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# BILLY WALKER



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## Top Country Albums

- 1 **JOHNNY CASH AT SAN QUENTIN** 1  
(Columbia CS 9827)
- 2 **TAMMY'S GREATEST HITS** 5  
Tammy Wynette (Epic BN 26486)
- 3 **WOMAN OF THE WORLD/ TO MAKE A MAN** 4  
Loretta Lynn (Decca DL 75113)
- 4 **THE SENSATIONAL CHARLEY PRIDE** 2  
(RCA LSP 4153)
- 5 **MY LIFE/BUT YOU KNOW I LOVE YOU** 6  
Bill Anderson (Decca DL 75142)
- 6 **SAME TRAIN, DIFFERENT TIME** 3  
Merle Haggard (Capitol SWBB 223)
- 7 **BUCK OWENS IN LONDON** 7  
(Capitol ST 232)
- 8 **GLEN CAMPBELL "LIVE"** 13  
(Capitol STOB 268)
- 9 **ORIGINAL GOLDEN HITS VOL. I & II** 10  
Johnny Cash & The Tennessee Two (Sun 100 & 101)
- 10 **YESTERDAY, WHEN I WAS YOUNG** 8  
Roy Clark (Dot DLP 25953)
- 11 **CLOSE UP — MERLE HAGGARD** 14  
(Capitol ST 259)
- 12 **THAT'S WHY I LOVE YOU SO MUCH** 12  
Ferlin Husky (Capitol ST 239)
- 13 **TOGETHER** 18  
Jerry Lee Lewis & Linda Gail Lewis (Smash SRS 67126)
- 14 **I'LL SHARE MY WORLD WITH YOU** 9  
George Jones (Musicor MS 3177)
- 15 **HALL OF FAME HITS VOL. I & II** 11  
Jerry Lee Lewis (Smash SRS 67118)
- 16 **DAVID** 19  
David Houston (Epic BN 26482)
- 17 **THE ASTRODOME PRESENTS IN PERSON** 22  
Sonny James (Capitol ST 320)
- 18 **CLOSE UP — BUCK OWENS** 16  
(Capitol ST 257)
- 19 **JOHNNY CASH AT FOLSOM PRISON** 21  
Johnny Cash (Columbia CS 9639)
- 20 **MEL TILLIS SINGS OLD FAITHFUL** 20  
Mel Tillis (Kapp KF 3609)
- 21 **STATUE OF A FOOL** 17  
Jack Greene (Decca DL 75124)
- 22 **ALWAYS, ALWAYS** 15  
Porter Wagoner & Dolly Parton (RCA LSP 4186)
- 23 **THE ORIGINAL GOLDEN HITS VOL. I & II** 26  
Jerry Lee Lewis (Sun 102 & 103)
- 24 **THE ESSENTIAL HANK WILLIAMS** 28  
(MGM SE 4651)
- 25 **A PORTRAIT OF MERLE HAGGARD** 29  
(Capitol ST 319)
- 26 **THE KIND OF MAN I AM** 24  
Charlie Louvin (Capitol ST 248)
- 27 **LIVE AT COBO HALL, DETROIT** 30  
Hank Williams, Jr. (MGM SE 4644)
- 28 **MARTY'S COUNTRY** —  
Marty Robbins (Columbia GP 15)
- 29 **MY BLUE RIDGE MOUNTAIN BOY** —  
Dolly Parton (RCA LSP 4188)
- 30 **HOLD ME** —  
Johnny & Jonie Mosby (Capitol ST 286)



## Country Reviews

### Picks of the Week

**HANK SNOW** (RCA 0251)  
**That's When The Hurtin' Sets In** (2:45) (East Star/Glad BMI — Maxwell)  
The Singing Ranger comes back with a pretty traditional ballad performed in his usual fine style. Deck will see greater success than last outing. Flip: "I'm Movin'" (2:37) (Soulsongs BMI — Pouliot)

**JOHNNY & JONIE MOSBY** (Capitol 2608)  
**I'll Never Be Free** (2:16) (Laurel ASCAP — Benjamin, Weiss)  
The Mosby's come on stronger with each successive release, and this hit from the past will take the duo well up the charts. Watch for it. Flip: "The Pattern Of Our Lives" (2:35) (Central Songs BMI — Mosby)

**BOBBY GOLDSBORO & DEL REEVES** (United Artists 50591)  
**Take A Little Good Will Home** (2:11) (Passkey BMI — Chesnut)  
Bobby Goldsboro and Del Reeves team up on this modern rhythm penning by Jerry Chesnut. Effectively performed deck will prove to be a popular play item. Flip: "She Thinks I Still Care" (2:37) (Glad/Jack BMI — Lipscomb, Duffy)

**DOYLE HOLLY** (Capitol 2637)  
**I'm A Natural Loser** (2:05) (Blue Book BMI — Price, Owens)  
Pulled from the current Buckaroos LP, "Roll Your Own With Buck Owens' Buckaroos," this cut delivers a fine sound and should give Doyle Holly a solid solo seller. Flip: "The Biggest Storm Of All" (2:57) (Blue Book BMI — Price)

**LYNDA K. LANCE** (Royal American 290)  
**A Woman's Side Of Love** (2:35) (Norma/SPR/Birmingham BMI — Rabbitt, Heard)  
A pretty, modern ballad is soulfully performed by Lynda. "A Woman's Side Of Love" is by far her strongest chart bid to date. Flip: "That's All I Want From You" (2:22) (Weiss & Barry BMI — Rotter, Rotha)

**CLAUDE GRAY** (Decca 32566)  
**Take Off Time** (2:47) (Tree BMI — Inman)  
"Take Off Time" could take off in time for Claude Gray as he effectively delivers a mid-tempo, Autry Inman penning in fine style. Flip: "Sherry Ann" (2:45) (Vanjo BMI — Wright, Nace, Crawford)

**PEGGY LITTLE** (Dot 17308)  
**Put Your Lovin' Where Your Mouth Is** (2:00) (Terrace ASCAP — Statler)  
Pert Peggy Little comes on strong with this Darrell Statler tune. Rapid chart appearance can be expected for this appealing deck. Flip: "Softly And Tenderly" (2:37) (Central Songs BMI — Rhodes, Lackey)

**BILL PHILLIPS** (Decca 32565)  
**Little Boy Sad** (1:56) (Cedarwood BMI — Walker)  
A swinging Wayne Walker composition is enhanced by the fine vocal performance of Bill Phillips. Disk should find many admirers. Flip: "I'm Living In Two Worlds" (2:30) (Forrest Hills BMI — Crutchfield)

### Best Bets

**JOE & ROSE LEE MAPHIS** (Chart 5029)  
**Gee, Aren't We Lucky?** (1:57) (Yonah, Greenback BMI — Anderson) Traditional country ballad has appealing sound. Flip: "Guitar Happy" (1:46) (Yonah BMI — Maphis)

**RED LANE** (RCA 0248)  
**It Always Rains On Tuesday** (3:23) (Tree BMI — Lane, Cochran) Country blueser has merit. Flip: "Like Water" (2:23) (Tree BMI — Lane)

**JIMMY NALL** (Chart 5034)  
**Concrete Jungle** (2:35) (Lowery BMI — South) Pretty, soulful ballad. Flip: "Numbers Lil" (2:43) (Yonah BMI — Smith, Hughey)

**JIMMY SNYDER** (Wayside 45-006)  
**Pretty One** (2:21) (Acuff-Rose BMI — Orbison) Soulful rendition of pop styled ballad. Flip: "Out Of My Mind" (2:47) (Back Bay BMI — Snyder)

**DAVE KIRBY** (Monument 1168)  
**Her And The Car And The Mobile Home** (2:15) (Tree BMI — Kirby, Stock) Cute rhythm deck could move. Flip: "Don't It Make You Want To Go Home" (2:45) (Lowery BMI — South)

**BOBBY LEE** (Musicor 1376)  
**It's So Easy To Steal From The Bl** (2:21) (Blue Crest BMI — Frazier, Jennison) Pretty ballad delivered fine style. Flip: "You'll Know How Much I Lost" (2:18) (Raydee SESAC Robinson)

**BUDDY CAGLE** (Imperial 66407)  
**The Guitar Player** (2:48) (Unart BM Turner) Effective vocal and instrumental. Flip: "Mud Is To Jump In" (2:09) (Larry Shayne ASCAP — Shalin)

**NANCY DEE** (ABC 11242)  
**Remembering** (2:50) (Wandering Acres SESAC — Dee, Fisher, Miller) Sou performance could do well. Flip: "Don't Be Nice To Me" (1:47) (Wandering Acres SESAC — Casper)

**BROWNING BRYANT** (Dot 17311)  
**Patches** (3:21) (Screen Gems — Columbia BMI — Mann, Kolber) styled ballad may catch on. Flip: "New Way To Live" (2:09) (Hall — ment BMI — Rice, Foster)

**PETE DRAKE** (Stop 349)  
**For Pete's Sake** (1:58) (Starday BN Drake) Fine western swing instrumental. Flip: "Lay Lady Lay" (3:15) (Sky ASCAP — Dylan)

**CashBox Country LP Reviews**



**LUKE THE DRIFTER JR. VOL. 2 — MGM SE 4632**

Luke The Drifter Jr.'s haunting narrations of some provocative material presents a powerful package that's loaded with built-in sales appeal. Moving performance that includes, "Custody," "Beyond The Sunset," "A Picture From Life's Other Side," "Be Careful Of Stones That You Throw" and "Too Many Parties And Too Many Pals," will carry session well up the charts.



**SEVEN LONELY DAYS — Jean Shepard — Capitol ST 321**

Taking it's title from Jean's current chart riding single, this modern session is packed with familiar ballads all of which deserve to be heard again and again. Feelingful vocals on "Today I Started Loving You Again," "Invisible Tears," "D-I-V-O-R-C-E," "I'm Tied Around Your Finger," "You're Telling Me Sweet Lies Again" and the title track makes for a pretty, pretty package. Try it.



**ROLL YOUR OWN WITH BUCK OWENS' BUCKAROOS — The Buckaroos — Capitol ST 322**

The Buckaroos entertain with this modernly styled session that permits each of the groups talented members an opportunity to do his thing via solo vocals and instrumentals. Packed with original material, session is highlighted by "Nobody But You," (Don Rich), "The Biggest Storm," (Doyle Holly), "Sweet-T-Pie," (Jay Dee Maness), and "Roll Your Own," (Jerry Wiggins)



**YOURS FOREVER — Wynn Stewart — Capitol ST 324**

Sure to score well with Wynn Stewart's many fans is this session which sees the chanter performing several past and contemporary favorites including "Come On Home And Sing The Blues To Daddy," "But You Know I Love You," "Goin' Steady," "Games People Play," "Living In Sunshine" and the title track. Pretty package, try it.



**THIS TIME AND PLACE — Billy Mize — Imperial LP 12441**

Billy Mize effectively varies moods and tempos as he delivers a pop styled set on which he's spotlighted performing at his best on cuts which include "While I'm Thinkin' About It," "I've Been Needing Someone Like You," "You Done Me Wrong," "Make It Rain," "Games People Play" and "There's Better Things In Life" plus six more. Good listening here.



**MY GRASS IS GREEN — Roy Drusky — Mercury SR 61233**

Roy Drusky effectively delivers a pop styled set titled after his last successful single. Enhanced by lush arrangements of some contemporary favorites, package could attract considerable attention in pop as well as country markets. Includes Roy's recent outing "Such A Fool" in addition to "Ribbon Of Darkness," "Fraulein," "Alone With You," "Break My Mind" and "Those Were The Days."

**Hickory's Hot**  
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**"KISSED BY THE RAIN, WARMED BY THE SUN"**

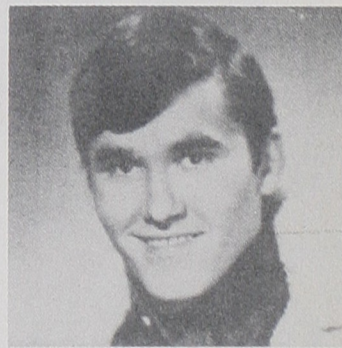
**Hickory #1545**



**Glen Barber**

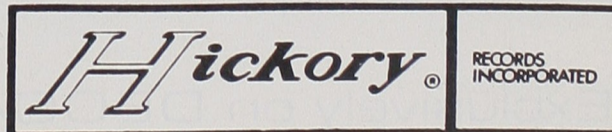
**"ARE YOU TEASING ME"**

**Hickory #1542**



**Sue Thompson & Roy Acuff, Jr.**

Published by



Franklin Rd.  
Nashville, Tennessee



## CashBox Country Roundup

Capitol's **Johnny and Jonie Mosby** and their children, **Tammy, Lindy and Tracy**, have moved their headquarters from the Coast to Music City. . . . Kapp artist **Leroy Van Dyke** will be honored in ceremonies at the University of Missouri in Columbia on Oct. 10-11, during which he will receive an award as the Outstanding Alumnus of 1969. Van Dyke, who holds a B. A. in Journalism from the University, has been active in raising funds for the school's Agricultural Livestock Pavillion in recent years. The Kapp artist will fly from the festivities to New Orleans to tape ABC-TV's "Something Else" musical show, and then to Hollywood to prep his new act which will unfold at the Sahara Hotel, Las Vegas on Nov. 11. . . . Songstress **Skeeter Davis** is selecting material for a forthcoming single under the producing auspices of RCA's **Ronnie Light**. Skeeter and fellow RCA artist, **Bobby Bare**, are getting their heads together on a possible duet release in the near future. . . . Negotiations are underway for a syndicated TV show to be hosted by **Epic Records'** bluegrass chanters **Jim & Jesse**. Capitol Records, the duo's former record label, has just

released an LP featuring a selection of their earlier recordings. . . . **Van Trevor** has returned to the Joe Taylor Artist Agency and his new Royal American release of "Daddy's Little Man" is his strongest disk offering to date. Trevor will have a new LP out prior to the Grand Ole Opry deejay convention. . . . **Ray Pillow** is slated for near future sessions on his first album since signing with Shelby Singleton's Plantation label. . . . Royal American's **Sandy Rucker** is currently headlining Nashville's Western Room, and has been set with **Archie Campbell** for the Oct. 13 Tennessee Oil Men's Convention at Music City's Sheraton Motor Inn. . . . **Junior Samples**, the "world's biggest liar", is keeping the road hot these days with "bonanza" personal appearances. Working day and night, "Hee Haw's" funnyman performed during daylight hours Sept. 20 in Forest City, N.C., for Bonanza Mobile Homes, trekked immediately to Madison, N.C. for a date that evening at Moon's Danceland and promptly returned to Anderson, S.C. for another go at a Bonanza show the following date. . . . Dot artist **Tommy Overstreet** is recouping

from minor surgery, performed Sept. 22 at Nashville's St. Thomas Hospital. Doctors' indicate he'll be "up and at 'em" within two weeks. . . . Decca's **Conway Twitty**, who has a full schedule of personal appearances into 1970, was in Memphis, Wednesday (24) to tape a pilot of the soon to be syndicated "Jerry Lee In Memphis." The show is being produced by **Rita Gillespie** ("This Is Tom Jones") under the auspices of Holiday Inns of America. . . . Decca recording artist **Warner Mack** has been working overtime in the studios on a new album. . . . Decca's **Osborne Brothers** have just completed a successful tour of Texas, which found **Bobby** and **Sonny** in Angleton, Beaumont, Milano Tex., and Walker, La. **Smiley Wilson**, president of the Wilhelm Agency credits the success of their current single "Tennessee Hound Dog" with the demand for the Osbornes in areas where they have not previously performed. . . . Effective October 1, Musicor recording artist **George Jones** closes his Nashville office. Office chief, **Billy Wilhite**, will handle future business interests from Jones' Florida home. . . . Decca recording artists and Grand Ole Opry stars, **Jack Greene** and **Jeannie Seely**, have announced plans to premiere an all new country review at the 1969 deejay convention. The show will combine individual performances and duets by the twosome backed by the multi-talented Jolly Giants, **Jimmy Dry**, front man, rhythm guitarist and fiddler; **Ron El-**

liot on steel; **Billy Paris**, lead guitarist; **Cal Crawford** on bass; and **Don Lacey**, drummer. Additionally, **Dry**, **Crawford** and **Lacey** are featured as vocalists. . . . **Smiley Wilson** has announced that **Loretta Lynn** will devote one day of her up-coming vacation to a benefit show for the Red Cloud Indian School in Pine Ridge, South Dakota. The school has long been one of Loretta's personal interests. The benefit show will be held in Rapid City, S.D. on Oct. 11. In addition to Loretta, the show will feature **Peggy Sue, Sonny Wright** and the **Nashville Tennesseans**. . . . The Saturday Night Grand Ole Opry Convention festivities will conclude, again this year, with the annual dance staged in the Municipal Auditorium, under the co-sponsorship of Pamper Music and Atlas Artist Bureau. The event will take place at 10 P.M., with "The Jack Greene Show". In addition many of the other artists, also represented by Atlas, will perform at various times throughout the evening. . . . Imperials **Ray Sanders**, who saw success with his single "Beer Drinking Music," is working with a beer company for a national commercial tie-in on the song. . . . Sixteen year old steel guitar player **Mike Stanton**, from Tacoma, Wash., recently joined the new person Las Vegas based "Judy Lynn Show" as a regular member. Mike's first appearance with the group was in early September when they started a four week engagement at Harrah's Club in Reno. He will be seen in the future on the **Judy Lynn** syndicated TV show, and will record with the band.

