

he Complex: More Complex Than Meets The Eye  
(Editorial) . . . Davis At Col Confab Outlines Label's  
Approach To 'Sound Of Seventies' . . . Reports On

August 9, 1969

# Cash Box

75¢

Decca and Epic  
Meets . . . Ross'  
Glossus Label  
Does It Alone . . . Talent Assoc. Starts Re-  
cord-Pub Units.. MIDEM Adds Classical Touch..  
New Column: Tom Donahue's 'Metanomena'

Cash Box

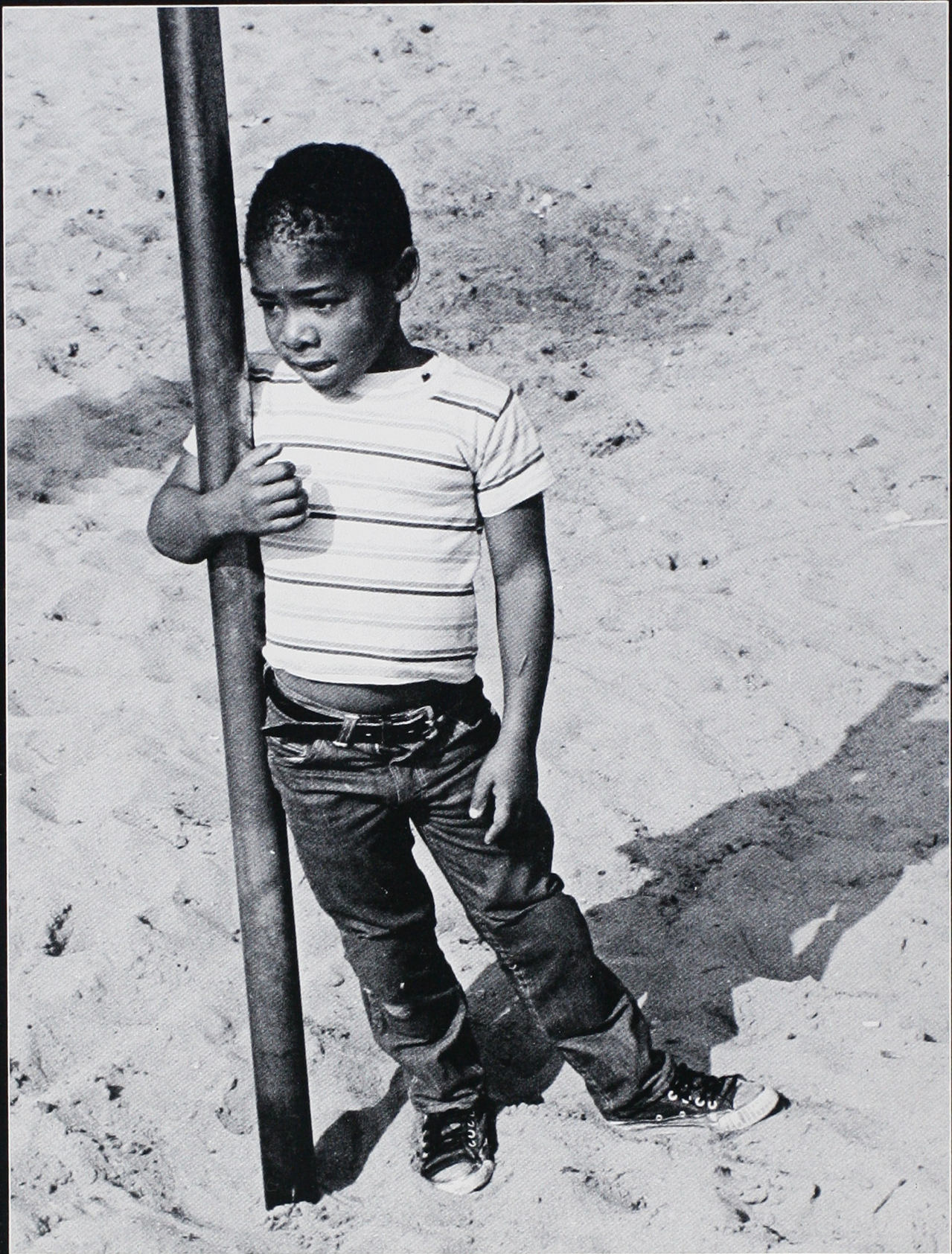


David A. Winter

SBY, STILLS & NASH: OFF TO A SUPER START

Int'l Section Begins on Pg. 69





**When you hear "Daddy's Little Man,"<sup>4-44948</sup>  
you'll know O.C. Smith had to be the one to sing it**

The first time songwriter Mac Davis brought this song to Jerry Fuller, Jerry went wild. "What a gas. O.C.'s really going to flip—that's his type of song." And O.C. did.

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song—probably bigger than 'Little Green Apples.' It's a Hit!"

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Score one for O.C. Smith. On the charts that is.

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There's a new glamour word in the business — one that's abused almost as often as it's used. That word is "complex", a catch-all for a company that not only is interested in record success, but music publishing, production, film and TV, management, etc. Disconcertingly so, it may be an entirely new entertainment entity that starts life as a "complex", seemingly ready-willing-and-able to slay dragons that stand in the way of "total" success.

Ready and willing, perhaps, but how "able" are these companies to pursue a blanket approach to the entertainment business? And, we should stress, it's simply not a matter of money, "Wall Street" or otherwise. Being "able" is being geared in manpower and a sufficient grade of talent to embark on ventures that some of the great corporate giants fear to tread. But, of course, it's all impressive-looking copy when so-and-so creates a "complex", and for want of a better word to give these operations a benefit of a doubt, the trade papers help perpetuate this concept of instant diversity.

On the surface of it all it would seem to be rather harmless to start a firm off or "expand" an already existing operation with the intentions of making the grade in all areas associated with the music business — and, goodness knows, it's hard to uncover an area that isn't these days. But, assuming that most of these operations still

depend on disk success to get them to these allied fields in the first place, isn't it a better idea to put one's full resources into making a reputation on the Top 100 singles or LP charts before it's decided that the time and company's talent is ripe for the "complex" concept? We don't believe that recorded success has become such a matter-of-fact that a new or modest setup can presume the kind of success pattern that lends itself to thoughts of bigger-and-better things.

In truth, the trade respects the formation of new divisions within a company when its success in a particular area seems to cry out for expansion. It is rather skeptical of such so-called expansion when it really cannot stand on its record (no pun intended).

As a trade magazine, Cash Box is obliged to print legitimate news stories that inform the trade of a company's decision to reach out as far as it says it will. When such a setup is viewed by us as capable of undertaking such a direction coverage by Cash Box will tend to be prominent if not extensive. We urge, however, that operations which are seeking more in print than they can demonstrate in fact contemplate such announcements and weigh the manner in which they are introducing themselves to the entertainment community. Being a true "complex" is far more complex than a desire to be one.

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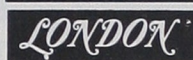


A Breakout From Their Smash LP "Blue Matter"

# SAVOY BROWN Train To Nowhere



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A Mike Vernon Production

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# ANN PEEBLES Give Me Some Credit



Produced by Willie Mitchell

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An Unbelievable New Talent... Singer, Composer

# KATHE GREEN Primrose Hill



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SWITCH ONTO  
THEIR GREATEST  
TRACK!

# THE TRAIN

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## Rock Band Next Sic Biz Trend?

ANGELES — Be on the lookout for the following names: Flock, San-Pacific Gas and Electric, and give a close watch on the rapidly rising group called Chicago. They are the record sound of tomorrow.

A quartet of rock groups literally lined up the opening night turnout of 700 plus people attending the 1969 Columbia Records Convention at the Century Plaza Hotel in this city.

Their performances at the opening show drew screams from the understandably partisan audience, but everyone talking about the beat of this is the kind of music the industry and the public will be awaking to during the next industry year.

These groups are obviously a development to the surface as a result of the huge success attained by the Flock, Blood, Sweat and Tears Com-

position groups may be tomorrow's answer to the big band era of the 30's and 40's. They offer a great variety of instruments which gives each group a uniqueness, fulfilling the search for diversity and the sound of one's

own. Flock featured an electric violin as well as the familiar rock instruments of drums, guitar, and bass, plus the individuality provided by the prominent role played by two saxophones and a trumpet. One sax man plays the tuba on hominica on occasion. Blood, a rhythm group, features

(Con't. on Page 32)

## FRONT COVER:



ing the Atlantic label's contribution to the super-group roster is Crosby, Stills and Nash. David Crosby has usually made music as a member of Crosby, Stills and Nash, while Steven Stills and Nash performed for Buffalo Springfield and the Hollies, respectively. The results as a team has been the nation's top-selling albums, Crosby, Stills & Nash, and, from a hit single, "Marrakesh Express." And from now on it'll be Crosby, Stills and Nash and Young. Young is a young, singer-guitarist who has joined the group. The now foursome is currently making a nationwide tour.

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# Davis At Confab Outlines Col.'s 'Sound Of 70's' Approach To Artist Deals, Promotion And Sales

HOLLYWOOD — Underscoring its own artists, sales and promotion policies for the "Sound of the Seventies," Columbia Records hosted its largest sales convention at the Century Plaza Hotel here last week.

In his speech before the convention on Thursday (31), Clive Davis, president of CBS Records, listed and explained a set of standards that he feels must be met if the label is to continue its sales leadership in the albums and singles markets.

### LP's, Cassettes Bow

In the product area, the company unveiled its first lineup of cassettes, totaling 88 releases from the Columbia and Epic labels, in addition to 14 8-track, nine reel-to-reel and one 4-track sets (see Tape News Report). New audio equipment was also introduced (see Tape News Report).

On the album front, the company will market 21 pop albums, nine Masterworks, 10 budget-priced Harmony sets, five low-priced Odyssey packages, three Latin LP's and a collection of kiddie releases (see separate story). Among the highlight LP's are a new Barbra Streisand date, "What About Today," a "W.C. Fields On Radio" offering, and packages by two contemporary groups, Pacific Gas & Electric and the Flock.

### New Col. Product Pg. 18

### Davis On A&R

In pointing to the label's A&R activities, Davis declared: "Let it be said, once and for all, that unless an artist has a realistic potential of 100,000 albums or better over a period of time, Columbia Records doesn't need that artist. We want quality artists who have long careers. . . . Question A&R men should ask themselves is: If I give a great piece of material to this artist, will I be launching or extending a long-term career?" Davis explained that the company was not interested in disk performers whose LP sales were dependent on singles success, but in artists who would have long-range LP success on a long-term basis. Davis said the company has always been a low bidder in artist negotiations with the exception of instances when "it is clear there will be a big advance sale for the first album by that new artist." He cited Janis Joplin and Johnny Winter as the only two examples of artists for whom the label has "gone out of its way."

**Epic Confab News Pg. 9  
Col., Epic Cassettes Bow  
See Tape News Report**

### Promo Approach

For Columbia's promotion department, Davis said that "after you report airplay on a given record in a given market, you then should coordinate with sales to report the sales action. After airplay is obtained, we are eager to know if the consumers are buying. Too often all we hear about is the airplay and there seems to be a gap in the promotion man's interest or communications with the sales force. They must work hand in hand."

Davis warned against "unduly large allocations of singles at the outset for any artist," declaring that it interferes with the building of "an impressive reorder pattern and when records don't immediately move out with a rush, the pile lays there and the record looks like a bomb despite what could

(Con't on Page 32)

## Stax Sells 10 Million Singles In 12 Months

MEMPHIS — Stax Records reached 10 million in singles sales for the period June 1, 1968 to June 1, 1969.

Ewell Russell, national sales manager, said this figure surpassed projections of 7½ million a year established as a third year goal following the label's merger with Paramount Pictures on June 1, 1968.

Among the top disks credited with achieving the 10 million milestone were "Limbo" by Booker T and the MG's, "I Never Found A Girl" by Eddie Floyd, "Who's Making Love" by Johnnie Taylor, which the label said has sold 2 million copies, "Hang 'Em High" by Booker T & the MG's, "Forgot To Be Your Love" by William Bell, "Take Care Of Your Homework" by Johnnie Taylor, "I Like What You're Doing To Me" by Carla Thomas, "Time is Tight" by Booker T & the MG's, "So I Can Love You" by the Emotions and "Testify" by Johnnie Taylor.

## Jerry Ross' Colossus Label Will Set Its Own Distribution Pattern

NEW YORK — Jerry Ross has formed his second label in a year Colossus Records.

While his successful Heritage operation is handled through MGM Records, Ross said that Colossus would handle its own distribution. He desires to maintain a "closer check on the progress of each record as it builds regionally." "I feel," he added, "that direct communication with the best independent distributors in the market is a step forward for a new company."

