

# Cash Box



September 13, 1969



The Wallace Collection, comprising three top beat musicians, a leading jazz pianist and two classical string players, made an immediate impact on the Belgian charts with their first single "Daydream," which rocketed to No. 1 position. The boys are currently on an extensive European concert tour and their second single, "Fly me to the Earth," is released internationally by EMI.



# Great Britain

# CBS England Sales Presentation

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first three releases would be LPs by Captain Beefheart, Judy Henske and Jerry Yester, and Alice Cooper.

## The Fall Release

Howells also previewed the fall releases by CBS, and CBS head of A&R Derek Everett pointed out the changing pattern of the market. Stereo and contemporary pop were well and truly here and the latter constituted the spearhead of the company's repertoire, but the more traditional pop artists were continuing from strength to strength. They themselves were aware of the changing musical trends, and Andy Williams liked singing the more contemporary things.

In the soundtrack field CBS had several first-class box office potential movies forthcoming like "April Fools," "Me Natalie," and "Stiletto." The company would continue to record West End musicals, and the London cast album of "Dames At Sea" was a current case in point.

"Our policy on new labels is still one of open-mindedness," explained Everett. "Not all new labels are successful, but we will endeavour from a repertoire point of view to make them as strong as possible."

He instanced the Blue Horizon label as one particular success story, and John Peel's new Dandelion label was another potential one.

CBS singles co-ordinator Derek Johns introduced a presentation on Blue Horizon which included a taped interview with the label's founders, Mike and Richard Vernon, and Christine Perfect, formerly with Chicken Shack and now on the brink of a solo career. Johns also played a taped interview he had had with progressive disk jockey John Peel on the subject of Peel's new Dandelion label and its aims with record illustrations by Dandelion artists. Johns' other contribution was a preview of impending CBS releases which, with similar presentations by Howells and Ian Hockridge, covered the scope of the fall program.

CBS classical chief Paul Myers introduced highlights from the fall release of classics, followed by CBS classical promotion manager Quita Chavez, who addressed the assembly on the strong CBS artist roster.

In a typically forceful speech, she underlined the strength of the company's classical resources, and exhorted the salesmen to keep in close touch with information concerning visits to Britain by artist. There would be appearances during the next year by Pierre Boulez, Aaron Copland, Nelson Freire, Charles Rosen, Andre Watts, John Williams, Pinchas Zukerman, Leonard Bernstein, the Istomin-Stern-Rose Trio, Raymond Lowenthal, Eugene Ormandy and the Philadelphia, and Leonard Rose.

Artists were being persuaded to make more appearances outside London, which was a step in the right direction. Miss Chavez illustrated the merits of the classical repertoire and artists with record examples.

## Licensee Confabs For Bob Thiele

NEW YORK — Bob Thiele, president of Flying Dutchman Productions, is spending a fortnight round of business conferences with his firm's licensees and affiliates in London, Baarn (Holland), Paris, Rome, and Madrid.

During meetings with the Philips Records interests in England, Holland, France, Italy, and with the Spanish licensee Hispavox in Madrid, Thiele will go over product planning for initial LP releases in these countries, anticipated within 60 days. The well-known American disc exec will also be seeking out new talent in all the recording centers he visits. Thiele is expected to return to New York on September 12th.

Thiele, meanwhile, has just concluded 10 days of busy recording activity on the West Coast during which time he produced new LP's by T-Bone Walker, Big Joe Turner, Otis Spann, guitarist Ron Anthony, and new singing discovery Eleanore Rigby.

"We're just starting," she finished. "We're only five years old, and we've done pretty well in that short time. We're going to do a hell of a lot more in the next five years because we have the will and the product."

## Golden Hits

John Dunn of the CBS special department gave details of an LP called "Golden Hits" which is being released Sept. 26th as a promotional album costing 19 shillings and elevenpence in aid of the Scout Association funds. It contains twelve original best sellers by CBS artists, both British and American, and will be jointly promoted by CBS and the Scout Association.

Dealers ordering a box of 25 copies receive a 2-piece display aid utilising the box and a four-colour poster packed with each box. 20,000 leaflets and posters will be mailed to 3,400 Scout groups throughout Britain, and the groups will compete with each other in selling the album to friends, relatives and well-wishers. The CBS special products department will award gold, silver and bronze disks to the groups achieving the best sales performance.

Dunn emphasised the peculiar British traditional aura that surrounded the Scout Association in the public mind, and the consequent potential of the LP in sales terms. Dealers would receive their normal full margin at the sales force commission would be the same. This meant that operational margins were extremely thin, and any albums were left at the end of a promotion, they would represent lost money. He urged the salesmen to push, and sell hard after the release date, but not to overstock.

CBS assistant sales and marketing manager Len Carpenter gave details of the dealer and salesmen incentive schemes for the fall campaign. The manager, supervisor and all salesmen in the area that puts in the best overall performance from now until January 16th 1970 will be given a free holiday for two in 1970 in the European country of their choice. The top salesman in each area will be awarded a car with the exception of the holiday winner.

Retailers will be grouped into five categories, computed from their volume of business with CBS for the same period last year. The dealer in each group that has the largest percentage increase over his 1968 business will receive a cash prize of £350. The second dealer will receive £200, and the third will get £75. Dealers will be offered during September-November a selection of 125 CBS albums at a bigger than usual discount, and each month there will be a slightly different selection of special discount records. An order from a dealer for any 25 albums on the list will qualify for an extra 2% discount, and an order for 50 will merit an additional 5% discount.

The sales staff in the record outfit have an incentive scheme designed to reward them whereby they will receive C token stamps in exchange for orders of CBS products. Each complete book of token stamps will qualify the sales staff member for a free CBS product of their choice and enable them to enter a competition to complete a lucky draw with a first prize of a color TV or a two-week holiday for two in Europe, a second prize of a stereo program or a color polaroid camera, a third prize of a gold watch.

## David Conferring On London 'Promises'

NEW YORK — Hal David will fly to England this week (12), for rehearsal and the opening of the London company of "Promises, Promises," which he and partner, Burt Bacharach, did the score.

## English Session For Connie Francis

NEW YORK — Connie Francis is in England for an MGM recording session. She will cut an album and sing with composer Les Reed, who has written some of the biggest hits of the past few years, including "Tom Jones and Englebert Humperdinck."

Contrary to expectation, Tamla Motown has renewed its licensing deal in Britain with EMI instead of setting up independently. A new contract succeeding the present one which expires at the end of this month was signed by EMI Records managing director Ken East with Tamla during his recent American visit. EMI has handled Tamla during his recent American visit. EMI has handled Tamla product here since 1963 when it was released on Stateside, and the Tamla logo identification was introduced in March, 1965. John Marshall, who has been Tamla Motown label manager at EMI, is leaving to open a separate Tamla office in London which will seek talent for the label. His position at EMI is being filled by former salesman Brian Hopkins. A Tamla subsidiary label called Rare Earth will make its debut here before Christmas under its own logo. An early signing in Tamla's quest for British talent is Kiki Dee whose records have been released hitherto by Fontana. She will visit the States regularly each year for Tamla recording sessions and live dates.

Blue Horizon launched its biggest promotion campaign yet earlier this month with field promotion manager David Teare beginning a nationwide tour of disk retailers, clubs and universities to promote the Blue Horizon sampler LP "Super Duper Blues." The album contains tracks by top Blue Horizon acts such as Chicken Shack, Fleetwood Mac, Duster Bennett, and Champion Jack Dupree, and retails at a recommended price of 15 shillings. Blue Horizon founder-producer Mike Vernon is seen in the cover photo attired as a cross between Batman and Superman. The label intends to release a sampler LP every six months, each one replacing its predecessor in the catalog as a means of promoting the parent albums from which it is compiled.

Deep Purple and the Royal Philharmonic Orchestra combine their talents at the Royal Albert Hall September 24th for a specially written work by Deep Purple organist Jon Lord called "Concerto For Group And Orchestra." The concert will be conducted by eminent British composer Malcolm Arnold and is being sponsored and presented by British Lion in aid of Task Force, an organization of youngsters who devote their spare time to helping the aged, lonely, and physically handicapped in London.

Cyril Ornadel has signed an exclusive contract with CBS Records, and his first orchestral LP entitled "Great Songs Of Great Britain" will be released later in the fall featuring embryo standards from the 1969 charts. The album will be produced by Shapiro Bernstein Music general manager Geoffrey Heath for Aviva Music, a Shapiro Bernstein subsidiary. Heath will work with Ornadel on a series of recordings specifically designed for the tape market. Ornadel has conducted orchestral LP's released by EMI on the MGM label under the name of Starlight Symphony and is well known for hit songs such as "Portrait Of My Love" and "If I Ruled The World" which was part of his "Pickwick" stage score. He has recently completed the movie score for "The Waiters" starring Benny Hill and is currently working on another soundtrack assignment for a movie called "Moon."

There is nothing new in BBC TV's £2 million light entertainment plans for the fall recently announced apart from the fact that Peter Sarstedt will star in his own series in October, and Georgie Fame and Alan Price will share a six-week run in November in a show to be called "The Price Of Fame." Otherwise it is a case of the old faithfuls with more series from Cilla Black, Dusty Springfield, Mantovani, and Vera Lynn, returning to the small screen for the first time in ten years.

Yorkshire TV has been asked to scrap commercials using music during sportscasts following the revelation that pub owners are liable to pay fees to the Performing Right Society every time an advertising jingle is played over the TV sets in their bars. The Society is demanding £6 per year to cover these jingles, but landlords are protesting against the levy.

Zel Records managing director Mohamed Zackariya is reactivating his Evolution label with a mid-September release of three singles featuring Otis Redding, the Fashions, and Jenny Maynard. The label will carry full-price LP's and singles concentrating on international talent, and Zackariya plans ten albums and thirty singles during the first year, equally derived from domestic recordings and overseas sources.

Orange Musical Industries is launching a label called Lucky later this month which will specialize in country and western material. An Orange label is also planned to release pop and blues product. Orange has been in operation for eight months and has two plants in action. It has supplied amplifiers and public address systems for broadcasts of the BBC's Radio One Club.

Don Todd has left Pickwick Records to form AD Productions, which will operate from Weston-Super-Mare in Somerset. It will specialize in independent radio and disk production work, and will be supplying pop disk programmes to various Australian radio stations. Disk jockey Ed Moreno is associated with the new venture.

Patsy MacLean who took third prize at the International Music Festival in Sopot, Poland, recently has the number released as a single on Polydor. Titled "When You Love Me" by Alan Moorhouse and Pete Warne and published by Chappell.

Quickies: "Honky Tonk Women" topping Best Selling Sheet Music Lists for Mirage. Rosetta Hightower (ex-member of the Orlons) signed five year contract with CBS Records and first release is a Tony Macauley/Geoff Stephens composition "One Heart For Sale" published by Southern Music. P.P. Arnold to States September 3rd for 10-day visit promoting latest Polydor single — a Barry Gibb compo "Bury Me Down By The River". New DJM single by Peter Carr "Angel And The Woman" published by Dick James. Indo Jazz Fusion booked for three-day festival at Southampton University beginning October 3rd. A. Mannheim, Inc., and its subsidiary Overbridge International have made £1 million bid for Musical and Plastic Industries, manufacturer of musical instruments, toys and fancy goods.

Mercury released Kenny Rankin's version of his own composition "Peaceful" covered here on CBS by Georgie Fame. Sunday night charity show at the Ronnie Scott Club raised £1,510 to purchase a lung machine for the Great Ormond Street children's hospital. Ian Coates leaving the Philips Press office.

## English Rep For Swedish Pop Spec

HOLLYWOOD — Rich, Grimes and Babylon has been selected as Britain's representatives to appear on the annual Swedish Pop Spectacular being taped in Sweden. Last year's representatives were Chris Farlow and P.J. Proby.

Rich, Grimes and Babylon came to the attention of the director of the Swedish Broadcasting Corporation when they toured throughout Scandinavia with Blind Faith earlier this summer.

In addition to the Pop Spectacular, Rich, Grimes and Babylon, will also make a number of radio and TV guest spots.

## Capitol Opens Publ. Operations In Canada

TORONTO — Capitol Records has opened a publishing operation in Canada. Sam Trust, vice president and general manager of the American label's pubberies, Beechwood Music Capitol Music Corp., came to Toronto last week to help set things

leading the Canadian operation. Gary Buck as vice president. Buck recently sold his Gary Buck Music Capitol.

Capitol's Canadian operation will be made up of Capitol Music (CAPAC) and Beechwood of Canada (BMI). Negotiations are currently underway for office space in the North central part of Toronto.

In announcing the new Canadian operation, Trust noted that, in addition to exploiting material in Canada itself, "we will push for Canadian material to be released in the U.S."

Buck has been busy in Canada over the past few months and has had several productions released on Capitol as well as other labels. His production firm, Bronco Productions, has been responsible for almost 50% of country releases in Canada to date.

## Cash Box Names New Belgian Rep

Etienne Smet has been named the new Belgian rep for Cash Box Magazine. For the past few years, the 23-year-old music-journalist has been working with such Belgian and Dutch papers as "Het Volk," "De Bond," "Nieuwsblad," "Projector," and "Muziekexpress." Every Saturday, he does a popular radio-show for managers on BRT Antwerp.



Etienne Smet

## Drake's R&R History To Be Aired In Canada

TORONTO — A meeting of the press and record companies was called here in Toronto last week to introduce the 18-hour radio special, "The History of Rock and Roll," which was produced by the Drake radio chain in the U.S. The show will be aired in Canada by CKFH-Toronto, CKLG-Vancouver, CKED-Edmonton, CKOY-Ottawa and CKPX-Montreal.

The special, which has already been aired in the U.S., bowed in Canada over the Labor Day weekend on CKFH. Dates for airing on the other stations have not been made final.

The Drake show will increase by one hour for the Canadian stations, who will add Canadian groups and artists who contributed to the history of rock and roll.

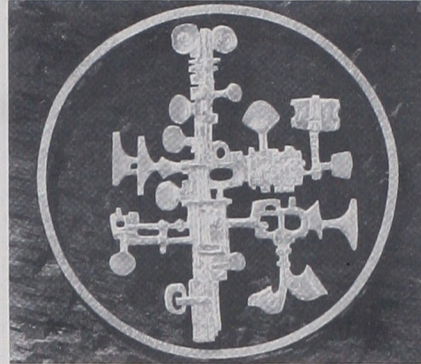
CHUM Toronto has just completed its own history of rock and roll (Aug. 18-24), which was researched through the archives of RPM Weekly written by CHUM's Larry Solway and conceived by Fred Sherrat, vice president of CHUM Ltd. and J. Robert Wood, program supervisor of CHUM Radio. The 28-hour production was highly acclaimed, and many listeners have asked whether it will be made available in album form.

## Sweden To Give 'Grammis' Award

STOCKHOLM — Sweden's International Federation of Phonographic Industries will introduce its version of America's "Grammy" Awards at a gala evening to be held at Bern's restaurant here in Stockholm on September 25, 1969. The American "Grammy" awards are given out annually by the National Academy of Recording Arts and Sciences (NARAS) for various achievements in the U.S. recording industry. The "Grammis" Awards will serve a similar function in Sweden.

A jury consisting of seven people taken outside of the trade such as people from television, radio, film and newspapers was appointed earlier this year, and this jury has now selected 1969 'Grammis' nominees. The names of the nominees will be published around September 12, 1969.

