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MEETS  
THE GOLD  
OF  
THE DAY**

RCA #47-0710

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Exclusively on RCA RECORDS



LATEST ALBUM  
#LSP-4113



## Arlene Harden



### "TOO MUCH OF A MAN"

(To Be Tied Down)

4-44783

On Columbia Records

Decca chanter **Bobby Lord** is currently winding up a tour through the West Coast. The tour, which began in Arizona, saw Bobby doing a series of local TV and personal appearances in the Los Angeles area . . . More than 6,000 fans attended a recent **Buck Owens** concert in Oslo, Norway, proving the growing European interest in the country sound. While in Norway, Buck and his **Buckaroos** taped an NRK-TV and radio program for the Norwegian network expressing their views on the acceptance of country music throughout the world. The Capitol artist and his troupe then traveled to England for appearances at the London Palladium and the Empire Theater in Liverpool before winding up the tour at the Grand Gala du Disque Festival in Amsterdam, Holland . . .

**Don Bowman**, RCA recording artist, has signed an exclusive representation contract with Key Talent of Nashville . . . Columbia songwriter **Carl Perkins** returned to Music City last week to cut a follow-up to his recent chart disk "Restless." . . . **Tom T. Hall** will tape an appearance on the syndicated **Stan Hitchcock** Show this week to begin a new 13 week series. Scheduled for future appearances are **Sonny James**, **Norro Wilson**, **Carl Smith** and **Lynn Anderson** . . . **Conway Twitty** and his **Lonely Blue Boys** have been set to make an appearance at the International Country and Western Festival at Wembley Pool in London on April 5 and 6 . . . **Leon Ashley** and **Margie Singleton** are making their second tour of Europe in conjunction with the "Pop Phillips Agency, Emerald Records, Philips Records and other European companies associated with Ashley Records. The duet is slated for personal appearances in Germany, Holland, England and Spain and they're scheduled to appear on BBC radio and TV in England.

**Cecil H. Whaley**, vice president of Bill Hudson and Associates, Inc., public relations and advertising firm, has resigned to assume the newly created position of public relations director for the Country Music Association. He will be in charge of all promotion, publicity and public relations activities of the association and will be working closely with **Jo Walker** and the public relations committee, composed of **Bill Hudson**, **Bill Williams**, **Bill Denny** and **Hubert Long**. The Hudson firm resigned the CMA account in October after Hudson was elected to the board of directors in the advertising agency category . . . **Jimmy Peppers**, Husky Music exec, has recently signed a recording contract with Epic Records. **Jimmy** and **Epic A&R rep., Glenn Sutton**, are awaiting studio time for the first session which will consist of all Peppers-penned tunes . . . **Joe Melson**, co-writer of the

**Sonny James** chart topper, "Only The Lonely," has renewed his exclusive songwriter's contract with Acuff-Rose Publications, Inc.

**James L. "Pop" Phillips**, C&W music promoter in West Germany, has opened an office in Columbus, Georgia. His first album release in the U.S., on the Jalap label, features the talents of **Pat Patterson** and is titled "Most Requested Country Songs."

The Bob Neal Agency of Nashville has set the talent for the two opening days of the DuQuoin, Illinois State Fair. Scheduled for opening night, August 23, are **Waylon Jennings** and his **Waylors**, **Jerry Lee Lewis** and his band, the **Osborne Brothers**, the **Porter Wagoner Show** with **Dolly Parton**, and the **Compton Brothers** unit. The Sunday night, August 24 program will feature the talents of **Charlie Pride**, **Marty Robbins** and his band, **Merle Haggard** and the **Strangers** with **Bonnie Owens**, **Conway Twitty** and the **Lonely Blue Boys** and the **Compton Brothers**. Bob Neal will produce and emcee both shows . . . The Country Music Association has selected Los Angeles as the site of its quarterly meeting March 27-28. The announcement, by CMA executive director **Jo Walker**, said Los Angeles had been chosen because of the unusual amount of interest in country music on the West Coast, particularly among the radio and TV stations . . .

**Roy Horton** of the Peer Southern organization, departs later this month for a series of meetings at country music conferences and festivals in the U.S. and London. Horton's schedule includes stops in L.A. for the CMA meeting and a series of business meetings at the Peer Southern West Coast office. He also plans to attend the Blue Grass Festival in North Carolina and the country music festival in London before returning to Nashville for the taping of the Johnny Cash TV Show and the annual Four Star Golf Invitational Tournament . . .

**Don Pierce** and **Hal Neely** of Starday-King announced that 22 employees of Starday Records received in excess of \$380,000 in cash payouts representing full share funding of each employee interests in Starday's profit sharing and pension retirement trust fund. The recent sale of Starday-King to Lin Broadcasting enabled Pierce to effect the payouts on a full vested basis to each employee regardless of the length of employment. Many new opportunities, increases in salary and other employee benefits have resulted for Starday-King employees resulting from the sale to Lin. Pierce reported . . .

**Cedarwood Publishing Co., Inc.**, has announced the signing of **Cecil Null** to an exclusive writers contract. Null's "Then I'll Stop Going For You" hit the airwaves last week via an Epic release by **Jim & Jesse**.



### Staying On

RCA's lovely country chanteuse, **Connie Smith**, is obviously very happy with her label and doesn't plan to make any changes. In the photo at left, she's shown signing her new RCA recording contract, as her personal manager, **Bob Neal**, and her executive producer, **Bob Ferguson**, look on with approval.

# Cash Box



March 29, 1969

## Eurovision Song Contest - Madrid



The Eurovision Song Contest of 1969 will take place in Madrid on Saturday, March 29th, when Spain, last year's winning country, will welcome this year's contestants. During the past few weeks preliminary heats have been held in the 16 participating countries to find the songs and the singers which they will be sending to the international event. Some of the artistes taking part are pictured above:  
Top Row: Iva Zanicchi, Italy; Siw Malmkvist, Germany and Lulu of the United Kingdom. Second Row: Muriel Day, Eire; Tim Koberg, Sweden; and Romoald representing Luxembourg. Third Row: Paola of Switzerland; Salome representing Spain; and Kirsti Sparboe performing for Norway. Bottom Row: Frida Boccara, France; Louis Neefs, Belgium; Jarkko Ja Laura representing Finland and Jean Jacques of Monaco.



# Great Britain

The Variety Club of Great Britain named Tom Jones as the Show Business Personality Of The Year at its awards luncheon at the Savoy Hotel March 11th. He got the citation for his work on records, television and in the variety theater. Rolf Harris was named joint BBC TV Personality Of The Year with comedian Marty Feldman and disk jockey Jimmy Young got the award of BBC Sound Radio Personality. Jones and his singing stablemate Engelbert Humperdinck, who was Show Business Personality of 1968, have made a flying start in the business world with Management Agency and Music (Mam), the enterprise launched by their manager Gordon Mills. The company went public with a rapid over-subscription and controls a total of six other companies including G. W. Mills Ltd.; Panariver, which promotes shows and tours; Tom Jones (Enterprises); Coolwind, formed last November by Jones to handle his takings from his current TV series; and Artists' Management and Agency, which books over thirty acts including Mary Hopkin. Coolwind, 70% owned by Mam, has received another useful boost through Sir Lew Grade of Associated TeleVision selling a further twenty-six Tom Jones shows to American TV. It seems likely from examining the Mam prospectus that Gordon Mills will set up a record label in the future, bearing in mind that the Decca recording contracts of both Jones and Humperdinck expire December 31st 1970.

Apple, the Beatles' enterprise, plans to launch a spoken word label in May. It will be called Zapple, and the initial release of three albums will include another John Lennon-Yoko Ono LP, this time with the duo appearing clothed in the sleeve photograph. Albums by the late Lenny Bruce will also be issued on Zapple.

RCA Records has rejigged its executive line-up and responsibilities following the departure of artist development manager Terry Oates to join the Columbia-Screen Gems office. Four managers now report to the new creative services head, a position temporarily held by managing director Bernard Ness pending an appointment. The managers are Bob Angles, foreign programming, Mal Thompson, artist development, Peter Aldersley, advertising and promotion, and Jack Heath, who assumes A&R responsibilities in addition to running Sunbury Music until an A&R manager is appointed. Aldersley comes on to the RCA staff after close liaison during his time with the label's advertising agents, G. S. Roysds.

Capitol is planning a country and western package tour for Europe around Easter 1970. Capitol international division merchandising director Bob Klein, here recently with Buck Owens and the Buckaroos, told Cash Box that it was hoped to bring over Buck Owens, Merle Haggard, Sonny James, Wanda Jackson, Win Stewart, and others for shows in Finland, Norway, Holland, Germany, Belgium, and England over a spell of three and a half weeks. A composite album featuring the stars involved would be released in the appropriate territories to coincide with the dates. Klein also hopes to fix British dates this spring for Joe South following the interest created by his "Games People Play."

Fleetwood Mac, who scored internationally with "Albatross," are leaving the Blue Horizon label following a reported disagreement over musical policy concerning future releases. Their follow-up single "Man Of The World" has been withdrawn.

A Music Industry Copyright Association was inaugurated March 11th at a meeting attended by over seventy people in Copyright House, the London headquarters of the Performing Right Society. The association's purpose is the discussion, examination and solution of mutual problems affecting the copyright side of the trade, and eventual membership of over one hundred

taking in TV and radio copyright executives as well as those from publishers and recording companies is one aim. The president is Frank Blackburn of Francis, Day and Hunter, Bernard Brown of Campbell Connelly is the chairman, and John Craig of Mills Music is the secretary. The committee consists of Alf Dewdney (EMI), Don Elems (Feldman Music), Patricia Feldman (Philips), Gordon Jones (Performing Right Society), Frank Shaw (Ardmore and Beechwood), Edith White (Pye), Muriel James (Boosey and Hawkes), John Edwards (Mechanical Copyright Protection Society), Dave Baskell (RCA), and John Underwood (Southern Music).

Alan Bown, previously with MGM, has signed a three-year worldwide recording contract with Decca. Mike Hurst remains as the group's producer, and its disks will be released on the Deram label. London Records U.S.A. executive Walt Maguire flew here to discuss the group's American releases with manager Mel Collins. Al Gallico will handle all the Alan Bown promotion in the States, and Kelvin O'Neal will look after the group's Australian representation.

Two American songstresses have been active in London recording studios of late. Liberty's Vikki Carr cut titles for a possible single for the British market under the supervision of A&R executive Noel Walker, and MGM's Lainie Kazan recorded a Clive Westlake song for her next single under the direction of Bill Landis.

Matt Monro will make his movie debut in "Bulala," a full-length feature to be shot in Rhodesia in May. The film will be directed by George Montgomery and released by 20th Century Fox, and Monro will play the role of an air pilot. He records his own TV spectacular for BBC 2 early next month before leaving for two weeks of concerts in South America.

David Platz of Essex Music has just completed another trip around the company's European offices and affiliates. Essex has the French entry in this year's Eurovision Song Contest, "Un Jour Un Enfant" sung by Frida Boccara and written by Emil Stern and Eddie Marnay. Her version and an orchestral one by Paul Mauriat were released here by Philips March 21st.

Gun go to American next month for three days in Philadelphia beginning April 4th, followed by a week at the Scene, New York, and dates in Boston, Chicago, and the Whisky A Gogo in Los Angeles. TV and radio dates are also being set for the group.

Quickies: Atlantic subsidiary Atco gets its own logo under Polydor's aegis April 1st, and the first release will be the "History Of Otis Redding" LP... CBS producer Bob Johnson here for Georgie Fame album after completing an LP with Bob Dylan in Nashville... RCA releases two albums by Ray McVay and his orchestra April 11th linked with the World Ballroom Dancing Championships at which the McVay orchestra plays... United Artists released the soundtrack LP of Francis Lai's music for "Hannibal Brooks" starring Oliver Reed March 21st... Tony Bennett set for concerts with Count Basie's band in London, Bristol, Leicester, and Manchester from April 19th. New Bennett single is "People"... Jackie has cut "Love Is New" from the movie "Everlasting Love" for Page One... April MGM LP release by Barry Ryan is "Barry Ryan Sings Paul Ryan"... United Artists star Bobby Goldsboro here for "This Is Tom Jones" TV guest spot and promotion appearances... MGM underground group Caravan in U.S. April 1st through 21st, including dates at Fillmore East and West... Pye Records is beginning house magazine called "Sounds Around" containing news and features about its stars and staff and those of its licensees to be published every other month... Judy Garland wed Micky Deans March 15th with Johnnie Ray as best man.



## UA Music Names Spalding Admn. Head Abroad

NEW YORK — John Spalding has been named to the post of director of administration for the United

Kingdom and Europe for United Artists Music Group. Disclosure of the major executive appointment was made by Mike Stewart, president of the publishing firms.

In his new post, Spalding will supervise all fiscal and administrative matters throughout Europe for the various publishing entities within the UA group. As chief publishing officer for the United Artists music group in Europe, Spalding will report to Noel Rogers, managing director for Records and Music for European operations; Murray Deutch, Executive Vice President in charge of world-wide publishing operations and to Sy Zucker who heads foreign administration for both music and records.

Spalding, formerly general manager — financial director for the UA music companies in the United Kingdom, will headquarter in London. His new assignment continues for Spalding and association begun over a decade ago with Dominion Music, Ltd., an American-based music publishing firm with many interests in Europe. When Dominion was acquired by UA, Spalding continued in his executive capacity

## Diamond Publishing Deals

LONDON — Neil Diamond, whose latest UNI album, "Brother Love's Travelling Salvation Show," will be released shortly, is already lining up publishing deals in the United Kingdom for three of the songs.

Diamond, who writes his own material and is a principal in a publishing company, is currently negotiating with three British firms for sub-publishing rights. Among the British artists who have recorded Diamond's songs are Herman's Hermits, Lulu, Cliff Richard and Deep Purple.

## Great Britain

Ex-Zombie drummer Hugh Grundy has joined CBS as radio and TV exploitation assistant to Dave Margerson... Verve Forecast artist Patrick Sky played Royal Festival Hall concert March 24th with Fairport Convention and disk jockey-compere John Peel... Columbia Studio 2 pianist Valenti arrived on a camel for his launching lunch at the Cafe Royal. He's a dead ringer for P. J. Proby... Transatlantic promotion manager Philip Swerne joins A&M in a similar capacity April 8th.

Peggy Jones, Publicity Officer for MPM music was amongst those presented to the Queen at the party held in the House of Lords on March 13th to celebrate the 75th anniversary of the Society of Women writers.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	1	*Where Do You Go To	Peter Sarstedt	United Artists
2	8	3	I Heard It Through The Grapevine	Marvin Gaye	Tamla Motown
3	5	4	*Surround Yourself with Sorrow	Cilla Black	Parlophone
4	3	4	Wichita Lineman	Glen Campbell	Ember
5	2	7	I'm Gonna Make You Love Me	Supremes/Temptations	Tamla Motown
6	4	5	The Way It Used To Be	Englebert Humperdinck	Decca
7	13	3	Gentle On My Mind	Dean Martin	Reprise
8	11	2	Monsieur Dupont	Sandie Shaw	Pye
9	16	2	*First of May	Bee Gees	Polydor
10	7	8	*Please Don't Go	Donald Peers	Columbia
11	6	7	*Half As Nice	Amen Corner	Immediate
12	9	6	I'll Pick A Rose For My Rose	Marv Johnson	Tamla Motown
13	15	3	You've Lost That Lovin' Feelin'	Righteous Bros.	London
14	—	1	If I Can Dream	Elvis Presley	RCA
15	19	2	*Good Times	Cliff Richard	Columbia
16	—	1	*Sorry Suzanne	The Hollies	Parlophone
17	18	2	Windmills Of Your Mind	Noel Harrison	Reprise
18	10	7	Dancing In The Street	Martha Reeves and The Vandellas	Tamla Motown
19	14	4	Soul Sister Brown Sugar	Sam & Dave	Atlantic
20	—	1	*One Road	Love Affair	CBS

\*Local copyrights

## Great Britain's Top Ten LP's

- 1 Diana Ross & Supremes Join Temptations — Tamla Motown
- 2 Goodbye — The Cream — Polydor
- 3 Best Of The Seekers — Columbia
- 4 Hair — London Cast — Polydor
- 5 Rock Machine I Love You — CBS
- 6 Englebert — Englebert Humperdinck — Decca
- 7 Sound Of Music — Soundtrack — RCA
- 8 The World of Val Doonican — Decca
- 9 Postcard — Mary Hopkins — Apple
- 10 Yellow Submarine — Beatles/George Martin — Apple



## English Unit Of WB/7 Stresses Disk-Music Publishing Autonomy

HOLLYWOOD — The autonomous nature of Warner Bros.-Seven Arts disk and music publishing operation in England has been underscored by several new developments.