Publisher **Thurston Moore** has announced that publication of the new 1970 Country Music Birthday Calendar and Country Music Scrapbook is expected next month. Also, a new 32 page mail order catalog is due in three weeks. . . . **Shelby S. Singleton Jr.**, president of The Singleton Corp., has announced the formation of Indigo Records. The Los Angeles based label will be headed up by **Warren Lanier**. Indigo will be distributed by the Singleton Corp., of Nashville, and features artists in all areas of music. In addition to serving as Indigo's general manager, Lanier will also be in charge of sales and promotion of the other SSS labels, including SSS International, Plantation, Minaret, Share, Silver-Fox, Amazon and Honor Brigade. . . . Songstress **Jan Hurley** has recently signed a two year pact with Opposure Records. After her current engagement at the Sahara Inn, Columbus, Nebraska, Jan will fly to Nashville to cut her first session for the midwest firm. The session will be produced by **Pete Drake** and will utilize Window Music tunes. . . . The winner of an eleven state contest, **Linda Rae** of Portland, Oregon, has been signed to a recording contract by **Earl Miles**, president of Canary and Yellow Bird Records. A Nashville recording session forthcoming. . . . Canadian entertainer **Blake Emmons**, has moved to Music City to affiliate with Show Biz Records. Emmons' first release, due shortly, is "You're My Woman" by "Our House Today". . . . **Bob Regan** and **Lucille Starr** have signed an exclusive pact with Paramount Records A&R v.p. **Jay Lowy**, calling for single platters by Lucille and additional recordings as a team.

**Ferlin Husky**, president of Husky Music, recently announced the appointment of **Henry Dorrrough** to head his music publishing firm. For the past eight years, Henry has been a member of the **Marty Robbins** road band. Henry will be in charge of all material Husky Music, old and new, and a writer having material available for publishing may contact him at 816th Avenue, South Nashville, 37203. **Jack Stapp** and **Buddy Killen**, officials at Tree International, have announced the appointment of **John Hurley** as director of operations for Tree's west coast branch, in L. A. . . . **Queen "Reed" Welty**, pres. of B-W Music Inc., the Ohio based publishing & production firm, has been named to the faculty of Kent State University to teach a basic course in Radio-TV communications. Welty still retains his position as manager of stations WW and WWST-FM in Wooster, Ohio where he has been since 1951. . . . After an eighteen month absence, steel guitarist **Chubby Howard** is back with **Jack Roberts'** Evergreen Drift western-swing band. Chubby will continue to spin country disks at KA Radio in Puyallup, Washington.

# Everyone's hung-up on "BARROOM HABITS"

Decca #32534



By:

## WAYNE KEMP

Exclusively on DECCA RECORDS

Published by TREE PUBLISHING CO.

# Cash Box



October 4, 1969



Nino Ferrer of Italian origin is one of the leading personalities of French music world. Under contract with Riviera, he got his first hit with "Je Voudrais Etre Noir" followed by "Le Telephone." Now his popularity is bringing him back to his native country, where SIF, distributing and producing his Italian recordings, is putting his name on the Italian charts. Two other titles are still climbing the charts: "Mamadou Meme" and "Il Baccala." His name is already listed for such top Italian events like "Canzonissima" and the 19th edition of the San Remo Fest.



# Great Britain

Chrysalis, the management and production company specialising in progressive pop acts, is launching its own label in November. The label will be released through Island Records, which has been handling Chrysalis product to date; this represents Island's first licensing deal. Chrysalis, which is headed by **Chris Wright** and **Terry Ellis**, has on its books successful chart-riding acts such as **Jethro Tull**, **Clouds**, and **Blodwyn Pig**. All new artists signed by Chrysalis will be released on the new label.

Pye Records is taking over the United Kingdom distribution and manufacture of all Delyse and Envoy records, effective October 1st. Selecta, Decca's distributing arm which has been handling Delyse product, will continue to do so with Pye during the sell-off period, and Pye is purchasing initial stocks from Selecta to avoid overburdening its Mitcham pressing plant. After the sell-off period, Pye will have exclusive representation on all Delyse and Envoy product and will also represent the greater part of the Delyse catalog on a world-wide basis when existing contractual commitments reach termination. Delyse, a small but respected specialist in children's records and British ethnic music as well as some classical material, is headed by **Mrs. Isabella Wallich**, who was selected to produce the LP recording of the investiture of the Prince of Wales at Caernarvon in July. Mrs. Wallich moves to Pye's Great Cumberland Place headquarters October 1st, and there she will continue to run Delyse and Envoy and the present Delyse offices in Marylebone Road will be closed. Mrs. Wallich has also been contracted to produce classical and middle of the road repertoire for Pye.

Warner Brothers-Seven Arts Records has captured **Cliff Richard** for the American market. The deal was set between Richard's manager, **Peter Gormley**, and Warner-Seven Arts vp, **Joe Smith**, and the first disk under the arrangement on the Warner label in the States will be the current British hit by Richard with ex-Shadow **Hank Marvin** called "Throw Down A Line." An extensive American promotion tour is being lined up for Richard next spring, and an LP produced by **Norrie Paramor** will be released there to coincide. Richard's disk product is released in Britain by EMI's Columbia label.

**Colin Davis**, principal conductor of the BBC Symphony Orchestra, allayed

the controversy surrounding the program for the famous Last Night concert of the **Sir Henry Wood Festival** by including **Edward Elgar's** "Land Of Hope And Glory" as an encore after the same composer's "Cockaigne" overture. "Rule Britannia" was also performed as part of Wood's "Fantasia On British Sea Songs," and both items got the usual vociferous rendition and applause from the audience. Original plans to drop both the patriotic singalongs provoked a storm of protest that led to their reinstatement. In the traditional speech after the Last Night concert, Davis revealed that **Malcolm Arnold** has been commissioned to compose a "Fantasia For Audience And Orchestra" for the 1970 Last Night that will incorporate both the favorites.

Philips decided to withdraw its controversial **Jane Birkin-Serge Gainsbourg** hit, "Je T'Aime Moi Non Plus," because the company dislikes the amount of press and public stir it has caused on account of the heavy breathing and other amatory sounds heard on the record. Major Minor swiftly announced acquisition of the disk's rights from A-Z Records of France, and its renewed availability. Only five minutes of **Sir William Walton's** 20-minute background score can be heard in the epic "Battle Of Britain" movie recently premiered. The five minutes is used evocatively during the soundless aerial dog-fight sequence towards the end of the picture. **Ron Goodwin** penned the remainder of the music heard, and was brought in, it is believed, because the producers wanted a considerably longer score than Sir William was prepared to write.

April Music's **Deke Arlon** negotiated a movie scoring assignment for hit songwriter **Kenny Young** during a recent Hollywood visit. The story-line of the movie is centered on the life of a pop singer, and Young will pen eighteen songs for the film. He has just signed another deal with April covering three years and has written the plug side for **Clodagh Rodgers** forthcoming single, **Rodgers' RCA** recordings of Young's "Come On And Shake Me" and "Goodnight Midnight" made the charts. Deke Arlon has also formed a publishing company called **Revolver Music** with **Adrian** and **Paul Curtis** of The Gun. Revolver will be administered by April.

Jazz pianist and comedian **Dudley Moore** makes his concert debut on October 3rd in Coventry Cathedral



**PURPLE PASSION RENEWED** — Members of the Deep Purple group, shown during recent meetings with E.M.I. executives during the planning conception that launched the release of the act's new album on Harvest Records. At the gathering are (from left): **Ritchie Blackmore** of Deep Purple; **Sir Joseph Lockwood**, chairman of E.M.I. Ltd.; **Ian Fillan**, **Ian Paice** and **Roger Glover** the group; **Malcolm Arnold**; **John Boulting**, producer/director and managing director of British Lion Films; and **Purplist Jon Lord**.

when he plays Mozart's Concerto No. 21 (K 467) with the **City of Birmingham Symphony Orchestra**. Associated Television is filming the event in color for future TV screening.

**Cyril Shane** is publishing the scores of two forthcoming movies. They are "Stiletto," based on the **Harold Robbins** novel and starring **Britt Ekland** and **Alex Cord** with music by **Sid "Music To Watch Girls By" Ramin**, and "A Nice Girl Like Me" featuring **Barbara Ferris** and **Harry Andrews** and a score by **Pat Williams**. Cyril Shane Music also has the new **Hollies** single, "He Ain't Heavy... He's My Brother" written by **Bobby Scott** and **Bobby Russell**; the new **Ray Barrett** release, "It's Got To Be"; and "Serenade To Summertime," penned by Belgian guitarist **Sergio Palito** and recorded by **Paul Mauriat** and **Mireille Mathieu**.

In a reorganisation of its creative services department, CBS has named **Mike Littman** as administrator and **John Hays** as art and design manager. Hays was formerly creative services manager, and Littman comes to CBS from Lawrence Wright Music.

**Brian Hutch** has been named radio and TV promotion manager for Warner Brothers-Seven Arts Records. He

comes from his executive position at the **Noel Gay Agency**, which he joined in 1964 as a management trainee. Hutch will handle radio and TV promotion for both Warner's record and music publishing operations.

TV personality **Hughie Green** renewed his attack on the BBC's plans for local radio at a May Fair Hoop press conference organized by Commercial Consultants enterprise. Green said that proposals to run local radio on VHF frequencies were impracticable. VHF was poor on reception except in ideal conditions, a less than 1% of Britain's motorists were equipped with VHF sets. Green is advocating 100 commercially radio stations to broadcast on medium wavelength.

Blue Horizon is making a single album by **Christine Perfect**, voiced by **Melody Maker** Poll No: 1 **Fem Singer**. Christine was the vocalist the **Chicken Shack** charter, "Rather Go Blind".

Quickies: **Lulu** making cabaret debut at Flamingo Hotel, Las Vegas. New **David Essex** single "The Earth Stood Still" released worldwide by Decca, published by Apple Music.

## Great Britain's Best Sellers

This Last Weeks  
Week Week On Chart

1	2	5	<b>Bad Moon Rising</b> , Creedence Clearwater Revival, Liberty, Burlington
2	4	5	<b>Je T'Aime Moi Non Plus</b> , Jane Birkin/Serge Gainsbourg, Fontana, Shapiro Bernstein
3	5	5	<b>*Don't Forget To Remember</b> , Bee Gees, Polydor, Abigail
4	1	6	<b>*In The Year 2525</b> , Zager & Evans, RCA, Zeland
5	6	4	<b>*Natural Born Bugie</b> , Humble Pie, Immediate, Immediate
6	3	6	<b>Too Busy Thinking About My Baby</b> , Marvin Gaye, Tamla Motown, Jobete/Carlin
7	7	5	<b>Viva Bobby Joe</b> , The Equals, President, Grant
8	16	2	<b>I'll Never Fall In Love Again</b> , Bobby Gentry, Capitol, Blue Seas/Jac
9	11	4	<b>Goodmorning Starshine</b> , Oliver, CBS, United Artists
10	8	9	<b>My Cherie Amour</b> , Stevie Wonder, Tamla Motown, Jobete/Carlin
11	10	11	<b>*Honky Tonk Women</b> , Rolling Stones, Decca, Mirage
12	9	10	<b>*Saved By The Bell</b> , Robin Gibb, Polydor, Saharet
13	—	1	<b>A Boy Named Sue</b> , Johnny Cash, CBS, Evil Eye
14	15	2	<b>Cloud Nine</b> , Temptations, Tamla Motown, Jobete/Carlin
15	14	9	<b>*Make Me An Island</b> , Joe Dolan, Pye, Shaftesbury
16	—	1	<b>Birth</b> , Peddlers, CBS, Lillian/Carlin
17	19	2	<b>Marrakesh Express</b> , Crosby, Stills & Nash, Atlantic, Copy Cont.
18	12	5	<b>*Curly</b> , The Move, Regal-Zonophone, Essex
19	—	1	<b>*Throw Down A Line</b> , Cliff & Hank, Columbia, Shadows
20	—	1	<b>*Hare Krishna Mantra</b> , Radha Krishna Temple, Apple, Apple

\*Local copyright



## Germany

Tour fever is breaking out in Germany. Along with the top local stars, **Herb Alpert**, **Wilson Pickett**, **Caterina Valente**, **Barry Ryan**, **Ray Charles**, the **Golden Gate Quartet**, the **Everly Brothers**, **Chicken Shack**, and many others are scheduled for the next 3 months here.

Deutsche Vogue reports that they have taken over as distributor here for **Miki Dallan's** Young Blood label. The first three releases with **Don Fardon**, **Jim Powell** and **Mack Kisson** are already in the shops. The first European record producer's contest under the sponsorship of Radio Luxembourg is well under way and the finalists have been picked. The 15 records will be presented over the English, French, Flemish, and German broadcasts of the station. Germany landed 4 of the 15 final numbers with Polydor's **Freddy** doing a **Georg Buschor-Christian Bruhn** number "Als ich noch ein Junge war" or "When I Was a Young Man." Electrola's **Gitte** is represented with "Dann Kamst Du"

or "Then You Came" by **Kurt F. and Werner Scharfenberger**. **Caterina Valente** has the "Legende Liebe" or "Legend of Love" written by **Horst Heinz Henning** with the producers of the above mentioned numbers identical with the writers; **Peggy March** of Teldec is in the swinging with "Mister Giacomo F. cini" written by **Georg Buschor**. **Henry Mayer** and produced by **V. Kabitsky**. The productions entered were first rate and only the st were represented in this contest. German Pop Music Contest, on other hand, suffered from lack name talent.