During the gala evening, the jury will name the winners, all local artists and acts. If the event turns out to be a successful one, another one and possibly a bigger one will be held next year, and big foreign acts, American and European, may appear. In such a case the next "Grammis" will be covered by television from the Scandinavian countries as well as by radio.



'Grammis' Award

## CBS England Sales Presentation

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with a slot inside for 8-track tapes.

Dennis disclosed that there are five distributors of equipment in England, all of them handling car units and some of them dealing with home players as well. Motorola had now set up its own plant here, and was aiming at a production target of 50,000 units for the first year.

"Everybody with machines will buy repertoire," he emphasized, "and judging by evidence from America, tape sales will be additional business and will not affect record sales."

An American survey of 8-track marketing had shown that 50% of the tapes were initially sold through garage outlets and the other 50% through record dealers. The present position was that only 9% were being sold by garages, and a massive 91% were handled by record outlets.

CBS believed this pattern would be repeated here in time, and were launching a tape program of monthly releases of 8-track and cassettes. This product would be available to disk dealers making a minimum order of twelve units.

### 8-Track & Cassettes Offered

"I believe we are the first company here to venture into combined 8-track

and cassette releases with any regularity," Dennis concluded. "CBS has a forward-looking view in this respect, and sales will naturally follow because of the expansion in the number of machines available."

"The future of the record industry may be in tape in one form or another. It's new, but its future is tremendous."

CBS LP and record co-ordinator David Howells addressed the assembly on the two new labels which the company would be handling. The Milestone label owned by Orrin Keepnews, a highly respected figure in the jazz world, would be released as CBS/Milestone with a split logo.

Its product fell basically into three categories, contemporary jazz, reissue blues and jazz, and contemporary blues and gospel. The first release was set for the last week of September, comprising four albums by Blind Lemon Jefferson, Fletcher Henderson, blues singer Fred McDowell, and tenorist Joe Henderson.

"The albums will retail at 37 shillings and sixpence," continued Howells. "You will find that some of them have already been imported here, but owing to their high price, it really means very little. The imported LPs have had excellent reviews, and consequently Milestone has already established a good reputation here."

CBS has also captured Frank Zappa's Straight label, an important name in contemporary music and part of Zappa's own personality, attracting artists with a similar attitude. The

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## Philips-Gerry Bron In Three-Year Pact

LONDON — Hot on the heels of the new Philips policy for a closer liaison with independent producers comes news of a three-year deal between Philips Records and Gerry Bron's Hit Productions Ltd. All artists signed and produced by Hit Records will be released through Philips. Bron has had close ties with Philips in the past through such artists as Manfred Mann, The Colosseum etc. Leslie Gould, managing director of Philips Records commented, "I am extremely happy that the ties between Gerry Bron and Philips have been made stronger. I'm sure that the wealth of talent Gerry will bring to us will bear fruitful results". Bron said, "I am very happy that I have signed exclusively now with one company and with this deal I have an opportunity to develop a wide variety of acts through my own production company backed by the experience and expertise of a major world wide organization". Philips is currently in negotiation with several other leading independent producers.

## Ray Mills PM Of Ambassador Music

LONDON — George Pincus, president of Gil-Pincus Music of New York visiting his London office, Ambassador Music Ltd, of which he is director together with his sons Lee and Irwin, has announced that he has engaged Ray Mills as professional manager of Ambassador. Mills, previously A & R manager at Chappell & Co. primarily concerned with cultivating and promoting new song writers and artists, is also a musician and song writer in his own right. John Beecher remains as business administrator of the London office. Ambassador Music has enjoyed continuous success since its inception eight years ago. Lee Pincus opened Ambassador Music and lived in London for a number of years before returning to the States, but still makes periodic visits to the London office. Ambassador's latest recording is Frank Sinatra's "Love's Been Good To Me" by Rod McKuen.



Ray Mills

## SIAE Will Handle Mech. As Well As Performance Rights

ROME — SEDRIM, the mechanical rights collecting society created in Italy in 1926, ceases operation as an indie agency on Dec. 31, to be replaced on Jan. 1, 1970 by SIAE, the Italian performing rights society. SIAE will be responsible for mechanical rights collections for Italian repertoire throughout the world. SEDRIM will continue to exist solely as a "technical office," under the supervision of SEDRIM, in the administration of mechanical rights. SEDRIM was formed on a private basis by several publishers. SIAE is authorized by Italian law as a performance collection agency and, now, this authorization is carried over to mechanical collections.

## Guus Jansen Visting States And Canada

AMSTERDAM — The president of the Dutch Basart Publishing Group, Guus Jansen Jr., will pay a quick visit to the United States and Canada in Sept. Les Editions Internationales Basart N.V., already the strongest independent publishing group in the Netherlands, controlling the major part of the current music repertory, strengthened its dominant position last July, when Jansen was appointed by the Philips-Polydor group to take care of its national publishing interests as well.

Basart/Strengholt is not only active in the music publishing field. The group also publishes ten national magazines. Firm is a major book publisher, and also operates in the theatre field. During his stay in New York, Jansen will have his offices at the Netherland Chamber of Commerce at 10 Rockefeller Plaza.



# CashBox Canada

The usual slow months of the summer season proved just the opposite for Columbia Records. **Bill Eaton**, national promotion manager, regards this past summer as one of their best. The tape business was due, in part, to the success of the season although the label has been extremely lucky with disc hits.

Perhaps their most successful artist has been **Johnny Cash** who hit the charts hard with his lid of "A Boy Named Sue" which added much more importance to his album "San Quentin" which contains the hit. **Cash** will be making a one niter at Toronto's Maple Leaf Gardens Nov. 10 at which time it's expected he will have qualified for five of the newly-bowed Gold Leaf Awards which in all probability will be presented to **Cash** during his performance. Columbia is also experiencing good sales on the **Bob Dylan** lid of "Lay Lady Lay," "Barabajacal" by **Donovan**, and "Hot Fun In The Summertime" by **Sly & The Family Stone**. Still hanging on and showing tremendous single sales is "Spinning Wheel" by **Blood Sweat & Tears** with their LP remaining in the top seller list as well. Showing early indications of chart action is "Mah-Na Mah-Na," the soundtrack single from the film "Sweden, Heaven & Hell" and "White Bird" by **It's A Beautiful Day**. The **Sugar Shoppe** are expected to show well with their Epic release of "Save The Country" which was previewed at Columbia's International Meet in Miami. **Jerry Vale** is set for 1 week at the Beverly Hills Motel (22). **Bobby Vinton** being negotiated for a two week engagement at the posh Imperial Room of the Royal York Hotel in Toronto. "Song For Petula," the instrumental by Montreal's **Andre Gagnon**, has shown excellent sales returns, particularly since being picked by the Maple Leaf System. **Michael Tarry** makes another stab at the chart scene with his new release of "What's Your Name" which was produced at Toronto's Chelsea Studios.

**Donald Tarlton**, president of Donald K. Donald Productions, reports excellent province-wide reaction to the new

TCB group which features 8 men and an u-front beauty, **Coleen Susan Peterson** from Ottawa. This new jazz/rock group drew rave reviews from their appearance in New York at The Scene, and launched their Canadian tour (Aug. 18) at the Laugh-In disco in Montreal where they played for one week before commencing a series of one nighters throughout the Province. Their debut album "Open For Business" is on the Traffic label which is distributed in Canada by RCA.

**Dave Hay**, chief announcer at CJCH Woodstock, New Brunswick, reports a capacity draw for the **Spencer Davis Group** at the Woodstock Old Home Week. A massive promotion campaign on the Polydor recording unit brought many hundreds of young fans to the show from several areas of western New Brunswick. Polydor's Ontario Branch Manager **Dieter Radecki** reports a rush on **James Last** album product, probably due to his successful engagement in Toronto.

Quality's new Ontario promotion manager of singles is **Mark Robbins** who just recently joined the Quality sales staff. He was formerly with Phonodisc Records and prior to that was manager of Record Villa (Yonge St. Store). **Robbins** has been kept busy with artists who have been appearing at Toronto's Fair. One of his most successful promotions was with **Sergio Mendes & Brasil '66** and **Bossa Rio**, one of the newest of Latin rock groups who will shortly bow their first album. The **Isley Brothers** move back onto the charts with their new T Neck lid of "Black Berries." The **49th Parallel** are gaining important play across Canada with their Venture single of "Now That I'm A Man."

**John Driscoll**, who was recently appointed national sales manager for the newly-formed disc label of International Tape Cartridge of Canada Ltd., was in on the signing with the label's vice president **Bob Martin** of a recording contract with 22 year old songwriter and singer **Frank Moore**. **Moore** is under the management of North American Talent Associates.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	2	3	In The Year 2525	Zager & Evans, RCA, Zelad
2	1	8	Honky Tonk Women	Rolling Stones, Decca, Mirage
3	4	7	Saved By The Bell	Robin Gibb, Polydor, Saharet
4	3	6	My Cherie Amour	Stevie Wonder, Tamla Motown, Jobete/Carlin
5	5	6	Make Me An Island	Joe Dolan, Pye, Shaftesbury
6	7	3	Too Busy Thinking About My Baby	Marvin Gaye, Tamla Motown, Jobete/Carlin
7	10	2	Viva Bobby Joe	The Equals, President, Grant
8	9	5	Early In The Morning	Vanity Fare, Page One, Morris/Shaftesbury
9	19	2	Don't Forget To Remember	Bee Gees, Polydor, Abigail
10	11	2	Curly, The Move	Regal-Zonophone, Essex
11	18	2	Bad Moon Rising	Creedence Clearwater Revival, Liberty, Burlington
12	6	5	Conversations	Cilla Black, Parlophone, Cookaway
13	8	8	Give Peace A Chance	Plastic Ono Band, Apple, Northern
14	12	6	Goodnight Midnight	Clodagh Rogers, RCA, April
15	—	1	Natural Born Bugie	Humble Pie, Immediate, Immediate
16	13	4	Bringing On Back The Good Times	Love Affair, CBS, Dick James
17	17	2	Je T'aime Moi Non Plus	Jane Birkin/Serge Gainbourg, Fontana, Shapiro Bernstein
18	15	2	Wet Dream	Max Romeo, Unity, Beverley
19	16	2	In The Ghetto	Elvis Presley, RCA, Carlin
20	—	1	Goodmorning Starshine	Oliver, CBS, United Artists

\*Local copyrights

## Great Britain's Top Ten LP's

1	Stand Up	Jethro Tull, Island
2	From Elvis To Memphis	Elvis Presley, RCA
3	2001 Space Odyssey	Soundtrack, MGM
4	Hair	London Cast, Polydor
5	According To My Heart	Jim Reeves, RCA
6	Oliver	Soundtrack, RCA
7	Flaming Star	Elvis Presley, RCA
8	This Is Tom Jones	Tom Jones, Decca
9	Best Of Cliff	Cliff Richard, Columbia
10	Led Zepplin	Led Zepplin, Atlantic

## Straight Label To Compo In Canada

MONTREAL — The Compo Company has completed negotiations for distribution rights of all Straight product in Canada. The label is owned by Frank Zappa and Herb Cohen. Their national sales and promotion manager is Bud Hayden, a Canadian, who once worked in Toronto for Phonodisc Records.

Initial release of album product includes "Pretties For You"/Alice Cooper; "Trout Mask Replica"/Captain Beefheart; "The Original Soundtrack From Naked Angels"; "Lord Buckley"; "Farewell Aldebaran"/Judy Henske & Jerry Yester.

Compo will be working closely with Straight Records to tie-in with all their sales and advertising promotions as they are proposed.

In making the announcement Lee Armstrong, national sales manager for The Compo Company, stated "We here at Compo are extremely pleased to become associated with such tremendously successful people like Frank Zappa and Herb Cohen and are looking forward to our adventures with Straight Records".

## Bell Tours For SSS

NASHVILLE — Noble J. Bell, executive vice president of The Shelby Singleton Corp. is on a three-week round of meetings with the firm's international representatives in 10 European countries.

Bell will be meeting with international licensees of Singleton's SSS International, Plantation, Sun, Share, Minaret, Honor Brigade and Amazon record labels in addition to foreign publishing representatives for the company's massive catalogue.

Bell's trip, the company reported, is prompted by the increasingly heavy action emulating from the international markets. It also gives him the opportunity to introduce the extensive, recently purchased Sun catalog to the corporation's foreign affiliates as well as re-evaluating his findings made during a similar trip last spring.

## Chambers Bros. Reslate Dates For European Tour

LOS ANGELES — The Chambers Brothers' European tour has been rescheduled for January from its original September date. Charles LaMarr, manager of the group, has announced that the group's immediate plans include completion of a new album which is due for release in the fall.

The Chambers Brothers recently played concert dates in New York, Vancouver, and Boston. They also made an appearance on the Johnny Carson Show last week (27).

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	3	9	Pensiero D'Amore	Mal & Primitives/RCA Published by RCA
2	9	7	Rose Rosse	Massimo Ranieri/CGD Published by Sugar-music
3	1	11	Lisa Dagli Occhi Blu	Mario Tessuto/CGD Published by Sugarmusic
4	2	13	Storia D'Amore	Adriano Celentano/Clan Published by Clan
5	5	16	Non Credere	Mina/PDU Published by PDU
6	7	7	Soli Si Muore	Patrick Samson/Carosello Published by Carosello
7	10	14	Acqua Di Mare	Romina Power/EMI Italiana Published by EMI Italiana
8	17	2	Primo Giorno Di Primavera	I Dik Dik/Ricordi Published by Ricordi
9	8	6	Ti Voglio Tanto Benne	Rossano/Rifi Published by Rifi Music
10	4	15	Pensando A Te	Al Bano/EMI Italiana Published by EMI Italiana
11	6	5	Je T'aime... Moi Non Plus	Jane Birkin/Phonogram Published by Esedra
12	15	2	Ragazzina Ragazzina	I Nuovi Angeli/Durium Published by Esedra
13	20	2	Solo Per Te	Little Tony/Durium Published by Little Tony
14	11	2	The Ballad Of John And Yoko	The Beatles/EMI Italiana Published by Ricordi
15	16	17	Acqua Azzurra Acqua Chiara	Lucio Battisti/Ricordi Published by Ricordi
16	—	10	Parlami D'Amore	Gianni Morandi/RCA Published by RCA
17	12	10	L'Altalena	Orietta Berti/Phonogram Published by Arion Alfieri
18	—	14	Viso D'Angelo	I Camaleonti/CBS Italiana Published by Sugarmusic
19	19	10	Davanti Agli Occhi Mie	The New Trolls/Fonit Cetra Published by Fonit
20	—	10	Casatschok	Dori Ghezzi/Durium Published by Durium

\* Locally produced record

## Plumb Soundtrack Probe For Capitol

HOLLYWOOD — Capitol has sent independent producer Neely Plumb to Europe in a search of European soundtrack product.

Plumb, a major soundtrack producer for Capitol, will seek scores to be produced under his contract with Capitol and IMC Productions, Inc. He will leave Sept. 4 for London, Paris, Milan, Rome, Cologne and Hamburg, where he will confer with top motion picture producers and directors.

In addition, Karl Engemann, Capitol's A & R vice president, has authorized Plumb to record five selections in London toward an instrumental Capitol album to be entitled "The Funky Fiddles." Plumb has arranged the material and will produce and conduct the sessions. Two of the first selections are his original compositions — "Happy Sad Song" and "Funky Valentine."

Plumb has been enjoying a hot streak in the soundtrack marketplace. For Capitol, he produced the millic selling "Romeo & Juliet" and "The Grit," and served as executive producer of "Hell's Angels '69," which Tony Bruno produced.