First, it was emphasized by Mike Maitland, who heads the worldwide activities of the record company and is chief of the parent company's entire music and publishing set-up, that the U.K. subsidiary will be a completely self-contained record company and publishing firm under the directorship of Ian Ralfini.

Second, it was announced jointly by Maitland and Louis Benjamin, Pye Chief, that Pye is closing a contract with W-7 Records to perform all the pressing and distribution duties for the new U.K. unit.

Pye has acted as W-7's licensee in the U.K. and continues in that function until its present licensing contract terminates on June 30.

Though W-7's pressing and distribution agreement with Pye will extend their lengthy association, several other major U.K. record giants put in bids for the account. But it is known that W-7 executives believed Pye, with its expansive van service, could most effectively provide W-7 with swift, full coverage of its repertoire.

All connected with the U.K. subsidiary have stressed one point in discussing the unit: that it is a new record company operating in Great Britain, not a foreign subsidiary with limited functions.

Ralfini, it was disclosed, will have total authority in creative decisions which W-7 feels necessary to turn the company into an aggressive, profitable entity in the growing and very competitive British market.

Ralfini formally takes over the W-7 assignment on April 1 after winding up his present duties with MGM Records. However, he has already begun talks with various record industry personnel and intends to announce his A & R and promotional staff soon after assuming his new duties.

Again, in the A & R department, Ralfini will have a completely free hand to assign producers and acquire ta-

## Rada Pressing To Release Product

VANCOUVER — Rada Record Pressings, as the name indicates, is a West Coast pressing plant. However, it has made successful moves into record production and distribution as well.

Latest to be released is LP product by a local group and a travelling Latin American trio. The latter, Los Presidentes Trio, a favourite with Vancouver club goers cut their session at Al Reusch's Aragon Studios with Bob Williams as arranger.

The local entry, "The New Sounds Of Nashville" by The Nashville Sound have become popular throughout British Columbia and Alberta as well as the states of Oregon, Washington and California. Much of this country material is written by the group.

Danny Forget, general manager of Rada Pressings, has revealed plans for extensive record releases, both singles and LP of local and out of province talent. Rada is also stepping up production in its pressing plant and besides the domestic market, have acquired sizeable orders from the U.S.

lent in the U.K. market for worldwide distribution in association with the diskery's home office in Burbank (Calif.). In his directorship of the U.K. operation, Ralfini will be reporting directly to the company's international vice president, Phil Rose, and to W-7 Music Division vice president, George Lee.

In assuming the management of W-7 publishing interests, Ralfini intends to spark a new drive to sign-up a stable of writers for both the British and world markets and will personally supervise all writing projects undertaken by the company.

## RCA To Distribute Kerr Label

TORONTO — RCA will have exclusive distributor rights for all Kerr product in Canada. Gibb Kerr, firm prexy, former Ottawaian who now makes his home in Granada Hills, California, was in Toronto completing the signing for the new deal as well as setting up dates for his top money-maker, Rich Little. Initial album product to be released will be "Rich Littles' Broadway". Plans are now being made for two more LPs to follow.

First of single product will be the release of "Used To" by Dian Hart, a California girl, Kerr discovered in the Black Knight Room of Toronto's

## Singleton Productions On Brink Of Wide Foreign Market Expansion

NASHVILLE — Noble J. Bell, executive vice president of Shelby Singleton Production, Inc., and attorney Paul Marshall of Marshall and Morris, are visiting seven European countries to evaluate the international market while establishing a closer working relationship with foreign licensees.

Increased activity of catalog items in the SSS International Records labels and Shelby Singleton Music, Inc. prompted Shelby S. Singleton Jr., president of the firm, to direct his financial/planning director and his corporate attorney to the Continent for the first hand appraisal.

The 14-day trip includes a schedule of planned meetings in England, Holland, Sweden, France, Germany, Italy and Switzerland where Bell and Marshall will initiate talks to have all label product released outside of the United States under the SSS International Records logo. Quality Records of Canada currently releases all Singleton product in this manner.

All domestic-based labels either owned or distributed by Singleton — including Plantation, Minaret, Silver Fox and SSS International Records — will be affected by the international consolidation.

Singleton executives credit the steadily increasing foreign popularity of established U. S. acts like Jeannie C. Riley, Peggy Scott and Jo Jo Bensoff, Johnny Adams, Betty Harris, Dee Mullins, Michael Henry Martin and David Wilkins with the rising amount of foreign interest.

Paralleling the recording field activity are the strong copyrights owned by the Singleton publishing firms which continue to be recorded overseas. These evergreens include "Turn The World Around," "I Almost Called Your Name," "If The Whole World Stopped Loving," "Jim Dandy" and "Such A Night."

When arrangements are finalized, Singleton will personally make a European jaunt with Bell to further solidify the existing relationships.

## Apple Studios Open

NEW YORK — The \$500,000 ultra-modern Apple Records Studio at Apple Corps Ltd. headquarters in London (3 Saville Row, London W. 1.) has just been completed and is now open for business.

First record to be done at the new studio will be a new Mary Hopkin single, "Goodbye," by Lennon-McCartney, scheduled for release mid-April. Following Miss Hopkin will be the modern Jazz Quartet, recording an album for Apple.

The studio was built under the direction of Apple electronics head Alex Mardas.

Royal York. Miss Hart has already made an impact in certain areas of the U.S. where she has appeared. In Canada she is also receiving much exposure in her areas of engagements and for this reason stopped off in Toronto after completing an engagement at Ottawa's Chateau Laurier for a round of promotional activity arranged by RCA's Ontario Branch Manager Ed Preston. The single is regarded as strong for country exposure with its plug side, written by Bill Anderson, but is finding good play at MOR stations with the flip, "All The Time" written by Mason Williams.

## Larry Page Sets Artist Deals

LONDON — Larry Page made a lightning visit to Holland to sign a Dutch group Sandycost to a world wide recording contract — a group he first heard at MIDEM. The Sandycost are currently high in the Dutch charts with "Capital Punishment on Iramac." The first U.K. album "From the Stereo Workshop" will be issued in May coincidental with their London visit.

Enrico le Bendiger of Fermato Brasil came to London for talks with Page regarding the Zimbo Trio. Their third album will be issued on Page One coincidental with their European tour which commences in June. Brian Hall, international sales and marketing manager, will accompany Larry Page to Spain where a reception is being held (March 28th) to launch the Page One label in Spain, distributed by Sonoplay. First released include "Evil Woman" by the Troggs, "Highway of Dreams" by the Vanity Fair, "Oh,

what a naughty man" by Allan David and "Instrumentally Yours" by the Larry Page Orchestra. Following his Spanish visit, Page flies to the States April 7th.

## Brenton Wood On Aussy Tour

HOLLYWOOD, Calif. — Double-Shot Records' star Brenton Wood, currently ascending with "A Change is Gonna Come," jetted to Australia March 18 for an immediate two-week tour of Down Under territory with the Canned Heat.

He will be accompanied by Hal Winn, vice-president of the label.

Wood recently returned from Italy where he performed at the San Remo Song Festival.

This is his first trip to Australia where his "Gimme Little Sign" hit No. 1 on pop music charts about a year ago.

## Past Eurovision Contest Winners

Year	Country	Song	Artist
1956	Switzerland	Refrain	Lys Assia
1957	Netherlands	Net Als Toen	Corry Broken
1958	France	Dors Mon Amour	Andre Claveau
1959	Netherlands	Een Beetje	Teddy Scholton
1960	France	Tom Pillibi	Jaqueline Boyer
1961	Luxembourg	Nous, Les Amoureux	Jean-Claude Pascal
1962	France	Un Premier Amour	Isabelle Aubret
1963	Denmark	Danseuse	Grethe & Joergen Ingmann
1964	Italy	Mon Ho L'Eta	Gigliola Cinquetti
1965	Luxembourg	Poupee De Cire Poupee De Son	France Gall
1966	Austria	Merci Cheri	Udo Jurgens
1967	United Kingdom	Puppet On A String	Sandie Shaw
1968	Spain	La La La	Massiel



IN HER HONOR — Regine, the French songstress, was guest of honor recently at a reception held at EMI House. She is shown with (left to right): Alain Normand, international sales manager of Pathe-Marconi, France; Ron White, director of pop repertoire and marketing services at EMI; and L. G. Wood, international director of records at EMI.



# Holland

An impressive press-reception introduced a new album by singer Boudewijn de Groot, called "Nacht En Ontij" (Unseasonable Times) to the press and disc jockeys. With the album goes a free single, called "Aeneas Now". Boudewijn de Groot was awarded an Edison for his previous album "Picknick" (Decca).

N. V. Phonogram A&R-director Gerrit den Braber recorded U.S. jazz-musician Jean "Toots" Thielemans in Holland. This session will be released this week.

The first Mainstream album of Big Brother And The Holding Company was released in Holland recently on the London Label.

N.V. Phonogram released several charts-items recently: The Amen Corner's "Let The Good Times Roll" (Deram), the catchy "Michael And The Slipper Tree" by the Equals and "Mendocino" by the Sir Douglas Quintet (Mercury).

Dutch singer Shirley Martin signed a personal management contract with The John Gunnell Agency, who organized a fine press-reception in the Bag O'Nails Club, London. Miss Martin's records will be released worldwide on the Fontana label. On March 12-15 German singer Hildegard Knef was in Holland to record her own television-show. The show was transmitted on March 15 and featured eleven songs. Most of these songs are from the "Knef concert" 2-records album (Decca).

The successful performance on the Grand Gala of Buck Owens and the Buckaroos, Amalia Rodriguez and the Pentangle resulted in good initial orders for the three Gala albums especially released by Bovema for this occasion. The big Bovema campaign "Contemporary Rock Repertoire"

started with the introduction of four sample LP's: "Immediate Lets You In" (with a selection of Immediate artists), "Purple Simon Moves The Pink Harum" (with the biggest names of EMI), "Rock-A-Delics" (various artists of the Capitol label), "Tom's Touch" (a collection of Tom Wilson productions).

Ten artists entered the National Song-festival to choose the song-entry of Holland on the next Eurovision-Contest in Madrid. A jury of 15 members (from the fifteen Eurovision-countries) chose the winning song "Troubadour" by guitarist Lenny Kuhr. For the third year in a row, Editions Altona is the publisher of the winner.

U.A. Music (handled by Altona) in Top Ten position for the past eight weeks with titles of musical "Hair," has big expectations about the Peter Sarstedt-record "Where Do You Go To", released by Artone.

Midem has been a very successful week for the World Music group and I.M.C. — Amsterdam. An agreement has been signed with Transatlantic Records publishing company and plans are to promote the Transatlantic label in the Benelux countries. In Holland, the label is being distributed by Bovema. The new Monkees' record and new album looks like a big hit in Holland. The single of Jimmy Frey, "Zaterdag", was released last week in Holland by Philips.

Nina Simone's fantastic hit from "Hair": "Ain't Got No — I Got Life" for five weeks at the first position in the Dutch charts has a fabulous follow-up in "To Love Somebody". The original Broadway cast LP of "Hair" is number one this week in Holland's LP-Top-50 and Nina Simone's "Nuff Said" is third on the LP charts.

## Holland's Best Sellers

- 1 First Of May (Bee Gees/Polydor) (Basart/Amsterdam)
- 2 Atlantis (Donovan/Epic) (Holland Music/Amsterdam)
- 3 Why (Cats/Imperial)
- 4 Baby Won't You Leave Me Alone (Web/Deram) (Apple Corps H.V.-Basart/Amsterdam)
- 5 Spooky's Day Off (Swinging Soul Machine/Polydor) (Dayglow/Hilversum)
- 6 Crimson & Clover (Tommy James & The Shondells/Vogue) (Basart/Amsterdam)
- 7 Ring Of Fire (Eric Burdon & The Animals/MGM)
- 8 All The Love In The World (Consortium/Pye)
- 9 Love Is Love (Barry Ryan/MGM) (Belinda/Amsterdam)
- 10 Ain't Got No — I Got Life (Nina Simone/RCA) (U.A. Music-Altona/Amsterdam)



COASTING INTO HOLLAND recently was Larry Page (3rd from left), owner of Page One Records, in order to discuss the launching of two Dutch groups on the British and international markets. Shown above with Page is one of the groups, the Sandy Coast, which has enjoyed heavy sales in Holland. Harry Knipschild (2nd from right), an Iramac executive, made the arrangements for Page's business conference.



# Argentina

The crisis in promotion affecting the record industry since last week's Government regulations concerning record playing on the 36 radio stations controlled by the Comision Administradora is being faced by several companies with different approaches. The main way will be television, with more musical programs devoted to record releases. A good example is RCA's special program in the highly rated "Oasino" TV 13 spot, featuring all its top teen groups, tied with a simultaneous. CBS has started TV commercials, and some artists belonging to other labels are even recording "live" on tape, to avoid the qualification of "record" to their rendering of a song. The strict regulations establish that no more than one record by a label will be played in each station in every 30-minute period, and that not more than seven recordings by the same artist will be played by the same station during the day. Airing of a record more than once a day is also forbidden. For the future, the establishment of a jury to qualify records according to their value (as in Italy) is foreseen. These rules do not apply to stations owned by private hands nor Radio Nacional the net directly owned by the State Radio Nacional on the contrary, during the past months has been entering more and more into pop music and a sort of disk-jockey programming in all its stations.

Litto Nebbia, formerly leading voice of Los Gatos, is already recording as a soloist, and his first single will be made available in April. Another group also recording for RCA, The Con's Combo, have returned to their native country, Sweden. Uruguayan artists Los Iracundos will receive, in a few weeks, Diplomatic Passports from their country, and will give a concert at the Government House in Montevideo. The label is planning to invite Argentine journalists to be present at the ceremony as it did with the golden record awarded to Palito Ortega in Mar del Plata last January.

Odeon reports the contracting of well known TV actor Juan Carlos Dual and the imminent release of his first record. Budget priced series

Coleccion Musical has several new releases, with pop and classical music LP's by Edmundo Rivero, Francisco Canaro, Rugero Ricci, Mantovani and others. On the pop side there is a new album by Salvatore Adamo in Spanish, which will surely sell as well as the previous ones by this artist. It is also worth mentioning that the diskery's pubbery, Editorial Musical Odeon, has obtained the rights to Adamo's songs on an exclusive basis.

Jacko Zeller of Korn Publishers infos about the success of "Waterfall", the Jimmy Cliff chart rider which also has versions by local artists Sound and Co., Willy Martins and Bingo Reyna. The pubbery is now working on the tunes that Maria Vaner has included in her next single, "Chau" and "Cuando Vos Ya No Estes".

