

Cash Box



April 5, 1969



Ivan Rebroff is a German-born Russian folk singer who parlayed a Russian-language song, "Those Were the Days," produced in Germany, into a recent number 1 hit in France. A CBS Germany recording artist, he zoomed to fame in Germany with his Russian-language version of "Lara's Theme" from "Dr. Zhivago." Plans are being worked out to bring Rebroff to the U.S. in the near future.



Great Britain

EMI Records is inaugurating changes in its marketing policy affecting LPs beginning in July this year. The innovations are part of the company's Music Center concept, a detailed assessment of the present and future market in the light of the LP's increasing gains which are anticipated to represent 80% of disk turnover in the United Kingdom during the next five years. EMI as market leader in both albums and singles turnover regards itself as a trendsetter and expects the trade to follow its lead in the Music Center concept in coming months. Briefly, the Center idea envisages about five hundred top dealers throughout the country accounting for a very high proportion of the total record business, and EMI's change to direct distribution in 1966 has facilitated the concept. The dealers will be classified in two categories, according to their volume of business, and any dealer in any part of the country can qualify to become a Music Center in his district.

A Center is defined as a shop which maintains an agreed minimum quantity of EMI catalog records at all times, unaffected by pop chart items turnover or more specialised disks outside the dealer's agreed catalog stock. Catalog packs will be supplied to the two categories of Music Centers made up from a selection which is programmed to 1,750 catalog items. In line with the concept, EMI's marketing LP policy from July will be based on bi-monthly issues, with "hot" LPs to be released on a weekly basis and notified and promoted like the weekly singles, which will not be affected by these developments. Marketing campaigns will be mounted on new releases and catalog items, and the latter will always be records included in the catalog packs. EMI's computer will produce monthly sales statistics for every dealer who has been appointed as a Music Center. A sign similar to the EMI Import Dealer's sign will be produced, signifying to the public that the dealer is an EMI Music Center. The Music Center concept has been drawn up under the supervision of EMI sales and merchandising director John Fruin.

Songwriter-musical director Les Reed has signed the Bournemouth Symphony Orchestra to his Chapter One label, which is pressed and distributed by Decca. Recording plans have been delayed by the recent death of the BSO's principal conductor, Constantin Silvestri, but Reed plans a series of LPs by the orchestra featuring works by lesser-known and lesser-exposed modern and futuristic composers. Reed himself will conduct a double album by the orchestra of numbers by Beatle songwriters John Lennon and Paul McCartney, presented in a classical way. John Rowles has recorded "I'll Find My Love," the main theme of Reed's score for the United Artists movie "Cross Plot" starring Claudine Longet, Martha Hyer and Roger Moore which will be premiered here in August and in the States in October. Rowles will be heard singing the number during the opening and closing credits. Reed also penned the score for "Bush Babies" starring Donald Houston and Margaret Brooks, which will be released here in September and in America during December.

Reed will be featured in a 50-minute BBC TV spectacular called "Les Reed And His Music" on May 31st in which he will conduct a 45-piece orchestra in 28 of his international hits, with guest stars Engelbert Humperdinck singing "Les Bicyclettes De Belsize," Jackie Trent singing her version of "It's Not Unusual," and Donald Peers singing "Please Don't Go." The show will be screened in the States this fall, and Reed is due to visit Canada at the end of this month to conduct the Canadian State Orchestra in a similar 30-minute TV show for CBC titled "The Music Of Les Reed," with guest stars Patti Page and P. J. Proby.

This show will be screened in Canada and the States. In August Reed will be guest of honor at the Olympiad Song Festival in Athens, and the following month he is guest of honor and a judge at the International Song Festival in Rio de Janeiro.

Latest disk coverage on Reed compositions are "Loving Time" by Lois Lane and also Frank Sinatra for an LP, and "Sweet Memory" by New Faces, both with lyrics by Jackie Rae. Eddy Arnold has covered Reed's "Please Don't Go," and Shirley Bassey's next aside in the States is likely to be "Doesn't Anybody Miss Me?" which Reed penned with Les Vandyke. Tom Jones recently cut three more Reed titles for either LP or single release.

Charlie Koppelman, Don Rubin and John Gross were here recently setting up a music company to open later this month, and engage staff for it. They are with Commonwealth United, which bought out Koppelman and Rubin Associates last May. While here they met with CBS executives to discuss promotion of the new Tim Hardin LP. Hardin and John Sebastian are two Commonwealth writers hitherto handled by Chardon Music, which is administered here by Robbins, and so is Bobby Darin, whose TM Music was acquired by Commonwealth. TM is handled here by Carlin.

The new Cyril Ornadel-David Croft musical "Ann Veronica" opens April 17th at the Cambridge Theater, starring Arthur Lowe, Hy Hazell and Mary Millar. The music is published by Shapiro-Bernstein subsidiary Veronica Music, and Shapiro-Bernstein general manager Geoffrey Heath is producing a cast album for CBS release coinciding with the West End opening. Current Shapiro-Bernstein copyrights include "My Way" by Frank Sinatra and "When He Touches Me" by Peaches 'n' Herb, and forthcoming releases are "Speak Her Name" by Arthur Conley, "You Don't Know Like I Know" by Sam and Dave, and "Romance On The North Sea" by both Ronnie Aldrich and Sounds Orchestral.

This month sees the start of a series of weekly shows on British pop over a radio land line to Germany. Compeering at the London end will be Joe Berger, who already contributes to ten radio and two television programs every week in Germany and Austria. Berger plans interviews with top British stars together with their latest records for the show.

Premier Harold Wilson and Opposition leader Edward Heath clashed angrily in the House of Commons following the Conservative party proposal for one hundred commercial radio stations around the country. Heath declared that Wilson's objection to the plan was characteristic of the way the present Government "oppose what the majority of the people of this country want." BBC chairman Lord Hill meanwhile has forecast that every major British city will have its own radio station in the "not too distant future," and clearly implied that such stations would be run by the BBC under a major expansion program in this direction.

Mary Hopkin is likely to headline an Apple contingent at a British Week in Tokyo in September aimed at highlighting British industry. Apple, the Beatles' organisation, has been invited by the Board of Trade to participate, and the songstress will probably head a package of Apple artists.

Fleetwood Mac have been signed by Immediate for their future recording. Blue Horizon still has three albums by the group for release. Two were cut in the Chess studios in Chicago, and for the third Fleetwood Mac accompanied blues pianist Otis Spann.

The Monkees' projected tour here and on the Continent in May has been postponed until the fall. The reason is the trio's recent acquisition of the seven-piece Goodtimers Band Ltd as their permanent backing group for concerts, TV and recording, and the necessity for intensive rehearsals and preparation.

Prague Music Fest Runs May 12-June 4

NEW YORK — Preparations are under way in Czechoslovakia's capital for the city's 24th Spring Music Festival, May 12-June 4. The Prague Festival annually attracts some of the world's leading soloists, conductors and orchestras.

This year, music lovers will be presented Herbert von Karajan, Antal Dorati and Britain's Sir John Barbirolli. Soloists will include David Oistrakh, Martha Argerich and the vocal recitals of Elizabeth Schwarzkopf.

Traditionally, the two weeks of daily performances are initiated by the

patriotic tone poem, "My Country," written by Smetana, this work and most of the others are performed in the auditorium that bears his name.

Some of Prague's historical sites will form a natural backdrop for specific concerts and recitals. The Tyr Church, for instance, will be the venue for the Choir of the Czech Philharmonic Orchestra, and the Madrigal Choir Bucharest will sing at St. Nicholas Cathedral.

"Ode to Joy," Schiller's work incorporated into Beethoven's Ninth Symphony, concluding the Festival could well be used to describe this Czechoslovakian feast of symphony opera and chorale.

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	7	*Where Do You Go To	Peter Sarstedt — United Artists — Mortimer
2	2	4	I Heard It Through The Grapevine	Marvin Gaye — Tamla Motown — Jobette/Carlin
3	3	5	*Surround Yourself with Sorrow	Cilla Black — Parlophone — Peter Maurice
4	7	4	Gentle On My Mind	Dean Martin — Reprise — Acuff-Rose
5	4	5	Wichita Lineman	Glen Campbell — Ember — Carlin
6	6	6	The Way It Used To Be	Englebert Humperdinck — Decca — Maribus
7	8	3	Monsieur Dupont	Sandie Shaw — Pye — Carlin
8	9	3	*First Of May	Bee Gees — Polydor — Abigail
9	16	2	*Sorry Suzanne	The Hollies — Parlophone — Schroeder
10	14	2	If I Can Dream	Elvis Presley — RCA — Carlin
11	13	4	You've Lost That Lovin' Feelin'	Righteous Bros — London — Screen Gems
12	17	3	Windmills Of Your Mind	Noel Harrison — Reprise — United Artists
13	15	3	*Good Times	Cliff Richard — Columbia — F.D. & H
14	5	8	I'm Gonna Make You Love Me	Supremes/Temptations — Tamla Motown — Flamingo
15	—	1	Get Ready	Temptations — Tamla Motown — Jobette Carlin
16	10	9	*Please Don't Go	Donald Peers — Columbia — Donn
17	11	8	*Half as Nice	Amen Corner — Immediate — Cyril Shan
18	—	1	Israelites	Desmond Dekker — Island — Sparta
19	—	1	Games People Play	Joe South — Capitol — Lower
20	12	7	I'll Pick A Rose For My Rose	Marv Johnson — Tamla Motown — Jobette/Carlin

Great Britain's Top Ten LP's

- 1 Goodbye — The Cream — Polydor
- 2 Diana Ross & Supremes — Join Temptations — Tamla Motown
- 3 Best Of The Seekers — Columbia
- 4 Hair — London Cast — Polydor
- 5 Postcard — Mary Hopkin — Apple
- 6 Rock Machine I Love You — CBS
- 7 Englebert — Englebert Humperdinck — Decca
- 8 Sound Of Music — Soundtrack — RCA
- 9 Beatles — Beatles — Apple
- 10 Scott Three — Scott Walker — Philips

CBS is mounting a May promotion campaign around its Inheritance series of albums featuring Scottish and Irish music and song. Artists involved in the boost for the label are Jimmy Shand Jr., Margaret Savage, Johnny Jardine, and John Ellis and the Highland Country Band.

Solomon King is to go into "exile" for six months to conform with work permit stipulations. King, who is still an American citizen, will apply for naturalisation later this year. His exile will be mostly spent in a summer season at the Watersplash Theater, Jersey, in the Channel Islands, where he is booked for twenty weeks. King's latest Columbia single is "Cry Softly."

The Chambers Brothers arrived March 21st to discover their two concerts at the Institute of Contemporary Arts were both sold out. They played a special concert at the May Fair Theater March 24th for the press, and guested in BBC TV's "Color Me Pop," "The Lulu Show" and "How Late It Is." Their current CBS single is "Are You Ready?"

United Artists is beginning a policy of concentrating on specialised local markets with the release this month of "Emily" by Dickie Pride. The disk will be released only in Eire, the southern Irish republic, but there is a possibility that an American issue will be set later this year.

The Duke of Bedford is claiming damages from promoters Rik and John Gunnell following the jazz festival held in the grounds of Woburn Abbey, his ancestral home, last July. Among the items the Duke is claiming for are

damage to a tree, the value of a deer fire service charges, including fall alarms, cleaning and security cost.

Quickies: Two new Fontana acts were bowed at recent receptions. They were Ray Barrett, star of BBC TV "The Troubleshooters," with an LP called "No Trouble Now," and a progressive blues group called Jon Hisman's Colosseum, who played live reception guests at Ronnie Scot Club.

Kathy Kirby opens at the Chequers Club, Sydney, for one more beginning April 3rd. Shirley Bass due in London April 13th for a two week stay, including a guest spot in ATV "This Is Tom Jones." United Artists is releasing her album "This Is My Life." John Lennon married Yoko Ono in Gibraltar March 20th.

Decca releases "The World Of Charles Kunz" in May, featuring the American-born pianist. "Where You Go To, My Lovely?" topping best-selling sheet music lists for Mortimer Music. London released April Bing Crosby's "Hey Jude, Hey Jude" album from the Amos label.

Lee Lee hoping hypnosis will overcome his fear of flying. Kathy Green, daughter of Johnny "I Cover Waterfront" Green, recording a single and LP, mostly her own composition for Deram. Britain's Eurovision entry "Boom Bang-A-Bang" covered by the Mike Lorrayne orchestra; chorus for Page One.

Decca released March 28th album by the vaudeville star Randolph Sutton, including three tracks cut just before his recent death.



Sonet's 1-Year Old English Operation Firmly Established

LONDON — It is just one year ago since Dagg Haggvist and Gunner Bergstrom of Sonet Grammfon AB Sweden set up a London office under the direction of Rod Buckle. Since that time, Sonet has firmly established itself on the record scene in the U.K. and Europe, and has negotiated album deals with various European labels including "Introducing Udo Jurgens"; "Contrasts" by Bengt Hallberg and Kjele Baekkling which is currently getting a lot of

Editions Altona Expands

AMSTERDAM—Wim van Vught, manager of Editions Altona and a number of other publishing houses, reports that he has found bigger and better equipped offices in the City of Amsterdam. He was able to obtain the former offices of Philips/Phonogram in the center of Amsterdam, after they left for a new building in the suburbs. As the staff of Altona almost was doubled in the last year, the new offices offer sufficient room for further expansion. A studio for demo-recording is also planned under a new roof. Since the beginning of this year the pubbery has been constant every week in **Cash Box** Holland — Top Ten with titles of the musical "Hair" all in local versions.

