "we hope to have our own companies operating in Germany, Italy and France before the end of the year. In England, we have had a wonderful relationship in the past with EMI. I think it's the best company there and even though we have our own company now under general manager, Martin Davis and European manager,

Noel Rogers, we will continue to enjoy the effectiveness of EMI doing our distribution and pressing."

The idea of control is important in various ways, according to Stewart. "The company has reached the stage of catalog depth where it can no longer afford to operate through a licensee and have just some of the product released. It's our obligation when we sign an artist to publicize him throughout the world," he asserted. "To do that effectively, we must have our own companies.

New Foreign Artists

"Also, when we sign a foreign artist, we must be able to guarantee him releases in all the major markets of the world, particularly in his own home territory. For instance, we have signed through our British company a new singer, Samantha Jones. Now we can promote Samantha there and here and in other countries as we open our own operations. We've also signed the Fortunes recently and we have Shirley Bassey, George Martin and the Spencer Davis Group, all through our British company.

"Also, having an operating self-owned British company enabled us to sign Francoise Hardy for Britain. Although we don't have her for the United States, we're still very happy to have her in England because she has become a very hot property there."

Reflecting Stewart's continuing attention to the international scene, UA has acquired well-known artists from other countries as well. The Spanish singer Raphael, whom UA has for the U.S., has a big reputation in Europe.

In addition, Francoise Hardy, as well as Raphael, are expected to record in English as well as in their native language in future sessions. The same holds true for such Italian stars as Mina and Roberto and the Spanish singer, Maria Ostiz.

Int'l Label

In addition to those Western European nations where UA-owned companies are now being set up, the firm has its own label throughout the world, even though in many countries, because of specific market considerations, the business will continue to funnel through a licensee. On the publishing front, it may be added, the firm already has mostly 100 percent-owned companies throughout the world.

Adding to the effectiveness of the whole UA international structure is Ron Eyre, British native and New York UA staffer who coordinates American releases of international artists. Eyre also works in setting up promotional schedules for artists during their visits to the United States and in general, carries out whatever steps are required to achieve maximum impact at sales and exploitation levels from all artist visits and tours.

Steps In The Right Direction-UA London



NOEL ROGERS
Managing Dir. UA-London



MARTIN DAVIS
Gen. Mgr. UA-London



BARBARA SCOTT
Promo Mgr. UA-London

In 1958 the United States contemplated sending two monkeys into space. Floyd Patterson was heavyweight champion of the world. Queen Elizabeth II was expecting a baby, and Noel Rogers joined United Artists along with John Spalding!

Early Days

United Artists Music Ltd. was incorporated in the United Kingdom with an associate company, Dominion Music Co. Ltd. owned by Michael Stewart, the present President of the Records and Music Division of United Artists in New York; since then Dominion and another company, Rogers Music Ltd., have both been absorbed by the United Artists organization. In addition a publishing company was formed with one of London's up and coming theatre managers, Michael Cordon. The man who put Pinter on the theatre map.

By 1963 Noel Rogers and his United Artists publishing business had grown to ten companies and moved into larger offices in fashionable Knightsbridge. About this time Martin Davis and Roger Welch joined the Music Promotion Department.

Film Music Leads the Way

After consultation with Mike Stewart, it was decided to expand the United Artists Records label which was licensed in the United Kingdom through E.M.I. The obvious way into this lucrative market was through United Artists film releases.

"James Bond" put United Artists Records on display in the shops in the biggest possible way, and sound track albums like "Dr. No", "From Russia With Love", "Goldfinger" and more recently "Thunderball" and "You Only Live Twice" became standard spy equipment for thousands of record players up and down the country. The 'Bond' composer, John Barry, became the most prolific modern film music man in the world. He is still up there today. United Artists Records became the breeding ground for all the major film score composers. Bacharach and David with "What's New Pussycat?" Frank Cordell and his score for "Khartoum". Ron Goodwin and his exciting sounds for the Mirisch Company with "633 Squadron" and "Submarine X-1" yet to come. Ken Thorne and his saucy adaptation of the original score of "A Funny Thing Happened on the Way to the Forum" for which he obtained an Academy Award. And 1968 looks like being John Addison's year with his music for the Tony Richardson epic "Charge of the Light Brigade" due for an April premiere.

Among the top British singing talent employed during this period on United Artists title songs were Shirley Bassey, Matt Monro, Tom Jones, Nancy Sinatra too.

Decisions, Decisions

Slowly but surely the United Artists Record company started to sign named recording artists to the British label. Today among the roster we find Samantha Jones, Norman Percival, The Easybeats, The Fortunes, Spencer Davis Group, The Household, Dobie Gillis and Shirley Bassey.

January 1968 saw the first moves out of Knightsbridge to join up with the rest of the United Artists Corporation Ltd. in Mortimer House, 37-41 Mortimer Street, London W.1. The whole Music Division is now installed and have the use of a modern projection theatre and their own recording studio.

Independent

On March 1st United Artists Records became an 'independent' operation in the United Kingdom distributing their product through E.M.I. The following key personnel are in charge of the operation:

Noel Rogers—Managing Director, Music and Record Division and European Representative.

John Spalding—General Manager and Financial Director, Music and Record Division.

Martin Davis—Manager and Creative Services, Record Division.

Roger Welch—General Professional Manager, Music Division.

Pierre Tubbs—A & R and Artists Co-ordination, Record Division.

Barbara Scott—Label Co-ordinator.

Bob Grace—Exploitation—Music Division.

Tim Knight—Exploitation—Record Division.

Rex Berry of Partnerplan Ltd, one of London's leading public relations consultancies has been retained to handle the corporate public relations and press publicity for the Record Division.

United Artists Music and Records are currently pursuing new and established recording artists and acquiring master deals with independent producers in the United Kingdom. Every aspect of the music industry is United Artists' business today and tomorrow.

It is worth noting that Queen Elizabeth II had her baby and that Noel Rogers managed to find time between 1958 and 1968 to get married. A step in the right direction!

United Artists Records In Germany

Deutsche Grammophon Gesellschaft mbH has represented United Artists since 1st July 1960 in Germany, Austria, Switzerland, Scandinavia and Greece. During this time they have had many best sellers including "Exodus" by Ferrante & Teicher, "Michael" by The Highwaymen, "Cara Mia" by Jay and The Americans and "Friday On My Mind" by The Easybeats. Album sales have been very successful particularly The James Bond soundtrack albums,

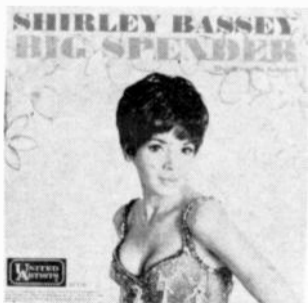
"A Man and a Woman", "The Easybeats" and "Money Jungle" by The Duke Ellington Trio". Looking to the future Deutsche Grammophon Gesellschaft foresees a tremendous market in all territories for artists such as The Spencer Davis Group, The Easybeats and Shirley Bassey. Soundtracks scheduled for future release include "Live for Life" and "Here We Go Round the Mulberry Bush".

To: 10-year-old United Artists
 From: Deutsche Grammophon Gesellschaft, Hamburg

Keep going and stay
 on that high road to success!



SOUNDS & SOUNDTRACKS
 as bestsellers on **UNITED ARTISTS**



Deutsche
 Grammophon
 Gesellschaft

United Artists Records Roster of International Affiliates

ARGENTINA
Discos CBS SAICF
Paraguay 1583
Buenos Aires, Argentina

AUSTRALIA
Festival Records Pty. Ltd.
63-79 Miller St.
Pyrmont, 2009
New South Wales, Australia
ATT: Frederick C. Marks
Executive Director

BELGIUM
S.A. Disques Artone Fonoplaten N.V.
20-21 BD Baudouin
Brussels 1, Belgium
ATT: Mrs. Robiefroid

BRAZIL O TAPES & INVOICES
RADIO GAZETA
Mr. Olavo Bianco
Av. Paulista, 900
Sao Paulo, Brazil

BRAZIL—CORRESPONDENCE
Som Industria E Comercio S/A
Avenida Casper Libero, 58-12° Andar
Sao Paulo, Brazil
ATT: Miss Joaquin Abreu

CANADA
Mr. Lee Armstrong
Mr. Bob Birkett
The Compo Co., Ltd.
2377 Remembrance St.
Lachine, Quebec, Canada

CHILE
Phillips Chilena S.A.
Casilla 2687
Atencion Depto. Discos
Santiago, Chile

COLOMBIA
Mr. Pedro Fuentes
Discos Fuentes
Apartados Aereo 1960
Medellin, Colombia

DENMARK
Nordisk Polyphon Aktieselskab
Emdrupveg 115
Copenhagen, Denmark
(Mr. Hamburger)

ECUADOR
Industria Fonografica Ecuatoriana
Casilla 3885
Guayaquil, Ecuador, S.A.

EL SALVADOR
Mr. Jose Antonio Hutt
Discos Centroamericanos S.A.
Boulevard Ejercito Nacional K.M.4.
San Salvador, El Salvador, C.A.

ENGLAND
Mr. Alan Warner
E.M.I. Records
20 Manchester Square
London W.1. England

FINLAND
Mr. H. Von Denffer
Fintons Oy
P.O. B. 494
Helsinki, Finland

FRANCE
Mr. Louis Hazan
Societe Phonographique Philp
4-8 Rue Jenner
Paris 13e, France

GERMANY
Deutsche Grammophon Ges.mBH
Import Division
Harvesthuder Weg 1-4
2 Hamburg 13, Germany

GREECE
Mr. N. Antippas
Helladic S.A.
Ermou 8
Athens, Greece

HOLLAND
Mr. Bill C. Slinger
Artone Gramophone
8-10 Kruisstraat
Haarlem, Holland

HONG KONG
Mr. E.A. da Silva
COLONIAL TRADING CO.
P.O. Box 950
Hong Kong

ISRAEL
C.B.S. Records (Israel), Ltd.
P.O. Box 681
Tel Aviv, Israel

ITALY
Cemed Carosello
Milano Via Beccaria, 5
Italy
ATT: Mr. Davide Matalon

JAPAN—RECORDS, TAPES & INVOICES
Mr. Kiyohiro Hiroshima
Assistant Manager
Purchasing Department
NIPPON COLUMBIA CO., LTD.
125 Minato-cho, Kawasaki, City
JAPAN

LEBANON
Les Filis de Georges Haddad & Co.
Bldg. Cinema Empire
B.P. 4680 Lebanon
ATT: Mario G. Haddad

MEXICO
Mr. Tomas Munoz
Gamma, S.A.
Apartado 7762
Mexico 1, D.F.

NEW ZEALAND
Festival Records N.Z. Ltd.
P.O. Box 1170
Auckland, New Zealand
ATT: Mr. Roy Farr, General Manager

NORWAY
A/S Nor-Disc Rosenborggt 19
Postboks 5219
Majorstua Oslo 3, Norway

PERU
Mr. Enrique Brenner T.
Manager
El Virrey Industrias Musicales SA
238 Avenida Mejico
Lima, Peru

PHILIPPINES
Mr. Alfredo M. Lustre
Home Industries Development Corp.
P.O. Box 34
Quezon City, Philippines

PORTUGAL
Mr. Rogelio Leal
RADIO TRIUNFO, LTDA.
Praça do Municipio, 369
Porto—Portugal

SOUTH AFRICA
Mr. Arthur Heatlie
Trutone Africa, Ltd.
P.O. Box 9299
Bosman Road, Ophirton
Johannesburg, South Africa

SPAIN
Mr. Luis Calvo
HISPAVOX, S.A.
TORRELAGUNA, 402
Madrid 17, Spain

SWEDEN
Karusell Grammofon AB
Framnabacken 4 B
Solna, Sweden

SWITZERLAND
Siemens Elektrizitaetszeugnisse A.G.
Schallplatten-Abteilung
Lowenstrasse 35
8001 Zurich, Switzerland
ATT: Manfred Wipfli

URUGUAY
Sondor S.A.
Nicaragua 1478
Montevideo
Uruguay

VENEZUELA
Mr. Ernesto Aute
El Palacio De La Musica S.A.
Apartado 3637
Caracas, Venezuela



UA, London—United Artists Music Ltd. Managing Director, Noel Rogers (behind desk) holds a publishing meeting with Murray Deutch, UA Publishing Vice Pres., (left) Eddie Adamis and Roger Welch in his spacious office at Mortimer House, London.

PHILIPS

FRANCE

CONGRATULATES UNITED ARTISTS

ON THEIR 10th ANNIVERSARY

6 Rue Jenner
Paris
France

UA in Italy



DAVIDE MATALON
C.E.M.E.D.-Carosello, Italy

We at C.E.M.E.D.-Carosello have had the privilege and pleasure of representing United Artists Records in Italy since September of 1966.

We must say that the very good results we have obtained with UA product are due to the very good material licensed to us by the company. We have experienced excellent sales with the original soundtrack album, "A Man And A Woman", and with the single (same title) from the album. Another UA soundtrack, "Live For Life", has also sold very well for us.

United Artists Records of New York and London have supplied us with hit material by a number of artists, among them Ferrante & Teicher, the Easybeats, the Fortunes, and more recently, the Spencer Davis Group and Shirley Bassey who was a big hit at the recent San Remo Festival).

We look forward to a long and fruitful collaboration with the United Artists family.

UA Music In Italy



G. GRAMITTO RICCI
Orchestral Music, Italy

Edizioni Orchestral Music has represented United Artists Music and its associates in Italy since July of 1965.

Thanks to the close collaboration existing among the different representatives of United Artists in the world, we have developed an excellent and profitable relationship with the firm.

The biggest hits we have received to date through United Artists are "Thunderball," "You Only Live Twice," "Live For Life" and "In The Heat Of The Night," which had several local recordings in addition to the original Ray Charles version.

We feel sure that our next hit from UA will be "Green Tambourine," which was, of course, a recent American chart-topper.

For its part, United Artists has acquired more and more frequently in recent months the sub-publishing rights to titles published by us and by our associates. For instance, the song, "Mi Piaci Come Sei," by Canfora-Amurri, was recorded by Shirley Bassey under the title "Who Could Love Me," and Bobby Goldsboro recorded in Italian the song "Quando I Nostri Occhi S'Incontrano," by De Vita-Franchi.

We congratulate United Artists on its tenth anniversary and hope that our association with the company will continue for many, many years.


UA in Holland.



JOHN J. VIS
Artone Gramophone, Holland

We at Artone have been handling the United Artists catalogue since October 1964 and have felt great pride in devoting our time and energy to the establishment and further development of the label in Benelux. United Artists recording artists such as The Easybeats, The Fortunes, Spencer Davis Group, Shirley Bassey, Jay & The Americans, Bobby Goldsboro and Little Anthony and the Imperials have all seen their songs become a success in the Low Lands at one time or another. U.A.'s unique catalogue of soundtrack albums have received our special attention through the years resulting in splendid sales figures for such releases as the James Bond soundtracks, "A Man and a Woman", "Vivre Pour Vivre" and currently "In The Heat of the Night" as well as the original Broadway cast of "Illya Darling". Equally important is U.A.'s impressive array of country & western talent and their Solid State line which we launched locally in late 1966 has met with the highest praise from reviewers and deejays on account of its unique stereo quality. Artone is proud to represent United Artists Records and we are looking forward to many further years of successful co-operation.

CONGRATULATIONS
TO THE
MANAGEMENT AND STAFF
OF
UNITED ARTISTS RECORDS
ON THE OCCASION
OF THEIR
TENTH ANNIVERSARY
AND
WISHING YOU
CONTINUED SUCCESS



TRUTONE

132 KERK STREET, JOHANNESBURG,
SOUTHERN AFRICAN DISTRIBUTORS OF
UNITED ARTISTS RECORDS.



**Message
from the new
Independent**

Noel Rogers, Martin Davis,
John Spalding and everyone
at, in or around
United Artists Records
in the United Kingdom
send their loyal greetings
and congratulations to
Mike Stewart & his crew
on reaching number 10
in the anniversary charts



Now on the newly independent label:

The Easybeats, Spencer Davis Group,
Shirley Bassey, Francoise Hardy, The Household,
Dobie Gillis, Jay and The Americans,
Joe Williams, and Ferrante & Teicher

Soundtrack Albums:

Charge of the Light Brigade
The Scalphunters
Vivre Pour Vivre (Live For Life)

United Artists Records Ltd.,

Mortimer House, 37-41 Mortimer Street, London, W.1.



CONGRATULATIONS



on your 10 great years

We look forward to many more!

Compo-Canada

The Compo Company Limited, Lachine, Quebec

HEARTIEST WISHES



MANY, MANY HAPPY RETURNS TO

U. A.

FROM BEIRUT . . . With Love

LES FILS DE GEORGES HADDAD & CO—U.A. Distributors



Records — Pressing Plant

P.O.B. 4680 — Cable: CINEMPIRE — Beirut — Lebanon

UA in South Africa



T. ROSENGARTEN
Trutone (Pty) Ltd.
Johannesburg, So. Africa

It has always been a pleasure doing business with United Artists Records. We have found them to be extremely efficient and nice people to work with. The label has a top roster of artists with whom we have enjoyed considerable success. Al Caiola is a steady catalogue seller and two big hits have been "Solid Gold Guitar" and "The Best of Al Caiola". Another album charter is Shirley Bassey whose "And We Were Lovers" and "Shirley Means Bassey" have been very good sellers. We mustn't forget Ferrante & Teicher who are consistent L.P. catalogue artists. Their biggest seller in South Africa has been the long play album "Dream Concerts" . . . The disks of Jan Peerce have enjoyed a limited demand. Generally soundtrack albums are not very successful in South Africa but "A Man And A Woman" and "Goldfinger" have been warmly received. It seems that the soundtrack "Live for Life" will enjoy the same success as "A Man And A Woman". The UAC Childrens Series also enjoy good sales on a limited market.

UA in Sweden



BO PERSSON
Karusell Grammofon Aktiebolag,
Stockholm, Sweden

In Sweden United Artists is represented by Karusell Grammofon A.B. and we have had great success with their catalogue particularly with the soundtrack of "A Man and a Woman". The music was released on both E.P. and L.P. and on the first anniversary of the film in Stockholm Karusell presented every 20th visitor with a copy of the soundtrack album. We have also had great success with all the James Bond picture albums. On the singles pop side The Easy Beats and The Spencer Davis Group amalgamated good sales. United Artists artist Shirley Bassey visited Stockholm recently appearing in cabaret at the famous Berns restaurant here and we issued two of her albums coincidental with her visit.

UA in France

The United Artists label has been distributed in France by Philips for the past eighteen months. During this time U.A. releases have become more and more important. The most spectacular success has certainly been The Easybeats "Friday On My Mind" which made them famous throughout France. Other U.A. artists promoted in France are Long John Baldry, Bobby Goldsboro and The Spencer Davis Group. Philips have also been very successful in the promotion of U.A. musicians releasing albums by Ferrante & Teicher, Al Caiola, Leroy Holmes, George Martin and Jimmy McGriff. For the first time an original French production was made by Eddie Adamis who manages the United Artists publishing activities in France. This was Les Charlies recording of "Le Fox Trotte" which became a best seller. Undoubtedly the close co-operation between Louis Hazan of Philips and Eddie Adamis has considerably helped the label's expansion in France. Many soundtrack albums have been issued including "The Way West", "Un Homme de Trop", "Le Retour Des 7", "Karthoum", "Hawaii", "You Only Live Twice" and more recently "In The Heat of the Night". Eddie Adamis and Louis Hazan are planning a new promotional programme of the U.A. product in France when they return from the Miami convention.