Fermata's Mauricio Brenner reports on their new releases by folk artist Anzoategui, classical music pianist Daniel Desimone, French star Sacha Distel and Italian chanter Mimo Reitano. There is also a new LP by Claudio Villa, and, on the publishing side, Fermata has the three first prizes of San Remo.

CBS' Leonardo Favio, now receiving medical attention in the States, has a new single "Din Don", and strong sales are expected. On the International side, Bobby Solo's version of "Zingara" is running very well and local pop artist Sandro has a strong rider in "Penumbra". Big news is the establishment in Argentina of Epic, which will handle some of the labels currently represented by CBS. Douglas Taylor, formerly Commercial Director of CBS, will manage it.

Everybody is smiles at Disc Jockey, since Pintura Fresca's version of "Chewy Chewy" is selling very strongly, and newly contracted artist Pablo Javier Beltran is also showing good sales potential. On the melodic side, the new LP by Pepito Perez, "Canta al Litoral", is also being well received by customers.

Music Hall is enjoying the success of The Foundations, whose latest single is also in the charts, and strengthening the fame of this group.

## Argentina's Best Sellers

This Week	Last Week	Artist/Label
1	1	Zingara (Fermata) Nicola de Bari (RCA); Bobby Solo (CBS)
2	3	*Ella Ya Me Olvido (Melograf) Leonardo Favio (CBS)
3	2	*Penumbra (Ansa) Sandro (CBS)
4	7	Waterfall Jimmy Cliff (Philips)
5	5	Chewy Chewy Pintura Fresca (Disc Jockey); Ohio Express (Microfon); Conexion Numero Cinco (RCA)
6	4	*Fuiste Mia Un Verano (Melograf) Leonardo Favio (CBS)
7	6	*Puerto Montt (Relay) Los Iracundos (RCA)
8	16	*Extrano De Pelo Largo Joven Guardia (RCA)
9	8	Esta La Cosa Negra Negra (Relay) Lucio Dalla (RCA)
10	9	*En El Vaiven (Relay) Vico Berti (RCA)
11	11	Hold Me Tight (Odeon) Anthony Swete (RCA); Johnny Nash (EMI)
12	15	Vals De Verano (Odeon) Salvatore Adamo (Odeon)
13	12	*El Mimoso Pepito Perez (Disc Jockey); Coco Diaz (Odeon)
14	—	Boton De Oro The Foundations (Music Hall)
15	13	Todo Pasara (Odeon) Matt Monro (Capitol); Herman Figueroa Reyes (CBS)
16	14	*Asi (Ansa) Sandro (CBS)
17	11	Ob-La-Di Ob-La-Da (Fermata) Bedrocks (Odeon); Marmalade (CBS); Conexion Numero Cinco (RCA); Trillizas de Oro (Fermata)
18	20	Lo Mucho Que Te Quiero Pablo Javier Beltran (Disc Jockey)
19	18	*La Balandra Los de Cordoba (Music Hall)
20	17	El Jugete (Relay) Gianni Morandi (RCA)

## Argentina's Top Ten LP's

1	1	Fuiste Mia Un Verano Leonardo Favio (CBS)
2	2	Bienvenido 69 Selection (RCA)
3	4	El Sentir Jose Larralde (RCA)
4	3	La Magia Sandro (CBS)
5	5	El Creador Palito Ortega (RCA)
6	—	Alguien Canto Matt Monro (Capitol)
7	6	Conexion Numero Cinco Conexion Numero Cinco (RCA)
8	—	Canta Al Litoral Pepito Perez (Disc Jockey)
9	9	El Mimoso Coco Diaz (Odeon)
10	7	El Amor Se Hace Cancion Gigliola Cinquetti/Los Panchos (RCA)

# EUROVISION

## SONG CONTEST 1969

BELGIUM

### "JENNIFER JENNINGS"

PUBLISHER: CHAPPELL  
ADDRESS: Galerie Du Centre 234-235,  
Bruxelles 1, Belgium

EIRE

### "WAGES OF LOVE"

PUBLISHER: APRIL MUSIC LTD.  
ADDRESS: 1, Wardour Street, London, W. 1.  
England

FINLAND

### "SE OLI SILLOIN" (That Was Then)

PUBLISHER: X-SAVEL  
ADDRESS: Humalistonkatu 17, A-5, Helsinki,  
Finland

FRANCE

### "UN JOUR UN ENFANT" (Through The Eyes of A Child)

PUBLISHER: NFC  
ADDRESS: 34, Champs Elysees, Paris 8, France

GERMANY

### "PRIMA BALLERINA"

PUBLISHER: INTRO-TOLEDO (MEISEL HENNE)  
ADDRESS: Wittelsbacher Strasse 18,  
Berlin West, Germany

ITALY

### "DUE GROSSE LACRIME BIANCHE" (Two Big White Tears)

PUBLISHER: SUPERSONIC-SUGAR MUSIC  
ADDRESS: Galleria Del Corso 4, Milano,  
Italy

LUXEMBOURG

### "CATHERINE"

PUBLISHER: EDITIONS TUTTI  
ADDRESS: 15, Rue Saussier Leroy, Paris 17,  
France

MONACO

### "MAMAN"

PUBLISHER: FECHNER-TREMLIN  
ADDRESS: 89, Rue de la Boetie, Paris 8, France

NETHERLANDS

### "TROUBADOUR"

PUBLISHER: EDITIONS ALTONA  
ADDRESS: Symphony House, Singel 170,  
Amsterdam 1, Holland

NORWAY

### "OI OI OI SA GLAD JEG SKAL BLI" (Oi Oi Oi How Happy I Will Be)

PUBLISHER: ARNE BENDIKSEN A/S  
ADDRESS: Osterdalsgaten 1, Oslo 6, Norway

PORTUGAL

### "DESFOLHADA"

PUBLISHER: VALENTIM DE CARVALHO  
ADDRESS: Caixa Postal 2149,  
Lisbon, Portugal

SPAIN

### "VIVO CANTANDO" (I Live Singing)

PUBLISHER: BELTER  
ADDRESS: Gomis 1, Barcelona, Spain

SWEDEN

### "JUDY MIN VAN" (Dear Mr. Jones)

PUBLISHER: SONET MUSIC AB  
ADDRESS: Artemisgatan 8, 10054 Stockholm 39,  
Sweden

SWITZERLAND

### "BONJOUR BONJOUR"

PUBLISHER: MUVE PUBLISHING  
ADDRESS: Badenerstrasse 555, Zurich,  
Switzerland

UNITED KINGDOM

### "BOOM BANG-A-BANG"

PUBLISHER: CHAPPELL & CO. LTD.  
ADDRESS: 50, New Bond Street, London, W.1.  
England

YUGOSLAVIA

### "POZDRAV SVIJET" (Greetings To The World)



# Scandinavia

## Finland

Local releases at the Scandia label include Danny with "Tombe la neige" in Finnish b.w. a tune from a local motion picture, and Eino Gron with "Mexico" and "Cominciamo ad amarci" in Finnish. At the Sonet label Eero Aven has done "Un giorno di tiro" in Finnish,

b.w. a local tune, Tapani Perttu has done "Nathalie" and "One, Two, Three O'Leary" in Finnish, and finally Sirkka Keiski has done "Baby Love" and "The Happening" in Finnish. Both labels are manufactured by Scandia-Musiikki Oy.

## Sweden

Sweden's entry for the Eurovision Song Contest in Madrid moved up to sixth spot at the charts here this week. Sonet "Judy, min van" (Judy, My Friend) with Tommy Korberg looks like a great hit here. Its closest rival, "Hej clown" (Hey, Clown) with Jan Malmsjo at CBS has also appeared on the charts debuting this week the 18th spot, with every possibility of moving against the top positions.

The well-known local TV personality, Brita Borg, has just done her first record on the Polar label. Titles include a Swedish tune, "Ljuva 60-tal" (Sweet Sixties) and the American tune "L. D. Sloane," here titled "Jan Oivind Swahn." Polar Records is also about to release the Johnny Nash LP album "Hold Me Tight" on the Jad label.

"Gang pa gang (Again And Again), the tune ending in third spot in Sweden's local Song Festival some weeks ago, has been recorded by Sten Nilsson at Decca and was released last week. Alf Robertson, a local talent who debuted successfully in a TV show recently, is out

with an LP album of his own ballads at RCA Victor.

Decca artist Sten Nilsson with Sten & Stanley recently back from Germany where they appeared in a show at an International Fair in Leipzig. Music publisher Stig Anderson to Copenhagen to promote his songs in Denmark. Chamber Brothers recently in Sweden for concerts and radio. AB Philips-Sonora gave a press party at the Philips Building.

Esther and Abi Ofarim visited Stockholm last week for a TV show. EMI artist Marianne Kock to Berlin for a German TV show in April. Sandpipers to Sweden on a tour soon. Janis Joplin, former member of the American west-coast group Big Brother & Holding Company, to Stockholm for a TV show April 1, and back again for concerts in the middle of April. Fleetwood Mac to Stockholm for a concert April 1—originally they were to appear on March 27th, but with Ice-Hockey World Championship going on in Stockholm the date of their concert was changed.

## Sweden's Best Sellers

1	1	4	Bislett spesial (Lily The Pink) (Nordre Sving Blandede Manskor/RCA Victor) Imudico A/S, Denmark
2	3	3	Blackberry Way (Move/Polydor)
3	2	10	Ob-La-Di, Ob-La-Da (Marmalades/CBS) Sonora Musikkforlag A/S, Norway
4	4	9	Build Me Up, Buttercup (Foundations/Pye) Sonora Musikkforlag A/S, Norway
5	7	3	I'm Living In Shame (Diana Ross — Supremes/Tamla Motown) Reuter & Reuter AB, Sweden
6	5	3	Son Of A Preacher Man (Dusty Springfield/Philips) Sonora Musikkforlag A/S, Norway
7	10	3	Aj Aj Aj Aj Aj (Luglio) (Osten Warnerbring/Karusell) Sonora Musikkforlag A/S, Norway
8	6	17	Harper Valley, P.T.A. (Fru Johnsen) (Inger Lise Andersen/RCA Victor) Sweden Music AB, Sweden
9	—	1	Atlantis (Donovan/Epic) Southern Music AB, Sweden
10	8	3	Fox On The Run (Manfred Mann/Fontana)

## Norway's Best Sellers

1	1	4	One Way Ticket (Eleanor Bodel/Olga) Belinda (Scandinavia) AB, Sweden
2	2	7	Gunga, gunga (Where Did Our Love Go) (Lasse Berghagen/Karusell) Reuter & Reuter AB, Sweden
3	4	3	The Jungle Book (Soundtrack in Swedish/Disneyland)
4	3	5	Da Doo Ron Ron (Claes Dieden/Olga) Belinda (Scandinavia) AB, Sweden
5	7	2	Amors pilar (Little Arrows) (Ewa Roos/Epic) Sweden Music AB, Sweden
6	—	1	*Judy, min van (Tommy Korberg/Sonet) Sonet Music AB, Sweden
7	—	1	Blackberry Way (Move/Polydor)
8	5	4	Going Up The Country (Canned Heat/Liberty)
9	6	9	Ob-La-Di, Ob-La-Da (Marmalades/CBS) Sonora Musikforlag AB, Sweden
10	8	5	I'm Gonna Make You Love Me (Diana Ross-Supremes-Temptations/Tamla Motown) Sonora Musikforlag AB, Sweden

\*Local copyright.

## France's Top Sellers Five LP's

- Gilbert Beaud (Olympia 1969) Pathe Marconi-Dimensions
- Adamo (Olympia 1969) Pathe Marconi
- Serge Reggiani (Et Puis) Polydor;
- Yvan Rebroff (Le Temps Des Fleurs) CBS
- Jean Christian Michel (Psaume) Riviera-CED



# France

President Andre Jeanneret who has managed for two years the Societe Francaise du Son (RCA, Decca, Vega), just released the figures concerning his two main companies. The RCA turnover for 1968 was 85% over 1967. The Decca turnover for 1968 shows an increase of 32% compared with 1967. This week Jeanneret will launch a 10 LP set titled "Discographie Imperiale" commemorating the second centenary of Napoleon Bonaparte's birth.

The LP album "World Star Festival" produced and distributed by the United Nations High Commissioner for the relief of refugees was just released in France. It is distributed here by Philips.

Claude Pascal can be happy with the really good start of his new publishing company NFC Music. Pascal, the publisher of France's song at the Eurovision contest, has his first hit in the chart: "Sirop Typhon" by Richard Anthony. NFC Music will also be the subpublisher of the Eurovision Italian Song "Due Grosse Lacrime Bianche."

Tutti, the publishing company managed by Jean Pierard, will sub-

publish five of the Eurovision songs. These are "Pozdrav Svijetu" (Yugoslavia), "Judy Min Vaen" (Suede), "Vivo Cantando" (Salome), "Prima-balerina" (Germany) and "De Troubadour" (Nederland).

Jacques Souplet, CBS France president, and Christian Deffes just created a new independent promotion office called Conquistador with the help of Claude Kaouza, who left the public relations department of MIDEM to join them. They want to assume the special promotion operations of record companies since they feel that the promotion department of these companies are organized for current problems but are not strong enough when a special promotion is decided upon for an artist. Conquistador, of course, will also work on launching motion pictures.

QUICKIES: CBS present their promotion Rhythm and Blues Show at the Salle Pleyel featuring the Chambers Brothers. Donovan is in Paris for a Gala at the Olympia where Miriam Makeba presents a one woman show for a week. Liza Minelli is rehearsing a special TV show.

## France's Best Sellers

- Casatchock (Dimitri Dourakine) Philips; Bleu Blanc Rouge
- Sirop Typhon (Richard Anthony) Pathe-Tacoon; NFC Music
- Casatchock (Rika Zarai) Philips; Bleu Blanc Rouge
- Arlequin (Sheila Carrere; Carrere-Plante
- Eloise (Claude Francois) Philips-Fleche; Salvat
- Desormais (Charles Aznavour) Barclay; French Music
- Oh Lady Mary (David Alexander Winter) Riviera-CED; Unpublished
- Le petit pain au chocolat (Joe Dassin) CBS; Sugar Music
- L'Orage (Gigliola Cinquetti) Festival
- Ob-La-Di Ob-La-Da (The Beatles) Apple
- Fumee (Johnny Hallyday) Philips;
- On A Toutes Besoin D'Un Homme (Sylvie Vartan) RCA
- Vesoul (Jacques Brel) Barclay
- Le Livre De La Jungle (Soundtrack) Aces; Walt Disney
- Les Gratte Ciel (Adamo) Voix de Son maitre (AA Music)

## Sao Paulo's Best Sellers

This Week	Last Week	
1	2	To Sir With Love (n.p.) — Lulu — Odeon
3	2	Aqueles Tempos (Those Were The Days) (Fermata) — Joelma Chantecler
2	3	Those Were The Days (Fermata) — Mary Hopkins — Apple
4	4	Tomorrow's Love (RCA) — Hugo Montenegro — RCA
11	5	Obladi Oblada (Fermata) — The Marmalade — CBS
7	6	Sou Louca Por Voce (Ediclave) — Elizabeth — Caravelle
6	7	Meu Coracao Que Te Amava Tanto (RCA) — Claudio Roberto — Chantecler
9	8	Porque Mentir (RCA) — Carlos Gonzaga — RCA
10	9	Casa De Bamba (n.p.) — Jair Rodrigues — Philips
14	10	Sera (Arlequin) — Marcos Roberto — RGE
8	11	Murmura O Mar (Cannes) — Altemar Dutra — Odeon
5	12	So O Ome (Vitale) — Noriel Vilela — Copacabana
12	13	Casa De Bamba (n.p.) — Martinhe da Vila — RCA
15	14	Nem Um Talvez (n.p.) — Trio Ternura — Musidisc

## Sao Paulo's Top Ten LP's

- Inimitavel — Roberto Carlos — CBS
- O Sucesso E — Agnaldo Timetee — Odeon
- The Beatles Double Album — The Beatles — Odeon
- Realization — Johnny Rivers — RCA
- A Pretendida — Altemar Dutra — Odeon
- Paula Sergio Vol. 2 — Paulo Sergio — Caravelle
- Por Quem Estou Apaixonada — Martinha — Rozenblit
- Socorro, Nosso Amor Esta Morrendo — Wanderley Cardose — Copacabana
- As 14 Mais Vol. XXII — Several Artists — CBS
- O Banquete Dos Mendigos — Rolling Stones — Odeon

## Sky In England

NEW YORK — Pat Sky, Verve/Forecast album act, has been set for a tour in Britain. He is slated to appear in person at Cambridge University, March 19 and 22, Cardiff, March 20, Dingley, March 21, Albert Hall, March 24, Edinborough, March 28, Aberdeen, March 29, Dunun, March 31, Motherwell, April 2. Pat Sky's British tour is being handled by Julia Creasy of Nems Enterprise, Ltd.