The show has been offered to television and the decision to continue or discontinue the festival will largely depend upon the TV coverage. **L. hope** that this well-planned event continued and is a big success. record business needs every shot the arm that it can get.

That's it for this week in German



## Philips Indie Production Push Underscored By Babson Pacting

LONDON — As a further development of Philips Records' policy of rapid expansion in the field of independent production deals, the label has signed an exclusive three-year production deal with Monty Babson whereby all new artists and material produced by Monty Babson and Morgan Music Ltd. will be marketed and distributed on Philips labels.

The deal is for singles, full-price and budget priced albums, and the first release will consist of two singles, the first is called "Melting Pot" by Blue Tink. The second — a five-man group from York called Angel Pavement with a song called "Baby You've Gotta Stay". Both records will be released towards the end of October. Prior to Morgan Music, Monty Babson was associated with Lansdowne Productions where he was associate producer — and he enjoyed many successes with several artists including The Barron-Knights, Acker Bilk and Roger Whitaker. Commented Monty: "We are

extremely happy that our team will be producing exclusively for Philips, because I feel that a deal of this nature will give us the scope we require for an outlet in all musical directions." Morgan Recording Studios are also expanding to cater for this tie-up: they are opening a second recording studio next month that consists of 16-track recording equipment. The deal is for the world except for Canada and the U.S.A. In these two countries, their material will be released through Mercury Records.



MONTY Babson signing his Philips contract watched by: left: Olav Weyer, general marketing manager of Philips Records and right, Leslie Gould, managing director of Philips Records.

## London Trek For Larry Weiss Oct. 2

NEW YORK — Larry Weiss will make his first trip overseas since forming his own record production and music publishing complex. He will be arriving in London on Oct. 2 and plans a two week visit during which time he will be concluding an agreement for foreign representation of his two publishing firms, Larry Weiss Music Ltd. (ASCAP) and El Double-U Music, Inc. (BMI). He has also set up appointments with British A & R men and independent producers to show new material.

Three of Weiss' productions are set for release within the next six weeks, including "Man of Value" by the Del Royals featuring Willie Johnson on Mercury; "Bow Down" by the Cats Feow on Vanguard; and "See You At Sunrise" b/w "Marianna" by Larry Weiss in conjunction with Laurie Productions on Laurie. Released this past week is a single by Comstock Ltd. featuring Bobby Comstock, called "Annabelle Jane" on the Bell label. Weiss will be seeing the foreign representatives of each of the labels involved with the latter releases. He will also be consummating production deals with artists abroad as well as artists he wishes to record for the foreign market.

Weiss is well aware of the importance of the foreign market. His writing career has been marked with several international hits, including "Bend Me, Shape Me" by the Amen Corner, "Hi Ho Silver Lining" by Jeff Beck, and "Help Me Girl" by Eric Burden & the Animals. Weiss and his wife will be staying at the Royal Garden Hotel in London.



HAPPY BIRTHDAY — To celebrate their President attaining his 50th birthday, the management of Philips' Phonographic Industries presented Sven Sollefeldt with a giant "Abram" cake — a traditional sweetmeat from the North of Holland — which measured over two yards long and weighed over 130 lbs!

## Pye Meet: Benjamin Asserts That British Industry Is 'Las Vegas' Of Europe

RICHMOND — The British record industry is attaining a position of the "Las Vegas" of Europe; every new deal proposed carries a bigger risk and gamble than ever before.

This was one of the main points of a tough, uncompromising speech made by managing director Louis Benjamin when he opened the Pye Records southern sales conference here at the Star and Garter Hotel Sept. 17.

"For some reason there has been a growing feeling amongst artist managements in particular that 'profit' by the manufacturer is a dirty word," said Benjamin.

He warned that there were tough times ahead in the business, and ultimately it could well be a question of the survival of the fittest. There were two primary factors causing the present situation, and they were economic conditions and the invasion of the industry by new companies of local or overseas origin.

"The economic conditions of this country have not exactly lent themselves to people spending money frivolously," Benjamin told the conference. "The public themselves are

being much more particular about the product they are buying, and — more to the point — the price they are going to pay for it."

Competition is a very healthy challenge to any well organized business, but the competition in the record industry has developed to such a degree that the retailer and the public are now faced with product far in excess of what is needed, he said.

"This leads inevitably to a drop in volume on the successful product, and damned near complete disaster for mediocre product," pointed out Benjamin. "The volumes in the UK were never on the level of a country like the United States, and although I believe we should have competition, I feel that our competitors should be well aware of this fact."

Increasing competition has led towards record companies buying success or failing to do so on escalated royalties and premium payments to artists and managements.

"It is all too easy to quote 'the sins of the fathers' as being the reason for this," Benjamin said. "In the old days, record companies may have been in a position to pay a little more than they did, it certainly doesn't answer the situation that they should now pay more than makes economic sense."

One example of several approaches to Pye recently involved a girl singer who has had one hit. She was offered to the label in return for a £30,000 guarantee, a £15,000 "signing present," and £5,000 for the managers. A catalog deal broached by an American label demanded \$100,000 annually, despite the fact that everything in the catalog was at least ten years old.

Benjamin mentioned that the current fashion today was for the distribution deal as opposed to the licensing deal. This meant that the chores of release decisions, promotion, and advertising were now the responsibility of the originating company. Two cases in the Pye orbit are Warner/Reprise and A&M.

"In both these cases I feel that the respective company concerned is strong enough with its product to sustain such a deal," he continued. "But one must again consider the problems that could be incurred due to over releases and lack of volume."

It was a matter of regret, he said, that two major American companies, having changed from a licensing deal to a distribution one, had now reverted back to a license arrangement.

"Nothing ever returns to its original situation," Benjamin declared. "Although there are those in the industry who have almost gloated to see this happen, I do not support the thinking that anyone has come off any better."

### Countering Profit 'Erosion'

He commented on the continuing erosion of profit margins by taxation and other burdens. Pye, however, has taken steps to compensate for the decline with internal reorganization and a bolstering of the company's subsidiary income.

"Our studios are enjoying their best ever year of existence," he revealed, "and this is due to carefully planned modernisation and staff grooming and training."

The Welbeck Music publishing company had developed in its own right with an enthusiastic team of young executives, and the factory was being constantly modernised to gain from custom pressing. In addition, Pye had acquired the outstanding 49% of the

## Wolpert Heads CBS Ger. Nov. 1

GERMANY — Bernhard Mikulski is leaving as head of CBS Records in Germany and is being replaced by Rudolf Wolpert, effective Nov. 1. Mikulski, who started the company, is leaving the record business.

Wolpert, who will head-up CBS' publishing unit, April Music, came to CBS in April of 1965 as assistant director. He took the management training course in New York. In 1968, he took over as head of distribution for the firm. Helmut Hecht will stay as head of finance and administration; Miss Stumm remains as head of the fabrication and buying dept.

In another development, CBS has taken over as the German distributor of Metromedia Records of the U.S.

## Disk Producer Contest To Be Held On Oct. 18

LONDON — Recording stars from all over Europe will gather in the tiny Grand Duchy of Luxembourg on Saturday October 18, for the final of Radio — Tele — Luxembourg's contest to honor record producers. The show will be carried on part of the Eurovision network and the Grand Duke and Duchess of Luxembourg will attend the Gala. For England, Vince Hill will be leading the British team with his entry "Little Bluebird", also singing for Britain — Samantha Jones, and two newcomers J.A. Freedman and The Valverde Brothers. Peggy March, who some years ago had a world-wide million selling hit with "I Will Follow Him", leads the German team and she is supported by Germany's top singer Freddy. For France their top singer Nicoletta leads the team and Holland will be represented by Tom Koning. The German comper of "It's a Knockout" — Camillo — will be singing for Luxembourg.

The show will be carried on all services of Radio Luxembourg — the first time there has been a link up of this nature between England, France, Holland, Germany and the Grand Duchy itself. The aim of the contest is to honour, for the first time, record producers and the role they play in creating today's popular records.

## Mogull Places Ariel Track LP In Spain

NEW YORK — On his recent trip to Spain, Ivan Mogull placed the soundtrack LP of Ariel Records' "Sweden, Heaven & Hell," which includes the hit, "Mah-Na-Mah-Na," with Enrique Garea of Fabrica de Discos Columbia, S.A. Album is distributed in the U.S. by Musicor.

In other areas, Stig Anderson's Polar Records handles the package in Scandinavia and Iceland; Teldec for West and East Germany, Austria, Switzerland, Czechoslovakia, Poland and Hungary.

Travel Internationally  
With  
Cash Box

(Cont. on Page 60)

We often reported in this column that the Italian TV-Radio Televisione Italiana is organizing every year a top TV contest titled Canzonissima. This contest is televised every Saturday for 13 consecutive weeks and is coupled to the Italian National Lottery "Lotteria Di Capodanno." The audience of the television weekly contest is formed of 20,000 people every week, and they vote for their favorite artists. The first contest is announced for the 27th September and CEMED announces the presence of Shirley Bassey with "Chi Si Vuol Bene Come Noi" and Robertino with his recording "Tu Solamente Tu." C.G.D. announces the presence in Canzonissima of such talents as Mario Tessuto with his recording of "Lisa Dagli Occhi Blu" which has been first on Hit Parade for seven weeks. Massimo Ranieri presents his last recording "Rose Rosse" a hit of last summer.

Marisa Sannia songstress of C.G.D. who married last week is present in Canzonissima with her recording "Una

Lacrima." Ricordi inform us that Milva had a great success in Venice in the Show where she presented a song written by her which is titled "Se Piangere Dovro'."

Bobby Solo was present in Venice and had a personal success. Phonogram announced that George Moustaki, a new singer has arrived at the third place at the Venice Show and received the third prize with his recording "Lo Straniero."

For the first time in Italy, Phonogram presented at Venice the French entertainer Johnny Halliday with his recording for this occasion translated in Italian "Quanto Ti Amo", which has received much applause.

CEMED presents the Italian version of the French recording "Je t'aime moi non plus" which is "Ti Amo io di piu" by Giorgio Albertazzi and Anna Proclemer, top actors of Italian theatre. We remember Ricordi top singer Barry Ryan present in Campione with his last recording "The Color of Love."

## Italy's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	12	*Pensiero D'Amore	Mal & Primitives	RCA
2	2	10	*Rose Rosse	Massimo Ranieri	CGD
3	3	5	*Il Primo Giorno Di Primavera	I Dik Dik	Ricordi
4	5	17	*Acqua Di Mare	Romina Power	EMI Italiana
5	7	10	*Soli Si Muore	Patrick Samson	Carosello
6	6	19	*Non Credere	Mina	PDU
7	4	14	*Lisa Dagli Occhi Blu	Mario Tessuto	CGD
8	8	16	*Storia D'Amore	Adriano Celentano	Clan
9	9	9	*Ti Voglio Tanto Bene	Rossano	RI.FI.
10	10	5	*The Ballad Of John And Yoko	The Beatles	EMI Italiana
11	—	2	*Pomeriggio Ore 6	Equipe 84	Ricordi
12	15	2	*Perdona Bambina	Maurizio Vandelli	Ricordi
13	—	4	Ragazzina Ragazzina	I Nuovi Angeli	Durium
14	—	1	Oh Lady Mary	D. Alexander	Winter/SIF
15	13	18	*Pensando A Te	Al Bano	EMI Italiana
16	17	16	I Want To Live	Aphrodite's Child	Phonogram
17	12	20	*Acqua Azzurra Acqua Chiara	Lucio Battisti	Ricordi
18	—	1	30/60/90	Bob Mitchell	Decca
19	18	2	Honky Tonk Women	The Rolling Stones	Decca
20	—	1	Je T'Aime Moi Non Plus	The Communicatives	Durium

\*Denotes Italian Original Copyright

## Argentina's Best Sellers

This Week	Last Week	Title	Artist	Label
1	2	*Extrana De Las Botas Rosas	Kleinman	Joven Guardia (RCA)
2	1	Proud Mary	Creedence Clearwater Revival	(EMI)
3	5	*Cosquillas	Melograf	Donald (RCA)
4	—	*Elisa	(Ansa) Sandro	(CBS)
5	3	*Tiritando	(Relay) Donald	(RCA)
6	4	Te Regalo Mis Ojos	(Relay) Gabriella Ferri	(RCA)
7	—	*Yo En Mi Casa, Ella En El Bar	(Melograf) Los Naufragos	(CBS)
8	6	*Cuentame	(Melograf) Fedra y Max	(CBS)
9	7	Sugar Sugar	Archies	(RCA)
10	8	*Tengo La Piel Cansada	(Korn) Piero	(CBS)
11	9	Eramos	(Relay) Django	(RCA)
12	12	Jinetes En El Cielo	Raphael	(Music Hall)
13	10	*Caballos Verdes	(Kleinman) Trocha Angosta	(Music Hall)
14	13	*Rosa Rosa	(Ansa) Sandro	(CBS)
15	—	*El Triunfador	(Relay) Los Iracundos	(RCA)
16	—	*A El	(Relay) Luis Grillo	(RCA)
17	20	Estoy Loca Por Ti	Elizabeth	(Music Hall)
18	16	*Viva La Vida	(Clanort) Palito Ortega	(RCA)
19	11	Cerca De Los Ojos	(Relay) Nilton Cesar	(RCA)
20	14	Ma Che Freddo Fa	(Relay) Nada, Iracundos	(RCA); Willy martins (EMI)
20	—	*Revuolo De Ponchos Rojos	Roberto R. Fraga	(CBS)

(\*) Local

Luis Aguile will be the Argentinian entry to the Rio de Janeiro Song Festival, which starts next week in Brazil. Aguile started his career about ten years ago, then established himself in Spain and recently returned to Buenos Aires with strong success. Another local artist, Donald, will be guest star at the Fest, and deejay Ricardo Kleinman will be a member of the jury. The contest is regarded as highly interesting in this part of the world, due to the many countries that take part, and the quality of the artists.

Brazilian chantress Elizabeth has been the visitor of the week in Buenos Aires, performing on TV and promoting her new LP, sung in Spanish. Her records are released here by Music Hall, who arranged a cocktail party to honor her and invited the press and record people. Her single "Estoy Loca Por Ti" has been appearing on the charts, and the Music Hall people consider Elizabeth a very strong potential seller in this area.

CBS' Hugo Piombi infos about the return of Leonardo Favio to Argentina, after a business and pleasure tour covering the Americas. In the near future he will travel to the main cities of the interior, and will probably return to the countries of the pacific coast in a few months. Another top star, Sandro, is outselling his previous records with his new single, "Elisa," backed by the main theme from his recent film, "La Vida Continua." Sandro's two LP's, "La Magia" and "De America," are also strong sales attractions.

EMI is starting the release of cassettes with a selection of its strongest artists, like Herb Alpert, Wes Montgomery and Sergio Mendes, among

others. The cassette market is increasing steadily in Argentina, and equipment prices have been reduced in the near past, which could mean an expansion for the whole music business, as it has happened in the rest of the world. The Juan Carlos Menn, managed diskery is also distributing the small indie label Ten, produced by jazz critic Walter Thiers, which has good selection of poetry and local jazz recordings.