Colossus will bow on the marketplace with three singles, The Apollos' "When You Love Somebody," produced by Paul Leka and Donna Marchan, "We're Gonna Hate Ourselves

in the Morning" by Charlie McClendon and the Magnificents, a master purchase, and "I'll Be True" by Virgil Henry.

In addition to signing young creative writers and producers, Ross will personally supervise all music production. Under this concept, Colossus will release about 10 albums and 30 singles in all areas of music over a year's span. Tape rights are currently being negotiated.

Colossus' parent company, Jerry Ross Productions, is located at 1855 Broadway.

Key executives at Colossus will be Hal Charm, vp in charge of sales, and Art Ross, director of promotion.

## Probe Inks 5 Acts In Key Move To Diversify Label's Pop Sound

NEW YORK — Probe Records has added five new acts as part of its "second stage" efforts to achieve major diversity. Talent package is the largest single signing spree for the label.

Included are the Incredible Fog, described as a soft rock group; Morgan, a hard rock quintet; Fat City, a folk duo; soul singer Mitchell Barthwaite and Frummo, a modern country group. Joe Carlton, Probe's president, said "we are putting together a cross-section of performers who will represent every facet of new, young, contemporary music."

Probe is currently hot with "Emerge", by The Litter. The debut LP for the Chicago-based group has

sold well over 60,000 copies in the three weeks since its release, according to Carlton. The label is also seeing album action with "The Soft Machine — Volume II" and the first LP by a new "heavy" vocalist St. Steven.

Earlier this month, Carlton announced the signing of Zephyr, the "super group" from Denver, for an undisclosed figure which he noted was "probably the biggest money deal in the history of Command and Probe Records". Zephyr has played to rave reviews at the Whiskey Au Go Go, Avalon Ballroom, Fillmore West, Boston Tea Party and the Denver Pop Festival.

### Steinmetz Exits MGM Int'l Slot

NEW YORK — Eric Steinmetz has resigned his post as director of international sales of MGM Records, effective Aug. 8. Steinmetz noted that during his three and a half years in the post international revenue was increased 100%, with an 11% increase in revenue for the 1968 fiscal year. Steinmetz said he would announce his future plans soon.

**Tom Donahue's  
'Metanomena'  
See Pg. 44B**

**MIDEM Adds  
Classical Touch  
CBS Int'l Confab's  
'Not-So-Foreign' Mkts  
See Int'l News Report**

## NBC/Timex Renew 'Best On Record'

NEW YORK—NBC-TV will televise, for the seventh consecutive year, "The Best on Record" NARAS Grammy award show. Timex will also continue its sponsorship of the telecast.

According to Mort Nasatir, president of NARAS, this year's telecast was the most successful in terms of ratings, drawing, according to the national Nielsen rating reports, more viewers than TV's Emmy awards show.

The renewal involves a "significant" raise in rights monies for NARAS, a development that's expected to increase the academy's cultural, educational and charitable activities.

As in previous years, the "Best on Record" will be packaged by Ted Bergmann and his Charter Producers Corp. Format of the show will be discussed when Bergmann meets with the academy's national trustees in Hollywood next month.



**It's our new single.  
It's from our million-  
selling album "Age of Aquarius."  
It was produced by  
Bones Howe.  
Its catalog number is 776  
and it's on Soul City Records.**

**THE 5TH DIMENSION**



## pic Sales Meet Offers 11 Albums; Cassettes & New Artists Unveiled

LYWOOD — Marking its first sales meet simultaneously held with parent, Columbia Records, the Epic label introduced its "Sound of the 60s" product here at last week's Columbia-Epic sales convention at the Century Plaza Hotel.

The label is releasing eleven new albums, including packages from its Columbia labels (distributed by Epic) and also, the company introduced its first cassette release of 15 sets, seven 8-track cartridges, two 4-track cartridges and four reel-to-reel sets. (Tape News Report for details).

Among the new albums are LP's from four newcomers, including C.K. Youngblood, Dan Hicks & His Hot Licks, Head Shop. All have Epic albums named after themselves. In addition, the label handled Barnaby debuts Mary Caslin in a set called "Goodnight Everybody."

Three of Epic's top-selling contemporary English acts, Donovan, The Hollies and Terry Reid, were also represented by new product. The Donovan album, titled after his current hit "Barabajagal" (with The Jeff Beck Group), also features his last-sided hit, "Atlantis" b/w "To Sunday On The West Coast Waiting," plus several new tunes. The new album in the recently re-formed Hollies is "Words And Music By Bob Dylan," featuring a dozen of Dylan's best songs performed in the style that has made the Hollies one of England's top acts for the past five years. The second album from vocalist/guitarist Terry Reid, whose first album, "Bang, Bang You're Terry Reid," established him with the underground, features "Super Lungs (Supergirl)" single written by Donovan.

Rock performer/composer Paul Simon bows on Epic with "Inside," an album of original material recorded inside the Taj Mahal in India.

### C&W Sets

The Country field is represented with albums from Epic's hot country artist Houston and Tammy Wynette, a set from newcomer Tommy Davidson. The Houston album, "David," a collection of pop/gospel tunes, Wynette's Greatest Hits finds the country C&W singer recapping eleven of her best, including her recent pop "Stand By Your Man" and "I-V-O-R-C-E," as well as her hit with David Houston, "My Elusive Dreams." Rounding out the Country release is the first album from Jimmy Cash (Johnny's brother), "My Lovin' Takes The Leavin' Out of Me," titled after Cash's recent single. Also included are several country standards, "Release Me," "Most Persuaded" and "Ring Of Fire," plus some new material.

### Hoffman Cites Growth

In his speech before conventioners, Hoffman, vp of Epic and its parent labels, traced the history of the company, now almost 20 years old. However, he noted that Epic's "real story" started seven years ago with its first million-seller, Bobby Vinton's "Roses are Red," continuing with other artists like Rolf Harris, Lance, Buddy Greco and Walter Brennan, as part of the British Invasion, the Dave Clark Five, the Beatles, Lulu, the Tremeloes and the Ronettes, and presently Sly & the Family Stone. He noted Epic's Nashville development which picked up steam in 1965 with the appointment of Billy Hill as exec producer and head of the Nashville operation.

However, Hoffman said that the real significance is now and we go from here. Citing last

### or Winstons Gold

NEW YORK — The Winstons' dishing "Color Him Father" is an RIAA-certified million seller, representing the first gold disk for the Metromedia label. The company recently released "P" by the group named after the

May's decision to move Epic into Columbia's branches and incorporation of all custom labels with the Epic line, Hoffman noted that "more time is required on each call, but you have more product to sell — and sell is the key word." He urged the gathering of distributors to maintain the "valuable local relationships, the station contact, the dealer contact, the rack contact." "You are closer to the actual point of sale than anyone else in the entire organization," he explained.

Earlier, he said that the Epic talent roster was in constant review. "New talent signings," he added, "include only those artists we consider to be in a super-star category, those who have a good chance to sell 100,000 or more of an album." Epic showcased five new singles on the convention release and of these five, four are by new artists.

## Decca's 'New Image' Conveyed To Distributors At Miami Sales Conclave

MIAMI BEACH — Twenty-two pop and four classical albums greeted members of Decca Records national sales convention here last week (July 31-Aug. 3). Meet, keyed to a presentation of the label's "new image," was Decca's first national sales gathering since its organization 34 years ago.

"There's a new excitement at Decca," Bill Gallagher, vice president of MCA in charge of the Decca Records division, stressed as the keynote of his label's first national convention, held last week in Miami, Florida. "The emphasis is on the new," he added.

New graphics in logo and LP design; new artists for the fall; new promotional strength for regional sovereignty (see pg. 10); and new distribution practices for mass marketing impact are among the ingredients Decca is employing to create a new identity. The label is out to change its image

from "traditional" to "contemporary major" while still maintaining the solidity it already has.

"With sales running 40% ahead of the previous year so far, and tape exploding here as elsewhere, Decca has already taken its first step toward developing new hit product in moves away from the 'catalogue company' image," Gallagher said.

Representative of the "new image" approach is a new logo for the company, a streamlined design capturing, according to Bill Levy, director of creative services, a "progressive attitude as well as a sense of tradition."

The product bearing this new logo includes "Traces Of Love" by Bert Kaempfert, Herbert Rehbein's "And So To Bed," "A Time For Young Love" by Mike Leander, and Vinnie Bell's "Good Morning Starshine."

Contemporary sets included are "An Eye For An Ear" by Terence, Karen Beth's "The Joys Of Life" and Christopher Scott on the moog with "Switched On Bacharach."

A special package is "The Marx Brothers — The Original Voice Tracks from Their Greatest Movies," a sequel to Decca's hit LP on W.C. Fields.

Decca is also releasing "Judy Garland's Greatest Hits," Lionel Hampton's "Steppin' Out, Vol. 1," "The Birth Of Soul" by various artists.

Brunswick entries are "Soul Sister" by Erma Franklin, "A Raggedy Ride" by Barbara Acklin, "The Two Sides Of Gene Chandler," "Give It Away" by the Chi-Lites and "What Happened" by the Artistics. Budget-priced Vocalion has "The Million Sellers" by the Today People.

### Rare Classics

Decca's classical releases consist of works not presently available in LP form.

Released under the aegis of Israel Horowitz, director of classical A&R, the albums are: "The Unique Art of Segovia," Mendelssohn: "Die Erste Walpurgisnacht, Op. 60," and "Son and Stranger-Overture, Op. 89" by The Musica Aeterna Chorus and Orchestra under the direction of Frederic Waldman; "Music of the Spanish Theater in the Golden Age," by the New York Pro Musica under the direction of John Reeves White; and "Music by Bizet, Roussel and D'Indy," by the Cincinnati Symphony Orchestra, conducted by Max Rudolf.

The Segovia album was recorded last December in Spain and includes music by Albeniz ("Mallorca"), Bach, Milan, Villa-Lobos, Tansman, as well as "Variations and Fugue on a Theme from Handel," by American Albert Harris, which was given its world premier by maestro Segovia.

"Music of the Spanish Theater" is the 22nd album produced for Decca by the illustrious New York Pro Musica, and includes a pot pourri program of 17th Century Spanish music. They are currently on tour of Latin America. This album is a deluxe package with

(Con't on Page 32)

## Frank Loesser, Composer Great, Dies

NEW YORK — A competent lyricist and sometime composer who evolved into one of the most inventive of Broadway's words-and-music men, Frank Loesser died here last week (28) of lung cancer at the age of 59.

Before his first big Broadway musical opened in 1948 — a musical version of "Charley's Aunt" called "Where's Charley?" — Loesser had already had a hand in some of the top standards, including the lyrics for "Moon of Manakoora," "Two Sleepy People," among others. As an Army enlisted man during World War 2, Loesser composed many songs for the war drive, including the words-and-music for "What Do You Do In The Infantry?," "Praise The Lord & Pass The Ammunition" and the "Ballad of Rodger Young." Also, Bette Davis in the film "Thank Your Lucky Stars" sang "They're Either Too Young Or Too Old." Loesser won an Academy Award for "Baby It's Cold Outside" from "Neptune's Daughter."

Working with such writers as Jule Styne, Burton Lane, Jimmy McHugh and Hoagy Carmichael, Loesser's pre-"Where's Charley?" hits included "Small Fry," "I Don't Want To Walk

Without You Baby," "I Hear Music," "Dolores," "Heart & Soul" and many others. He had also self-penned two other songs, "Spring Will Be A Little Late This Year" and "I've Got Bells That Jingle, Jangle Jingle." He is credited with being involved in the creation of some 1500 songs.

But, "Where's Charley?" containing a score that included "Once In Love With Amy," "My Darling, My Darling" and "Springtime You're Looking Lovelier Than Ever," put Loesser's career into a newer perspective, that of writing for the new demands of musical comedy.

In 1950, he wrote the words and music for "Guys & Dolls," an approach to Damon Runyon characters that found Loesser remarkably fit as lyricist and composer to capture the atmosphere, however mythical, of Runyonesque New York. The hits included "If I Were a Bell," "Bushel & A Peck," "I've Never Been In Love Before," "I'll Know," "My Time Of Day," "Luck Be A Lady." Loesser took a short leave from Broadway to write the words and music for the

(Con't on Page 32)

## Tom White Helms Celebrity House Ent.

NEW YORK — Celebrity Systems Inc. has named Tom White president of the diversified corporation's entertainment group, according to Ewen P. Barnett, Jr. chairman of the board and Peter Falcone, president of the parent firm.

CSI has already launched its first thrust into the leisure-time, entertainment area with the opening of its first Celebrity House, a combination fast food restaurant and record-tape outlet. The shops, which CSI plans to open on a company owned as well as a franchised basis throughout the United States incorporate the marketing phi-

losophy of CSI which is oriented to the youth market.