He has just signed a publishing contract with Leeds of London and his

first Verve/Forecast album of "Reality Is Bad Enough" will be released by MGM in England in conjunction with his tour. It is most likely that a cut from the album "Modern Major General" will be issued as a single during his trip throughout the British Isle. Sky returns to New York April 28 and will do a special concert at the University of Buffalo on that date. Plans for Pat Sky's second album on the Verve/Forecast label are being formulated now.





# CashBox Australia

Record production figures continue to improve in nice style as reflected in the latest figures available from the Commonwealth Statistician. The six months period ended December 31st showed a total production figure of 8,546,000 units, with better than half accounted for in albums. If this present rate of increase keeps going, the twelve period which will end on June 30th will easily surpass the all-time high annual production figure of 15 million units set last financial year.

Good news for local artists and record companies in the announcement that we are to get another pop music series on national television under the tag of "Turning On." The show, of thirty minutes duration, will run five nights each week Monday through Friday, and it will be compered by Sydney disc-jockey "Baby" John Burgess who is one of the key jocks with station 2UW. "Turning On" will be a joint production between the Channel Seven network and Aztec Services, who specialize in bringing overseas acts to Australia for concerts. It is expected that some overseas artists will be featured in the program from time to time.

Australian Record Company looks as though it's on its way towards having one of the biggest-selling albums of the year in the CBS package "Switched On Bach" by Walter Carlos and Benjamin Folkman with the Moog Synthesizer. The set is getting a surprising amount of airplay and sales are reportedly very high. It is already the best-selling classical album the company has ever had; and it is gaining big ground with pop consumers also. Peter Sanford from A.R.C. is "all out" on the record.

English star Linda Thorson is represented on a new single issued here by W & G Records. The disc carries "Here I Am" and "Better Than Loving You." W & G released the record under an agreement with Ember Records of England.

Broadcast restrictions have been removed from the musical "Hair" which is expected to go into local production soon. We understand that Harry M. Miller will stage the show in Australia and that casting is already underway. On the matter of Harry M. Miller, he is to open a new Playbox Theatre in Melbourne in conjunction with Kenn Brodzia in Aztec Services. There already is a Playbox Theatre in Sydney. First production in the new Melbourne theatre will be "The Boys In The Band" which has been playing to substantial audiences in Sydney.

Australian Record Company has issued the CBS two-disc album package, "The Andy Williams Sound Of Music." The company has struck a special retail price of (Aust) \$9.95 for the set as against their normal price of \$11.00 for such products.

Chappell & Co., Ltd., have rushed out the sheet copy on "Boom Bang-A-Bang" which is the winning British entry to the Eurovision Song Contest. There are two versions of the record released in Australia; one by local girl Anne Hawker (Astor) and the other by Lulu (Columbia) who will perform the song at the Eurovision final in Madrid on March 29.

The Paul Hamlyn group company, Music For Pleasure Pty. Ltd., has announced that they have sold one million albums since the label was first launched in Australia in October, 1968. This is quite an achievement in this country, because the MFP label was just getting established in this time also. Managing Director of the company Kevin Weldon said, "When we launched the Music For Pleasure label, it was our strong belief that there was a large market for top quality L.P.

records which sold at less than half the normal price. We have also succeeded in establishing the quality of our product, in fact our records are produced by the world famous company B.M.I."

New locally-produced singles include The Town Criers with "Any Old Time" c/ "Rene" (Festival); the Dream with "Yours Until Tomorrow" and "Turn Around" (Festival); Terry Britten with "2000 Weeks" and "Bargain Bay" (Columbia); the Graduate with "I Just Made Up My Mind" c/w "Birds and Bees" (Columbia); and Russell Morris with "The Real Thing" and "It's Only A Matter of Time" (Columbia). New Zealand singing star Allison Durbin, who is presently in Australia for personal appearances, has her latest single out on the Columbia label, "Games People Play" which was produced by Howard Gable.

We understand that Australia was the first country in the world to release the new Herb Alpert single "Zazuera" which the Festival people issued before the record appeared in the United States. This is a strong market for Herb Alpert, and he has plenty of gold records from these parts.

Two strong songs out in sheet copy form through Essex Music are "Both Sides Now" and "Wichita Lineman." Essex are also finding strong action again with "Sounds of Silence," the single of which by Simon & Garfunkel has suddenly found "new life" for the CBS boys.

The local fun group Colonel Critt and the Regimental Band of the Foot and Mouth Deserters have signed a recording pact with Phonogram Recordings, and their first single under deal is already out on the Philips label. It features a revival of "Kiss Me Goodnight Sgt. Major" with the coupling being "Moreton Bay." The disc was produced by noted English (now Australian resident) producer Alan Freeman. The record was serviced to stations and jocks in a very handsome press kit which was designed to "sell" the fun angle of the group's work.

Jeff Joseph, manager of the local recording star Ronnie Burns, tells us that plans have been finalized under which Screen Gems in the United States will arrange the release of Ronnie's recent big hit "Age Of Consent" in America to coincide with the release of the film of the same name starring James Mason. The song, written by Australian writer Terry Britten, isn't actually in the film but it was inspired by the film. The record was issued here on the Spin label (through Festival) and was a sizeable hit for Ronnie Burns.

The RCA Camden label has reduced its budget-priced album range to retail at (Aust) \$1.99. This has obviously been done to match the MFP range, and the Astor Goldengroove line, both of which have been selling at \$1.99 for some time now. The down-turn in the RCA Camden price is yet another shot in the low-priced album "war" which has been looming for quite a while. With MFP, Astor, and RCA Camden all chasing that lucrative budget market with some fine quality product, it is only a matter of time before companies like E.M.I., Festival, and Phonogram take a closer look at the \$1.99 market.

With the restrictions now off "Hair" RCA are making a determined bid to establish the Nina Simone single of "Ain't Got No; I Got Life" as a definite chart item. The record is catching a fair amount of play now, and with the show coming along, the Simone disc must stand some sort of chance of repeating its English success in Australia. Publishing rights in "Hair" are held by Tu-Con Music through the Leeds office.



# CashBox Germany

The German record industry had their big fete of the year and it was worth the trip to Berlin to see it. Every top publisher, producer, record exec and manager were on hand and the star-studded cast were also accompanied by a star-studded audience. The second such event in Germany's history will result in two major TV shots. One such show will feature 7 new German compositions sung by artists representing the major record labels here. The last event of this sort resulted in several major local hits. This time, local material was presented by Agnetha for Metronome Records, Dorthé for Phonogram, France Call for Teldec, Renate Kern for Polydor, Petra Pascal for Ariola, the Jacob Sisters for CBS and Beino for Electrola. The main attractions were, however, the international stars.

This portion of the program was broadcast in 17 countries and was seen by an estimated 120 million viewers which is exposure in anybody's language. The show opened with Shmuel Rodensky for CBS who did his German version of "If I Were A Rich Man" and "My Yiddische Mama." Shmuel is the star of "Fiddler On The Roof" here. The second slot fell to France's queen Sylvie Varten who did a German and a French tune with her band and made a fine impression with her voice and stage presence. Sylvie represented RCA Victor and Teldec here. The popular Los Paraguayos followed with two of their hits. The Phonogram stars will tour Germany after the show. Polydor's Italian bombshell Rita Pavone completed the first section of the show with 2 of her German language hits and the section was topped off with the Pamela Davis Dancers from London who did a number to close off every section of the show.

The second section started off with Metronome's French artist Dalida followed by the only real German language artist in the show, famous M.C.-singer Vico Torriani from Phonogram records. Teldec's Mantovani conducted his top hits and the A&M stars the Sandpipers who are released here on Polydor made their first TV

show in Germany a big one with presentation of two top hits in fine fashion.

Block three was led off by France's Richard Anthony who did two fabulous tunes. Richard is released by Electrola here. Metronome's Scandinavian folk duo Nina & Frederick followed and Teldec's Miriam Makeba broke things up with two tunes from her act. The last section saw the English show group the Mollies, who are released here on Hansa Records, bring down the house with their new charter "Sorry Susanne" and a fine version of "Blowing In The Wind" backed by the 61 piece orchestra on hand. Dusty Springfield, who for Phonogram, made her first major TV appearance here and won the hearts of all with several of her hits including "Son Of A Preacher Man." Dusty should develop into a major star here as she is in England and most of the world.

CBS star Ray Conniff did his first appearance here with his famous choir and two major French artists, Adame for Electrola and Mireille Mathieu for Ariola who has her first German recording out, broke up things for a great ending. All in all, it was a magnificent display of world talent and should prove to keep people talking about the show for some time to come. The press were treated to a fine press conference two days before the final show and a big fest at the Hilton in Berlin brought the music business people together until early the following morning. All in all it was a memorable event and now has established itself once and for all as one of the two major events of the year here together with the German Pop Music Contest which will be held again this summer. The record industry must be congratulated for joining together with German TV for this fine event.

Doug Fowlkes, known internationally as manager of Rocky Roberts, Wess and the Airdales, Joyce and the Jokers, etc., was in Germany to discuss deals for future promotion for his new offices BPM International being launched all over Europe.

That's it for this week in Germany.

## Germany's Best Sellers

This Last Weeks		Week Week On Chart	
1	1	6	Atlantis—Donovan—CBS—Peer Music
*2	2	2	Das hat die Welt noch nicht gesehen (The World Has Never Seen This Before)—Mary Ross—CBS—Ralf Arnie Music
3	3	4	Albatross—Fleetwood Mac—Blue Horizon—Immediate Music
*4	4	22	Heidschie Bumbeidschie—Heintje—Ariola—Edition Maxim
5	5	2	Crimson & Clover—Tommy James And The Shondells—Vogue—Rudi Slezak Music
6	6	2	1st of Mary—The Bee Gees—Polydor—Rudolf Slezak Music
*7	7	6	Heintje, bau ein Schloss fuer mich (Heintje, Build A Castle For Me)—Wilma—Metronome—Melodie der Welt/Michel
8	8	2	Dancing In The Street—Martha Reeves & The Vandellas—CBS—Aberbach Music
*9	9	2	Ein Student aus Upsala (A Student from Upsala)—Kirsti—Telefunken—Melodie der Welt
10	10	2	Weisst Du wohin? (Shiwago Melody)—Karel Gott—Polydor, —Hans Gerig Music

\*Original Germany copywrites

## Australia's Best Sellers

This Last Weeks		Week Week On Chart	
1	3	3	Ob-La-Di, Ob-La-Da (The Beatles—Apple) Northern Songs
2	2	5	Edge Of Reality (Elvis Presley—RCA) Belinda Music
3	4	7	Build Me Up Buttercup (Foundations—Astor)
4	1	10	Star Crossed Lovers (Neil Sedaka—Atlantic) Screen Gems/Columbia
5	—	1	Dizzy (Tommy Roe—Stateside) Woomera Music
6	5	3	Stand By Your Man (Tammy Wynette—Epic)
7	—	1	Crimson & Clover (Tommy James & Shondells—Roulette) Planetary—Nox.
8	—	1	Adios Amore (Jose Feliciano—RCA)
9	6	5	Fox On The Run (Manfred Mann—Fontana) J. Albert & Son
10	7	7	I Started A Joke (Bee Gees—Spin) Abigail Music

CARAVAN general manager FRANK SWAIN recently received a sizeable order for LPs of Bermuda's famous MERRYMEN. Although not physically a part of the giant Bahamian promotion soon to be launched throughout Canada, the group are nonetheless so powerful as representatives of "Caribeat rhythm" their presence on disc is almost necessary. The group have released 10 albums and all good sellers in Canada where the group have often appeared. They just recently completed a successful engagement at Pointe Claire's Edgewater Hotel and stopped off in Toronto for taping of a CBC-TV segment to be included in the Corporation's coverage of the Bahamian Festival. Swain has also found excellent sales in the single release of "Ride Me Donkey."

LONDON'S popular Montreal recording unit, WAYNE FARO'S SCHMALTZ BAND, who are being guided through their showbiz career by Ben Kaye, are now picking up good reviews in England where their lid of "There's Still Time" has been released on the Deram label. The group have become popular on the club circuit including Toronto. PAUL MAUR-IAT will be touring Quebec and Ontario during April. London currently pushing his newest LP release "Doing My Thing." Hottest of new album product belongs to ENGELBERT HUMPERDINCK entitled simply "Engelbert." This top Parrot artist will be appearing for one week at Toronto's O'Keefe May 26. New release from MAINSTREAM includes 35 albums primarily in the jazz field and includes top names including BILLIE HOLIDAY, BUNK JOHNSON, PEE WEEK RUSSELL, COLEMAN HAWKINS, CARMEN McRAE AND LESTER YOUNG. Many of these albums, in particular those originally released on the now defunct COM-MODORE label, are considered collectors items. BUDDY RICH, who just completed an engagement at Montreal's ESQUIRE SHOW BAR picked up much interest in his latest release from WORLD PACIFIC JAZZ, "Mercy Mercy" through his p.a. as well as top television exposure given him on the CBC-TV's "That Morning Show." PHILIPS top European artist JOHNNY HALLIDAY jetted into Quebec for a quick three days of appearances. TEN YEARS AFTER are skedded for a Vancouver appearance (21) with RAVI SHANKAR at Toronto's MASSEY HALL (21), and at the UNIVERSITY OF WESTERN ON-TARIO, London (30), the ROLLING STONES will be at Toronto's MAPLE LEAF GARDENS (30).

The BILL COSBY show, being presented by MARTIN ONROT, wound up a successful week at Toronto's O'KEEFE (10-16) but cancelled out their Montreal trip apparently because of terrorist activity in the city. Although TETRAGRAMMATON product is now distributed in Canada by POLYDOR, good promotional handling and a tie-in by WARNER BROS.-SEVEN ARTS local branch manager GORDON EDWARDS with promoter Onrot netted exceptionally good sales for Cosby's past Warner releases particularly "200 MPH." It's been reported that Onrot will take the Cosby show into Western Canada

Calgary's HAPPY FEELING, having reached the top of the heap in Western Canada with their Barry single "Happy Feeling," released in the U.S. on Mala, are now getting double value on their initial release. Instead of a follow-up, local demands for play of the flip "If There's A Thought," as well as excellent reaction to the side on their recent tour with ROY ORBISON, has influenced their manager DON LLOYD to flip the record and go all out on its promotion. Lloyd, who was looking after the group between his air time on CKXL Calgary, has found the chore too large to give proper attention to both jobs, so has left CKXL to devote all his time to the Happy Feeling. The group impressed Orbison so well he has asked them to join him on his college tour of the U. S. They'll be making appearances in Denver and Colorado Springs on their way to Clovis, New Mexico, for a taping session with NORMAN PETTY the end of March. They return to Canada by way of Winnipeg and are expected home in Calgary by mid-April. An album is expected shortly on Bell in the U. S. and Quality in Canada.