## Country Joe On Euro P.A.'s

NEW YORK — Country Joe and The Fish leave this week (9) for the fourth performance tour of Europe. The tour will cover 11 cities, including Copenhagen and Denmark and culminate in a concert at London's Royal Albert Hall. They have had two singles here, including "Fixin' To Die", which was #1 on the charts the last year.

Since their last tour abroad in past March, the Fish have recorded an album, "Here We Are Again," for Vanguard.

With two new band members, the Fish are comprised of Joe McDonald on guitar and vocals; Barry Melton on guitar and vocals; Doug Metzner, bass; Greg Dewey, drums; and Mark Karpis, keyboard.

Country Joe and The Fish will return to the States to headline the bill at Bill Graham's Fillmore East Sept. 26 and 27.

## EMI Offers 'Hands'

LOS ANGELES — Decca's Australian affiliate, EMI, has just released Tony Leonetti's "Hands" in Sydney. With lyrics by Bob Russell and adaptation and arrangements by Bill Justis, the disk was released Stateside by Decca in June. Leonetti hosts TV and radio network shows out of Sydney.



**GRAM GLOBETROTTER** — Paul Turner (center) general manager of Monogram Recordings Pty. Ltd. of Australia, recently left on an overrip that will take him to Holland, Germany, England, Singapore and back home. Seen with Paul at the airport before he left are (L. to R.) Kimberley, g.m. of Essex Music, John Egginton, professional manager of Essex Music, Mrs. Turner, and Ray Mortimer, chief administrator of Monogram.

## CashBox France

Philips France held its annual convention in the Hilton Hotel of Paris on the 28th under the presidency of Jacques Meyerstein-Maigret. Many representatives of Philips foreign companies were present and also members of the Press, Radio IV. During the meeting Louis Dreyfus and Jacques Caillart gave interesting figures concerning the production compared to the market one showing that the French record industry just passed a really new era.

To make the dealers' job easier, Philips will keep on reducing its current catalog. For example, Philips released 850 EPs in 1967, 618 in 1968 and 352 this year. But the thing is, for Hazan, the top part taken by LP albums in the total turnover of the French market where the LP sales are 30% of the total turnover, compared with 50% in England, 51% in the U.S.A., 52% in Italy, 53% in Germany and 63% in Canada.

Jacques Poulain, formerly International Manager of Polydor, is with

CBS since September 1st as Directeur de la Gestion des Produits Nationaux et internationaux. Poulain, who is 30, has been responsible for bringing the King Records contract (James Brown) to Polydor. His new post with CBS had been held by Jacques Ferrari who is leaving CBS Records to become General Sales Manager for Europe of the EVR partnership (EVR: Electric Video Recording system, being a partnership between CBS, CIBA and I.C.I. for the marketing of EVR developed by the CBS laboratories).

Jean Pierard, Tutti general manager, is back in town after a stay in Yugoslavia for the Split Festival. Pierard brought back the subpublishing rights of "Mono Moj Dobri Mono," the song which won the first prize.

Joe Dassin has achieved a new record in the record sales field having three songs in the present chart: "Les Champs Elysees," "Le Petit Pain Au Chocolat," and "Ma Bonne Etoile." Dassin, who will surely be the winner of the next MIDE trophy for France, will be appearing at the Olympia for the first time starting October 23.

## France's Best Sellers

- Que Je T'Aime (Johnny Hallyday) Philips; Suzel
- Alors Je Chante (Rika Zara) Philips; Tutti
- I Want To Live (Aphrodite's Child) Mercury
- Les Champs Elysees (Joe Dassin) CBS; Music 18
- Je T'Aime Moi Non Plus (Jane Birkin) Philips; Transatlantiques
- Le Meteque (Georges Moustaki) Polydor; Continentales
- Get Back (The Beatles) Apple; Northern-Tournier
- Le Petit Pain Au Chocolat (Joe Dassin) CBS; Sugar Music
- La Premiere Etoile (Mireille Mathieu) Barclay; Banco
- Oh Lady Mary (David Alexander Winter) Riviera; Barclay
- C'est Extra (Leo Ferre) Barclay; G. Meys
- Tous Les Bateaux Tous Les Oiseaux (Michel Polnareff) AZ; SEMI
- Ballad of John And Yoko (The Beatles) Apple; Northern-Tournier
- La Colline de Santa Maria (Sheila) Carrere; Carrere
- Ma Bonne Etoile (Joe Dassin) CBS; Sugar Music

## Mexico's Best Sellers

- 1 Little Bo - Little Bo - Apple
- 2 The Ballad Of John & Yoko - The Beatles - Apple
- 3 In-A-Gadda-Da-Vida - Iron Butterfly - Atlantic
- 6 \*La Senal - Los Montejo - Capitol
- 4 Azucarado - Patty - Capitol
- 5 Maria Isabel - Los Payos - Gamma
- Me Quiero Casar Contigo - Roberto Carlos - CBS
- 8 Casatschock - Dimitri Dourakine - Philips
- Estoy Loca Por Ti - Elizabeth - Raff
- 10 Eloisa - Barry Ryan - MGM

\*Indicates locally produced record

## CashBox Australia

The MCA label has been launched across the nation through Astor Records, the first release being one of the hottest singles in the United States, "Sweet Caroline" by Neil Diamond. In each capital city of Australia, Astor offices had a glamorous mini-skirted young lady wearing "Sweet Caroline" sashes deliver the record to disc-jockeys and radio programmers and invited them to attend a press party later. This well co-ordinated promotion campaign obviously met with great success and gave the MCA label a great start in Australia. "Sweet Caroline" is catching all kinds of airplay for Neil Diamond and should soon be showing on the national charts.

Disc-jockey Johnny Young (station 3XY) is showing great strength as a composer these days as well as a performer. Johnny wrote the Russell Morris smash, "The Real Thing," which is released in America on Diamond and by Decca in England. Johnny also wrote a very delightful ballad called "The Girl That I Love" which is on Russell Morris's new single. It is rapidly emerging as the top side of the record and rightly so. Now we find that Young has also written the "A" side of the newie for local "Uptight" television compere Ross Wylie; the song is called "The Star."

Local artist Kamahl is receiving substantial play on his version of "Sounds Of Goodbye" which is out on Philips. The country song was written in America by Eddie Rabbitt and Dick Heard. The sheet copy on the song is out for Castle Music, the publishing subsidiary of E.M.I.

Tiny Tim is in Australia now for his season at the Chevron Hotel in Sydney. Tiny has received a big

press coverage, which delights Des Steen, the promotion boss of Australian Record Company which handles the Reprise catalog in this part of the world. Reprise is on fire with "Ruby" by Kenny Rogers and the First Edition which has become a real monster.

W & G Records are attacking the singles market again with a batch of new disks including "It Miek" by Desmond Dekker; "Almost Close To You" by Julie Rogers; "Alabam" c/w "My Abilene" by Guy Mitchell; and the local group called Freshwater with "Together Till The End Of Time" c/w "It's In Your Power."

The album market in this country, apart from the monster names in the business, seems to be moving more and more in favor of low-priced product, and most major record companies are now devoting a lot more time, effort and money towards their budget catalogs than they have in the past.

The penetration of the Music For Pleasure line has triggered-off this renewed action on low-priced albums. Albums are now being racked extensively through news agents, chain-stores, and in fact through any retail establishment that will allow a rack to be installed. Most of this low-priced product is being retailed at (Aust.) \$1.99, the lowest price of all major catalogs in this country. Several companies have met the challenge of MFP and are now selling at \$1.99 through many of the same outlets, and others are marketing a line of \$2.50 albums. There is no doubt in the wide world that low-priced albums are here to stay and will eventually dominate the album market.

## Australia's Best Sellers

This Last Weeks

Week Week On Chart

- |    |   |   |  |
|----|---|---|--|
| 1  | 1 | 7 | In The Ghetto (Elvis Presley — RCA)                                  |
| 2  | 5 | 3 | A Boy Named Sue (Johnny Cash — CBS) Essex Music                      |
| 3  | 6 | 5 | In The Year 2525 (Zager & Evans — RCA) Essex Music                   |
| 4  | 4 | 8 | My Sentimental Friend (Herman's Hermits — Columbia) Southern Music   |
| 5  | 9 | 2 | Sugar, Sugar (The Archies — RCA)                                     |
| 6  | 2 | 6 | Honky Tonk Women (Rolling Stones — Decca) Essex Music                |
| 7  | — | 1 | *Part Three Into Paper Walls (Russell Morris — Columbia) E.H. Morris |
| 8  | 3 | 5 | Ruby, Don't Take Your Love (Kenny Rogers — Reprise) Southern Music   |
| 9  | — | 1 | Listen To The Band (The Monkees — RCA) Screen Gems                   |
| 10 | — | 1 | *One (Johnny Farnham — Columbia) Associated Music                    |

\* Asterisk indicates locally produced record

## Holland's Best Sellers

This Last

Week Week

- |    |   |   |
|----|---|---|
| 1  | 1 | In The Year 2525 (Zager & Evans/RCA) (Essex Holland-Basart/Amsterdam)     |
| 2  | — | Don't Forget To Remember (Bee Gees/Polydor) (Dayglow/Hilversum)           |
| 3  | — | Scarlet Ribbons (The Cats/Imperial)                                       |
| 4  | 2 | Saved By The Bell (Robin Gibb/Polydor) (Dayglow/Hilversum)                |
| 5  | 4 | Venus (Shocking Blue/Pink Elephant) (Veronica Music/Hilversum)            |
| 6  | 5 | Honky Tonk Women (Rolling Stones/Decca) (Essex-Basart/Amsterdam)          |
| 7  | — | Ruby Don't Take Your Love To Town (Kenny Rodgers & First Edition/Reprise) |
| 8  | — | Baby, I Love You (Andy Kim/Dot)   |
| 9  | — | Bloody Mary (Tom & Dick/Philips)  |
| 10 | 8 | Ma Belle Amie (Tee Set/TSR)   |

## Belgium's Best Sellers

This Last Weeks

Week Week On Chart

- |    |    |   |   |
|----|----|---|---|
| 1  | 3  | 3 | Venus (Shocking Blue — Pink Elephant)             |
| 2  | 5  | 2 | Curly (Move — Regal Zonophone)                    |
| 3  | 1  | 6 | Saved By The Bell (Robin Gibb — Polydor)          |
| 4  | 9  | 2 | Viva Bobby Joe (The Equals — President)           |
| 5  | 8  | 2 | Don't Forget To Remember (The Bee Gees — Polydor) |
| 6  | 2  | 7 | In The Year 2525 (Zager & Evans — RCA)            |
| 7  | 10 | 4 | Jack And Jill (Tommy Roe — ABC)                   |
| 8  | 6  | 8 | Goo Goo Barabajagal (Donovan — Epic)              |
| 9  | —  | 1 | Goodnight Midnight (Clodagh Rodgers — RCA)        |
| 10 | —  | 1 | Natural Born Bugie (Humble Pie — Immediate)       |



# Holland

Bovema's American label manager **Joop Visser** enthusiastically reports his star-studded release with great albums in the full-price category of a.o. **Canned Heat**, **Johnny Mann Singers**, **Fifth Dimension**, **Bonzo Dog Band**, **Nancy Wilson** and **Ray Charles**. This wonderful package will be supported with heavy advertising and merchandising help following the trend of progressive sales-growth.

Another Bovema import release is the new series on the Westminster label as a result of a joined effort of several European EMI branches. 25 albums with superb classical music which will be sold in the low-price category. Of course merchandising material will support this important release. From the local Bovema studios we mention three big albums: a new **Ben Webster** recording with **Jacques Schols**, bass, **John Engels**, drums, **Cees Slinger**, piano; a brilliant new sound of one of Holland's leading groups the **Buffoons** and last but not least an LP called "Their Greatest Hits" with titles of Bovema's groups the **Cats**, the **Buffoons**, **Brainbox**, **Gloria** and **Left Side**, which record demonstrates Bovema's strong grip on the Dutch pop market. First sales reports mention great results. The same goes for the new single of the **Cats**. In the first days of its release, sales records of "Scarlet Ribbons" were broken. This single entered the charts on 3rd position.

This week Phonogram N.V. rush-released the latest **Jethro Tull** album, "Stand Up," which is already very successful in England with a No. 1 position in the LP charts. To promote his latest single on the Philips label, "Space Oddity," British singer **David Bowie** last week visited Holland to appear in the TV program "Doebidoe" and meet some of the Dutch deejays. Phonogram's sales campaign for September includes a new album by **Rika Zarai** called "Alors Je Chante" which is already very popular on single. After her very successful performance at the New Orleans Jazz Festival, Dutch leading jazz singer **Rita Reys** has a new LP on the market which was recorded in England and is called "Rita Reys Today." Jazz magazine *Down Beat* reserved a second place for **Mrs. Reys** in the *Down Beat* poll for artists deserving wider recognition. **Rita Reys** shared her second position with another celebrity **Janis Joplin**. Also in the Phonogram September campaign is a new album by French singer **George Brassens** and one by the well-known **Barbara**.

In the classical field Phonogram released the first album by world-known Dutch opera singer **Christine Duetekom**. At a well-attended press conference in the Amsterdam offices of Phonogram, Director **Jach Haslinghuis** presented the first copy to **Mrs. Duetekom**.

CNR records was the first in the world to release Russian Melodia musicassettes. Among this first release were two cassettes with songs by the **Alexandrov Ensemble**.

At the same time Ariola-Germany and CNR-Leiden will release **Heintjes'** new LP, "Ich Sing Ein Lied Fur Dich" (I Sing A Song For You). Seven songs on the German LP are from the 13-year old Dutch boy's film "Ein Herz Geht Auf Reisen" (A Heart's Journey). **Heintjes'** latest single "Scheiden Tut So Weh" (Breaking Up Hurts) reached the charts two weeks after its release.

Polydor Nederland is enjoying an enormous success with all of its **James Brown** records. His double-sided U.S. rider "Mother Popcorn" coupled with the instrumental "The Popcorn" is now in the Dutch Top 20. Polydor label manager **Nico Van Biemen** last week released the second volume of "James Brown's Greatest Hits." This

new album features such all time **Brown** favorites as "I Can't Stand Myself," "There Was A Time" and "The Soul Of J.B."

On the Atlantic label, Polydor released a fantastic batch of re-releases in its Special series. It includes several Rhythm & Blues best sellers from the past such as "Spanish Harlem" by **Ben E. King**, "Hallelujah I Love Her So" by **Ray Charles**, "Hold What You've Got" by **Joe Tex**, "Last Night" by the **Mar-keys**, "Gee Whiz" by **Carla Thomas**, "Mercy" by **Don Covay**, "Save The Last Dance For Me" by the **Drifters** and last but not least "The Great Otis Redding Sings Soul Ballads."

Polydor's promotion manager **Harry Knipschild** has several new action singles going in the local stations. "My Special Prayer" by **Percy Sledge**, "Was Damals War" by **Karl Gott**, "If It's Tuesday" by **Bojoura**, "Share Your Love With Me" by **Aretha Franklin** and "Time Will Show" by local pop group **Clover Leaf** are all in the radio Veronica tip parade. "Don't Forget To Remember" by the **Bee Gees** and "I Can't See Nobody" by the **Marbles** are the new chart entries of Polydor this week.