Initially, the Entertainment Group of CSI will be involved in the record and tape operation of the Celebrity House outlets, and National Merchandising Services Corp. a tape and record rack jobbing operation. White expects to expand these activities into the other areas of the market industry.

White who comes to CSI from eight years at MGM Records, brings to CSI a full background in all aspects of the entertainment business in addition to his capabilities in top management. As director of Business Affairs for MGM Records he was instrumental in the area of contract negotiations and participated in the deals which brought such acts as Herman's Hermits, the Mothers of Invention, Janis Ian, Richie Havens and Sam the Sham into the MGM fold. He was also responsible for the supervision of the MGM owned Metro distributing branches located in the key markets of New York, Chicago and Los Angeles, as well as overseeing MGM's plant operation, and served as liaison between the various divisions of the MGM complex including the legal, accounting and record divisions.

White was represented in the negotiations involving his new position by the business and personal management firm of Neil C. Reshen Inc.

Prior to his joining MGM White was senior accountant with the firm of Arthur Anderson & Co. He is also a member of the executive committee of the RIAA.



(left to right) Celebrity Systems vice president and treasurer Hugh M. Eaton, III; president Peter Falcone; newly named president of the Entertainment Group Tom White and chairman of the board Ewen P. Barnett, Jr.



Decca's New Logo

# Decca Realigns Promo Force; Underscores Field Coverage

MIAMI BEACH — Decca Records has restructured its promotion force. Move was unveiled by Tony Martell, marketing vp, at the company's first international convention here last week.

In a keynote address, Martell said that the company is putting its promo efforts "where the action is" rather than building a desk-bound philosophy by creating an exec promo staff at the home office level.

The realignment, Martell said, will vest the label's national promo responsibilities in six key promo execs who were culled from the ranks of Decca's field organization. They are

Jim Randazzo (west coast), Ed Spack (southwest), Larry Baunach (south), Pete Gidion (north central), Doug Lee (midwest) and Bernie Block (east coast). Reporting directly to Martell, each man will supervise a field force of six to 10 men which will bring greater promo emphasis than ever before.

In New York activities will be coordinated through an "editor's desk" manned by Marty Torbert, a onetime rock group member and recently discharged from the Army. He'll assimilate and disseminate information so that Decca's field staff will be directed on a daily basis.

In another move, Oris Pollard, formerly director of eastern promo for Stax/Volt, has joined the label to oversee promo in various divisions, with emphasis in R&B. He'll also be working closely with Decca's merchandising execs in all areas of catalog. Rounding out the operation is Joel Hochdorf, operating as artists relations man in New York.

## Bell To Handle Label Of Pappalardi, Prager

NEW YORK — Windfall Records, a new label formed by Felix Pappalardi and Bud Prager, will be released here and internationally by Bell Records, according to the pair and Larry Uttal, Bell president.

First project in the association is a group headed by blues guitarist-singer Leslie West, with hit producer Pappalardi coming up with an LP, "Mountain." Other members of the group include N.D. Smart, previously with the Hello People, on drums, Steve Knight on keyboard and Pappalardi himself on bass. A national tour, press and radio interviews are part of the broad promotional campaign being mapped out.

Working in association with Pappalardi will be Windfall-signed producers Gail Collins, Dan Armstrong, Gene Martinec, Jim Colegrove and John Mills Cockell. Windfall Records will be located at 1776 Broadway in New York.

## Mickey Kapp GM Of Capitol's A&R

HOLLYWOOD — Mickey Kapp has been appointed general manager of A&R at Capitol Records, according to Sal Iannucci, president of the label, who said the move was part of the company's plans for expanded A&R activity in Hollywood, New York and Nashville.

Kapp, who reports to Karl Engemann, vp of A&R and creative services, joined Capitol in Jan. as director of A&R administration. He left an 11-year association with Kapp Records in 1966, reaching the position of exec vp.

During his tenure at Kapp Records, Kapp produced six best-selling Jack Jones albums, the award-winning original-cast album of "Man of La Mancha" and the Louis Armstrong recording of "Hello Dolly!" He also produced the Jose Jimenez albums, including the famed "Jose the Astronaut."

Kapp has been in the recording industry since he was a youngster working summers for Decca, which was founded by his uncle, the late Jack Kapp. Later, in the Navy, he served 3½ years as producer with the Armed Forces Radio Service in New York. Among the shows he produced for worldwide broadcast were "specials" on the Army-McCarthy hearings and complete coverage of the 1952 presidential election.

In 1966 Kapp left Kapp Records to set up Redstone Productions which handles recording projects of a specialized nature. The first of these is titled "To The Moon" and is the complete story of space flight. This deluxe set of six LP's includes a book of 192 pages of color photographs and is being released and distributed by Time-Life Records on August 18 by arrangement made previous to his joining Capitol. Kapp has also programmed the music for all space flights.

# Chappell & Para Music Broaden 30 Year Old Int'l Relationship

HOLLYWOOD — An extension and overall expansion of the association between Paramount Pictures Music division and Chappell & Co. Ltd is underway.

The scope of the new relationship, which began in the 1930's, was revealed last week by Jacques Chabrier, vice chairman of Chappell & Co. and Arnold Burk, Paramount Pictures Corp. vp in charge of music operations and president of Paramount Music Publishing Companies.

Under the terms of the new pact, the two firms have extended the term of their existing alliance and have agreed to expansion in territories and personnel, a change of name, and other innovations throughout their partnership firms. Existing companies, which have operated through Europe and Canada as Famous-Chappell of Canada, Ltd., Famous-Chappell, Ltd. (U.K.), and Famous-Chappell S.A.R.L. (France), will now be known as Paramount-Chappell in each situation. The scope of activities of the companies will be expanded to many other territories where they will handle the publishing business of Paramount Music. The new and far-reaching deal was negotiated over a period of months by M.E. Ricketts, (Chappell chairman), Burk, Chabrier, Norman Weiser (Paramount Music division director of European operations), and William R. Stinson (executive vice president and general manager of Paramount Music Publishing Companies). Burk has been named Chairman of Paramount-Chappell, Ltd. Ownership and composition of the Board of Directors of each of the companies is divided equally be-



Burk, Stinson, Chabrier

# Talent Assoc. Forms Label-Pub Unit

HOLLYWOOD — A record and music industry venture has been started by Talent Associates, the indie TV and film production firm. Companies will include TA Records and its affiliates, TA Music and Cents and Pence Music.

First releases on the new label, a single by Denny Lambert, "I'm Comin' Back" and an album by singer-composers Seals & Crofts will be released this week (4). TA's product will be distributed by Bell Records, a division of Columbia Pictures.

Announcement of the new company came from Daniel Melnick, partner in Talent Associates along with David Susskind and Leonard Stern. Melnick simultaneously announced the appointment of Steve Binder to the post of president of TA Records.

Binder, an independent television and record producer, recently joined Talent Associates to plan new entertainment projects, and is responsible for developing the new label for the company. He is also responsible for the development of several television series involving contemporary music and is presently producing pilots for NBC on two of the shows.

Five artists have already been selected to the label. Three of them have completed albums which are scheduled for release over the coming weeks. The artists will not be named until product is available.

## Other Execs

With the announcement of the label, Binder named Dennis Lambert, Brian Potter directors of TA Records artist and repertoire. Lambert written and produced records Freddie And The Dreamers, the Neville Teens, Jerry Butler, and McCoys. Potter, who recently moved to Los Angeles from England, formerly associated with Atlantic Records in London, and was instrumental in early recordings by the Faces.

Wayne Kimball, west coast art and packaging designer, has been named art director of TA Records.

TA has retained the firm of G. Man & Swaney for publicity, advertising and marketing consultation. In addition, a network of independent promotion men, headed by Herb F. in New York, has been established to work on TA product in conjunction with Bell's sales and promotion. Offices for TA's label and music publishing firms are located at CBS Center in Studio City, Calif.

## LaPuma Is Partner In Blue Thumb Label

HOLLYWOOD — Tommy LaPuma, who resigned last June as staff producer of A&M Records, has become the third partner in Blue Thumb Records, along with Don Graham and Krasnow. As head of the label's communications direction, he'll be responsible to record as well as search for material. LaPuma has already acted first act for the label, a pop act called Southwind. Krasnow, who the company is looking for another exec, will now spend more time exploring creative projects and less time in the recording studio.

In another move, the company provided Elektra Records \$20,000 worth of tapes and performances by Love, enabling the company to market one final album group owes the label. Love inked a Blue Thumb deal and is scheduled to release its album by the group the Elektra set.

tween Chappell and Paramount. The strengthening of the companies is already in progress, including the addition of manpower.

In recent past, Paramount became a division of Gulf + Western Industries, Inc., and Chappell became affiliated with the Philips Organization.

"The continuous flow of contemporary music and great film scores, originating from Paramount," Chabrier said, "provides the companies with substantial music publishing activity. To their development, Chappell is happy to make available its own worldwide organization and publishing know-how."

"We feel that this expanded partnership with the vigorous new Chappell organization assures the Paramount Music Publishing Companies' position in the international market," Burk commented.

The Paramount-Chappell relationship began as a subpublication agreement for French and English territories in 1939, and the partnership aspect was inaugurated in 1956, providing for the establishment of the three subject companies.

## Filmways Buying Skye

NEW YORK — Filmways is acquiring Skye Records for an undisclosed amount of common stock, according to Norman Schwartz, president of Skye, and Richard St. Johns, president of Filmways.

Skye is a jazz-inclined label formed in 1968 by Schwartz, Gabor Szabo, Cal Tjader and Gary McFarland with the purpose of moving into areas that "had not been commercial enough for larger record companies but which were artistically rewarding."

"Filmways," St. Johns said, "will be able to properly merchandise and distribute the music from its own motion picture and television productions and from the 'live' entertainment division."

Skye's initial project under the Filmways acquisition is the recording of the rock score from an as yet untitled film by producers Chuck Hirsch and Brian DiPalma. The track LP will come with the release of the film.

## Greenberg Atlantic's Pop Promo Director

NEW YORK — Jerry Greenberg, formerly pop creative product director at Atlantic Records, has been appointed pop promo director. He'll work with Henry Allen, vp in charge of promotion. Assisting Greenberg will be veteran promo man George Furness.

## Court Denies Isleys Bid For Injunction Against Motown Claim

NEW YORK — The Isley Bros. have been denied a preliminary injunction against Motown Records claim that it owns the copyrights and master recordings of "It's Your Thing" and "Don't Give It Away," which will appear on the Buddah label.

Judge Morris E. Lasker of the District Court of New York acted against the Isley Bros. contended that they do not record the tunes on Nov. 1965 when they were under contract to Motown. The vocal trio claimed that their recordings were made last January and were released from Motown.

The Isley Bros. had a contractual relationship with Motown from 1960 to Dec. 19, 1968.

## Com'wealth Disks To Temporary HQ

NEW YORK — Recent Commonwealth United Records setup temporary headquarters on Broadway, this city. A permanent quarters will be made available, the label said. Present telephone number is: (212) 765-2682.

**Introducing  
A New Star**

# Eldridge Holmes

**with a smash hit**

# "Pop, Popcorn Children"

**ATCO # 6701**

**Produced by**

**Marshall E. Sehorn  
Allen Touissant**



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(2) 765-2682.  
  