ALLAN BRUCE, chalking up good sales on his Warner Bros.-Seven Arts' LP, "My World Of Song," has been busy between his home in Montreal and New York where he has been appearing on the Arthur Godfrey Show. Bruce has also auditioned for the Johnny Carson TVer and is expected to appear on this show sometime in April.

Toronto's newest group, the LIGHTHOUSE, bowed their 13 man symphony rock group to a capacity house at the ROCK PILE (14) in spite of the no-show of SUPER SESSION who were billed on the same show. Lighthouse, being PR's by MARTIN ONROT, were recently introduced to the press in Toronto and have since received good coverage. The group, complete with cello, viola and the more common Music Of Today instruments, have cut an album session in Toronto for release on VERVE/FORECAST sometime in April. After their Toronto appearance they headed for Boston for the POP FESTIVAL.

THE METRO STOMPERS, formerly McHARG'S STOMPERS, currently doing good business at Scarboro's BROOM & STONE. They'll be appearing in Ottawa (Apr. 21) under the auspices of the Department of Tourism (Ontario). They're skedded for one week at Cleveland's THEATRICAL BAR commencing May 19. This is the first Canadian group of its kind to be booked outside the country. They'll return to Canada and kick off a week at Hamilton's GRANGE (May 26). WAYNE STERLOFF, general manager of RUMBLE RECORDS, Vancouver, reports the release of several Rumble singles throughout the Latin American countries as well as the West Coast of the U. S. Releases of "Same Old Way" by MONTGOMERY; "Memories" by FIVE MAN CARGO; and SELF PORTRAIT'S "He's A Man" have also shown well locally.

FESTIVAL DU DISQUE, an annual Montreal showcase for French/Canadian recording artists, is set for their fourth year commencing Apr. 3 and running through the 7th. The big show takes place at the PAUL SAUVE SPORTS CENTRE.

with this electronic symphony which they tabbed Lighthouse.

They've cut their first album, in Toronto, ready for release on the Verve/Forecast label sometime in April. Their first live appearance will be at the Boston Pop Festival, Mar 15 where they will be introduced by Mike Bloomfield and Al Kooper. (Prokop played drums on Kooper and Bloomfield's Columbia LP "The Live Adventures of"). Their first Canadian appearance will be at Toronto's Rock Pile, the latter part of March.

## Japan's Best Sellers

### ALBUM

This Last  
Week Week

1	4	Folk Crusaders Good-Bye Concert Folk Crusaders (Capitol)
2	1	The Beatles The Beatles (Apple)
3	3	Human Renaissance The Tigers (Polydor)
4	—	Beggars Banquet The Rolling Stones (London)
5	5	Fool On The Hill Sergio Mendes & Brasil '66 (A&M)

### LOCAL

This Last  
Week Week

1	1	Blue Light Yokohama Aumi Ishida (Columbia)
2	2	Shiranakatta-No Yukari Itoh (King)
3	3	Namida-No Kisetsu Pinky & Killers (King)
4	6	Ai-No Kiseki/Nani-Mo Iwanai-De Hide & Rossanna (Columbia)
5	5	Toshiue-No Hito Shinichi Mori (Victor)
6	4	Nagasaki Blues Mina Aoe (Victor)
7	8	Hatsukoi-No Hito Tomoko Ogawa (Toshiba)
8	7	Moi-No Kisetsu Pinky & Killers (King)
9	—	365-No No March Kiyoko Suizenji (Crown)
10	9	Kimi-Ga Subetesa Masao Sen (Minoruphone)

### INTERNATIONAL

This Last  
Week Week

1	1	Goodnight Baby The King Tones (Polydor) Publisher/J&K
2	3	Kaze N. Hashida & Shoebelts (Express)
3	4	Manchester & Liverpool Pinky & Fellas (London) Sub-Publisher/April Music
4	5	You Keep Me Hangin' On Vanilla Fudge (Atlantic) Sub-Publisher/Taiyo Music
5	2	Those Were The Days Mary Hopkins (Apple) Sub-Publisher/Shinko
6	8	Ob-La-Di Ob-La-Da The Bed Rocks (Odeon) Sub-Publisher/Toshiba
7	12	Shiroi Buranko Billy Bang Bang (King) Publisher/Rhythm Music
8	6	Swan-No Namida The Ox (Victor) Publisher/Top Music
9	11	Romeo & Juliet Sound Track (Capitol) Sub-Publisher/—
10	—	Fushigi-Na Taiyo Jun Mayuzumi (Capitol) Publisher/Ishihara Music
11	9	13 Jours En France Francislai (London) Sub-Publisher/Pacific Music
12	15	Bouya Ookiku-Naranaide Michaels (Columbia) Publisher/Mirika Music
13	10	Aoi Tori The Tigers (Polydor) Publisher/Watanabe
14	7	Junai The Tempters (Philips) Publisher/Tanabe
15	13	Kaerimichi-Wa Tokatta Chiko & Beagles (Victor) Publisher/Pacific Music

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## Lighthouse Cut Session

TORONTO: The PR firm of Martin Onrot called a gathering of news and industry people to introduce Canada's newest recording unit, the Lighthouse. This is a thirteen man group somewhat unique in that some of the members are by usual standards, over the hill, (over 30). Skip Prokop, drummer, formerly with the Paupers, got together with Paul Hoffert, a musician, arranger and sometimes director of television shows, and came up

## EDITORIAL. The Guaranteed Minimum

The proposition that a more substantial commission split for every operator, at every location, is essential in this day of inflating route expenses, was the subject of a Coin Machine News editorial several issues back. It is being supported verbally and in actual practice by a large number of progressive, intelligent operators. In our discourse over this subject with a number of these tradesmen, another sensible collection device came to the front — the guaranteed minimum.

A guaranteed minimum amount — from every collection bin to the operator — works in the obvious way. If a \$30 base is established, the operator knows the very least he will earn from that location is \$30. Everything else is gravy. He can then project this figure on an annual basis and more accurately judge the true worth of the spot, as well as the minimum worth of the entire route should he be interested in selling. To work in a guaranteed minimum, in conjunction with a 60-40 split, is ideal, but this requires quite a sales effort on the operator's part. Suffice it to say that even in the standard 50-50 situation, the guarantee is a sound financial play and should be considered for virtually every location.

From our standpoint, we think the most interesting end result of the minimum guarantee clause is that it automatically stimulates the location personnel themselves to do a little work **for us** for a change. There's nothing quite like a customer watching you take \$30 out of a \$50 cash box, leaving him only a \$20 bill, even while on a 50-50 split. This location learns rather quickly that he has to pull his weight

to earn his proper share. He's got to promote equipment play to his patrons if he'd like to see that cash box rise over the \$60 mark. Drop below, he's the one who suffers. Among many other benefits, minimum guarantees work wonders in "turning off" color TV sets when the location owner sees his customers neglecting the coin equipment.

A minimum should be engineered into every location contract, whether incorporated right into the text or added on as an amendment. Certainly, when new equipment is brought in, the minimum should be required; likewise for every loan. The minimum guarantee is also a terrific way to wear down the location's resistance to 2-25¢ music play. When he's got a fixed amount to reach for, he's mighty interested in the trade's latest techniques for earning more in the cash box.

Today's coin machine industry is becoming more modern in its financial approaches . . . whether it be the influence of intelligent competition, the entrance of sophisticated public companies into music and games, or the simple fact that operators who don't have their routes on a sound financial footing won't be operators too much longer. Higher commissions, minimum guarantees, contracts that are automatically extended each time a loan is granted, higher play pricing, increased exploitation of amusement machines through fun centers, etc. etc., are all recognized steps to earn a bigger dollar. These techniques will be standard operating procedure in the '70's, so why not start gearing up today?

### American Pinball Builds Bridges

CHICAGO — Herb Jones, advertising manager of Bally Manufacturing Corporation, claims that pinball ranks high among the U.S. products which build bridges of international understanding. "The introduction of Bally pinball games into Yugoslavia," Jones comments, "is a breach in the Iron Curtain not based solely on military or industrial expediency. At the request of the director, we regularly mail Bally bulletins to the Stage Central Technical Library in Prague. Excepting deep inside the Iron and Bamboo Curtains, Bally games circle the globe, geographically and alphabetically, ranging from A for Australia to Y for Yugoslavia. On to Z for Zambia!"

### A Pierce Birthday Gala

NEW ORLEANS — One of the biggest non-association activities during the MOA board of directors meeting took place last Friday night (March 7th), when 40 to 50 guests turned up at 'Al Hirt's Club' in New Orleans' French Quarter section to celebrate Clint Pierce's 74th birthday.

Pierce, who is a past president of the association, has contributed a goodly number of those 74 years working for and with MOA.

During Hirt's set he introduced the group and the fact they were from MOA, congratulated Pierce and then made the remark that he had once received an award from MOA, but the very next year they gave one to Herb Alpert.

### Bilotta Bows Stereo 45 for Adult Locations

SYRACUSE, N.Y. — Johnny Bilotta's much heralded stereo "jukebox" single — "Merry Go Round of Love" b/w "High and Dry" by Roberta Quinlan — has been officially released to the music operating industry. National distribution of the operator single will be handled by Galuppi Enterprises, Inc., prominent record outlet headquartered in this city.

Acting on instructions from Bilotta, Galuppi will market the operator single exclusively through recognized one stop outlets across the country. "This record has been conceived, recorded and packaged exclusively for music operators," said Bilotta.

"After a sufficient number of copies have been sold to our operators, backed up by genuine excitement at the location level to show we've got a hit, I will release promotional copies to radio stations and begin exploitation of the retail market. But first I want to prove to the music industry that we can make our own hits in the operating business," he declared.

Well publicized in the trade magazines the past few weeks, the stereo single has been termed "the type of product we operators need for our adult locations," by Bilotta. "It's material that will earn the two-sided play our machines are equipped to offer in the true stereo separation our discriminating customers appreciate." Bilotta also revealed that the single is compatible on monaural phonographs.



**ROBERTA QUINLAN is alive!**  
and singing ON YOUR JUKEBOX

**"MERRY GO ROUND OF LOVE"**  
**ROBERTA QUINLAN**  
**"HIGH AND DRY"**  
JAYBEE 1969

The JAYBEE "jukebox" sticker shown above is available to operators for on-location promotion of the stereo single. Sticker measures 11" x 2", red and black, and is self adhesive.

Galuppi's organization began shipping quantities of the new stereo single to key one stops late last week, advising that the product should be available for programming beginning this week. The record is being marketed under the name JAYBEE Records, Div. of Bilotta Enterprises, Inc.

Included in the package is a specially prepared "jukebox" sticker, designed to be prominently displayed on coin phonographs, at the location, to attract the customer's attention to the record on the machine.

"The jukebox sticker is one of the cleverest promotional ideas ever conceived for selling music play right at the location," said Jim Galuppi, president of Galuppi Enterprises. "This is merchandising with a vengeance when you consider that little or none such promotional aids have ever been produced, with the possible exception of the title strip itself," he added.

"This record was especially produced for the operator in every way, shape and form," Bilotta stated. "Even the lusty voice of Roberta Quinlan is uniquely suited to the singing style that tavern customers like best

the sound that reminds them of happier tunes and happier times."

The recording session was held in New York City, Bilotta revealed, and supervised by producers Phil Silvia and Chuck Sagel. "I told them to select the songs and make sure the arrangements hit the very heart and soul of the guy who sits at the corner bar and wishes he had more of his kind of music on the machine. They delivered the goods . . . plus!"

### Op Agency to Phoenix

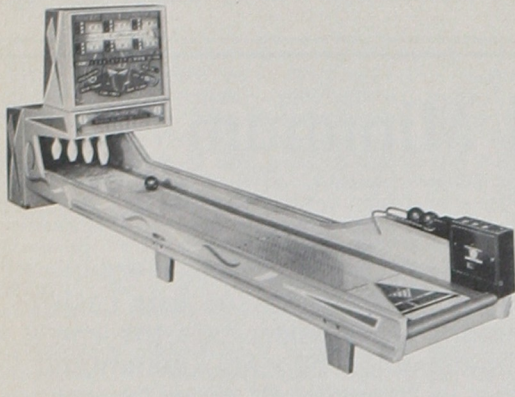
CHICAGO — Manfred S. Spindel, president of the Spindel Insurance Agency (the firm deals in insurance protection for coin machine operators), announced last week the April 1st opening of a branch office in Phoenix that will be known as the Spindel Insurance Agency of Arizona.

Spindel said, "Our new office will serve operators in the Western States, Western Canada and Mexico."

Offices are at 4710 North 16th Street. Telephone number is (602) 279-9500.

## ChiCoin Bows 'Champagne' 6-P

### ■ Features 'Swivel Score Rack'



At left is ChiCoin's latest bowler, 'Champagne', a six-player with regulation 'Beer Frame' feature.

CHICAGO — Chicago Coin released their latest bowler, the 6-player "Champagne", to the trade last week. Operators will be pleased with the Chicoin exclusive 'swivel score rack' which allows easy access — front or back — for maintenance.

Champagne, features the popular regulation with 'Beer Frame' feature, which lights up during the fifth frame of the game. Other ways to play are: flash-o-matic, Red Pin, Step-up and Dual Flash.

The new bowler also features .15¢ play or 2 for .25¢, but is adjustable to 10¢ and 25¢ play. It also has individual coin chutes — 5¢, 10¢ and 25¢.

Champagne is housed in a modern styled cabinet with a wide playfield, and comes in 16½ and 13½ feet lengths. Additional 4' and 8' sections are available.

The Chicago Coin nationwide network of distributors are now previewing Champagne in their showrooms. For details see the distributor in your area.

## ICMOA FACED WITH NEW ANTI-PINGAME LEGISLATION IN ILL.

CHICAGO — Fred Gain, executive secretary of the Illinois Coin Machine Operators Association, reported late last week that Senator Harris W. Sawell of Dupage County introduced to the Illinois Senate on Tuesday, March 18th, a bill (Senate Bill #592) that, if passed, would make it, "unlawful to keep or use a pinball game in the state of Illinois and provide for seizure and destruction of said games."

Gain said, "there are four parts to this bill which would affect our operators. Copies of the bill have not been released as yet, they should be in my hands within the next few days and I can assure you we will fight this latest legislative move with every ounce of strength in our bodies."

## BALLY RINGS BELL WITH INITIAL STOCK OFFERING

NEW YORK — Last March 17, 1968, Bally Mfg. Corp., registered an initial common stock offer of 275,000 shares (\$4,675,000) with the Securities and Exchange Commission.

After approximately one year, last week the stock was placed on the market. It was quickly oversubscribed and bid to a premium above its \$15-a-share offering price. Shortly thereafter, some dealers were quoting the shares at around \$22 bid, \$23 asked.

Underwriters led by Saunders, Stivers & Co., and Coenen & Co., made the offering.