Next to its Stax series, Negram introduced this week a series of eight Volt albums including brilliant material of such artists as **Steve Mancha**, **J.J. Barnes**, **Steve Cropper**, the **Emotions**, the **Mad Lads** and **Mavis Staples**. The Star line was extended by the release of new albums by **Booker T.**, **Albert King**, **Carla Thomas**, **Eddie Floyd**, **Johnnie Taylor** and many others. In the single field, the labels saw strong action on **Johnnie Taylor's** "I Could Never Be President" and a promotion drive on **Booker T.'s** new A-side "Soul Clap '69."

Negram Delta's local production department has released four very hit potential singles by the **Eddysons**, the **Dreams**, **Andy Star** and the **Fools**. The **Eddysons** recorded **Michael d' Abo's** "Sad Old Song" and their own composition "Cousin' Pretty." **Peter Tetteroo** produced **Fools'** single on Delta of two original songs: "Where Is The Day" and "Fools Like Me." **Andy Star & the Stripes**, currently very popular in Holland, Germany, Switzerland and Austria, are getting lots of airplay, whilst underground group the **Dream**, currently "in" with "Rebellion," is getting strong publicity via all underground outlets.

Negram's hottest artist **Tony Bass**, scoring constant top ten hits in Belgium and Holland, has a very strong album out featuring his hits: "Ik Ben Met Jou Niet Getrouwd," "Saunabad" and "Gina Lollobrigida." The album promises to be a sure hit in all Benelux.

Recent CBS additions to the single field include the latest by **Georgie Fame**, "Peaceful"; the English group **Steamhammer** with their first CBS single "Junior's Wailing"; a re-release of **Johnny Cash'** former hit "Ring Of Fire" compiled with "Bonanza"; and the first single by **Tim Hardin**, "Simple Song Of Freedom." New CBS additions in the popular LP field include a new album by **Barbra Streisand**, "What About Today," and an album by **Mahalia Jackson**, "Mahalia! Sings The Gospel Right Out Of The Church." CBS also released an album by **Champion Jack Dupree** called "When You Feel The Feeling You Was Feeling" to tie in with his "live" performance in Haarlem at the Haarlem Concert Building September 13 as a guest to celebrate the 20th anniversary of the Haarlem Jazz Club. In the classical field CBS released "The Historic Organs Of Europe" performed by **Power Biggs**; Tchaikovsky's "Pathetique Symphony" by the **Philadelphia Orchestra** under **Eugene Ormandy** as well as a three record set with works by Bach played by **Charles Rosen**, piano.



**FIDDLIN' AROUND**—Prior to his assuming the lead role in the English production of "Fiddler On The Roof," Dutch RCA artist **Le Goudsmit** was presented with a Gold record for sales of 25,000 copies of the Dutch "Fiddler . . ." "Anatevka." Presentation was made by **Wim Brandsteder**, director of RCA Holland and **Pierre Dam**, publicity manager of the firm, who flew in for the occasion. Pic above shows a suitably bearded Goudsmit and Brandsteder.



# Mexico

Discos Universales, S.A. (DUSA) reported that in less than two months **Los Tenientes de Anahuac** has sold 1,500 copies of their first LP on the Polydor label. These ten lieutenants of the City Traffic Department have been booked for TV and theatre. Polydor has launched a new promotion in favor of Spanish talent; the first recordings of **Los Iberos**, **Julio Iglesias** and **Ivana** are already on the market.

**Angelica Maria**, popular RCA vocalist, will soon leave for Venezuela where she is engaged to do night club and TV appearances. **Marco Antonio Muniz**, another of RCA's best sellers, also will be away. He is expected to be on the road for more than three months. His tour will include Venezuela, Colombia, Puerto Rico, Santo Domingo and United States. In the meantime, he is rushing video tapes for the TV series he does with **Carlos Lico**, and in a hurry recording 24 new numbers for two forthcoming RCA LP's.

Due to the big success of his first Mexican appearance, the well-known pianist and singer **Earl Grant** will soon be back in Mexico City.

**Gloria Lasso** (Peerless), a popular Spanish singer rooted in Mexico, is doing great as impresario at Luigi's a fashionable spot in Mexico City. At its reopening, all the VIP's of the record industry and show business were present.

Most touching was the homage rendered to **Agustin Lara**, Mexico's most prolific composer, at the Alameda Central (whose auditorium was named after him). To sing most of the maestro's productions, were, among many others, such attractions as **Carmel Rey**, **Tona La Negra**, **Pedro Varga**, **Rafael Vazquez**, **Rebeca**, **Alejandra Algara** and **Libertad Lamarque**.

It has been noticed that in the few months the Mexican disk buyer has turned to the **Burt Bacharach** sound. RCA, the firm that handles the A&M Record label, in response to such demand just released an LP and a LP containing among other numbers, "I'll Never Fall In Love Again," one of the **Bacharach** favorites in Mexico.

"Something Going" with **Alzo Udine** on Mercury is one of the most programmed records, and DUSA reporting good sales figures.

## Argentina's Best Sellers

This Week	Last Week	Artist/Title (Label)
1	2	Te Regalo Mis Ojos, (Relay) Gabriella Ferri (RCA)
2	1	*Tiritando, (Relay) Donald (RCA)
3	3	*Rosa Rosa, (Ansa) Sandro (CBS)
4	14	*Cosquillas, (Melograf) Donald (RCA)
5	7	*Tengo La Piel Cansada, Piero (CBS)
6	11	Caballos Verdes, Trocha Angosta (Music Hall)
7	6	Proud Mary, Creedence Clearwater Revival (EMI)
8	13	Sugar Sugar, Archies (RCA)
9	4	Ma Che Freddo Fa, (Relay) Nada, Iracundos (RCA); W. Martins (EMI)
10	—	*Cuentame, Freda y Max (CBS)
11	19	*Extrana De Las Botas Rosas, (Relay) Joven Guardia (RCA)
12	8	Ave Maria, Raphael (Music Hall)
13	—	Jinetes En El Cielo, Raphael (Music Hall)
14	5	*Viva La Vida, (Clanort) Palito Ortega (RCA)
15	12	*Otra Vez En La Via, (Melograf) Naufragos (CBS)
16	10	*Mi Viejo, (Korn) Piero (CBS)
17	9	*Penumbas, (Ansa) Sandro (CBS)
18	—	*La Pistola, Juan Carlos Calabro (Tolima)
19	—	*Ayer Aun, Carlos Javier Beltran (Disc Jockey)
20	15	Heather Honey, Walkers (Music Hall)
20	17	*Argentino Hasta La Muerte, Roberto R. Fraga (CBS)

\*local copyrights



## Argentina



**USA FOLKS** — A cluster of RCA's artists performing at Toronto's recent Folk Festival are shown at the picnic grounds with John Pozer (second ft), exec assistant to the label's vice president; Vivian Hicks of RCA's Productions. The performers are country singer Billy Charne (left), and Linda (right of center) who make up the Nimbus 9; and new disc David Bradstreet (right) who is due to make his first recording soon.



## Belgium

few months now BRT 2 radio has made up a collective top most important Belgian papers and monthlies) copy this hit in a few months the "National Top 10" has grown into the hit parade in Belgium.

Gram released the record "Dy - Woman" by the Sir Douglas with a great promotion campaign. There was also much attention to Jethro Tull's "Stand Up" Island Records. Inelco (RCA) distributes MCA in Belgium the first record released is "Big" by the English group Windelco's promotion service will special care of MCA productions. RCA records scoring big success "In The Year 2525" (Zager & and "In The Ghetto" (Elvis

us" by the Dutch group Shocke on Pink Elephant is a real Another Pink Elephant record, ju ju Obsession Parts 1 and the Spirit Of Voodoo has been a great promotion. Pink Ele distributed by Fonior here. released a new record by m's most popular male singer, ura. The record is entitled "In lmijn," written by Jean Kluger

and Nelly Bijl. The flipside is the Dutch version of "On veut toujours ce qu'on n'a pas."

Max Romeo's "Wet Dream" is played quite a lot on BRT radio in spite of the BBC ban. In Belgium two companies released this record. They are Polygram, that has a contract via the Dutch company Phonogram, and Frankie Music, that has a direct contract. Polygram released "Wet Dream" on Pama Records and Frankie Music on Supreme Records.

A big hit is expected for "Heya" by J. J. Light on Liberty. The record is a smash in France. The Belgian group the Mec-Op Singers recorded their version of the song "Stop The Machine" by the Dutch group Swinging Soul Machine. A few underground effects were added. It was the BRT 2 Hitgolf tip of the week. Both records were released by Gramophone. On the Harvest label the new Deep Purple record "Hallelujah" was released. The group had a lot of success at the latest Bilzen Festival.

Barclay distributes Chess in Belgium. The first Chess record was an immediate success: "I Can Sing A Rainbow/Love Is Blue" by the Dells. The record owes this success to an enormous Radio Luxemburg plugging.

## Argentina's Top Ten LP's

- 1 Preferidos A La Luna, Selection (RCA)
- 2 De America, Sandro (CBS)
- 3 Pintura Fresca, Pintura Fresca (Disc Jockey)
- 4 Volumen II, Leonardo Favio (CBS)
- 5 El Golfo, Raphael (Music Hall)
- 6 Viva La Vida, Palito Ortega (RCA)
- 7 No Apto Para Menores, Los Parranderos (Magenta)
- 8 Live Otra Vez, Johnny Rivers (EMI)
- 9 El Tigre, Roberto R. Fraga (CBS)
- La Magia, Sandro (CBS)

Hugo Piombi, CBS' promo topper, infos about the premiere of the second Sandro film, "La Vida Continua," which is expected to follow the success of his first. Another CBS artist, Roberto R. Fraga, has signed a contract for three films, the first one to be started in a few weeks. Leonardo Favio is currently in Puerto Rico after a stay in New York and will afterwards jet to Lima, Peru, before returning to Buenos Aires.

RCA's Ulises Granito infos about the release of a new single by Dyango who is returning to Buenos Aires after his successful single "Lejos de los Ojos" for personal appearances and TV. New titles are "Eramos" and "Olvider" and the label expects to sell it strongly. As we have noted before, a string of foreign artists are visiting Argentina this season, and RCA is profiting with many of these visits, generally resulting in strong sales and demand for more appearances in person.

Music Hall reports the contracting of Owe Monk, Swedish soloist who belonged to the Con's Combo till the dissolution of the group some months ago. The diskery feels happy with the results of the singles cut by Elizabeth ("Estoy Loca por ti"), Spanish group Los Mitos, and the new releases by Andy Kim and Argentine chanter Alberto Cortez, currently in Spain, all showing good dealer reaction.

Phonogram's Eduardo Falu is currently starring the Channel 7's top folk music program, "Folklorisimo," appearing with artists like Cuarteto

Zupay, Daniel Toro and Ariel Ramirez. Falu is preparing a new tour to Japan where he is a top star. In the meantime, Ariel Ramirez is preparing a new album, after his latest one ("Mujeres Argentinas") which was a strong selling item.

Rodriguez Luque of Disc Jockey is working on the promotion of the new single by Carlos Javier Beltran, "Ayer Aun," which has already entered the charts. The first LP by beat group Pintura Fresca is also selling very well, and a new single has been scheduled for the near future. The label is preparing also the release of a new single in Spanish by Charles Aznavour, originally recorded by Barclay of France.

Microfon is promoting the new LP released by Virginia Luque with several tango standards aimed at the many fans of the chanteress and actress. There is a new LP by folk chanter Claudio Monterrio and a second volume of Chacho Santa Cruz successful album "Entre Hombres." Santa Cruz is currently touring the interior of the country after spending three months in Buenos Aires.

Mauricio Brenner of Fermata infos about the release of the soundtrack of the recently-premiered film "Don Segundo Sombra," currently being screened with strong box office results. The diskery is also working hard on a new waxing by Brazilian star Erasmo Carlos, "Sentado a la Vera del Camino," originally produced by RGE in that country.

## Germany Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	Record Title	Label
1	1	4	Honky Tonk Women	The Rolling Stones — Decca — Hans Gerig Music
2	2	2	Give Peace A Chance	Plastic Ono Band — Apple — Rolf Budde Music
3	3	4	*Heute so, morgen so (Today It's This, Tomorrow That)	Roberto Blanco — Vogue — April Music
4	4	4	In The Ghetto	Elvis Presley — RCA — B.-n.-B. Music
5	5	4	*Was damals war (What Used To Be)	Karel Gott — Polydor — Aberbach Music
6	6	6	Pretty Belinda	Chris Andrews — Vogue — Hans Gerig Music
7	7	6	Oh Happy Day	Edwin Hawkins Singers — Buddah — Melodie der Welt/Michel
8	8	2	In The Year 2525	Zager & Evans — RCA — Hans Gerig Music
9	9	2	*Ein bisschen Goethe, ein bisschen Bonaparte (A Little Goethe, A Little Bonaparte)	France Gall — Decca — R. Budde Music
10	10	2	Mendocino	Sir Douglas Quintet — Mercury — Southern Love Music

\*Original German Copyright

## Mikulski Exits CBS Schallplatten; Wolpert To Take Reins November 1

NEW YORK — Bernhard Mikulski has left CBS Schallplatten, it was announced last week. CBS and Mikulski formed CBS Schallplatten in partnership in 1963, and the diskery has grown considerably since then.

Rudolf Wolpert will take over the management of CBS Schallplatten and April Musikverlag on November 1.

Wolpert joined CBS Schallplatten in April 1965 as an assistant to the manager. He attended the CBS management training course in New York and afterwards took over executive positions in the areas of administration and manufacturing at CBS Schallplatten. In 1968 he moved to the sales, marketing and creative side of the company.

## Bally Corp. Acquires Belgium Distributor



Bill O'Donnell

CHICAGO — Bally Manufacturing Corporation has signed an agreement to acquire its large independently-owned Belgium distributor, Bally Continental, Ltd.

Under the terms of the agreement, Bally Manufacturing is to issue up to 195,000 shares of its common stock. Of this amount 150,000 share are issuable in relation to earnings achieved by Bally Continental over a five-year period based on a formula requiring, for full share issuance, annual earnings of Bally Continental to average at least \$500,000 after taxes.

Bill O'Donnell, president of the expanding Chicago-based organization said: "Our association with Bally Continental, Ltd., has been a long and successful one. Now, as an integral part of our company, we will be able to expand this operation even further in a rapidly-growing European market."

Headquartered in Antwerp, Belgium, Bally Continental was founded in 1950 by Alex A. Wilms. The company was then called European Amusement Co. and dealt basically in the sale and service of used coin-operated amusement equipment.

It became associated with Bally in 1957 and began to build a vast distributor network throughout Europe. In 1963 the name was changed to Bally Continental and by the following year it had become a leading distributor of coin-operated amusement and gaming equipment in Europe.

Bally Continental plans to build large new facilities next year on a four-acre tract of land near the Port of Antwerp. They will contain under one roof the offices, the shop, the service and parts department, the transit-bonded warehouse and eventually, when needed by the Common Market, production facilities.

This was the third acquisition announced by Bally Manufacturing Corporation in recent months.

On July 18, the company announced an agreement to acquire Lenc-Smith Manufacturing Company of Cicero, Ill. This maker of cabinets for coin-operated amusement equipment such as bowling, shuffleboard, gun and pinball games as well as pool tables, sewing machine cabinets and a line of furniture has annual sales of \$2½ million. The acquisition was consummated on August 1 for an undisclosed amount of stock.

On July 21, Bally agreed to acquire Midway Manufacturing Company, Chicago, also for an undisclosed amount of stock.

O'Donnell said the company plans to continue seeking acquisitions of well-managed, profitable companies in related product and service areas.