Mauricio Brenner of Fermata info about the release of the first LP by the Trio Porteno, with a selection of standard tangos, waxed in a traditional way. Fermata is also working on the recent LP by Dori Edson, originally produced by Lebendiger's Fermata Do Brasil, and a single by French star Sacha Distel.

Disc Jockey is concentrating effort on the British-based Major Music label, and has released several singles from this catalog. Among the artists included appear Eddie Stevens, Jimi Nelson, Isabel Bond, Jimmy Wilson and beat music group Money. On the local side, there is a new single by melodic chanter Rosamel Araya, "Patita." The tune is penned by Mar Cavagnaro, one of the best Peruvian composers. Disc Jockey has also signed a distribution contract with Tine records, an indie label that has released the first single, after many years, of Chicote Lopez, a strong star of the "new wave" era.

RCA's Garbarino infos about the arrival in Buenos Aires of Spanish lark Massiel, who has already been here once. Italian artists Jimmy Fontana and Lucio Dalla will also come to Buenos Aires soon, as part of the wave of foreign artists visiting this country during the past two years.

## Japan's Best Sellers

### -International-

This Week	Last Week	Title	Artist	Label
1	1	Kinjirareta Koi	Ryoko Moriyama	(Philips) Publisher/Shinko
2	4	In The Year 2525	Zager & Evans	(RCA Victor) Sub-Publisher/Aberbach To
3	2	Smile For Me	The Tigers	(Polydor) Publisher/Aberbach To
4	3	Francine-No Baai	Noriko Shintani	(Denon) Publisher/Aoyu Ongaku
5	5	Aquarius	Fifth Dimension	(Liberty) Sub-Publisher/Taiyo
6	12	Ningyoo-No Ie	Mieko Hirota	(Columbia) Publisher/Watan
7	6	The Ballad Of John And Yoko	The Beatles	(Apple) Sub-Publisher/Toshiba
8	—	Magokoro	Ryoko Moriyama	(Philips) Publisher/Shinko
9	13	Doshaburi-No Ame-No Naka-De	Akiko Wada	(RCA Victor) Publisher/Top Music
10	9	Shiroi Sango-Sho	Zoo Nee Voo	(Columbia) Publisher/Pacific Music
11	8	Nageki	The Tigers	(Polydor) Publisher/Watanabe
12	—	Naze Futari-Wa Koko-Ni	K & Brunnene	(CBS Sony) Publish Fuji Shuppan
13	10	Oh Chin Chin	Honey Nights	(Denon) Publisher/Astro Music
14	—	Akogare	Eiji Nagata	(Toshiba) Publisher/Toshiba
15	—	Love Me Tonight	Tom Jones	(London) Sub-Publisher/Revue Japan

### -Local-

This Week	Last Week	Title	Artist	Label
1	1	Ikebukuro-No Yoru	Mina Aoe	(Victor)
2	2	Koi-No Dorei	Chiyo Okumura	(Toshiba)
3	3	Onna	Shinichi Mori	(Victor)
4	6	Iijanai-No Shiawase	Naraba, Naomi Sagara	(Victor)
5	5	Kyoo-Kara Anata-To	Ayumi Ishida	(Columbia)
6	7	Showa Blues	The Bluebell Singers	(Grammophon)
7	8	Hoshi-No Romance	Pinky & Killers	(King)
8	10	Kanashimi-Wa Kakeashi-De Yattekuru	Mariko Ann	(Victor)
9	4	Nagasaki-Wa Kyoo-Mo Ame Datta	H. Uchiyamada & Cool	(RCA Victor)
10	9	Minato-Machi Blues	Shinichi Mori	(Victor)

### -Album-

This Week	Last Week	Title	Artist	Label
1	1	Ryoko Moriyama/College Album	Ryoko Moriyama	(Philips)
2	3	Westside Story	Sound Track	(CBS Sony)
3	4	Ryoko Moriyama/Idol-O Utau	Ryoko Moriyama	(Philips)
4	2	Paul Mauriat Custom Deluxe	Paul Mauriat	Grand Orch. (Ph)
5	5	Memphis Under Ground	Herbie Mann	(Grammophon)





# Belgium

Pionier will release an album by **Rocking Blue** at the end of this month. 0,000 copies of their smash-hit, "Genus," have been sold in Belgium. On October 16th the Dutch group will be presented with a gold record. **Ten Years After** will be in Brussels next month. The group will give a live show at Theatre 140 on October 23rd. A few days later **John Mayall** will perform at the same theater. **Tony d'Amico**, producer for Phase 4 Stereo, will come to Belgium for the recording of an "International All Stars" record. Polygram's promotion department is doing its utmost for all Island recordings.

**Jethro Tull's** "Stand Up" LP is selling very well, and album sales of land artists are in general growing bigger and bigger.

On October 11th a great show with land artists **Jethro Tull, Clouds, Hooky Tooth and Fairport Convention** will take place at Londerzeel. On that occasion a special low-priced LP entitled "Best of Island," with recordings by all of the Island artists, will be released. Polygram begins a fantastic promotional campaign for LP's by **Peter Covent**, a well known German conductor, in October. The

album, "Peter Covent Stereo Special," will be sold for only 129 Belgian francs and a double set, "56 Hits A Go Go," for only 295 francs. Polygram offers excellent stereo for a very low price. Other LP's by Peter Covent are "The Best Of The Good" and "28 Hits A Go Go 4".

**Scott Walker's** LP "Scott Sings Songs From His TV Series," has been released on Philips. Palette has released a low-priced (159 Belgian francs) LP by top singer **Will Tura**. It is an LP full of old hits and is entitled "Will Tura's Eerste Hits." Gramophone has scored an enormous success with the LP, "John Lee Hooker," by **Johnny Rivers** on the Sunset label. The LP, named after a 16 minute-long track has been a best seller for a few months now. The "John Lee Hooker" track owes its success to the plugging of a discotheque-owner from Antwerp. "John Lee Hooker" is excellent to dance to. As a result of the "John Lee Hooker" success Gramophone has released the LP, "A Touch Of Gold," on Imperial Records. Johnny Rivers arouses much interest, his LP's are in great demand and very well accepted, and "A Touch Of Gold" will undoubtedly become a best seller.

## Belgium's Best Sellers

This Week	Last Week	On Chart	Title
1	2	4	Natural Born Boogie (Humble Pie — Immediate)
2	4	3	Green River (Creedence Clearwater Revival — America)
3	8	2	Sugar Sugar (The Archies — RCA)
4	1	5	Don't Forget To Remember (The Bee Gees — Polydor)
5	3	5	Viva Bobby Joe (The Equals — President)
6	5	5	Curly (The Move — Regal Zonophone)
7	9	3	Lay Lady Lay (Bob Dylan — CBS)
8	—	1	Runnin' Blue (The Doors — Elektra)
9	10	2	Hetgeen je niet krijgen kan (Will Tura — Palette)
10	7	6	Venus (Shocking Blue — Pink Elephant)

## Argentina's Top Ten LP's

This Week	Last Week	Title
1	1	Preferidos A La Luna Selection (RCA)
2	2	De America Sandro (CBS)
3	4	Tiritando Donald (RCA)
4	—	Carlos Bisso Y Conexion Numero Cinco (RCA)
5	3	Volumen II Leonardo Favio (CBS)
6	5	Pintura Fresca (Disc Jockey)
7	6	El Golfo Raphael (Music Hall)
8	8	En Blanco Y Negro Selection (Philips)
9	10	Live Otra Vez Johnny Rivers (EMI)
10	9	Viva La Vida Palito Ortega (RCA)

## Great Britain's Top Ten LP's

1	Blind Faith, Polydor
2	Stand Up, Jethro Tull, Island
3	Johnny Cash at San Quentin, CBS
4	Hair, London Cast, Polydor
5	From Elvis in Memphis, Elvis Presley, RCA
6	Nice, Immediate
7	Oliver, Soundtrack, RCA
8	2001 Space Odyssey, Soundtrack, MGM
9	Nashville Skyline, Bob Dylan, CBS
10	According To My Heart, Jim Reeves, RCA

## Mexico's Best Sellers

This Week	Last Week	Title
1	2	Estoy Loca Por Ti — Elizabeth — Raff
2	3	Me Quiero Casar Contigo — Roberto Carlos — CBS
3	1	Regresa (Get Back) — The Beatles — Apple
4	4	The Ballad Of John & Yoko — The Beatles — Apple
5	5	In-A-Gadda-Da-Vida — Iron Butterfly — Atlantic
6	6	*La Senal — Los Montejo — Capitol
7	10	*Amor De Estudiante — Roberto Jordan — RCA
8	—	*El Modesto — Los Polivoces — Orfeon
9	7	Maria Isabel — Los Payos — Gamma
10	9	Casatchock — Dimitri Dourakine — Philips

\*Indicates locally produced records



# Mexico

Arturo del Pozo, who entered RCA's marketing department few years ago, has been named to the newly created post director of radio promotion. This new post is part of the re-organization of the firm's operation.

Elizabeth, the Brazilian singer (Discos Cisne-Raff) creator of "Estoy Loca por Ti", the hit of the moment, will be in Mexico City in October. In the meantime, there will be running a TV promotional film of hers.

One of the most programmed records all over the country is "Santo Domingo" with Las Cautivas on Discos Fermata (Discos Tizoc side line). The odds are that Mario Freidberg will score with this one.

To do a series of TV shows sponsored by Casa Pedro Domecq, Argentinian, chanter Alberto Cortez will be in Mexico next month.

Luis Arturo Carcamo has been appointed manager for Discos RVV. (Rogelio Villareal's label). Before this, Carcamo held exec post with Discos Capitol.

Discos Gamma just released a commemorative LP of the Apollo 11 flight to the moon. Included with the album is an 8 page booklet with full color pictures of the astronauts on the moon. This LP has a Spanish narration and the original NASA tape recordings.

RCA's latest LP releases are: Burt Bacharach's "Make It Easy On Yourself"; Mackenna's "Gold" soundtrack; Paul Desmond's "Summertime"; the first "Bossa Rio" and Sergio Mendes & Brasil 66's "Crystal Illusions", all of them A&M product.

The most programmed record in Mexico City is "Pequena Anita" with Los Payos (Discos Gamma). Los Payos hope to score with it, as they did with "Maria Isabel".

Amalia Mendoza "La Tariacuri" (RCA), the very popular folk singer will celebrate her 23rd anniversary in show business with a "fiesta".

Catherine Spaak and Mario del Monaco, will soon be in Mexico to make a series of video tapes for local TV. One of them is programmed to be done at the Teotihuacan ruins.



# Canada

Patricia Porter, office manager of Quality Records' Winnipeg operation, reports heavy chart and sales action on the **Four Seasons'** latest "And That Reminds Me." **Jimmy Clanton's** "Curly" has made good moves into the country sales. "Sausalito" by the **Ohio Express** receiving top play as is **Winnipeg's** biggest hit, "Jean," by **Oliver**, which has brought much attention to his LP "Good Morning Starshine". Canadian efforts making a Winnipeg area showing include "Hyde"; "The Day Has Come," by the **Mythical Meadow**; and "Hey Little Man" by the **Happy Feeling**. **Evie Sands'** dinking of "Any Way You Want Me" is showing good sales, and so is "Boredom" by **Procul Harum** which is from their album of "Salty Dog". "Delta Lady" by **Joe Cocker** and "Sugar On Sunday" by the **Clique** creating much local interest. Branch manager **Chuck Porter** is currently on a selling trip through Western territory and reports good dealer interest in Quality's fall product.

Biggest single record in **Taylor, Pearson & Carson's** market is "Jean" by **Oliver** which has brought much attention to his "Good Morning Starshine" album. Heavy west coast demands for "September Song" by **Roy Clark** and "So Good Together" by **Montrealer Andy Kim**. The new Sun Series with **Johnny Cash** and **Jerry Lee Lewis** shaping up to be a giant. **Rich Simmons**, promotion manager for TP&C reports Vancouver stations showing a liking for Cash's single "Get Rhythm", which could make it a smash the second time around.

**Harold Winslow**, sales and promotion supervisor for **Quality Records**, has received information that **Heritage Records** (U.S.) are set to release the **Mythical Meadow's** Quality deck of "The Day Has Come" on their **Colossus** label. It's also expected that **Bell Records** (U.S.) will release "Hard Times" by **Christopher Edward Campaign**, also on the Quality label. Both singles have been picking up national airplay and a national breakout is expected within a few weeks. "The Day Has Come" has been charted and is showing good sales in Montreal and Ottawa and has been picked in Calgary, Regina and Dauphin. Winslow also reports top action on the **Laurie** lid of "Curly" by **Jimmy Clanton** which is listed as one of their top 15 best-selling singles of the week. Chart listings showing in Montreal, Regina, St. Johns, Leamington, and Dauphin. Quality preparing a massive promotion kick for the Colonial appearance (Toronto) of **Oliver** (Sept. 29-Oct. 4).

The single "Jean" and album "Good Morning Starshine" both listed as best sellers. **Herb Alpert** and the **Tijuana Brass** will be appearing at **Maple Leaf Gardens** Oct. 14. Promotion is now in the planning stages.

**Trini Lopez** into Toronto's **Royal York Hotel** at the posh **Imperial Room** (19-27) which kicked off **Moxie Whitney's** 20th season as orchestra leader in the room. Whitney stole a bit of the Lopez spotlight when **Sam Sniderman** of **Sam The Record Man** (record retailer) presented Whitney with a gold disk. It was one of the first albums Whitney had cut for **Columbia Records**. Sam had it sprayed gold and mounted for the presentation. The house was packed for the Lopez opener. **Gord Edwards**, branch manager for **Warner Bros/7 Arts Records**, along with his promotion manager, **Glen Russell**, hosted an opener party for key dealers, radio and press.

**Bob Burns**, Winnipeg television personality and the man who started the **Guess Who** on their road to fame, has found another talent whom he has also produced. The artist's name is **Michael Scholl**, and he is a 29 year old lyric baritone. His first release is "Each Time I Close My Eyes," which was written by **Norm Lampe** and **Richard Kolt**, arranged and conducted by **Bob McMullin** and produced by **Bob Burns**, all from Winnipeg. The flip is "Laugh Clown Laugh". The single is on the **Franklin** label, distributed by **London Records**. Ontario promotion manager for **London**, **Ken McFarland**, reports good ordering on the **Liberty** deck of "Better Watch Out," by **McKenna Mendelson Mainline** as well as on their LP "Stink". **Marv Griefinger**, publicist for **United Artists Liberty** into Toronto (Labor Day) to give an assist in promoting the group who had a U.S. release last week. The group played to a capacity house at the **Electric Circus** in Toronto and drew over 4000 in **Sudbury**. **Tony Joe White** played Toronto's **R/R Revival** and pulled a full house the following day (14) at **St. Nick's Church** in Hamilton. **McFarland** expecting a new single release by **White** shortly. **James Young**, **Emerald** recording artist, into the **Trentworth Curling Club** (19), Toronto's **St. Lawrence Market** (20) and Toronto's **Yrerson Theatre** (21). Top action showing for Canadian releases "Which Way You Goin' Billy," by the **Poppy Family**; "Something To Believe," by **Sugar & Spice**; and the **Cotter Folk's** "Shellfish Song," which has just been released in Australia by **W&G Ampex** to release 8 track cartridge by the Folk.