## SEEBURG'S NICASTRO HEADS CHICAGO CANCER CRUSADE



Louis J. Nicastro, (left), president of Commonwealth United Corporation and chairman and president of its Seeburg Corporation subsidiary, gets tips on how to hit the line for the American Cancer Society from Chicago Bear Head Coach Jim Dooley (center) as Robert L. Schmitz, M.D., president of the Illinois Division of the society looks on. Nicastro is congratulated upon being appointed Chicago Crusade chairman for the 1969 educational and fund raising drive. Nicastro, a resident of Glenview, Ill., announced a goal of \$868,000 for the Crusade, which begins in April.

## SCHNELLER REVEALS PLANS FOR NAT'L. 8-BALL TOURNEY AT NYSOG MEET — LATE 70's

Jack Wilson presided at the March 19th New York State Operators Guild meeting, at which Len Schneller dropped the bomb shell when he told the assembled members that U.S. Billiards president Albert Simon and himself have been planning towards the staging of a national 8-ball tournament to take place in the late 1970's.

According to Schneller's plans the four division winners of 128 regional tourneys will be flown to an undetermined city for the grand championship. He further revealed that nearly one-quarter million dollars would be collected thru the coin boxes at local tourneys for the most magnificent series of prizes ever offered in a tourney of this nature.

Schneller was at the meeting to participate in a discussion on the Guild-sponsored 8-ball tourney which just recently concluded. He learned that members were anxious to begin their second tourney in late August. Further details on this development will appear in the next issue of Cash Box.

## SUGERMAN SHIPS WORLD'S LARGEST CAROUSEL

NEW YORK — The El Dorado, world's largest and most ornate carousel, once the showpiece of Steeplechase Park in Coney Island, Brooklyn, left the U.S. aboard the Japan freighter Kohoh Maur for Japan last Friday, March 21st.

Myron Sugerman International got the assignment from a Japanese firm to locate and purchase the finest and greatest carousel in the world for the Toshimaen Amusement Park in Tokyo.

Remembering the Carousel, which had been in Steeplechase since 1911 but moved to a storage house in Wild-

wood, NJ by owner Alan Hawes when the park closed in 1965, Sugerman located it and purchased it for his client.

The carousel was loaded into six ship containers at pier #8 under the personal supervision of Hans Vandendorp, a Sugerman representative.

Sugerman commented, "the carousel will be missed by those whose memories of Coney Island are awakened by the sound of the great organ, the smell of popcorn and hotdogs and the salty breezes of the sea . . . while the children of Japan welcome the world's greatest merry-go-round."

## Penny Arcades Revisited — by Louis Boasberg

Supplementing my article entitled "The Rise And Fall (And Rise) Of The Penny Arcade Empire" which ran in the March 15th issue, I would like to comment on the last paragraph of this article which reads as follows:

**"Coin operated amusement centers face a great era of prosperity in the future if engineers, designers, manufac-**

**turers, and operators all get together and make these places what they should be "family amusement centers" with no pornographic pictures, movie machines, or anything that may destroy the image of good clean amusement."**

Let no one infer from this statement that I am opposed to panorams, movie machines or any kind of coin operated audio, visual machine for arcades. This is not true. Anyone of these machines is welcome equipment in an arcade where families and youngsters are the principal patrons, provided the films are clean and wholesome.

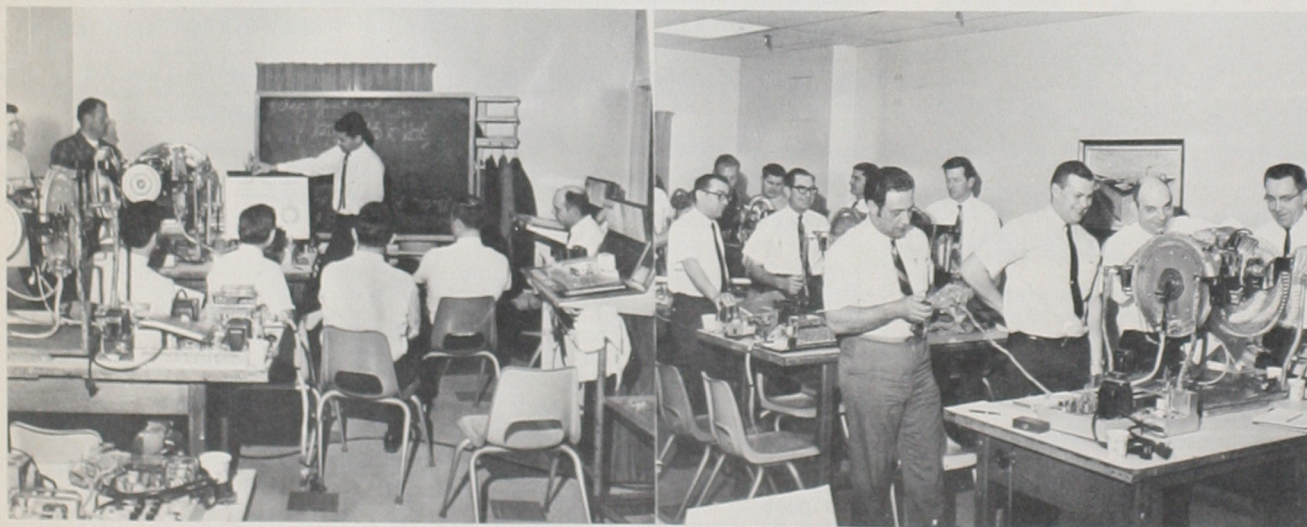
I do not believe that "girlie" or pornographic films should be shown in such arcades. Not necessarily do these films corrupt anyone but because it is bad public relations, and destroys the image of the arcade which is allegedly offering clean amusement. In arcades for adults only anything that the law allows can be shown.

This writer is a firm believer in not exposing youngsters to some of the bad habits and escape pleasures that we foolish elders indulge in; namely, petty gambling, cigarettes, alcohol and pornography.

Maybe this writer is old fashioned, but perhaps what is wrong with the youth of today is that they are exposed to such literature as "Candy", "Fanny Hill", "Lady Chatterly", rather than "Tom Swift", "Frank Meriwell" and "Horatio Alger".

Our own arcades have plenty of movie machines and panorams, but because youngsters are the principal patrons of these places, we show only football films, cartoons, old news reels, scenes from old silent movies and many other films that youngsters like and enjoy.

## Rock-Ola Stages, In Factory, Phono - Vending Training



Shown above is Rock-Ola's Warren Wheatman, the firm's sound technician and Edward Lorkowski, the field service engineer for vending; as they explain various details of Rock-Ola's phonographs and vending equipment to servicemen.

CHICAGO — Rock-Ola Mfg. Corp. played host to a group of music and vending service technicians from various parts of the United States for five days (March 10-14) during which an extensive series of service sessions were held right in the factory. The school, which began Monday morning and ended the following Friday afternoon, covered all phases of the Rock-Ola products in the vending and music equipment lines, both electrical and mechanical.

William Findlay, Rock-Ola's Field Service Engineer for phonographs, was the main instructor. Electrical and sound instruction on the phonograph was conducted by Warren Wheatman, Rock-Ola's sound technician, while the vending line was taught by Edward Lorkowski, Rock-Ola's Field Service Engineer for Vending. The visiting service men learned the operation of the Rock-Ola phonograph "from the ground up" by actually assembling a phonograph from all of

its components.

The service men in attendance were: Bernard Thompson, Syracuse, New York; Louis Avoglia, North Bergen, New Jersey; Charles Beam, Manhattan, Kansas; Robert Greatens, Green Bay, Wisconsin; Richard Allen, Appleton, Wisconsin; Lyle Olson, Marinette, Wisconsin; Dale Johnson, Menominee, Michigan; Earl Hoot and Pete Falco, Houston, Texas; Paul Vidmar, Denver, Colorado.

**MOVE AHEAD**  
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## LES MONTTOOTH . . . 'ABOUT MUSIC'

PEORIA — Les Monttooth, the pipe-smoking operator from Peoria, Illinois, and treasurer of Music Operators of America, has some very definite ideas about music—operator style.

Les told the 'About Music' column, "one of the best things that could happen to others . . . is 2 for .25¢ play. I recently went to Urbana Champaign (100 miles east of Peoria), along with Nate Feinstein and Harold Swartz to meet with a group of operators that were interested in changing to 2 plays for a quarter. Well, after we explained how well it worked for us . . . they decided to make the change."



Monttooth

Monttooth, being the progressive man he is, feels music programming is even more important when you have the phonographs on two for a quarter. "You must pay closer attention to what you put out on the route. Every song must be suited as close as possible to the tastes of the individual location. The thinking behind this is that when you first make the change to a higher price per play — your income doesn't jump immediately — it takes a few visits to the location before the customer becomes accustomed to the new price. He's reluctant at first, then he just can't stand it any longer. His musical need is

stronger than his will to hold back, but he has in his mind that he won't play just anything — this is where an extra added interest in programming on the part of the operator comes in — you must pay close attention and attempt to get the very best material available and out on the route where the customer is."

Les says it is "possible to get a tune on the route too soon. I remember when Glenn Miller came out with 'In The Mood', we covered the route with it and the location owners told us to get it off, then two months later they asked for it back."

Monttooth and his routemen meet every Friday and listen to records. They usually pick two cover numbers and four others and make the changes every two weeks. Les said, "of all the releases each week, only about two ever get to the top. If we get lucky and hit those two, its like winning the Irish Sweepstakes."

Another suggestion from Monttooth in regards to programming is that of grouping the various music styles in one section on the machines — that is to say, all the rock in one column, the C&W in another . . . and right on down the line. He also uses colored title strips to highlight the better tunes.

Look to the 'About Music' column next week for more interesting tips and conversation. If you would like to share your experience with the trade, feel free to give us a call or jot down your thoughts and mail to Ben Jones, Cash Box, 1780 B'way., NY, NY 10019.

## SKRIVER SPEAKS ON ARCADES



Skriver

The North-German 'Operators' Association, founded in 1930 and thus the oldest of its kind in Germany, held its annual meeting in Hamburg on March 11th.

After having given a very satisfactory annual report, the entire board of directors was re-elected.

The raising of coin insertion from 10 to 20 pfennigs and maximum prize from one to two German marks for pay-out machines permitted in 1968 by Prof. Schiller, German Minister of Economics, was marked as the outstanding happening since German pay-out machines again were allowed in 1953.

Lars K. Skriver, member of the board of directors especially repre-

senting the arcade owners, reported on what he saw in London of well-appointed arcades. He thought it remarkable that at the same time when he wrote a very detailed article for the German trade periodical "Der Munzautomat" on this theme, an editorial with the same tendency appeared in Cash Box of February 8, 1969.

"In both articles the modern English arcades like the Crystal Rooms in London were emphasized as an example, admitting that both in the United States and in Germany big efforts would be necessary to update arcades. It seems that in both countries quite a number of good arcades are being operated but too many bad ones are spoiling the image," but one thing, Skriver said, "seems to be reading articles and listening to reports, and another to conform to what is being said."

"Trade periodicals would deserve well of the industry if they more than hitherto would trace exemplary arcades bringing photos of them (one picture is better than a thousand words) and interviews with the owners, inducing those concerned to take an example."

"The most absurd and condemnable excuse for doing nothing is the pretense of some owners of dirty and antiquated places that their customers like it best as it is," Skriver exclaimed.

## SEEBURG RELEASES 'TOBACCO COUNTER' 1,056 Pack Capacity

CHICAGO — Robert Breither, Seeburg vending sales vice president, recently completed the transaction which put the first Seeburg 'Tobacco Counter' on location and ready for customer use. Breither said, "Seldom has innovation struck such enthusiasm and interest in vending equipment as has this cigaret vending counter."

Frank Casso of Mid-State Vending Service, Inc., and Seeburg's Breither, along with Frank Finneran, vice president of Seeburg's vending sales division, signed final contractual agreements which makes the Tobacco Counter a reality in the marketplace.

"The unit has the largest capacity of any other machine in the vending industry, 1,056 packs — regulars, kings, filters, flip-tops, 100 MM, 101's, cigar five-packs, handkerchiefs and similarly packaged items," said Breither.

Breither stated, "the 'stoop', 'squat' and 'squin' procedure consumers have to go through to purchase a pack of cigarets has been eliminated. This machine delivers cigarets at the counter top."

Breither, upon making the on location purchase from the Tobacco Counter commented, "during our premier industry showings throughout the country, the Tobacco Counter has created tremendous response everywhere. Enthusiasm for our product is certainly a tribute to our designers and engineers who have created a magnificent piece of equipment that is suited to a multitude of location possibilities."

"We, at Seeburg, I might add, share this enthusiasm. The first out Tobacco Counter concept has been designed to fill a growing need in today's vending industry." Breither continued, "sample machines will be shipped to all Seeburg distributor organizations this month. Production to fill orders will follow immediately. The sample shipments have been made so that the numerous on hand Tobacco Counter orders can be completed as soon as possible."

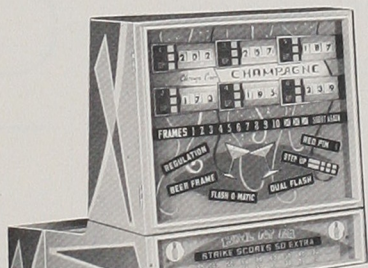
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# Top 100 Chart Guide

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

- 60 **Wishful Sin<sup>o</sup>**  
Doors — Elektra 45656
- 63 **In The Bad, Bad Old Days<sup>o</sup>**  
Foundations — Uni 55117
- 72 **To Know You Is To Love You<sup>o</sup>**  
Bobby Vinton — Epic 10461
- 78 **When You Dance<sup>o</sup>**  
Jay & Americans — U. A. 50510
- 85 **I Love My Baby<sup>o</sup>**  
Archie Bell & Drells — Atlantic 2612
- 88 **I Don't Want Nobody To Give Me Nothing<sup>o</sup>**  
James Brown — King 6224
- 92 **Tricia Tell Your Daddy**  
Andy Kim — Steed 715
- 93 **It's A Groovy World**  
Unifics — Kapp 985
- 94 **With Pen In Hand**  
Vikki Carr — Liberty 56092
- 95 **Rhythm Of The Rain**  
Gary Lewis — Liberty 56093
- 97 **Emmaretta**  
Deep Purple — Tetragrammaton 1519
- 98 **More Today Than Yesterday**  
Spiral Staircase — Columbia 44741
- 100 **A Million To One**  
Brian Hyland — Dot 17222

<sup>o</sup>Incicates Chart Bullet



# Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

## Adult Locations

PEOPLE (2:39)

**NAT KING COLE**

My Life (3:16) Capitol 2451

GREENSLEEVES (2:45)

**MASON WILLIAMS**

\$13 Stella (2:34) Warner Bros./7 Arts 7272

TO MAKE A BIG MAN CRY (2:33)

**VIC DAMONE**

Take Me Walking In Your Mind (3:17) RCA 0139

THE MALTESE MELODY (2:52)

**BERT KAEMPFERT**

One Lonely Night (2:30) Decca 732471

ROCKY TOP (3:03)

**DINAH SHORE**

Crying Time (3:15) Decca 732468

MERRY GO ROUND OF LOVE (2:00)

**ROBERTA QUINLAN**

High and Dry (2:44) Jaybee 1969 Stereo

## C & W

SINGING MY SONG (2:21)

**TAMMY WYNETTE**

Too Far Gone (2:50) Epic 10462

YOU'VE GOT ME SINGING NURSERY RHYMES (2:11)

**JEANNIE C. RILEY**

I Don't Know What I'm Doing Here (2:32) Capitol 2449

WHEN TWO WORLDS COLLIDE (2:07)

**JIM REEVES**

Could I Be Falling In Love (2:45) RCA 0135

## Teen Locations

WISHFUL SINFUL (2:55)

**DOORS**

No Flip Info Elektra 45656

WHEN YOU DANCE (2:52)

**JAY & THE AMERICANS**

No Flip Info United Artists 50510

MOTHER, WHERE'S YOUR DAUGHTER (3:42)

**ROYAL GUARDSMEN**

Magic Window (2:47) Laurie 3494

THE GOOSE (2:12)

**TSU TORONADOES**

Got To Get Thru To You (2:56) Atlantic 2614

THE BOXER (5:10)

**SIMON & GARFUNKEL**

Baby Driver (3:13) Columbia 44785

## R & B

I DON'T WANT NOBODY TO GIVE ME NOTHING (3:05)

**JAMES BROWN**

Part II (2:50) King 6244

CHOO CHOO (2:41)

**THE RADIANTS**

Ida Mae Foster (3:24) Chess 2066

LITTLE GREEN APPLES (3:41)

**GENE CHANDLER & BARBARA ACKLIN**

Will I Find Love (2:15) Brunswick 55405

DOUBLE OR NOTHING (2:49)

**MAR-KEYS**

Knock On Wood (2:37) Stax 0029

check your local One Stop for availability of the listed recordings

## W. W. Host Seeburg S.S.

CHICAGO — Thirty five operators and servicemen converged upon the World Wide Dist. showrooms last Wednesday evening to attend a service school on the Seeburg "Gem" phonograph. The class was conducted by Bob Moulder, Seeburg's chief field engineer.