## EDITORIAL: Good Salesmanship

Truly, no other word in the language of business has so many varied connotations than "salesmanship." To some, especially those whose very livelihoods depend on sales commissions, it means the **push, push, push** of the hard sale through forceful language, lots of dramatic gestures and an occasional off-color joke to spice up the spiel. To others, selling is simply filling orders, much like a restaurant waitress "sells" food.

We think the real art of selling, as it should be employed in the coin machine business, is basically to **satisfy a need** for the products and service it offers. Somewhere between the hard and soft sale. Although music and amusement machines play a vital role in filling modern man's leisure time entertainment needs, this equipment could never be classified as "essential to the national welfare." How then, can the music and games operator, distributor and manufacturer fill a need that many say doesn't exist? Simply, by creating one.

As one of our better games sales managers confided to us last week: "I never try to force equipment down anyone's throat. When you try to sell a guy more than he needs, what you're really getting back is resentment. Time comes when he does need a few pieces and he's almost certain to go elsewhere." However, this particular salesman is no "order taker" by any means. While filling a customer's basic needs on one hand, his real secret is to move extra machines by **enlarging** on those basic needs. Example:

The good music and games distributor knows about many of his operators' locations. It may sound preposterous but many distribs have a very good idea who operates where. When the operator drops by for something, the distributor just doesn't inquire: "Hey, you need a new pinball?" — he suggests one or two specific spots where that new pinball or specialty game could neatly fit in the customer's route operation. Far from pushing extra equipment down anyone's throat, here the distrib often does his customer a favor by **reminding** him extra coins can be gained by placing this new machine in that location.

Good distributors sell more equipment also by helping their operators to find new locations. There's no better way to create a need for new equipment than by searching out location possibilities and parcelling out the information to operator-customers. And while we're at it, the good distributor makes his income primarily from the profit on equipment, not from exorbitant finance charges. But that's another editorial.

On the operating end, the good street operator should not merely satisfy his locations' various equipment needs but create additional needs through the exposure of new product that would also fit into his various stops. For example, each music operator can earn some extra income by suggesting to certain of his customers that a remote wallbox be placed in an adjacent area to the bar for the convenience of patrons.

Simply then, good salesmanship is first digging a hole in somebody's backyard and then selling him the dirt to fill it up. It means that manufacturers should lend their advice and assistance to their dealers to develop new operator-buyers. It means distributors helping their operators to find new locations for equipment. It means for operators to persuade their locations that additional service can be devoted to their patrons thru additional machines.

## 'Action' Aplenty In New ChiCoin 1-Player



CC Action 1-PI.

CHICAGO—ChiCoin is really when the "Action" is as it unveils its new single-player pingame. This one is dandy featuring two new impact target gates which send scores soaring.

The impact of the ball hitting the gates determines score values from 100 to 500. Players can also roll 10 points by hitting any of four target. In addition there is an action pocket as well as side lanes which score special when lit.

The backglass is highlighted by Lucky 7 racing car driver, an obvious winner, judging from the cars that are eating his dust and by the wise lasses who are cheering him on. Could he be they're also applauding ChiCoin for producing what looks like sure operator's winner.

"Action" is adjustable for 3-5 ball play. The game has a lift out seating locking playfield and an extra large cash box with individual coin separators. It can be played at 10¢, 3-25¢ but also can be adjusted for 2-25¢ play.

This one-player made its debut at the MOA Show and is now available at your distributor.

## FAMA Picks Daytona

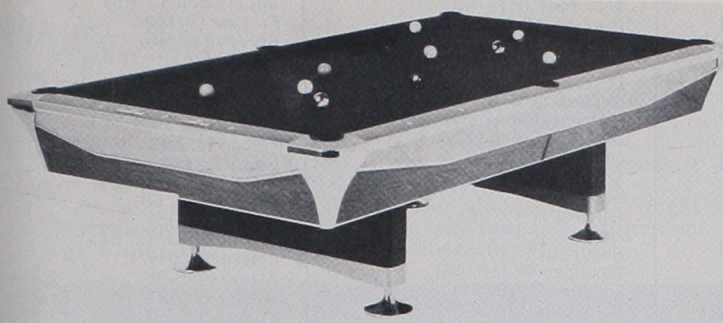
TALLAHASSEE, FLA. — The membership of the Florida Amusement Music Association has overwhelmingly selected Daytona Beach as the site of their 1970 convention.

No specific location has been determined as yet, but Sol Tabb, convention committee chairman, executive director Julius Sturm has been scouting facilities at several Daytona Beach hotels.

Recently the FAMA legislative committee met in Tampa to discuss proposed legislation which would legalize free play on pinball machines; three bills dealing with pool table



## o New Tables From Fischer



**The Empire Professional**

ON, MO. — A new top-of-the-pocket billiard table and a new size model with professional rations have been added to the of home billiard equipment of by the Fischer Manufacturing any, Tipton, Missouri.

Empire Professional, a full 1/2-foot by 9-foot table primarily ed for commercial use, is er's new step-up model for the s player who wants a home btable with truly professional feel ay action as well as fine furny-tyling.

Lancer 6, Fischer's first 3-foot 00t table range, is designed for rowing market that lacks playing for larger tables but still des a good, sturdy, well built home d table. The Lancer 6 features er's exclusive Steel-ite 2 1/2-inch reinforced honeycomb playfield teed not to warp for five years.

Professional comes with pre-smoothed 1-inch slate play-K-66 molded canvasback pure rubber cushions and profesool/nylon green billiard cloth ng. Exclusive Wedge-lock cushonstruction locks cushion, top playfield and frame together in a e, perfectly rigid unit and playis guaranteed level when leaving ry.

h new models have Fischer's wide, 5 1/2-inch top rails of burn-

## anger's Mother Dies

AGO — Mrs. Audrie May Granmother of MOA executive vice ident Fred Granger, died SaturAugust 30th after a lengthy illness. was 71 years old.

neral was held in Hastings, Michtheir home town. Survivors, in tion to Fred, include a sister, ral grandchildren and some great dchildren.

## Million In Death Claims By Spindel Ins.

AGO — Manfred S. Spindel, ident of Spindel Insurance Agency and Spindel Insurance of Ari has just announced that their cies have passed the \$2,000,000 k in death claims paid to distriors on installment sales made to ators in the United States. Claims t in foreign countries are not inled in this figure. Spindel states it is a paradox that there are l numerous die-hard distributors are not using this protection."

nce a number of territories are served by factory branch distri- rships, a further decline in the of life insurance on debtors is be- experienced. This may be due to lack of saleable interest on the e of the local manager, or the lack set policy on the part of the fac-

is hoped that the volume of this essage will increase to the compan- that are making this insurance ble to the industry to help pro e a better loss ratio for those life rance companies that are engaged rting this coverage to the games, sic and vending business.

## Expect Texas

### Coin Boom

### As Bars Swing Later

AUSTIN — The coin machine business in Texas is expected to get a boost from a law permitting taverns and clubs in counties of over 300,000 population to serve alcohol until 2 a.m. daily. The law went into effect on Sept. 1.

At the same time, a law went into effect requiring the licensing of music and game machine companies and providing for penalties to operators who become directly involved with the ownership of tavern locations. This measure was the result of a special investigation by a House committee last year.

Meanwhile in Houston, city councilman Bob Webb asked the municipal legal department to investigate how much the city can increase club and tavern license fees to cover the expected increase in cost to police establishments, due to the extended drinking hours.

## Berg Appointed



CHICAGO — Edward O. Berg has been appointed plant superintendent of Bally Manufacturing Company. He succeeds Charles Nelson, who recently resigned to enter another line of business. Previously, Berg was chief industrial engi-

**EXCITINGLY  
NEW**

*Bally*

# ON BEAM

**5-DIGIT  
ASTRONOMICAL  
SCORES**

**WITH THRILLING  
SPACE-CHASE  
FEATURE**



STANDARD MODEL  
ADD-A-BALL MODEL

## SUCCESS RINGS UP 3000

Fancy flipper finagling and skill science (A) put lit Space-Ship on same Beam with lit Space-Station, (B) keep Ship and Station on same Beam (C) and advance Ship to position alongside of Station, adding 3000 to score. And the 3000-points "docking" trick can be repeated again and again with each ball.

## AND LIGHTS SPECIAL

"Docking" Ship at Station also lights SPECIAL at Center Target on playfield, which triggers Target to propel Extra Ball directly to playfield if hit with SPECIAL lit.

## 1000 SCORE TAG ON 11 DIFFERENT TARGETS

- ★ Center Target scores 1000 or SPECIAL.
- ★ 4 Top Rollovers score 1000.
- ★ 4 Mushroom Bumpers score 1000.
- ★ 2 Bottom Rollovers score 1000.
- ★ 2 Bottom Rollovers score 500.
- ★ 4 Thumper Bumper score 10 when lit.
- ★ 2 Slingshot Kickers score 10.
- ★ Operate with or without Match-Score.
- ★ Wide range of high score cards.

Bring slowest spots back to life in a hurry, increase collections in every type of location with a really different style flipper game. Space-Chase Feature never fails to attract attention, hold players for long sessions of play. Get Bally ON BEAM!

Beam-O-Meter on playfield directly above out-hole permits player to keep an eye on the space situation without watching backglass. Yellow lights in illustration above show Space-Station lit on Beam D and space-ship lit on Beam A. Player must maneuver to place both Ship and Station on same Beam.

See your distributor or write BALLY MANUFACTURING CORPORATION - 2640 BELMONT AVENUE, CHICAGO, ILLINOIS 60618, U.S.A.

# coin machine INVENTORY LIST used equipment

A Compilation of

Phonographs and Amusement  
Machines Actively Traded On  
Used Coin Machine Markets

## MUSIC MACHINES

### ROCK-OLA

1485 Tempo II 200 sel '60  
1488 Regis 120 sel '61  
1495 Regis 200 sel '61  
1493 Princess 100 sel '62  
1496 Empress 120 sel '62  
1497 Empress 200 sel '62  
404 Capri I 120 sel '63  
408 Rhapsody I 160 sel '63  
414 Capri II 100 sel '64  
418 SA Rhapsody II 160 sel '64  
424 Princess Royal 100 sel '64  
425 Grand Prix 160 sel '64  
429 Starlet 100 sel '65  
426 Grand Prix II 160 sel '65  
431 Coronado 100 sel '66  
432 GP/160 160 sel '66  
433 GP/Imperial 160 sel '66  
435 Princess Deluxe 100 sel '67  
436 Centura 100 sel '67  
437 Ultra 160 sel '67

### ROWE-AMI

K 120 120 sel '60  
K 200 200 sel '60  
Lyric 100 sel '60  
Continental 200 sel '60  
Continental II 100 sel '61  
Continental II 200 sel '61  
L 200 100-160 sel '63  
M-200 Tropicana 200 sel '64  
N-200 Diplomat 200 sel '65  
O-200 Bandstand 200 sel '66  
MM-1 100, 160, 200 sel '67  
Kadet 100 100 sel '67  
M-2 200 sel '68

### SEEBURG

Q 100 100 sel '60  
Q 160 160 sel '60  
AY-100 100 sel '61  
AY-160 160 sel '61  
DS-100 100 sel '62  
DS-160 160 sel '62  
LPC-1 160 sel '63  
LPC-480 160 sel '64  
Electra 160 sel '65  
Mustang 100 sel '65  
Stereo Showcase 160 sel '66  
Phono Jet 100 sel '67  
Spectra 200 sel '67

### WURLITZER

2400 200 sel '60  
2404 104 sel '60  
2410 100 sel '60  
2500 200 sel '61  
2504 104 sel '61  
2510 100 sel '61  
2600 200 sel '62  
2610 100 sel '62  
2700 200 sel '63  
2710 100 sel '63  
2800 200 sel '64  
2810 100 sel '64  
2900 200 sel '64  
3000 200 sel '65  
3100 200 sel '66  
3200 200 sel '67

## PINGAMES

### BALLY

Beauty Contest (1/60)  
Laguna Beach (3/60)  
Queens (3/60)  
Roller Derby (3/60)  
Barrel-O-Fun (9/60)  
Touchdown (11/60)  
Circus Queen (2/61)  
Lite-A-Line (2/61)  
Barrel-O-Fun (4/61)  
Acapulco (5/61)  
Flying Circus 2P (6/61)  
Can Can (10/61)  
Barrel-O-Fun (11/61)  
Lido (2/62)  
Golden Gate (6/62)  
Shoot-A-Line (6/62)  
Funspot '62 (11/62)  
Silver Sails (11/62)  
Twist (11/62)  
Moonshot (3/63)  
Cue-Tease 2P (7/63)  
3-In-Line 4P (8/63)  
Hootenany 1P (11/63)  
Star Jet (12/63)  
Monte Carlo 1P (2/64)  
Ship Mates 4P (2/64)  
Bongo 2P (3/64)  
Sky Diver 1P (4/64)  
Mad World 2P (5/64)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
2-In-Line 2P (8/64)  
Harvest 1P (10/64)  
Hay Ride 1P (10/64)  
Bus Stop 2P (1/65)  
Bullfight 1P (1/65)  
Sheba 2P (3/65)  
Six Sticks 6P (3/65)  
Band Wagon 4P (5/65)  
Magic Circle 1P (6/65)  
50/50 2P (8/65)  
Aces High 4P (9/65)  
Big Chief 4P (10/65)  
Discotek 2P (10/65)  
Trio 1P (11/65)  
Blue Ribbon 4P (1/66)  
Fun Cruise 1P (2/66)  
Wild Wheels 2P (3/66)

Campus Queen 4P (8/66)  
Capersville 4P (2/67)  
Rocket III 1P (6/67)  
Wiggler 4P (9/67)  
Surfers 1P (1/68)  
Dogies 4P (3/68)  
Dixieland 1P (5/68)  
Safari 2P (7/68)  
Rock Makers 4P (10/68)  
MiniZag 1P (11/68)

### CHICAGO COIN

Sun Valley (8/63)  
Firecracker 2P (12/63)  
Bronco 2P (5/64)  
Royal Flash 2P (8/64)  
Big League Baseball 2P (4/65)  
Par Golf (9/65)  
Hula-Hula 2P (5/66)  
Kicker 1P (8/66)  
Festival 4P (1/67)  
Beatniks 2P (2/57)  
Twinky 2P (9/67)  
Gun Smoke 2P (6/68)  
Playtime 2P (9/68)  
Stage Coach 4P (8/68)