# Pye's Benjamin: English Industry 'Las Vegas' Look

(Con't. from Page 57)

Soho Record Shops, and would build up this important aspect of its business.

## Int'l 'Selling' Drive

"Intense concentration is currently being placed on international selling for this is where the great benefits can lie," stressed Benjamin. "Perhaps our most important step was the formation with General Recorded Tape of a joint company in the United States. The company is but four weeks old, but I assure you that with the team being developed in that country, the presence of the new organization will be felt rapidly and profitably."

The growing tendency towards budget LP sales must be carefully considered, and the fine balance must be found to maximise on this trend without diluting effort on full price product.

"The efforts you have made over preceding years have rewarded us with the deals which we have today and allowed us to take part in these other activities I've described," Benjamin told the assembled sales staff in conclusion. "Our parent company has always been more than tolerant in allowing us to diversify within our own industry, and it is highly satisfying that we have thus far been able to justify their confidence."

## Marble Arch Program

Pye repertoire director Monty Presky began the Marble Arch presentation by reminding his listeners that an estimated total of twenty million people would be hearing the Marble Arch commercial three times a night that week over Radio Luxembourg.

There was a revolution in the music industry in the shape of new ideas and the substantial increase in budget sales. Fifty million LPs were sold in 1968, and the 1969 total was likely to be in the region of fifty-five and fifty-eight million. Between 75 and 80% of these were accounted for by budget sales. The only way to gain advantage from the budget market was to accept low margins and "shift a hell of a lot of product."

Presky introduced the fall Marble Arch release program with excerpts that included Cleo Laine, Nina Simone, 101 Strings, and the Royal Philharmonic Orchestra.

Pye sales manager Nick Foakes focused attention on the Marble Arch premium offer contained in the TV Times program journal, and rated it as the September moneyspinner on this line.

Millions of viewers would read the offer, and the LP of TV themes which it covered contains a complete Marble Arch catalog inside it. There will be an extra 5% discount on Marble Arch product for dealers during September, and a window display contest on the line offered £200 in prizes.

Foakes provided details of an eight-week competition for the Pye sales

force on all LP and EP product and would close on November 1st.

Points will be awarded according to the grading of the sales areas, and the first prize would be a treasure chest holding amongst other things cigars, whisky, a £10 note, and a year's supply of razor blades. Its total value is over £150, and the recipient also gets a Salesman Of The Year statuette.

The second prize is a fully automatic washing machine, and the third is a refrigerator of six cubic feet. There will also be weekly prizes awarded during the contest, and these included transistor radios, electric toasters, percolators and tea makers, suitcases, and a vacuum cleaner.

## Disney Presentation

Frank Weintrop, European head of Walt Disney Productions, announced that the complete soundtrack of the famous "Fantasia" movie would be released as a double album with 105 minutes playing time on Oct. 10.

The recording, although over 30 years old, is still in constant demand, and includes popular classics by composers such as Bach, Beethoven, Schubert, Stravinsky and Tchaikovsky. Its conductor, Leopold Stokowski, had said recently on BBC TV that it is still considered a pioneering landmark in stereophony techniques.

Weintrop reported encouraging results on the recently launched Disney Castle line, and disclosed that a November LP release aimed at the Christmas market will be "Alice In Wonderland."

Other fall releases will be six Storyteller LPs and six Little LPs. The latter included "Mickey Mouse, Brave Little Tailor" read by disk jockey Alan Freeman, and "Peter And The Wolf" narrated by John Witty.

Disk jockey Dave Cash hosted the Warner Brothers-Seven Arts presentation, and premiered new product by Frank Sinatra, Dean Martin, Ella Fitzgerald, Peter, Paul and Mary, Rod McKuen, The Grateful Dead, Fleetwood Mac, and Joanie Mitchell amongst others.

A&M European director Larry Yaskiel introduced the label's parade of forthcoming product by Herb Alpert, the Baja Marimba Band, Quincy Jones, Mort Garson, and the five albums by Brazilian acts in the special "Brazilian Bonanza" campaign. Yaskiel told the conference that A&M had two motives. These were to assist the Pye sales staff with promotion and information on catalog material from the States, and to find new British artists and record them.

Pye marketing director Tom Grant-ham exhorted the sales force to renewed efforts in the coming months. He mentioned the drain on the sales strength last Christmas, and regretted that one or two of those who had departed had met ill fortune. He urged his listeners to remember that Pye's position in the UK record industry was underlined by the fact that two other majors had modelled their sales and distribution systems on the Pye pattern.

# CashBox Holland

After intensive promotion, David Bowie's "Space Oddity" (Philips) entered the charts this week at no. 38. Two French singers are climbing fast on the Dutch hitparade: Rika Zarai's record "Alors Je Chante" is currently no. 18 and "Cent Mille Chansons" by Frida Boccara no. 27. Both records were released by N. V. Phonogram on the Philips label. The American Scepter/Wand label has a new chart-success in Holland. "My Pledge Of Love" by the Joe Jeffrey Group is no. 31 this week and is a fast climber. N. V. Phonogram rush-released The Rolling Stones' LP "Through The Past, Darkly" (Decca). Pre-sales of the album were very impressive. After a very successful concert in Amsterdam, Jethro Tull's album "Stand Up" (Island) is one of the best-selling LP's in Holland. An Island promotion-sampler, called "The Best Of Island," is currently topping the LP charts. Dutch Group 1850 toured in England from September 17-28, and will tour Germany and France in October. The group records for Philips.

Bovema's classical label manager Martin Kleinjan introduced the company's fall marketing campaign for classics. Highlighting in the campaign are the new EMI-Europe subscriptions, 15 new classical albums with special features for Gerald Moore, Barenboim, Menuhin and Klemperer. Teaser for the campaign is a fabulous introduction album featuring photographs and repertoires of all major EMI-classical recording artists. The record itself contains Barenboim as pianist and conductor. This most impressive output is being accompanied with great merchandising and promotion material. Robert Stolz is touring. Bovema has tied in with the release of a newly recorded double record set called "Robert At His 90th Birthday." Both The Nice and Soft Machine made TV-specials in Holland, which surely will greatly support their record sales.

Bovema is now already on the market with the complete Tamla Motown

catalogue. Dealers have already been fully informed. Pete Felleman Junior has joined Bovema-EMI to handle Tamla Motown. For the territory of Holland Felleman is working closely together with label manager Joop Visser. Felleman already went to Germany in order to establish a close operation between EMI-companies as far as promotion and exploitation of the Tamla Motown product is concerned.

Both Gloria and Brainbox have new singles out. Bovema is expecting to sell huge quantities of these groups, which are really getting international acceptance.

Bovema's fall marketing campaign has received great acceptance from the trade. Also United Artists joined Bovema and gives Bovema a strong grip on filmsoundtracks and undoubtedly will strengthen the company's future position on the charts with artists like Peter Sarstedt, Billy Goldboro and Shirley Bassey and the Fortunes. United Artists will be handled by Joop Visser, who recently attended the Liberty product meeting in Munich.

Cyril Smith, manager of the popular English group the Peddlers, spent a few days in Holland to discuss TV possibilities with the local CBS artist promotion manager Frans van Scha and they succeeded to obtain a TV and Radio appearance at October 2 next. CBS tied in with the release of its hit-single "Birth"/"Steel Mill". Further CBS additions in the single field include Paul Revere and the Raiders "We Gotta All Get Together"; a new single by The Chamber Brothers from the movie "April Fool" (next month in Holland) called "Wa Up"; the first CBS single by the famous French singer Marcel Amont "Monsieur" and a hit-single from Italy by Mario Tessuto "Lisa Dagli Occhi Blu". On October 17 and 18 next the Louis van Dyke Trio with Ann Burton are doing a TV appearance for the Belgium TV in Brussels to promote their recent albums called "Pavane" by the Louis van Dyke Trio and "Blads And Burton" by Ann Burton.

## Sao Paulo's Best Sellers

### Top Singles

This Week	Last Week	
1	1	Je T'Aime (Fermata) — Jane Birkin/Serge Gainsbourg — Philips
2	2	O Pequeno Burgues (RCA) — Martinho da Vila — RCA
3	1	Get Back (Fermata) — Beatles — Apple
4	5	Nobody But Me (Marajoara) — Human Beinz — Odeon
5	3	Sentado A Beira Do Caminho (Fermata) — Erasmo Carlos — RCA
6	7	The Ballad Of John And Yoko (Fermata) — Beatles — Apple
7	8	Just A Dream Ago (N.P.) — Rita Moss — RGE
8	4	Goodbye (Fermata) — Mary Hopkin — Apple
9	6	Vou Pedir Outra Vez (Caravelle) — Paulo Sergio — Caravelle
10	10	Kid Games And Nursery Rhymes (N.P.) — Shirley & Alfred Som/Maior
11	9	Aquarius/Let The Sunshine In (Vitale) — Fifth Dimension — RCA
12	14	Aquele Abraco (Saturno) — Gilberto Gil — Philips
13	11	Tao Belo Era Outra (Vitale) — Roberto Barreiros — Chantecor
14	13	Meu Benzinho (RCA) — Waldirene — RCA
15	22	O Vagabundo (RCA) — Incriveis — RCA

### Top Doubles

1	1	Topo Gigio — Topo Gigio — Philips
2	2	Stormy — Classics Four — RCA
3	3	O Calhambeque — Topo Gigio — Philips
4	4	Dio Come Ti Amo — Gigliola Cinquitti — CBS
5	5	Outra Vez — Nilton Cezar — RCA

### Top LP's

1	1	As 14 Mais Vol. XXIII — Various Artists — CBS
2	2	Sou Eu — Antonio Marcos — RCA
3	3	Inimitavel — Roberto Carlos — CBS
4	5	O Amanha Espera Por Nos Dois — Paulo Sergio — Caravelle
5	4	Pra Que Dinheiro — Jair Rodrigues — Philips
6	—	Quem E Do Mar Nao Anjoa — Martinho da Vila — RCA
7	6	Sera Sera — Nelson Ned — Copacabana
8	7	Primeira Noite De Um Homem — Sound Track — CBS
9	9	Neil Diamond — Neil Diamond — Chantecler
10	8	Uma Noite No Blow Up — Various Artists — RCA

## Holland's Best Sellers

This Week	Last Week	
1	2	Bloody Mary (Tom & Dick/Philips) (Dayglow/Hilversum)
2	1	Don't Forget To Remember (The Bee Gees/Polydor) (Dayglow/Hilversum)
3	3	Scarlet Ribbons (The Cats/Imperial) (Mills-Basart/Amsterdam)
4	10	My Special Prayer (Percy Sledge/Atlantic)
5	—	Natural Born Boogie (Humble Pie/Immediate)
6	5	Baby, I Love You (Andy Kim/Dot) (Belinda/Amsterdam)
7	4	In The Year 2525 (Zager & Evans/RCA) (Essex Holland-Basart/Amsterdam)
8	6	Saved By The Bell (Robin Gibb/Polydor) (Dayglow/Hilversum)
9	9	Nightingale (George Cash/Philips) (Dayglow/Hilversum)
10	7	Honky Tonk Women (The Rolling Stones/Decca) (Essex-Basart/Amsterdam)

## EDITORIAL:

### Gaming vs Amusement in Germany

When the foreign tradesman views the present coin-operated amusement games situation in West Germany, he surely suffers a case of mixed emotions — like watching your mother-in-law drive over a cliff in your brand new Cadillac, as one comic put it. That nation's newly liberalized payout machine laws have given the gaming equipment more reason than ever to capture the fancy of the German operator and the thousands of such units happily buzzing away on location, payout out (and taking in) more Deutsch Marks than ever, proves that the fancy has been captured — AND HOW! Now, where does this put the strictly amusement machine, or as they call it, the Unterhaltung? In a rather dubious spot, we're afraid. That's where the mixed emotions come in.

While it's everyone's desire that German operators make money, and surely these clever, wall-mounted gaming devices earn their keep, it would be a sorry thing if the natural growth of the purely-amusement machine side of the business was stunted or possibly even strangled. We're not beating the drum for American-made pingames and arcade novelties just because we're an American trade papaer. Plenty of good German-made machines like the fussball could be passed by in any scramble toward a payout-dominated business. Neither are we implying that amusement machine sales are in dire trouble there. We are, though, taking the position that the German trade could do itself a great injury over the long haul if it goes hog-wild into payout operation while letting the existing amusement games rot on location without replacing them with new models; or ignoring amusement machine potential in new locations by thinking strictly payout. As many know, there are excellent examples where the coin trade got seriously hurt, in this country and elsewhere in Europe, when it moved too fast into the payout region and upset the legal apple cart.

The German government has set ground rules limiting the number of payout games per-location to two, and the maximum insertion price to 20 pfennigs (5¢ American). It sounds like childs play, but remember this is double what it was just over a year ago and now offers a jackpot possibility to whet the appetite of your old Aunt Maggie. Many German games operators are pushing for even more liberalized laws right now and therefore, we wonder when the very enjoyable roto-machine will turn into a very serious little machine to the German location customer. At that point, we wonder what public opinion of this business might become and what the Bonn government might find "necessary to restrain."

Two weeks ago, the German coin machine industry, joined by many foreign operators and dealers, staged a most impressive and fruitful convention and exhibition in Berlin (see story this issue). Public opinion of their industry (something we and they are deeply concerned with) surely rose a notch after the broadcast and press media brought glowing stories of the event into German homes. To keep that public opinion on the incline, the trade must offer the man in the location a sample of all its wares — music, games and payouts. The tavern and restaurant are places for light entertainment — they are not casinos.

### 'Paddock' One Player Unveiled by Williams



Williams' 'Paddock'

CHICAGO — They're off! And Williams is leading the pack with 'Paddock,' their new single player pin game making its debut this week.

Here is an action packed game packed with the genuine excitement of the races. Included in play are jet bumpers, high powered kickers and king sized flippers which add "coming down the stretch" thrills to each game. Plus there are many bonuses, including extra balls which are added by completing a predetermined number of races, as well as a ball through either horse shoe lane when lit. Add to this the exciting match feature and the special for high scores and it's easy to see why the "smart money" is on 'Paddock.'

This game with the real horse race motif is adjustable for 3-5 ball play. Recommended play is 2 for 25¢.

Operators wishing to get into the winner's circle may order 'Paddock' from their local Williams distributor immediately.

### Japan Hosts 4-Day Coin Machine Show

TOKYO—The 8th annual Japan Coin Machine Show was held in the Osaka Municipal Exhibition Hall for 4 days starting September 18. Sponsored jointly this year by the Nippon Amusement Machine Manufacturers Association (NAMA) and the Japan Recreation Equipment Association (JREA), the show was expected to attract more than 20,000 visitors.

Approximately 50 exhibitors occupied 154 booths in the \$3 million building to make the event the largest of its type ever held in Japan. A greater variety of items was shown this year because of the participation of firms whose products are closely linked to the coin machine field.

Inaugural ceremonies featured addresses by Osaka Mayor Kaoru Chuma, NAMA Chairman Masaya Nakamura (Nakamura Seisakusho), and JREA President Saburo Yamada (Senyo Kogyo), after which the mayor scissored the tape and opened the show. A message from past NAMA Chairman's Council leader David Rosen (SEGA), whose firm heads the NAMA show committee, officially closed the 4-day exposition.