Same change of address goes also for affiliated companies United Artist Nederland, Palace Music Holland, Kassner-Altona-group. Combined in the same building is also Belinda-Nederland under management of Elbert van Zoeren.

New Address of Editions Altona is: Singel 170, Symphony Group, Amsterdam-1. New Phones: 22.78.81 or 2.78.82.

Gortikov Ending Trek

HOLLYWOOD — Stan Gortikov, president of Capitol Records, is due to return to Los Angeles on April 1 after a three week trip to Europe where he visited EMI offices in Amsterdam, Copenhagen, Geneva, Cologne, and London.

During the time he was in Geneva, Gortikov held general business discussions with Audio Devices, and on his London junket of course was included a visit to Apple Corps offices at 3 Saville Row.



'SOUL' AWARD—Carlos J. Camacho (left), president of Gamma Records in Mexico presents a special award from Pop magazine to Brenton Wood as the Top Pop Soul Singer of 1968. Wood current Mexico-market release is "A Change is Gonna Come."

airplay and "Etudes" by American guitarist John Mayers. Mayers will be coming to Britain in May for a promotional visit.

One of Sonet's most recent acquisitions is Italian singer Adriano Celentano whose first album is scheduled for June. The Sonet operation is two-fold in that it assigns British artists and material for Scandinavian release. The Sonet product is manufactured and distributed throughout the U.K. by Transatlantic Records and its publishing activities are handled through Apollo Music. Sonet has just rush-released an English version of its Swedish Eurovision entry, "Dear Mr. Jones" by Tommy Korberg.

English Unit Opened By K-R

LONDON—Koppelman-Rubin and Associates will establish a new London-based company designed to concentrate on recruiting top British music talent in all areas of the recording and music publishing world.

Charles Koppelman and Don Rubin, partners in the firm, who also head up the music division of CUC, recently completed a visit to London where they made the initial survey leading towards the start of their new company before the end of the year.

Koppelman-Rubin emphasizes that it will be an entirely independent

Canada's Nat'l Arts Center Opens May 31; Many Music Events Planned

OTTAWA, CANADA — Canada's National Arts Centre, a \$46.4 million theatre complex in Ottawa, Ontario, will open to the public on May 31. The Centre, built near the parliament buildings in Canada's national capital, contains a 2,300-seat opera house-concert hall, an 800-seat theatre, an experimental studio, a salon, a restaurant, a cafe, a 900-car garage, two bookshops, a record shop, a coffee shop and a boutique.

To operate the Centre, the Canadian government has created an independent corporation which will also help the Canada Council, a government grant-giving body, to develop the performing arts elsewhere

in Canada. The Centre complex, a series of hexagonal concrete buildings on public terraces of varying levels, has been built on a 6½-acre site partly donated by the City of Ottawa in Confederation Square.

2-Week Festival

Following the May 31 inaugural ceremonies, the Centre will launch a two-week opening festival, June 2-14, with the world premiere of Kraanerg, a ballet by Roland Petit with music by Iannis Xenakis, performed by the National Ballet of Canada.

Other attractions include performances by the Montreal and Toronto symphony orchestras, Le Theatre du Nouveau Monde, The Playhouse Theatre Company from Vancouver, four chamber music groups, concerts by singer-composer Gordon Lightfoot and French-Canadian chanteuse Monique Leyrac, and the presentation of two experimental works commissioned by the Centre — one a multi-media play, the other an opera.

Following the opening festival, the Centre will stage a full-scale summer programme of popular entertainment. Full details will be announced at a later date.

During the regular winter season in 1969-70, the Centre will present a winter programme by Canada's internationally-acclaimed Stratford National Theatre Company. In addition, the Centre's 45-piece orchestra, conducted by Mario Bernadi, and Le Theatre du Capricorne its resident French-language theatre company, will make their debuts.

TRO Goes Mexico; More Latin Moves

NEW YORK—A major new international move by The Richmond Organization is being formulated with the expected early formation of TRO Essex de Mexico, S.A., according to H. Minton Francis, TRO vice president in New York. The new Mexican company will be managed by the well-known Mexican firm, Charles Grever and Sons, S.A. At the same time, Francis also announced the firm's blueprints for similar TRO-Essex operations in both Brazil and Argentina to be finalized at a later date.

TRO-Essex de Mexico will operate under the general jurisdiction of David Platz, international director of the TRO-Essex International complex. On another foreign front, Platz announced only recently the formation of Essex Music of South Africa, Pty. Ltd., under Ken McManus and plans for opening the company's own Japanese firm in Tokyo.

The Mexican move comes at a time of increasing flux between Mexican and United States music interests, and is designed to operate under what Francis called "a global two-way street" policy.

Under this arrangement, a soon-to-be-appointed TRO-Essex Mexican manager, who will headquarter in the Grever International offices, will seek recordings and performances in Mexico by Mexican talent of TRO-Essex originated song material and will acquire Mexican songs for international exploitation.

Polydor Slade LP

HOLLYWOOD—Tetragrammton Records has arranged the European marketing of Mark Slade's debut album, "Mark Slade's New Hat," through Polydor Records. LP is released in the U.S. on April 1, with Polydor offering the set on May 1 in 14 European countries where Slade's TV'er, "High Chaparral," is shown.

British undertaking and not merely an overseas arm of their American company.

In a joint statement, Koppelman-Rubin said, "We will use London as a landing pad to examine Europe, an area we feel we so far have neglected as a ready source for creative music people. We intend to recruit songwriters, singers, musicians and producers to provide them with creative direction and financial assistance. In the initial stages of our European operation, though, we will keep alive our operation with 'transfusions' of talent from our American employees and associates."

In May 1968 Commonwealth United Corporation acquired Koppelman-Rubin & Associates, and in so doing formed Commonwealth United's Music Division, responsible for all musical aspects of forthcoming C.U. pictures.

Collier Expanding Mother Mistro Co.

LONDON—Mike Collier, who recently set up Mother Mistro Music, is storming ahead with takeover bids, formations and acquisitions, the latest alliance being with indie producer Shel Talmy and membership for Talmy's Uriel Music company in the Mother Mistro family.

Collier flies to the States on April 12 to finalize with his attorney, Norman Kurtz, the formation of his one hundred per cent owned ASCAP firm Mother Mistro Music Corp. First release under the Mistro banner is by new group Paper Dragon who debut with a Ben Finden-Peter Shelley composition "April Fool" released in Britain and the States on Bell. Same writers have also penned "The Game" for The Herd's new single on Fontana. Future Mistro works already recorded include singles and albums with P.J. Proby, Magic Lanterns and a new underground act Methuselah being released in the States on Elektra.

New material in the works include three new songs from Geoff Stephens, currently in the charts with The Hollies "Sorry Suzanne," Howard-Blaikley, Hammond and Hazlewood and veteran songsmith Jimmy Kennedy. Rex Oldfield's MMR Productions is negotiating a deal with Ampex Tape Corp of America for the release of LP product over a three year period. All material recorded will be published by Oldfield's Lynx Music set-up in association with Mother Mistro. Collier has been having meetings with a number of top U.S. writers and publishers and will be tying up deals whilst in the States.

Rapetti, Son Exits Posts At Ricordi

MILAN—After a 20 year association, Mariano Rapetti has resigned his position as manager of the light music unit of the Ricordi Group. In addition, his son, Giulio, has left the unit's promotion office.

He and his son did not announce their future plans. The elder Rapetti has left for a short rest period at his country home in Rapallo.

Rapetti formed Ricordi's light music division in 1948. Under his direction, the division has prospered, having taken part, via its publishing section, in the San Remo Festival for 19 consecutive years. Working under the pseudonym of Mogol, Rapetti has also been a top lyric writer in Italy.

Ad Libs Disk Set For English Mkt

NEW YORK—The Ad Libs dinking of "Giving Up" will be released in Great Britain on April 19 on the Deep Soul label of Soul City Records, according to Bill Downs, the group's manager. Team plans a visit to England at the beginning of June.

Wilfred to U.S.

HAMBURG—Dr. Hans Wilfred, the music publisher, has left for an extended visit to New York, Hollywood and Nashville. Trek is described as a goodwill tour to visit friends and make new contacts. His firm, Hans Sirkorski, represents many U.S. copyrights and is very active in the semi-classical and classical field.

The Japanese tour of Andy Williams scheduled in April under the management of Kyodo Kikaku Agency has been cancelled because of the artist's engagement in the new TV shows in the U.S. Therefore the agency has contracted the tour of Pat Boone and the Osmond Brothers, and five concerts in Tokyo have been already booked. Taking advantage of this opportunity, Victor-World Group is conducting a re-promotion campaign for Pat Boone's LPs. This coincides with another big campaign by Victor-World Group for Billy Vaughn corresponding to his nation-wide tour in May. Stanley Black arrived here for a month's stay to conduct the Tokyo Symphony Orchestra and Osaka Philharmony Orchestra.

Victor-Philips has rush-released three singles of new film themes: "Le Revolver" and "Vivre La Nuit b/w Voici Le Jour" from the soundtrack of French film "Vivre La Nuit," and "When Joanna Loved Me," recorded by Scott Walker from the 20th Century Fox film "Joanna." All these films will shortly be released here with extensive back-up of each distributor. Nippon Columbia will release the soundtrack album from the Universal film "Sweet Charity." The film is scheduled for release in Tokyo in late April.

The success of "Toru Takemitsu: November Steps" recorded by Tront Symphony Orchestra under the baton of Seiji Ozawa will be followed by the second "Takemitsu-Ozawa" album, "Ozawa-Takemitsu '69." The album was recorded by Tront Symphony in January this year and is to be released in September in the U.S. But in Japan it was rush-released by Victor-RCA this month as the orchestra and the conductor is appearing at Osaka Festival.

The Beatles' recording of "Ob-La-Di, Ob-La-Da" has finally been released

by Toshiba on single coupled with "My Guitar Gently Weeps." Victor-RCA has put on the market a new single of the Monkees, "Randy Scouse Git b/w Forget That Girl" and also "Feelin' So Good (S.K.O.O.B.Y. — D.O.O.)" by the Archies. Nippon Grammophon's current release include "Papa's Got A Brand New Bag" by Otis Redding, "Soul Sister, Brown Sugar" by Sam & Dave, "Season Of The Witch Part I, II" by the Vanilla Fudge. "Papa's Got A Brand New Bag" is also released by Toshiba with James Brown's recording on Stateside. Toshiba's other new singles are "Lily The Pink" by the Scaffold, "Pauvre Verlaine" by Adamo, "Don't Forget To Catch Me" by Cliff Richard on Odeon, "Where Were You When I Needed You" by the Grapefruit on Stateside. Current Buddah singles released by Columbia are "Bubble Gum Music" by Rock & Roll Double Bubble Trading Card Co. of Philadelphia 1914, "I'm In Love With You" by Kassenetz-Katz Super Circus, "My Queen of Hearts" by Timothy Wilson and "No Not Much" by the Smoke Ring.

Apollon Music, a major exclusive pre-recorded tape maker, has announced that they have completed "100 Years of Japanese Popular Songs" for release in six 8-track cartridges, each containing 16 titles. It is a fantastic collection of more than 100 hit numbers during the past 100 years to commemorate the 100th anniversary of the Meiji Restoration. The songs have been newly recorded for the tapes by over thirty top singers of the current pop scene. Six record companies including Victor and Columbia have cooperated in this project by offering their exclusive artists and copyrights. Apollon is developing a most strenuous campaign for its sale utilizing more than 600 "Apollon shops," the company's own sales agents.

Japan's Best Sellers

This Week	Last Week	Album
1	1	Folk Crusaders Good-bye Concert The Crusaders (Capitol)
2	2	The Beatles The Beatles (Apple)
3	5	Fool On The Hill Sergio Mendes & Brasil '66 (A&M)
4	—	Ima-Wa Shiawase-Kai Sam Taylor (Crown)
5	3	Human Renaissance The Tigers (Polydor)

This Week	Last Week	Local
1	1	Blue Light Yokohama Ayumi Ishida (Columbia)
2	2	Shiranakatta-No Yukari Itoh (King)
3	7	Hatsukoi-No Hito Tomoko Ogawa (Toshiba)
4	4	Ai-No Kisetsu Hide & Rossanna (Columbia)
5	3	Namida-No Kisetsu Pinky & Killers (King)
6	6	Nagasaki Blues Mina Aoe (Victor)
7	5	Toshiue-No Hito Shinichi Mori (Victor)
8	9	365-Ho No March Kiyoko Suizenji (Crown)
9	—	Kareinaru Yuuwaku Akira Fuse (King)
10	10	Kimi-Ga Subetesa Masao Sen (Minoruphone)

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

Once again it's time for the yearly competition "Un Disco Per L'Estate." This year there will be an exceptionally large number of entrants representing their respective record companies.

A number of foreign artists are coming to Italy soon. Among them is the French artist France Gall (CGD) who will be in Milan March 24th to meet the Italian press. Top French artist Sacha Distel (EMI Italiana) will also be in Italy on April 10th to present his new record "Buon Umore" on the TV show "B Domenica Ma Senza Impegno." Andee Silver (SAAR) will be visiting Rimini on April 11th to sing "L'Amore Dice Ciao" on the TV show "Colonna Sonora." The same show will feature the group I Casuals (SAAR) with their current hit "7 Volte 7."