Cash Box —



RAMSEY LEWIS

# JULIA

CADET 5640

HAROLD SMITH'S  
MAJESTIC CHOIR

# WE CAN ALL WALK PROUDER

CHECKER 5061

ANDRE WILLIAMS

# GIRDLE UP

CHECKER 1219

LITTLE MILTON

# LET'S GET TOGETHER

CHECKER 1225

MARLENE SHAW

# WOMAN OF THE GHETTO

CADET 5650

**CHESS**  
RECORDS



## CashBox Radio Active

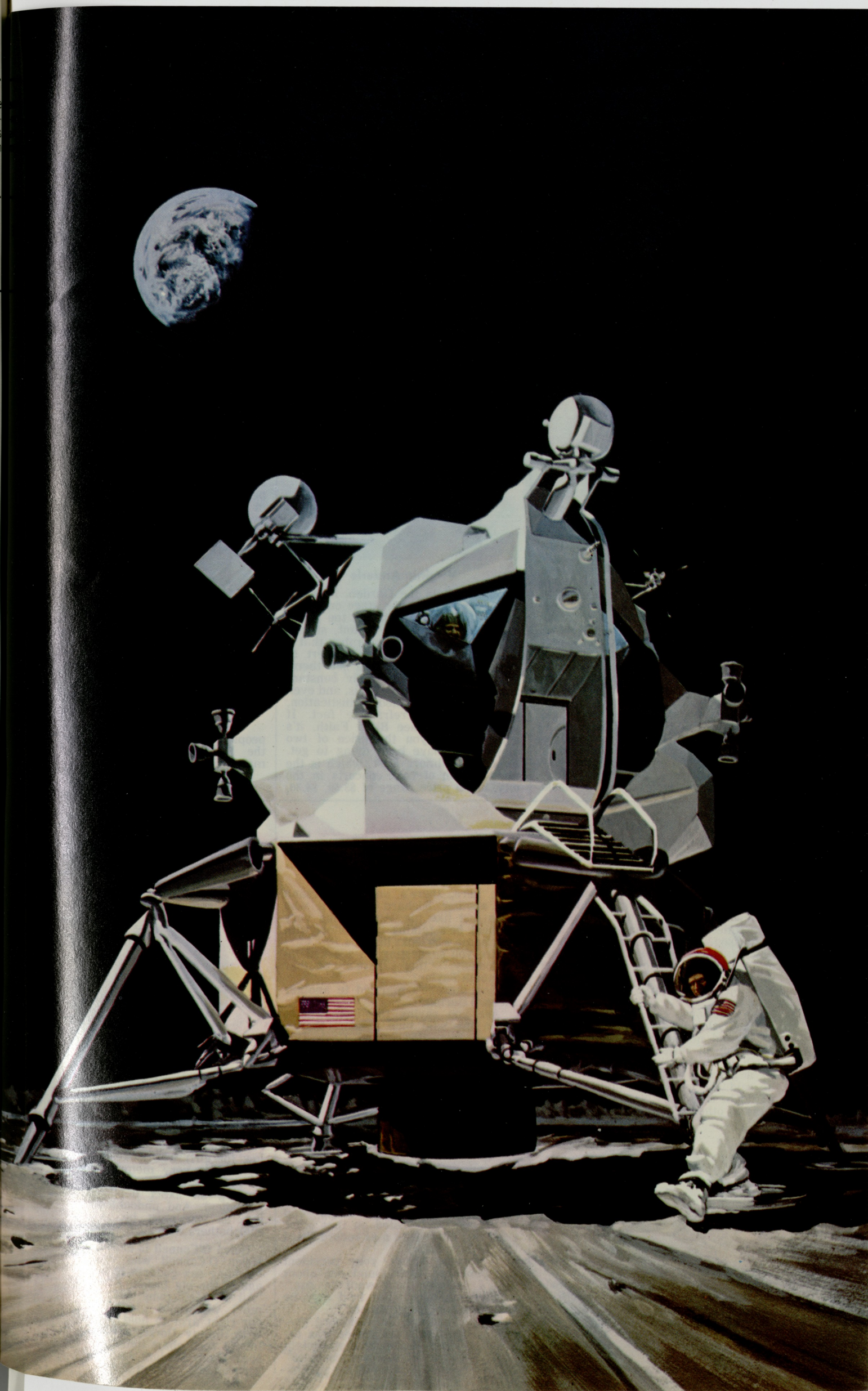
A survey of key radio stations in all important markets throughout the country to determine by percentage of reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate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

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO ADDED TITLE PROG. SCHED. TO DATE
43%	Move Over	Steppenwolf	Dunhill	43%
42%	Jean	Oliver	Crewe	42%
40%	I'm Gonna Make You Mine	Lou Christie	Buddah	52%
38%	Easy To Be Hard	3 Dog Night	Dunhill	79%
37%	What Kind of Fool	Bill Deal & Rondells	Heritage	53%
36%	Everybody Talking	Nilsson	RCA	67%
32%	Muddy Mississippi Line	Bobby Goldsboro	U.A.	32%
29%	Maybe The Rain Will Fall	Cascades	Uni	49%
25%	Your Good Thing	Lou Rawls	Capitol	70%
24%	Keem-O-Sabe	Electric Indians	U.A.	93%
23%	You, I	Rugbys	Amazon	23%
20%	Change of Heart	Dennis Yost & Classics IV	Imperial	87%
19%	Little Woman	Bobby Sherman	Metromedia	19%
18%	Living In The U.S.A.	Wilmer & Dukes	Aprodesiac	18%
17%	Look At Mine	Petula Clark	W.B.	17%
17%	Sugar On Sunday	Clique	White Whale	34%
16%	When I Die	Motherlode	Buddah	95%
15%	Oh What A Night	Dells	Cadet	37%
15%	The Train	1910 Fruitgum Co.	Buddah	34%
14%	Oh How Happy	Blinky & Edwin Starr	Gordy	14%
13%	Armstrong	John Stewart	Capitol	13%
12%	I Could Never Be President	Johnny Taylor	Stax	38%
11%	That's The Way God Planned It	Billy Preston	Apple	35%

### LESS THAN 10% BUT MORE THAN 5%

### TOTAL % TO DATE

Lodi — Al Wilson — Soul City	9%	Age — Horatio — Event	17%	Hurt So Bad — Lettermen Capitol
You Get Yours & I'll Get Mine — Delfonics — Philly Groove	9%	Hot Fun In The Summertime — Sly & Family Stone — Epic	23%	Makes You Want To Go Ho Joe South — Capitol



In stereo—  
The event  
of the century...

Apollo 11

# flight to the moon

narrated by  
Walter M. Schirra Jr.

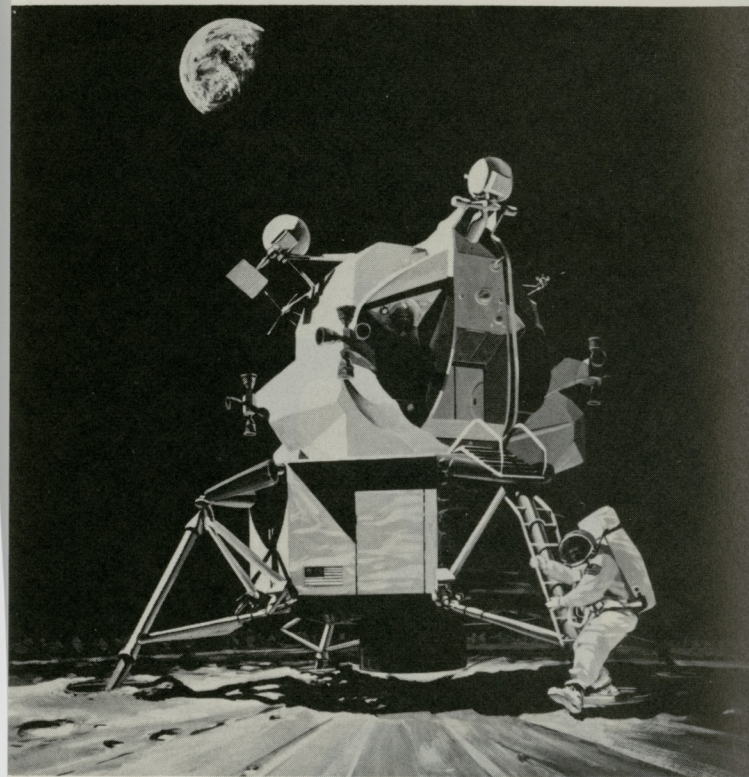
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BELL 1100



# WALLY SCHIRRA NARRATES THE AUTHENTIC MOON FLIGHT DOCUMENTARY!



## APOLLO 11 FLIGHT TO THE MOON

ACTUAL VOICE TRANSMISSIONS OF  
MAN'S HISTORIC LANDING ON THE MOON

Deluxe Stereo album  
includes detailed moon map  
and features historic moments  
in America's space adventure.

BELL ALBUM #1100



BELL RECORDS

1776 Broadway, New York, N.Y. 10019  
A Division of Columbia Pictures Industries, Inc.

## NEW YORK

### \$2.00 Ahead

The **Blind Faith** concert a few weeks ago at Madison Square Garden was revealing in many ways. For one thing,



Ten Wheel Drive

it demonstrated that even **Eric Clapton** is not invulnerable to a sound system that sounds like the loudspeakers on a stalled IRT train. Then, it proved that **Ginger Baker**, or part of him, is still alive. And finally, it showed that **Steve Winwood** has found another really good band to back him up. Yet in addition to all this, the **Blind Faith** show clearly pointed to and underlined one of the great tragedies of the rock phenomenon: namely, that concerts are at best an enormous hassle and at worst, a stone drag. The chief reason for this often appears to be the fact that there is a lack of understanding between the people who put on the shows, agents, administrators, theater owners, and the audience. In Rock, the audience is not simply an audience of young people. More specifically and more accurately it is an audience of **kids**, kids in their teens who make the supergroups, determine the styles, and at least

since the **Beatles**, control a good part of the direction of general pop music. These are the kids who create idols, buy singles, listen to albums, and go to concerts. All of this costs money, and while it is certainly true that the youth market seems sometimes to draw its daily bread from the vaults of King Solomon's mines, it is nevertheless equally true that a concert seat to hear **Eric, Stevie, Rickie, and Ginger** that costs \$8.00 has got to set a kid back quite a bit. If he buys a



Virginia Anderle

cheaper seat in the Garden, he may, if lucky, get to see the stage on which the group performs, though the group itself will appear like distant, strumming ants. We must remember that a kid doesn't go to a rock concert to hear his idols, he goes to see them. Beatle concerts, with their constant roaring hysteria, proved this, and even today, with all our mod sophistication, it remains an irrefragable fact. If you're going to see **Blind Faith**, it's going to cost you the price of two albums you have been dying to get. Even the **Fillmore East**, which is the main station of rock concerts in the city, has a price range of \$3.50, \$4.50,

and \$5.50, all rather high tolls for a kid who has a weekly allowance of probably less than ten dollars. All in all, a kid who wants to see the performers he admires has to do a lot of worrying about whether or not he can afford it. Tickets to the **Fillmore** for two may cost as much as \$11.00. That doesn't even leave a dime for a soda.

But there is hope. Summer concerts like the **Schaefer Music Festival** in Central Park and **Jazz in the Garden** in the Museum of Modern Art are presenting top name acts at very reasonable prices. At the rate of a dollar in the park and 75¢ (plus Museum admission of \$1.50), a kid can see a good show and have some fun without worrying about where his next meal is coming from.

An even more important development, however, is the fact that some very prominent performers, more intent in their desire to reach the public than in their desire to make a lot of money, have begun to put on shows where a very low admission fee is charged. Most important of these are, of course, the **Doors** whose recent performance at the **Aquarius Theater** in Los Angeles could be seen for only two dollars a head. This meant more



people could get to see them, and for the **Doors**, that's really all that matters.

Friday, August 8th will find folk-  
(Con't. on Page 54)

## HOLLYWOOD

### Another Cash Box? Not Likely. Still . . .

On a rainy day it can take us up to an hour to travel from **Tarzana** to Hollywood, a distance of some seventeen miles. So you can imagine how impressed we were when we read that **Mariners 6 and 7** had cruised a total of 130 million miles in five months. Even on a clear day, without stop and go traffic, that's awfully good time.

We mentioned this the other night to **Dr. Richard Goldberg**, a noted scientist and neighbor who dropped by for a cup of coffee. "The size of the earth is to the size of the universe as a germ is to the solar system," he said. Or words like that. "I have no doubt that there are countless billions of other solar systems with mil-

from here, there's another **Tarzana** and another **Richard Goldberg** who looks just like me. And at this very moment he's talking to a fellow with your name who looks like you."

"Are you suggesting," we asked incredulously, "that there's another **Elizabeth Taylor**?"

"Yes, but she's married to another **Richard Burton**."

"Are you saying that somewhere, off in the wild blue yonder, there's another magazine called **Cash Box** with bullets and a top 100 and a v.p. named **Marty Ostrow**?"



Chakras

"Not only that," said Goldberg, "but I have no doubt that **Zager and Evans** are represented on that other **Cash Box** chart with a #1 record titled "In the Year 2525."

"If **George Albert**, your president and publisher, ever found out about this, I imagine he'd want to sue."

"Understandably. But he'd only be suing another **George Albert**."

At this juncture **Dr. Goldberg** graciously noted that our coffee was delicious, adding, "I wonder if you might have a couple of low cal cookies?" All we could offer were chocolate Ori-



Helen O'Connell

lions of other planets that duplicate the natural environment of earth — trees, flowers, water, people, air. And chances are that on at least one of those planets there are people just like you and me. People with exactly the same names we have. It's very likely that, countless billions of miles

oles. He accepted.

"Try to imagine our universe," he went on, "as an immense pool table and each of us as a billiard ball. Someone or something started one of those balls rolling a long time ago and, eternally, they should be bouncing off each other."



Dionne Warwick

"Is it possible that what you've just said," we said, "was just said by the other you to the other us?"

"Unquestionably."

In other words, dear reader, a fellow (or girl) who looks just like you is, at this very moment, billions of miles away, sitting (or standing) and reading an exact duplicate of this periodical. And undoubtedly wondering, as you must be, why he (or she) bothers with such balderdash . . .