### MiAmCo To Distribute Cameron Phonograph

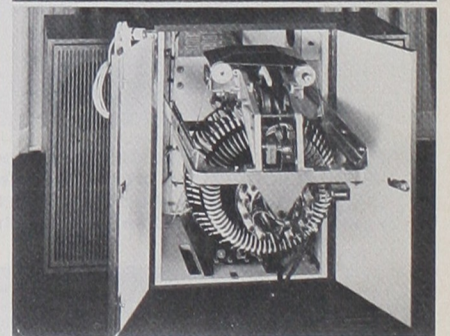
KANSAS CITY, MO. — Johnny Johnston, general manager of MiAmCo, a division of the Vendo Company, based in Fort Lauderdale, Florida, has announced the signing of a contract with Cameron Musical Instruments Industries Ltd. of Port Washington, N.Y. for MiAmCo to distribute the Cameron coin-operated phonograph on an exclusive basis throughout the United States and Canada.

The phonograph, which has a capacity of 140 selections, may be used as a single unit or separated into its four components: selector, record playing mechanism and two speakers. Jack Gordon is president of Cameron Musical Industries Ltd.

The contract granting exclusive distribution rights for the component jukebox was signed at a meeting (Wednesday, Sept. 24th) between Vendo and Cameron officials in New York.

The Cameron contract marks the official kick-off of the newly-formed MiAmCo division of Vendo into the coin operated music field. The division was formed several months ago at Vendo as a subsidiary marketing arm which would supply vending, music and amusement equipment to recreation, amusement, military and other governmental markets. The equipment reportedly will be marketed through similiar channels now used by Vendo — that is, territorial sales representatives.

Johnston, MiAmCo general manager previously directed vending sales to theater owners and concessionaires for Vendo.



The Cameron

The public was not excluded but their attendance was not promoted. It was expected that more than half of the visitors would probably be connected in some way with Japan's burgeoning leisure industry. Last year's 4 day NAMA show in Tokyo attracted more than 60,000 visitors largely because it was held simultaneously with the Japan Electronic Show. The large public attendance at that time helped to foster good public relations for the industry.

# GERMAN TRADE MOUNTS MAMMOTH COIN MACHINE SHOW

BERLIN—Representatives from all principle nations which manufacture amusement and music equipment gathered in West Berlin Sept. 16-19 for that city's first International Coin Machine Exhibition (Intern. Munzautomaten—Ausstellung). Sept. 16th, their much-publicized "Deutscher Automaten-Tag" (German Coin Machine Day), served as a superb kick-off date for the convention and machine exhibition, which was staged in the Kongress Hall—universally considered the divided city's most prestigious exhibition theater.

While the exhibition was clearly a German-oriented affair, the international aspect was well underscored by a good number of foreign manufacturers exhibiting their goods, either at privately-sponsored booths or through their German distributors. Most notable of these overseas firms which presented their own machine displays were Chicago Dynamic Industries of Chicago, London Coin Machines Ltd., Ainsworth Consolidated Industries and Phonographic Equipment Ltd., all of Great Britain, and SEGA Enterprises Ltd. of Tokyo. A total of 46 firms, offering everything from coin counters to bulk gum units to the most popular "spielautomaten" (payout games) displayed their wares for visiting foreign and domestic operators and dealers.

And clearly, the "spielautomaten" was the talk of the convention, as recently liberalized German gaming laws, boosting the legal payout limit, have given this type of equipment a boost in sales popularity never before witnessed in this country.

Perhaps no better proof of the incredible activity in the gaming machine area could be found at the show than at the Gunther Wulff exhibit where "Rotomat Super Krone" was spotlighted inside a giant golden

wreath, above which hung the number 28,000, indicating the volume of units the firm has manufactured since the new laws went into effect less than two years ago. (These laws now permit the initial insertion of 20 pfennigs as opposed to the former 10 Pf. limit; they also now permit what might be termed a "jackpot" winning possibility that can go as high as 40 marks (\$10.00) where one mark was the former limit.)

Marty Bromley, SEGA board chairman, stated privately that Wulff's figure had actually hit the 30,000 mark by showtime clearly attesting to the production proficiency of the German factory as well as to the upsurge in gaming machine sales.

"This is definitely spielautomaten territory," said Bromley. And manufacturers of purely amusement equipment such as SEGA (its line of slot machines has been phased down to small contractual orders) must now pay more heed than ever to the high play appeal of each new model if it's

to compete with payout games, Bromley observed. Alfred Adickes, president of NOVA Apparate and a well-known pioneer of the German music and games industry, put the situation in this fashion:

Since the passage of these liberalized gaming laws, the strictly amusement machine has a competitive fight on its hands. I personally believe the flipper type of game has offered, and continues to offer our industry, a most profitable item. However, there is no secret that the flipper game must now offer more in the area of what is generally called 'play appeal'. Consider that the imported American flipper, costing twice the price of a domestic spielautomaten, normally cannot earn back its investment price for the operator as fast, for obvious reasons, and you see one side. But remember the legal life of a gaming machine here is only three years, whereas the flipper may continue to make money as long as the machine holds up. American flipper games, especially the

four-player models, have served as top money earners for the German trade and no doubt will continue in that fine capacity. But only if the play appeal is there, and that simply means, it must be much more fun to play than the gaming machine. England has such a situation, you know, but it still absorbs a great quantity of American flippers in spite of this. Eventually, each machine must be judged on one point—is it fun to play? If the answer is 'yes', the operator will surely make money with it."

Based upon the fine attendance at this first Berlin exhibition, Werner Schmidt, president of the Zentralverbandes der Organisationen des Automaten-Aufstellgewerbes (ZOA) hopes that the show, together with German Coin Machine Day, will become an annual event. Surely, Schmidt intends that Coin Machine Day will be an annual affair, considering that six months of ZOA-sponsored publicity set forth through newspapers and broadcast media had put it across to the public quite well.

(Cont. on Page 63)



The giant Lowen Automaten exhibit took up one entire wall of Kongress Hall's exhibit theater, displaying its entire line of Rotamint (gaming) machines, NSM phonographs and accessories. It was manned by executives Gerhard Schulze and Herbert Nach.

Nova Apparate, powerful Hamburg-based distributing organization, showed a complete lineup of amusements, Gottlieb flippers, Rock-Ola phonographs and vending machines and previewed a new piece yet to be released. Pres. Alfred Adickes was in charge.



Chicago Coin, the only American factory to sponsor its own exhibit, showed its 'Action' single player flipper, previewed a new four-player and promoted its Speedway car race game. Avron Gensburg (left, rear) discusses the line with some German operators.



Elsewhere in the ChiCoin exhibit, factory executive Jerry Kosi (in dark coat) discusses the firm's products with German dealers, while others get in some licks with the Hockey Champ game.



At the Amiro Offenbach display, Rowe International products were on stage, with the parent company's export exec Paul Hunger (right) joining Amiro's Bob Romer and Rudi Seitz at the PhonVue and MM-3.



Distributor Erich Schneider of Hamburg showed samples of the American products his firm handles at the show. With the Wurlitzer Americana III and Bally pin above is firm manager Hubertus Klein.



Old friends from around the world join up at the SeeVend Automaten booth. Left to right are Hans Rosenzweig (SeeVend manager), Mike Kogan (Pres. of Tokyo's Taito Trading) and Israeli operator Joseph Ginzburg.



Example of the quietly mushrooming activity coin-operated billiards was 6-pocket table on exhibit at the Automatenbau Forster booth. Forster Herrn Muller was on hand to demonstrate.



Popular Hamburg arcade operator Lars Skriver (left) tries his hand at the punching bag at the London Coin Machines elaborate exhibit while LCM's vice chairman David Rogers makes sure he doesn't knock it off the post.



Skriver and Rogers (and a visiting youngster) take a ride on London Coin's new Cycle-Drome, a non coin-op ride which they hope to market to shopping and recreation centers throughout the world.



Back at Forster's exhibit, Skriver (left) Dutch operator M. Verrecchis (center) join Kurt Fors for an inspection of the firm's current lineup soccer tables.

# FIRST INT'L BERLIN EXHIB. A SMASH (Con't. from Page 62)

## ATTENDANCE HIGH

total of 1,350 coin tradesmen registered for the Berlin exhibition, nearly double that attending the last Hanover show. Needless to say, the exhibit was well-trafficked and show organizers Schmidt, Karl Feis and Paul Wigen were delighted with the turnout. At the Grand Ball held at the Berlin Hilton at the close of the convention, the assemblage was asked to voice their feelings either to hold the show on an annual or semi-annual basis. Out of the 512 votes cast, 280 stated they would like to have it annually. Exhibitors were also queried on their reaction to the show and 230 of them indicated they were extremely satisfied with the turnout and amount of business accomplished. Therefore, if enough exhibitors can be persuaded to show at a 1970 Berlin convention (and clearly this should be no problem), that show will tentatively be set for Sept. 4-6, again at the Koss-Hall.

However, to Schmidt (a Berliner), the convention of Germany's leading coin tradesmen in the city that still retains the capital in every West German man's heart, is as important from a purely public relations standpoint as is the successful exhibition in fact. In an address to conventioners, Schmidt stated: "This exhibition held the heart of Europe will prove to the public the true greatness of our industry and give us standing we need to support the legislative reforms our industry requires."

Some of these hoped-for legislative reforms on the minds of German operators and dealers were spelled out by Lars Skriver, pioneer in the German amusement arcade industry and operator of six fun centers in Hamburg. As he put it:

There is an age limit of 18 years for entrance to an arcade in Germany today. This is obviously unrealistic. I personally am in favor of reducing the age limit down to 16 or even 15. Certain reform measures now before the government might bring this about. Also, an arcade operator, I consider it unfair that the government has lumped us together with restaurants and bars, keeping us all down to a two-machine limit on gaming machines at each location. Arcade operators make their income from coin equipment whereas restaurants and bars make the bulk of theirs from food and drink. I would like to see the arcade limit on gaming machines boosted to four or five for each spot. It's only fair." To circumvent this two-machine limit, Skriver revealed that some arcade operators have resorted to buying two licenses for each of their locations, theoretically dividing each into two arcades and claiming the right to double their gaming machine limit. He feels that payout games are absolutely necessary for any arcade to be profitable in Germany, since the 18-year age requirement brings in an adult audience and this type of machine appeals more to the adult than the youngster. Bring the age limit down and the strictly amusement machines will get a boost, he feels.

Other reforms which German operators would welcome include a reduction in the present 15 second time limit which is engineered into every payout game by law; a fairer tax on gaming machine receipts would affect just the collections instead of the machine's gross intake as at present; reform in the law now restricting all locations to two gaming units—to be based upon the size of the restaurant or tavern, granting permission for three or five machines for the larger spots.

While a tour of the Congress Hall show floor revealed more than a dozen of the booths highlighting the Elautomaten type of machine, as many, if not more, promoted the pure amusement type of unit. Germany's particular favorite—the fussball table soccer game, was displayed by the country's leading manufacturers Rhenia-Automaten, Th. Bergmann & Co. and Xaver Leonhart, as well as by a foreign factory Bepa Automatic of Great Britain. Flipper games are in great abundance, American manufacturers were represented by their German distributors, except in the case of Chicago Coin which spon-

sored its own display, manned by company executives Avron Gensburg and Jerry Cosi. Gottlieb flippers were on display at NOVA's exhibit: Williams and United amusement machines were amply presented at SeeVend Automaten's elaborate exhibit with firm manager Hans Rosenzweig on hand, and Bally products were exhibited at two of their German distributors—Lowen Automaten and Eric Schneider.

A plethora of European flipper games were on display at this show, notably at London's Coin's large exhibit which included their brand new Four Star flipper, as well as down the aisle where Automatic Coin Equipment Ltd. of Cardiff, Wales, showed samples of European manufactured pingames. London Coin vice chairman David Rogers stated that his firm's flippers are "as well made as American products, at about 75% of the price." There was a good deal of interest in the European pins exhibited at the Berlin show with operators verbally comparing them to the American products they have become accustomed to.

The four American music machines were on display at their distributors' exhibits, and were well balanced off by such European machines as NSM's music line at the Lowen Automaten booth, ACE's Cameron at their display, Wilhelm Harting's line at his display and some newcomers at Phonographic Equipment and Gunther Wulff. Alfred Adickes presented a preview of a new Rock-Ola product, together with this firm's current line, at his NOVA display. Rowe International's European marketing manager

Paul Hunger was on hand at the Amiro Offenbach booth to demonstrate their music machines, and the popular Phono Vue film projection unit. Wurlitzer phonographs, both the USA line and their European cousins, were on display at the Erich Schneider booth as well as at an exhibit sponsored by the firm's Berlin dealer Kurt Naujoks. Seeburg phonograph were presented at SeeVend's stand and most ably promoted by Deriphon Records' recording artists Cris Cristianesen and Vera Palm and Columbia-EMI's Ray Miller who signed autographed photos for conventioners. The only record company exhibiting at the show was Electrola, which took good advantage of the opportunity to promote its products to German operators at a special soda fountain hospitality booth on the Hall's mezzanine, serving soft drinks to thirsty conventioners.

The Berlin show, like many foreign trade conventions, differs little from such American events as the MOA. Apart from the purely German machines on display, the equipment is nearly the same as at the MOA, underscoring the popularity of equipment wearing the Made in U.S.A. tag worldwide. Some uniquely foreign aspects could be found in the fact that the public was admitted to this Berlin show, at an admission price, of course. Programs were also sold here, giving the visitor information on the floor plan and a description of the machines on display.

It is sincerely hoped the show will once again be staged in Berlin in 1970 for it seems any event held in this city acquires added purpose and meaning.