UA in Lebanon



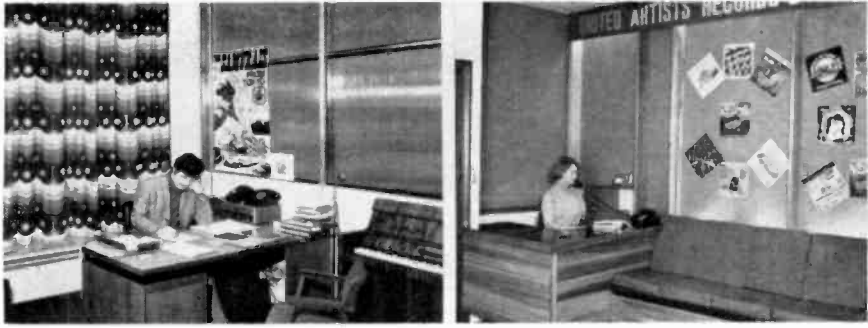
MARIO HADDAD
Les Fils de Georges Haddad
Beirut, Lebanon

For the past ten years our company, which also distributes U.A. Pictures all over the Middle-East, has been associated with U.A. Records. Until three years ago there were no pressing plants available in Lebanon and all records were imported directly from the States or from other European licensees, mostly England, France and Italy. Good sales were achieved on sound track albums especially the James Bond pictures "From Russia With Love" and "Goldfinger". These pictures were also some of the biggest grossers in cinema history in Lebanon. However, U.A. best sellers to date in Lebanon was last year's sound track album of "Un Homme Et Une Femme". The picture achieved a run of 11 weeks (a record for this town), and the album sales reached more than 3000 copies while the singles achieved more than 5000. All these records were still imported from various European resources. In November 1967 we reached an exclusive agreement with U.A. for the local pressing in our partly owned S.L.D. (Societe Libanaise du Disque) pressing plant, of their singles and

L.P. releases. First record to be issued in December was the soundtrack of the second Lebanon picture "Vivre Pour Vivre" (Live for Life) always in original French version. Single and LP are having a big success and the picture terminated its 7th week run recently. L.P. releases in the immediate future include Shirley Bassey and The Artists as well as sound track albums. Most U.A. artists are very well known in Lebanon, thanks to our excellent publicity through radio, TV and our own circuit of first run cinemas. Shirley Bassey, who visits Lebanon frequently is one of our best selling artists and we are also issuing her latest San Remo single "This Is My Life" (La Vita). Now that we are pressing locally almost all product, sales figures are going to improve strongly and we are confidently looking to our future collaboration with the U.S.

UNITED ARTISTS
INTERNATIONAL
AFFILIATES
SEE PAGE UA-20

UA's London Headquarters



Pierre Tubbs, United Artists Records A & R and Artists Co-ordination, seen at work in his Mortimer Street office, London.

This picture of the new United Artists Records Ltd Reception area in Mortimer House, London, was grabbed at 6 a.m.—it fills up after that till midnight.

Unart... Top Economy Line

(Continued from page UA-17)

short of phenomenal."

Strength In Film Themes

In terms of concept, one keynote is to jump on proven full-price line ideas, one of which is to focus on themes from hot movie properties, such as "Great Music from 'A Fistful of Dollars,' 'A Few Dollars More' and 'The Good, The Bad and the Ugly,'" which will be a featured title in an upcoming Unart release.

Another worthy concept is instrumental versions of hit pop songs, such as the current smash, "Love Is Blue," which is now coming out as the featured item on a new Unart organ instrumental LP.

Oldies are always good bets for economy packages. Unart has enjoyed big movement with a current "Unforgettable Oldies" set. Another, "Soul Oldies," which includes Anthony and the Imperials' "Goin' Out of My Head," has enjoyed a tremendous response.

"No longer is it possible," Skolnick adds, "to simply use one big song title or artist as the lure. Every package has to contain good, solid items in addition to the featured one. The buyer must be given something for his money today. He's much too sophisticated to be taken in. He simply wants his money's worth no matter how little or how much he's

spending on a record."

Budget LPs Lure Buyers

There are currently 24 LP's in the Unart catalog, with six more due for immediate release. The existing titles have come to be regarded as prime sales lure for traffic-building ads by retailers, according to Skolnick, who indicated that the line does a substantial amount of co-op advertising with key rack outlets. The racks use the price bait of the economy lines to lure customers, now that the standard priced merchandise doesn't sound nearly as low in cost at the discount levels as it used to.

"It helps the rackers sell more of everything, once they get the customer into the store," says Skolnick, "But it also helps us a great deal to have our product actually in the ads."

At the budget-price level (99 cents) United Artists is also represented, and profitably, with its Tale Spinners children's line, which the company feels is the top line of its kind in the nation. There are currently 62 titles in the catalog with two or three new entries added with each new major release. "We just sold 200,000 units in February," said Skolnick, "and we feel that's a very respectable figure."

CONGRATULATIONS



ON YOUR 10th ANNIVERSARY



Hispavox S.A., Torrelaguna, 102, Madrid (17)/Spain

USA Representative:

Compass Music, 250 W. 57th St., New York, N.Y. 10019 CI 5-5390

CONGRATULATIONS

TO

UNITED ARTISTS

ON THEIR **10th** ANNIVERSARY

FROM

CURCI

AND

CAROSELLO CEMED

OF

ITALY

DR. GRAMITTO RICCI
CURCI

GALLERIA DEL CORSO 4, MILAN

DAVIDE MATALON
CAROSELLO CEMED
VIA BECCARIA, 5, MILAN



CashBox Country Reviews

Picks of the Week

PORTER WAGONER & DOLLY PARTON (RCA Victor 9490)

Holding On To Nothin' (2:26) [Passkey BMI—Chesnut]

The "Last Thing On My Mind" team (Porter and Dolly) uncorks another heady mixture in "Holdin' On To Nothin'." The powerful sales acceptance to their first duet effort should be easily matched with this one, and should send the deck soaring. Flip: "Just Between You And Me" (2:18) [Jack BMI—Clement]

BILLY GRAMMER (Mercury 72785)

Money, Love And War (2:12) [Newkeys BMI—Hall]

Billy Grammer's first session under his brand new Mercury contract should result in an excellent consumer reaction. The deck, tabbed "Money, Love And War," is a thought-provoking message from the pen of Tom T. Hall and may be Billy's biggest in a while. Flip: "The Last Of My Future" (2:33) [Newkeys BMI—Baham]

VAN TREVOR (Date 1594)

Take Me Along With You (2:34) [S-P-R, Noma BMI—Rabbitt, Heard]

Coming on stronger with every release, Van Trevor aims real high with his latest Date date, "Take Me Along With You." The pretty ballad production should score heavily and become his biggest effort to date. May be some pop action as well. Flip: "Guitar" (2:38) [Summerhouse, Harmony Hill ASCAP—Trevor]

BOBBY HELMS (Little Darlin' 0041)

I Feel You, I Love You (2:30) [Mayhew BMI—Buzzeo]

The old Bobby Helms sound comes out strongly on this ballad offering. Titled "I Feel You, I Love You," the side is a potent, highly effective romancer that should do even better than his recent "The Day You Stopped Loving Me" charter. Flip: "All I Need Is You" (2:20) [Mayhew BMI—Mathis]

GEORGE MORGAN (Starday 834)

Living (2:25) [Starday BMI—Morgan, Hill]

Immediately following up his noisemaking ode to "Barbara," George Morgan offers a blues-laced goodie called "Living," which should soon have the chanter residing in chartsville. Deeja's should be out for this one. Flip: "Rosebuds And You" (2:50) [Starday BMI—Scott]

JAMES BELL (Bell 710)

He Ain't Country (2:29) [Belldale BMI—Mullins]

The cute and catchy flavor of this novelty offering by James Bell could establish both the songster and the label in the country market. Songster dishes up some fun—and some truth in "He Ain't Country," a tune that a lot of folks should be humming soon. Flip: "A Friendly Place To Cry" (2:45) [Belldale BMI—Mullins, Stamps]

Best Bets

TOM T. HALL (Mercury 72786)

The World The Way I Want It (2:23) [Newkeys BMI—Hall] The "message" song is fast becoming Tom T. Hall's trademark, and this new one could establish him firmly with consumers. Deck certainly merits some attention. Flip: "Shame On The Rain" (2:34) [Newkeys BMI—Hall]

BEN COLDER (MGM 13914)

By The Time I Get To Phoenix #2 (2:48) [Johnny Rivers BMI—Webb] Once again doning of Stuporman, Ben Colder offers his own variation of the recent smash, which should rack up many laughs and many points: Flip: "Skip A Rope #2" (2:48) [Tree BMI—Tubb, Moran]

BOB TERRY (Jed 10,016)

U.S.S. Pueblo (2:12) [Cedarwood BMI—Kennedy, Terry] Recent news headlines lay the basis for this patriotic recitation by Bob Terry. Terry's fine delivery on the side should stir up some healthy action. Flip: "My Warm and Tender" (2:28) [Cedarwood BMI—Self]

BONNIE AND CLOD (Little Cowboy 3005)

If You Don't, Somebody Else Will (68) (2:30) [Acuff-Rose BMI—Mathis, Fautheree, Hamilton] This novelty re-camping of the oldie could stir up plenty of air action. Wild 'n wooly sounds offered by the boys here. Flip: "Bachelor Buttons" (1:33) [Mayhew BMI—Mathis]

JAY LEE WEBB (Decca 32286)

I'll Build Her Up (2:52) [Sure-Fire BMI—Riddle] Jay Lee Webb sports a good pair of tonsils, and this mid-tempo offering may make that fact known to a heap of buyers. Spinners should latch on to the deck. Flip: "Tootsie's Wall" (2:52) [Sure-Fire BMI—Devaney]

HAROLD LEE (Columbia 44458)

The Two Sides Of Me (2:27) [Heart of the Hills BMI—Lee] Harold Lee may well break on through the sound barrier with this throbber. Sounds like good programming fare and consumer material. Flip: "Bringing Daddy Home" (2:25) [Heart of the Hills BMI—Lee]

BILLY (CRASH) CRADDOCK (Chart 1025)

Your Love Is What Is (2:28) [Peach SESAC—Hood] A real attractive sound from Billy "Crash" Craddock, this galloping romancer could break out real nicely for the songster. Deserves a listen or two. Flip: "Anything That's Part Of You" (2:50) [Gladys ASCAP—Robertson]

BURL IVES (Decca 32282)

Bury The Bottle With Me (2:50) [Pamper BMI—Cochran, McCall] Burl Ives should offer some healthy competitive action with this cover of the current Dick Curless charter. Strong job by the vet. Flip: "That's Where My Baby Used To Be" (2:26) [Wilderness BMI—Howard, Myers]

WARREN ROBB (Starday 832)

Temporarily Mine (2:17) [Tarheel BMI—Robb] Here's a very attractive item done up powerfully by Warren Robb. Songster's efforts on this ballad session could reap strong rewards from country buyers. Flip: "Push-Ups From The Ceiling" (2:40) [Tarheel BMI—Robb]

MARION WORTH (Decca 32278)

Mama Sez (2:18) [Central Songs BMI—Worth] Although initially overlooked, this side of the latest Marion Worth outing has a lot going for it. The infectious, easy-swinging sound looks like a solid choice. Flip: "Then I'll Be Over You" [Singleton BMI—Peters]



CashBox Country LP Reviews



ERNEST TUBB SINGS HANK WILLIAMS — Decca DL 4957/74957

Two country giants meet face-to-face in this Decca set with legendary Hank Williams the subject of a dedication by living legend Ernest Tubb. The idea of one super-name belting out the most memorable melodies of his Hall of Fame brother should provide this package with walloping impetus. Tubb's interpretations of such tracks as "I'm So Lonesome I Could Cry" and "Cold, Cold Heart" are winners all the way.



THE LONG LONESOME ROAD—Dick Curless—Tower T/ST 5108

Rumble-voiced Dick Curless makes his debut in the Nashville recording studios and comes up with perhaps the strongest album he's offered to date. Loneliness, heartsickness and despair—with an occasional lift in spirits—is on the menu here, done up superbly by Curless' wide-ranging vocal chords. Highlighted by his current winner, "Bury The Bottle With Me," the set finds additional spicing in "The Heartline Special" and "Wrinkled, Crinkled, Wadded Dollar Bill."



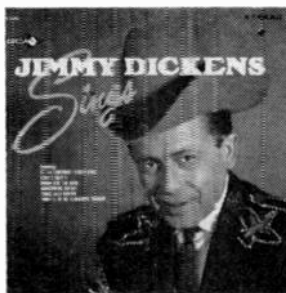
BUMP TIDDIL DEE BUM BUM—Tex Ritter—Capitol T/ST 2890

One of the most ageless of country personalities, Tex Ritter has collected some pretty timeless melodies from the pen of Cindy Walker and has combined them in a package certainly worth the purchase price. Twin-market standards the likes of "You Don't Know Me" and "In The Misty Moonlight" receive the inimitable Ritter treatment, and, together with such tracks as "China Doll" and "Distant Drums," help make this a highly flavorful set.



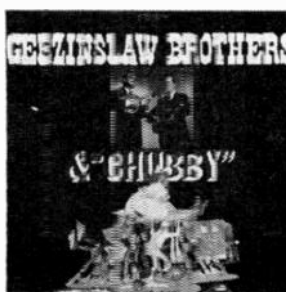
THE HEART OF HANK COCHRAN—Monument LP 8089/SLP 18089

Ranking high in the list of Music City's most prolific tunesmiths, Hank Cochran showcases a batch of some of his strongest "heart" songs in his latest Monument LP. From his opening track, "Has Anybody Seen Me Lately," to his closer, "Somewhere In My Dreams," Hank yanks heavily on heartstrings, giving ample reason for fans to add this one to their collections.



JIMMY DICKENS SINGS—Decca DL 4967/74967

A mixture of brand new items and country evergreens makes up the bill of fare in this fine Jimmy Dickens package. Kicking off the set with his recent single venture, "They're Gonna Have Me Committed," Jimmy adroitly shifts from novelty to ballad and back again in a well-paced session that has something for all of his followers. Among the standouts on this one are "I Love Lucy Brown" (another recent single) and "There'll Be No Tears Tonight."



CHUBBY—Geezinslaw Bros.—Capitol T/ST 2885

Undoubtedly one of the most clever teams of country satirists, the Geezinslaw Brothers have been unleashed on the public once again with a set that should establish them even further with country buyers. Highlighting the set with a couple of their own recent singles, "Chubby (Please Take Your Love To Town)" and "I Couldn't Spell Yuuk," the boys also come on strong with such former chart winners as "Unmitigated Gall" and "Tender-Hearted Me." Set is a must for a well-rounded library.



'Country Music Jamboree' Planned By SESAC For 1968 NAB Convention

NEW YORK—SESAC's participation in this year's National Association of Broadcasters Convention, to be held March 31-April 3 in Chicago, will be highlighted by a salute to country music. The licensing firm will provide continuous live country entertainment daily from 1:00 P.M. until 1:00 A.M. in Suite 900 of the Conrad Hilton Hotel with attractions from Nashville.

'Country Barn'

The suite decor this year will center around early America with the main room completely restyled as a country barn. In this area, convention delegates will be invited to join in round and square dancing in a setting reminiscent of the old time farm areas with specially constructed wooden roof beams, split rail fences, horse stalls and up-turned barrels. Wooden benches will line the walls for the spectators.

'Wild West Nitery'

In addition, the suite will feature a wild west nitery, complete with swinging doors, a player piano and numerous wall decorations including old theatrical posters, etc. In this area, visiting delegates will be invited to relax and enjoy their favorite beverages around barrel tables, whet their appetites at the "free lunch counter" or simply browse over the numerous

authentic decorations.

The coffee area will be restyled as a country store with pot-bellied stove, rocking chairs and refreshments including old-fashioned penny candies, coffee and apple pie. Table tops will be designed as checker boards for those conventioners who prefer a game of checkers to some of the more active attractions offered.

The Hosts

SESAC's "Country Music Jamboree" will be hosted by a full contingent of the firm's staff headed by Alice H. Prager, executive vice-president and managing director. Other SESAC executives and staffers scheduled to be in attendance are: W. F. Myers and S. B. Candilora, executive administrators; Albert F. Ciancimino, House Counsel; Sidney H. Guber, director of marketing services; Norman Odlum, director of copyright administration; Charles Scully, director of information services; Joe Talbot, III, manager of the SESAC Nashville office; James Aylward and John Eckenrod of the station relations department, Warren Martinek, a member of the public relations staff and field representatives Ed Cooney, Harold Fitzgerald, Glenn Ramsey, Vic Vickrey and Frank Watkins.

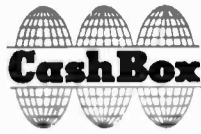


ENJOYING HIS DAY—Decca's crack chanter, Jack Greene, winner of numerous awards, including the '67 Country Music Association awards for the best album and single of the year (for his single and LP, both titled "There Goes My Everything") alighted during his whirlwind tour through California in Burbank to be treated to a luncheon given in his honor by the Country Gentleman of Burbank's Radio-KBBQ. "Jack Green Day" was proclaimed by the Los Angeles area station and Jack appeared on the station live, as well as on tape, throughout the day. Pictured here at the luncheon for Jack are (from left to right) KBBQ's Harry Newman, Bob Jackson, Jack, Pamper Music's Pat Shields, KBBQ's music director Larry Scott and Bill Ward, program director of KBBQ.

Is this any way to run an airline?
BEN COLDER
flying high with another country hit, as he takes off
**By The Time I
Get To Phoenix #2**
Produced by Jack Clement
K-13914



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



CashBox Country Roundup

RCA Victor chanter George Hamilton IV has a new album set for release. The set is titled "The Gentle Country Sound of George Hamilton IV" and includes "It's My Time" and Gordon Lightfoot's 4½ minute song about the history of Canada, "The



TRUTH SEEKERS—Top C&W lark, Loretta Lynn, and her radio cowboy husband, Mooney, were guests on a recent edition of CBS-TV's panel show, "To Tell The Truth." The Lynns own an International Rodeo Association sanctioned rodeo company and are shown above at last month's I.R.A. rodeo convention in Memphis, Tenn.

Canadian Railroad Trilogy." George says that these two songs will probably comprise his next single, which is due out in about three weeks.

Houston talent manager Jay Boyett has signed two of his newest protegés to Acuff-Rose and Hickory

Records. Johnny Williams, a native Texan now making his home in Houston, already has his first Hickory single on the market. Disk is dubbed "Lock The Door Between Us." Glenn Barber, who was born in Oklahoma and now resides in Houston, also has his first Hickory single out—"Who Made You What You Are."

The Doc Williams Country and Western Show has been touring Vermont, New Hampshire and Massachusetts the past few weeks and is now on a tour of New York State which will last through mid-April. In addition to Doc, his wife "Chickie" and the backup group, Doc's daughter Karen "Punkin" Williams is being featured on many of the scheduled dates. Karen will take four days off from the tour for a quick trip to Nashville for recording sessions for the Wheeling label toward the end of March. This year marks the 30th anniversary of Doc's regular appearances on Wheeling, West Virginia Radio-WWVA's Jamboree.

Freddy Collins, program director of the all-country Memphis, Texas station, KBGM AM-FM, has signed, as an artist, an exclusive management contract with J. B. Artist & Record Promotions. Freddy performs with Emil Schattel and the Panhandle Play Boys. He plays lead guitar and does most of the singing for the group. Freddy is scheduled to appear with Ernest Tubb in March and with Buck Owens in April in Amarillo, Texas. Negotiations are currently going on for a recording contract for Freddy.

Freddy started singing when he was very young. He would sing holding his mother's broom and strumming it like a guitar. At the age of fourteen he was working local dances. At the age of fifteen he played with his first band, the Emmitt Allen band in Clarendon, Texas and got his first job as a deejay at a station in Childress, Texas. He moved on from place to place, working at radio stations in Quanah and Vernon, Texas, and Frederick, Oklahoma. At the age of nineteen, he returned to his birthplace, Memphis, Texas, and got married. Since that time he has been in radio except for a three year period during which he sold Dr Peppers in Childress. When KBGH went on the air in Memphis, Jerry Hooser, the man who inspired Freddy to go to work in radio, called him to go to work for him. He has been program director at KBGH since that time.

The Golden Nuggett nitery in Panama City, Florida, presented its first all-country entertainment show recently. The show starred Leon Ashley, Margie Singleton and Merle Kilgore. Crowds were reportedly excellent. Leon and Margie are now on tour in Germany. The tour, which ends today (18) was so successful that the Pop Phillips Agency has re-booked the duet for another 17-day tour.