**Helen O'Connell** is exactly the same **Helen O'Connell** who was the first warbling sex goddess in that redolent age of the big bands. When she sang "All of Me" (why not take all of me?) we would gladly have given our right arm to hold her left hand. With **Jimmy Dorsey's** band she also intro'd such chart items as "Six Lessons From Madam LaZonga," "Tan-sons From Madam LaZonga," "Tangerine" and "Green Eyes," while we

(Con't. on Page 54)

**This single is  
moving faster than  
a silver bullet.  
And, How!**



**"KEEM-O-SABE"**  
**THE ELECTRIC INDIAN**

#50563



Produced by Len Barry

# Columbia Unveils August LP Release

NEW YORK — At its national sales convention, held July 31-August 3 in Los Angeles, Columbia Records unveiled an August album release consisting of 21 popular albums, 2 original soundtracks, 7 Masterworks sets, 3 Latin LP's, 10 Harmony packages and 5 Odyssey disks. Also unveiled at the convention were the fall and winter releases in Columbia's Children's Book and Record Library Series.

## Popular Albums

Among the twenty-one popular albums, Columbia highlighted "What About Today," by Barbra Streisand; "W.C. Fields On Radio"; "Pacific Gas And Electric"; and "The Flock".

The Streisand LP is dedicated, in her own words which appear on the album jacket, "to the young people who push against indifference, shout down mediocrity, demand a better future, and who write and sing the songs of today." The songs on the set, selected by the artist and Columbia A&R man Wally Gold, who produced the LP, include three Lennon-McCartney tunes ("Honey Pie," "With A Little Help From My Friends" and "Goodnight"), Paul Simon's "Punky's Dilemma," Bacharach-David's "Alfie," Buffy Sainte-Marie's "Until It's Time For You To Go" and Jim Webb's "Little Tin Soldier."

The "W.C. Fields On Radio" LP contains material from the great comedian's own radio shows and his guest appearances on radio with Edgar Bergen and Charlie McCarthy. Included are such routines as "The Pharmacist," "The Temperance Lecture" and "The Snake Story (A Commercial)."

Pacific Gas And Electric, a blues group that made the charts with an album called "Get It On" on Power Records earlier in the year, has now been signed to Columbia, and the label has issued an LP titled after the group and containing all original material written by the members of PG&E in collaboration.

Also highlighted by Columbia is the debut album of the Flock, a seven-member rock group from Chicago. The LP, which is made up, with one exception, of cuts written by the group, was produced by John McClure. This marks a departure of McClure, who is A&R director of Columbia's classical Masterworks division and producer of Leonard Bernstein and Igor Stravinsky.

Besides the albums mentioned above, Columbia also unveiled 19 other August sets in the popular category. These are: "Let Go," by the Charlie Byrd Quartet; "Carl Smith Sings A Tribute to Roy Acuff"; "Young Vs. Old," by Pete Seeger; "Souvenir D'Italie," by Robert Goulet; "In A Silent Way," by Miles Davis; "Judy Lynn Sings At Caesar's Palace"; "A Tribute To Hank Williams," by Stonewall Jackson; "Standing On The Rock," by the Chuck Wagon Gang; "I've Gotta Be Me," by Tony Bennett; "How Can You Be In Two Places At Once When You're Not Anywhere At All," by the Firesign Theatre; "Live At Bill Graham's Fillmore West Featuring: Mike Bloomfield, Taj Mahal, Nick Gravenites And Many Others"; "My Labors," by Nick Gravenites; "Raven," by Raven; "Love Theme From 'Romeo And Juliet,'" by Percy Faith, His Orchestra and Chorus; "Love Theme From 'Romeo And Juliet' (A Time For Us)," by Johnny Mathis; "Truly Fine Citizens," by Moby Grape; and "Switched-On Rock Hits," by the Moog Machines.

## Metromedia Inks 'Julia's' Marc

NEW YORK — Metromedia Records has signed actor Marc Copage to an exclusive contract. He's better known as Corey from TV's popular series, "Julia." His first recording, produced by Ron Kramer, Metromedia Records' A&R man in L.A., was released last week.

Marc makes his recording debut with the first vocal version of "Popi" the title song from the film of the same name. On the flip side he sings "The Thank You Song" from the Broadway show "Maggie Flynn."

At the age of seven, Marc is already a show business veteran. He appeared in his first movie at the age of three weeks, then retired for a few years. He was chosen for the "Julia" series at the age of five.

by Percy Faith, His Orchestra and Chorus; "Love Theme From 'Romeo And Juliet' (A Time For Us)," by Johnny Mathis; "Truly Fine Citizens," by Moby Grape; and "Switched-On Rock Hits," by the Moog Machines.

The 2 soundtrack LP's released by Columbia for August are: "Me, Natalie," which contains music from the soundtrack composed and conducted by Henry Mancini, with lyrics by Rod McKuen; and "Stiletto," which carries selections from the soundtrack composed and conducted by Sid Ramin and features "Sugar In The Rain" (lyrics by Alan and Marilyn Bergman).

## Masterworks Release

Columbia's masterworks division is offering a variety of classical albums for August. Leonard Bernstein and the New York Philharmonic perform five popular Strauss waltzes in "On The Beautiful Blue Danube." A selection of American works, by Stephen Foster, John Phillips Sousa, George Gershwin, Aaron Coplan and others is included in Eugene Ormandy and the Philadelphia Orchestra's new album, "America." Ormandy and the Philadelphia join the Mormon Tabernacle Choir, Richard Condie, director, for "Hallelujah Chorus/The Great Handel Choruses." Ormandy, the Philadelphia and the Choir earned a gold record in 1963 for their Columbia recording of Handel's Messiah.

George Szell and the Cleveland Orchestra perform "Wagner: Great Orchestral Highlights From 'The Ring Of The Nibelungs.'" Pianist Glenn Gould and the Columbia Symphony Orchestra conducted by Vladimir Golschmann offer "Bach Keyboard Concertos, Vol. 2." Leonard Bernstein and the New York Philharmonic are represented with "Mendelssohn: Symphony No. 5 In D Minor, Op. 107, 'Reformation'/Schubert: Symphony No. 5 In B-Flat Major." Finally, Eugene Ormandy and the Philadelphia Orchestra present still another album, "Brahms: Variations On A Theme By Haydn, Op. 56a/Variations On A Theme By Handel, Op. 24." The Handel Variations, famous in Brahms' original piano version,

## O'Neal Reps Singleton In Augusta, Memphis

NASHVILLE — Representing the Shelby Singleton Corp. at the recent NATRA meeting in Augusta was Henry O'Neal, vp and R&B promotion director for the firm. O'Neal was in Augusta for the event prior to hitting Memphis for a period of record plugging.

In addition to representing SSS International and its affiliated labels at the regional meeting of announcers, O'Neal was granted the opportunity to revisit his hometown of Augusta.

Trekking on to Memphis, O'Neal visited deejays, distributors, and retailers in a concentrated effort to promote and discuss Singleton Corp. product — including "Reconsider Me" by Johnny Adams and "I Almost Called Your Name" by Johnny Soul on SSS International; "Breaking Up Is Hard To Do" by "Big" John Hamilton on Minaret; "Givin' Up" by the Ad Libs and "Old Man, Leave Those Young Girls Alone" by Kenny Young on Share; "Yes, My Goodness, Yes" by Willie Hobbs, "Action Speaks Louder Than Words" by Reuben Bell, "So Deep In Love" by Eddy Giles and "Poppin' Popcorn" by the South Street Soul Guitars, all on Silver Fox.

While in Memphis, O'Neal also conferred with Sam Phillips regarding possible R&B product slated for future release on the reactivated Sun label.

## Crown Centre PR Formed On W. Coast

HOLLYWOOD — Hugh Dallas, former general sales manager at Tower Records, and Terry Pierce, previously a publicist with Gene Shefrin Associates, have teamed up to form Crown Centre Publicity/Public Relations. Firm will deal primarily to entertainment accounts. Offices will be located at 5106 Hollywood Blvd. in Hollywood.

have been newly arranged for orchestra by composer Edmund Rubbra.

## Odyssey LP's

The five August albums from Columbia's economy-priced classical label, Odyssey, include three "Legendary Performances" reissues in monaural and two stereo sets.

"Gieseking Plays Debussy," a three-record set reissued in its original mono version to insure its original sound quality, includes the late pianist's performances of the Preludes, Books I and II, the Children's Corner Suite and Suite Bergamesque. "The Complete Beethoven String Quartets, Volume I/The Six Quartets, Op. 18," by the Budapest String Quartet is another three-record set being reissued in mono to insure the original sound quality. The Budapest's interpretations of the Beethoven Quartets are considered by many to be the best every recorded.

The third "Legendary Performances" LP is "Jennie Tourel Sings Offenbach." The album, with Maurice Abravanel and Jean Morel conducting the Columbia Symphony Orchestra, features Miss Tourel's performances of highlights from "La Perichole," "La Vie Parisienne" and the Entr'acte and Barcarolle from "Tales From Hoffman."

The two stereo sets are "The Symphonies Of Haydn, Vol. 7," which showcases Charles Mackerras conducting members of the London Symphony Orchestra in a performance of Haydn's Symphony No. 18 in G Major, and Max Goberman conducting the Vienna State Opera Orchestra in performances of the composer's Symphonies Nos. 19 in D Major and 20 in C Major; and "Prokofiev: Suite From 'The Love For Three Oranges,' Op. 33a/Scythian Suite, Op. 20," by the St. Louis Symphony Orchestra, Edouard Van Remoortel, conductor.

## Books/w Records

The Columbia Children's Book and Record Library, a series of illustrated books with companion records, unveiled a diverse fall and winter line at the convention. The book/record sets are divided into three categories. The Little Library is a pre-school line. Each illustrated book in the line is accompanied by a 7-inch, 45 rpm record. Sets carry a suggested retail price of 69¢. Six new titles in the Little Library, among them "The Elephant

# Col Multi-Media Presentations

HOLLYWOOD — Columbia Record creative team worked with 1492 New York graphics house, to develop multi-media presentations used during the label's 1969 national sales convention.

According to Arnold Levine, creative director of advertising and sales Promotion Materials, the firm of 1492 was chosen to create and coordinate the majority of Convention presentations because "they're highly advanced in the graphic techniques super-production."

This year, over thirty pieces of equipment, a 36' screen divided in multiple squares, and a number slide and movie projectors were used in the audio-visual presentation which introduced the label's new product and were shown over a three-day period. The major audio-visual show took place on Saturday, Aug. 2, when Columbia presented its August pop and classical product.

Who Forgot" and "Furry Gets Ready" were presented at the convention.

Move advanced than the Little Library is the Junior Library, which meant for the early reader. The books in this line are selected from the best leading publishers of children's books and feature award-winning stories, juvenile classics. Each book/record set contains an illustrated book and accompanying 45 rpm record. Junior Library is divided into three price categories: \$1.49, \$1.98 and \$2.98. A host of titles, including "Cute The Dragon," "Around My Room," "Dogs Are Friends To Owls, And Aren't" (featuring Burl Ives) just been added to the Junior Library.

The Great Library, a more expensive line, unveiled eight new packages retailing at \$3.98, \$4.98 and \$5.98. Each set in this line contains a 12" stereo LP that narrates and supplements the test, which appears in accompanying full-color, illustrated book. Among the new titles in Great Library are "Animal Songs" and "Burl Ives' Folk Songs And Stories" and "The Sorcerer's Apprentice" which contains an adaption of the folk tale by children's book author Barbara Hazen and features famed Paul Dukas composition formed by Leonard Bernstein at New York Philharmonic.

Seven of the Great Library are being offered without the book at a suggested retail list price of each.



ATLANTIC'S HEAVY LED ZEPPELIN are shown above with Pe (standing, right), the group's manager, and Jerry Wexler (standing, left), executive vice president of Atlantic, as they receive individual gold records for their \$1 million-seller, "Led Zeppelin," the act's first LP. Led Z (kneeling, left to right): Jimmy Page, John Paul Jones, John Bonham, Robert Plant. The golden album has remained solidly on the charts since its release, and is still currently in the Top 20. Group's second set, presently in completion stages, has a big advance order and will be issued shortly. Zeppelin is currently on a 7-weeks U.S. tour and is enjoying huge success.





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Look for "The Banana Splits"  
on NBC-TV every  
Saturday morning.