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# STAN'S JUKEBOX PICKS

Of The Week

## POP

CUPID

Johnny Nash—Jade 220

IN THE LAND OF MAKE BELIEVE  
Dusty Springfield—Atl 2673

THE TRAIN

Joe Jeffrey—Wand 11207

GIRL'S IT AIN'T EASY

Honey Cone—Hot Wax 6903

BALL OF FIRE

Tommy James—Rouletter 7060

SELL YOUR SOUL

Derek—Bang 571

LAURA

Thomas Wayne—Chalet 1059

FIFTEEN GOING ON TWENTY

Five By Five—Paula 326

SILVER THREADS &  
GOLDEN NEEDLES

The Cowsills—MGM 14084

MOVING

The Robbs—Dunhill 4208

TURN ON A DREAM

Box Tops—Mala 12042

## R&B

FUNKY BROADWAY '69

Bobby Powell—Witt 6902

GET ON THE CASE

Infinity—Fountain 1102

SUGAR, SUGAR

Shirley—Whiz 615

YOU'LL ALWAYS BE MINE

Impressions—Curtom 1946

WONDERFUL

Blackwell—Astro 1000

GIRL'S ARE MADE FOR LOVIN'

Elliot Small—Bang 570

## C&W

WE'LL TRY A LITTLE BIT HARDER

LeRoy Van Dyke—Cape 2054

THE ONE MAN BAND

Sheb Willy—MGM 14085

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# CashBox Location Programming Guide

THIS WEEK'S TOP RECORD RELEASES FOR COIN PHONOGRAPHS

## Teen Locations

SEE THAT GIRL (2:55)

THE VOGUES

If We Only Have Love (3:56) Reprise 0856

TURN ON A DREAM (2:44)

THE BOX TOPS

Together (3:15) Mala 12042

MAKE YOUR OWN KIND OF MUSIC (2:25)

MAMA CASS ELLIOT

Lady Love (3:04) Dunhill D-4214

ROOSEVELT AND IRA LEE

TONY JOE WHITE

No Flip Info. Monument

I WAS NOT BORN TO FOLLOW (2:47)

LEMON PIPERS

Rainbow Tree (2:16) Buddah 136

HOW DOES IT FEEL (3:07)

THE ILLUSION

Once In A Lifetime Steed 721

## R & B

SAY YOU LOVE ME (3:05)

THE IMPRESSIONS

No Flip Info. Curtom 1946

LET A MAN COME IN (2:58)

JAMES BROWN

No Flip Info. King 6255

JUST A LITTLE LOVE (3:18)

B.B. KING

My Mood (2:34) BluesWay BI-61029

BRANDED BAD

THE O'JAYS

You're The Best Thing Since Candy (2:52) Neptune 18

## Adult Locations

TRY A LITTLE KINDNESS (2:23)

GLEN CAMPBELL

Lonely My Lonely (2:30) Capital 2659

ONE CUP OF HAPPINESS (2:44)

DEAN MARTIN

Crying Time (3:20) Reprise 0857

SHANGRI-LA (2:32)

THE LETTERMEN

When Summer Ends (2:04) Capitol 2643

GET BACK (2:41)

PAUL MAURIAT

Goodbye (2:30) Philips 40642

CAN'T TAKE MY EYES OFF YOU (3:21)

NANCY WILSON

Do You Know Why (2:39) Capitol 2644

TONIGHT I'LL SAY A PRAYER (3:15)

EYDIE GORME

Wild One (2:42) RCA 0250

## C & W

THAT'S WHEN THE HURTIN' SETS IN (2:45)

HANK SNOW

I'm Movin' (2:37) RCA 74-0251

I'LL NEVER BE FREE (2:16)

JOHNNY & JONIE MOSBY

The Pattern Of Our Lives (2:35) Capitol 2608

I'M A NATURAL LOSER (2:05)

DOYLE HOLLY AND THE BUCKAROOS

The Biggest Storm Of All (2:57) Capitol 2637

PUT YOUR LOVIN' WHERE YOUR MOUTH IS (2:05)

PEGGY LITTLE

Softly And Tenderly (2:37) Dot 45-17308

check your local One Stop for availability of the listed recordings

## Inn. Ops To Meet

The Music Operators of Minnesota scheduled a general membership meeting for Oct. 16 at the Ambassador Hotel, 5225 Wayzata Blvd., Minneapolis. Preceding the actual business meeting will be a cocktail party from 5:30 to 6:30 p.m., followed by a dinner hosted by the association. The association has invited MOA president Lou Ptacek and his wife and Mrs. Fred Granger to attend. Principal speakers at the meeting will be Lou Ptacek, Fred Granger and Harvey Kaplan, attorney for the association.

## Donnell On Markets

A recent issue of *The World's Fair*, British trade paper, contained a profile interview of Bally president J. O'Donnell. An interesting quote from Bill on the subject of future markets: "I think the big markets of the future will be the Eastern countries, South America and Africa. Look at the Ivory Coast. We've very recently applied 30 machines for a new casino there. Before that we'd barely heard of the area. All these countries are beginning to open up."

## Up Go Prices

WHITE PLAINS, N. Y. — The Institutional Food Service Division of General Foods Corporation has announced price increases of two cents to four cents per pound on its line of hotel and restaurant vending coffees. An equivalent price increase also was announced on the division's soluble coffees. The increases become effective today. The division said that the price advance was brought about by the rising costs for green coffee as well as increases for packaging, transportation, distribution and labor.

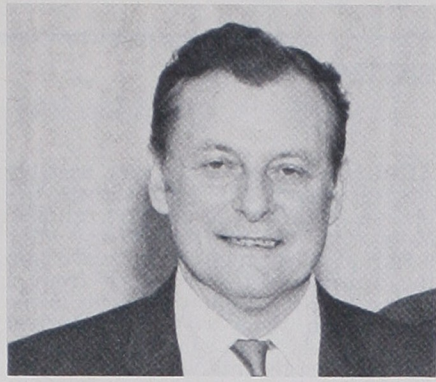
## Name Mullins To Sales Mgr. Post

CHICAGO — Robert Eugene Mullins has been appointed sales manager of the Business and Industry Group of Interstate United Corporation, according to A. J. Gazonas, vice president of Sales Division. He said that Mullins will be responsible for sales and marketing activities in the greater Philadelphia area and in Southern New Jersey. Mullins comes to Interstate United from ARA Services, Inc., where he was regional purchasing director. He attended LaSalle College, Wesley College, and Davis and Elkins College.

## White Promoted By Canteen

CHARLOTTE, N. C. — Seth T. White, Jr., has been named District Manager-Ending Services for the Charlotte Ending Operation of Canteen Corporation, it was announced today by Frank A. Clardy, southern area vice president for the food service organization. White, former assistant manager for Canteen's Charlotte operation, replaces Ben Mann, who has been assigned as account executive for the company in the North Carolina territory. Both he and Mann will report to Canteen's southern area vice president. White began as a route serviceman for Canteen in 1957 and has held various service and sales positions before being appointed to his new post.

# Many Activities Planned For N.Y. Ops Conclave



Ben Chicofsky

NEW YORK — It's all downhill now until Friday October 3rd when the three New York State regional associations gather for their 1969 anniversary

## CALIFORNIA CLIPPINGS

GO EAST YOUNG MAN, GO EAST... We are referring to the Far East in this case. **George Murcaka** of the Associated Coin Amusements Los Angeles office and **Henry Leyser** of the ACA office in San Francisco, both took off for Japan and parts east. They are due to return home sometime this week or the beginning of next week. While George is away **Harry Bird** has been looking after the shop and keeping very busy, which should keep George in good spirits... Harry reports that they couldn't have been more pleased by the way things went at the MOA in Chicago. The new Consul 120 was presented for viewing along with the brand new Prestige 160.

NEW ADDITIONS TO THE WURLITZER L.A. FAMILY... There were some sad farewells as parts manager, **Udo Winkler** prepared to leave to visit his "Uncle Sam" (the Army). But the weather should brighten up with the addition of **Nick Nicolletti** as the new head of the parts department. **Clayton Ballard** tells us that they have been expanding their shop, so to help out with some of the work they have just hired a new mechanic, **Jack Peabody**. Jack was formerly working on the east coast but we suspect that he should be taking to our California sun in a very short time. We were very sorry to hear of the passing of **Maxine Shiffer's** mother last week. We offer our sincere condolences to Maxine and her family. **APOLLO 1970 IN ORBIT**... Spoke with **Leo Simone** of Struve Distributing and he reports that the sales of the new Seeburg "1970 Apollo" have been literally out of this world. We hear that they can't get them in fast enough. They recently had showings in Los Angeles, San Diego, Denver, and Phoenix and we hear that the reception was fantastic, according to Leo. Also going great guns is a new type of wall-box called the "Digital Consolette" which Leo says does everything except talk to the customers.

FROM THE RECORD RACKS... From the San Francisco area we are getting reports on "Judy Blue Eyes" by Crosby, Stills and Nash on the Atlantic label. Things are looking anything but blue for the 5th Dimension with their latest on Soul City, "Wedding Bell Blues." Looks as though the second time around may do the trick for **Ike and Tina Turner** with the re-release of "River Deep, Mountain High" this time on the A&M logo. For those that don't remember the deck came out about two years ago and never did too much in the states but skyrocketed to number one on the British charts. From the Seattle territory the **Cowsills** are singing about those "Silver Threads and Golden Needles" (that was an old **Dusty Springfield** hit a long time ago when she was with the of all things, the **Springfields**, we think) on MGM. Another interesting debut is "Mess Around" by **Red Beans and Rice** on Epic. Things are looking very hot for **Crow** with their first release on Amaret, "Evil Woman"...

weekend at the Homowack Lodge in Spring Glen, N.Y. Ben Chicofsky, managing director of MONY, and convention organizer, advises the local trade that a few reservations for rooms still remain open, but they must notify his office no later than Wed. Phone is CI 5-7550.

Chicofsky revealed that over 400 operators, wives and guests from allied industries (e.g. record companies, one-stops, etc.) have reserved rooms for the weekend. Among the notable guests scheduled to attend is Fred Granger, MOA's executive director, and presidents of the three participating associations Al Denver (MONY), Jack Wilson (New York State Operators Guild) and Carl Pavesi (Westchester Operators Guild). Mrs. Millie McCarthy, president of the State Coin Machine Assn. should also be among the leading guests.

Major events slated for the weekend include an operator symposium Friday evening from 6:30 to 8:00 P.M. Subjects to be discussed at this business meeting should include: location security, 2-25 cents music pricing, and others. Door prizes will be awarded at the operator meeting. At the same time, a ladies affair will be staged and a woman character analyst has been signed to entertain them. Door prizes will also be awarded at the ladies meeting.

A large number of record companies will send representatives to the weekend affair including Stax, Metromedia, Epic, Columbia, Jubilee and United Artists.

A gala banquet will be held Saturday evening. Ladies will receive a surprise gift at the banquet.

## New NSM Catalog



Willy Marchand

OAKLAND, CALIF. — Willie Marchand, chief service engineer with A.C.A. Sales and Service, has advised that a new and complete parts and service manual on the NSM Prestige 160 phonograph will shortly be published for distributors and operators of the German-made jukebox.

## Oct. Dates Slated For 1970 MOA Expo

CHICAGO — Fred Granger, executive vice president of MOA, has announced that the 1970 Exposition will be staged October 16, 17, 18 (Fri-Sun) again at the Sherman House in Chicago. The show will be known as Expo Seven-O or simply Expo '70.

Granger is pleased that the show will fall within that time most requested by exhibitors. However, he points with pride to the record attendance which the 1969 Exposition enjoyed, even though it fell just after Labor Day.

The Phase II stage of the MOA Public Relations Program will get into high gear the first of the year, Granger revealed, and he and newly-elected president Lou Ptacek have already had several telephone conference calls since the Exposition to begin groundwork for the advanced additional PR material members will receive at that time. Part of the Phase II operation will include the preparation and mailing of the MOA Code of Ethics mounted on a wall plaque, to the association's members. It might also call for the preparation of a series of color slides, to be shown during the delivery of the highly-regarded Jukebox Story speech. Granger has already begun to check into such slide preparation.

President Ptacek begins his "road work" on behalf of the national group by attending the October 16th meeting of the Music Operators of Minnesota, with Granger. They'll be accompanied by their wives. Following that, Ptacek and Granger will attend the annual convention of the Music Operators of Virginia in Richmond, Nov. 20-22.

Granger himself will fly into New York Oct. 3rd to attend the annual combined association's weekend of that state's three regional groups at the Homowack Lodge in the Catskills. This will mark the first time Granger will be on hand for the New York meeting and he's looking forward to it with great enthusiasm.

remarking on the Exposition which just closed, Granger added some further notes of interest. Evaluation Forms, issued to all exhibitors about one week after the show's climax, have begun to return to MOA headquarters, listing suggestions and comments from the exhibitors designed to help in the preparation of Expo '70. Several of the exhibitor remarks included Brunswick's congratulations of a "superb show" and a request for additional exhibit space next year; and two requests (from Cointronics and the National Institute of Coin Mechanics) that one day of the Expo be open to the public.

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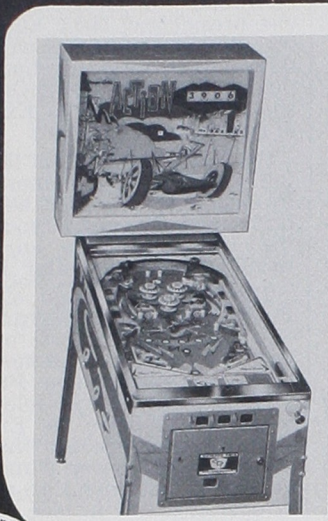
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Major League .....	150		
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## Round The Route

### EASTERN FLASHES

**AROUND TOWN** — Couldn't possibly start a column this week without tipping the editorial cap to those **Amazin' Mets** who "did the thing" just after 9:00 P.M. Wed. night. Just drove into the driveway after returning from a rather hectic but enjoyable trip to the Berlin coin show when a hysterical neighbor told us to run in and turn on the TV. Just in time were we to catch the ninth inning madness. Couldn't possibly be a better thing to greet you on returning to the States . . . Not to belabor the Berlin exhibition, but we did enjoy finally meeting with **Mike Wichinsky** while there. Mike's manager of the Las Vegas Bally Sales Corp. of Nevada, who, along with **Si Redd** down in Reno, supplies operators and casinos there with the factory's fine lineup of equipment. "Next to Las Vegas, this has to be the swingiest town in the world," said Mike, after returning from some of Berlin's more "interesting" supper clubs . . . Great hearing the news about **Jack Gordon's** Cameron Musical Instruments going public. Contrary to report in this column last week, the issue has been approved by the S.E.C. and all systems are go! Also this week comes the news that the Cameron will now be marketed exclusively by **Johnny Johnston's** MiAmCo division of Vendo and we expect plenty of action in that area shortly. Johnny, incidentally, used to operate the Charcoal Room at Peters Back Yard down in Greenwich Village a number of years ago . . . Associated Coin veep **Mickie Greenman** is currently contacting local tradesmen on behalf of that firm's Prestige 160 phono and Indy 500 car race game. Mick's regional sales supervisor for the Oakland-based firm in these parts and is planning on holding a number of service classes for ops in the near future, with his service ace **Willy Marchand** conducting . . . Speaking of equipment, there's plenty of hot action in the arcades in Midtown Manhattan. The new specialty games seem to be copping most of the coins with **SEGA's** Missile and Allied Leisure's Unseramble among the most popular items . . . Got a call from old coinbiz friend **Charlie Katz**. Things are still status quo but his spirit is right on top. Asks

us to pass on his regards to the trad via this column . . . The new phonograph releases are imminent with at least three of the factories about to break nationally with their 1970 models. Several regional showings have already taken place at Seeburg distributors where the Apollo has been previewed for selected operator-customer.

The Coin Machine Industry Division of Boys' Towns of Italy, Inc. has kicked off its tenth annual campaign to raise money for this world wide charity. This year there will be a total of 13 big prizes which will be raffled off at a ceremony in the Commodore Hotel in New York City, Saturday, November 8.