CGD's young songstress Gigliola Cinquetti has been awarded the title "Young Female Artist Of European Repertoire" at the 7th International Record Festival "Mar Della Plata" thanks to her LP in Spanish of "Rosa D'Amore." Gigliola has also just released her successful San Remo recording of "La Pioggia" in English.

The contest "Un Disco per L'Europa — Un Giovane per L'Europa" (A Record For Europe — A Young Artist For Europe) will be held in Lugano, Switzerland, on April 17th, 18th and 19th. Representing their countries will be Gene Pitney (England), Marisol (Spain), Francoise Hardy (France), David McWilliams (England), Wallies (France), Marcella Bells, Al Bano and Manuela (Italy), Joe Rowles (England) and Gitte (Germany). The latter will stay in Italy for several days in order to release some records in Italian.

Mino Reitano (Ariston), who will appear April 1st on the TV show "Pista Sulla Neve" is preparing the French version of two of his hits "Liverpool Addio" and "Avevo Un Cuore."

Top Durium artist Nini Rosso just returned from Amsterdam where he attended the March 7th "Gran Gala du Disque." He played his hit "Il Silenzio" as well as his new song "Roses For You." Basart Records, which distributes Durium discs in Holland, presented him with a platinum record for the 250,000 sale of "Il Silenzio" in Holland.

Italy's Best Sellers

This Week	Last Week	Week On Chart	Title
1	1	7	*Ma Che Freddo Fa: Nada (RCA Italiana), The Rokes (RCA Italiana), Mina (PDU), Published by RCA Italiana
2	2	7	*Tu Sei Bella Come Sei: Mal & The Primitives (RCA Italiana), The Showmen (RCA Italiana) Published by RCA Italiana
3	3	7	*Zingara: Bobby Solo (Ricordi), Iva Zanicchi (RI FI), Published by Mimo/Ricordi
4	5	7	*Bada Bambina: Little Tony (Durium), Mario Zelinotti (Durium) Published by Durium
5	7	9	*Obladi Oblada: The Beatles (EMI Italiana), I Ribelli (Ricordi) Published by Ricordi
6	4	6	*La Pioggia: Gigliola Cinquetti (CGD), France Gall (CGD), Published by Sugarmusic
7	8	9	*Eloise: Barry Ryan (Ricordi) Published by Aberbach
8	10	5	*End Of The World: The Aphrodite's Child (Phonogram) Published by Phonogram
9	6	7	*Un Sorriso: Don Backy (Amico), Milva (Ricordi) Published by Ricordi/El & Chris
10	18	7	*Il Gioco Dell' Amore: Caterina Caselli (CGD), Johnny Dorelli (CGD) Published by Sugarmusic
11	9	6	*Un' Ora Fa: Fausto Leali (RI FI), Tony Del Monaco (Ricordi), Mina (PDU) Published by RI FI
12	12	2	*La Storia Di Serafino: Adriano Celentano (CLAN) Published by Leonardi
13	15	2	*Irresistibilmente: Sylvie Vartan (RCA Italiana), Published by RCA Italiana
14	—	—	*Tutta La Mia Citta': The Rokes (RCA Italiana)
15	—	—	*Atlantis: Donovan (CBS) Published by CBS
16	—	—	*I Started A Joke: The Bee Gees (Phonogram) Published by Senza Fine
17	14	7	*Un' Avventura: Wilson Pickett (RI FI), Lucio Battisti (Ricordi) Published by Ricordi/El & Chris
18	13	7	*Zucchero: Rita Pavone (Ricordi), I Dik Dik (Ricordi), Published by Ricordi
19	19	3	*Hold Me Tight: Johnny Nash (Ricordi) Published by Ricordi
20	16	7	*Lontano Dagli Occhi: Sergio Endrigo (Fonit Cetra), Mary Hopkin (EMI Italiana), The Aphrodite's Child (Phonogram) Published by Usignolo

*Denotes Italian Original Copyrights



TAKING STOCK OF MUSIC EXCHANGE: Al Kohn (center), U.S. representative for Francis, Day & Hunter, B. Feldman, and affiliated companies, is shown during his recent visit to Japan where he conferred with Masami Isomura (l.), general manager and director of Eastern Music Publishing Co. of Tokyo, and J. Fukinishi, an associate of Isomura. The discussion involved future exchange of international music properties.

claude françois

Thank you
Mister Sinatra
for

My Way
"Comme d'habitude"

Claude
François

CashBox **Holland**

Bovema is the only Dutch company with a big subscription action this Spring. The material is of extraordinary quality and recorded for all the E.M.I. branches in Europe. Attention in the press can be expected from the operas: "Romeo Et Juliette" (with a.o. Franco Corelli and Mireille Freni); "Martha" (with a.o. Anneliese Rothenberger, Herman Prey and Nicolai Gedda); "Ariadne Auf Naxos" (with a.o. Sylvia Geszty, Terese Zylis-Gara); and from the operetta "Der Graf Von Luxemburg" (with a.o. Nicolai Gedda, Lucia Popp). Especially around Easter-time "Die Mattheus Passion" (in the original cast as Bach composed it) will get much attention and the last recordings of Charles Munch, "Hommage A Charles Munch," will be a great success.

N.V. Phonogram released the Wynder K. Frog LP called "Out Of The Frying Pan" (Island). Several songs from the album are already discotheque favorites in Holland. Radio Veronica had this week's "record of the week" featured as a special item - it was "Let Me Tell Ya" by the unknown and mysterious U.K. Jones. This Deram record has a fine chance to become a charttopper. Following the success of Ike & Tina Turner on the Grand Gala Du Disque, N.V. Phonogram released Ike Turner's "A Black Man's Soul" LP (London-Pompeii Records). Their success also caused a revived interest for "River Deep, Mountain High" which should click again. One of the most successful hits in Holland is "Baby Won't You Leave Me Alone" by British group the Web (Deram). The record is currently no. 9 on the Dutch charts - a remarkable success.

Nina Simone was in Holland last week for three concerts: in Amsterdam, The Hague and Rotterdam. All the concerts were completely sold out weeks before. Nina is very popular in Holland after her "five-weeks-number-one-hit" "Ain't Got No - I Got Life" and her new smash hit "To Love Somebody." The press conference in the Hilton Hotel, Amsterdam, showed Nina's enormous popularity in Holland. Nina's latest RCA hit single "To Love Somebody" climbs the charts in a very fast way: this week number 10 with a bullet. "Ain't Got No - I Got Life" still is a top 20 single and the sales of her LP "Nuff Said" get better and better.

Inelco Holland released "Any Day Now," an album of Joan Baez with Bob Dylan songs on Vanguard very enthusiastically received, was the NBC-TV-Special of Elvis Presley on RCA Victor. Inelco Holland's Conny Vink, second with "De Toeteraar" in the Dutch final of the Eurovision Song Contest, went to Roumania with

27 other artists from other European countries. Conny won the third prize: "The Bronze Deer." Conny was first of the West European countries represented.

1969 started very well for Basart Records International Holland. The song "Get Yourself A Ticket" by Toek's Family has been high in the Dutch charts for eight weeks now and this great smasher has been released in the U.S.A., Canada, England, Belgium, France, Italy, Austria, Germany, Switzerland and the Scandinavian countries, together with "Cherie" by the Honest Men and "Gilbert Green" by the Amsterdam group Soft Pillow. Because of their success the three groups are recording an album right now which will also be released in the foresaid countries.

Nini Rosso, Italy's number one trumpet player, has received a platinum record for his "Il Silenzio" of which more than 250,000 records were sold in Holland. The record has been issued on the occasion of the annual Dutch "Grand Gala Du Disque."

Bospel Music N.V./Amsterdam got the rights for Benelux of the song "Ein Student Aus Uppsala" (MdW). A Dutch version of this song will be recorded by Anita Berry on the Minstrel label.

In Germany more and more interest in Dutch pop music. Within a few weeks Bospel placed in Germany "Henry The Horse" by the Gee Bros (Orange) and "Send Me A Postcard" by Shocking Blue (Metronome); in England on Olga Records, "Mr. Next" by the Saint Lewis Set (Orange). In the forthcoming Song Festival in Scheveningen, the Belgian team will introduce as a so-called team-song the Bospel Music copyright "Home Isn't Home Anymore" (org. Intune-London). Team manager Louis van Rymenant told us that the same will be done at the song festivals in Sopot (Poland) and Czechoslovakia). Bospel Music is very happy with the Benelux rights for the Catherina Valente song "Melodie" which the pubbery got after the title first had been controlled by Altona N.V.

"Heintje, Baue Ein Schloss Fur Mich," sang by Wilma on the Dutch Carpenter label, reached sales in Germany of over 380,000 copies. At first there was not any German publisher who wanted to take over this original Bospel Music copyright.

MacArthur Park, the song with which Richard Harris was in the Top 40 for many weeks, has been placed by Bospel Music in a movie with which the Ministry of Defense hopes to obtain people for the navy. The film will be shown in every Dutch cinema.

Germany Best Sellers

This Last Weeks
Week Week On Chart

1	1	7	Atlantis—Donovan—CBS—Peer Music
2	6	3	First Of May—The Bee Gees—Polydor—Rudolf Slezak Music
3	2	3	*Das hat die Welt noch nicht erlebt (The World Has Never Seen This Before)—Mary Ross—CBS—Ralf Arnie Music
4	5	3	Crimson & Clover—Tommy James & The Shondells—Vogue—Rudi Slezak Music
5	—	1	Zigeunermädchen (Gipsy Girl)—Bobby Solo—CBS—Hans Gerig Music
6	10	3	Weisst Du wohin? (Shiwago Melody)—Karel Gott—Polydor—Hans Gerig Music
7	—	1	*Liebesleid (Heartaches)—Peter Alexander—Ariola—Gerig Music
8	9	3	*Ein Student aus Upsala (A Student from Upsala)—Kirsti—Telefunken—Melodi der Welt
9	8	3	Dancing In The Street—Martha Reeves & The Vandellas—CBS—Aberbach Music
10	—	1	Don Juan—Dave Dee & Co.—Fontana—Minerva Music/Rudi von der Dovenmuehle

*Original German Copyrights



CATS IN A BAG OF GOLD: Bovema's Gerry Oord is pictured above surrounded by a top Holland recording act, the Cats, to whom he has just presented LEA's gold records for the group's having sold more than 100,000 copies of their single. The awards were given to the Cats at Club '67 in Amsterdam. The Wallace Collection, a new EMI discovery, performed before the 3,000 guests at the press meeting. The Wallace Collection, a Belgian group, reportedly received offers for TV shows in Holland. A new Dutch group Gloria, presented their latest single, which was produced by Bobbie Graham, a British producer. The deck is entitled "The Last Seven Days."

Holland's Best Sellers

This Last
Week Week

1	3	Why (The Cats/Imperial)
2	1	First Of May (The Bee Gees/Polydor) (Basart/Amsterdam)
3	2	Atlantis (Donovan/Epic) (Holland Music/Amsterdam)
4	—	Where Do You Go To My Lovely (Peter Sarstedt/U.A.)
5	—	Don Juan (Dave Dee, Dozy, Beaky, Mick & Tich/Fontana) (Impala-Basart/Amsterdam)
6	—	Sorry Suzanne (The Hollies/Parlophone) (Schroeder — Basart/Amsterdam)
7	5	Spooky's Day Off (Swinging Soul Machine/Polydor) (Dayglove/Hilversum)
8	9	Love Is Love (Barry Ryan/MGM) (Belinda/Amsterdam)
9	4	Baby Won't You Leave Me Alone (The Web/Deram) (App Corps H.V.-Basart/Amsterdam)
10	—	To Love Somebody (Nina Simone/RCA) (Basart/Amsterdam)

Sao Paulo's Best Sellers

Last This
Week Week

1	1	To Sir With Love (n.p.) — Lulu — Odeon
2	2	Aqueles Tempos (Those Were The Days) (Fermata) — Joelma — Chantecler
4	3	Ob-La-Di-Ob-La-Da (Fermata) — The Marmalade — CBS
3	4	TTomorrow's Love (RCA) — Hugo Montenegro — RCA
6	5	Sou Louca Por Voce (Edieclave) — Elizabeth — Caravelle
5	6	Those Were The Days (Fermata) — Mary Hopkins — App
8	7	Sera? (Arlequin) — Marcos Roberto — RGE
14	8	Zingara (Chantecler) — Bobby Sole — Chantecler
7	9	Meu Coracao Que Te Amava Tanto (RCA) — Claudio Roberto — Chantecler
9	10	Porque Mentir (RCA) — Carlos Gonzaga — RCA
10	11	Casa De Bamba (n.p.) — Martinho da Villa — RCA
17	12	Nao Fico Mais Sem Teu Carinho (RCA) — Antonio Marcos — RCA
11	13	Casa De Bamba — Martinho da Vila — (n.p.) — RCA
13	14	Murmura O Mar (Cannes) — Altamar Dutra — Odeon
15	15	Right Relations (RCA) — Johnny Rivers — RCA

Top Double - Compacts

1	1	E Meu E Meu E Meu — Roberto Carlos — CBS
2	2	Do You Want To Dance — Johnny Rivers — RCA
3	3	A Pretendida — Altamar Dutra — Odeon
6	4	F... Comme Femme — Adamo — Odeon
4	5	Canto Solitario — Agnaldo Timoteo — Odeon
5	6	The End — Earl Grant — Decca
7	7	Dio Come Ti Amo — Gigliola Cinquetti — RGE
9	8	Mundo Colorido — Vanusa — RCA
8	9	Tenho Um Amor Melhor — Antonio Marcos — RCA
10	10	Ciumes De Voce — Roberto Carlos — CBS

Top LPs

1	1	O Inimitavel — Roberto Carlos — CBS
2	2	O Sucesso E — Agnaldo Timoteo — Odeon
3	3	Double Album — The Beatles — Odeon
4	4	Realization — Johnny Rivers — RCA
5	5	A Pretendida — Altamar Dutra — Odeon
6	6	Paulo Sergio Vol. 2 — Paulo Sergio — Caravelle
8	7	Socorro Nosso Amor... — Wanderley Cardoso — Copacabana
10	8	The Fool On The Hill — Sergio Mendes — Odeon
7	9	Por Quem Estou Apaixonada — Martinho — Rozanblit
11	10	Banquete Dos Mendigos — Rolling Stones — Odeon



Germany

Phonogram is going all out to really push the "World Star Festival" record over the top in sales. Last year, the record reached golden sales marks with the profits going to the JNO orphans and refugees. The price was raised from the \$2.50 tag from last year to a \$3.20 rate this year, but the platter is well worth it with top stars Frank Sinatra, Julia Andrews, Sammy Davis, Jr., Dusty Springfield, Simon & Garfunkel, Dionne Warwick, Tom Jones, Diana Ross and the Supremes, the Bee Gees, Herb Alpert, Ray Charles, Barbra Streisand, Andy Williams, Shirley Bassey, Sonny & Cher, and Paul Mauriat all donating tracks to the charity LP. The artists and the record company are donating their profits as well so the record could bring a stack of dough to the JNO charity cause. A great gesture of the record industry for a fine cause.