Billy Deaton has set a show for "Sky" Corbin, KLLL Radio-Lubbock, Texas, for April 5. The show will include Charlie Pride, Del Reeves and Guy Mitchell . . . The recent perform-

ance of Rex Allen at the San Antonio, Texas Livestock Exposition drew record crowds, according to reports. Rex has appeared in eight editions of the Exposition over the past fifteen years . . . Cade Bros. Publications will publish a monthly paper called "Wide World Of Brite Star" which will carry pictures and stories of Brite Star artists that the promotion firm represents. Cade Bros. will also assist Brite Star in getting the paper to deejays and radio stations. Copies of the paper may be obtained by writing to Cade Bros. at 2619 Balfour Ave., Bristol, Pa. 19007. First edition will be out this month.

WWVA Radio-Wheeling, West Virginia has received a special award for "outstanding contribution to the community in their field in the past year" from the Wheeling Jaycees. The award, presented at the Jaycees' Annual Citizen of the Year Banquet, was for WWVA's documentary, "The End Of The Beginning," an hour-long public service program about the life, complaints, appeals and appraisals of convicts and guards inside the West Virginia Maximum Security Penitentiary at Moundsville. The program, originally broadcast in five episodes and re-broadcast later as one continuous program, received such acclaim from listeners and law enforcement officials that it was carried on seven other West Virginia radio stations. Darrell Edwards, producer of "The End Of The Beginning," accepted the Jaycees award on behalf of WWVA.

(Continued on page 92)

everybody sez that
"MAMA SEZ"
by
MARION WORTH
is a hit!

32278



DECCA RECORDS

DECCA RECORDS IS A DIVISION OF MCA INC.

PUBLISHED CENTRAL SONGS, INC.



Country Top 50

1	A WORLD OF OUR OWN (Chappell-ASCAP) Sonny James (Capitol 2067)	1	30	SING ME BACK HOME (Blue Book-BMI) Merle Haggard (Capitol 2017)	12
2	TAKE ME TO YOUR WORLD (Al Gallico-BMI) Tammy Wynette (Epic 10269)	2	31	ALL RIGHT I'LL SIGN THE PAPERS (Cedarwood-BMI) Mel Tillis (Kapp 881)	24
3	SKIP A ROPE (Tree-BMI) Henson Cargill (Monument 1041)	3	32	THE LAST GOODBYE (Moss-Rose-BMI) Dick Miles (Capitol 2113)	39
4	JUST FOR YOU (Tree-BMI) Ferlin Husky (Capitol 2048)	4	33	MY BIG TRUCK DRIVIN' MAN (Moss Rose-BMI)	29
5	THE DAY THE WORLD STOOD STILL (Hall-Clement-BMI) Charlie Pride (RCA Victor 9403)	7	34	MOTHER MAY I (Green-Back-BMI) Liz & Lynn Anderson (RCA Victor 9445)	40
6	IT'S ALL OVER (Gallico-BMI) David Houston & Tammy Wynette (Epic 10274)	8	35	SMOKE, SMOKE, SMOKE-6B (Hill & Range-BMI) Tex Williams (Boone 1069)	37
7	HOW LONG WILL MY BABY BE GONE (Blue Book-BMI) Buck Owens (Capitol 2080)	10	36	LITTLE GREEN APPLES (Russell-Cason-ASCAP) Roger Miller (Smash 2138)	43
8	REPEAT AFTER ME (Tree-BMI) Jack Reno (Job 9009)	6	37	FOGGY RIVER (Milene-ASCAP) Carl Smith (Columbia 44396)	25
9	I'D GIVE THE WORLD (Page Boy-SESAC) Warner Mack (Decca 32211)	5	38	MY GOAL FOR TODAY (Pamper-BMI) Kenny Price (Boone 32215)	20
10	PROMISES, PROMISES (Yonah-BMI) Lynn Anderson (Chart 2010)	9	39	MOODS OF MARY (Jack-BMI) Tampall & Glaser Bros. (MGM 13880)	44
11	TAKE ME AS I AM (Or Let Me Go) (Acuff-Rose-ASCAP) Ray Price (Columbia 44374)	13	40	ATLANTA GEORGIA STRAY (Rustlend-BMI) Sonny Curtis (Viva 626)	45
12	STOP THE SUN (Acclaim, Rapport-BMI) Bonnie Guitar (Dot 17057)	11	41	SUNDOWN MARY (Cemba-BMI) Billy Walker (Monument 1055)	46
13	WALK ON OUT OF MY MIND (Tree-BMI) Waylon Jennings (RCA Victor 9414)	18	42	SHE WENT A LITTLE BIT FARTHER (Al Gallico-BMI) Faron Young (Mercury 72774)	50
14	HERE COMES THE RAIN BABY (Acuff-Rose-BMI) Eddy Arnold (RCA Victor 9437)	15	43	TRUCK DRIVING CAT WITH NINE WIVES Jim Nesbitt (Chart 1018)	49
15	TOGETHERNESS (Blue Book-BMI) Freddie Hart (Kapp 879)	16	44	THAT'S WHEN I SEE THE BLUES (Four Star-BMI) Jim Reeves (RCA Victor 9455)	51
16	DARK END OF THE STREET (Press-BMI) Archie Campbell & Lorene Mann (RCA Victor 9401)	14	45	THE IMAGE OF ME (Tree-BMI) Conway Twitty (Decca 32272)	52
17	FIST CITY (Sure-Fire-BMI) Loretta Lynn (Decca 32264)	26	46	ANOTHER TIME, ANOTHER PLACE (Passkey-BMI) Jerry Lee Lewis (Smash 2146)	55
18	SAY IT'S NOT YOU (Glad/Blue Crest-BMI) George Jones (Musicor 1289)	21	47	THERE AIN'T NO EASY RUN (Newkeys-BMI) Dave Dudley (Mercury 72779)	53
19	BABY'S BACK AGAIN (Marchor-BMI) Connie Smith (RCA Victor 9413)	22	48	I CAN SPOT A CHEATER (Al Gallico-BMI) Johnny Tillotson (MGM 13888)	43
20	HEY LITTLE ONE (Sherman, De Vorgen-BMI) Glen Campbell (Capitol 2067)	23	49	BURY THE BOTTLE WITH ME (Pamper-BMI) Dick Curless (Tower 399)	57
21	YOU ARE MY TREASURE (Forrest Hills-BMI) Jack Greene (Decca 32261)	27	50	WILD WEEKEND (Stallion-BMI) B.I.I. Anderson (Decca 32276)	59
22	LUZIANNA (Tuesday-BMI) Webb Pierce (Decca 32246)	19	51	WELCOME HOME Jeannie Seely (Monument 13866)	
23	HAVE A LITTLE FAITH (Al Gallico-BMI) David Houston (Epic 5-10291)	30	52	ROCKY TOP Osborne Bros. (Decca 32242)	
24	SON OF HICKORY HOLLER'S TRAMP (Blue Crest-BMI) Johnny Darrell (United Artists 59235)	17	53	COUNT YOUR BLESSINGS, WOMAN Jan Howard (Decca 32269)	
25	THE CAJUN STRIPPER (Acuff-Rose-BMI) Jim Ed Brown (RCA Victor 9434)	32	54	DESTINATION ATLANTA, GA. Cal Smith (Kapp 884)	
26	NOTHING TAKES THE PLACE OF LOVING YOU (Fingerlake-BMI) Stonewall Jackson (Columbia 4416)	34	55	WANDERIN' MIND Margie Singleton (Ashley 2050)	
27	LEGEND OF BONNIE & CLYDE (Blue Book-BMI) Merle Haggard (Capitol 2123)	38	56	FOGGY MOUNTAIN BREAKDOWN Flatt & Scruggs (Mercury 72739)	
28	EVERYBODY'S GOT TO BE SOMEWHERE (Mayhew-BMI) Johnny Dollar (Date 1585)	28	57	FOUND OUT WHAT'S HAPPENING Bobby Bare (RCA Victor 9450)	
29	THE LITTLE THINGS (Pamper-BMI) Willie Nelson (RCA Victor 9427)	33	58	SET ME FREE Charlie Rich (Epic 10287)	
			59	BREAK MY MIND Larry Butler (Imperial 66277)	
			60	WHAT A WAY TO LIVE Johnny Bush (Stop 160)	

A BIG NEW HIT IN DECCA COUNTRY

CONWAY TWITTY SINGS "THE IMAGE OF ME"

32272



DECCA RECORDS

Published by Tree Pub. Co., Inc.

DECCA RECORDS IS A DIVISION OF MCA INC.

Aud-Lee Gets Talent Rep, Brian Maick, For Europe

SOUTH NASHVILLE—An agreement has been made between Jerry Rivers of Aud-Lee Attractions in South Nashville and Brian Maick of London, England, whereby Maick will represent Aud-Lee talent in England, Ireland and other European nations.

Maick will be presenting country-western talent to audiences in major cities in England and Ireland with heavy promotion through BBC Television and Radio. The first contracted six-week tour, beginning April 10, is for Little Darlin' recording group, the Homesteaders with Columbia artist Dianne Jordan. Maick saw the Homesteader's show while on a business trip in the Far East and felt that this was "the most typical and versatile country music sound today." Future plans call for additional European promotions with Hank Williams, Jr. and others.

S&S Promotions Buys Dori Enterprises

LUBBOCK, Texas—Dori Enterprises, an established booking agency in the Salt Lake City area, has been purchased by S&S Promotions, a C&W promotion firm in Oklahoma City. Dori will now be recognized as a subsidiary and western division office of S&S.

Freddy Carr, president of S&S has announced the naming of Mack Adamson, former Salt Lake City supper club owner, as head of the new division. Adamson and a three man staff are now devoting full time booking efforts to club circuits throughout the western states.

COUNTRY ROUNDUP

(Continued from page 90)

On March 23, KHEY Radio-El Paso, Texas, will climax two months of celebrating its 11th anniversary with a free show and dance starring Willie Nelson and His Band, featuring Johnny Bush. Since Feb. 1, KHEY has been giving away gifts to its listeners. By March 23, the station will have given away over \$14,000 in gifts . . . Tammy Wynette appeared recently on WCLU Radio-Cincinnati's Your Town Show as the guest of Big Clu's Jay Woods and answered questions live of listeners . . . KRAK Radio-Sacramento, California had a special visitor last week—Simeon Ndesandjo, head of operations of the Voice of Kenya in Africa. Ndesandjo, who is on a study tour of leading American radio stations, told KRAK that country music is a popular commodity in his homeland. Ndesandjo spent time at KRAK familiarizing himself with the station's operation. Station personnel assisted him in setting up record sources for better service of country music product to Kenya. As soon as Ndesandjo returns to Nairobi, an exchange of tapes between the Voice of Kenya and KRAK will be set up as standard practice.

Over a dozen country artists, including Freddy Carr, Dick Rich, Penny Starr, Durwood Haddock, Johnny Appleseed and Dewey Knight are being represented by the recently merged companies.

Address of S&S Promotions is P.O. Box 25624, Oklahoma City, Oklahoma. Phones are (405) 946-0267 or 354-5243.



CashBox Top Country Albums

1	SING ME BACK HOME	1	16	RAY PRICE'S GREATEST HITS VOL. 2	19
	Merle Haggard (Capitol T/ST 2848)			(Columbia CL 2670/CS 9470)	
2	IT TAKES PEOPLE LIKE YOU	3	17	JUST FOR YOU	20
	Buck Owens (Capitol T/ST 2841)			Ferlin Husky (Capitol T/ST 2870)	
3	BRANDED MAN	2	18	TAKE ME TO YOUR WORLD/I DON'T WANNA PLAY HOUSE 16	
	Merle Haggard (Capitol T/ST 2789)			Tammy Wynette (Epic BN 26353)	
4	THE COUNTRY WAY	4	19	FROM SEA TO SHINING SEA 21	
	Charley Pride (RCA Victor LPM/LSP 3895)			Johnny Cash (Columbia CL 2647/CS 9447)	
5	BY THE TIME I GET TO PHOENIX	5	20	EVER LOVIN' WORLD OF EDDY ARNOLD	17
	Glen Campbell (Capitol T/ST 2851)			(RCA Victor LPM/LSP 3931)	
6	YOU MEAN THE WORLD TO ME	7	21	PHANTOM 309	25
	David Houston (Epic LN 24338/BN 26338)			Red Sovine (Starday LP/LSP 4141)	
7	FOR LOVING YOU	15	22	BONNIE GUITAR	24
	Bill Anderson & Jan Howard (Decca DL 4959/ DL 4959)			(Dot DLP 3840/DLP 25840)	
8	ALL THE TIME	8	23	DAVID HOUSTON'S GREATEST HITS	18
	Jack Greene (Decca DL 4904/DL 4904)			(Epic BN 26342)	
9	BEST OF EDDY ARNOLD	10	24	TURN THE WORLD AROUND 26	
	(RCA Victor LPM/LSP 3565)			Eddy Arnold (RCA Victor LPM/LSP 3869)	
10	WHAT LOCKS THE DOOR	9	25	SOUL OF COUNTRY	23
	Jack Greene (Decca DL 4939/74939)			Connie Smith (RCA Victor LPM/LSP 3889)	
11	JUST BETWEEN YOU & ME	6	26	SKIP A ROPE	28
	Porter Wagoner & Dolly Parton (RCA Victor LPM/LSP 3926)			Henson Cargill (Monument LP 8094/SLP 18094)	
12	GENTLE ON MY MIND	12	27	GEORGE JONES SINGS DALLAS FRAZIER	27
	Glen Campbell (Capitol MT/ST 2809)			(Musicor MM 2149/MS 3149)	
13	PROMISES, PROMISES	14	28	HEAVEN HELP THE WORKING GIRL	30
	Lynn Anderson (Chart CHM/CHS 1004)			Norma Jean (Camden CAL/CAS 2218)	
14	QUEEN OF HONKY TONK STREET	13	29	TOGETHERNESS	
	Kitty Wells (Decca DL 4929/DL 74929)			Freddie Hart (Kapp KS 3546)	
15	BILL ANDERSON'S GREATEST HITS	11	30	HERE'S THAT MAN AGAIN	
	(Decca DL 4839/74859)			Bob Wills (Kapp KS 3542)	

COUNTRY REVIEWS (Continued from page 49)

Best Bets

MIKE LANE (Buddy 127) (B+) Black Horse And Blond Headed Woman (2:17) [Whirlwind BMI-Williams] Easy loping ballad. Flip: "World Of Pretend" (2:17) [Whirlwind BMI-Lane]

DON LEWIS (Capa 142) (B+) The Bowling Song (2:57) [Law BMI-Lewis, Allen] Cute novelty session on a popular indoor sport. Flip: "Gravity Of Love" (1:53) [Law BMI-Lewis]

JANET McBRIDE (Longhorn 585) (B+) Play Like You Love Me (2:35) [Saran BMI-Keys, Hearron, Goza, Burgett] Plaintive romancer. Flip: "It's The Truth That's Killing Me" (2:25) [Saran BMI-McBride, Stovall, McBride]

NORM TESTER (Museum 09) (B+) Big Moon (2:53) [Museum BMI-Miller] Tear-tugging tale of woe on this Norm Tester side. Flip: "The Coward" (2:46) [Museum BMI-Tester]

PO' BOYS (Decca 32281) (B+) Up And Atom (1:37) [Stallion BMI-Garrish] light and lively instrumental. Flip: "The White Rabbit" (2:00) [Bernettia BMI- Ivory, Roshing]

EDDIE KEELEY (A Okay 101) (B+) Dangerous Livin' (1:58) [Red Carpet BMI-Jaffee] Thumpin', mid-tempo bouncer. Flip: "Reminding Me Of You" (1:45) [Red Carpet Songs BMI-Jaffee]

DICK GREEN (Cap Tone 5) (B+) House Where The Blues Live (2:25) [Maye-Raye BMI-Green] Blues-laced moaner. Flip: "I Can't Get Over Me" (3:36) [Maye-Raye BMI-Green]

BOB & BOBBIE THOMAS (Brave 1020) (B+) Poison Love (2:05) [Hill & Range BMI-Laird] Duo unleashes a rambling, scrambling lament. Flip: "Granny" (2:15) [Brave BMI-Tuck]



At The Party

To celebrate the establishment of its new Nashville Office, April/Blackwood Music hosted a party recently at the new Statler Hilton in Music City. On hand were (from left to right) April/Blackwood's associate professional manager, Jack Grady, who will head operations in Nashville and Memphis; David Rosner, professional manager of April/Blackwood; and Neil J. Anderson, April/Blackwood's vice president.

IF you are reading someone else's copy of
Cash Box
why not mail this coupon today!

CASH BOX
 1780 BROADWAY
 NEW YORK, N. Y. 10019

Enclosed find my check.

- \$20 for a full year (52 weeks) subscription (United States, Canada, Mexico)
 \$40 for a full year (Airmail United States, Canada Mexico)
 \$30 for a full year (other countries)
 \$45 for a full year (Airmail other countries)

NAME
 FIRM
 ADDRESS
 CITY STATE ZIP #

Be Sure To Check Business Classification Above!

(Check One)
 I AM A
 DEALER
 ONE STOP
 DISTRIB
 RACK JOBBER
 PUBLISHER
 RECORD CO.
 DISK JOCKEY
 COIN FIRM
 OTHER

Cash Box



INTERNATIONAL SECTION

March 23, 1968



Jess and James, the English born duo now rapidly climbing the charts in Belgium (where they are now resident) with "Move" on the Palette label, are also enjoying success in Holland, France and Scandinavia. "Move" is also being recorded in Italian and Spanish. The disk is also released in the U.K. and U.S.A. by MGM. In the bottom picture Jess and James are seen surrounded by their group The J.Js.



Great Britain

The very complicated system of classification agreed by the Ministry of Labor and Britain's Musicians' Union for visiting performers has raised the ire of some local personalities who are objecting to the "punitive" and "impossible" terms laid down in the MU's reciprocal exchange agreement. Signatories to a public protest, including composer **Richard Rodney Bennett** and jazzman **Humphrey Lyttleton**, claim that visiting jazzmen are denied "concert status" under this pact even though they are recognized as concert artists by official bodies such as the Arts Council. This old sore has been scratched again because Phrasetex Productions, which has promoted an **Ornette Coleman** concert at the Royal Albert Hall, face blacklisting by the M.U. The union has, in the past, blacklisted promoters of a Coleman concert. The M.U. reciprocal exchange agreement recognizes two basic categories; concert artists and the rest. The former category is, in turn, divided into "internationally known" artists and others. An artist who is deemed "internationally known" can play here without condition, but the rest are allowed to give two performances only at guaranteed fees and may give one further concert at their own financial risk. If an artist does not qualify as a concert performer, he can only appear here if a British artist makes an exchange visit in return.

British music business, ever alert to a new trend which may stimulate over-the-counter sales, is currently being stamped into a rock 'n roll revival. Talk about the trade and in the press is that Britain will again this year pay hard cash for the primitive sounds which hit big here a decade ago. Spearheading this rock 'n roll revival, which threatens to take on massive proportions, is M.C.A. Records which has just set up shop here. The company is re-issuing four classic rock singles, two by **Bill Haley** and two by **Buddy Holly**. The disks in question are Haley's "Rock Around the Clock" and "Shake Rattle and Roll" and Holly's "Rave On" and "Peggy Sue." MCA is also arranging for an early promotional visit by the **Haley Combo** who are expected to arrive at the end of April playing concerts in all of the key cities. **Duane Eddy** is also set for British dates in April.

The big question mark in this mooted revival is whether old style rock will become the "in thing" or whether a new British form will capture the market. On the British front a number of established and new groups are being touted as rock 'n roll revivalists headed by acts such as the **Move** and backed by newer outfits as **At Last The 1958 Rock And Roll Band Show**. The **Move** have already pushed their "Fire Brigade" into the Top Ten but the big guns of the calibre of **RCA Records** are getting behind new singers in order to stimulate the trend. **RCA** signed **Gerry Temple** and are giving him maximum promotion. The singer's first on the label is "Lovin' Up A Storm." **Decca Records**, which has a large stock of **Buddy Holly** material, also has plans for marketing a group called **The Rock 'n' Roll Revival Show** featuring **Tommy Bishop**, and their first release is **Holly's** rock classic "Oh Boy." In the event that the big sales are secured by our yester season reissues, the company is bringing out some of its early **Tommy Steele** platters.