INCREDIBLE NEW EXCITEMENT ON DECCA RECORDS

## Award 1st Burton Memorial Fellowship

NEW YORK — The first Robert J. Burton Memorial Fellowship has been made to Mrs. Jessica Bacal Kauffman for the academic year 1969-70 at Columbia Law School. The fellowship, honoring the memory of the late BMI president, will be awarded annually for study and research in copyright or other laws affecting music, art, literature or other products of the mind, or in laws affecting communications. The awards are made by the Faculty of Law on recommendation of the faculty members primarily responsible for instruction

## Show Biz Course To Be Taught At NYU

NEW YORK — A course in business and legal aspects of show business, believed to be the first presented at an academic institution, will be offered at New York University this fall in the School of Continuing Education. The course, to be conducted by Michael F. Mayer, an attorney in the entertainment field, is entitled "Essentials of Business and Law in the Entertainment Industries," and will be taught from 6 to 8 p.m. every Tuesday for 13 weeks beginning September 23, at the Washington Square campus.

Until recently, Mayer, a senior partner in the law firm of Mayer and Bucher, was attorney and executive director of the International Film Importers and Distributors of America. Mayer is the author of two books, "Law of Libel and Slander" and "Foreign Films on American Screens," and his father Arthur Mayer, an author, consultant on film matters, lecturer, and instructor on film subjects, is a lecturer at New York University, Dartmouth, and the University of Southern California, and will also be a guest lecturer in his son's course.

## Jerry Purcell Is President of CPM

NEW YORK — Jerry Purcell has been elected president of the Conference of Personal Managers East for a two-year term, effective immediately. He succeeds Ken Greengrass.

The organization, a conference of 70 personal managers representing a majority of the talent in show business and yearly bookings running into hundreds of millions of dollars, elected its new slate of officers at a meeting at the Waldorf-Astoria.

In addition to Purcell, others elected were: Robert Coe, vice president; Murray Becker, secretary; and Victor Salupo, treasurer.

A board of directors consisting of eight members was also chosen. The board members are Jack Beekman, Jackie Bright, Lenny Ditson, Ken Greengrass, Jack Rollins, Harry Steinman, Laura Springer and Jack Petrill.

The Conference of Personal Managers East, in addition to subscribing to its own code of ethics for the betterment of all aspects of show business, devotes much of its time to charitable purposes.

Among its yearly accomplishments are: a \$1000 scholarship to the American Musical and Dramatic Academy for a student who needs financial assistance to learn the crafts; a "Man of the Year" dinner with proceeds to a charitable institution; the two most recent dinners honored Bob Hope and Joe Levine and collected \$11,000 for the Nat "King" Cole Cancer Foundation; 3 Assistance to other charities.



Jerry Purcell

in copyright. Funding of the \$100,000 required for the project was supported by the Committee of the Friends of Bob Burton, of which Howard S. Richmond of the Richmond Organization is chairman.

Announcement of the first grant was made at a reception at Columbia Law School in the presence of the late Judge Burton's family and that of many of his colleagues and business associates. Dean William C. Warren of Columbia Law School accepted the gift of the fellowship on behalf of the Trustees of Columbia University. Announcement of the first award was made by Professor John M. Kernochan, director of the school's Legislative Drafting Research Fund.

Mrs. Kauffman, the first Burton Fellow, is a Vassar alumna and a February, 1969, graduate of Columbia Law School. She intends to use the fellowship toward an LL.M degree, specializing in research and writing in the field of copyright.



**BULUU CONTRACTS SINGLE ACT:** Jay Lasker, vice president of Dunhill Records, looks on with approval as Diane Johnson inks an exclusive recording contract with Buluu Records, Dunhill's recently formed label.

## Regent, Arc Acquire 4 Civil Wahr Tunes

ALBANY, N.Y. — The rights to four compositions from the catalog of Civil Wahr Productions here have been acquired by Regent Music and Arc Music. The compositions acquired are: "Brandy Red" and "Black Sheep Boy (Have You Any Love)" by writer Michael Olesko and "What Is Love Anyway" and "It's Too Late" by writer Dennis Boyagian.

## Capitol Names 2 Distrib Managers

HOLLYWOOD — Robert L. Howe, national distribution manager of Capitol Records Distributing Corp. (CRDC), has appointed Mike Walker as distribution center manager in Atlanta and Raymond Whitcomb as acting Distribution Center Manager in Dallas.

Walker joined Capitol in 1965 as production control manager for the manufacturing plant in Jacksonville, Fla. His recent promotion came after a short stay in Capitol's Hollywood home office as production planning manager.

Walker succeeds Herb Hardy, who will become cassette production control manager at Capitol's new manufacturing facility in Winchester, Va. Hardy has served CRDC as distribution center manager in Atlanta since joining the company in 1965.

Whitcomb, the new acting distribution center manager in Dallas, replaces Charles Dolak, who has resigned. Whitcomb, who until recently was director of systems and information services for operations, came to Capitol 10 years ago and has served in several capacities associated with systems and data processing.

## Stan Soifer A Dad

NEW YORK — Mr. and Mrs. Stan Soifer — he's on the ad staff of Cash Box — are the parents of a girl, Lisa Donna, born here on Saturday, July 26. The baby, born to Carole Soifer, is the first child for the couple.

## Tunesmith To Bow With Sugar & Spice

NEW YORK — Tunesmith Records, recently formed by the Temptations and Guy Draper, has cut Sugar & Spice for its first release, according to Otis Williams, president, and Draper, exec vp and general manager. The pair also said that the label's, distribution is nearing completion. In another development, Cornelius Grant, vp of A&R, said that negotiations are in progress for a recording studio in Detroit, in addition to business offices in New York, Detroit and Washington, D.C.

## Mirasound Names 3 To Bd. of Directors

NEW YORK — Leon A. Wortman has been named to the board of directors of Mirasound Studios, Inc. As a director of Schafer Electronics, Wortman has been identified with professional sound recording and equipment for over twenty-five years. One of the founders of the Audio Engineering Society, he has designed, installed, and operated master control facilities for several radio stations across the U.S.

In the late forties and early fifties, Wortman worked with Sherman Fairchild and Alexander M. Poniatoff in the commercialization of professional magnetic tape recorders, and personally developed the first marketing programs for RCA's magnetic tape recorders. Late in 1969, the 2nd edition of Wortman's "Closed Circuit Television Handbook" will be published. In addition to several other books on electronics, Mr. Wortman has also written many articles on business, sales, marketing, and the technical aspects electronics. In demand as a lecturer/teacher on audio-video techniques, he has also written on psychedelic lighting effects for over a decade. More recently, he has held positions as product-marketing manager for Ampex Audio Video Communications Division of the Ampex Corporation and vice president of marketing for Schafer Electronics.

Also signed to exclusive contracts with Mirasound Studios, Inc. are engineers Bob Hughes, formerly with Columbia Records, and Bill Radice, formerly with Olmsted Studios. Joining Mirasound veteran Ron Johnsen, who had been part of the personnel to work on Mirasound's 16-track recording process, they will work on new techniques in 24-track recording.

## ASCAP's Gottlieb Chairs ABA Unit

HOLLYWOOD — Herbert Gottlieb, ASCAP's west coast rep, has been appointed chairman of the Copyright Division of the Section of Patent, Trademark and Copyright Law of the American Bar Association for the year 1969-1970.

Gottlieb will assume his chairmanship at the American Bar Association Convention in Dallas, which will be held from August 8 to 13.



**CAPPING ASCAP'S** signing of 21 of San Francisco's top progressive groups and seven single performers was the organization's reception and tail party at San Francisco's hungry i two weeks ago (14). Party's 1 was to welcome the newly-pacted talent. In photo left are (l. to r.): C. Rubin, ASCAP branch office manager; Peter Burke, west coast ASCAP er; and TV personality Sajid Kahn. Center pictures, from left, Jerry Clarence Rubin; Youngbloods' manager Stuart Kutchins; Harry Sobel Mad River act which ASCAP inked; an Herb Gottlieb, ASCAP west chief, who hosted the party. Photo at right shows (l. to r.): Peter Burke and Brautigan, columnist and author for Rolling Stone; Clarence Rubin Herb Gottlieb. Among the groups signed by ASCAP were Beautiful E. Womb, the Charlatans, Dan Hicks, the Lamb, the Manzanita Jungle, the vidual Jerry Corbett, Mother Earth, Grateful Dead, Pinkerton Brothers Notrak (is their recording name), Morning Glory, Tongue 'n Groove, Youngbloods.

## 4 Prod. Deals For GRT

HOLLYWOOD — GRT Records has made four more production deals following its first deal with Scharr Dorough, Ltd., as reported in last week's issue of Cash Box.

In conjunction with the production deals, the company is issuing its first major album release — 4 LP's — Aug. 1, stated Alan Mink, general manager of the label.

The general release includes double-fold LP, "The Johnny Winter Story," "Mojo Magic" by the Mojo "Working" by Bobby Jameson, and "The Hendrix Songbook" by the Rubber Band.

The new production agreements are with International Management Company, Los Angeles; Ross-Neuman-McQuade, Philadelphia; T-Bird Records, Johnstown, Pa.; Ken Ritter and Bill Hall, Houston and Memphis, and Steve Clark, Los Angeles.

Another production arrangement with the Bob Fitzpatrick Corp., Los Angeles, continues, with a second LP, "The Hendrix Songbook," by the Rubber Band, being released as part of the label's initial major release. The group's first package for GRT Records was "The Cream Songbook."

The Johnny Winter LP, which includes three pages of color photos was acquired from Ken Ritter and Bill Hall. Steve Clark supplied the master for Jameson's "Working" LP.

As reported in last week's issue, Stu Scharf and Bob Dorough, who produced Spanky & Our Gang Mercury Records, will produce albums for GRT as part of the agreement. Both will find Dorough as featured performer.

The Ross-Neuman-McQuade contract is for three years, with the first product an LP by the Probable Cause rock group. GRT also acquired master from T-Bird Records, the initial product a single by Instigation.

The production arrangement with International Management Company is the biggest of the contracts includes six albums a year covering five years.

International Management formed Hobbit Records in conjunction with the GRT-IMC production Distribution will be handled through the GRT network, with Hobbit handling its own distribution and licensing in foreign countries.

Hobbit Records will produce Royce, Plain Jane and Randy Hooper formerly with the Blue Cheer for GRT.

Tape rights on all product will go to GRT.

The release, which includes several singles, will be supported with and consumer advertising, spots on top 40 radio stations and underground outlets, and coverage in the underground press.

## Pickwick To Dome

NEW YORK — Dome Distribution has been named to handle the line of Pickwick International and tapes in the greater metropolitan area of New York.



...and for his next hit, Andy does "Live and Learn"<sup>4-44929</sup>

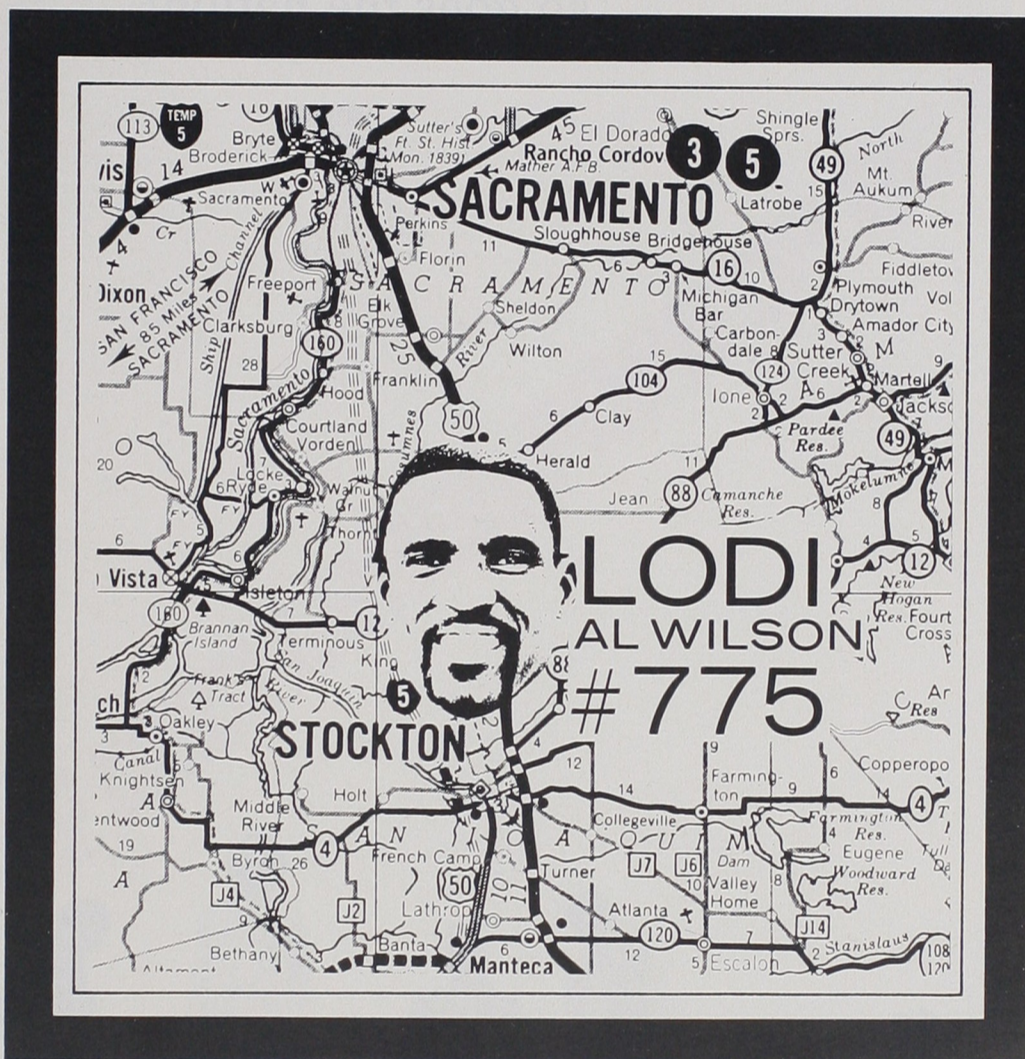
*A beautiful new single,  
produced by Jerry Fuller.*

*The airplay's already  
starting to spread. Which  
means his follow-up to  
"Happy Heart" is following  
up pretty closely.*

*On Columbia Records*



Once upon a time,  
Lodi was just a small town  
in northern California—13 miles  
from Stockton and 40 miles from  
Sacramento—with a population of  
36,000 people. Then, along came  
Al Wilson's single.