Two publishers have changed addresses. Rudi Von Der Dovenmuhle and his Minerva Music are now at Sebastianstr. 29, 5021 Grosskoenigsloft, Germany. Telephone (02234) 499, and Eckart Rahn has moved his Eckhart Rahn Music Productions to Leopold Strasse 28, 8 Munich 23, Germany with Telephone 338421.

Dr. Hans W. Sikorski is on his way to the states where he will visit New York, Hollywood and Nashville to see old friends and make new contacts.

Phonogram has signed a new long-term pact with Francoise Hardy. The French lass is produced by Montana's Hans Beierlein. UDO Jurgens was star of the recent festival in Rumania. JDO has a new single out in England. He is signed with Philips. Of the five songs that he recorded, four are his own compositions and one was written for him by Les Reed.

The first try at a German TV hit parade is going well. The second program reports over 50,000 requests and votes.

Hansa Records has picked up the

rights to "Gimme Gimme Good Lovin'" from Crazy Elephant which is storming the Cash Box Top 100. Hansa is going strong on new releases as well. The label has just re-released "Wild Thing" by the Troogs as well as German waxings of "You've Lost That Lovin' Feeling" by the Continental Brothers, as well as "Up Up And Away" from Marian.

Intro Music will be swinging away after the "Song For Europe" Eurovision Festival in Madrid this week. They have picked up the sub-publishing rights for the entries from Italy, Spain, France and Luxemburg and control the rights to the German entry.

Rudy Slezak is going all out for "The Walls Fell Down" from the Marbles.

Liberty Records is doing the do for the Fifth Dimension who came, saw and conquered Germany with their appearances early this year. The fabulous quintet are due back this summer for promotion and TV.

Larry Yaskiel's Antenna Public Relations are going all out for the Bee Gee's newie "The First Of May" which is zooming to the top of the charts here.

Manno Ulrich of Deutsche Vogue drops us a line after a long silence to rave about sales on "Crimson And Clover" by Tommy James and the Shondells which has passed the 200,000 mark. Other Roulette and Kapp recordings are getting the big push as well.

The Rascals had a bit of trouble with long hair during their recent visit to Bremen for a TV shot. The fabulous group were put in an extra room in a restaurant and told to stay in or get out of the house. Metronome Records who handles Atlantic here have put out press notices letting the industry know about discrimination in Germany. Things like this happen but not often, thank God.

That's it for this week in Germany.



Scandinavia

DENMARK

Actual releases from Metronome Records includes a number of LP albums at Atlantic, Atco, Metronome, Elektra, Ariola, Eurodisc, Vault and Perl. Singles include Wilson Pickett with "Hey Jude," Arthur Conley with "Ob-La-Di, Ob-La-Da," both at Atlantic.

Tono A/S has eight new French LP albums at Barclay at the market this week. Two new local names at Tono also appeared at the market last week, Flemming Antony and Elin.

EMI here is busy with a special promotion campaign for the low-price labels Regal and Joy. Actual singles

include Amen Corner at Immediate with "Half As Nice," Steppenwolf at Stateside with "Rock Me," Beach Boys as Capitol with "I Can Hear Music." Local group Vokalisterne has done "Where Did Our Love Go" in Danish at Odeon. EMI also introduces the British low-price label Oryx at the Danish market this week.

Morks Musikforlag is out with "Casatschok," the new popular Russian dance, performed by Boris Rubaschkin at the Elite label. Local artist Ann Tholsted has done "Master Jack" in Danish, here titled "Monsieur Dupont," at Triola.

NORWAY

Odd Borre, who was second in the local Song Festival here some weeks ago, is now out with his tune "Lena" at a Triola single. The song is composed by Kjell Karlsen with words by Terje Mosnes. Other releases from Arne Bendiksen A/S includes a number of low-price LP albums at the

Grand Prix label.

A/S Nera is out with the latest releases at the Swedish label Olga as well as four LP albums at RCA Camden. Among RCA Victor singles can be mentioned Charlie Pride with "Kaw-Liga" and Jose Feliciano with "Adios Amor."

SWEDEN

Actual releases from Metronome includes Anna-Lena Lofgren who has done "Rot ist die Liebe" and "Kingston Market" in Swedish. Just in time for the Eurovision Song Contest in Madrid, Sweden's Tommy Korberg is out with his entry "Judy, min van," in English titled "Dear Mr. Jones," at a Sonet single. Amigo Musikproduktion AB out with two local singles last week: Tintacs has done "I'm Gonna Knock On Your Door" and Country Four has done "A Place In The Sun" b.w. a local tune.

Other local releases at the Sonet label include Jan Onnerud with "Listen

To Me" and "Living In A House Full Of Love" in Swedish, and Hasse & Rune have done "Mrs. Robinson" and "Love Looks Good On You," also in Swedish.

Recently debuting label HB Artist, distributed by EMI here, is out with two more singles. Larrys has done "Ich will wieder nach Haus" and "Roses For You" in Swedish, while Jorgens has done "From A Window" (a tune by Lennon-McCartney) b.w. with "I Can't Help Falling In Love With You;" the former in English, the latter in Swedish.

MCA Buys Miller Int'l

(Cont' from Page 7)

nd Creative Services Director; and Ir. Wilhelm Wille, A & R Director, Folk and Classical Product. Kirsten's staff of manufacturing and marketing specialists will continue as part of the new organization.

"Miller International's budget merchandising concepts will continue in the same progressive manner with the same personnel," continued Adams. Miller International Schallplatten currently enjoys the lion's share of the burgeoning budget market in Germany. With the added advantage of the MCA domestic catalogs, which include Deca, Coral, Brunswick, Vocalion, UNI, Revue, Shamley, Kapp and Four Corners of the World labels, to supplement the new budget productions constantly being produced in Germany, we anticipate an even greater share of a broader market in the immediate future."

Miller International Schallplatten was founded in late 1961 in Hamburg, Germany, by the Messrs. Miller, Beurmann and Wille. Their basic purpose was to produce a quality long playing record that could be sold at a lower price, and in spite of stiff industry resistance at all levels, the firm progressed to become one of the most important factors in the record market on the Continent today. Miller International presently services approximately 6,000 accounts, including all major department stores and chain stores in Germany and Austria.

William P. Gallagher, company executive directly responsible for MCA's international marketing plans, said that, "The Miller International acquisition gives us the opportunity to move into the German market in full swing, with the kind of implementation we feel is necessary to accomplish the goals we've set for ourselves. Plans are already under way to provide for the duplication of tape product in all

configurations. This new addition will be operative in the very near future. With this dynamic step forward we have solidified our marketing plans to establish MCA as a major recording company on the European Continent."

"Miller International Schallplatten is the most revolutionary and dynamic record merchandising organization to enter the European market in the past ten years," Adams concluded. "We are anticipating an increasing growth pattern with this tremendously successful operation that now becomes part of the MCA family."

Strong Reception For Cliff Richard In Italy

MILAN — Cliff Richard's first visit to Italy was marked by great success. Just concluded, the visit by the English star saw him make "live" guest appearances on radio and TV. EMI Italiana hosted a cocktail party for the performer with some 80 people coming to greet him. Heavy engagements are being planned for Richard's return to a country where his popularity is high.

Hochdorf To Eng.

NEW YORK — Joel Hochdorf, publicity and promotion chief of MCA Records International, jets to London April 3 to attend the International Festival of Country and Western Music on April 5.

In addition, Hochdorf will hold meetings with Peter Prince, newly appointed publicity and promotion controller at MCA Records Ltd., on expanding the company's promo film program in England.

Foreign Sub. Rate
Air Mail \$55. Regular \$35.

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	Bislett spesial (Lily The Pink) (Nordre Sving Blandede Mannskor/RCA Victor) Imudico A/S, Denmark
2	3	11	Ob-La-Di, Ob-La-Da (Marmalades/CBS) Sonora Musikkforlag A/S, Norway
3	—	1	*Oj, oj, sa flad jeg skal bli (Kirsti Sparboe/Triola) Arne Bendiksen A/S, Norway
4	2	4	Blackberry Way (Move/Polydor)
5	—	1	*Mrs. Robinson (Simon & Garfunkel/CBS EP)
6	6	4	Son Of A Preacher Man (Dusty Springfield/Philips) Sonora Musikkforlag A/S, Norway
7	8	18	Fru Johnsen (Harper Valley, P.T.A.) (Inger Lise Andersen/RCA Victor) Sweden Music AB, Sweden
8	4	10	Build Me Up, Buttercup (Foundations/Pye) Sonora Musikkforlag A/S, Norway
9	—	1	World Star Festival (Various artists/Philips) LP
10	5	4	I'm Livin' In Shame (Diana Ross-Supremes/Tamla Motown) Reuter & Reuter AB, Sweden

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title
1	1	5	One Way Ticket (Eleanor Bodel/Olga) Belinda (Scandinavia) AB, Sweden
2	6	2	*Judy, min van (Tommy Korberg/Sonet) Sonet Music AB, Sweden
3	3	4	The Jungle Book (Soundtrack in Swedish/Disneyland)
4	—	1	*Hej, Clown (Jan Malmsjo/CBS) Sonora Musikkforlag AB, Sweden
5	2	8	Gunga, gunga (Where Did Our Love Go) (Lasse Berghagen/Karusell) Reuter & Reuter AB, Sweden
6	5	3	Amors pilar (Little Arrows) (Ewa Roos/Epic) Sweden Music AB, Sweden
7	7	2	Blackberry Way (Move/Polydor)
8	—	1	Where Do You Go To (My Lovely) (Peter Sarstedt/United Artists) United Artists Musikkforlag, Sweden
9	4	6	Da Roo Ron Ron (Claes Dieden/Olga) Belinda (Scandinavia) AB, Sweden
10	—	1	Snart blir det sommar igen (Les bicyclettes de Belize) (Osten Warnerbring/Karusell)



Australia

"Hair" is now coming in for a fair amount of air-play, and this will be accentuated by the fact that there are a couple of local discs featuring songs from the show, plus the fact that the show is to be presented here soon. RCA are making a promotion drive on their original cast album from the United States, especially since it picked up a Composers Award at the 1968 Grammys. RCA have rushed a single from the cast package; "The Age Of Aquarius" and "Black Boys-White Boys."

Essex Music are out with the sheets on "Blackberry Way"; "So Long It's Been Good To Know You"; "While My Guitar Gently Weeps"; and "It Was A Very Good Year."

Des Steen, that ever-alert promotion man with Australian Record Company, has produced a very clever little package of "gold" records to introduce the new single "Don't Give In To Him" by Gary Puckett & the Union Gap. Des has a "gold" replica of the first four smash singles in a row from the group, and the package is rounded-off with the accent on "their fifth gold record," "Don't Give In To Him." The record, like all others from Gary & the Gap, is released here under the CBS logo.

RCA have a very powerful album line-up on their current release spear-headed by "Elvis", the soundtrack set from the recent telly special featuring Elvis Presley; the original cast set of "Your Own Thing"; "Souled" by Jose Feliciano; "Fables" with Four Jacks & A Jill; "Where Is Love" by Jack Jones, and the original London cast package from "The Dancing Years."

EMI are giving plenty of promo

and sales attention to "Daydream" by the Wallace Collection, the new highly-rated group from Belgium that EMI is launching on a world-wide scale. Records by the group are produced in London by Australia's David Mackay. Like many other talented Australians who have gone overseas, it is now very doubtful that David Mackay will ever return to Australia on a permanent basis. He is now a staff-producer with EMI in London. Wallace Collection and "Daydream" are catching a fair amount of radio attention which looks good for future record sales in these parts.