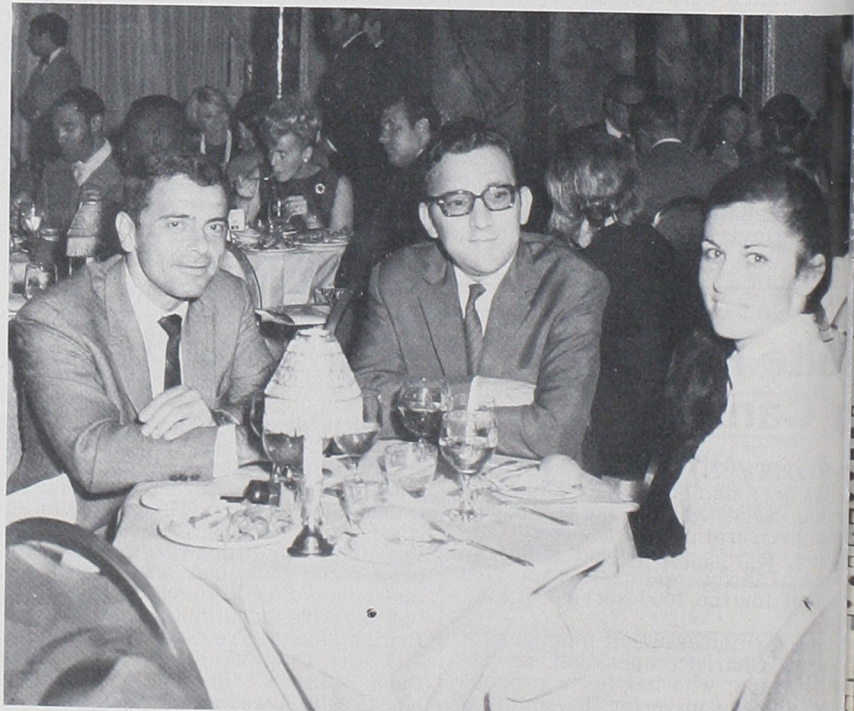
First prize is a round trip to Italy for two. This includes 5 days at the Mediterraneo Hotel in Rome plus meals at several of the city's most famous restaurants. Second prize is one week cruise to Nassau for two on the SS. Oceanic, while third prize is a round trip to San Juan, Puerto Rico for two. In addition, there are ten other valuable prizes.

Raffle books have been sent to many hundreds of people in the industry. Cost of a book, containing 12 chances is \$10.

The Boys' Towns of Italy were founded by Msgr. J.P. Carroll-Abbin and presently number 9, all located in Italy. Chairman of this year's committee is Meyer Parko. Other committeemen include **Jack Wilson**, Modern Vending; **Al Denver**, Lincoln Vending Corp. and **Abe Fine** of General Games Amusement. Contributions are deductible for come tax purposes.

Balsa-ARA S.A., an affiliate of ARA Services, Inc., is looking ahead to February when they will serve 3,000 athletes from 20 Central American and Caribbean countries during the 11th Panamanian games. The events are scheduled for Panama City from February 28 through March 14.

This is nothing new for ARA since along with their Mexican partner, the organization served 10,000 athletes from 117 countries during the Summer Olympic Games in Mexico City last year. As in Mexico, Balsa-ARA will train Panamanians in food service sanitation and other skills for the coming competition. Coordinator of the entire project is **Juan Esponda**, general mgr of Balsa-ARA.



The Belam Company recently played host to A. Georgacopoulos, general manager of Heinami E.E. of Athens, Greece, who was on a business trip to the United States on behalf of his company. In the above photograph he is flanked by Mrs. Morris Nahum of the Belam Co.





# Cash Box Round The Route

## CHICAGO CHATTER

CHICAGO — Next national convention attract a large segment of our industry is the NAMA show in New Orleans, La., October 18-21. A very interesting agenda is planned, dealing with timely topics for the typical vending company manager.

Official hotels will be the Jung, Monro, Roosevelt, Royal Sonesta and Eaton-Charles. Exhibit hours are 11:00-6:00 PM on Saturday and Sunday (18-19); 12:30-5:00 PM on Monday (20) and 12:30-4:00 PM on Tuesday (21).

At presstime we were preparing to attend the first Chicago showing of the Seeburg "Apollo" phonograph, scheduled by World Wide Dist. A large turnout is expected! More next week. Bill DeSelm of Williams Electronics Inc. items that the firm is now featuring "Phantom Gun," "Beta" rifle alley, and "Paddock," three of the very big attractions during the next MOA show. He reminds us that copies of "Grid Iron" were shipped and are on display as of now at the various Williams' distributors across the country!

At National Coin Machine Exchange, Schwartz and Mort Levinson are anxiously awaiting shipment of the new "Ibs," recently released by D. Gottlieb & Co. Distrib's had lots of operator inquiries about the new piece! The very near future — like October 18 — Mort will be attending the unveiling of the new Wurlitzer phonograph at a special distributor showing at Las Vegas' Sahara Hotel!

Empire Dist.'s Joe Robbins gives capsule report — and a very rough one, at that — on the recent NAMA conclave, in his current newsletter. Much emphasis is placed on the array of new equipment displayed at the amusement games manufacturers' exhibits. Called the busy promises of Chicago Dynamic Industries and spoke briefly with Mort Levinson. Factory has just about completed its current run on "Action" — a big seller! Mort tells us shipments of "Speedway" should commence within the next ten days or so!

Increasing demands for pool accessories and, of course, electric reboards, are keeping things hopping at Marvel Mfg. Co. The new Marvel catalog, which was mailed out recently, is an excellent guide for customers — and is available upon request! All present and accounted for at Atlas Music Co. — and plenty of cash! Had to make three calls in order to get Joe Kline on the phone! However, he did say business is great in all departments! Didn't have the heart to call Murph Gordon of Empire Dist., considering the current status of our Chicago Cubs. Being a Bleacher Bum and all, we're sure he's feeling mighty low.

MOA's new president Lou Ptacek will be heading for Minneapolis October 16 to speak at the Music Operators of Minnesota meeting. Also the dais will be MOA's executive vice president Fred Granger, a staunch supporter of regional associations; and MOA attorney Harvey Kaplan. Rock-Ola Mfg. Corp.'s George Hincker and several members of the Rock-Ola executive and sales staff plan to be on hand in New Orleans for the NAMA convention October 18-21.

Gus Tartol of Singer's One Stop reports excellent operator reaction to the following singles: "You've Lost That Lovin' Feeling" by Dionne Warwick (Scepter), "Suspicious Minds" by Elvis Presley (RCA), "Wedding Bell Blues" by the 5th Dimension (Soul City), "Is That All There Is" by Peggy Lee (Capitol) and "Piano Blues" b/w "Mack The Knife" by Brad Swanson (Thunderbird).

## MILWAUKEE MENTIONS

MILWAUKEE — Needless to say, the big happening last weekend was the Bears-Packers game in Green Bay. Lots of operators were on hand to cheer the Packers' 17-0 victory! Empire in Menominee added a new salesman to the staff. He's Don Lehner, who'll be covering the Wisconsin and upper Michigan territory. Welcome aboard! With regard to the Wisconsin sales tax and the proposed bill to exempt tax collections on phonographs and amusement games, we learned that a public hearing was scheduled for Friday, September 26, at 9:30 AM, in Room 1138 of the Capitol building in Madison. The date conflicted with our deadline, so we are unable to report the results of the hearing. However, Jim Stansfield, Clint Pierce and Sam Hastings definitely planned to attend. As a matter of fact, we talked to Jim, prior to the scheduled hearing, and he informed us the Wisconsin Music Merchants have been on top of the situation since the very start and have hired attorneys to represent them. Operators who are not members of the association are urged to join up now! For membership information, contact Lou Glass of Modern Specialty Co. in Madison! Exciting event at S. L. London Music last week was the unveiling of the new Seeburg "Apollo" phonograph during a 3-day showing held on the firm's premises (15-16-17)! As to the turnout in attendance and the reaction among operators, suffice it to say the showing was tabbed by Nate Victor as the "most successful in the distrib's history!"

## UPPER MID-WEST

The Premiere showing of the New Seeburg Apollo was held at the Lieberman Music Company Wednesday and Thursday Sept. 17-18 and because of the large crowd of operators that continued to come it was held over for the rest of the week. Frank Finerman of the Seeburg Corp. was on hand to greet the many people that came to see the Apollo. The Apollo was a smash hit as the comments and orders placed was evidence that the Apollo will be the phonograph of 1969 & 1970. Refreshment and luncheon were served and catered during the showing. Operator's and wives attending the showing of the Apollo were D. R. Keintz, Ritchie Hawkins, Rochester, Leo Friedel and Vern Cunningham, Gettysburg, Ike Sundem, Walter and Gary Witt, Leo and Doug Rau, St. Cloud, Mr. & Mrs. Arndt Peterson, Dave Chapman and Marv. Doerr, Phil Smith, H. H. Krueger, Gusty, and Lyle Woodboom, St. Cloud, Joe and Dennis Weber, Blue Earth, Mr. & Mrs. Lawrence Sieg, Eau Claire, Nik and Bob Berquist, Joe Durham, Clayt. and Harlow Norberg, Mankato, Gene Clennon, Austin Stan Woznak, Dean Schroeder, Aberdeen, Ralph Sanders, Stan Baeder, Fargo, Fred Fixel, John Galep, Herb Peterson and Dave Austin, Milbank, Loren Beaudoin, Jim Stolp, Mr. & Mrs. Stan Hennes, Joe Perkins, Mr. & Mrs. Gordon Runnberg, Jack Deming, Jack Godfrey, Jim Charkaris, Frank Kuntz, Mac Hasvold and Pete Thompson, Sioux Falls, Pete Wornson, Joe Topic, Dick Schroeder, Lou Basil, Don Wagner, Harold Awe, Dick Benson, Al. Klammer, Bob Leonard, Eddie Mischel, Marv. Huber, Clem Pinewski, Jim Zaccardi, Martin Kalsen, Bob Bregel, Lyle Kesting, and Norton, Lieberman . . . and many more that didn't sign in . . .

All in all it was one of the best turnouts that the Lieberman Music Co. has had in many years.

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65	Benf	34	41 1/4	42 1/4	42 1/4	44 1/2	10	El	1 20	30 1/4	30 1/4
67 1/4	Benf	149	77 1/4	78 1/4	78 1/4	22 3/8	71	Aib	1	20 1/4	20 1/4
79 1/4	Benguel	60	28 1/4	28 1/4	28 1/4	27 1/2	112	line	Cp	31 1/2	31 1/2
31 1/8	Berkey	314	31 1/8	30	30	30 3/4	213	HeciaMng	70	55	35
28 1/8	Bermec	60	32 3/4	31	31	30 3/4	46	Heinz HJ	1 50	97	64 1/4
26 1/8	Beryllium	149	77 1/4	78 1/4	78 1/4	22 3/8	71	Helene Curt	50	18 1/2	18 1/2
24 1/4	Black	2	60	59 1/2	59 1/2	59 1/2	40b	Heli Coil	60	22	22
23	Bliss	1	13	28 3/8	28 1/2	28 1/2	80	HellerWE	60	55	20 1/8
23 1/8	Blue	50	12	53 3/4	53 3/4	53 3/4	50b	Inc 75e	75e	44	44 1/8
14	Bobb	111	24 1/4	24 1/4	24 1/4	24 1/4	1	Inc 1.10	1.10	27 1/2	28
22 1/2	Boeing	589	54 1/4	54 1/4	54 1/4	54 1/4	80	O&C	30	57 1/4	57 1/4
20 1/2	BoisC	40	10	83 1/2	82 1/2	82 1/2	18h	lein	70	35 1/4	36 1/8
51	Boise	1	15	28	27	27 1/4	60	Pack	20	80 1/4	79
20 1/4	Bond	92	27	51 1/4	51 1/4	50	6	Voltage	10	11 1/2	33 1/4
11 1/8	Bk M	159	29 1/8	30 1/4	29 1/4	29 1/4	7	Hot	1 60	8	88 1/8
28 1/8	Borde	5	100	32 1/4	33 1/2	33 1/2	40	Hot wi	15	83 1/2	38 1/2
25 1/4	Borgy	59	23 3/4	24 1/8	24 1/8	24 1/8	14				
15 1/2	Borm	12	42 1/2	42 1/2	42 1/2	42 1/2					

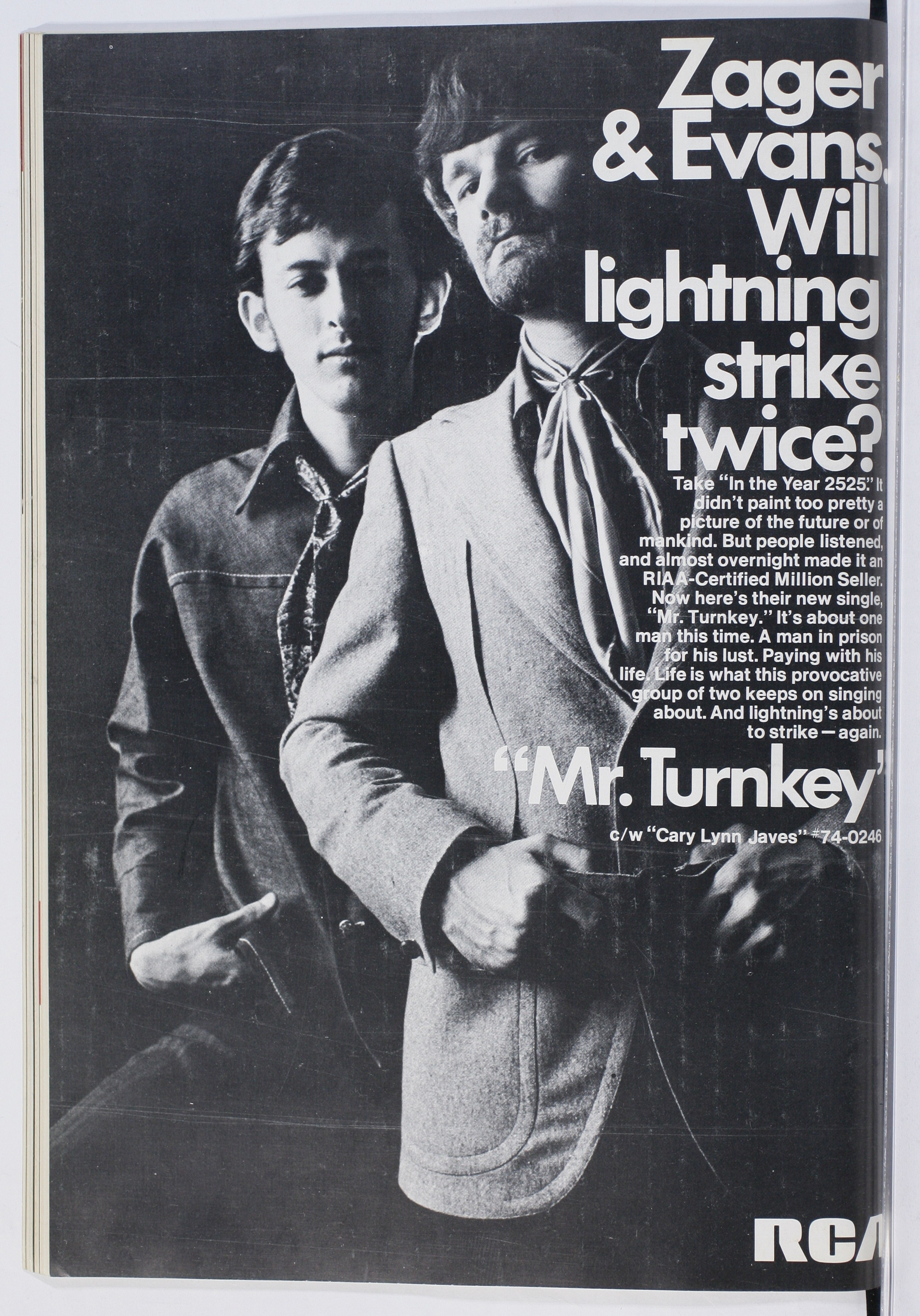


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## "Mr. Turnkey"

c/w "Cary Lynn Javes" #74-0246

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