The rock revival, if it does in fact mature, could be something more than a faint echo of the past; it could rejuvenate the disk career of several artists who were predominant some years ago but who have subsequently slipped from the Hit Parade. Still active as performers, for instance, are **Marty Wilde**, **Wee Willie Harris**, **Vince Eager**, **Duffy Power**, **Terry Dene** and others.

The "new look" format for **Radio Luxembourg** programs comes into effect as of March 31st. The 15-minute and 30-minute programs are being replaced by shows of at least one hour duration, and most of the well-known disk jockeys will be appearing on **Radio Luxembourg** programs. In a press statement, **Geoffrey Everitt**, **Radio Luxembourg's** General Manager, said, "It is known that the **BBC** have in recent weeks made strenuous efforts to secure the services of certain disk jockeys on an exclusive basis, and, in order that there should be no misunderstanding as to **Radio Luxembourg's** future intentions, I wish it to be known that at no time are we interested in signing any exclusive contracts with disk jockeys." **Everitt** went on to say that **Radio Luxembourg** is not interested in furthering the careers of disk jockeys who decided to sign exclusively for the **BBC**. The station firmly believes that a disk jockey should be free to work for any organization providing that their services do not clash. News bulletins will be heard for the first time on **Radio Luxembourg** since the English service was re-opened after the war.

As of April 1st, **Tony Barrow**, who has been Press Officer for **Nems Enterprises** since 1963, is leaving the company to form his own **Tony Barrow International Ltd**. However, he is to take several accounts with him and will still be responsible for the press representation of the **Beatles**, **Cilla Black**, **Matt Monro**, the **Grapefruit**, **Gerry Marsden**, etc. He will also take over the **MCA** account. His split with **Nems Enterprises** is, of course, an amicable one, and he will provide full press services for **Nems Enterprises** and its associated group of companies.

Leon Ashley, President of **Ashley Records** and **Ashmore Music** of Nashville, called the **Cash Box** London office during a recent visit with his wife, country singer **Margie Singleton**. **Ashley** was in town to negotiate contracts for the release of his product in this country. He has already had several releases by **Philips Records** including an album by **Margie Singleton**—"Country Music With Soul." **Ashley's** latest single "Mental Journey" was voted a "Country Pick of the Week" (March 9th). After his London visit, **Ashley** left for Germany.

Three days after the box office opened for **Esther** and **Abi Ofarim's** first **Royal Albert Hall** concert on March 30th, all seats were sold. As a result, a second concert has been booked for April 9th. The duo are currently at No. 1 with their "Cinderella Rockefeller" smash on **Philips**.

The **Larry Page Orchestra** follow up their successful "Executive Suite" album with "From Larry With Love," an album of hits including "The Last Waltz," "Dr. Zhivago," etc. Also on the **Page One** Label the **Plastic Penny** follow up their smash hit "Everything I Am" with their first album "Two Sides Of A Penny." Another **Page One** group the **Troggs** have a new single "Little Girl" and they leave for their first U.S. trip in a few weeks time.

Matt Monro, just back from a 14-week world tour, returns to London's **Talk Of The Town** for a season of cabaret presented by **Bernard Delfont** opening March 14th.

Geoffrey Heath is taking over as General Manager of **Shapiro Bernstein**, the post recently vacated by **Cyril Shane** who has now formed his own company. A professional manager has yet to be appointed. **Heath's** appointment was confirmed this week by **Leon Brettler**, Executive Vice President of **Shapiro Bernstein**, New York.

MITCH MURRAY & PETER CALLANDER

Are Happy To Announce Their Arrival In New York On March 24th

They Can Be Contacted At The Park Sheraton Hotel (Circle 7-8000)

AMONG THE INTERNATIONAL HITS THEY HAVE WRITTEN ARE . . .

LEAVE A LITTLE LOVE (LuLu)
 HOW DO YOU DO IT? (Gerry & The Pacemakers)
 I LIKE IT (Gerry & The Pacemakers)
 TO MAKE A BIG MAN CRY (Roy Head, Tom Jones)
 GIVE ME TIME (Dusty Springfield)
 I'M TELLING YOU NOW (Freddie & The Dreamers)
 YOU WERE MADE FOR ME (Freddie & The Dreamers)

EVEN THE BAD TIMES ARE GOOD
(TREMELONES)

. . . and their two latest smash hits . . .

SUDDENLY YOU LOVE ME
(TREMELONES)

and **THE BALLAD**
of

BONNIE & CLYDE
(GEORGIE FAME)

AMONG THE INTERNATIONAL STARS WHO HAVE RECORDED THEIR SONGS ARE . . .

THE SUPREMES, PAUL ANKA, JOHNNY MATHIS,
 HERMAN'S HERMITS, DAVE CLARK FIVE, CILLA
 BLACK, JOHNNY HALLYDAY, SHEILA, MATT
 MONRO, SACHA DISTEL, BOBBY SOLO, SANDIE
 SHAW, CLIFF RICHARD, FRANK FIELD, DICK & DEE
 DEE, DIAHAN CARROLL, WAYNE FONTANA, P. J.
 PROBY, ETC., ETC.

INTUNE LTD

13 SUNNYFIELD, MILL HILL, LONDON NW7
TEL. 01- 959 4499
CABLES: FOGGY LONDON.



Basart To Handle Metric's Catalogue In Holland & Belgium Via Joint Firm

AMSTERDAM, HOLLAND — Seymour Zucker and Ron Kass of America's Metric Music have concluded negotiations with Guus Jansen and Ferry Wiennke of the Dutch publishing firm, Les Editions Internationales Basart, for the establishment of Metric Music Holland N.V. The new company will be handled by Basart and control the Metric Music and affiliated catalogues for Holland and Belgium. To Alain Lelievre, manager of Basart's Belgian office, who has been very successful in his territory since the affiliate was established last year, the representation of Metric Music is

especially significant and means an important addition to his working material, since so many good copyrights are involved.

Basart's Ferry Wiennke will leave for London next week to discuss the new company's policy with Metric's European manager, Ron Kass, and Alan Keen, who is in charge of Metric's London office.

The deal is another important move for the enthusiastic Basart team, which will be closely cooperating with Bovema, which represents Liberty Records, owner of Metric Music, in the territory.



A GRAND EVENT—A host of record personalities attended the "Grand Gala Du Disque 1968" in Amsterdam, Holland last week. Shown here are: (top left, from left to right) Evert Garretson (Polydor, Holland), James Last (Polydor, Germany), Heinz Voight (Deutsche Grammophon, Germany); (top right, from left to right) Hans Kellerman (Negram-Delta), Jack Haslinghuis (Phonogram), Gerry Oord (Bovema), Wim Brandsteder (Inelco); (middle left, from left to right) U.S. soul group, the Four Tops; (middle right, from left to right) Mr. and Mrs. Van Zeeland (CNR), Gunter Braunlich (Teldee, Germany), Jaap Stamer (Phonogram Holland); (bottom left, from left to right) Rein Klaassen (Phonogram), Abi & Esther Ofarim, Jack Haslinghuis (Phonogram); (bottom right, from left to right) U.S. songstress Vikki Carr, Udo Jergens (Austria), American lark Nancy Wilson, and Neville Marten, European director of Cash Box (in the background is John Vis of Artone).

Peer-Southern's Heft Is New Prexy Of Canadian Music Publishers Assoc.

NEW YORK — The Canadian Music Publishers Association has a new president—Matt Heft, manager of Peer-Southern Music's Montreal office.

Heft succeeds Ron Napier of BMI (Canada) Ltd.

Bruno Appalonio, of Ricordi & Co. has been appointed vice president of the Association.

Heft is a native of Montreal and made a career as a musician there in the thirties. Before joining Peer-Southern's Montreal office, he was general professional manager of Francis, Day and Hunter, a large London music publishing firm.

The Canadian Music Publishers Association was founded in 1950 for the purpose of providing a common ground on which Canadian music publishers could discuss their interests and as an aid in promoting Canadian music and serving the musical needs of Canadians. It holds monthly general meet-

ings and special ones as required. Interim work is carried on through the secretariat.



Matt Heft

'Morgen' Is '68 Dutch Entry In Eurovision Song Contest

AMSTERDAM, HOLLAND — This year's Dutch entry in the Eurovision Song Contest is called "Morgen." The song will be sung by the American-born Dutch singer, Ronnie Tober, at the Contest in London, England's Albert Hall on April 6.

The melody of "Morgen" impressed Marcel Stellman of Decca-London and inspired him to make an English translation entitled "Some Day." This

version has also been recorded by Ronnie Tober. "Some Day" has also been recorded by the well known Blue Diamonds duo. A German version of "Morgen" is scheduled for release shortly.

Publisher of "Morgen" is Editions Altona of Amsterdam. Deals for the foreign rights to the song have already been made with the U.S., Britain and Germany.

Capitol Inks Sugar Shoppe

TORONTO, CANADA—Capitol Records has signed the Sugar Shoppe, a Canadian group, to a world-wide recording contract.

Capitol became interested in the group, when Paul White, A&R director, for Capitol Records Ltd., (Canada) was so impressed with group's potential that he advised Karl Ingermann, head of Capitol's A&R division in Hollywood. Ingermann came to Toronto to catch the group's performance, and negotiations to sign the group began immediately.

The Sugar Shoppe includes two girls, Lee Harris and Laurie Hood, and two guys, Victor Garber and Peter Mann. Mann writes and arranges the group's material. The Sugar Shoppe had a Canadian hit last summer with their first record release, "Canada," on the Arc label. Since then, they have played to large audiences throughout Ontario.

The group will leave for Hollywood

Gerry Bron To Rep Musicor In Europe

NEW YORK—Musicor Records and its R&B affiliate, Dynamo Records, have made an agreement with Gerry Bron of Bron Artists Management of London, England, whereby Bron will represent both label's artists and product in the European market. Art Talmadge, president of Musicor, announced the agreement last week.

Bron will direct all the personal appearances and activities of Musicor artists in England and on the continent. He will also promote the play and help stimulate the sales of all current and future Musicor and Dynamo releases, working closely in this endeavor with Musicor's licensees and affiliates throughout Europe.

shortly where they will record in Capitol studios with producer Al De Lory. De Lory produced the Grammy Award-winning record "By The Time I Get To Phoenix" by Glen Campbell.

Albie Venter: Records Are S. Africa's New Gold Mine

JOHANNESBURG, S.A. — Having recently returned from his fifth trip to Europe and America, Albie Venter of Brigadier Records in Johannesburg is convinced that "there is new and unexploited talent equal to the famous gold and diamond resources in South Africa today".

Venter visited major record firms to conclude licensing arrangements for his set of two LP's "Human Heart

one of the few exceptions where overseas artists and music had a far greater impact than did local artists and repertoire. However, after a concerted two year effort, local talent at last made a major breakthrough. Radio stations, motion picture firms and the buying public clamored for more local product.

Major Artists

"Major artists in South Africa today are people like popular tenor and movie star Gerhard Korsten (soon to be seen in the U.S.A. in his first major production, entitled "Hear My Song"); bandleader Dan Hill, who with his "Sounds Electronic" series has captured the dance party market; country and western songstress and South African movie star Min Shaw; country-style bandleader Dimpel Pretorius; ballad singers Pamela Dean and Lance James; and a new pop star called Quinsey. "The next logical step in our development is to introduce South Africa's major stars to the world market. Their talent, if properly exploited, could appeal internationally. It will probably take two to three years to establish South Africa's major artists overseas. But we have waited so long that time no longer matters. In the coming years Brigadier will push local talent to its highest possible peak. We intend to turn Johannesburg into another Nashville. We have the local market to test market our products . . . a market which is probably the most cosmopolitan in the world. When a record succeeds in South Africa's league of nations market, it will have a better than usual chance to succeed all over the world."

At a special function to be held at the studios of Cavalier films in Johannesburg on March 15, Gerhard Korsten will be presented with a gold disk for sales of four million copies on four disks—his soundtrack of "Hear My Song" and his popular-style LP's, "Erika," "Born To Sing" and "Always." Korsten will be the first artist Brigadier launches on the overseas market.



Transplantation," by Prof. Christiaan Barnard. The set was released simultaneously in England by Decca and in North America by London Records on March 1.

Local Artists Emerging

"With today's modern communications, we are only hours away by jet flight from one extreme corner of the earth to the next. The world has become a small place. South African recordings have in the last two years made tremendous strides forward in technique. Homegrown artists have suddenly started climbing to the top of the best seller charts and even fresh and catchy new repertoire has emanated from this area. The South African artists had a long and hard battle to make any impression on the local market. South Africa has always been



Scandinavia

Finland

"Kun kello käy" (When The Clock Ticks), composed by Esko Linnavalli, is Finland's contribution to the Eurovision Song Contest in Albert Hall, London, next April. "Kissankellojen aikaan" (In The Time Of Bluebells), composed by Ake Granholm, came second. The former was performed by Kristina Hautala and the second by Johnny, both artists recording for the Scandia label here. Miss Hautala will also represent Finland in London.

Osmo A. Ruuskanen, sales manager of Oy Finnlevy, to Stockholm for the Scandinavian Philips meeting. While in Stockholm, he's also planning biz talks with Geoffrey Bridge and Harry Castle of Pye Records.

Norway

Local Song Festival here has created plenty of noise during the last week. The winning song, composed by Kari Neegaard, was supposed to represent Norway in Albert Hall in London next April, but since some people pointed out that the tune sounded too much like "Summer Holiday," a tune made known by Cliff Richard, Miss Neegaard withdrew her song from public performances. "Stress," written and composed by Thor Hultin and Ola B. Johannessen, the song that ended at second spot in the Song Festival here a week ago, has now been selected to represent Norway in London.

Sweden

Sweden's local Song Festival took place last Saturday with the winning tune representing Sweden at the Eurovision Song Contest in Albert Hall, April 6th. Ten songs appeared in the competition and eleven juries all over Sweden gave their votes for what they liked most. The result was a victory for a tune in teenage pop style, probably the first time Sweden ever elected a song of this type. "Det här börjar verka kärlek, banne mej" (This Looks Like Love, Damn It), written and composed by Peter Himmelstrand and performed by RCA Victor recording artist Claes Göran Hederström. Himmelstrand is show biz journalist in evening paper Expressen here and has already noted considerable success as composer of pop tunes. Hederström will represent Sweden in London. For a change, the result of the local song competition seems to have satisfied everybody, at least has none of the traditional criticism against the juries been seen or heard. Second came "Du är en varvind i april" (You're Like The Winds Of Spring In April) by Staffan Ehrling and Bo-Göran Edling. Two tunes ended at the same points at third spot, both written and composed by Peter Himmelstrand. Second tune was performed by Metronome recording Svante Thuresson, with Towa Carson (RCA Victor) and Mona Wessman (RCA Victor) performing the two tunes ending at third spot. Grammfon AB Electra reports that they expect to have the recording of the tunes at the market on March 25th.

Recent releases from AB Philips-Sonora include Sven-Eric & Bohemias on Philips with "She's Yum Yum" and "A Portrait Of My Love" in Swedish.

Svante Thuresson and Siw Malmkvist on Metronome has done "Cinderella Rockefeller" and "Where Are The Words" in Swedish.

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	11	Sussy Moore (Lollipops/Polydor)	No publisher
2	2	4	Judy In Disguise (John Fred & His Playboy Band/California)	American Songs AB, Sweden
3	5	4	Kærlighed er ingen leg (Gitte Hænning/HMV)	
4	3	3	She's A Rainbow (Rolling Stones/Decca)	Musikförlaget Essex AB, Sweden
5	—	1	Mighty Quinn (Manfred Mann/Fontana)	
6	6	3	Words (Bee Gees/Polydor)	Dacapo Musikforlag, Denmark
7	4	12	Romeo and Julia (Peggy March/RCA Victor)	Sweden Music AB, Sweden
8	8	2	The Ballad of Bonnie and Clyde (Georgie Fame/CBS)	Dacapo Musikforlag, Denmark
9	7	6	La Bostella (Svend Nicolaisen/Tono)	Multitone A/S, Denmark
10	9	4	Thank U Very Much (Scaffold/Parlophone)	

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	8	Lyckliga gatan (Il ragazzo della Via Gluek) (Anna-Lena Löfgren/Metronome)	Arne Bendiksen A/S, Norway
2	3	4	Mighty Quinn (Manfred Mann/Fontana)	Sonora Musikförlags AB, Sweden
3	2	7	Under ditt parasoll (Sven-Ingvars/Svensk-American)	Seven Brothers Music Inc./Edition Odeon, Sweden
4	4	6	Judy In Disguise (John Fred & His Playboy Band/California)	American Songs AB, Sweden
5	10	2	Bend Me, Shape Me (Amen Corner/Deram)	
6	—	1	Love Is Blue (Paul Mauriat/Philips)	
7	8	2	Words (Bee Gees/Polydor)	Sonora Musikförlags AB, Sweden
8	—	1	Alle kluter til (Ole Ellefsæter/Columbia)	
9	5	5	Everlasting Love (Love Affair/CBS)	
10	6	6	The Ballad of Bonnie and Clyde (Georgie Fame/CBS)	Sonora Musikförlags AB, Sweden

Argentina's Top LP's

1	1	El Impacto—Palito Ortega (RCA)
2	2	Presenta Los Exitos—Lafayette (CBS)
3	3	Los Hits En Castellano—Adamo (Odeon)
4	4	Hablame—Los Panchos (CBS)
5	8	A Mi Amor Con Amor—Armando Manzanero (RCA)
6	6	Llegaron—Bovea (RCA)
7	7	La Copa Rota—Jose Feliciano (RCA)
8	5	Pata Pata—Miriam Makeba (Reprise)
9	9	Ritmo De Locura—Cuarteto Imperial (CBS)
10	—	Rosamel 68—Rosamel Araya (Disc Jockey)



Australia

Hot new local talent Johnny Farnham, who is under exclusive contract to EMI (released on their Columbia label), has his new single out. Topsy is a revival of the real oldie "Underneath The Arches" which dates back to around 1932. It was originally a big success for the English duet team of Flanagan & Allen; Bud Flanagan wrote the song. The "B" side of the new Farnham single is "Friday Kind of Monday." Johnny Farnham rose to great heights here with his very first release, "Sadie, The Cleaning Lady," which is still our number one hit this week—for the seventh week in a row. Not a bad achievement for a young guy who was a plumber's assistant about 3 months ago. Farnham's discs are produced by EMI staff producer, David Mackay.

Farnham already has a gold record for sales of "Sadie" when it reached the 50,000 mark here. It is now quite likely that it could be up for another "goldie" because sales are now nearing the coveted 100,000 mark.

Norman Whiteley Holdings Pty. Ltd. and associated companies have moved offices. They are now located at 100 Clarence Street, Sydney, New South Wales, 2000; the phone number remains the same at 29/1050; and cable code is Abisong, Sydney. Companies affected by the change are Abigail Music, Penjane Music, Dratleaf Music, Pamper Music of Australia, Planetary-Nom, and Paul Wayne Music. Two of these companies control the Australian publishing rights to the compositions of the Bee Gees.

Northern Songs have been very quick to place a restriction on play of the new single by the Beatles, "Lady Madonna" and "The Inner Light." The record is expected to be issued here within the next three weeks, and should, of course, be another giant for the team.

Local group the Town Criers are on the Astor label with "Everlasting Love." The deck was produced by Geoff Edelesten. Also on Astor are the local husband/wife team of Anne & Johnny Hawker with their version of "Cinderella Rockefeller."

Dermot Hoy, professional manager of T.M. Music (Australia) Pty. Limited (part of the Belinda family in this area), is beating the drum in favor of "Things" by Nancy Sinatra & Dean Martin on Reprise. As part of the promotion, Dermot mailed out a whole bundle of "things" ranging from fuse-wire through to a comb.

RCA have issued the new single by Sally Field ("The Flying Nun" girl) which carries "Golden Days" and "The Louder I Sing, The Braver I Get." The television show is runing here now which could be a big factor in this single getting off-the-ground.