Two new locally-produced singles through the Festival operation are Mike Preston (Spin label) with "Buona Sera Mrs. Campbell" b/w "Another Go Round" and Jonne Sands (Sunshine) with "Let The Sunshine In" & "Wish It Were You." Mike Preston's record was produced by Alan Freeman, and Pat Aulton produced the Jonne Sands release.

Australian Record Company are pulling in a whole bundle of coin with their CBS original soundtrack LP from "Funny Girl." The film is now screening in Australia. It opened to great press reviews and looks set for a long run in all major centres. It will very obviously give a terrific sales kick to the soundtrack record.

The Leeds publishing group are in good shape with many copyrights enjoying heavy sales as "Where Do You Go To My Lovely"; "Chitty Chitty Bang Bang"; "Don't Forget About Me"; "Ebenezer"; "Tricia, Tell Your Daddy"; "Star Crossed Lovers"; and "The Way It Used To Be."



Canada

All senior London executives attended the opening of their new Quebec branch, including Fraser Jamieson, president; Alice Loury, product administrator; Eugene Poggetto, controller; Adrian Bilodeau, national sales manager; and Fred Reffea, Montreal branch manager. London this past week bowed their first issue of the London Records News, a newsletter intended to keep all branches of the industry informed of the general activities of the Company. In announcing this newsletter, London's publicity manager Richard Glanville-Brown pointed up the fact that it is not necessarily intended to deal with matters of the trade only and hopes it will lead to an exchange of thoughts between the industry and London. London's Calgary branch under manager Ted Blair besides showing an increase in overall sales is reportedly chalking up impressive leads in tape sales of which it is registering more than any other branch in the London fold. Fraser Jamieson is off to England for top-level discussions with the Decca Record Company, expected to last four days and to cover all aspects of mutual interest between the two companies. Classical product manager Jacques Druelle into New York for meetings with London Records of America concerning future releases and release policy.

Capital execs planning big national push on releases by Natalie Baron and Pierre Lalonde. Both artists to release in English and French. Both singles to be released in stereo and packaged in attractive picture sleeves. Miss Baron's single "Take Me Away" and "Leave Me In Peace" showing well at MOR stations. Her French lid of "C'est Fini Ve-T-En (It's All Over)" and "Trois Mots (Three Words)" off and receiving exposure at leading French/Canadian radio stations.

Patricia Porter, office manager of Quality's Winnipeg branch re-

ports good sales on the Crazy Elephant deck of "Gimme Good Lovin'"; "Shotgun" by the Vanilla Fudge and The Fireball's "Long Green." Top selling single has to go to "Hair" by the Cowsills. Demand has been so great it's difficult to keep up with the orders. Albums sizzling on sales and radio exposure are "Led Zeppelin," "Ball" by the Iron Butterfly and "In The Beginning" by the Vanilla Fudge. Jeannie C. Riley's debut on the Ed Sullivan show has effected sales for her single "There Never Was A Time." Andy Kim's "Tricia Tell Your Daddy" now showing early indications of becoming a top seller in the 'Peg area.

Quality's Toronto branch filling orders rapidly on Richie Haven's new Verve/Forecast LP in view of his recent appearance at Toronto's Massey Hall. Greg Stewart, one of Canada's foremost jocks in breaking new hits, was one of the first on Nino & April Stevens' "I Love How You Love Me." The single is now the top-requested at the station and at local record hops. Calgary's Happy Feeling have flipped their Barry single and now finding themselves moving onto the charts again, this time with "There's A Thought." John Dee Driscoll, Quality's national promotion man, now pushing for national exposure of "Apollo Amen" by Street. Connie Francis seeing good national action on her MGM lid of "Wedding Cake." Receiving plays on MOR, country and rock stations.

Compo Records and Revolution Records announce the signing of exclusive contracts covering sales, promotion and distribution of Revolution Records, the label subsidiary of Revolution Records Ltd. Lee Armstrong, apex division sales manager signed for Compo and Mort Ross for Revolution. Initial single release will be "Walkin' On My Mind" which has already been released in the U.S. on the Tangerine label.

Australia's Best Sellers

This Last Weeks		Week Week On Chart	
1	1	4	Ob-La-Di, Ob-La-Da (The Beatles — Apple) Northern Songs.
2	2	6	Edge Of Reality (Elvis Presley — RCA) Belinda Music.
3	5	2	Dizzy (Tommy Roe — Stateside) Woormera Music.
4	8	2	Adios Amore (Jose Feliciano — RCA)
5	7	2	Crimson & Clover (Tommy James — Roulette) Planetary — Nom.
6	3	8	Build Me Up Buttercup (Foundations — Astor)
7	6	4	Stand By Your Man (Tammy Wynette — Epic) J. Albert & Son.
8	4	11	Star Crossed Lovers (Neil Sedaka — Atlantic) Screen Gems/Columbia.
9	—	1	Sounds Of Silence (Simon & Garfunkel — CBS) Essex Music.
10	9	6	Fox On The Run (Manfred Mann — Fontana) J. Albert & Son.



CARLTON COCKTAIL CONGREGATION: The Rascals, Atlantic recording artists, were toasted recently at a reception at the Carlton Towers Hotel in NYC. Left to right are Johnny Beerling, executive producer of BBC Radio I Club; Dino Danelli; Frank Fenter, European representative for Atlantic Records; Gene Cornish; Aidan Day, producer, Radio I Club; Felix Cavaliere; and (front) Eddie Brigatti.

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EDITORIAL : Straight Talk on "Jukebox Music"

Ever since Jersey operator Bill Cannon first publicly deplored the communications vacuum between the record and the music operating industries, the subject of "jukebox music", or rather the "lack of it", has been a major source of aggravation to both industries. The alleged scarcity of "location oriented" singles irritates the music operator, who feels his needs are being neglected by a record industry that concentrates almost completely upon the teenage record buyer. Standing individually as the largest buyer of single records in the market today, the operator sees this neglect as an insulting slap in the face.

The record industry on the other hand is equally irritated by the operator's repeated plea for **more jukebox music**, and for one very sensible reason — they're not quite sure what "jukebox music" really means. When record industry execs have tried pinning operators down to a definition at various trade conventions, they heard such phrases as: "adult music," "stereo singles", "little LP's", "oldies", etc. But after attempting to satisfy this "need", too many record people have found more real truth in the operator reply, "we don't need this stuff, just give us the hits."

Therefore, there's no sense beating about the bush any longer. Marketing patterns in record selling are rigid and refined . . . the guide rules are simple and unavoidable:

1. Release records that have the best chance of reaching the top 100 trade charts, charts that are heavily teen-influenced.

2. Pull every trick out of the hat to get that record on the "top 40" radio stations, because, "you're dead without radio play."

3. If you get that prized radio exposure, push, push, push to get records shipped to every nook and cranny of the country covered by that play as fast as possible and press your distributors to keep sales action hot and heavy. A pop single today has a very short and delicate life and if it's not available to the buyer when the buyer wants it, you're dead again.

Try to do otherwise than the above and record people will tell you you're walking on mighty thin ice.

So then, faced with this inexorable sales pattern, how and why should the music operator expect the record industry to produce disks especially for him? Why when there's such a vast difference between a record that suits the tastes of the teenager and one that hits the mark with the adult jukebox player. Why especially, when the record people are certain music operators do just as well by programming their machines straight from the charts.

Well, now that we've given the record maker's attitudes on "jukebox music", we're going to say why he should **still** devote attention, and **considerable attention**, to the jukebox business. So let's put a few facts down on the operator's side:

1. While the operator may be doing fine with chart records, he can still **do better** by capturing some of that "plus business" at the location that wants middle-of-the-road adult music. As Johnny Bilotta has said

time and again, "every bar has its timid souls, folks who want to play the music box but just don't have the courage to stand up there in plain sight and select that twistin' and shoutin' music." Bilotta, and many of his operating colleagues, are positive that anywhere from 10 to 25% more money can be earned in the cash box by making more adult music available to location patrons.

2. While the jukebox runs a far second to the radio station as a record sales promoter, it does nevertheless **help greatly** to stimulate interest in a new tune. Coin phonographs can very ably compliment the radio in breaking a record in any given area, and in countless cases **have** — especially where the record company has shown the foresight to send out promotional copies to the operator at the time of release. On the subject of radio play, it should be noted that the average tavern customer is the kind of fellow who listens to the middle-of-the-road stations while driving the car. Therefore, when record people say the easy-listening stations "don't sell records" they should be more specific and put the phrase "to kids" at the end. These stations which cater to adults **are** stimulating interest in location-styled music and this can be translated very aptly into sales to jukebox operators.

3. With the record buying public becoming more and more album conscious as years go by, the singles buying power of the operating industry gets bigger and bigger. Some say operators buy over 40% of singles today. Many predict that the operator will pass that halfway mark in the very near future and wonder what the record industry will do differently when that occurs. Operators are the only record buyers who **literally need singles**. But how long, we wonder, will they be content simply as a catch basket for teenage music.

Plain and simple, if the operator really feels he's in need of more "jukebox music" there's one sure way to get it — **by buying more "jukebox music."** If one-stops, distributors and record manufacturers notice a decided upward movement in their middle-of-the-road product (and we don't mean the Sinatra's and the Herb Alpert's) and determine that the music operator is responsible, there'll follow a noticeably increased volume of such records hitting the market. Let's face it, both industries are in a dollars and cents business that only changes its attitudes when the market it exploits changes its buying habits. There is, in fact, quite a bit of adult product available for use on music machines. If the one-stop is too busy selling chart hits, take the time to search for the "quieter tunes" yourself.

Record companies can do their part by not chasing away the quality artists in preference to the hard rock groups anymore. Plenty of operators have told us they buy records if they think their locations will like them, and don't even care if they're on the radio or not.

Briefly then, no cooperative union will ever really materialize between the two industries if one doesn't show the other what it wants **by what it buys**.

Ill. Ops Prepare For Pin Battle

CHICAGO — Fred Gain, executive secretary of the Illinois Coin Machine Operators Assn., advised last week that a copy of Senate Bill #592 will shortly be mailed to all Illinois games operators accompanied by an appeal that all dues be paid in full in order that sufficient financial support be mounted to combat this harmful piece of legislation.

Senate Bill 592, introduced to the Illinois Senate March 18th by Senator Harris W. Sawell of Dupage County, 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 advised that the definition of "pinball" in the bill is extremely elastic and could very easily apply to a whole host of other coin amusement machines, apart from the standard pin.

The bill is currently awaiting a hearing by the Illinois Senate Judiciary Committee. Although no date is set for the hearing, trade sources expect it to come to term in April. Should the bill pass the committee, the measure would then go before the assembled Senate for a vote. Passage here would automatically refer the bill to the House where the same procedure would be followed.

Heading up the opposition to the bill on the part of ICMOA is executive secretary Gain (himself an attorney) and the association's legal counsel Jim Winning. Gain is also appealing to all amusement operators in the State to lend their financial support to the association in its battle to beat down this prejudicial legislation.

SEGA, G+W Merge

TOKYO — SEGA Enterprises President David Rosen announced officially at a board meeting that a partial stock exchange had taken place between shareholders of SEGA and Gulf + Western Industries, Inc.

Rosen stated that "We anticipate great expansion in all areas of the coin machine business — both in Japan and internationally — as a result of this affiliation. We also foresee the possibility of expanding the scope of SEGA's manufacturing efforts and exports into new lines."

The SEGA President indicated that "many new recreation and amusement opportunities are opening up on both sides of the Pacific and our two firms look forward to united progress in the leisure-time industry." He said further discussions are scheduled for the near future which will explore in detail the best areas for cooperation.

Adult LLP's Released

BUFFALO — Steve Brodie, prominent record distributor and one-stopper with offices in Buffalo, Rochester and Syracuse, has released two new little LP's exclusively for jukebox operators. The junior albums, which feature the delightful organ music of Brad Swanson, are currently available for purchase at most record outlets on the Thunderbird label. Disks are nationally distributed by Masters Releasing, Inc. also of Buffalo.

The Swanson disks offer a superb collection of old standard melodies and some up-to-date show tunes. Ideally suited for restaurant and tap room locations, Brodie describes Swanson's music as "the kind of material adults will pay to play."

The 'Peg O' My Heart' LP features such numbers as 'Maria Elena', 'Slow Poke', 'Dream a Little Dream Of Me', 'Who's Sorry Now' and of course the title song itself.

The second LP, entitled 'The Whispering Organ Sound of Brad Swanson', offers such tunes as 'Spanish Eyes', 'Yellow Bird', 'Hello Dolly', 'Red Roses for a Blue Lady' and 'Summer Place!'. Both Thunderbird albums are in stereo.

29 Ways To Score On New Bally Pin



Bally Op-Pop-Pop

CHICAGO — "Most feature-packed solo player flipper game in years," is the way Bill O'Donnell, president of Bally Manufacturing Corporation, Chicago, describes 'Op-Pop-Pop,' delivery of which commenced this week.

"One of the numerous score-building features in 'Op-Pop-Pop,'" O'Donnell said, "is the new 'Button Jungle' right smack at the top of the playfield—a cluster of 10 rollover buttons each scoring 100 when lit.