Of special interest at this particular session was Moulder's demonstration of the apparent ease with which the phonograph (or wallbox) can be converted into 2 for 25¢ play and 5 for 50¢ play. Operators and servicemen alike were very impressed with the explanation and enthusiastically participated in the discussion that followed.

Representing World Wide at the session were Harold Schwartz, John Neville, Howard Freer, Tom Higdon and Art Wood. Also, Sam DiPiero, foreman of World Wide's phono shop and Larnell Green.



# Bat a Thousand!

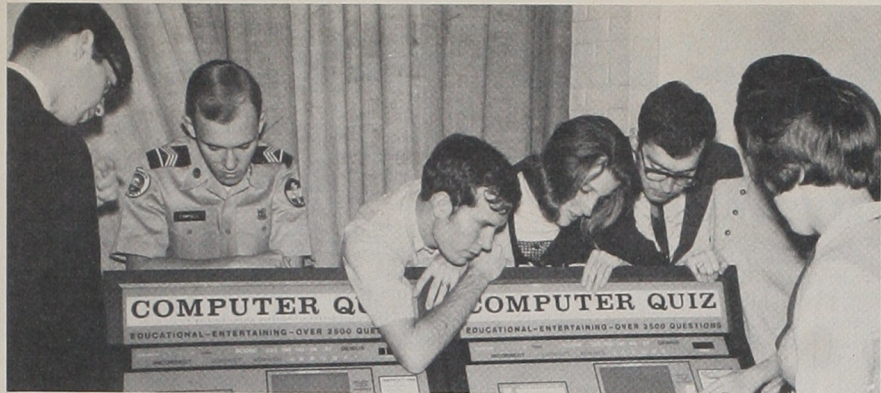
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## Computer Quiz Goes College Bowl!



Trinity University San Antonio, Texas, Students utilizing Computer Quiz machines to sharpen-up for participation in the GE College Bowl Television Show. Machine's were loaned to the University by the Nutting Industries through the Patterson Equipment Company of San Antonio, Texas. Left to right are: David Charlton, Robert Campbell, John Nairn, Virginia Williams, Jesse Crisler, Diane Frazier and Mary Lou Ribble.

SAN ANTONIO — The Computer Quiz has gone College Bowl! Four of the eight Trinity College finalists have been practicing on two Computer Quiz units, manufactured by Nutting Associates and supplied to the college thru Patterson Equipment Company. The four students selected will appear on NBC's nationally televised General Electric College Bowl.

The units, used in the finalists training sessions, test their knowledge on such topics as entertainment, sports, people, places and general information.

Thurman Adkins, co-ordinator of student activities said that, "when the Patterson Equipment Company informed Nutting Associates of the way the first machine was being used, they were so interested that they let Trinity have the second one free of charge."

The eight students chosen as College Bowl finalists were Bob Campbell, David Charlton, Jesse Crisler, Lenelle Davis, Diane Frazier, John Nairn, Mary Lou Frazier and Virginia Williams.

## NAME OF THE GAME IS QUARTER PLAY

The name of the game this Spring is "Quarter-Play" and you can toss the rule book out of the window. One year ago the industry was divided on the question of "Will the public accept 2-plays 25¢?" Without pausing to assess the less-than-clear-cut returns, the question suddenly changed to "Will the public accept 25¢ play?"

Although hedged with a few qualifications, the answer is a very positive yes. Hundreds of operators have now proved conclusively over the past 18 months that "Quarter-play" with selected amusement machines can be exceptionally profitable.

What does it all mean? Why the quantum leap? Has an affluent and leisure oriented public suddenly lost its resistance to higher prices? The answers to these and other questions are hard to come by.

Operators cashing in on the surprising development are too busy to think about "the way it ought to be" while they concentrate on "the way it is." Any rational explanation should include the fact that it is usually an exercise in futility to try and guess better than the public how the public will behave.

If the solid trend to "Quarter-play" proves anything, it proves that our business is closer than we thought to hundreds of other businesses where progress depends upon a combination of such elements as timing and pricing. It is important to ask "Will 'quarter-play' be good for the industry? Does 25¢-play hold the solutions to many of our problems?" Again, the answers would appear to be strongly affirmative.

The current trend had its real beginning here when SEGA Enterprises of Tokyo entered the market with three successive novelty games specifically designed and engineered for 25¢ play — Motopolo, Helicopter and Periscope. SEGA President David Rosen disregarded the strong advice of many sceptical friends and associates and shipped the arcade pieces with 25¢ coin chutes (hoping that the extra work involved would convince distributors and operators to give "quarter-play" a fair trial on location). The scheme worked and a full-fledged trend was born. Many operators who tried the Periscope on 25¢-play reported results just a little short of sensational. The game, with its factory recommended "quarter-play" may well turn out to be the most profitable arcade game of the decade.

The problem of how to create an amusement game that is suitable for "quarter-play" may be partially related to the problem of how to make a 5¢ candy bar suddenly sell for 10¢ in a

vending machine. The candymakers solved the problem for the vending operators by upgrading the product. They increased size, improved quality and adopted attractive new wrappers.

Amusement machines designed for 25¢-play have, by extension, followed the same general line. They have incorporated new audio and visual effects, good workmanship, and an innovative approach. The games have become more of a total experience. The easy response to "why 25¢?" is the reciprocal question—"What's the market price for a new experience?"

But, if 25¢ is now the price-of-choice for sophisticated novelty games, what should other adjacent, location games earn? Dave Rosen, who has certainly been more than correct on 25¢-play, suggests that with one-of-a-kind arcade games bringing a quarter, the flippers and guns should be set at an interim 2-for-25¢. At the same time he stresses that strong efforts should be made to add "something of value" to these games. SEGA, for example, added multiple sound units and target vendors to their own "Duck Hunt" and "Rifleman" when designing these gun games.

"Quarter-play" can readily help the operators to upgrade locations as there should obviously be a realistic value relationship between the per-play prices of different types of games. Similarly, a reasonable relationship should exist between an arcade price spectrum and the prices of common, non-related items.

People today think little of paying 25¢, 50¢ or more for public transportation, parking, soft drinks, magazines, tips, cigars, shoe-shines, etc. It is as illogical to maintain a low price-per-play level on amusement games as it is to expect to continue purchasing games at levels prevailing many years ago.

Twenty-five cent play and a graded price structure graduating downward from this figure is essential for a healthy industry. When an operator says that he can't afford to risk raising prices, he's saying that he can't afford to buy new and attractive games and that he can't afford to stay in business.

The importance of proper pricing cannot be over-emphasized. An operator's pricing objectives should always include reasonable investment return and profit maximization goals. While there are many approaches to pricing, the point to remember is that value is a subjective judgment of the player—a judgment which can be intelligently influenced and directed. Oper-

## SCCOA ELECTS COLLINS TO HELM

COLUMBIA, S.C. — Royce Green, Jr., stepped down from the helm of the South Carolina Coin Operators Association to make room for newly elected president, Fred Collins, Jr., during this trade group's annual convention this past March 22nd and 23rd., at the Wade Hampton Hotel.

Between 150 and 200 members, wives and their guests flooded the hotel to view the very latest in coin-operated equipment and enjoy a full slate of food, drink and entertainment festivities. Factories exhibiting their wares (some thru local distributors), included Rock-Ola, Rowe, Seeburg, Wurlitzer, Bally, Chicoin, Gottlieb, Midway, All-Tech, American Shuffleboard, Brunswick, United Billiards, and U.S. Billiards.

The ball started rolling on Saturday when the exhibit booths opened up at 11:00 a.m. and played host to numerous visitors until 6:00 p.m. Then a cocktail hour and at 8:00 p.m., the dinner banquet with good southern food and entertainment from local artists and Nashville talent.

On Sunday, the exhibits opened at 11:00 a.m. and stayed open thru noon, at which time the Honorable Lester L. Bates, mayor of the capitol city of Columbia, made an address to the noon-time luncheon guests. Len Schneller of U.S. Billiards spoke to the gathering about coin-operated 8-ball tournaments. Then came the election of officers and their installation. (Details of the entire slate of officers elected were not available at Cash Box deadline—details next week.)

## New England Ops Schooled By Peteet

EAST HARTFORD, CONN. — Twelve well-known operators from throughout the Connecticut territory of the Wurlitzer Company attended a recent one-day service school. The event took place at the East Hartford headquarters of the Wurlitzer Distributing Corporation. Ben Gordon is manager for this Wurlitzer-owned distributorship.

H. W. Peteet, field service representative for the Wurlitzer Company had charge of the class. Due to the short length of the class period, Hank had to condense a great deal of his material and "feed" it to the assembled

student-technicians in capsule portions. However, what the class lacked in time, it made up in interest and enthusiasm. All those who attended the one-day event are already looking forward to a more detailed instruction the next time around, Peteet stated.

The "students" who attended the Wurlitzer service school at East Hartford, Connecticut included: Rose Wilson and Chris Wilson of R & W Music Company from Cromwell, Connecticut; Dom Sanzo, Nicholas Urso, Russell Bridget and Walter Daubalak of Commercial Music from New Britain; Roy Hebert represented his own outfit R. L. Hebert Company of Simsbury; Don Lyga of Rode Music from Terryville; George Dugas of I. Resnick & Sons from Hartford; Paul Messone of Frank Marks Music of New London while Marcel Pake, Jerry Chagnon and Joe Vick were from Mager Music Company, also of Hartford.

Joe Premont and Jean Bowce of Premont Vending were from Holyoke, Massachusetts. Frank Lomberdo of Lomberdo Music attended from Thompsonville, Connecticut; Tony Wilkas Music of Hartford; Max Putterman from National Vendor of New Britain and Al Gurske was there for Rayman Music of Bristol, Connecticut.

by David Rosen — Sega

ators owe it to themselves and the industry to charge what the market will bear after creating the conditions which make this possible.

Without higher income from locations operators will not be able to finance other new concepts such as family fun centers. They won't even be able to pay their running expenses in an era of inflationary trends.

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KICKER	210
TV BASEBALL (2-PL.)	285
<b>BALLY</b>	
BAZAAR	\$210
ROCKET 3	290
SURFER	315
DIXIELAND	350
<b>WILLIAMS</b>	
OH BOY (2-PL.)	\$145
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TEACHERS PET	190
<b>MIDWAY</b>	
PLAY BALL	\$220
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**CashBox Round The Route**

**EASTERN FLASHES**

**ON THE AVENUE** — Good weather brought out many an operator to the street last week, in search of machines, parts and records. **Johnny Halonka** at Beta Distributing reports brisk sales activity through the record one stops he services about town. Johnny is also offering **Johnny Bilotta's** brand new 'Merry Go Round of Love' stereo single to the jukebox trade hereabouts. Next door at Runyon, **Irv Green, Irv Kempner** and **Lou Wolberg** are inviting their customers to listen to the new JAYBEE disk on the powerful AMI Music Miracle phono, complete with the clever "jukebox" merchandising sticker across the top. The Runyon lads report superb sales with the AMI machine since its release last November. **Les Biebelberg**, Runyon sales staffer, says the super juke has been a great stimulator for 2-25¢ play pricing in the metro area. **Mike Munves** showed us around his well-stocked showroom, indicating several dressed up Mutoscope card reel machines which he recently rented to the production crew for 'The Night They Raided Minsky's' movie. Among the numerous amusement wonders on the Munves floor is probably the only Taito pinball unit in this country. No doubt, if you want it, Munves' got it. **Rock-Ola's** vending division exec **Hugh Gorman** dropped by the Albert Simon, Inc. offices last Tuesday before driving out to Jersey for a confab with Seacoast's **Dave Stern**. After visit with Dave, Hugh took off down the Turnpike and Philly for meeting with **Joe Ash** at Active Amusement. Canned drink machine sales are going great guns all over the Rock-Ola distrib network these days, says Hugh, in some part due to the coming summer season. Overseas sales on the Rock venders continues to grow, notably in Germany where Nova Apparate GMBh has always done a superb job with the Rock-Ola line. **Abe Lipsky's** showroom packed last Tuesday with ops and service mechanics trading equipment. Abe info's Tenth Ave. veteran **Harry Green** has joined the sales effort on the 'Pitching Horseshoes' location game. Equipment was recently licensed for operation in New York and should become a quick favorite.

**AT THE UJA** — Executive committee of New York's UJA coin division met last Monday evening (March 17th) and decided to exert maximum effort between now and the May 10th victory dinner to get those donation pledges in. Extremely thought-provoking film on the Six Day War was screened, once again punching home the fact that the UJA life saving program needs more assistance than ever before. There's only six good weeks left before the affair, and a load of hard phoning will have to be done by the committee to get the pledges in. Therefore, when your committeeman calls for your contribution, let him know immediately, don't delay, don't put him off. Very little time to go. Among those at the meeting were: chairman emeritus and guest of honor **Al Denver**, chairman **Gil Sonin**, **Ben Chicofsky**, **Abe Lipsky**, **Lou Wolberg**, **Carl Pavesi**, **Ted Blatt**, **Harold Kaufman** (resplendent in his green St. Paddy's Day suit), **Max Weiss**, **Max Klein**, **Sam Morrison**, **Meyer Parkoff** and **George Nemzoff**.

**ON TO THE BAHAMAS** — Reservation blanks are comin' in fine for the June 5-8 amusement operators outing to be held at the Lucayan Beach Hotel in Freeport, Grand Bahama. Reps from the factories, the three local associations, lads from Jersey, New England, Philly, etc. all looking forward to the four days in the sun. Amusement center program being prepared will feature leading ops and dealers. Cooperation with **Bobby Blundred's** Parks Association and

**Joe Munves** should insure nice representation from the hard-core arcade people. If you haven't mailed back your blank yet, get it into the mail now. March 30th deadline, remember.

**HERE AND THERE** — Plenty of activity on the newly-issued Bally stock around town. Initial offering came out at \$15 per share, on Monday and over the counter trading shot it up to \$25 a day later. **Harry Koepfel** at Albert Simon, Inc. info's brother **Murray Koepfel** and his partner **Sam Sehr** recently formed an equipment sales and service operation called S & M Vending Supply. Firm is headquartered on Beverly Road in Brooklyn. Heartiest congratulations to **Mr. and Mrs. Jon Brady** of Brady Dist. on the birth of their first, a son, aptly named **Jon, Jr.** **Royce Green Jr.**, Rosemary Amusement of Columbia S.C. delighted with the fine turnout at their annual convention this past weekend. Congrats to **Fred Collins Jr.** on his election to the presidency of the SCCOA. Got the word from **Ransom White** and **Howard Bartley** of Cointronics (Mountain View, Calif.) that some exciting news is due in the next few weeks about their popular Ball/Walk unit. **Red Wallace**, a leader in this business for many years, is currently convalescing from surgery in the Intensive Care Unit of the National Institute of Health, 9000 Rockville Pike, Bethesda, Maryland 20014. Cards and notes of speedy recovery can be sent there.