Now, Lodi is finally on the map!



Produced by Johnny Rivers

## Bios for Dee Jays

### The Who



Four exciting young British musicians known as The Who came on like gangbusters in the summer of 1967 at the Monterey Pop Festival, and, with that energetic, smashed-instrument-ending performance, the group built up a building U.S. reputation that has grown stronger with time. Formed in London in 1964, The Who consists of Peter Townshend, lead guitar; Roger Daltrey, lead singer; Keith Moon, drums; and John Entwistle, bass. Townshend, main songwriter of the act, is responsible for all their hits, including "Happy Jack," "I Can See For Miles," "Magic Bus," and "Pinball Wizard." The latter tune is from Townshend's rock opera, "Tommy," a Decca LP which quickly turned gold, and earned the plaudits of the New York Times as "possibly the first rock masterpiece." Set, still high on the charts, recently was Top 5, and a single from the album, "Tommy," is number 39 on the Top 100 this week. On Tuesday, August 12, The Who will be the special guest stars of the concert that Bill Graham is presenting "From The Fillmore" at the Berkshire Music Festival in Tanglewood.

### Underground Sunshine



Underground Sunshine consists of "Berty" Koelbl (bass guitar/vocals), his brother Frank (drums/vocals), Jane Little (organ), and Steve Swadley (lead guitar/vocals). The foursome, all from Wisconsin, are riding the Top 100 with Intrepid Records' first chart hit, the Lennon/McCartney tune, "Birthday," currently in the number 36 slot. The group, when Rex Rhode was lead guitarist and Jane Little and Swadley had not yet joined the act, played private and club dates in and around their home, Montello, Wisconsin. Later, they contacted WDUZ-Green Bay, Wis., deejay Jon Little for professional guidance, since they felt their sound was getting good enough for such assistance. Little helped with arrangements and material selection and took Underground Sunshine along on some of his appearances. After taping a demo, the group decided they needed an organist to round out their sound; and Little's younger sister, Jane, who had had several years of serious keyboard training, joined the act in January of this year. Jane and Jon then re-worked arrangements to include the organ, and "Birthday" was released. Following the disk's release and subsequent success, Steve Swadley joined the group replacing Rhode, and Underground Sunshine was complete.

**The Mystics**  
are heading towards the top  
of the heap in Minneapolis  
where their smash  
Metromedia Records' single

**"Pain"** MMS-130

is breaking fast—  
and as Minneapolis goes  
so goes the nation!



Metromedia Records, 1700 Broadway, New York, N.Y. 10019

## SD Moon LP For Retail, Cap Club

NEW YORK — Stereo Dimension is marketing an "official" "Man on the Moon" set for retail distribution and sales through the Capitol Record Club. The \$5.95 set, it was pointed out by Owen Becker, head of the label, was recorded "live" directly from the custom mission control center with special commentary by Ray Neal, NBC science news editor. The set is so to contain a 10-page brochure featuring official moon-flight photos in color as selected by the moon astronauts themselves. After receipt of the photos, Stereo Dimension will gear production for release of the LP the week of Aug. 18.

## Command Rushes Moon LP

NEW YORK — Command Records is releasing "Footsteps On The Moon," a documentary album concentrating solely on the American moon expedition of July 16 to July 24, on blast-off to splashdown. The package features the actual voices of President Nixon, astronauts Armstrong, Aldrin and Collins and personnel at the Houston Space Control Center, plus material that was broadcast during the mission. Overseeing the production of the album is A & R producer Bob Morgan, with executive production duties handled by Joe Carlton, vice president and general manager of the Command/Robe Records division of ABC. The LP was produced in conjunction with ABC's American Broadcasting Company's TV and radio news departments.

## B-7 Single Of Harris 'Moon'

HOLLYWOOD — Warner Bros.-Seven Arts Records has rushed into release Johnny Harris Orchestra's "Footsteps on the Moon" single. Harris, who has earned fame as musical conductor for Tom Jones and Lulu, wrote the tune as part of a "Space Suite" which will be performed in an open-concert in London shortly.

## Infinity Expands, Acquires Linet, Plans New Releases

NEW YORK — The record production division of Infinity, Inc. is expanding to include a management division. The new firm, to be headed by Lew Linet, producer of the 1969 Philadelphia folk festival, will be the Infinite Management Corporation. Linet has served in various capacities on the festival staff since its inception in 1962, and in addition to producing the 1969 festival, he produced the 1967 festival. In addition, while a staff member of WCAU in Philadelphia, he was talent coordinator of the Summersound show. Linet has also been involved in folk rock concert production for the past five years, he has managed a number of artists in the Philadelphia area.

The new Infinite Management Corporation will have its offices at the same location as Infinity, Inc., at 888 Avenue, New York City. Linet, president of Infinity, is presently completing an album with writer/artist J.F. Murphy for MGM/AT&T, scheduled for fall release. In other steps, Infinity has signed a five-piece group called Pookah, whose name means "magical, mischievous, little people." The group was immediately signed by Mike Cohn and Bob Skaff at United Artists, both Infinity and United Artists will work on the project together. In addition, singer-songwriter Ron Peterson has just been signed to Infinity by writer/producer Michael E. Though label ties have not been announced, Earle will be producing Peterson's first album. Peterson has returned from an appearance at Newport Jazz Festival.

## AF Production Deal W/Whitelaw, Carl

NEW YORK — Audio Fidelity Records has concluded a deal for the disk production services of Reid Whitelaw and Billy Carl of Whitelaw & Carl Productions.

Termed by Herman Gimbel, chairman of the board, as one of the label's most important steps in its efforts to enlarge its music field coverage, the arrangement starts with a single by the Velvet Clique, to be followed immediately by an album. Also, Gimbel noted, W&C will produce dates for all of AF's labels in pop, R&B, underground, bubblegum, etc. Names of other artists to be recorded by the team will be announced shortly.

W&C previously wrote and produced for the 1910 Fruitgum Co., Jay & the Americans, Leslie Gore, Keith, Vikki Carr and Ricky Nelson.



Carl, Whitelaw & Gimbel

## Folk & Rock Concerts For Medical Research

PHILADELPHIA, PENNSYLVANIA — Two surgeons at Graduate Hospital at the University of Pennsylvania in Philadelphia, Dr. Herbert Wallace and Dr. Stanley Hoffman, have announced the formation of a new philanthropic foundation, the Arch Foundation, which will raise monies for medical research by producing a series of folk and rock concerts on university campuses across the nation.

The Arch Foundation's scientific board, which consists of prominent scientists from throughout the country, will issue medical research grants composed of funds raised by the profits-for-research concerts. It is hoped that these grants will partially fill the gap resulting from the cutback in federal funds designated for medical research by Richard Nixon. The budget proposed for the National Institute of Health by the Nixon administration is \$47,384,000 less than the budget proposed in January of this year by the outgoing administration. Nixon's new, revised budget cuts back funds for research grants by \$7,752,000 and funds for research manpower programs by \$1,000,000. This cutback is especially discouraging to the less-established medical scientist, who without funds might abandon not only his project, but the field of medical research.

Proceeds from the Arch Foundation's concerts will be channeled in two directions in order to provide maximum encouragement to the scientific community. Arch will grant one-half of the gross proceeds from each concert to a scientific department at each university, and will grant the remaining proceeds from each concert for medical research projects, as determined by the foundation's scientific board.

The first two concerts this fall will be held on October 4 at Boston College and on November 1 at Penn State. Financed entirely by the Arch Foundation, these two concerts are expected to generate over \$25,000 for scientific departments on these two campuses.

Both academic surgeons, Drs. Wallace and Hoffman have been involved in both clinical and research activities. Dr. Wallace works in heart research, and Dr. Hoffman is working on a cancer research project he initiated when he was 21 years old, a project which studies the effects of exercise on the progress of cancer, and the possibilities of exercise as a cure. Drs. Wallace and Hoffman, interested in maintaining this country's momentum in medical research, formed the Arch Foundation.

## 'One' Is 1 Million

HOLLYWOOD — "One" by Three Dog Night has been certified by the RIAA as a million selling single. Side is from the group's LP, "Three Dog Night."

## London Changing w/Changing Patterns

NEW YORK — London Records' new merchandising approach, unveiled during the recent convention and sales meetings in Memphis, has been geared to keep pace with rapidly changing industry marketing patterns, according to Herb Goldfarb, national sales and distribution manager for the company. The Memphis sessions, comprising three days of presentations and entertainment in connection with Hi Records 10th anniversary of its distributing association with London, featured presentation of six new Hi LP's and a host of major new London releases in pop, classical, and Phase 4 Stereo categories.

Goldfarb took note of the ever-increasing importance of radio, both FM and AM, as a disk advertising media. The firm is putting more of its promo dollars than ever before in FM underground station spots, he said, focussing particularly on such artists as the Moody Blues, 10 Years After, Savoy Brown and new singer Martha Velez, on the London-distributed Sire label.

While in former times FM spots would be largely geared to markets where a given act was to do a personal appearance, today London's rule is virtually across-the-board, major market spot advertising. Beyond this, it was noted, more and more AM Top-40 oriented stations are also going the album cut route. Accordingly, AM station, too, are being serviced with more LP's for programming.

20x30 inch posters of a host of acts including the Moody Blues, 10 Years After, Savoy Brown, Martha Velez, Keef Hartley, and John Mayall are also being shipped to distributors in bulk for use in all types of retail locations. Plans are also being discussed for possible later consumer distribution of the poster.

## Taub Appointed Controller For Avco Embassy Records

NEW YORK — Gerald Taub has been appointed controller for Avco Embassy Records. Taub, a graduate of the New York University School of Commerce, joined Columbia Pictures in 1962 in the accounting department of the television division. He acted as assistant controller for Colpix Records from 1963 until 1965 when he was appointed controller for Columbia Pictures and Screen Gems. With the formation of Colgems, Taub took on the additional duties of controller for the label. As controller for Avco Embassy Records, Taub will be involved in all financial aspects of the label's operation.

Scarcity of available display space in many retail locations has also dictated a changing approach to promotion at the point of sale. Much effort will be centered on heavier-than-ever distribution of in-store demo records on the theory, as Goldfarb put it, "that we're selling sound, so why not let the customer hear the product as well as see it on the racks?"

In line with this, a new Hi demo album, introduced at the convention, includes 16 cuts from the firm's six new albums. A new Phase 4 demo disk includes sample tracks from four new Phase 4 sets released last week, in addition to sample cuts from Phase 4 releases of the past three months. This is the 17th Phase 4 demo record to be issued by the firm.