### GOTTLIEB

Seven Seas 2P (1/60)  
World Beauties 1P (2/60)  
Spot-A-Card 1P (3/60)  
Lite-A-Card 2P (3/60)  
Texas 4P (4/60)  
Captain Kidd 2P (7/60)  
Melody Lane 2P (9/60)  
Kewpie Doll 1P (10/60)  
Flipper 1P (11/60)  
Merry-Go-Round 2P (12/60)  
Foto Finish 1P (1/61)  
Oklahoma 4P (2/61)  
Showboat 1P (4/61)  
Flipper Parade (5/61)  
Flying Circus (6/61)  
Big Casino 1P (7/61)  
Lancer 2P (8/61)  
Corral (9/61)  
Aloha 2P (11/61)  
Flipper Fair 1P (11/61)  
Egg Head 1P (12/61)  
Liberty Belle 4P (3/62)  
Flipper Clown (4/62)  
Fashion Show 2P (6/62)  
Cover Girl 1P (7/62)  
Preview 2P (8/62)  
Olympics 1P (9/62)  
Flipper Cowboy 1P (10/62)  
Sunset 2P (11/62)  
Rock-A-Ball 1P (12/62)  
Gaucho 4P (1/63)  
Slick Chick 1P (4/63)  
Swing Along 2P (7/63)  
Sweet Hearts 1P (9/63)  
Flying Chariots 2P (10/63)  
Gigi 1P (12/63)  
Big Top 1P (1/64)  
World Fair 1P (5/64)  
Bonanza 2P (6/64)  
Bowling Queen 1P (8/64)  
Majorettes 1P (8/64)  
Sea Shore 2P (9/64)  
North Star 1P (10/64)  
Happy Clown 4P (11/64)  
Sky Line 1P (1/65)  
Thoro Bred 2P (2/65)  
Kings & Queens 1P (3/65)  
Hi Dolly 2P (5/65)  
Cow-Poke 1P (5/65)  
Buckaroo 1P (6/65)  
Dodge City 4P (7/65)  
Bank-A-Ball 1P (9/65)  
Paradise 2P (11/65)  
Flipper Pool 1P (11/65)  
Ice Review 1P (12/65)  
King Of Diamonds 1P (1/66)  
Masquerade 4P (2/66)  
Central Park 1P (4/66)  
Mayfair 2P (6/66)  
Dancing Lady 4P (11/66)  
Super Score 2P (3/67)  
Sing-A-Long 1PL (9/67)  
Surf Side 2P (12/67)  
Royal Guard 1P (1/68)  
Spin Wheel 4P (3/68)  
Funland 1P (5/68)  
Paul Bunyan 2P (8/68)  
Domino 1P (10/68)  
Four Seasons 4P (12/68)

### KEENEY

Old Plantation (2/61)  
Rainbow (6/62)  
Go-Cart 1P (5/63)  
Poker Face 2P (9/63)

### MIDWAY

Rodeo 2P (10/64)

### WILLIAMS

Black Jack 1P (1/60)  
Golden Gloves 1P (1/60)  
Twenty-One 1P (2/60)  
Nags 1P (3/60)  
Serenade 2P (5/60)  
Darts 1P (6/60)  
Music Man 4P (8/60)  
Jungle 1P (9/60)  
Viking 2P (10/61)  
Space Ship 2P (12/61)  
Coquette (4/62)  
Trade Winds (6/62)  
Valiant 2P (8/62)  
King Pin (9/62)  
Vagabond (10/62)

Mardi Gras 4P (11/62)  
Four Roses 1P (12/62)  
Tom Tom 2P (1/63)  
Big Deal 1P (2/63)  
Jumpin' Jacks 2P (4/63)  
Skill Pool 1P (6/63)  
El Toro 2P (8/63)  
Big Daddy 1P (9/63)  
Merry Widow 4P (10/63)  
Beat The Clock (12/63)  
Oh Boy 2P (2/64)  
Soccer 1P (3/64)  
San Francisco 2P (5/64)  
Palooka 1P (5/64)  
Heat Wave 1P (7/64)  
Riverboat 1P (9/64)  
Whoopee 4P (10/64)  
Zig-Zag 1P (12/64)  
Wing Ding 1P (12/64)  
Alpine Club 1P (3/65)  
Eager Beaver 2P (5/65)  
Moulin Rough 1P (6/65)  
Lucky Strike 1P (8/65)  
Big Chief 4P (10/65)  
Teachers Pet 1P (12/65)  
Bowl-A-Strike 1P (12/65)  
Full House 1P (3/66)  
A-Go-Go 4P (5/66)  
Top Hand 1P (5/66)  
Magic City (1/67)  
Magic Town 1P (2/67)  
Jolly Roger 4P (12/67)  
Ding Dong 1P (2/68)  
Lady Luck 2P (4/68)  
Student Prince 4P (7/68)  
Doozie 1P (9/68)  
Pit Stop 2P (11/68)

## SHUFFLES

### BALLY

Official Jumbo (9/60)  
Jumbo Deluxe (9/60)  
Super Shuffle (12/61)  
Big 7 Shuffle (9/62)  
All The Way (10/65)

### CHICAGO COIN

6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)  
DeVil (8/64)  
Triumph (1/65)  
Top Brass Shuffle (4/65)  
Gold Star Shuffle (7/65)  
Belaire Puck Bowler  
Medalist (4/66)  
Imperial (9/66)  
Riviera (6/67)  
Sky Line (1/68)  
Melody Lane (4/68)

### UNITED

Big Bonus (2/60)  
Sunny (5/60)  
Sure Fire (10/60)  
Line-Up (1/61)  
5-Way (5/61)  
Avalon (4/62)  
Silver (6/62)  
Shuffle Basketball (6/62)  
Action (7/62)  
Embassy (9/62)  
Circus Roll-down (9/62)  
Lancer (11/62)  
Sparky (12/62)  
Caravelle (2/63)  
Crest (4/63)  
Rumpus Tarquette (5/63)  
Astro (6/63)  
Ultra (8/63)  
Skippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Topper (2/64)  
Tempest (2/64)  
Pacer (4/64)  
Tiger (7/64)  
Orbit (8/64)  
Mombo (12/64)  
Cheetah (3/65)  
Pyramid (6/65)  
Corral (10/65)  
Tango (2/66)  
Blazer (6/66)  
Encore (9/66)  
Altair (3/67)  
Orion (11/67)  
Alpha (3/68)  
Pegasus (8/68)

## BOWLERS

### BALLY

Super 8 (4/63)  
Deluxe Bally Bowler (1/64)  
1965 Bally Bowler (65)  
1966 Bally Bowler (4/66)

### CHICAGO COIN

Duke (8/60)  
Duchess (8/60)  
Princess (4/61)  
Gold Crown (3/62)  
Royal Crown (8/62)  
Grand Prize (3/63)  
Official Spare Lite (9/63)  
Cadillac (1/64)

Majestic (8/64)  
Tournament (12/64)  
Super Sonic (3/65)  
Preview (9/65)  
Corvette (2/66)  
Flair (9/66)  
Vegas (3/67)  
Fleetwood (9/67)

### UNITED

Falcon (4/60)  
Savoy (5/60)  
Bowl-A-Rama (9/60)  
Tip Top (10/60)  
Dixie (1/61)  
Cameo 5 Star (5/61)  
Classic (6/61)  
Alamo (4/62)  
Sahara (7/62)  
Tropic (9/62)  
Lucky (11/62)  
Cypress (12/62)  
Sabre (2/63)  
Regal (4/63)  
Fury (8/63)  
Futura (12/63)  
Tornado (3/64)  
Thunder (6/64)  
Polaris (8/64)  
Galleon (3/65)  
Bowl-A-Rama (7/65)  
Amazon (3/66)  
Aztec (9/66)  
Coronado (6/67)

## BASEBALL

Bally Ball Park (4/60)  
CC Big Hit (10/62)  
CC All Star Baseball (1/63)  
CC All Stars Baseball (2/68)  
Kaye Batting Practice (7/68)  
Midway Deluxe Baseball (5/62)  
Midway Slugger (3/63)  
Midway Top Hit (3/64)  
Midway Little League (66)  
Midway Fun Ball (1/67)  
United Bonus Baseball (3/62)  
Wms Official Baseball (4/60)  
Wms Deluxe Batting Champ (5/61)  
Wms Extra Inning (5/62)  
Wms World Series (5/62)  
Wms Major League (3/63)  
Wms Grand Slam (2/64)  
Wms Double Play (4/65)  
Wms Ball Park (2/68)

## GUNS

Bally Derby Gun (2/60)  
Bally Sharpshooter (2/61)  
CC Ace Machine Gun (11/67)  
CC Ray Gun (10/60)  
CC Long Range Rifle Gallery (1/62)  
CC Ace Machine Gun (1/68)  
CC Riot Gun (6/63)  
CC Carnival (5/68)  
CC Champion Rifle Range (1/64)  
Keeney Two Gun Fun (3/62)  
Midway Shooting Gallery (2/60)  
Midway Target Gallery (7/62)  
Midway Monster Gun (67)  
Midway Carnival Tgt Gily (2/63)  
Midway Rifle Range (6/63)  
Midway Trophy Gun (6/64)  
Midway Captain Kid Rifle (9/66)  
Southland Fast Draw (63)  
Williams Aqua Gun (3/68)  
Williams Arctic Gun (67)

## ARCADE

Amer Shuffle Situation (5/61)  
Bally Skill Score (6/60)  
Bally Skill Derby (10/60)  
Bally Table Hockey (2/63)  
Bally Spinner (2/63)  
Bally Bank Ball (1/63)  
Bally Fun Phone (3/63)  
Bally World Cup (1/68)  
CC Pony Express (4/60)  
CC Wild West (5/61)  
CC Pro Basketball (6/61)  
CC All American Basketball (1/68)  
CC Popup (10/64)  
Midway Bazooka (10/60)  
Midway Flying Turns (9/64)  
Midway Raceway (10/63)  
Midway Winner (12/63)  
Midway Mystery Score (8/65)  
Southland Speedway (6/63)  
Southland Time Trials (9/63)  
Williams Road Racer (5/62)  
Williams Hay Burner II (9/68)  
Williams Voice O-Graph (62)  
Williams Mini Golf (10/64)  
Williams Hollywood Driving Range

## Prizes Galore As Struve Hosts a Dinner Party In L.A.

LOS ANGELES — Struve Distributing is sponsoring a gala dinner at the International Hotel in Los Angeles. A total of one hundred prizes given away during the evening, was hosted by Leo Simone with an assist from Buddy Lurie. Among the winners at this Sell-A-Min affair were the following: the Eldorado by Dale Freeman of Alhambra, Calif.; the Camero was

awarded to Richardson Vending; the mink coat went to Sal's Music of Phoenix; Lou Zeiden of L.A. went home with the diamond ring; Watkins cigarette service in Phoenix won the trip to Japan and the trip to Europe was awarded to Hanlin & Levy of L.A.

The photos below caught some of the action and excitement of this memorable evening.



Hanlin (left) of Hanlin & Levy presents the diamond ring to Bud Lurie, winner of the European trip.

Lou Zeiden (right) admires the diamond ring he won, while Leo Simone looks on.



Bringas, his wife and daughter among the guests at the Sell-A-Min gathering.

Left to right, Mike Guzman, Sr.; Mike Guzman, Jr.; Al Hanlin; Bud Lurie, Bernie Gootkin; Lou Zeiden & Ad Adkins.



Bringing the festivities were Mr. & Mrs. Jerry Levy along with Mr. & Mrs. Horton.

Ad Adkins displaying the lovely mink stole — one of many prizes which were awarded.



Mr. & Mrs. Jerry Levy flank Joel Duensing, Bill Hall, Jerry Duensing & Jack Whitman.

Having a ball left to right, Harry Duensing, Bill Hall, Jerry Duensing & Jack Whitman.

## Short Of Manpower? Try Women, Says Kort

A possible solution to the man shortage problem to the industry has been suggested by Ed Kort, president of Coin Operated Industries of Nebraska.

Speaking at the association's most recent meeting, Kort commented on the progress of four women he has hired in order to alleviate the manpower shortage.

These female employees have been assigned as route checkers and, according to Kort, in this capacity "they fit quite nicely." They have alleviated or allowed retention of the men for shop and equipment moves. Although employee shortage and time have not allowed for more shop training of the women, they have been taking care of various minor problems on machines.

Another attraction at the recent meeting was the crowning of Miss Games. For this honor, Nebraska operators chose Bonnie Blend, daughter of Mr. & Mrs. Joe Blend of Omaha.

Members of COIN came to Chicago determined to exceed even their fine attendance record of last year when they had the second highest of any other state, per population.

## Apologies

NEW YORK — Due to the pressing schedule of pre-MOA activity at Cash Box, the Location Programming Guide will not appear this week. Operators can refer to the singles reviews in the Music Section to keep up-to-date on new product. We will be back, same spot next week, with the Guide and beg your indulgence for its absence in this issue. Incidentally, next week's issue will carry complete MOA Expo coverage with scads of pix and tons of verbiage. Don't miss it — especially if you were unable to catch the convention and want to get info on the important events.

## Pearson Dies

Drew Pearson, the man originally scheduled to address the MOA seminar on public relations at the Chicago convention, died this week. The syndicated writer had been ill for several weeks beforehand. When news of the seriousness of his illness became known, Jack Anderson, his long time journalistic colleague, had been named to replace him at the seminar.

## National Promotes Sturdy

ST. LOUIS, MO. — James N. Sturdy has been promoted to director of engineering for National Rejectors, Inc., Eric L. Sokol, executive vice president of the firm, announced this week.

In his new position, Sturdy is responsible for all engineering development, design, planning, personnel, and procedures. He succeeds John C. Henning III, who resigned recently.

A native of St. Louis, Mr. Sturdy joined NRI in 1960 as a mechanical engineer in the company's engineering department. He was promoted to supervisor of the coin equipment group in 1966, and subsequently, he became manager of the group. Prior to joining NRI, Mr. Sturdy was a design engineer with McDonnell Aircraft Corp. and also served with Aeronautical Chart and Information Center.

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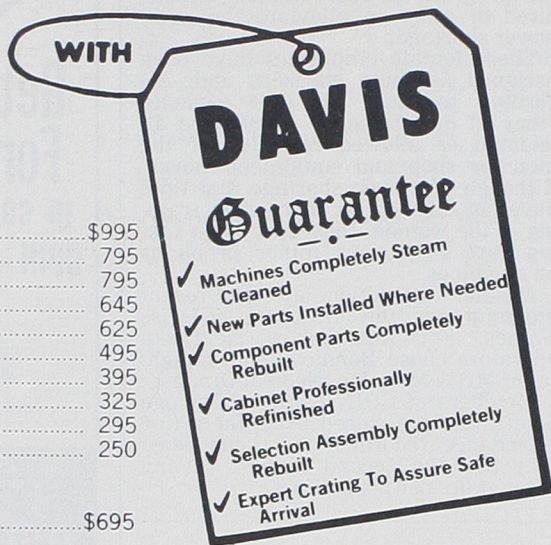
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## Round The Route

### EASTERN FLASHES

**ASSOCIATION DOINGS** — At press time, all we could learn about initial turnout at the Chicago convention was that advance registration was high (in numbers, not the other way)! Unfortunately note was death of Fred Granger's mother week before the show opened. Our condolences... New York State ops, let's get those reservations in for the Homowack weekend! Although the event goes off Oct. 3-5, Ben Chicofsky issued his "last call" mailing last week and it's true. Event is the annual get-together of the state's three regional associations and always enjoys great attendance; and added participation from record company execs and others from allied trades... Mrs. Gertrude Browne (Paramount Vending, Beacon) informs us there'll be a dinner meeting of the New York State Operators Guild at the Governor Clinton Hotel in Kingston on Sept. 17th (Wed.) Meeting, which gets underway at 7:30, will have current results of their 8-ball tournament first on the agenda. Grand playoffs for the tourney (which will bring out winners from 64 locations) are to be held in the Municipal Auditorium in Kingston, Nov. 8-9.

**VISITORS** — Into New York City week before last for meetings with out coin table factory execs hereabouts were representatives of the Italian state supply company called Ditta Secondo, Terzo e Quarto S.N.C. (whew!). The Genoa-based slate people led by Sr. Porcello, reportedly own one of the largest slate quarries in Europe. They were due to leave Fun City Sept. 4th.