Harry Mauer, factory manager at Astor Records' plant, advises that the company has installed the very latest and best in cutting heads for the production of masters. It is the Tel-Dec cutter which was produced by the Tel-Dec people in conjunction with the Neumann Company in Germany. Harry says the new cutter produces a cleaner wide-range sound at high level without sign of stress or overload.

Australia's Best Sellers

1	*Sadie, The Cleaning Lady (Johnny Farnham—Columbia)	Leeds Music.
2	Bottle of Wine (The Fireballs—Stateside)	Essex Music.
3	A Different Drum (Stone Poneys—Capitol)	Screen Gems/Columbia.
4	Woman, Woman (Union Gap—CBS)	Acuff-Rose.
5	Judy In Disguise (John Fred—Festival)	Jewel Music.
6	Love Is Blue (Paul Mauriat—Philips)	Leeds Music.
7	Ballad Of Bonnie & Clyde (Georgie Fame—CBS)	
8	Simon Says (1910 Fruitgum Co—Astor)	
9	You Only Live Twice (Nancy Sinatra—Reprise)	Tu-Con Music.
10	Tin Soldier (Small Faces—Stateside)	M.C.P.S.

* Locally produced record.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	5	Cinderella Rockefeller—Esther & Abi Ofarim (Philips)	
2	3	4	*Legend Of Xanadu—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn	
3	2	7	Mighty Quinn—Manfred Mann (Fontana) Feldman	
4	9	3	*Rosie—Don Partridge (Columbia) Essex	
5	7	4	*Fire Brigade—The Move (Regal-Zonophone) Essex	
6	10	2	*Jennifer Juniper—Donovan (Pye) Donovan	
7	4	7	Bend Me Shape Me—Amen Corner (Deram) Carlin	
8	5	5	*Pictures Of Matchstick Men—Status Quo (Pye) Valley	
9	6	7	She Wears My Ring—Solomon King (Columbia) Acuff-Rose	
10	13	3	Green Tambourine—Lemon Pipers (Pye) Kama Stura	
11	12	8	Darlin'—Beach Boys (Capitol) Immediate	
12	19	2	*Delilah—Tom Jones (Decca) Donna	
13	—	1	The Dock Of The Bay—Otis Reading (Stax) Carlin	
14	17	6	*Words—Bee Gees (Polydor) Abigail	
15	8	7	*Suddenly You Love Me—The Tremeloes (CBS) Skidmore	
16	11	10	Everlasting Love—The Love Affair (CBS) Peter Maurice	
17	15	6	Gimme Little Sign—Brenton Wood (Liberty) Metric	
18	—	1	*Me The Peaceful Heart—Lulu (Columbia) Bron	
19	20	2	*Back On My Feet Again—The Foundations (Pye) Welbeck/Schroeder	
20	14	9	*Am I That Easy To Forget—Englebert Humperdinck (Decca) Palace	

* Local copyrights

Great Britain's Top Ten LP's

1	Diana Ross And The Supremes (Tamla Motown)	6	British Chartbusters—Various (Tamla Motown)
2	John Wesley Harding—Bob Dylan (CBS)	7	Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)
3	The Sound Of Music—Soundtrack (RCA)	8	History Of Otis Reading—Otis Reading (Stax)
4	Four Tops Greatest Hits—Four Tops (Tamla Motown)	9	Breakthrough—Various (Studio Two-EMI)
5	13 Smash Hits—Tom Jones (Decca)	10	Val Doonican Rocks But Gently—Val Doonican (Pye)



Brazil

CARNAVAL (Mardi Gras) is over and most of the normal activities of the recording companies are resumed. During that short and active period many foreigners visited the country and this will probably have some influence in the promotion of Brazilian popular music in the countries where they came from and returned to. For instance, Eddy Barclay of the French Disques Barclay stated that he will take along many of the numbers he heard during the festival to be published and recorded in France.

The accent is still on "internationalization" for Brazil. After the great success of Roberto Carlos and Elis Regina in Italy (San Remo) and France (MIDEM), new hopes are arising for the Brazilian artist outside the country. As a matter of fact, Elis Regina is again on her way to France, this time to appear at the famous Olympia de Paris where she will appear for 21 days.

Roberto Carlos is hosting his partner in the successful San Remo Fest—Italian chanter-composer Sergio Endrigo is coming to Brazil and will be presented together with the teen idol from Brazil in several TV programs and personal appearances.

Another group of Brazilian artists is leaving to conquer new audiences in Japan: chantress Elizete Cardoso, swinging "sambista" Germano Matias, famous instrumental group Zimbo Trio and international Brazilian teen-group Os Incriveis.

Samba queen Elza Soares, after a very successful presentation in the Waldorf Astoria in New York, sends news of an even more successful tour in Mexico City where she will stay another couple of weeks. From there, she will return to Brazil for a few days, thence Buenos Aires where she will represent Brazil in the "First Festival Of Latin Music In The World" together with chantress Claudia. Maestro Pocho will direct five of the 25 countries entering the contest organized by Italian impresario Pietro Bonino.

Two artists of the Chantecler recording company are enjoying success in Argentina: Geysa Celeste is appearing in TV and clubs there, having even appeared in the film "La Culpa," while Os Demonios Da Garoa were pacted for the Carnival festivities in that country as well and have scored great success.

CBS do Brasil is preparing the transfer of most of the company's activities to São Paulo. The recording studio will remain in Rio for a short time and then a completely new one will be built in São Paulo.

Jose Scantena, who was once President and owner of Discos RGE, is ready to inaugurate his new recording studios in São Paulo which will be probably one of the best in South America. Besides the recording studios, installations are also being prepared to record full video tape programs for the first time in Brazil.

E.M.B.I. announces that the pubbery has signed a contract with Brazilian showman Chico Anisio, who is also a well-known composer, to represent his compositions here and abroad. Most of his compositions are penned together with Nonato Buzar: "Horizonte," "Fim," "Frevo De Ficar," "Ordem Do Dia," "Razão De Cantar," "Sol E Sol," "Você Não Existe."

Brazil's Best Sellers

This Week	Last Week	Title	Artist
1	2	*Canzone Per Te (Fermata)	Roberto Carlos/CBS; Sérgio Endrigo/Fermata
2	1	Pata Pata (Vitale)	Miriam Makeba/Reprise—CBD
3	3	San Francisco (Vitale)	Scott McKenzie/CBS—Columbia
4	4	Hello, Goodbye (Fermata)	The Beatles/Odeon
5	9	*Samba Do Crioulo Doido (n.p.)	Quarteto Em Cy/Elenco; Demonios da Garoa/Chantecler
6	7	Lonely (n.p.)	Lovin' Spoonful/Kama Stura—Rozenblit
7	11	Aranjuez, Mon Amour (n.p.)	Lafayette/CBS; Richard Anthony/Odeon
8	6	*Pr'A Nunca Mais Chorar (RCA)	Vanusa/RCA Victor
9	10	*Eu Te Amarei (RCA)	Mauro Sergio/RCA Victor
10	12	*Eu Gostava Muito De Você, Sabe? (Arlequim)	Roberto Barreiros/Chantecler
11	5	*Eu Daria A Minha Vida (Genial)	Roberto Carlos/CBS
12	14	Massachusetts (Fermata)	Bee Gees/Polydor—CBD
13	8	*Carolina (Arlequim)	Chico Buarque/RGE; Cynara & Cybele/CBS; Doris Monteiro/Odeon
14	15	Free Again (Fermata)	Barbra Streisand/CBS; Jack Jones/Kapp-Rozenblit
15	20	A Whiter Shade Of Pale (Fermata)	Procol Harum/London—Odeon
16	13	Georgia On My Mind (Vitale)	The Uniques/Paula Records
17	19	Solidão (Notas Mágicas)	Joelma/Chantecler
18	—	Malayisha (n.p.)	Miriam Makeba/Reprise—CBD
19	—	*Chorando Por Alguem (RCA)	Sebastião Costa/RCA Victor
20	17	*Lucinha (Fermata)	Ed Costa/RCA Victor

Brazil's Top 12 LP's

1	1	*Em Ritmo De Aventura—Roberto Carlos/CBS
2	2	*A Banda Do Canecão—Canecão Brass Band/Polydor-CBD
3	3	*Ale Gria Alegria—Wilson Simonal/Odeon
4	6	*Eu Te Amo Mesmo Assim—Martinha/AU—Rozenblit
5	5	*As 12 Mais Da Juventude—Os Carbonos/Beverly
6	4	Sgt. Pepper's Lonely Heart Club Band—The Beatles/Odeon
7	7	*Obrigado Querida—Agnaldo Timóteo/Odeon
8	8	*O Realejo—Chico Buarque de Hollanda/RGE
9	10	*As 14 Mais, Vol. 20—Several Brazilian Artists/CBS
10	9	Revisited—Johnny Rivers/RCA Victor
11	—	I Was Made To Love Her—Stevie Wonder/Tamla—Rozenblit
12	—	America—Herb Alpert & Tijuana Brass/A&M—Fermata

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Artist
1	2	6	*Canzone: Don Backy (Amico)	Adriano Celentano (Clan) Published by Clan
2	4	6	*Casa Bianca: Marisa Sannia (Fonit Cetra)	Ornella Vanoni (Ariston) Published by El & Chris
3	3	6	*Canzone Per Te: Sergio Endrigo (Fonit Cetra)	Roberto Carlos (CBS Italiana) Published by Usignolo
4	1	6	*La Tramontana: Antoine (SAAR)	Gianni Pettenati (Fonit Cetra) Published by Sugarmusic/MAS
5	5	6	*Deborah: Wilson Pickett (RIFI)	Published by RIFI Music
6	8	6	*Quando M'Innamoro: Anna Identici (Ariston)	The Sandpipers (Sugarmusic) Published by Sugarmusic
7	6	6	*Un Uomo Piange Solo Per Amore: Little Tony (Durium)	Published by Ariston
8	7	6	*Gli Occhi Mie: Dino (RCA Italiana)	Wilma Goich (Ricordi) Published by Ricordi
9	10	3	*L'Ora Dell'Amore: I Camaleonti (CBS Italiana)	Published by Sugarmusic
10	14	4	*La Siepe: Al Bano (EMI Italiana)	Published by EMI Italiana
11	15	3	*Siesta: Bobby Solo (Ricordi)	Published by El & Chris
12	13	6	*Da Bambino: I Giganti (RIFI)	Massimo Ranieri (CGD) Published by El & Chris
13	11	2	*Vengo Anch'io, No, Tu No: Enzo Jannacci (RCA Italiana)	Published by RCA Italiana
14	—	1	*Nel Cuore, Nell'Anima: Equipe 84 (Ricordi)	Published by Ricordi
15	—	1	Yesterday: Ray Charles (EMI Italiana)	Published by EMI Italiana

*Denotes Italian Original Copyrights.

Holland's Best Sellers

This Week	Last Week	Title	Artist
1	1	Words (Bee Gees/Polydor)	(Basart/Amsterdam)
2	3	Mighty Quinn (Manfred Mann/Fontana)	(Ed. Anagon/Heemstede)
3	—	De Kat Van Ome Willem (Wim Sonneveld/Philips)	
4	2	Mien Waar Is Mijn Feestneus (Toon Hermans/Relax)	(Ed. Free-tone/Amsterdam)
5	7	It's The End (Buffoons/Imperial)	(Impala-Basart/Amsterdam)
6	10	Pictures Of Matchstick Men (Status Quo/Pye)	(Leeds Holland-Basart/Amsterdam)
7	—	The Dock Of The Bay (Otis Redding/Atlantic)	(Arena-Holland/Amsterdam)
8	4	Nights In White Satin (Moody Blues/Deram)	(Essex Holland-Basart/Amsterdam)
9	5	Ballad Of Bonnie & Clyde (Georgie Fame/CBS)	(Bospel Music/Amsterdam)
10	—	I Get So Excited (Equals/President)	(Kassner-Altona/Amsterdam)

Argentina's Best Sellers

This Week	Last Week	Title	Artist
1	1	Pata Pata (Odeon)	Miriam Makeba (Music Hall); Jacko Zeller, Cuatro Brillantes (CBS); Zaima Beleño (Odeon); Los Venetos (Disc Jockey)
2	3	Canzone Per Te (Fermata)	Roberto Carlos (CBS); Sergio Endrigo (Fermata); Elio Roca (Polydor)
3	2	Lo Copa Rota—Jose Feliciano (RCA)	Rosamel Araya (Disc Jockey)
4	4	La Pata Pela—Bovea (RCA)	Tropical Combo (Music Hall)
5	6	Suddenly You Love Me—The Tremeloes (CBS)	
6	10	Judy In Disguise—Anthony Swete, Barbara & Dick (RCA)	
7	5	*El Rey Lloro (Fermata)	Los Gatos (RCA)
8	7	*Despues De La Guerra (Melograf)	Sandro (CBS)
9	8	The Last Waltz—Engelbert Humperdinck (Odeon)	Mireilleu Mathieu, Raymond Lefevre (Disc Jockey); Caravelli (CBS); Elio Roca (Polydor)
10	11	Massachusetts—Bee Gees (Polydor)	
11	9	The Letter (Relay)	Los Walkers (Music Hall); Box Tops (Odeon); Mindbenders (Philips); Johnny (RCA)
12	—	Malaysia—Miriam Makeba (Music Hall)	Barbara & Dick (RCA)
13	16	La Burríta—Los Wawanco (Odeon)	Tropical Combo (Music Hall)
14	12	*Quiero Llenarme De Ti (Melograf)	Sandro (CBS); Jacko Zeller, Hernan Figueroa Reyes (CBS); Cinco Latinos (Quinto); King Klave (Polydor); Los Tahures (Odeon); Silvia del Rio (Erato)
15	20	Hablame—Los Panchos (CBS)	
16	13	The Rain, The Park And Other Things—Cowsills (MGM)	
17	14	Cuando Sali De Cuba (Korn)	Luis Aguile (CBS); Juan Ramon (RCA)
18	17	*Yo Tengo La Culpa—Palito Ortega (RCA)	
19	13	Esta Tarde Vi Llover (Relay)	Armando Manzanero (RCA); Olga Guillot (Music Hall); King Klave (Polydor); Cuatro Brillantes (CBS)
20	—	Al Ponerse El Sol—Raphael (Music Hall)	

* Local

Brazil's Top Five Compacts

1	1	*Em Ritmo De Aventura, Vol. 1—Roberto Carlos/CBS
2	2	*Minha Primeira De Silusão—Silvinha/Odeon
3	4	Aranjuez, Mon Amour—Richard Anthony/Odeon
4	3	Anna—The Beatles/Odeon
5	5	The Tracks Of My Tears—Johnny Rivers/RCA Victor

* Original Brazilian Copyright & Recording



Editorial

Compatible Stereo Singles

Ever since the birth of the stereophonic jukebox, music operators have been hoopin' & hollerin' for stereo singles from the record manufacturers, in order to afford their location customers the advantages of the new sound dimension. Pleas have usually been frustrated, as we all know, principally because the cost of stereo recording and pressing appeared to be prohibitive, if the music operator was the only market available. Now, however, the current movement in the record industry toward total stereo album production is beginning to sweep in the 45rpm single as well.

The advent of both the Holzer and Columbia systems (designed to produce what is commonly termed "compatible stereo"), now enables the music industry to produce records which can be played with equal clarity on both mono and stereo units. The cost of pressing the "compatible" groove on the disk is negligible, if any (now that virtually all recordings are made on stereo tape). Therefore, the recent announcements by such labels as Buddah, ABC, Elektra that all future singles will be the compatible product (with others expected

to make the move before the month is out) is most pleasant to the music operator.

Buddah's Neil Bogart is backing up his total stereo singles effort with an intensive point-of-purchase promotion program (promo display packages are now available to both retail stores and one-stops) to boost the concept. In cooperation with Sterling Title, Buddah singles will now be heralded on the jukebox with a special 'Stereo' strip. Rounding out his promotional punch, Bogart has added the names of every MOA member firm to Buddah's complimentary mailing list, affording these operators with regular samples of the label's new releases.

No price change has been indicated by any of these labels for the compatible disks. Surely, if the cost of producing stereo parallels mono, there remains scant reason why the record business at large cannot begin giving the operator what he's begged for these many years. It also behooves the operator to pick up the ball, now that it's finally rolling.

Philly Ops Crowd Rosen Showroom to See New Rowe Phono



A FULL HOUSE turned out Sunday, March 9th for the "happening" at the showroom of David Rosen, Inc., Philadelphia area distributors for Rowe AMI. And the "happening" was the first showing of the new Rowe AMI Music Master juke box, along with all the other Rowe vending equipment. Every room at the Rosen headquarters, bulged with operators who came from the entire area—Eastern Pennsylvania, Southern New Jersey, Delaware, and Eastern Maryland.

Pleased with the new Rowe AMI machine are (left to right) Bud Costello, of the Rosen, Inc., sales staff; Harry Webberking, Webberking Amusement Co., Scranton, Penna.; Leo Crawford, of the Rosen sales staff; and Ezette T. Jones, Southeast Amusement Corp., West Chester, Pa.

The fine features of the new Rowe AMI machine are explained by David Weiss (left), of the Rosen, Inc., sales staff, to (left to right) Irv Goodman, Goodman Vending Co., Reading, Pa.; Frank DiSalvio, Arrow Vending Co., Camden, N. J.; Tom McClellan, Arrow Vending Co., Camden, N. J.; and Robert Gootee, CR Amusement Co., Laurel, Del.

Gottlieb "Whizzes" Into Spring Season With New 4-Player



Gottlieb SPIN WHEEL

CHICAGO—D. Gottlieb & Company has announced that their latest amusement game 'Spin Wheel' can now be seen in the showrooms of their fine group of Gottlieb Games distributors.

'Spin Wheel', is a four-player flipper game that introduces a new concept in scoring and sound whereby the spinning arrow and 'whizzer' sound is expected to create quite a lot of exciting action.

When the spinning arrow, located in the lightbox, is combined with the 'whizzer' sound effect, from 50 to 500 points register in the colorful back glass. Also on this combination, players will be awarded the 'shoot again' feature.

The whizzer arrow is activated either by maneuvering the ball into the lighted hole, the side kick-outs or the bottom rollovers.

By scoring five kick-out holes consecutively—the center targets are lighted alternately for 500 points — 100 points for the top targets and super scores for the pop bumpers.

This new Gottlieb game has all the qualities of a surefire money-maker. 'Spin-Wheel' can be seen and tested at the Gottlieb distributor in your area.

New York Licenses Cigarette Operators

In an attempt to wipe out the bootlegging problem that has been plaguing the cigarette industry in New York City, the Finance Commission has enacted a new licensing system. The new system is seen as the most promising weapon against bootlegging (sale of untaxed cigarettes to the public) to come along yet, and should check the drain of lost vending and retail sales as well as boost the city's tax revenues.

The new wholesalers license (which is required for any firm having a hand in cigarette sales in the City), will be an annual affair, expiring on January 31st of each year. The first year's license, according to city officials, must be obtained by March 17th. The fee is \$10.00.

License forms have been sent to those affected by the new regulation. Applicants can indicate whether they desire a jobber-subjobber license, a vending machine operator's license, or both—for the same \$10.00 fee. As the application phrased it, "all jobbers, sub-jobbers, 'cash and carry' wholesalers, manufacturers' representatives and all other persons selling cigarettes to anyone other than the ultimate consumer are required to have a jobber-subjobber type license; anyone operating a vending machine business is required to have a vending machine operator type licence." Those operating both as a jobber or subjobber and

(Continued on page 103)

MOA Board Convenes in D. C.; Senators Visited; Board Realigned; Convention Committees Named

WASHINGTON, D.C.—The Board of Directors of Music Operators of America met here in the Nation's Capitol on March 10, 11 and 12th to discuss plans for the 1968 MOA Convention, to push thru a new plan on the election of board members and meet with state senators to discuss the copyright revision bill.

MOA's executive vice-president Fred Granger said that, "everyone here feels that this was the best board of directors meeting in the history of MOA—it was well attended and the spirit was very, very high."