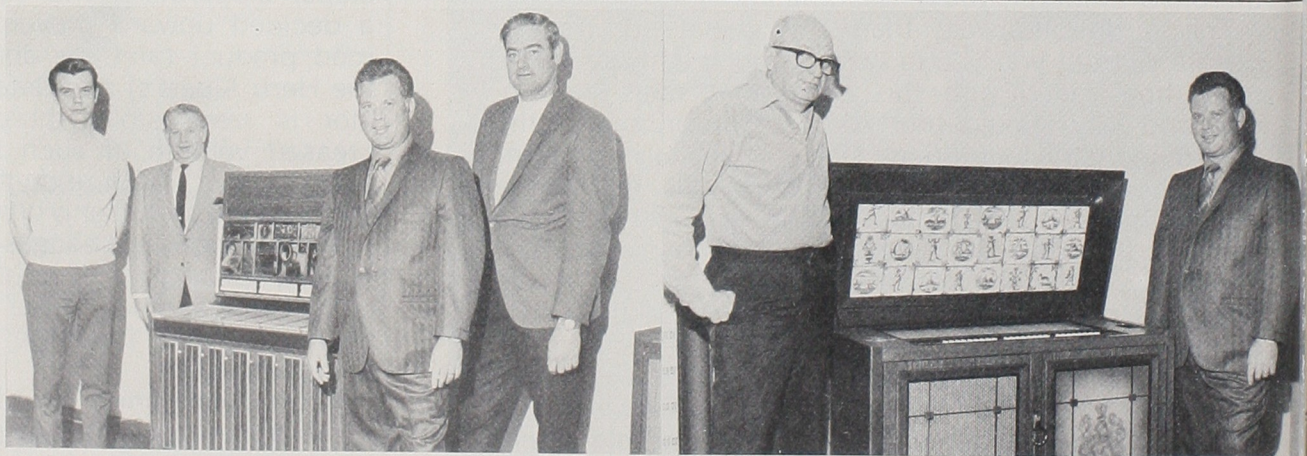
"Players are permitted to take maximum advantage of the 'Button Jungle' by the back-track action built into 'Op-Pop-Pop' — a playfield layout which clears the way for a skillful flipper slot to drive the ball back to the top of the panel for another dive down the score studded field. And 'back-track' action can be repeated again and again with each ball.

"Two separate bonus features add to the score thrills of 'Op-Pop-Pop.' The 'Pop Scores Bonus' advances from 10 to 500 by hitting Black, Red or White Mushroom Bumpers, and highest lit 'Pop Score' is collected by sinking the ball in the 'pop Score' Kickout Hole.

"Even more exciting is the new 'Out Hole Bonus' by which ball can actually add 500 to the score while sinking into the sewer. The 'Out Hole Bonus' advances — 10, 50, 100, 200, 300, 400, 500, whenever Top Center Button or Blue Bumper is hit or any button in the 'Button Jungle' is hit, while lit. Then every ball which enters out-hole via Left or Right Lane with adjacent 'Collect Bonus' lit by skill adds highest lit 'Out Hole-Bonus' to total score.

"An extension of the 'Out Hole Bonus' is the extra ball which is delivered to the shooter tip, whenever a ball escapes through Bottom Lanes while 'Extra Ball' is lit by hitting Blue Bumper after 'Out-Hole Bonus' has climbed to the top.

"With 29 ways to build scores, 'Op-Pop-Pop' is the happiest solo player game in years, and operators are going to grin all the way to the bank after every 'Op-Pop-Pop' collection," O'Donnell concluded.



CHICAGO — Larry and Ronnie Kaghan hosted the first local showing of the new NSM Prestige phonograph in their newly-organized Specialty Sales Corporation of America showrooms at 2606 W. Peterson, on Saturday, March 22nd.

The full-day affair attracted a good

Expo Ground Rules, Exhib Cites, Aired by MOA Execs & Mfr. Reps

CHICAGO — The showing of offensive films, serving of liquor in the exhibit area, games tournaments held on the convention floor and other subjects, were among the points discussed during a two-day meeting last Monday and Tuesday (24 & 25), at the Sherman House in Chicago, between MOA and representatives from the phonograph exhibitors and amusement games exhibitors, who'll be participating in this year's convention.

MOA officers in attendance included Bill Cannon, chairman of the Board; Howard Ellis, president; Lew Ptacek, secretary, Les Montooth, treasurer; and Fred Granger, executive vice president.

The phonographs exhibitors met on Monday and the amusement games exhibitors on Tuesday, with Howard Ellis presiding over both meetings.

Following last year's convention, complaints were registered regarding the showing of certain films, termed offensive, in the exhibit area. It was decided that exhibitors desiring to run films at this year's convention must submit them to the MOA Exhibitors Committee for review and approval, prior to showing. Failure to comply will result in forfeiture of contract.

The serving of liquor will be confined to individual rooms, hospitality suites, etc., but will be prohibited on the exhibit floor. As Fred Granger pointed out when the above items were discussed, "It is our intention and the intention of our exhibitors, I am sure, to conduct this convention in a clean, businesslike manner and we can accomplish this by remaining above reproach in our exhibits and maintaining ourselves within the bounds of good taste."

As to tournaments, MOA had issued a set of rules in 1968 which will remain in effect for anyone planning to hold tournaments in their individual booths this year. Copies of these

rules are available through the MOA office.

During Monday's meeting with the phonograph exhibitors, the set of ground rules, adopted in 1965, were read by Fred Granger and unanimously approved. Some opposition was expressed to the hiring of female models for the booths but this was resolved, however, and it was agreed that as long as they are not too scantily clad, female models in booths would be perfectly permissible.

The question of a possible revision in exhibit hours was discussed at Tuesday's meeting. It was suggested that booths be opened a little bit later in the morning. "It is our intention to satisfy all exhibitors," stated Granger, "so we will try to open the show a little later in the morning, if the hopes that this will not conflict with any scheduled meetings or seminars."

Some of the more pertinent ground rules agreed upon at last week's conference included:

Exhibitors have a free hand in choosing the decor and layout of their individual displays. However, they are requested to exercise restraint in the amount of money spent on said decorations.

Phonographs will be played at the 1969 Exposition in half hour intervals, with each of the five manufacturers taking its turn (the NSM phonograph display will now be guided by the same rules as the four American manufacturers). Earphone for "off hours" will also be permitted, if manufacturers request them.

Record manufacturers may play their records at any time during exhibit hours, but at a reasonable volume. They may not, however, play these records on any coin phonograph that might be donated by one of the manufacturers.

Phonograph manufacturers may show their vending equipment but may not vend any free products.



At the trade show conference dealing with music machines were (left to right standing) Bill Cannon, Les Rieck (Rock-Ola), Hank Leyser (NSM), A. I. Palmer, Jr. (Wurlitzer), Stan Jarocki (Seeburg), Jim Newlander (Rowe Int'l) and Don Desmond (Seeburg); (seated, left to right) Les Montooth, Lu Ptacek, Howard Ellis and Fred Granger. Amusement machine factory representative who convened the following day included: Bill DeSelm (Williams), Her Oettinger (Chicago Coin), Ross Scheer (Midway), Len Schneller (U.S. Billards Purveyor's Herb Perkins and John Minton (representing American Shuffleboard), Manny Spindel (Spindel Insurance), Ken Fischer (Fischer Mfg.) and Gene Wagner of Nutting Industries.



number of operators from throughout this area. On display were both the NSM Prestige (160 selections) and the Console 130 (130 selections).

Shown in the photo on the left (left to right) are: Jimmy Russo (Apex Music), Larry Kaghan, Ronnie Kag-

han and Cliff Stauffer, sales and vice engineer from A.C.A., Oakland based U.S.A. representatives for the German-made machine. Show in the photo on the right (left to right) are: Fred Thaisen (General Music Corp.) and Ronnie Kaghan.

Jews Wms. Baseball Offers Defensive Play

CHICAGO — Williams Electronics, Inc., introduced their latest amusement game to the trade last week. **Fast Ball**, which is a two-player baseball game, is available in the regular or novelty models and features the "exciting innovation of defensive baseball", whereby players can, by pressing the infielder or outfielder button, actually catch the ball. **Fast Ball**, has an animated base-running unit and a variety of pitches — fast, curve and knuckler.

N. Y. Ops Guild Praises 8-Ball Idea

ALBANY, N.Y. — A regular monthly inner meeting of the New York State Operators Guild brought out a standing-room-only attendance of operators and guests to the Governor Clinton Hotel here last Wed. evening, March 9th. President Jack Wilson reviewed several items on the agenda, including the add-a-ball problem in Suffolk County, and then requested membership opinion on their recently held 8-ball tournament.

Operator Ed Solomon of Square Amusement said enthusiasm at those of his table locations which participated in the event remained high, each asking for a second such contest. Bar business increased throughout, Solomon stated, with one spot citing a record January during the weeks of ornament play. Table collections gained considerably during the eliminations at the locations, Solomon stated, and remarkably held high even after the contest concluded. "Some of the players found they weren't as good as they thought, after losing at the playoffs, and are now playing a lot more to sharpen their skills for the next tournament," he stated. Music and games collections were also up considerably during tournament weeks, Solomon stated.

President Wilson aired some of his personal opinions on the tournament of bad will from those customers who lost in the contest were ill-founded. "The people who were beaten out only blamed themselves," Wilson advised.

The consensus of opinion was overwhelmingly in favor of staging another tournament and the membership decided to begin again in the fall. Frank Greco of Frank Greco Bros. Distributing was appointed to search out a larger hall for the playoffs, as they found the Newburgh VFW Post too small for the amount of players and spectators who turned out. The second 8-ball contest will again comprise 64 sanctioned locations with entry priority given to those spots competing in the first contest.

On a motion from Wilson, the membership gave a hearty round of applause to Len Schneller, present at the meeting, whose U.S. Billiards system was followed in the first tournament. Schneller also revealed that he and U.S. Billiards president Al Simon are currently working out plans to stage a spectacular National 8-Ball Championship in 1970, a contest which will bring four division winners from 128 local tournaments into some central point in the U.S. to compete for over \$100,000 in prize money.

The Guild meeting was also attended by a number of factory and distributor representatives, among them Cliff Stauffer of Associated Coin Amusement, U.S. dealers for the NSM Prestige phonograph. Stauffer assisted Tom Greco, president of Greco Bros. Dist., is previewing the Prestige phonograph at the meeting. See separate story on Greco showroom introduction which took place the following day.

Other salesmen attending included: Irv Kempner of Runyon Sales, Artie Brezak of Vendo, Walter Straus of National Vendors and Bob Catlin of Bilotta Enterprises.

Catlin, currently assisting upstate operator Jack LaHart in the North-State 8-Ball Tournament (due to climax at a grand playoff in the Lake Placid Olympic Arena June 14-15), invited operators to attend that event. Catlin also passed out copies of the new JAYBEE Record 'Merry Go Round Of Love' by Roberta Quinlan to the operators.



Williams Fast Ball

Williams' Billy DeSelm said, "Fast Ball offers highly competitive two-players action and is the closest thing around to actual baseball. We think everyone, players, fans and games operators will want to open the season with a winner. We recommend, this game for two plays for a quarter."

The game has steel (stainless) front door and molding; optional single, double, or triple chutes and individual lift-out coin trays. The crated weight is 345 pounds.

Fast Ball is on display at your local Williams Electronics distributor.

SCCOA Planning 5-Part 8-Ball Meet

COLUMBIA — An important decision was made by officers and members of the South Carolina Coin Operators Association during their recent annual convention (March 22-23). A decision to exploit coin operated 8-ball tournaments. The trade group formed an 8-Ball committee headed by Royce Green, Jr., of Rosemary Amusement Co., to meet in the near future to discuss plans, line up sanctioned locations, and set a date and place.

Green said, "with the help of Lenny Schneller, who has done a lot of promotion and hard work on 8-Ball tournaments all over the country, we hope to stage five area or district contests, which will begin one week apart, not to have all the playoffs on the same date, then follow with a state championship with the class A, B, C and Women's Division winners of the area contests competing for top state honors."

The tournaments will abide by the U.S. Billiards Sanctioned 8-Ball format and be coordinated among the association, the committee, LeSturgeon Distributing and Len Schneller.

Schneller said, "there is an awful lot of behind the scenes work involved in the planning and staging of 8-Ball tournaments. It's this way because we know the operator does not want to get into the tournament business. He just doesn't have the time. The only work he has to do is during the two-day playoffs, other than that his effort, is limited."

"One thing we would like to make

clear, I don't go around and poll participating locations to see what brand of tables the operator has. The only thing we require of the operator is that they follow the format of the U.S. Billiards 8-Ball format. These tournaments are designed for any coin-operated 8-Ball table."

Commenting upon the potential of 8-Ball tournaments, Green said, "this could be one of the best things to ever happen to South Carolina coin operators. The potential is just fantastic, Len proved that to us. Pool used to be a dirty word, but now all that is being changed with the introduction of 8-Ball competition."

Other members of Green's 8-Ball committee include: Jerry Palasis, Cecil Parsons, H. H. Hackler, Carl Pappell and J. P. Barwick.