**JERSEY JOTTINGS** — Paul Kotler's soon-to-be-finished Greensbrook, N.J. National Shuffleboard Co. plant will also be heralded by some new billiard product introductions, we hear. To implement his marketing program to the fullest, Kotler has appointed the firm of Raymond Richards, Inc. of Springfield for his national advertising, sales promotion and public relations. According to the agency's president Richard Glaubinger, his firm will shortly begin an intensive marketing program to help move the National line... With so many reports of soft summer sales activity coming in, it's nice to hear from Bert Betti of Betson Enterprises that their July and August distributing volume ended higher than the previous year (which was also a record). Bert says the new specialty games the factories have been putting out recently accounted for a tremendous amount of the sales and he's glad to see the activity here.

**JUMP NOW** — The South's largest shopping mall is about to go into construction in suburban Memphis; one of the feats under a \$4 million Greater Memphis Program. The center will comprise 79 stores and occupy a 70 acre site. More than 1,500 local building tradesmen in the area will be employed to put the complex together. The entire center will be under one roof and presents a singularly intriguing prospect for amusement machine operator's to exploit one of the greatest "new locations" ever. The project is expected to be completed by August 1971.

**FROM THE WOODSTOCK FAIR** — Millie McCarthy, president of the New York State Coin Machine Assn., phoned to tell us all about the recent spectacular Woodstock Music Festival. Seems she was among the many local residents who took in some of the kids caught in the cross-fire of no food, no shelter and rain, rain, rain which marred the event. Millie said the kids were grand and their excitement infected all the local townsfolk favorably, as opposed to the holocaust originally expected. "It was a thrill to be able to help them. I learned something from these kids that all people can really come together from all over the country and join in social harmony under one flag. It was an event we'll never

forget up here. Even the police had to say they've never seen so many kids so well behaved," she declared.  
**NEW YORK STATE FAIR** — Johnny Bilotta's amusement arcade, which just closed with the ending of the Syracuse State Fair, seems to have proven out quite the equipment merchandiser in addition to a money maker. Johnny says many of his operator-customers saw all the new specialty items operating at the arcade and watched the activity play-wise. The big drawing items at the show according to the Newark, N.Y. distributor included Drive Master, Sea Raider, Whirlybird and that proverbial world horse World Cup.  
**FROM THE SUNSHINE STATE** — The Florida Amusement & Music Association was well represented at the MOA convention, with the following members making the trek to the Windy City for the proceedings: James Toliano, FAMA President and member of the MOA Past President Council James Mullins, FAMA chairman of the board and member of the MOA Board of Directors Sol Tabb, North Miami operator along with Ron Rood, Orlando operator and distributor.

### CALIFORNIA CLIPPINGS

**PHONOROW REGULARS** RETURNING HOME AFTER MOA. Among those that should be getting back at any moment will be George Muroaka of Associated Coin Amusements. Before he left for the show he tried to find out what their booth was going to be like, but to no avail. In the past George has at least given us a few clues as to what was going to happen, as a matter of fact we should have that nutty little box nobody knew how to open, which he had passed on two years ago. Anyway this time we couldn't get a word out of him. I said that it was going to be a real surprise. Well, whatever it was, we hope that it went over well. Before George left he did mention that he couldn't be more pleased with the way Kansai Seiki Seiakusho Corporation's "Indy 500" was selling. He reports that it is setting speed records and he is just about sold out on his first shipment. Another amusement game that should likewise "burn the track" is "Grand Prix" by Sega. George says that he should be getting a shipment of this new game in a day now. Also standing by for a shipment of the Prestige 160 phonograph which still continues to be a steam mover. Speaking of Sega, we hear that Dave, President of that firm and his lovely wife, Masako were town for about a week.

**NEW ADDITION FOR CLAYTON BALLARD**... We spoke to a very proud and pleased grandfather with Clayton Ballard of Wurlitzer told about the birth of his granddaughter Wendy Sue, who weighed in at 9 4 oz. Hear that daughter Peggy leaving Los Angeles to attend La Beach State in the fall. This following bit of information doesn't really pertain to coin business but Clayton says that school is the largest state college in California, with an enrollment of 28,000. Imagine, and this is a state college not a University (they're even bigger). We want to congratulate Clayton and Wurlitzer for getting So. California distributorship the Brunswick coin operated pool table.

**C.A. ROBINSON ALL AT SEA**... Hank Tronick was most enthusiastic about the reactions that they have been getting with Midway's new "Rider" submarine periscope game. Glad to hear that Steve Tronick recently received his Phd in Microbiology and will be furthering his search at the National Institute of Health in Bethesda, Maryland. Not leave any of the family out we told that brother Mike is traveling through Europe camping out with buddy. Al and Leah Bettelman should be returning from the MOA any day. We assume that as usual they took Windy City by storm.

# hBox Round The Route

## AGO CHATTER

GO — At presstime, the early s began checking into the Sher- house for MOA Expo '69! Trucks piling up with equipment for the area and personnel were work- the huge exhibit floor to get- ing set for the Friday opening. local MOA office, **Fred Granger** **ennie York** were attending to a st minute details, prior to head- to the Sherman House. Looks ll be another big show!

bulletin released by the archi- firm working on the new Me- k Place building indicates the es will not be ready until 1971. tion was originally scheduled id-1970. It is possible that the ion hall will be available in ry ('71), however, the complex so house several theaters and rants which show no signs of completed before the deadline . The tremendous outpouring of equipment from the various :manufacturers these past weeks ertainly been the talk of the . We've been hearing a great comments from distributors, rors, et al, about the current all- ineup — which was very much idence, of course, during the onclave! It won't be too long the phonograph manufacturers unveiling their new lines — hing to which we are all looking rd . . . Our apologies to Empire for a slip-up in the Empire ad appeared in the Cash Box MOA Under the listing captioned usive distributors of: "Bally Corp. was erroneously deleted! World Wide's **Nate Feinstein**, **id Schwartz**, **Fred Skor**, **John le, Howie Freer** — the entire department, for that matter — anxiously awaiting the official se of the new Seeburg "Appollo" ograph! They just can't wait to ay it!

**Edward O. Berg**, er chief industrial engineer at Mfg. Corp., was recently imed plant superintendent of the Congrats! The red carpet out at D. Gottlieb & Co. last week he numerous MOA visitors who ally make it a point to stop by actory while in town. Needless to Gottlieb is currently riding high "Wild Wild West" which, rding to **Alvin Gottlieb**, is a very elling item! . . . Dates of the 1969 P. (Parks Show) convention are 30-Dec. 3, at the Sherman House Chicago. Mark your calendars! entally the association's summer on will be coming up this weekend neyland . . . Marvel Mfg. Co. has released its brand new catalog of and billiard supplies. A mailing e up-dated edition was made last t but Marvel prexy **Ted Rubey** us to mention the fact that the log is available upon request! Ted, he way, planned to be on hand at Sherman House, Saturday (6), for ok at the MOA exhibits and a with his many coinbiz friends ill be in town for the show . . . On record scene, **Joe Ceddia** of ar tells us the following singles starting to score with local rators: "Down Yonder" by **Boots olph** (Monument), "Tracy" by **ufflinks** (Decca), "Everybody's king" by **Nillson** (RCA) and **ve's Been Good To Me** by **nk Sinatra** (Reprise) . . .

## MILWAUKEE MENTIONS

Local coinmen are very concerned out the 4% Wisconsin state sales s and its obvious effect on business.

There is, however, a trailer bill (#642) which would exempt phonographs, pool tables and games from the tax — so operators, tavern-keepers, et al, are urged to write their assemblymen expressing their approval of this bill. **Clint Pierce**, **Jim Stansfield** and **Sam Hastings** plan to meet in Madison on September 10 to discuss the problem with a tax consultant and map our further strategy. **Bob Rondeau** of Empire in Menominee has asked us to inform operators in the area, through this column, to contact him for any further information regarding the tax and Bill 642. As Bob pointed out, membership in a state associa- tion is a must for operators, and most especially at a time like this when their views can be expressed more strongly as a group! . . . **Homer and Rosie Seymour** of M & W Vending in Marinette are mighty proud of their newly remodeled premises on Main St. They have just completed a whole new front on the display floor and shop! . . . **Joel Kleiman** and **Sam Cooper** of Pioneer Sales & Services are getting into the swing of the post Labor Day rush! Joel commented on the fine line-up of new equipment being released by the games fac- tories. The Bally "On Beam" is doing exceptionally well at Pioneer. Also, the Rowe 25 cigarette machines! . . . **John Jankowski** of Radio Doctors tells us the following singles are starting to catch on with local ops: "September Song" by **Roy Clark** (Dot), "Love's Been Good To Me" by **Frank Sinatra** (Reprise), "Groovy Grub Worm" by **Harold Wilcox** (Plantation) and "Love And Let Love" by **The Hardy Boys** (RCA).

## UPPER MID-WEST MUSINGS

The South Dakota Vending and Music Association held their quarterly meeting at Rapid City. The summer meeting is usually held in Rapid City because of the picturesque surround- ing country side, also Mt. Rushmore being only 20 miles away and oper- ators' and wives making a holiday of it. The meeting was for Sunday and Monday 24-25th, but many coming a few days before. Meeting and banquet were held at the Howard Johnson Motel. Because the president of the ass'n **Earl Porter** was away in Canada on vacation, **Mac Hasvold** sec'y and Treas. presided over the meeting . . . Operators and wives attending the convention were Mr. & Mrs. **Buzz Olig- miller**, **John Roberts**, **Larry Radke** of Rapid City, Mr. & Mrs. **John Trucano**, **Deadwood**, Mr. & Mrs. **Roy White**, **White Clay, Neb.**, **Douglas Sanford**, **Martin, S. D.** Mr. & Mrs. **Herman Warn**, **Salem**, Mr. & Mrs. **Jim Staten**, **Rapid City**, **Mac Hasvold**, **Sioux Falls**, Mr. and Mrs. **Darlow Maxwell** . . . Dis- tributor's reps at the meeting were **Clare Wesley**, K. & C. Sales **Ed Zor- insky**, H. & Z. Vending, **Brooke Stab- ler**, Sandler Vending Co. **Solly Rose** and **Glen Charney**, Lieberman Music Co. and **Viking Vending Co.** **Frank Lit- sey** and **Irv. Linderholm**, Tri-State Vending Co. **Irv. Gorsen** Dart Records, **Joe Blend**, H. & Z. vending . . . Sunday 24th. 1:30 P.M. there was meeting on Background music. 3:30 P.M. there was a vending session. 6 P.M. to 7:30 P.M. was cocktail hour and a beautiful buffet supper followed . . . Monday 25th. 9:30 A.M. session on music and games, break for lunch and a general meeting was held from 1:30 P.M. to 5 P.M. cocktails from 6 P.M. to 7:30 P.M. and a sit down dinner followed. Hosting the convention were **John Trucano** and **John Roberts**. Next meeting to be held the early part of Dec. in Pierre . . .



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

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CLEARANCE SALE: off our routes, overhauled pinball machines. Alpine, Bonanza, GiGi, Sweethearts, Zig-Zag, Shipmates, Merry Widow - \$100. Hi Dolly, Hot Line, Lucky Strike, Teachers Pet, Bank A Ball, Whoopie - \$150. SPECIAL - Derby Day \$335. STAN HARRIS CO., 508 W. Venango St., Phila., Pa.

POOL TABLES—Large selection of all makes and models available. Completely reconditioned or in "as is" condition for immediate shipment at very attractive prices. Also large selections of pin games, shuffles, guns and music—Phone or write: EASTERN NOVELTY DISTRIBUTORS, INC., 3726 TONNELE AVENUE, NORTH BERGEN, NEW JERSEY, 07047 (201) 864-2424.

FOR SALE: 2 Player Preview, Gottlieb \$125 ea., 1 Player Ice Revue, Gottlieb \$175 ea., 1 Player Bank A Ball, Gottlieb \$170 ea.; 4 Player Happy Clown, Gottlieb \$175 ea.; 4 Player Dodge City, Gottlieb \$295 ea.; 1 Player Full House, Williams \$179.50 ea. All equipment A-1 condition. Send 1/3 deposit. CENTRAL MUSIC CO., P. O. Box 284, Killeen, Texas 76541.

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

FOR SALE: Seeburg V-200 \$75; AMI Cont. II-100 \$195; K-100 Halfback \$150; H-200, 33 1/3 & 45 \$125; Wurlitzer 2150 \$75; 2200 \$100. BIRD MUSIC DISTRIBUTORS, MANHATTAN, KANSAS, BOX B, or Phone 778-5229.

FOR SALE: Paul Bunyans \$375; Student Princes \$450, Super Scores \$325; Miss Os \$350; UNITED: Delta Bowlers \$695; Rockmakers \$465; Cosmos \$450; Spinners \$50; C.C.: Hockey Champs \$295; All American Basketballs \$175; ALL-TECH: Musical Ferris Wheels \$325; Batty Cars \$325; Cross Country Racers \$325; Twirley Birds \$350; Mini Soccer \$250; Magic Baseballs \$50; DUKANE: Grand Prix \$225; MIDWAY: Dog Fights \$445; C.C.: Carnival Rifle Galleries \$425; Apollo Moon Shots \$475. Also large stock of bingos. NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana 70113. Tel. (504) 529-7321 — CABLE: NONOVCO

FOR SALE: USED SEGA NOVELTY MACHINES — Helicopter, Jumbo, Basketball, Rifleman and others, all shipped by SEGA, Location ready Export Packed. Enquiries to CLUB SPECIALTY OVERSEAS, INC., APARTADO 133, PANAMA 1, REPUBLIC de PANAMA

BINGOS AND 6 CARD GAMES AVAILABLE INCLUDING Silver Sails and Golden Gates. These games are shopped! Call Wassick Novelty at (304) 292-3791 Morgantown, West Virginia.

FOR SALE: Bally World Cup Soccer games A-1 condition — Price \$250.00. B.D. Lazar Company, 1635 Fifth Avenue, Pittsburgh, Pa., Tel. 471-7818.

FOR SALE: 16 Scopatone Machines with film. All operational. Call or write: MacKay, 204 Dromore Avenue, Winnipeg 9, Manitoba, Canada. Phone (204) 453-6609.

FOR SALE: As is, working condition, Seeburg LPC1-R's \$495; LPC480's \$595; Electras \$675; Shopped — LPC1-R's \$595; LPC480's \$675; Electras \$750. Bally Border Beautys, shopped \$750. Sega Basketball, like new \$450. Operators Sales, Inc., 4122 Washington Avenue, New Orleans, Louisiana. Phone: (504) 822-2370.

WANTED TO BUY SMALL MACHINE ROUTE. LOW OR MEDIUM POPULATION AREA PREFERRED. REPLY: CASH BOX, BOX #845.

FOR SALE: RECONDITIONED BARGAINS: Smokeshop Starlite 850 Cigarette machine \$245, Satellite 850, \$295; Fawn 21 Col. (Mechanical) \$65; United Shuffles 8 1/2, 3 Way \$75; Gypsy \$145; Stardust \$145; Action \$195; Chicago Coin Starlite 8" \$195; Bally Lucky Shuffle 8 1/2" \$95. MICKEY ANDERSON AMUSEMENT COMPANY, 314 East 11th Street, Erie, Pa. 16503. Phone (814) 452-3207.

FOR SALE — NEW IN CASE: 300 Jennings Double 10¢ Vendors. Retail at \$59.95 — 25.00 each. All types used Novelties. Call or Write: E. L. Simmons, DANVILLE AMUSEMENT CO., INC., 620 Westover Drive, Danville, Va. Phone 792-5044.