Perhaps the most important administrative accomplishment to take place in Washington was the decision by the board of directors to change their system of electing board members.

MOA President, Billy Cannon said of the change, "our main concern with changing the system is to firmly establish procedures for our future. MOA has made such tremendous progress in the past few years—we have grown into a mature, responsible association and I am grateful to MOA members and officers for their fine enthusiasm—the results of which will be evident at the 1968 Convention."

Commenting on the new election procedure, Granger said, "In past years MOA has never had a system for rotation of board of director members. This new system could be termed as a very important and significant move on the part of MOA and indicates that the association has finally emerged as a professional one and one with dignity."

"We will place the new system into operation immediately," Granger went on to say, "whereby board members will serve a 3-year term—then he must go off the board for at least one

MOA BOARD OF DIRECTORS



MOA BOARD OF DIRECTORS—(Top row, left to right) Collins, Ayers, Hopkins, LeSturgeon, Hullinger, Garrett, Rooney, Keels, Montooth, (and up top) Schnaffer and Wallace. (Second row from top) Nichols, Nims, Barker, Fleishman, Bess, Mullins, Bishop, Storino, Pavesi, Mohr, Jost, Leonard, Taksen, Shinn (below him) Trucano and Masters. (Third row) Hutzler, Anderson, Witsen, Denver, Glass, Keyes and Walker. (Front row) de LaVie, Ptacek, Ellis, Tolisano, Cannon, Fabiano, Wingrave, Greco and Fred Granger.

year before he is eligible to serve again. There will be 10 new directors elected each year for 3 year terms and we will eventually have a board of director membership of 30.

"It's nothing more than a rotation system and will give good new people a chance to serve that should—we have also changed the system of electing vice presidents. In the past we have always had 10—we reduced that to 9 and each year we will elect three new ones and three will go off," Fred added.

Cannon appealed to the board of directors to make significant changes in the MOA Awards, of which many fully agree with Cannon that, "the present Awards are not concrete enough—we are interested in increasing their prestige."

The 1968 Convention was also discussed at this mid-year confab held in the Washington Hilton Hotel. This year's show is expected to be even bigger than the 1967 show, which was

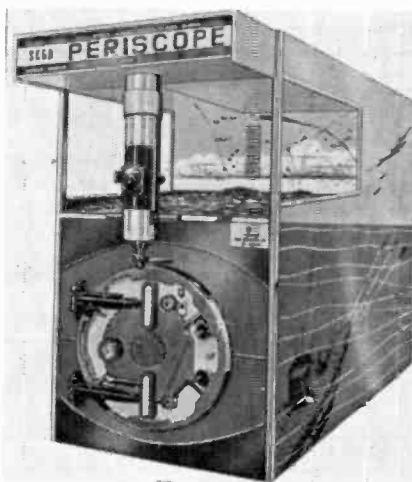
(Continued on page 107)

Modified 'Periscope' Unit Released by SEGA Ent.

TOKYO—SEGA Enterprises is now in full production on a single unit PERISCOPE game which is a greatly modified version of their internationally popular 3-unit Periscope. The new, compact model reportedly retains all the best features of the larger submarine simulator which has become an industry classic since it was pioneered by SEGA.

"The prototype of the original 3-unit Periscope astounded operators with its income potential when it was first placed on location several years ago" according to SEGA director David Rosen. Preliminary location testing of the latest single unit Periscope at selected sites in Asia and Europe have found operators equally enthusiastic about performance figures, he advised.

Production models feature a new visual explosion effect on the panoramic lighted background, and a "bone-jarring" blast when the audible and



visual torpedo smashes into and captures the moving 3-dimensional warship target. SEGA started the trend

toward more realism in sound effects several years ago.

The authentic sound effects and colorful pyrotechnics lend the unit a special appeal since all the action can be observed by the player and a crowd of spectators. This stimulates continuous play. The rapid-fire action takes place over a relatively short time period to assure greater income per unit. A torpedo lights up on the back score glass for each shot fired. A picture of a sinking ship lights up for every hit scored and the total tonnage sunk is shown.

A special advantage of the new single unit model Periscope is that it may be placed in locations where there is limited space. Alternatively, 5 or 6 single units may be lined up in a bank. The new game is 7 feet high, 4 feet wide and 8½ feet deep.

According to Rosen, release of the single unit Periscope at this time is illustrative of the firm's policy of bringing out 4 or 5 new games a year.



David Rosen, Managing Director, addressing the first session of SEGA's 2-day All-Japan business conference and seminar. Operations Division Director, John Kano is at left and Amusement Games and Phonograph Department Head, K. Taguchi is at right.

Managers of 33 SEGA branches in Japan take notes on the new equipment being introduced at seminar (see C B, March 13th issue).



Top 100 Chart Guide

The following list is compiled from the current Cash Box Top 100 Chart. The new chart additions are in numerical order as they broke onto the Top 100.

21 Lady Madonna*
The Beatles (Cap 2138)

67 Sherry Don't Go*
The Lettermen (Cap 2132)

68 100 Years*
Nancy Sinatra (Reprise 0670)

74 You've Still Got A Place In My Heart*
Dean Martin (Reprise 0672)

78 Cowboys To Girls*
Intruders (Gamble 214)

80 Call Me Lightning*
The Who (Decca 32288)

83 Honey*
Bobby Goldsboro (UA 50283)

87 Unknown Soldier*
The Doors (Elektra 628)

91 Show Time
Detroit Emeralds (Ric Tic 153)

93 Red, Red Wine
Dean Martin (Reprise 0672)

95 She'll Be There
Vikki Carr (Liberty 56026)

96 I Found You
Frankie Laine (ABC 11057)

97 In Some Time
Ronnie Dove (Diamond 240)

99 I Love You
People (Capitol 2078)

100 Baby Please Don't Go
Amboy Dukes (Mainstream 676)

* Indicates chart bullet



Active's
THE CHOICE FOR
the Lowest
Prices
and
Best Equipment
ALWAYS

Exclusive Gottlieb, Rock-Ola, Fischer and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE Amusement Machines Co.
666 No. Broad Street, Phila. 30, Pa. P0plar 9-4495
1101 Pittston Ave., Scranton 5, Penna.

LOOK!

See for
yourself

Visit our showrooms and see the world's largest inventory of used equipment on display . . . all pieces clean and ready to go at lowest prices ever!

We have everything!

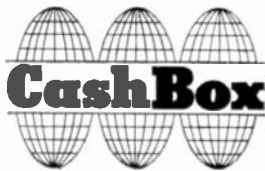


If you can't come now send for our new complete coin machine list.

Exclusive Rowe AMI Distributor
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

DAVID ROSEN inc

855 N. BROAD ST., PHILA., PA. 19123
Phone: (215) CEnter 2-2900



CashBox Location Programming Guide

Adult Locations

SURVEY LEADERS

LONELY IS THE NAME (3:14)

SAMMY DAVIS JR.

Flash, Bong, Wallop! (2:39) Reprise 0673

FOLLOW-UP

WIND SONG (2:18)

WES MONTGOMERY

Goin' On To Detroit (3:10) A&M 916

STRONG POTENTIAL

TRY TO REMEMBER (3:09)

ANITA BRYANT

My Cup Runneth Over (2:30) Columbia 44471

ALONG ABOUT NOW (2:26)

FRANK CHACKSFIELD

Sabor Flamenco (2:40) London 20036

SOME SWEET TOMORROW (2:50)

KAY STARR

My Melancholy Baby (3:10) ABC 11049

VISIONS OF SUGARPLUMS (2:29)

JOHN DAVIDSON

Flame (2:20) Columbia 44478

WHEN WILL I LEARN (3:09)

NICK PALMER

Look At Him (Quel Momento) (2:36) RCA 9486

WORLD WITHOUT LOVE (2:32)

DAHANN CARROLL

I'll Be Around (3:15) Columbia 44477

Specialty

TAVERN TUNE

BURY THE BOTTLE WITH ME (2:50)

BURL IVES

That's Where My Baby Used To Be (2:26) Decca 32282

LOCATION STANDARD

ANNIVERSARY SONG (2:07)

THE NEW VAUDEVILLE BAND

The Bonnie & Clyde (2:50) Fontana 1612

LATIN

JOHNNY'S BOOGALOO (3:10)

JOHNNY ZAMOT

Harlem Boogaloo (3:08) Decca 21038

BRAZILIAN

DELICIOSAMENTE (2:10)
BRAZILIAN MUSIC BOX (1:21)

SYLVIO FLORY

Dora Bonita (2:08); Brazilian Lullaby (2:55) Dora 103

Teen Locations

SURVEY LEADERS

THE UNKNOWN SOLDIER (2:51)

THE DOORS

We Could Be So Gaad Together (2:25) Elektra 45628

LOOK TO YOUR SOUL (3:00)

JOHNNY RIVERS

Look Ta Your Saul Imperial 66286

MONY MONY (2:45)

TOMMY JAMES & THE SHONDELLS

One Two Three And I Fell (2:32) Roulette 7008

FOLLOW-UP

GOODBYE BABY (2:57)

TOMMY BOYCE & BOBBY HART

Where Angeles Go, Trouble Follows (1:59) A&M 919

FEELINGS (2:50)

THE GRASSROOTS

Here's Where You Belong (3:10) Dunhill 4129

R & B

FOLLOW-UP

BABY YOU'RE SO RIGHT FOR ME (2:30)

BRENDA & THE TABULATIONS

To The One I Love (2:30) Dionn 507

FUNKY WALK (Part 1—East 2:58)

DYKE & THE BLAZERS

Funky Walk (Part 11—West 2:27) Original Sound 79

STRONG POTENTIAL

SO FINE

IKE & TINA

So Blue Over You Innis 6667

SHADOW OF YOUR LOVE (Stereo)

FIVE STAIRSTEPS

Bad News (Stereo) Buddah 35

C & W

SURVEY LEADERS

HOLDING ON TO NOTHING (2:26)

PORTER WAGONER & DOLLY PARTON

Just Between You & Me (2:18) RCA 9490

FOLLOW-UP

TAKE ME ALONG WITH YOU (2:43)

VAN TREVOR

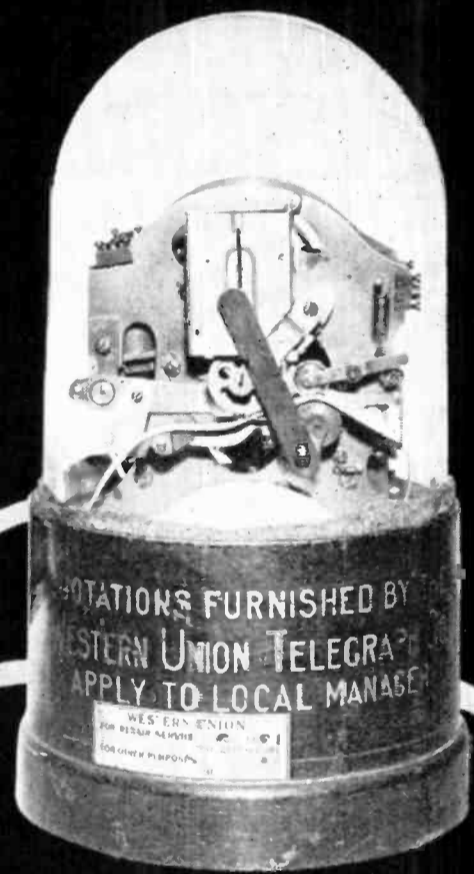
Guitar (2:38) Date 1594

SURVEY LEADER—The heading 'Survey Leader' refers to those artists and groups whose record releases normally enjoy healthy play on coin-operated phonographs (as determined by the Cash Box Operator Survey). New single releases by Survey Leaders, therefore, present the most promising programming material for jukebox locations.

FOLLOW-UP—The 'Follow-Up' title refers to artists and groups who have enjoyed a recent chart hit and follow-up with a promising new release.

check your local One Stop for availability of the listed recordings

BLUE CHIP INVEST MENT



The WURLITZER AMERICANA II is ringing up new earnings records everywhere. Not only will it pay you a handsome return on your investment but... your stock goes up with the location! Why speculate when you can get a sure thing for your money?

WURLITZER AMERICANA II

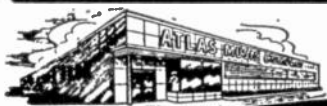
THE WURLITZER COMPANY/North Tonawanda, N. Y./112 Years of Musical Experience

RECONDITIONED SPECIALS GUARANTEED

IN STOCK—SUBJECT TO PRIOR SALE

BALLY		CHICAGO COIN	
BANDWAGON, 4-PI.	\$325	TV BASEBALL	\$325
2-IN-1	220	BULLS-EYE BASEBALL	370
BUS STOP, 2-PI.	215	BIG LEAGUE	295
GRAND TOUR	170	PAR GOLF	180
HARVEST	180	HULA HULA	325
MAD WORLD, 2-PI.	210		
BULL FIGHT	210		
DISCOTEK, 2-PI.	260		
50/50, 2-PI.	240		
MAGIC CIRCLE	235		
TRIO	250		
WILLIAMS		MIDWAY	
FOUR ROSES	\$135	CAPTAIN KID	\$420
JUMPIN' JACK	175	TROPHY GUN	210
DOUBLE PLAY	195	RIFLE CHAMP GUN	250
		MONSTER GUN	295
		MYSTERY SCORE	185

Write for complete 1968 Catalog of
Phonographs, Vending and Games.
Established 1934



ATLAS MUSIC COMPANY

Cable:
ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO, ILL. 60647. ARmitage 6-5005



The activity is fast and furious in the photo above as Rene Pierre plays Madame Pierre on the home version of his company's table soccer game. The scene was last week's International Toy Exposition at the New York Hilton Hotel, for which the Pierre's flew in from France. That's Charles Steindecker, his State-side representative looking on. Steindecker confided that their coin-operated version is beginning to make inroads in the U.S.A. and feels the concept can earn a good gross in tavern, as well as arcade, locations.

Proven Profit Maker!



CHICAGO COIN'S ALL-STARS

2-PLAYER
BASEBALL

- 15 BALLS—NO "OUT" TARGETS

- PITCHER CONTROL

CURVE—SLIDER
STRAIGHT BALL

Mrs.
of
PROVEN
PROFIT MAKERS
Since
1931

CHICAGO COIN MACHINE DIV.
CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



'Round the Route

Eastern Flashes

TABLE TALK—Lenny Schneller (U.S. Billiards sales exec) postponed Long Island 8-Ball Tournament ad in 'Newsday' from Monday to Thursday's edition. The ad, designed to promote contestants for the location-oriented tourney, should also bring in the extra operators still needed to round off the 128 tavern entrants. How about it, Sal, Doc, the rest of you guys out in Nassau and Suffolk? . . . Joe Ash, down at Active Amusement in Philly, describes recent pool table business as "fantastic," with plenty o' orders from trade and homeowners. Joe's also distributing the 'Computer Quiz' knowledge machine which he claims is doing just great on test locations.

FOR THE G.I.'s—American Shuffleboard's Sol Lipkin caught sight of one of the firm's shuffleboards during a telecast (via CBS) showing the troops in the St. Alban's Naval Hospital recreation room. Sol buzzed Lt. McCracken (Special Forces chief at St. Alban's) to find out how the lads like the game and lo and behold, looks like he'll be shuffling out to the Queens hospital to confer on modernizing their entire game room. Shuffleboard contests for the servicemen are foremost in Sol's mind right now.

FRENCH COINMAN IN TOWN—Rene Pierre, French coin game manufacturer, his American based representative Charles Steindecker and their wives held forth at the International Toy Convention in the Hilton all last week. Pierre's display featured their home version of table soccer and novel billiard-golf game and both reportedly were well received by the international toy biz reps. Steindecker, incidentally, is mighty pleased that Hal Zimmerman is distributing the line hereabouts but info's last week's Cash Box included Connecticut in his territory when actually it is strictly New York and New Jersey.

TARANTELLI STRIKES—Tom Tarantelli (at the Syracuse one-stop) has come up with another promotion idea which should be of great interest to his many operator customers. In the past, he and Jimmy Galuppi have tried offering whiskey, steaks, etc. as promo incentives but with customers all over the state, this was no easy task. This time they've decided to give away money—money in the form of free records. Customers will receive one coupon with the purchase of each 25 singles, two for buying 50 and five with the purchase of 100 disks. For each 50 coupons accumulated, operators will receive 25 free records. He's started off the program with a mailing to Tarantelli Enterprises regulars and included the first coupon in each. Incidentally, the lads are picking Frankie Laine's 'Set the World on Fire' (ABC) and Dean Martin's 'A Place in My Heart' (Reprise) as jukebox winners.

HERE AND THERE—Upstate New York operators interested in getting their feet wet in the coin carwash business can drop in on NCCC's April 25th Seminar to be held in the Syracuse Sheraton Motor Inn starting at 1:00 p.m. . . . Late flash has it that Vic Vanderleenden landed a long sought after coin table location after the owner heard about the 8-Ball Tourney and wanted in. That's the idea!

California Clippings

RAIN, RAIN, GO AWAY COME AGAIN ANOTHER DAY. . . . By the time you read this column we hope the weather picture will be a little less gloomy. This type of weather is not at all helpful for the sales of arcade equipment. If only it would make up

it's mind. No sooner had we put our woollens in moth balls but it starts raining—We just can't win!

NEW BASKETBALL GAME ARRIVES AT SIMON. . . . George Muroaka certainly has not let our recent bad weather dampen his spirits. He has been keeping himself plenty busy getting his arcade equipment out and about. As we mentioned before, the new Crown "Basketball" game just arrived on the scene and is presently being displayed in the Simon showroom. George also mentioned that he still is getting very good action on the Consul 130 phonograph. As a matter of fact a new shipment just came in and if it follows true to form they should be all gone in no time flat. Hear that George and all the little Muroaka's had a ball when they recently visited Disneyland.

NEW BALLY FOUR PLAYER IN AT PAUL A. LAYMON. . . . Talked with a most enthusiastic Jimmy Wilkins as he told us about the new country/western-ish pin game, "Doggies." This beautiful four player just arrived and looks like a winner. Jim tells us that the "World Cup" is still continuing to go strong. Ditto for most used equipment. Things were hopping around there with Don Bush of D&B Sales in Santa Ana, was in town visiting with the gang. Solvang was well represented with both Don Bornhof and Frede Anderson in town for a visit. Hear that Jim Wilkins Jr. is expected very soon for a three-week stopover after leaving Germany, where he was stationed for some time as a radio operator. Will get to stay home and visit with the family for a few weeks before leaving for Vietnam.

FROM THE RECORD RACKS. . . . This week popping along the Pacific are "100 Years" by Nancy Sinatra on Reprise from San Francisco. From Seattle we hear that "New York City" by the Mojo Menx is coming along very well. From Portland we are hearing good vibrations about "Stay Away" by Elvis on RCA. From California Music Jerry Barish reports that the biggest new deck is "Lady Madonna" by the Beatles. "Sherry, Don't Go" by the Lettermen on Capitol is doing well. It looks as though the Who have another hit going for them with "Dr. Jekyll and Mr. Hyde" on Decca. Bobby Goldsboro has finally gotten back on the charts with his latest United Artists entry, "Honey." The Doors are coming on strong with their newest "Unkown Soldier" on Elektra.

Milwaukee Mentions

MILWAUKEE—Local aspirants are looking forward to participation in the second annual "Battle Of The Bands" contest sponsored by the Seymour Jaycees, at the Pine Castle Ballroom. Prizes will be awarded and the winner will advance to the regional contest! . . . Here's a big "welcome home" to Sam Hastings of Hastings Dist. Co., who returned last Tuesday from a month's vacation in Florida! . . . Center of excitement at Pioneer Sales & Services these days is the new Rowe "Music Master". Joel Kleiman tells us it's really creating quite a big fuss throughout the territory. Also very much in the Pioneer spotlight, adds Joel is the PhonoVue! . . . Gordon Pelzek of Record City lists the following singles as exceptionally strong with operators: "Forever Came Today" by Diana Ross & The Supremes (Motown), "Honey" by Bobby Goldsboro (UA), "Jennifer Eccles" by The Hollies (Epic), "Sweetest Little Girl in Town" by Sonny Williams (USA), "Master Jack" by 4 Jacks & A Jill (RCA) and "Cinderella Rockefeller" by Esther & Abi Ofarim (Phillips).