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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

- 58 **Gitarzan**^o
Ray Stevens — Monument 1131
- 60 **The Boxer**^o
Simon & Garfunkel — Columbia 44785
- 69 **Pinball Wizard**^o
The Who — Decca 732465
- 72 **Good Times, Bad Times**^o
Led Zeppelin — Atlantic 2613
- 73 **Badge**^o
Cream — Atco 6668
- 77 **River Is Wide**^o
Grassroots — Dunhill 4187
- 84 **Happy Heart**^o
Petula Clark — Reprise 7275
- 85 **Love Is All I Have To Give**^o
Checkmates — A&M 1039
- 86 **Happy Heart**^o
Andy Williams — Columbia 44818
- 87 **Foolish Love**^o
Dee Dee Warwick — Mercury 72880
- 88 **Love Can Make You Happy**
Mercy — Sundt 6811
- 92 **You Came, You Saw, You Conquered**
Ronettes — A&M 1040
- 93 **These Eyes**
Guess Who — RCA 0102
- 95 **July, You're A Woman**
Pat Boone — Tetragrammaton 1516
- 98 **Back In The USSR**
Chubby Checker — Buddah 100
- 100 **Grazin' In The Grass**
Friends Of Distinction — RCA 0107

^oIndicates Chart Bullet

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Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

Adult Locations

A PLACE OVER THE SUN (2:52)

TONY BENNETT

Whoever You Are, I Love You (2:27) Columbia 44824

SAUSALITO (3:05)

AL MARTINO

Take My Hand For Awhile (2:46) Capitol 2468

JOANNA (2:08)

FERRANTE & TEICHER

Andrea (2:55) United Artists 50512

A TOUCH OF SOUL (2:50)

RAY ANTHONY

On Treasure Island (2:15) Ranwood 841

THE WINDMILLS OF YOUR MIND (2:24)

BILLY VAUGHN

The Way That I Live (2:35) Dot 17229

C & W

HEAVEN BELOW (2:52)

JOHN WESLEY RYLES I

A Mighty Fortress Is Our Love (2:30) Columbia 44819

WHO POURED THE WHISKEY IN THE WELL (2:30)

BILL HOWARD

Where Was I (2:56) Decca 732477 (Stereo)

IT'S A GOOD WORLD (2:46)

BOB WILLS

Milk Cow Blues (2:28) Kapp 988

Teen Locations

STAND (3:06)

SLY & THE FAMILY STONE

No Flip Info Epic 104501

THE RIVER IS WIDE (2:30)

THE GRASSROOTS

(You Gotta) Live For Love (2:10) Dunhill 4187

GOODBYE (2:23)

MARY HOPKIN

Sparrow (3:10) Apple 1806

THE WONDER OF YOU (2:38)

THE SANDPIPERS

No Flip Info A&M 1044

YOUR LOVING EYES ARE BLIND (2:13)

MERRILEE RUSH

Everyday Livin' Days (2:10) AGP 112

COVER GIRL (2:41)

THE GROSS NATIONAL PRODUCT

That's What I'll Do Now (2:26) Guilford 103

R & B

(WE'VE GOT) HONEY LOVE (2:36)

MARTHA REEVES & THE VANDELLAS

I'm In Love (& I Know It) (2:25) Gordy 7085

CRYING IN THE RAIN (2:26)

SWEET INSPIRATIONS

Everyday Will Be Like A Holiday (2:29) Atlantic 2620

ANY DAY NOW (3:48)

PERCY SLEDGE

The Angels Listened In (2:31) Atlantic 2616

check your local One Stop for availability of the listed recordings

Larry Flynt — One Of The Rare Breed, Taking The High Road



Picture above was taken during Flynt's recent showing of the Prestige and Consul 130 phonographs, for which his firm is a Tri-State distributor. Flynt (left) is being congratulated by Joe Perkovich, national representative A.C.A. Sales & Service of Oakland, Calif. A.C.A. is the United States representative for NSM, German manufacturer of the phonograph.

DAYTON — Wherever you might find a Go-Go Dancer . . . not the proverbial type . . . but one that does her thing

while hanging from the ceiling . . . upside down . . . from a set of gymnastic rings; or a handsome young man

ROBERT ROONEY . . . 'ABOUT MUSIC'

BATON ROUGE — Bob Rooney, of Late Novelty Co., here in Baton Rouge works more like a linebacker for The New Orleans Saints than an operator of jukeboxes. But one thing for sure—Bob has the same mental alertness that makes a good linebacker and he makes good use of that alertness in his business.

Rooney says he is just beginning to change over to a quarter dollar bill and that so far it is working out just great. "I've ten or twelve locations, 2 for 25¢ pricing along with the dollar bill validator that allows 12 days for \$1."



Bob Rooney

"By using the dollar bill validator in conjunction with the higher pricing," Rooney said, "you are less apt to get a negative reaction from both the location and the customer. It shows the customer that you're not trying to sell him out of anything. And shows the location that they'll still get a good income."

Rooney hand-picked several high volume transient spots to test 2 for 25¢ and found no decrease in the number of times the juke box was played. "In one spot—a bowling alley—it held steady for a few days, but then picked up. All but one of my test spots were in favor of the change. He was leery of the pricing. A few days later I called him into the office and showed him collection reports and when he saw how good they were, he said, 'the very next machine you get in with the dollar bill validator, send it over.'"

Stereo Singles

"I'm very enthusiastic about stereo singles," Rooney stated, "some operators say there's not much difference between stereo and regular. But there's as much difference as there is in day and night. The people who say there is no difference are probably operating some of the older equipment that is not equipped for stereo . . . then too, they may be forgetting to change the speakers from channel one to channel two. I, personally, prefer stereo singles."

Little LP

"I am also an advocate of the Little LP concept," stated Rooney. "I had always hoped we could guide record

manufacturers as to what we wanted on Little LP's. I've often heard that LLP's were not so hot because record companies would cut just one or two good bands and the rest was just filler material to make the finished product. In spite of this, I still think they are worthy of using. Although it would be a welcome change to have some good past hits combined on a single LLP," Rooney further stated.

Record Companies, Take Notice!

Echoing the words of many jukebox operators, Rooney would like to see a series of singles released on some of the real hot tunes during and right after the war. Some of the tunes Bob mentioned included, "String of Pearls," "Tuxedo Junction," "Sunrise Serenade" and "So Rare."

Programming

According to Rooney, "the first step in effective programming is to build up a record library. You must have an effective system whereby you catalogue records that have been on the box, and showed promise of coming back again, in such a way, that they'll be easy to track down whenever you need them."

Rooney's firm uses a color-coded storage system. He has a wall rack with several colors of boxes, with each box representing a particular music style . . . Red boxes are for teen music; Blue for R&B; Green for C&W; Yellow boxes contain records of any style that have ever done good on jukeboxes. "You name a tune and if we have it in the library our programmers can find it in just a few seconds," Bob said.

"We also have what we call the 'Black Book,' which has plastic leaves that holds title strips. There's a black book for every machine out with a complete history of record changes, dates, etc.," Rooney said.

Rooney has two programmers that listen to new records and meet with him to discuss which ones to buy. "We want to do our own programming. The one stops are helpful and we listen to their suggestions but the final decisions are always made here."

"Programming music for jukeboxes is like buying stock, you have to be tuned in on the trends." Truer words were never spoken . . . thank you, Bob Rooney.

leading a parade of beauties down a main street pushing wheelbarrows loaded with 500,000 pennies to pay off a \$5,000 bank note . . . you'll find a 25-year old entrepreneur by the name of Larry Flynt.

Flynt's corporation, which carries the same name, is the operation base and center of several diversified subsidiaries dealing in business ventures from publishing of a weekly newspaper for bachelors to owning one of the most popular nite spots in Dayton operation of a coin machine route and distributing the German-made Prestige and Consul phonographs and the Spray Vender shoeshine and hairspray units.

Larry has his ambitions aimed high. "My dream is to see my corporation listed on the New York Stock Exchange," he stated. Flynt just might see that day sooner than some people think. His annual income continually rises above the six figure mark.

Larry Flynt is a member of that rare breed of men who wheels, deals, work 18 hours a day and always keeps his eye focused on his goal.

What's his secret? There is no secret . . . it's all in the make up of the man himself. Determination, desire . . . they're hundreds of descriptive words . . . but in the end it's the man himself.

Among his many enterprises, Flynt has a special attachment to the coin machine business. It was during the course of his involvement in nite clubs that he got into operating. "I found out that I could show a better profit by operating my own machines. With this, I started working to get other spots. Over the past two years I have taken my corporation from 14th among local coin machine firms to no. 4," Flynt revealed.

Now that he has formed the Flynt Dist. Co. of Ohio and is the tri-state distributor for the Consul and Prestige phonographs, it shouldn't be long before he is no. 1. "The Consul and Prestige phonographs are available now and sales have been terrific—the reception has been just great!" Flynt said. Deliveries on Spray Vender products (hairspray and shoeshine) are



A good example of Larry's charisma and ability to focus attention on himself took place when he wheelbarrowed 500,000 pennies along with the very able assistance of 15 go-go girls, down Dayton's Main Street to pay off a \$5,000 note to the bank. That's called publicity, gentlemen!

set for mid-April.

Flynt is currently operating machines in the Dayton area and expects to expand into Columbus and Cincinnati within the next 90 days. All activities will be coordinated from his recently acquired 5,000 square foot headquarters at 3609 Linden Avenue.

"We've become an extremely diversified firm and have a great many new ideas that we will begin to use in the business. Naturally, we're always interested in new lines of equipment and expansion," Larry said.

Soft-spoken Larry Flynt has educated himself far beyond that day in the eighth grade when he dropped out of school and is now a polished and well-versed businessman. He has that sweet aroma of success surrounding him.

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Round The Route

EASTERN FLASHES

UJA DOINGS — Only five good weeks remain before the Al Denver testimonial May 10th and the UJA coin division's executive committee is pressing harder than ever to get those donation pledges in. Meeting last Thursday evening (March 27th), division chairman **Gil Sonin** once again urged the committeemen to press their efforts to raise the badly needed funds that help so much over in Israel. Much has been done already by the committee but the bulk remains. Please respond immediately when your UJA rep calls for your pledge. We'll do our part by listing names of contributors in the magazine as they come in.

MYRON'S MERRY GO ROUND — Myron Sugerman's organization has been receiving plenty of consumer press coverage since their recent sale and shipment of the famous El Dorado carousel to Tokyo's Toshimaen Amusement Park. Myron himself did quite a bit of research into existing carousels after he received the query from Japan. After much work, he located the giant El Dorado down in Wildwood where it had been shipped after its former home, Steeplechase Park, had been demolished. Understand some of the big magazines will run photo items on the undertaking. Good press for the business.

SPEAKING OF PARKS — Larry Galenti's Mutoscope factory out in Long Island City is presently in full swing assembling photo, voice recorder and other arcade and parks items for their summer customers. **Joe Munves** likewise is in and out of the Tenth Ave. offices visiting his customers and expediting their machine orders. Quiz units and soccer tables are currently big with arcade ops, says Joe.

ON THE AVENUE — Hot table item for several months at Atlantic New York is the All-Tech line, says **Murray Kaye**. Seems ops like the play meter. Also understand it can be easily repaired after machine breakin's, and suppose that's a sales factor here in "fun city". Speaking of tables, **Sam (Musical Moments) Morrison** says one of his Spanish locations in upper Manhattan has hired the services of some Argentine billiard ace who'll be demonstrating his skills for customers next week. Great way to get folks into the location, says Sam. **Abe Lipsky** getting good delivery on the NSM Prestige phonograph these weeks, looking toward fine sales action. **Tommy Greco**, whose territory on behalf of the NSM machine is the entire State of New York (except for Lipsky's area of New York City and Long Island), receiving excellent delivery on the unit from Europe, expecting over 300 units before the spring rush is over. **Irv Green** and **Lou Wolberg** at Runyon report fine sales activity on the Kaye Company's new 'Apollo' coin table line with their customers. Good looking and well made, the lads say. **Al D'Inzillo** at Albert Simon, Inc., info's the firms been moving a goodly number of Rock-Ola vending units of late, including some nice orders for the coffee machine.

FLORIDA FUNSEEKERS — **Ronnie Gold** of Cleveland Coin vacationing in Miami till the end of this week. **Dave Liebling** holding down the old fort out in Cleveland says he's busier than the one armed paper hanger with amusement machine orders. The CleCoin folks do a very sizable business with arcade people and have for years. Firm founder **Morris Gisser** was a true pioneer in this phase of the business.

Also in Florida on a business/pleasure junket last week was **Johnny Bilotta**. Johnny's 'Fun'n Food' establishments down there have kept him hopping for several months now and we guess he's hit the State over a half-dozen times since Christmas.

NY GUILD MEETING — Was fine meeting all the lads up at Kingston week before last as **Jack Wilson's** operators met for their regular dinner-confab. Secretary-treasurer **Gert**

Browne read the financial report at the info'd the group was rather solvent indeed. Enjoyed chatting with **Ma Douglass**, **Mike Mulqueen**, **Ron Greory**, **Ed Solomon**, et al, and learned their recent 8-ball tourney was extremely satisfactory to all. **Irv** (the kissin' salesman) **Kempner** from Runyon and **Walt Strauss** from National were on hand representing their respective firms, staying the night at the Governor Clinton Hotel. **Frank Greco**, **Greco Bros. Dist.** told the group he been on TV that week, along with other town leaders of DuPont, N.Y., lobbying for some civic improvements. **Jack Wilson** once again urged the group check around to see if any location were still using the wooden cue stick outlawed in the State as "poorly weapons." Some talk about direct sales problems had the group embroiled in awhile but the Guild has their distri pretty well under control. Some trouble from a "Jersey concern" tho, been some watching. All in all, was a most illuminating meeting.