## HUMOR

35,000 PROFESSIONAL COMEDY LINES! Forty speakers' joke books plus Current Comedy, a topical humorous service period. Catalog free. Sample selection, \$5. John Rain Associates, Inc., 232 Madison Avenue, New York City 10016.

DEEJAYS! 11,000 hilarious classified one-liners, \$10. Or send \$15 for above plus 7,500 additional "Clever Remarks!" Unconditionally guaranteed. You must be delighted or we'll refund your money. Comedy catalog free on request. Edmund Orrin, Boyer Road, Mariposa, Calif. 95338

## RECORDS-MUSIC

WANT: RECORDS, 45's and LP's Surplus returns, overstock, cut-outs, etc. Call or Write: HARRY WARRINER AT: KNICKERBOCKER MUSIC CO., 453 McLean Ave., Yonkers, New York 10705. GR 6-7778

45 RPM RECORDS, NEW. NO QUANTITY TOO LARGE or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO. 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060)

USED 45 RPM RECORDS. ALL TYPES AS THEY RUN, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET — BALTIMORE, MARYLAND 21230.

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R. I. 02904. PHONE: 401-351-6700.

ATTENTION SONG WRITERS: WE CAN ARRANGE AND produce your Songs. Demos and Masters produced. Send \$1.00 for sample Record. Chime Recording and Production Co., 223 Jerusalem Ave., Hempstead, L.I., N.Y. 11550. Tel. (516) 486-4767.

HARD-TO-FIND SINGLES FOR PROBLEM LOCATIONS. Over 10,000 titles in stock at all times. Complete list. 50¢ (refunded first order). HOUSE OF RECORDS. P.O. BOX 22, SANTA MONICA, CALIF. 90401.

FREE CIRCULAR — Hard to Find Old Time Country Record Albums. Fiddle tunes, etc. Such artists as the legendary J.E. Mainer, Hylo Brown, Mac Wiseman, Don Reno, Red Smiley, etc. Rural Rhythm Records, UNCLE JIM O'NEAL, BOX AC, ARCADIA, CALIFORNIA 91006.

RECORDS: 45's, NEW, NICE ASSORTMENT. RECENT, oldies, audition copies, D.J.'s. \$40.00 per 1,000 — 5,000 for \$175.00 — All orders prepaid in U.S.A. Remittance with orders. EMPIRE INDUSTRIES, 4610 Liberty Ave., Pittsburgh, Pa. 15224. Telephone: (412) 682-8437.

WE Sell 45 Ips record dealers, collectors, one-stops, foreign — Send free catalogue. \$7.00 per hundred, \$63.00 per thousand. We need 45's Ips-Disk Jockey copies, surplus, overstock, cutouts. We buy anything. No questions asked. Cape International, Box #74, Brooklyn, N.Y. 11234. Phone: (212) 253-5916-5917.

STEREO ALBUMS 80¢, MONO 60¢ — Also best assortments of albums & singles ever — Write for lists & information — Scorpio Music Industries, 6512 Lawnton Avenue, Philadelphia, Pa., 19126.

OFFERING EIGHT CENTS each plus freight for forty fives, not over six months old, as they come off your routes. Ship freight collect to ESDAY, 1923 Kilsen, Santa Ana, Calif. No. C.O.D.s guaranteed count payment by return mail.

## COIN MACHINE SERVICES

ACE LOCKS KEYED ALIKE. SEND LOCKS AND THE key you want them mastered to \$1.00 each less 10% lots of 50 or more. RANDEL LOCK SERVICE, 61 ROCKAWAY AVENUE, VALLEY STREAM, N.Y. 11580. TEL: 516-VA 5-6216. Our 35th year in vending.

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. All types of films for Panoram Peeks. PHIL GOULD — 224 MARKET ST — NEWARK, N.J. Tel. 201-Market 4-3297.

NEW SYSTEM provides savings to Vendor's, we will re-key your ace locks to your key, including Flex locks. 1-10 \$1.00; 25- \$9.00, 50 or over \$8.00. All packages insured. Fountain Key Service, PO Box 98, Fountain, Fla. 32438 — Phone: (904) 722-4096.

DU KANE GRAND PRIX, Shi N' Skore timing mechanisms, power supplies, computer assemblies repaired with factory equipment. Plexiglass tops for these units available. See your authorized distributor or write: NOVEMBER CORPORATION, 1351 W. GRAND AVE., CHICAGO, ILL. 60622. (312) 733-2988.

DRESS UP YOUR EQUIPMENT WITH COLOR-COATING — The futuristic refinishing/redecorating process. Just \$49.95 for any jukebox, pool table, cigarette machine and most amusement games. All other maintenance needs expertly performed at our shop. We also distribute the Vend Guard Int'l. Tear Gas Alarm @ \$39.95 (plus installation). Pickup and delivery service. Call now — VENDING MAINTENANCE CO., INC., 54 SARAH DRIVE, FARMINGDALE, LONG ISLAND. (516) 293-4147.

## EMPLOYMENT SERVICE

MUSIC AND AMUSEMENT MECHANICS WANTED: Will aid with relocating. Salary commensurate with ability. Time and a half for over forty hour week. Liberal fringe benefits plus vehicle. Contact Amuse-A-Mat Corporation, 123 E. Luzerne Street, Philadelphia, Penna. 19124. Phone (215) DA 9-5700.

BINGO MECHANICS WANTED: Legal territory of Nevada, 5 day, 40 hour work week. MUST have past Bingo experience. State age, references, past experience. Send photo if possible. Write or phone: UNITED COIN MACHINE CO., 2621 South Highland, Las Vegas, Nevada. Phone (702) 735-5000.

WANTED: Music and game mechanic — Nassau and Suffolk area — Top Pay — Old established company 18 years in business. Send Resume Box #847.

WANTED: Experienced music and game mechanic to work in Distributor's shop. Top pay, time and half over forty hours including life and hospitalization insurance. Greater Southern Distributing Company, 321 Edgewood Avenue, S.E., Atlanta, Ga. 30312. Phone (404) 523-3456.

## CLASSIFIED POWER!

### CLASSIFIED AD RATE 20 CENTS PER WORD

Got machines to sell? Is there something you're looking to buy? Maybe you'd like to move some used 45's or need a route mechanic? For every coin machine need, use the Cash Box Classified.

Type Or Print Your Ad Message Here:

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## Classified Ads Close WEDNESDAY

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

**Lebovitz Re-elected  
Shelby Prexy**



**Wolf Lebovitz**

PHIS — Wolf Lebovitz, Southern Vendors, Inc., an affiliate of Southern Sement Company, Memphis, Tennessee, has been reelected to a second term as president of the Shelby Vendors Assn., a group of vending machine operators representing 90% of the cigarettes vended in the Memphis metropolitan area.

The selection of Lebovitz was by unanimous vote and marked the fourth time that a Southern Vendors' officer has led the association in its six-year existence. Charles McDowell, Memphis, and Charles Manton, Manton Vending Co., are past leaders.

Other officers named included Joe Jackson, Jackson Vending Company, president; John Hornsby, Bluff Cigarette Service, secretary, and Bailey, Bailey's Vending Service, treasurer.

**Fischer Names Blaess  
District Sales Rep**



**Fred Blaess**

TIPTON, MO—Fred Blaess has been appointed district sales representative for the Fischer Manufacturing Co., Tipton, Mo. In announcing this appointment, Kenneth A. Fischer, director of marketing, said that Blaess will soon move to the Chicago area and operate out of the Skokie, Ill. office. Blaess will be responsible for sales in the Midwest.

Blaess graduated from Purdue University and previously held sales positions with the Ronson Corporation and the Service Oil Company before joining Fischer.

**Prophetron Debuts 'Zoltan'  
Oriental Astrology Game**

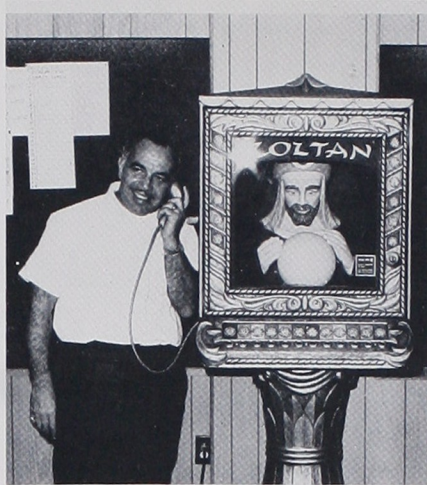
MILTON, MASS — A new astrology game, "Zoltan," has just been placed on the market by Prophetron, Inc., of Milton, Mass. It features a crystal ball and an Oriental-style seer who forecasts the future according to the particular astrological sign of the player.

According to Irwin Margold, Prophetron treasurer, the game is currently being tested in 25 locations on the East Coast. They include arcades, discount stores and bowling alleys. "Zoltan" is being distributed in the New England area by Trimount Associates.

Initial response, particularly in arcades, has been exceptionally good. Margold reports that discount stores have been averaging about \$5.00 per day, with bowling alleys in the neighborhood of \$7.00. The game is programmed for 10¢ play but is currently being tested in one Philadelphia location at 25¢ a shot.

The cabinet is made of molded fiberglass, and the symbols are the various signs of the zodiac. After depositing his coin, the player picks up a receiver and selects the month for his horoscope. The crystal ball is illuminated and Zoltan delivers a 40-second message on the player's future.

An added feature of the game is the authentic Oriental music which accompanies the message. The voice of Zoltan is that of Prophetron prexy



and prominent New England t.v. entertainer Bob Cottle. All told, there are 40 different messages on a taped cartridge.

Testing "Zoltan" in the above photo is Mr. Minassian, manager of Westgate Lanes, one of New England's largest bowling alleys. On the day the photo was shot, his wife played the machine and the last part of her message was "4 and 7 are your lucky numbers." That afternoon she played those numbers on the daily double at Rockingham Park and won \$125.00. Zoltan does indeed know the future!

**National Nears Completion  
Of New Greenbrook Center**

GREENBROOK, N. J. — Construction is being completed for a new multi-million dollar production and administration center at Greenbrook, N. J. for National Shuffleboard and Billiard Co., announced Paul Kotler, President.

The new National facility will consolidate the activities of the three separate plants now operating in Harrison, East Orange, and Fairfield, N. J. All under one roof, the center will provide facilities for manufacturing, display and sales, administration, warehousing and shipping.

Featured in the new National center will be a self-contained research and development department, a fully staffed engineering and technical service wing, a separate customer relations division and a new "on-cue" shipping center.

Because of its new unified design, engineering, manufacturing and shipping facilities, National anticipates faster production and better quality control. The firm plans to introduce totally new billiard table and shuffleboard models in the early fall, through their international network of distributors and dealers.

National's new line will consist of newly styled billiard tables for coin operation, home and commercial use; full-sized and compact shuffleboard models; plus a new, expanded line of billiard and shuffleboard accessories.

**CHICAGO COIN'S NEW FLIPPER TYPE 1-PLAYER**



# Action

*featuring:* **2 NEW IMPACT TARGET GATES**  
Impact of Ball Hitting Target Gates Determines Score Values from 100 to 500.

**HITTING TARGETS A-B-C-D**  
Increases Target and Action Bumper Scores.

**ACTION POCKET**  
For Greater Scoring... Increases Play Appeal. Intriguing Action!

●

**SPECIAL LANES**  
Side Lanes Score Special When Lit!

●

**NUMBER MATCH . . . HIGH SCORE**

**THE HIT OF THE MOA SHOW!  
SPEEDWAY... COMING SOON!**

Mrs.  
of  
**PROVEN  
PROFIT MAKERS**  
Since  
1931

CHICAGO COIN MACHINE DIV.

**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Also available in Add-A-Ball Model

10c—3 for 25c  
"Adjustable 2 for 25¢ Play"

# New Albums for September

## RED SEAL



LSC-3106\*



LSC-3113



LSC-3107\*



LSC-3100



LSC-3099



LSC-3090

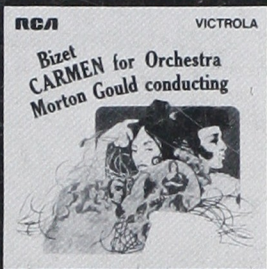
## VICTROLA



VICS-1466



VIC-6119



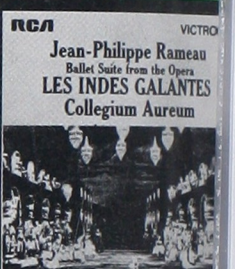
VICS-1445



VICS-1438



VIC-1455

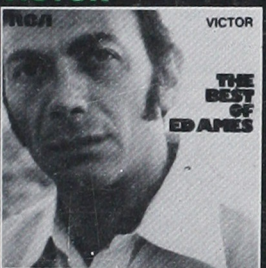


VICS-1456

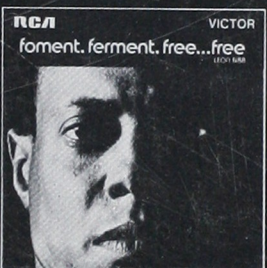
## VICTOR



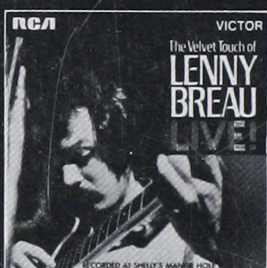
VICS-1437



LSP-4184\*



LSP-4202



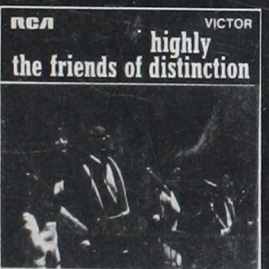
LSP-4199



LSP-4200



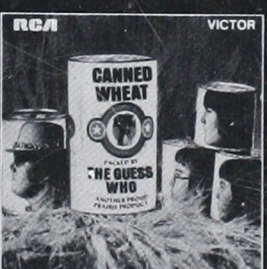
LSP-4201



LSP-4212\*



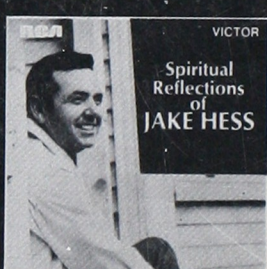
LSP-4215\*



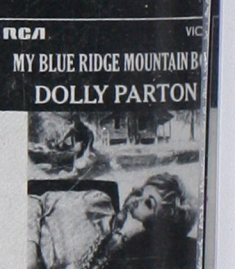
LSP-4157\*



LSP-4217



LSP-4198



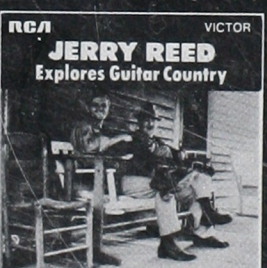
LSP-4218



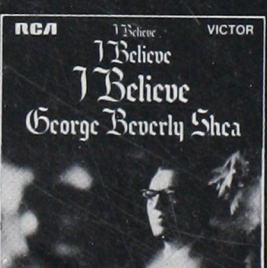
LSP-4224



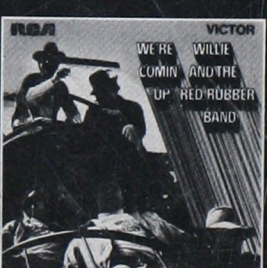
LSP-4225



LSP-4204



LSP-4208



LSP-4193



LPV-6

## VINTAGE

## CAMDEN



CAS-2336



CAS-2339



CAS-2340



CAS-2348 (e)



CAS-1110

# RCA

\* Available on RCA Stereo 8 Cartridge Tape