'Round The Route

Chicago Chatter

There's a great deal of excitement at the D. Gottlieb & Co. plant this week over the release of the firm's new 4-player called "Spin Wheel"! Alvin Gottlieb says it's sure to be one of their most successful pieces! Shipments are scheduled to start within the next week. . . . Had a brief long distance chat with MOA's Fred Granger at the close of a "most fruitful" board of directors meeting in Washington. Fred planned to stay on out there an extra day or so to conclude some business and then head back to his busy Chicago office. . . . While Irv Ovitz, who heads up World Wide Dist.'s vending division, is off on a brief vacation trip, his department will be very capably handled by Frank Gumma and Jules Millman. . . . Nate Gottlieb was welcomed back from his vacation this week! . . . Here's word from Bally Mfg. Co. sales manager Paul Calamari that Detroit has joined the cities of Chicago and New York in approving "World Cup" for operating license! Paul spelled out the fact that the countless other areas around the world which do not require license approval are literally clamoring for stepped up delivery of "World Cup," so he and Bob Harpling really have their work cut out for them! . . . "All Stars" baseball mounts center stage at Chicago Dynamic Industries! Mort Secore says this is the season and he couldn't be happier! . . . Among operators visiting the National Coin Machine Exchange showrooms this past week were Jack Hutt of Peoria, Ill., Si Case of Kankakee, John Bailey of Waukegon and Bernie Lazare of Chicago. Joe Schwartz and Mort Levinson, by the way, are anxiously looking forward to delivery of Gottlieb's new "Spin Wheel"! . . . The 41st annual dinner meeting of the Better Business Bureau of Metropolitan Chicago was held at the Conrad Hilton Hotel. Canteen Corporation's Pat O'Malley is the new president. . . . It's always nice to chat with Hymie Zorinsky of H.Z. Vending & Sales in Omaha, Nebraska. Hymie just got back from a very pleasant vacation in Palm Springs! (Lucky him!). He and Eddie are as busy as ever, of course, keeping things moving in the bustling H. Z. premises! . . . At Williams Electronics, all eyes are focused on the recently debuted "Alpha" 6-player shuffle alley! Another winner, sez Bill DeSelm! . . . WGN-radio will air seven Chicago Cubs exhibition games starting this Sunday, with Vince Lloyd and Lou Boudreau handling the commentary. . . . Talked to Gus Tartol, man in the know at Singer's One Stop, about what singles are being programmed by local operators. He listed the following: "The Good The Bad & The Ugly" by Hugo Montenegro (RCA), "You've Still Got A Place In My Heart" by Dean Martin (Reprise), "I Don't Want To Set The World On Fire" by Frankie Laine (ABC), "The Unicorn" by the Irish Rovers (Decca), "She'll Be There" by Vikki Carr (Liberty) and "Soul Coaxin'" by Raymond LeFevre (4 Corners).

Houston Happenings

Construction is well under way that will add 5000 sq. ft. to the H. A. Franz & Company (Seeburg) building. This expansion will resort in the company building, facilities, and a holding concern practically covering the entire block, bounded by Dennis, Smith, Drew and Louisiana streets. H. A. (Hoddy) Franz said the additional space would be used mainly for storage and enlargement of service department. In Nov., 1967, floor space at Record Service Co., subsidiary of the Franz Company, more than doubled; the second greater than 100% expansion for that one stop record service

firm within three years . . . United Record Distributors has about completed an expansion project that took in hundreds of square feet formerly occupied by Amusement Distributors, Inc., corner of St. Emanuel St. and Pease Ave. Wall separating the two concerns, together with most other partitions, was knocked down but one private office was left intact. Margie Kunkel, United Records, said the additional space was sorely needed; especially since the company went one-stop along with wholesale at beginning of this year. United Records underwent a complete remodeling and modernizing job early in 1967 but no floor space was added . . . The LE Corporation, 2438 Rice Blvd., Houston, owned by Don Siegel, was recently appointed distributor for full line of Rock-Ola music and vending equipment in Houston and San Antonio. Siegel himself, assisted by Earl Hoot, is in charge of the Houston office. Gus Sundman is head of the San Antonio branch. Siegel is locally known as a distributor for coin operated pool tables. Hoot has been active in this area past several years in sales and service of phonographs, vendors and similar equipment. Gus Sundman is known in Texas, Louisiana and other states for his phonograph renovation kit, distributed to music operators from established offices in Houston, New Orleans and San Antonio respectively. Owner Don Siegel emphasized that the LE Corporation would strictly adhere to the recognized distributor code of ethics concerning sale and service of Rock-Ola phonographs, vending machines and all component parts. He invited all bona fide operators to drop in and get acquainted. . . . Major operator L. R. Gardener, owner Gardener Sales Corp., doing some heavy shopping in line with his policy of keeping operating inventory well above par . . . Central Sales wholesale record store on Leeland recently added a P.S. to regular posted notice naming who could or could not buy records therein. In heavy print, all capital letters are these words: "LOCATION OWNED JUKE BOXES—NO!!" . . . Tom Arwardy, American Music Co., enjoying a delicious looking sandwich and soft drink in office before starting on afternoon grind of adding cash to the till. . . . Coinman Guy Ellis trying out some of the lately released amusement games at H.A. Franz & Co. display hall.

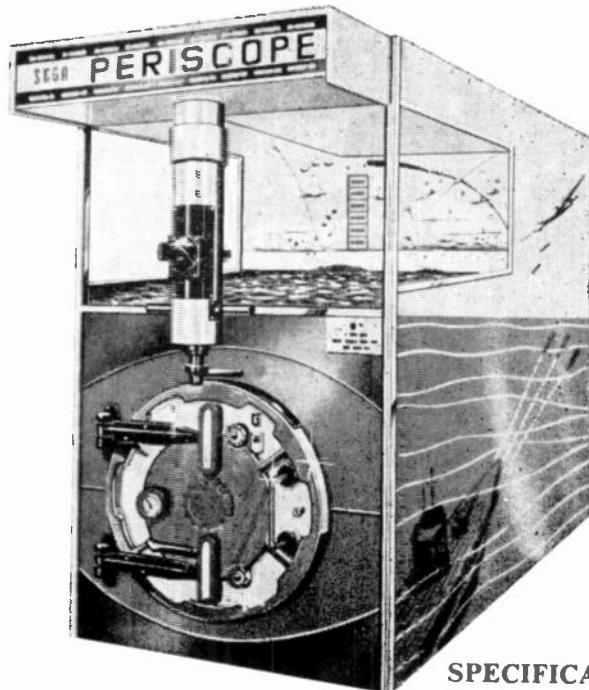
Until some ten years ago, basketball was about as popular here as a two bit piece at a bellhops' convention. Quite a different story now. On March 9th, the basketball team from Houston Wheatly high school won the top division State High School Division at Austin. On same date hundreds of fans journeyed to Salt Lake City where Nationally top rated University of Houston won its opening game in the current NCAA tournament. Then the team of San Jacinto Junior College, Pasadena (Pasadena, pop. 100,000, really a spoke of Houston) continued as Nation's top ranked in Junior College division.

Dependability
You Can Count On
—for the finest new and
reconditioned equipment
BANNER
Specialty Company

1213-31 N. 5th St.
Philadelphia, Pa.
(215) 236-5000

1508 Fifth Ave.
Pittsburgh, Pa.
(412) 471-1373

SEGA PERISCOPE



SPECIFICATIONS

Height : 7 Feet
Width : 4 Feet
Depth : 8½ Feet

- ★ Fires visual torpedoes at moving ships.
- ★ Realistic sound system.
- ★ New visual explosion flashed on back scene.
- ★ Front service entrance.
- ★ Single units can be banked.

MANUFACTURED BY
SEGA enterprises Ltd.
HANEDA AIRPORT P.O. BOX 32
TOKYO, JAPAN

WORLDWIDE DISTRIBUTOR
Club Specialty Overseas Inc.
APARTADO 133 PANAMA I. R. de P.

*You are cordially invited
to inspect the new, rich,
luxuriant look in coin-operated
pool tables at your local*

United Billiards Distributor

United has *united* all the long needed features that are essential to a most profitable operation . . . in one, single compact unit now interchangeable in all new model United tables—regardless of size.

Never again costly tieup of profitable operation. The entire mechanism of a coin-operated table is now within a single compatible, interchangeable unit.

It's *fast—reliable—quiet*, and offers the maximum in security, design and construction. P.S. It's beautiful besides!

United for 1968
m m m m . . . class!

UNITED BILLIARDS, Inc.
51 Progress Street, Union, N. J.



PROFILE ON: LESLIE SENES—And The Australian Coin Market

This week the Cash Box Profile went down under to the land of kangaroos and koala bears—namely Australia—and talked candidly with Leslie Senes, managing director of Pin & Ball Limited, situated in Sydney, the capitol city of New South Wales, Australia.

Senes' son George, is the manager of operations of Pin & Ball, and by their own admission are the largest operators of flippers and music in Australia.

Mr. Senes gave us some interesting, informative glimpses and outrageous opinions on the current state

of the Australian music and games industry—the Australian trade's blessings and ills and its subtle gravitation in the last four years towards American standards of operating, is all too familiar.

Senes stated, "In Australia we have several states where pinballs are legal, except for Queensland, where licenses are required for every machine. Licenses can only be obtained if the authorities are satisfied that the business is properly run and clean. However, even though there is only a small quantity of pinball machines, they are doing extremely

well. It is in the country areas including New South Wales where pins, flippers and most coin machines are legal. Bingos or any other type of machine that pays out money are illegal.

"The most popular amusement games here in Australia are Gottlieb and Williams. There is only a very few other types of machines on the market."

"According to my information," Leslie went on to say, "the machines in other states are doing approximately half as well as they are here in Sydney. I'm not sure if I'm exactly correct, but here in New South Wales, one would expect a minimum return of \$10.00 from a pinball machine—and this would be considered a bad site (location). A normal good site should give you a return of \$20.00 per week. There is also a reasonable quantity of soccer tables on the market, but billiard tables and jukeboxes, naturally, are doing the best."

Commenting on the equipment market, Senes said, "People here like only the American made coin machines. We recently had a machine from another country and it proved to be very unpopular.

"We import our machines directly from the factories or American exporters, because we buy in such large quantities and when we import we receive better prices.

"The price structure regarding pin games and phonographs is approximately double the price in the U.S.A., mostly due to the fact that we have to pay extremely high duty which is exactly 110% on export prices. We are experiencing difficulty with early models of amusement machines, seems there is hardly any market for them and we are better off scrapping them and using the bits and pieces for spare parts."

"I do not think that our problems here in Australia are any different from those you experience in the States. Our main difficulty is that we have to up-grade our machinery in order to keep up our takings and we have very little chance to dispose of our machinery and equipment. The usual business problems which exist in Australia are that new, small operators are leaving their shops and starting self-operation, taking away our sites, and large, well established companies cannot avoid losing country sites to smaller back-yard operators who are giving a few hundred dollars cash offers to site owners. However, I would consider the major problems in Australia to be the following:—The factory distributors here, such as the Gottlieb, Williams, AMI and Rock-Ola distributors, all maintain operations as well as being distributors.

"This gives the distributor a big advantage over his opposition, firstly because he buys the machine at a cheaper price, and secondly because he has the spare parts at a cheaper price also. He uses the latest model first and after selling the small parts has a new model. Obviously this is a disadvantage from the op-

erators point of view and also a disadvantage for the factory itself. Therefore one big Company is operating only Gottlieb, another operates only Williams and there is no proper distribution of machines which might be distributed on a wholesale basis," Senes further advised.

"I am not very familiar with the American procedure of operations. But in Australia the business was very healthy around three or four years ago, but now the competition is getting larger and larger. A few years ago, the site owners would receive one third of the takings on pinball machines and 20% to 25% on jukeboxes. Now with the greater competition, we are slowly coming to the stage where the site owner receives 50% from the takings, and besides that we have to lend money interest free in advance to the site owners, or spend a large amount of money for Christmas advertising on sites and repairing the shops etc., but apart from these problems the coin machine business in Australia is very healthy. Even the smaller operators are doing well. Our company is the biggest operator of flipper games and music boxes in Australia, but we are not operating any bingos. There are many smaller companies than ours, but they are operating a lot of so-called illegal machines. Their profits are larger than ours because the bingos are very popular in the many Greek and Italian Clubs here in Sydney.

"In Sydney there is our Company where I am the managing director and my son George Senes is the manager of operations. Goddard Novelty is a well established big operator and is also an agent for Gottlieb and Rockola. The other big one is Automatic Music Company which is run by Mr. R. Davidson. He is the agent for Williams, AMI and Bally. These are a few big distributors in the country towns, and the rest, although medium sized, operate between forty and one hundred machines.

"There is an Amusement Machine Operator's Association which has approximately forty members in New South Wales, but this Association has very little say in the business because the Board of Directors of this Association consist of the members of the big companies who are not only operators but also distributors, and naturally these people are only looking after their own interests and are trying to make rules which safeguard their own established companies. Obviously these people have little regard for the smaller sized operators," Senes said.

And with this, another interesting Profile comes to a close, with a promise for more to come, so bone up on your past history—you may be next. Sorry that we do not have a picture of this week's Profile guest, Leslie Senes. Maybe we can have one in time for the next issue. We wish to thank Leslie for taking time out to answer our questions about the Australian coin machine industry and look forward to visiting with him during his forthcoming American trip.

Williams
Aqua Gun
REGULAR OR NOVELTY MODEL
now delivering
DING-DONG • ALPHA BALLPARK CORONADO B/A
Williams ELECTRONICS, INC.
3401 NORTH CALIFORNIA AVENUE • CHICAGO, ILLINOIS 60618
CABLE ADDRESS WILCOIN CHICAGO

If you are reading someone else's copy of Cash Box why not mail this coupon today!

CASH BOX
1780 BROADWAY
NEW YORK, N. Y. 10019

- Enclosed find my check.
- \$20 for a full year (52 weeks) subscription (United States, Canada, Mexico)
 - \$40 for a full year (Airmail United States, Canada Mexico)
 - \$30 for a full year (other countries)
 - \$45 for a full year (Airmail other countries)

Please Check Proper Classification Below
MY FIRM OPERATES THE FOLLOWING EQUIPMENT:

JUKE BOXES

AMUSEMENT GAMES

CIGARETTES

VENDING MACHINES

OTHER

NAME

FIRM

ADDRESS

CITY STATE ZIP #

Be Sure To Check Business Classification Above!

PhonoVue Record Pairings

WHIPPANY, N.J.—PhonoVue-Record pairings for the week ending March 23, 1968 have been released by Rowe International. Pairings include the following:

'Back On My Feet Again' by The Foundation on UNI is matched with 'Western Go-Go' (L-2905J), 'Sweet Shop' (L-2907G), 'Cycle & Surf' (L-2907D), 'Hula Shake' (L-2908K) and 'Malt Shop Go-Go' (L-2905Z).

'Jennifer Eccles' by The Hollies on Epic is matched with 'Oriental Nite Life' (L-2907P), 'Dream Girl' (L-2906S) and 'Basketball Game' (L-2908-

J). 'Security' by Etta James on Cadet is matched with 'Devil Temptation' (L-2908C), 'Calendar Girl' (L-2906Z) and 'Belly Dancer' (L-2907W).

'Forever Came Today' by Diana Ross & The Supremes on MoTown is matched with 'On The Beach' (L-2908Y), 'House Of Red Lights' (L-2909K) and 'Love-In' (L-2910L).

'Sally Was A Good Old Girl' by Trini Lopez on Reprise is matched with 'Dixieland Fantasy' (L-2906K), 'Beach Party' (L-2906R) and 'Go-Go Club' (L-2907Y).

Veteran of German Arcade Market Sees Growth There



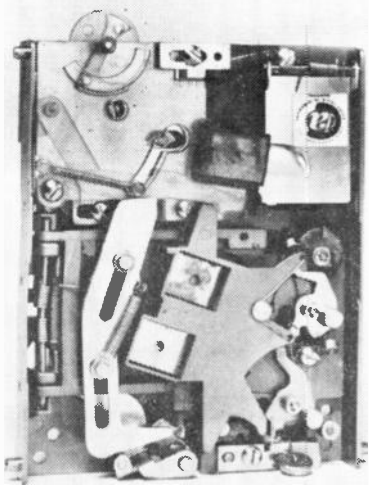
Lars K. Skriver

One of the few German coinmen known beyond the borders of that country is celebrating his 60th birthday on April 7th. It is Danish-born Lars K. Skriver, since 1953 sole proprietor of the firm of Gebruder Skriver (meaning Skriver Brothers) of Hamburg. Skriver's 75 year old firm holds a number of amusement arcades in and outside Hamburg, two of which are on the Reeperbahn, world renowned amusement boulevard of this city. The Skriver arcades are reckoned among the best-equipped in Europe.

Lars K. Skriver is internationally known, especially in London where he is a regular visitor to the Amusement Trades Exhibition. Every year he returns to Germany with some new additions to his range of amusement games. At home the Skriver arcades are favourably known in the community, each having installed a Gottlieb flipper machine, the entire takings of which go to a fund for disabled children.

Skriver, president of the former German Amusement Arcade Owners' Association and now a director of the North-German Operators' Association, succeeded in greatly reducing the prejudice found in Germany against amusement arcades by giving a good example of how such places should be conducted.

Coinco Announces 4 In 1 Acceptor



850 Coin Acceptor

ST. LOUIS—Coin Acceptors, Inc. is now in full production on their new 4-in-1 acceptor—the 850 Series. It accepts nickels, dimes, quarters and half-dollars; and is the same standard size as Coinco's 3-in-1 acceptor.

The 850 acceptor contains Coinco's latest innovation, plastic parts. Many of the parts which were die-cast metal are now made from strong, durable plastic. This move to plastic parts is said to facilitate cleaning and increase the life of the unit.

MOA DIRECTORS INVADE CAPITOL HILL

(Continued from page 93)

heralded as one of the most successful in the history of the association. The more spacious (50,000 sq. ft.) Sherman House will add enormously to this year's success.

Several board members met with their congressmen and senators while in Washington to discuss the copyright revision bill and maintain their good relationships—should the Senate make a change in the bill it will go back to congressmen and representatives for another vote.

Among those visiting Capitol Hill was the entire MOA Legislative Committee (see separate listing) which spent several hours with George Miller (Congressman-Calif.), Byron Rogers (Congressman-Colorado) and Arch Moore (Congressman-W. Virginia).

Billy Cannon, Harry Witsen and Pat Storino visited Senator Williams (Rep-N.J.), author of Section 117 and discussed 117's danger to the industry. They also visited Senator Case (N.J.) and his administrative assistant, Ira Grayson.



Pictured here (left to right) just before the legislative seminar at the Washington Hilton Hotel in Washington D.C. are Nicholas E. Allen, MOA counsel; Roger Middlecoff, manufacturers counsel; Billy Cannon, MOA president and Jimmy Tolisano, chairman of the board of MOA directors. All four men visited with congressmen and senators to discuss the proposed copyright revision.

Harry Witsen, Pat Storino and a Cash Box Reporter spent time with Congressman James Howard (Dem-N.J.) and Nick Hale, administrative assistant to William Cahill (N.J.).

Les Montooth spoke to Senator Everett Dirksen's (Rep-Ill.) administrative assistant.

Harry Snodgrass spoke with Senator Joseph Montoya (Dem-N. Mexico).

Ted Nichols and Howard Ellis talked with Senator Roman Hruska's (NEB) administrative assistant.

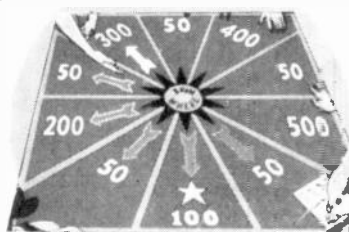
Frank Fabiano visited with Senator Hart and his administrative assistant from Michigan.

Calvin Bishop visited with Senator Sam J. Ervin and Senator Everett Jordan from North Carolina.