HOUSTON HAPPENINGS

A new and fast growing vending operation in this city is the **Bur Distributor** at 2621 Richmond, Suite 106, Houston. Organization was completed some seven months ago with **W. E. Burns** president and owner and **Ed Morrison**, manager. **Bur** said they would presently continue with exclusive operation of light and medium vending equipment and gradually move into heavier stuff. Operations of proven amusement games, hinted, might come later. . . . Attendance past few months at Seeburg phonograph service school, 7:30 p.m. every Wednesday at H. A. Franz & Co. has set a new high record. School will continue for at least six more months. Periodic vending machine sessions held on Thursday nights and notices mailed in advance. . . . **John E. Williams**, ABC Music, complained that getting competent mechanical help was his major problem. Ads in newspapers had not proven successful. . . . **L. C. Butler**, head of Gulf Coast Distributing Co. (Wurlitzer), announced that **Gus M. Wueste** was new manager of Gulf Coast Distributing S. Antonio office. . . . **Robert H. (Bo Bear) and Ralph D. Cragen**, National and Regional sales managers respectively for The Wurlitzer Company made Gulf Coast Distributing their home base during recent business tour of Texas. . . . **Fred Troy**, owner of Ma Amusement Co., set himself slightly apart from rank and file when declared business much better than average. . . . **Hawkins Service Co.** owned by **Bill Hawkins**, reportedly one local coinmatic firm where hands work all time.

Long experienced operator **L. Gardener**, owner Gardener Sales Co. neither gloomy nor optimistic about present over all local coin machine operations. . . . Operator **P. L. Wagon**, big and tall he is, looks plenty "Texan-like" in that ten gallon cowboy hat. . . . Coin Machiners are the only small businessmen competing for office and mechanical hired help. Nearly all small business, independent appliance dealers mentioned offhand are in same boat. Fringe benefits, doubly is the problem. People are inclined to shun smaller concerns; even leave them for the majors at less pay and more fringe benefits. One solution might be trade associations but that would pose a problem of an organization big and stable enough to handle the project. Organized craft labor unions have made good progress their National organizations. **Union Mine Workers**, maybe the granddaddy of them all as to direct benefits to its membership, has an amazing administrative cost. In comparison, believe United Fund spends about 1% for administration fees.



CashBox Round The Route

CHICAGO CHATTER

ILLINOIS operators are being urged by ICMOA's **Fred Gain** to join the fight to defeat the proposed anti-pinball legislation currently before the state Legislature. Senate Bill #592, introduced on March 18th by **Senator Powell** of Naperville, Ill., is scheduled for hearing this April. The bill, if passed, would outlaw the operation of pinball games in the State of Illinois. Gain has issued copies of the bill to all operators, both members and non-members, in an effort to rally their support. Funds are needed. Please contact Fred at the ICMOA offices, 120 E. Ogden Building, Springfield, Ill. Phone number is (217) 544-3221. Williams Electronics, Inc. has a new baseball game which was just released this week. Called 'Fast Ball', **Billy DeSelm** describes it as "a coin-operated baseball game with a new concept — dense base ball!" It's exciting and made-to-order for two-player fun, adds **Bill DeSelm**. 'Fast Ball' is doing great on test operation and the factory is currently in full production. IAAP's **Bob Hundred** is back at his busy desk following a trip abroad. Among the countries he and his wife visited were Italy, Denmark, Greece, Persia and the Holy Land. Quite a trip! **Tommy and Larry Kaghan** of Specialty Sales Corp. of America enjoyed a good operator turnout for their showing last week of the NSM Prestige and Consul 10 phonographs. Just received a copy of 'Cheer', the monthly publication put out by **Les Montooth**. Enjoyed it very much, Les. 'Op Pop' is the new solo player flipper game just released by Bally Manufacturing. It's a dynamic new game, according to Bally president **Bill O'Donnell**, "with 29 ways to build scores." You can see it at your local Bally distributor. The Minnesota Automatic Merchandising Council (a state council of NAMA) plans an interesting agenda for their annual meeting June 6-8, at the Madden Inn and Golf Club in Minnetonka, Minn. Atlas Music Company's **Joe Kline** tells us invitations to the April 9th Rowe Music Miracle School are going out this week. Session, to be held in the Atlas showrooms, will be conducted by **Hank Hoevenaar**. The big excitement at Chicago Dynamic Industries centers around 'hampaign', firm's recently debuted 4-player bowler. Initial reaction throughout the trade has been simply great, according to **Mort Secore**. At the meeting **Ken Fischer** of Fischer Manufacturing in Tipton, Mo. Ken's routing around for some space here in town to open a Chicago office for Fischer. Also talked to **Frank Schroeder** out at the plant in Tipton and he happily informed us business has been superb and the entire Fischer line is enjoying much success these days. Ecca Records hosted a cocktail party at the Ambassador East Hotel last week for songster **Jimmy Damon**, to herald his latest single release 'I'm All Need' b/w 'That's the Way it Was'. Jimmy, who appears nightly at the business Club here, endeared himself to the trade during last year's MOA Expo when he toured the exhibit area. **Arwin Sales** prexy **Robert Garmisa** informs that the current **Engelbert Humperdinck** hit album titled 'Engelbert' (Parrot) is now available on little P, for immediate delivery. **Gus Artol** of Singers One Stop, who keeps himself very well informed as to the angles needs of local operators, lists the following releases as being very active hereabouts: 'You Made Me So Very Happy' by **Blood, Sweat and Tears** on Columbia, 'Don't Give In To Me' by the **Union Gap** on Columbia, 'When You Dance' by **Jay and the Americans** on UA, 'Memories' by **Ivis Presley** on RCA and both the **Etta Clark** (WB) and **Andy Williams** (Columbia) recordings of 'Happy Heart'.

MILWAUKEE MENTIONS

Some 26 operators and service personnel from the Wisconsin area attended a service school on the Rowe "Music Miracle" phonograph, held at the Pioneer Sales & Services showrooms last Thursday (20). The factory's **Hank Hoevenaar** came in to conduct the session. Hosts **Joel Kleiman** and **Sam Cooper** were more than pleased with the turnout of "students" and with the fine presentation made by Hoevenaar while the class was in progress. He thoroughly explained the workings of the MM3, concentrating on installation, trouble shooting, etc. We understand LaCrosse, Wis. group, **The Unchanged Minds**, have made quite an impact on the local scene with their new single release "We Can't Go On This Way" (Teen Town). Chatted with **Russ Townsend** of United, Inc., where action continues at a hot and heavy pace on the Wurlitzer "Americana III"! **Russ** informed us that United arranged a series of on-the-spot service schools, which have proven most effective. **Wurlitzer's Bob Harding** has already covered quite a bit of ground in Wisconsin, conducting sessions right on the operator's premises! All's well, and plenty busy at Hastings Dist. Co. **Jack and Jim Hastings** are ably holding down the fort, in anticipation of **Sam Hastings'** return from vacation within the next couple of weeks. **Jack**'s hopeful that his dad will bring back lots of fish from Florida, since so many people here are expecting to share in the catch! **John Janowski** of Radio Doctors reports good operator reaction to the following singles: "Singin' My Song" by **Tammy Wynette** (Epic), "To Know You Is To Love You" by **Bobby Vinton** (Epic), "There Never Was A Time" by **Jeannie C. Riley** (Plantation) and "Happy Heart" by **Andy Williams** (Columbia).

CALIFORNIA CLIPPINGS

Ron Pepple of Northwest Sales; **A.J. (Bart) Bartholomew** and **Clayton L. Ballard** of Wurlitzer Distributing Corp. of San Francisco and Los Angeles, respectively, played hosts to a five-day service seminar sponsored by The Wurlitzer Co. Taking on the teaching assignments were: **C.B. (Professor) Ross**, **Leonard Hicks** and **Harry D. Gregg**, all field service reps for the factory. Members of the "Graduating" class were hosted to a cocktail party followed by dinner at the Bellevue Hotel in S.F. on the last day. Among the many ops and service personnel attending were: **Jim L. Bice**, **Milton P. Rose**, **Keith L. Hanson**, **Jerry F. Stephens**, **Michael Minard**, **David E. Gunderson**, **Robert Savala**, **Charles W. Clark**, **M.C. Stanley**, **Fred Harden**, **Frank F. Entelisano**, **Peter E. Arrollo**, **Ken Ashlock**, **Joe N. James**, **Normal E. Young**, **Pat Burch** and **Paul C. Meyer** — also **Joseph L. Stephens** and **Stewart Brickley**. **Lance Hailstone**, sales ace for Nutting Associates of Mountain View will be down at the Teenage Fair at the Hollywood Paladium thru April 8th, exhibiting the **Computer Quiz**. **Ransom White**, president of Cointronics, same city, will be making an Eastern business trip before long including stops at some of his 35 distributors. **Howard Bartley**, national sales manager with the firm just recently returned to his desk from distrib visits and says he will be off again in the next few weeks. The **Giants** and **Dodgers** will be opening up their seasons in the next few days — should make quite a few San F. and Los A. coinmen pretty happy!

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Castro 60	139 56%	54%	54%	-1%	Eaton Bros 1	3 45%	45%	45%	-1%	Ingrand 2e	8 46%	45%	45%	-1%	St Jos Lead	9 21%	21%	21%	-1%	TexInd	30 93 10								
Cater Tr 1.20	166 46%	45%	46%	-1%	E&G 70	72 43%	42%	43%	-1%	InspCoB 2.80	219 38%	38%	38%	-1%	St Jos Lead	9 21%	21%	21%	-1%	TexInd	30 93 10								
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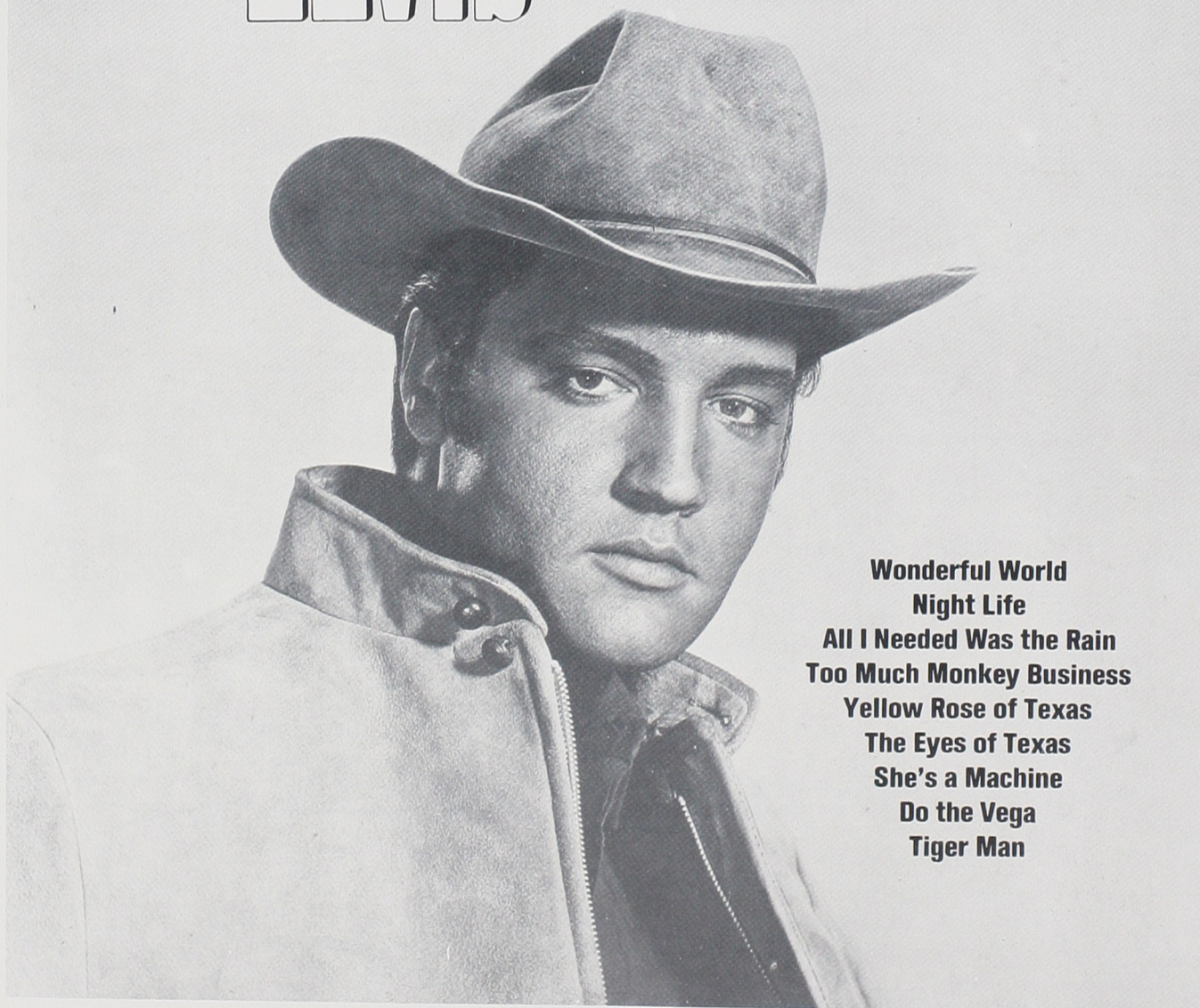
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