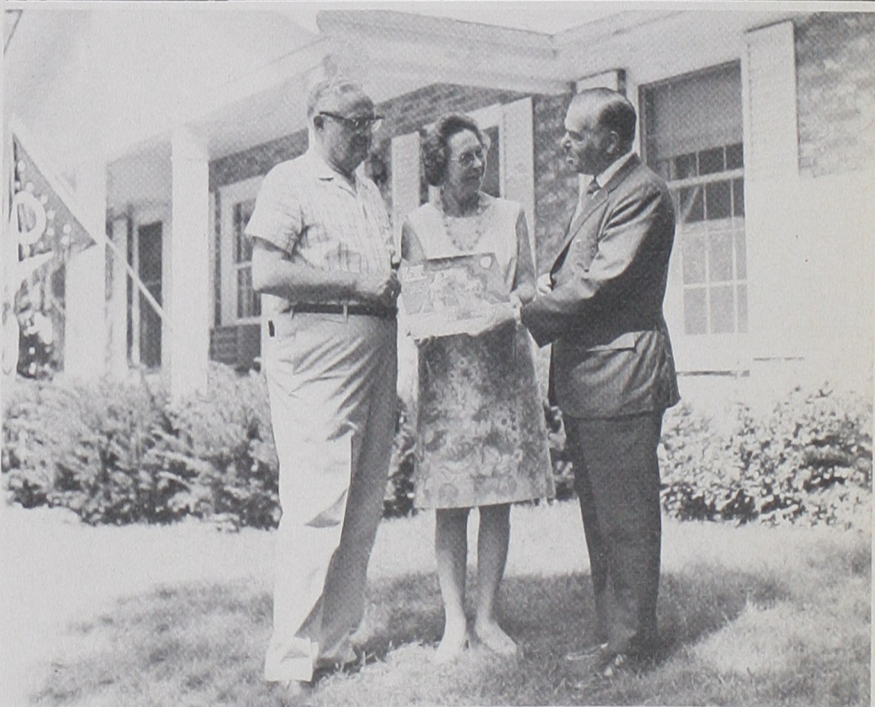
Empty LP jackets, a tradition in album merchandising, are being continued with a special 12-LP kit of covers being supplied to dealers based on the newest releases. On the other hand, space limitations have brought about the virtual demise of large floor display pieces with the exception of the current widely-used Tom Jones three by four foot unit.

Local newspaper co-op ads are encouraged through distribution of small glossy "minis" of LP covers for use in making up local ads. In addition, Goldfarb noted that bulk promo copies of new artist LP's are being sent to distributors and all salesmen. Artists in this special promotional distribution include Martha Velez, J.J. Worthington, and Johnny Almond.

## Jeromes To A-E A&R

NEW YORK — Steve and Bill Jerome have joined the A&R department of the newly-organized Avco Embassy Records. The announcement was made last week by Hugo & Luigi, vice presidents and operating officers of the diskery.

The Jerome brothers are veteran producers who over the past seven years have established a good track record. They have been charted with "Whenever A Teenager Cries" and "Tommy" by Reparata & The Delrons; "Walk Away Renee" and "Pretty Ballerina" by The Left Banke; "Ding Dong The Witch Is Dead" and "Heigh Ho" by The Fifth Estate and "Happy" by the Blades of Grass. Their Real Good Productions firm has performed indie production work for RCA, Columbia, Atco, Bell, Jubilee, Kapp, UA, MGM and most recently Dunhill Records. For the past year they have acted as eastern A&R directors for Mercury Records.



FIRSTEST WITH THE MOSTEST: A recent pleasant surprise came to Mr. and Mrs. Stephen A. Armstrong, the proud parents of astronaut Neil Armstrong, first man to set foot on the moon. Surprise was in the form of a copy of the Decca album, "We Came In Peace For All Mankind," which is a documentary on the space program. Disk concludes at the point where the astronauts broke lunar orbit and headed back to earth. Presentation to Mr. and Mrs. Armstrong was made by Bill Glaseman (r.), head of the Decca Distributing Corp. in Cleveland, who flew to Wapakoneta to give them the "Peace" package.

## Tetra Plans Five LP's For Aug.

BEVERLY HILLS, CALIFORNIA — During the month of August Tetragrammaton will release five albums, including work by the Jomnsons, Sweet Thursday, Gene and Francesca, the Steve Baron Quartet, and Joshua Fox.

An Irish group, the Johnstons joined the Tetra label with the single "Both Sides Now," also the title of their album, which they recorded in England where they are currently on tour under the management of NEMS Enterprises.

Sweet Thursday, which took its name from a John Steinbeck novel, is comprised of five British studio musicians: Jon Mark, songwriter and vocalist, now touring with the John Mayall band on the west coast as acoustic guitarist; Nicky Hopkins, pianist, best known in the U. S. for his work with the Jeff Beck Group and on the Rolling Stones' "Beggar's Banquet" album; Alun Davies, guitarist and vocalist, and with Jon, the founder of the group; Brian Odgers, bass, who has toured and recorded with various artists on the European jazz, folk, and pop scenes; and Harvey Burns, drums, whose background includes working on the road with Georgie Fame and J. J. Jackson.

Gene and Francesca are Mr. and Mrs. Raskin in private life and have just released their first Tetra single, "Hello Love," penned, as was "Those Were The Days," by Gene. Their initial Tetra LP, to be entitled "Gene and Francesca," was produced in New York by the Richmond Organization, publisher of all Raskin's songs.

Having toured the college circuit and appeared in such New York clubs as the Bitter End, the Steve Baron Quartet has cut its first album, entitled "The Mother Of Us All." The title of the album comes from the song "Bertha Was The Mother Of Us All," penned by Baron, who is writer and vocalist for the group. The group's bag has been described by Mike Jahn, music critic for the New York Times, as jazz folk.

The Joshua Fox Quartet consists of

Mike Botts on drums, Josef Cammano on bass, and both Tom Menefee and Larry Hansen on guitar. The group, which hails from Sacramento, has recorded two previous Tetra singles, "Moontime Bore" and "It's Just Meant To Be," leading to the LP and the signing of a long-term contract with the label.

Tetra will release two singles this month, in addition to the five albums. They are: "Golf/Football" monologues by Bill Cosby from his "8:15 12:15" LP, and Pat Boone's "Good Morning, Dear" b/w "You Win Again." Boone's initial Tetra LP, "Departure," was part of label's 14 album June release.

With the release of Jerry Goldsmith's score from "The Chairman" toward the end of July, Tetra released its second soundtrack album for 20th Century Fox.

## Aquarian's 1st Act Is TV's Kathy Carver

HOLLYWOOD — Kathy Garver is the first artist signed to Tommy Boyce and Bobby Hart's new Aquarian Productions. Immediate plans are being made to produce first album, to be released in the fall.

She just returned from a nation-wide tour on behalf of the National Youth Council and The March of Dimes. She also represented the U. S. Coast Guard as "Miss Safe Boating."

Miss Garver is currently starred in TV's "Family Affair," but her deal with Boyce and Hart include a motion picture pact that is tied in with their recent contract with Screen Gems-Columbia.

Although this will be Miss Garver's first recording assignment, she started her professional career at 7 in "The Ten Commandments." By the time she was graduated from high school she was already a veteran actress and to date, not including "Family Affair," she has appeared on 56 different TV episodes and in seven major motion pictures.



## CashBox Looking Ahead

- 1 **SHE'S A WOMAN**  
(Maclen — BMI)  
Jose Feliciano (RCA 9757)
- 2 **PASS THE APPLE EVE**  
(Press — BMI)  
B.J. Thomas (Scepter 12255)
- 3 **I'M GONNA MAKE YOU MINE**  
(Pocketful of Tunes — BMI)  
Lou Christie (Buddah 116)
- 4 **LET ME BE THE ONE**  
(Screen Gems/Columbia — BMI)  
Peaches & Herb (Date 1649)
- 5 **KIND WOMAN**  
(Springalo/Cotillion — BMI)  
Percy Sledge (Atlantic 2646)
- 6 **SAVED BY THE BELL**  
(Casserole — BMI)  
Robin Gibb (Atco 6698)
- 7 **RING OF BRIGHT WATER**  
(Ampco — BMI)  
Dee Dee Warwick (Mercury 72940)
- 8 **TAKE YOUR LOVE AND SHOVE IT**  
(Sherlyn — BMI)  
Cane's Cousins (Shove Love 500)
- 9 **OB LA DI, OB LA DA**  
(Maclen — BMI)  
Herb Alpert (A&M 1102)
- 10 **MOONLIGHT SONATA**  
(Conrad — BMI)  
Henry Mancini (RCA 0212)
- 11 **BETTER HOMES AND GARDENS**  
(Russell/Cason — ASCAP)  
Bobby Russell (Elf 90031)
- 12 **SUGAR ON SUNDAY**  
(Big 7 — BMI)  
Clique (Whitenthale 323)
- 13 **LOVES SWEET SENSATION**  
(East/Memphis — BMI)  
William Bell & Mavis Staples (Stax 0043)
- 14 **SMALLEST ASTRONAUT**  
(Roznique — BMI)  
Barry Winslow (Laurie 3509)
- 15 **DID SHE MENTION MY NAME**  
(Warner Bros./7 Arts — ASCAP)  
Irish Rovers (Decca 732529)
- 16 **A TIME FOR US**  
(Famous — ASCAP)  
Astrud Gilberto (Verve 10643)
- 17 **QUESTIONS—67 & 68**  
(Aurelius — BMI)  
Chicago (Columbia 44909)
- 18 **LODI**  
(Jondora — BMI)  
Al Wilson (Soul City 775)
- 19 **SOUTH CAROLINA**  
(Felsted — BMI)  
Flirtations (Deram 85048)
- 20 **TRUE I'M GONNA MISS YOU**  
(Regent — BMI)  
Carolyn Franklin (RCA 0188)
- 21 **I DO**  
(Gambi — BMI)  
Moments (Stang 5005)
- 22 **THINGS GOT TO GET BETTER**  
(Golo — BMI)  
Marva Whitney (King 6429)
- 23 **BY THE TIME I GET TO PHOENIX**  
(Johnny Rivers Music — BMI)  
Mad Lads (Volt 4016)
- 24 **SILLY PEOPLE**  
(Pamco/Celann — BMI)  
Littler (Probe 461)
- 25 **LITTLE WOMAN**  
(Green Apple — BMI)  
Bobby Sherman (Metromedia 121)
- 26 **AGE**  
(Blendingwell — ASCAP)  
Horatio (Event 3304)
- 27 **HALLELUJAH**  
(Maribus — BMI)  
Deep Purple (Tetragrammaton 1537)
- 28 **NO ONE IS GOING TO HURT YOU**  
(Acuff-Rose — BMI)  
Neon Philharmonic (Warner Bros./7 Arts 7)
- 29 **OH HOW HAPPY**  
(Jobete — BMI)  
Blinky & Edwin Starr (Gordy 7090)
- 30 **LOST & FOUND**  
(Magic Fleet/MRC — BMI)  
People's Choice (Philips 40615)
- 31 **LAZY, HAZY, CRAZY DAYS OF SUMMER**  
(Comet — ASCAP)  
Tony Scotti (Liberty 56118)
- 32 **LET ME BE THE MAN MY DADDY WAS**  
(Dakar, BRC — BMI)  
Chi Lites (Brunswick 755414)
- 33 **GOT IT TOGETHER**  
(Eden — BMI)  
Nancy Wilson (Capitol 2555)
- 34 **SMILE A LITTLE SMILE FOR ME**  
(January — BMI)  
Flying Machine (Congress 6000)
- 35 **A FAMOUS MYTH**  
(Mr. Bones — BMI)  
The Groop (Bell 800)
- 36 **SON OF A PREACHER MAN**  
(Tree — BMI)  
Carnival (World Pacific 77922)
- 37 **MOVE OVER**  
(Trousdale — BMI)  
Steppenwolf (Dunhill 4205)
- 38 **A TIME FOR US**  
(Famous — ASCAP)  
Johnny Mathis (Columbia 44915)
- 39 **MIDNIGHT COWBOY**  
(United Artists/Barwin — ASCAP)  
Bar Kays (Volt 4019)
- 40 **LIVE AND LEARN**  
(Viva — BMI)  
Andy Williams (Columbia 44929)
- 41 **FIRST HYMN FROM GRAND TERRACE**  
(Ja-Ma — ASCAP)  
Mark Lindsay (Columbia 44875)
- 42 **SUNNY SUNNY**  
(AKBESTAL/Luvin — BMI)  
Toy Factory (Jubilee 5668)
- 43 **YOU, I**  
(Shelby Singelton Music — BMI)  
Rugbys (Amazon 1)
- 44 **ALL I HAVE TO OFFER**  
(Hill & Range, Blue Crest — BMI)  
Charlie Pride (RCA 0167)
- 45 **SAD GIRL**  
(I.P.G. Music — BMI)  
Intruders (Gamble 235)
- 46 **WHO DO YOU LOVE**  
(ARC — BMI)  
Quicksilver Messenger Service (Capitol)
- 47 **ROOM AT THE TOP**  
(Breed Music — BMI)  
American Breed (Acta 836)
- 48 **JOURNEY TO THE MOON**  
(Double Diamond — BMI)  
Victor Jay (Buddah 132)
- 49 **LA JEANNE**  
(Press — BMI)  
King Curtis (Atco 6695)
- 50 **MEMPHIS TRAIN**  
(Pronto — BMI)  
Buddy Miles (Mercury 72945)

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