Real big turnout at the New York Guild meeting last Tuesday evening in Kingston (see complete details elsewhere). Another Rowe vending class will take place at Runyon's Springfield office this Thursday Mar. 27th. This time on the Model L-1040-A cold drink unit. Class starts at 7 PM sharp, with **Al Panuzzo** of the Rowe factory conducting.

**UPPER MID-WEST MUSINGS**

**Mr. & Mrs. Noel Hefte**, Grand Forks, in town over the weekend visiting their children. **Jack Godfrey** in the cities for the day buying equipment as was **Cab Anderson** from Hudson, Wis. **Mr. & Mrs. Leo Rau** and several friends drove to Las Vegas for a weeks vacation. **Jim Christianson**, Jims Records, St. Paul left with the wife for an extended vacation at Phoenix, Arizona. In town for the day on buying trips were **Clayton Norberg** and **St. Eggermont Jr.** **Norton Lieberman** back on the job after spending a weeks vacation in L. A. with his family. **Mr. & Mrs. Irv Sandler** back in Minneapolis for a few days and then flew back to LaCosta to complete their vacation. **Art Hagness**, Grand Forks, in town for a few days visiting his daughter and family and doing some equipment buying. **Mr. & Mrs. Harry Ralph**, Cloquet, Minn. stopping off in town for a few hours before boarding a flight to Las Vegas for a few days vacation. **Mr. & Mrs. Ray Brown** have just returned from a vacation in the Bahamas. Ray heads the firm of Brown Bros. Records Store. **Mr. & Mrs. Einar Carlson** down from the range for the State Hockey Tournament. Stayed the three days even though their team didn't make it in the finals. **Jim Blenker** in the cities for the day buying records and parts. **Solly Rose** back from a nice vacation in Miami. **Bud and Clair Niteberg** in town for the day on a buying trip. **Don Hazelwood** says that his son will join his organization in June. That's when his hitch is up in the Air Force. **Mr. & Mrs. Walter Witt** and his son and wife leave Saturday for Miami Beach for two weeks. **Stan Woznak** is back from his vacation at Ft. Lauderdale. **The Association** make their appearance at Augsburg College March 22nd. **John Czerniak**, Duluth, and **Martin Kallsen** in the cities for the day buying equipment.





# CashBox Round The Route

## CHICAGO CHATTER

ICMOA's Fred Gain is constantly on the phone these past few days talking with officers and members of the association in planning a defense for the Senate Bill #592 which was introduced by Senator Harris W. Sawell on March 18th. The Bill, if passed, would make it unlawful to keep or use a pinball game in the state of Illinois and provide for seizure and destruction of said games. Will this legislative harassment never stop . . . Chatted with Chicago Coin's Mort Secore, who informed us the factory has begun another run on the fast moving 'Apollo', which has been so successful for them. Also very strong, according to Mort, are 'Pirate Gold' and 'Galaxy' . . . World Wide's Tom Higdon notes exceptional reaction in his area to the current Williams and United line . . . Ted Rubey of Marvel Mfg. Co., info's Marvel's Electric Scoreboard with the Marvel coin box attached is in much demand these days as is their line of pool supplies . . . Here's a reminder from KAMA's Ronnie Cazel: due to the Easter Holiday, the scheduled meeting in April has been changed to the 12th and 13th . . . Enjoyed a beautiful taste of Spring in the Windy City last week. Temperatures reached above the 70's, and for the month of March this is really something! Hope it stays with us for awhile . . . D. Gottlieb's Alvin Gottlieb can't say enough about 'Spin-A-Card', which has been enjoying overwhelming success these past weeks. The factory has been at full speed to meet the demands. . . . Bill DeSelm of the Williams Electronics firm says, "our really big items these days are the newly released 'Spooks' gun game and 'Miss-O'. Both are doing very nicely."

ATTENTION BASEBALL FANS — WGN Radio will begin broadcasting the regular season of the Chicago Cubs National League games on Tuesday, April 8th., when the Bruins meet the Philadelphia Phillies in proverbial Wrigley Field (Note to C.P. — look out for those Queen City Reds this year). Here's a word for operators: May is National Tavern Month. No doubt, there are numerous possibilities during this month to merchandise your location pieces and with MOA president Howard Ellis' public relations program in full swing, maybe you can score a few points in that area . . . Zeke Wolf and his staff over at Auto Bell Mfg., are all settled in new quarters on Elston Avenue — and concentrating on preparations for the big season ahead . . . The crew at Atlas Music Co. are getting geared for the upcoming service school on the Rowe Music Miracle phonograph set for April . . . Gus Tartol of Singer One Stop clued us in on some music operator favorites: topping the list is Frank Sinatra's "My Way" on the Reprise label; "Zazueria" by Herb Alpert and his TJB on the A&M disc; "Give Into Him" by Gary Puckett and The Union Gap is on the Columbia label and a favorite; naturally Bobby Vinton's "To Know Him Is To Love Him" on Epic is a real money-earner and the two sides of Ray Bryant's Cadet ringer, "After Hours" and "Quizas, Quizas, Quizas," seems to be pulling the quarters.

MILWAUKEE MENTIONS  
Billy Eckstine is scheduled to follow comedian Kaye Ballard into the Lake Geneva Playboy Club (25) . . . Jim Stansfield of Stansfield Novelty, is back at the premises following attendance at the MOA Directors meeting in New Orleans — which he termed "most constructive." . . . Business is brisk at Empire Dist. in Menominee. A very decided upsurge in vending was noted this past week. . . . And speaking of Empire, Bob Rondeau delivered a speech to the Oconto Lions Club of Oconto, Wis., last Monday

on the subject of public relations and communication. He was gratified to have been able to enlighten the assemblage of businessmen in attendance to the workings of the coin machine industry. . . . Incidentally, Bob and his lovely wife, Bev, are finally embarking on the vacation trip they've been planning for the past four years. They'll be heading for points west! . . . Brodhead, Wis., was enjoying a sampling of spring weather when we called Pierce Music out there last week. Marie Pierce was busy minding the store while Clint was out making rounds. Both attended the MOA confab in New Orleans and made the return trip to Brodhead on Sunday. Marie tells us she really enjoyed the opportunity "to get away" for a spell! . . . Got the word from Gordon Pelzek of Record City that the following singles are scoring beautifully with local operators: "Aquarius" by the 5th Dimension (Soul City), "Hair" by the Cowsills (MGM), "There Never Was A Time" by Jeannie C. Riley (Plantation), "Zazueira" by Herb Alpert (A&M) and "My Way" by Frank Sinatra (Reprise).

## CALIFORNIA CLIPPINGS

CONVENTIONEERS AT STRUVE — Buddy Lurie says he hosted a load of vending operators at his showrooms during the recent NAMA Western Convention. Good turnout, he reports. Also proving to be making life pretty exciting around there is the great response to the new Seeburg "Dual Volume" coffee Vendor. Buddy says that it is proving to be one of best concepts to come around in some time. We'll agree with that but we want to put in our two cents. Since such a large (no pun intended) portion of America's population is either overweight or on some kind of a diet we propose that there be an artificial sweetener button, like they already have with sugar and cream. Anyway, we thought that we would just throw that out and see what happens. Also hear that Williams new single player, "Miss O" is about to be delivered at any moment.

ACTIVITY IS BRISK AT PORTALE AUTOMATIC SALES — Things have been hopping this past week with the arrival of Herb Oettinger, sales staffer for Chicago Dynamics. Los Angeles was the last leg of his tour of the west coast. Bob reports that he is very pleased with the way Chicago Coin's single player, "Pirate Gold" has been moving. Also going great guns is the "Galaxy" shuffle ally and the "Star Fire" bowler. Bob adds that he is staying busy getting prepared for the spring season which he expects to be most fruitful.

NEW ADDITION AT WURLITZER — According to Clayton Ballard, who, by the way, just returned from factory meetings back east, that a new salesman had just joined their staff. Really he isn't exactly new to them because he was working up in their San Francisco branch for the past couple of years before his transfer. We do want to take this opportunity to wish him the best of luck and hope that he will be very happy in his new home. Hear that there was a very good turnout for the service seminar that was held at the Bellvue Hotel in San Francisco.

FROM THE RECORD RACKS — From the San Francisco area we are getting reports on "Wishful, Sinful" by the Doors on Elektra and "Sweet Cherry Wine" by Tommy James and the Shondells. From Seattle the word is "Trucking Man" by the Moby Grape on Columbia. The Foundations are already coming on strong with their latest effort "In The Bad, Bad Old Days." Deck is on Uni.

## MOA Meeting With Phono & Games Exhibitors To Discuss Ground Rules

CHICAGO — Music Operators of America president, Howard Ellis and executive vice president Fred Granger is meeting here at the Sherman House Hotel Monday and Tuesday (March 24 and 25), with phonograph and games firms that will be exhibiting at the 1969 Exposition to discuss and review the ground rules for exhibitors.

The meetings were brought about due to several situations that confronted MOA and several exhibitors during last years exposition. That being, the presence of offensive films, drinks on the convention floor and a tournament on the floor.

The two MOA workhorses will first meet with phonograph manufacturers on Monday at 12 noon, then with the games firms on Tuesday at the same time.

Ellis stated, "I will address each meeting, then turn the microphone over for discussion. We want this year's exhibition to be what everyone wants and there will be no deviation from the rules and regulations covering exhibits set forth as a result of this discussion."

Granger added, "we will discuss all present ground rules listen to any new suggestions from anyone representing any of the factories. We'll get right down to the nitty-gritty and come up with a solid program that we hope will be to the liking of all concerned."

"Expo '69."

Granger reports that interest is already building towards the 1969 MOA Exposition, which will be held again at the Sherman House this September 5 thru 7. Nutting Associates of Mountain View, California has already sent in their request for applications and information. Fred advises that firms planning to exhibit this year get in touch with him earlier than usual because he expects an even bigger list of exhibitors than last year.

## Kort Wins 'Speaker of Week' Award

OMAHA — Ed Kort of Kort Amusement Co., North Bend, Neb., delivered his second public relations speech to the Toast-masters Club recently. His material was taken from MOA President, Howard Ellis' public relations kit which was mailed to members recently.

Kort's speech, which enlightened his audience to the every day routines of a jukebox operator, ran approximately ten minutes. He won Speaker of The Week honors with his talk.

Kort modestly stated, "In my opinion it was a bad delivery. Mainly because I referred to my notes too often. Had I rehearsed it more I could have given it more emphasis." He went on to say, "some of the comments from the audience were, 'I had no idea that a jukebox would take in a maximum

of only \$1.50 to \$1.75 per hour. I just don't see how you fellows can make any money considering the price of the machine and what it takes in.'"

## Bartley Up, Up & Away

MOUNTAIN VIEW, CALIF. — Howard Bartley, national sales manager for COINTRONICS of Palo Alto, makers of the exciting new low-cost amusement game BALL/WALK, left his office last week for a two-week eastern tour of COINTRONICS distributors. Bartley will first stop off at Leiberman Music in Minneapolis then travel to Chicago, Detroit, Philadelphia, New York City and then up-state New York to visit with John Bilotta of Bilotta Enterprises.

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FOR SALE: MODEL 14 AUTO PHOTO, EXCELLENT CONDITION. Call or write. New in original cartons. Hollywood Driving Range, 15 ball golf game. Close-out \$295 each. Cleveland Coin International, 2025 Prospect Ave., Cleve., Ohio Phone: (216) 861-6715.

FOR SALE — United Shuffles Blazer \$495, Tango \$435. WANT, Seeburg Wall Boxes Model S3W160, MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN RD., SCOTIA, NEW YORK 12302.

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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.

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Send all copy to: CASH BOX, 1780 Broadway, N.Y., N.Y. 10019

NEVADA FRUIT (SLOT) MACHINE PRESENTS THE NEW RAVEN ELECTRONICS' solid-state line of fruit (slot) machines, Reno and Mini-Bingos. Write for more information 165 Bingos - All Models - Mills, and Jennings parts. Write or call anytime: NEVADA FRUIT MACHINE CO., P.O. BOX 5734, RENO, NEV. 89503. (702) 329-3932.

FOR SALE: Seeburg 480's A-1 condition — \$600. Call or write: TOLEDO COIN MACHINE, 814 Summit St., Toledo, Ohio 43604. Tel: (419) 243-7191.

FOR SALE: BALLY BINGOS & BALLY SLOTS, ALSO for sale, Jennings, Mills, Pace slots and Uprights, Consoles. WANTED TO BUY: Uprights & Bingos. BALLY DISTRIBUTING CO., P. O. 7457, RENO, NEVADA. PHONE: 702-323-6157.

FOR SALE: 35 new and used Keeney Twin Dragon Uprights and some New Black Dragons, also 50 Bally Grand Stands and Kentuckys. Will buy Roulette Wheel and American Shuffleboards. SASKATCHEWAN COIN MACHINE CO., 1025-104th St., NORTH BATTLEFORD SASKATCHEWAN, CANADA. PHONE 445-2989 — AREA CODE 306.

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SALE: Jukeboxes, pinballs, arcade, guns, baseballs, Kiddie rides, European football machines. For Export: Uprights, bingos, consoles, slots and punchboards. Contact: MYRON SUGERMAN INTERNATIONAL, 140 CENTRAL AVE., HILLSIDE, N.J. (201) 923-6430.

FOR SALE: Gott: Royal Guard, Super Score, Ice Revue Skyline, Crossdown, Show Boat, Wms: Hot Line, Teachers Pet, Alpine Club, Magic City, Full House, Pretty Baby, King Pin, Bally: Bazaar, Hootenany, Midway Race Way, Watling Fortune Telling Scales, Seeburg 3AW1 & Wurlitzer Wall Boxes, Irving Kaye Batting Practice — New — Write D & L COIN MACH. CO. 414 KELKER ST., HARRISBURG, Pa. 17105.

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FOR EXPORT: Late games, Phonos, Vending. Write for our latest listing ADVANCE DISTRIBUTING COMPANY, 2820 North Grand Blvd., St. Louis, Missouri 63107 (314) 652-1600.

FOR SALE: 2 Player Preview, Gottlieb \$125 ea.; 1 Player Ice Revue, Gottlieb \$175 ea.; 1 Player Bank A Ball, Gottlieb \$170 ea.; 4 Player Happy Clown, Gottlieb \$175 ea.; 4 Player Dodge City, Gottlieb \$29t ea.; 1 Player Full House, Williams \$179.50 ea. All equipment A-1 condition. Send 1/3 deposit. CENTRAL MUSIC CO., P. O. Box 284, Killeen, Texas 76541.

FOR SALE: RECONDITIONED BARGAINS: Gottlieb Dancing Lady (4 pl) \$365.00; Central Park, \$245.00; Bank-A-Ball, \$195.00; Wurlitzer 3110.7, \$645.00; 3000-7 (200 Sel) \$645.00; United 3 Way Shuffle, \$145.00; Stardust Shuffle 8 1/2, \$245.00; Chicago Coin Starlite Shuffle 8, \$245.00; Mickey Anderson Amusement Company, 314 East 11th St., Erie, Pa. 16503 Phone (814) 452-3207.

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