Gottlieb's 4-Player SPIN WHEEL

A NEW CONCEPT IN SCORING and SOUND

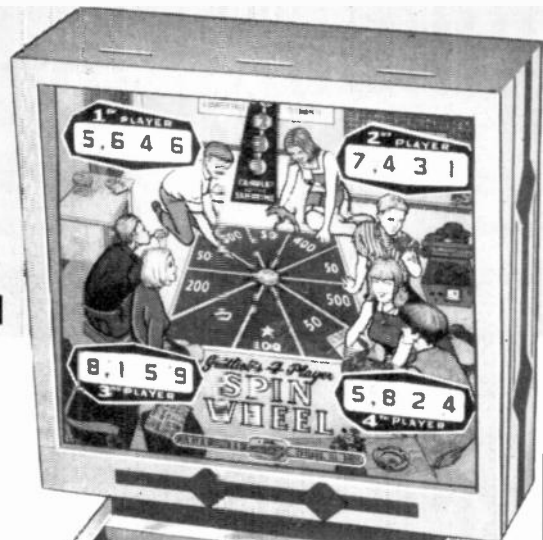
WHIZZZZ



WHIZZZZ

Spinning Arrow and "Whizzer" Sound Create Exciting Action

- Spinning arrow in lightbox combined with "whizzer" sound effect scores from 50 to 500 points and "shoot again" feature.
- "Whizzer arrow" activated by scoring lit hole, side kick-outs or bottom rollovers.
- Illuminated coin entrance plate.
- Scoring 5 kick-out hole sequence lights center targets alternately for 500 points, top targets for 100 points and pop bumpers for super score.



That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.

1140 N. Kostner Ave., Chicago, Illinois 60651

CLASSIFIED ADVERTISING SECTION

CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

NOTICE—\$72 Classified Advertisers. (Outside USA add \$52 to your present subscription price). You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to reach New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANTED TO BUY. Midway Rodeo games. Need 10. Call G. O. Coin Service, 1076 Parsons Ave., Columbus, Ohio. HI 4-9161 or CA 8-2320.

WANTED: TWO BALLY BANDWAGONS. WRITE OR CALL, TALLAHASSEE MUSIC COMPANY, 225 W. Carolina Street, Tallahassee, Florida 32301. Area 904-224-1229.

WANT: 16MM & 8MM films, audio video machines; shuffleboards, shuffleboard scoring units, personal music equipment. Write stating make, model, condition and best cash price. St. Thomas Coin Sales, 669 Talbot Street, St. Thomas, Ontario, Canada; Area 519-631-9550.

EXPERIENCED JUKEBOX COLLECTOR. Modern Amusement Comp., 197 South Broadway, Yonkers, New York. Call (914) YO 8-7807 or (914) YO 3-7730.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO., 453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf, 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEODAR ESCONDIDO, CALIFORNIA. (Tel. 714-745-5942).

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R. I. 02904. PHONE: UN-1-7500 or JA-1-5121.

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD 21230.

WANT TO BUY USED AND NEW PINBALL GAMES, ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 41a, MILANO (ITALY).

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 Sa. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEURO/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

DISTRIBUTORS WANTED: BELCANTO Records—The Great Singers—Caruso, Farrar, Sutherland, Etc. Catalogue of 49-12" LP's. Write: EICHLER RECORD CORP., 815 BROADWAY, NEW YORK, N.Y. 10003

WANT TO BUY: ALL TYPES OF COUNTER Games. All Makes and Models. Quantity available and price. Cash waiting. LOWELL ASSOCIATES, 2401 W. BALTIMORE ST., BALTIMORE, MARYLAND 21223. TEL: (301) 947-3785.

WANTED: Tusko Elephant, Indian Scout, Arcade Equipment, Seeburg 160 Wallboxes; AMI WQ 200-3 Wallboxes with accumulator, AMI H, I, J, K, L 200; Seeburg DS-160, AY-160, 222 W Dual Pricing, Back Glass for Melody Lane, Chi. Coin Pro Shuffle, Dolphin. Call or write Cleveland Coin 'n'ol., 2025 Prospect Ave., Cleve., Ohio. Phone: (216) 861-6715.

WE ARE CONSTANT BUYERS OF ALL AMUSEMENT machines and surplus spare parts for same. Write MAX LOBO & CO., MEIR, 23, ANTWERP, BELGIUM.

FOR SALE

Pokerino's (7), For Sale—good condition. Make Offer. Wanted—Back Glass for Simplex Bowler. Also bottom Glass for Dale Burp Gun. Write: Funorama, 13 Beach Street, York Beach, Maine.

PANORAM USERS—Theatres—12 RCA Panorams 16mm Movie Machines. Beautiful condition—\$600. Used Film: \$8.00 B & W 400 ft. rolls. 225 Original Negatives art girlie film. Ideal for theatres & arcades. Money makers. R. Richter—1063 Market St., San Francisco, Calif. 94103.

Bally Fun Cruise FP \$265.00. Wm's Skill Ball \$100.00. All Tech Fire Engine ride \$325.00. Irvend Hot Refreshment vendors, phone. Seeburg VL200 \$175.00. Send for list. Greco Bros. 1288 Br'dy, Albany, N. Y.

FOR SALE: Bally Champion Horses \$375. Tusko Horses \$295. Thoroughly Reconditioned. Call or Write: UNITED DIST. INC. 902 W. SECOND ST., WICHITA, KANSAS 67203.

FOR SALE: UNITED SHUFFLES—Mambo \$450. Cheetah \$495. WANT: Seeburg LPC-1 and 1B. MOHAWK SKILL GAMES CO., 67 Swagertown Rd., Scotia, N.Y. 12302.

FLIPPER CLOWNS \$120. FLIPPER PARADE \$100., Jolly Joker \$95., Ice Show \$300., Flipper \$90., Call Or Write STARK NOVELTY, 239-30th. Street N.W., Canton, Ohio 44709 Call: (216) 492-5382.

OPERATORS—added income with new 1968 "mini Plastic Laminator". Only \$29.50 per machine. Vends plastic lamination—costs you six cents, vends for 25¢. Munves, 577 10 Avenue, N.Y., N.Y. 10036.

ATTENTION POOL TABLE OPERATORS—POP-On Cue Tips fits all Brad Ferrules. 11 mm & 12 mm. Amazing material, more friction, longer lasting. 10¢ each in quantities of 50. Send check or M.O. to JEFSCOR INDUSTRIES INC., BOX 192, VALLEY STREAM, N.Y.

USED BALLY FRUIT SLOT MACHINES STARTING at \$495 each, for export. We are the Largest Supplier of Used Slot Machines in the world. Call, Write, Wire: NEVADA FRUIT SLOT MACH. CO., P.O. BOX 5734, RENO, NEVADA, 702-329-3932.

FOR SALE—300 LATE PIN BALL MACHINES fresh off of our summer locations. All machines shopped and reconditioned and are location ready. Call: GLOBE AUTOMATIC VENDING COMPANY, 378 Granite Street, Quincy, Mass. 02169, Tel: 617-479-0010.

HI-SPEED, SUPER FAST SHUFFLEBOARD WAX. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money-back guarantee. Dist. for D. Gottlieb, Rock-Ola, American Shuffleboard, Irving Kaye & Midway Mtg. Co. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE: SEEBURG 480, \$750.00, 220, \$275.00, Wurlitzer 2410, \$225.00; Rock-Ola 1458, \$115.00; 1465, \$115.00. Also used Pin Games, Bowlers and Guns. Bird Music Dist., inc. 124 Poyntz, Manhattan, Kansas, Area Code 913 PR 8-5229.

BINGOS LARGEST STOCK IN THE COUNTRY For Export Uprights; AMI, Rockola & Seeburg Phonos, Lite A Line, Shoot A Line, Lotta Fun, Track Odds, Twin Super Bells, Spot Bells. Crosse-Dunham & Co., 225 Wright Ave., Gretna, La. 70053. Phone: 367-4365

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

RECORD RIOT, 45S, BRAND NEW RECORDS. Same late hits, \$6.50 per 100, \$65.00 per 1000. All orders shipped immediately. Send check with order for prepaid postage. Only in United States. RELIABLE RECORD CO., BOX 136, GLEN OAKS POST OFFICE, GLEN OAKS, N.Y. 11004 PHONE: (212) 343-5881.

LATE MODELS SEEBURG AND ROCK-OLA Phonographs at lowest prices. DAVE STERN, SEACOAST DISTRIBUTORS, 1200 NORTH AVENUE, ELIZABETH, N.J.

FOR SALE: USED BALLY, MILLS, PACE, JENNINGS, Sega Slot Machines, Keeney Uprights, Bally Bingos. BALLY DISTRIBUTING COMPANY, 44 W. LIBERTY ST., RENO, NEV. TELEPHONE 702-323-6157.

SLOT/FRUIT MACHINES FROM £40 (\$112). All makes, models. Manual, Electric. Available English 6d only. Secondhand pintables, juke boxes, amusement machines, cheap, suitable for developing countries. HALEL ENTERPRISES LTD., 182A, NEW NORTH ROAD, LONDON, N. 1, ENGLAND.

FOR SALE—SLICK CHICK-MID. 2 PL RACEWAY-Will. Beat The Clock-Bally—Beauty Contest, Beach Beauty, Ice Frolics, Variety, Bright Lights—6 card Frolics, 6 card Showboats-UN. Starlets—Bally Surf Clubs & Atlantics. NOBRO NOVELTY CO., 142 Dore St., San Francisco, Calif.

CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ Below wholesale cost. Original Mutascope Punching Bag A-1 \$250.00; Downey Johnson Coin Counter—Complete \$150.00. Complete stock new & used Guns—Phonos—Pool Tables—Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. PICO, LOS ANGELES, CALIF., PHONE: 749-7351

ACE LOCKS KEYED ALIKE. SEND LOCKS AND the key you want them mastered to \$1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6216. Our 35th year in vending.

POOL TABLES, NEW COIN-OP 7 FT., \$500.00. Also home tables \$500-up. Antique jukebox 1930s. Also all kinds of vending equipment for sale at lowest prices. WEST PENN VENDING SALES, 1313 BABCOCK BLVD., PITTSBURGH, PA., 15237 (412) 931-2961.

FOR SALE: WMS. BIG DADDY 1-P, \$105.00; Wms. Three Coin 1-P, \$95.00; Gott. Shaw Boat 1-p, \$75.00; Gott. Aloha 2-p, \$110.00; Gott. Liberty Bell 4-p, \$150.00; Gott. Lancer 2-p, \$110.00. Write or call: TRI-STATE DIST., P.O. BOX 615, CALLIER SPRINGS RD., ROME, GEORGIA. Tel. 234-7123.

FOR SALE: 25 ASSORTED NEW ALBUMS: \$15.00. Our Choice Guaranteed New 33 1/3 RPM LP Albums—Mailed Insured—Post-paid—Limited Sale Offer Good Only in USA. Send Check or Money Order—No COD's. UNCLE JIM O'NEAL—BOX A—ARCADIA, CALIF. 91006.

IF WE DON'T HAVE IT—WE'LL GET IT! YOU name it. Jennings and Mills fruit machines. Complete line of parts. Bally and Keeney Consoles, pinballs and bingos. Exporters ATOMIC COIN, BOX 4321, N. LAS VEGAS, NEVADA. PHONE: 642-3847.

30 BINGOS, 20 TURF KINGS (TO BE SOLD in Virginia only), 25 Novelties, 4 Guns, 4 Shuffles, 3 Baseballs, Lord's Prayer. Call or write E. L. SIMMONS, DANVILLE AMUSEMENT CO., 620 WESTOVER DR., DANVILLE, VA. Phone: 792-5044.

READ ALL ABOUT IT . . . HEAR ALL ABOUT the "Paper Man" . . . the New Hit From Noah's Ark . . . Noah's Ark will save the world! J&B RECORD PRODUCTIONS, P.O. BOX 14422, TAMPA, FLA. 33609. 813-839-4880.

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. ALL TYPES OF FILMS FOR Panorams Peeks. PHIL GOULD—224 MARKET ST.—NEWARK, N.J. (Tel. 201-Market 4-3297).

FIVE EXHIBITS: BIG BRONCO HORSE \$150.00 each, 1 Six-Shooter Gin, \$75.00 and 1 Gun Patrol Exhibits \$75.00. CENTRAL MUSIC CO., 407 EAST AVENUE, D.P.O. BOX 284, KILEEN, TEXAS.

POKERINO, RECONDITIONED, REFINISHED IN Blond Birch, with new drop chute, points, sockets, wire, knock off, trim, back-glass, playfield decals. Write for details. New socket and point drop board wired for your games. JAMES TRAVIS—P.O. BOX 206—MILLVILLE, N.J. 08332.

EAGLE EYE BILLIARD CUES: 57" 4 prong style \$1.75 ea.; 52" prong style \$1.60 ea. If your distributor does not handle these, write us direct for price sheet on complete line of wood and fiber cues. Ellcottville Wood Products Corp., P.O. Box 217, Ellcottville, N. Y. 14731.

FOR SALE: Mini Golfs, \$110.00; World Series, \$155.00; Wild Wheels, \$225.00; Bulls Eye Baseballs, \$345.00; Space Guns, \$375.00; Mystery Scores, \$125.00; Little Pros, \$110.00; Booz Barometers with stand \$37.50 SAT-ELLITE kiddie rides \$375.00. Also all Bally bingos. If interested, call, write or wire New Orleans Novelty Company, 1055 Dryades Street, New Orleans, Louisiana, 70113. Tel. (504) 529-7321 CABLE: NONOVCO.

BINGOS FOR EXPORT ALL MODELS, GOLDEN Gates, Can Cans, Roller derby's, Lagunas, County Fairs, Ballerinas, Cornivals, Sea Islands, Bikinis, Circus Queens, Sun Valleys, Beach Times, Etc. Pin Balls Cineboxes picture machines. Make offer. D. & P. Music, 27 East Philadelphia St., York, Pa.

FOR EXPORT—All makes and models late phonographs, pin games and vending equipment. Write for our latest bulletin. ADVANCE DISTRIBUTING COMPANY, 4710 Delmar Blvd., St. Louis, Missouri (314) FO 1-1050), Cable Address ADCOIN.

FOR SALE: 19 NEW TWIN DRAGON machines (Keeney) and 25 used ones. These have cash payout units but are easily converted to free play, also 70 Bally Grand Stands like new, SASKATCHEWAN COIN MACHINE CO., 1025-104 STREET, NORTH BATTLEFORD, SASKATCHEWAN, CANADA. PHONE 445-2989. AREA CODE 306.

FOR SALE: RECONDITIONED BARGAINS: Wurlitzer 2150 (200 Sel) \$145.00; 2710-3 \$365.00; 2810-1 \$445.00; 2910-3 \$525.00; 2900-8 (200 Sel) \$545.00; Bally Bowling Lanes 14'—\$50.00; Challenger Bowler 14'—\$95.00; United Bowling Alley 14'—\$50.00. MICKEY ANDERSON AMUSEMENT CO., 314 East 11th St., Erie, Pa. Phone: 452-3207.

FOR SALE: Williams Derby Day, like new \$550.00, United Pyramid Shuffle Alley shopped \$525.00, Williams Double Play baseball, as is, \$125.00, RCSU4 steppers for Seeburg LPC-1 \$49.95. Operators Sales, Inc., 4122 Washington Avenue, New Orleans, Louisiana. 822-2370 (504).

FOR SALE: 4 AMI F120 phonographs \$89.50 each or all 4 for \$300. Budge Wright's Western Distributors, 1226 SW 16th Ave., Portland, Oregon.

FOR SALE: Specials—Cleaned and Checked; Wms. 2 Play Eager Beaver \$275, Riverboat \$225, Zig Zag \$175, Gott: 2 Play Mayfair \$325, 2 Play Hi Dolly \$325, Bank A Ball \$195, Bowling Queen \$195, North Star \$275, King of Diamonds \$375., Swing A Long 2 Play \$125, Bonanza \$150, Melody land \$100, Fashion Show \$100. D & L Coin Machine Co., 414 Kelker St., Harrisburg, Pa. Call (717) 234-4731.

100 MM CONVERSIONS 20/700 ROWE 20/800 Riviera, Celebrity. Do it yourself. 30 minute installation. 10 rear columns, \$29.95 each. Lots of 50 \$24.95 each. Fully guaranteed. Detailed instructions included DON YOUNG COMPANY, 14532 VANOWEN, VAN NUYS, CALIF. (213) 780-4339.

MISC.

DEEJAYS! 6,000 HILARIOUS CLASSIFIED ONE-liners, written expressly for radio, only \$5.00! Or send \$9.00 for above plus 5,000 additional "Clever Remarks!" Guaranteed to please you or money back! Catalog of 50,000 professional comedy lines free. Edmund Orrin, Mariposa, Calif. 95338.

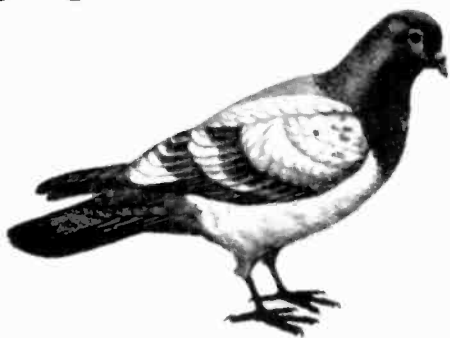
30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. Forty books of classified material, plus Orben's Current Comedy the newsmaking topical gag service featuring hip deejay lines in each issue. Great sample selection, \$5.00. Catalog free. ORBEN DEEJAY LAUGHS, 3536 Daniel Crescent, Baldwin Harbor, N.Y. 11510.

HOLLYWOOD GAG DIGEST! NOW MONTHLY! Deejays need topical, CLEAN quips . . . Yocks. Our service for Deejays only! Sample \$2.00 or free info for stamp. Mention CASH BOX with sample order—receive Bonus Gag Sheets FREE! MORRIS, 711 N. CHEROKEE, HOLLYWOOD, CALIF. 90038.



The
Step
Ahead
Rowe AMI Music Master

Only jukebox with a built-in stool pigeon.



New Music Master has exclusive Rowe Alarm System. A burglar alarm that's loud as a fire siren! Goes off if the cashbox door is tampered with in *any* way. It's gas-operated. No batteries, no electrical system. And it's standard equipment.

Here's another big feature. Revolutionary RoweVue. Automatically displays full color slides, at 15-second intervals, on a bright 6" x 9" screen. A real attention grabber. Slide sets available. Girls, sports, record personalities, scenic America, and more.

Other Music Master exclusive features:

- Change-A-Scene front panels
- New 2-Wire Systems for remote volume and cancel control
- New, simplified Dollar Bill Acceptor
- 3-in-1 programming (Change from 200 to 160 to 100 selection)
- Patented Stereo Round sound
- Easy "Lift-Off" front door

See your Rowe distributor for all the money-making details.

Rowe[®]
MANUFACTURING
75 Troy Hills Road
Whippany, N. J. 07981

TELEPHONE:
989-5000
AREA CODE 213

MUNTZ
7715 DENSMORE AVENUE



STEREO-PAK INC.
VAN NUYS, CALIFORNIA

NOT AFFILIATED WITH MUNTZ TV

March 18, 1968

MEMO TO:

All N.A.R.M. Rack Jobbers, Distributors
and Record Companies

FROM:

Earl Muntz

Welcome to the Tenth Anniversary NARM Convention...

It's been an exciting 12 months since last we met at the Century Plaza Hotel in Los Angeles, and the balance of 1968 promises to be the year of the great shakeout in the cartridge industry.

You recently received a copy of the New Automotive Survey published in Car & Driver Magazine. Muntz continues to hold a commanding lead in the percentage of units already out in the field. But this is a music convention.

To that end, I encourage you to visit the Muntz booth and let Gene Block, Bob Demain and I detail the exciting new Muntz plans that will favorably hit every jobber and distributor right where they live -- in their profits.

We also invite record company representatives to stop by so that we can personally express our appreciation for the profitable association we have maintained, along with plans we have developed to help you merchandise your product straight to the consumer.

Thank you.

