

Solo Femme Acts Flying High On The Charts • CBS To Handle Immediate In The US • LHI Moving Over to ABC Family

September 23, 1967

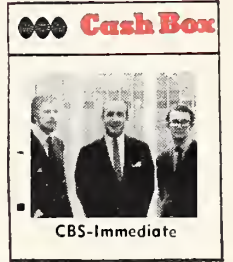
Editorial: Before You Answer

# Cash Box

• Sell Rowe Manufacturing • Raft Of Foreign Sales Confabs: WB-Reprise-Pye, EMI, Decca & Phono; Benjamin's Warning

VARIETY IS SPICE OF MUSICOR'S LIFE

Int'l Section Begins Pg. 49



PLATTERS (BELOW)

GEORGE JONES (ABOVE)



INEZ & CHARLIE FOXX (BELOW)

TOMMY HUNT (BELOW)



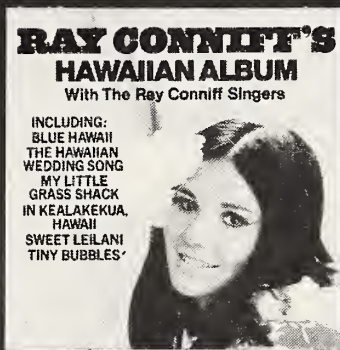
# Ray Conniff rides the breakers.

A breaking smash single...

"One Paddle Two Paddle"<sub>c/w</sub>

"The Hukilau Song"  
4-44298

From Ray's breaking hit album



CL 2747 / CS 9547

The Who and What everyone's tuned to today. On Columbia Records 





# Cash Box

Vol. XXIX—Number 9 September 23, 1967

(Publication Office)

**1780 Broadway**  
**New York, N. Y. 10019**

(Phone: JUdson 6-2640)  
CABLE ADDRESS: CASHBOX, N. Y.

**GEORGE ALBERT**  
*President and Publisher*  
**MARTY OSTROW**  
*Vice President*  
**LEON SCHUSTER**  
*Treasurer*

**IRV LIGHTMAN**  
*Editor in Chief*

#### EDITORIAL

**TOM McENTEE** *Associate Editor*  
**ALLAN DALE**  
**DANIEL BOTTSTEIN**  
**JOHN KLEIN**  
**MARV GOODMAN**

#### EDITORIAL ASSISTANTS

**MIKE MARTUCCI**  
**ANTHONY LANZETTA**  
**HEDDY ALBERT**

**BERNIE BLAKE**  
*Director of Advertising*

#### ACCOUNT EXECUTIVES

**STAN SOIFER**  
**BILL STUPER**  
**HARVEY GELLER, Hollywood**

ART DIRECTOR—**WOODY HARDING**

#### ED ADLUM

*General Manager*  
**COIN MACHINES & VENDING**  
**BEN JONES** *Assistant*

**CAMILLE COMPASIO, Chicago, Ill.**  
**LISSA MORROW, Hollywood**  
CIRCULATION—**THERESA TORTOSA, Manager**

#### CHICAGO

**CAMILLE COMPASIO**  
29 E. Madison St.  
Chicago 2, Ill.  
(Phone: (312) FI 6-7272)

#### HOLLYWOOD

**HARVEY GELLER**  
6290 Sunset Blvd.  
Hollywood, Cal. 90028  
(Phone: (213) 465-2129)

#### EUROPEAN DIRECTOR

**NEVILLE MARTEN**

**ENGLAND**  
**NEVILLE MARTEN**  
*Dorris Land*  
9a New Bond St.,  
London, W1, England  
Tel: 01-493-2868

#### ITALY

**MARIO PANVINI ROSATI**  
Galleria Passarella 2  
Milan (Italy)  
Tel: 790990

#### GERMANY

**MAL SONDOCK**  
Josef Raps Strasse 1  
Munich, Germany  
Tel: 326410

#### HOLLAND

**PAUL ACKET**  
Thereslastraat 59-63  
The Hague  
Tel: 837703

#### FRANCE

**CHRISTOPHE IZARD**  
24, Rue Octave Feuillet,  
Paris XVI Tel: 870-9358

#### BELGIUM

**MIMI SMITH**  
894, Chausse Romaine  
Wemmel (Brabant)  
Tel: 02-78.96.63

#### SCANDINAVIA

**SVEN G. WINQUIST**  
Kaggeholmsvagen 48,  
Stockholm-Enskede,  
Sweden, Tel: 59-46 85

#### SPAIN

**FEDERICO HALPERN**  
Sagasta 23,  
Apartado 4025,  
Madrid  
Tel: 257 0907—224 8600

#### AUSTRALIA

**RON TUDOR**  
8 Francis St.,  
Heathmont, Victoria  
Tel: 870-5677

#### ARGENTINA

**MIGUEL SMIRNOFF**  
Rafaela 3978,  
Buenos Aires,  
Tel: 69-1538

#### BRAZIL

**LUIS DE C. GUEDES**  
Rua Rego Freitas,  
289—3º andar  
Sao Paulo, SP

#### MEXICO

**ENRIQUE ORTIZ**  
Insurgentes Sur 1870  
Mexico 20, D. F.,  
Tel: 24-65-57

#### CANADA

**JOHN MURPHY**  
87 North Hill St.,  
Port Arthur, Ontario  
Tel: (807) 344 3526

#### JAPAN

*Adv. Mgr.:*  
**SHOICHI KUSANO**  
*Editorial Mgr.:*  
**MORIHIRO NAGATA**  
466 Higashi-Oizumi  
Neirimaku,  
Tokyo

## Before You Answer . . .

The surge in consumer-oriented coverage of the record business has previously received comment in this space. Months ago, we directed our attention to the Public Relations figure—independent or company-associated—and the necessity, if not outright vital responsibility, to provide an honest and intelligent flow of information to the “outside” press. It can hurt the business no end when the lines of communication between the trade and sources eager to sop-up “angles” for colorful copy are cluttered, for instance, with the easily quotable, facile phrase that is more often half-truth than fact.

This is not entirely the fault of the trade. There happens to be a dearth of really qualified journalists at various consumer publications who really can classify themselves as knowledgeable about the record business. And the coverage we’ve seen of late is far from the genre of old (e.g. “Marriage is Not for Me, Says Top Disk Star”). By and large, some of the complexities of the record business are being investigated and, unfortunately, sweeping (and glittering) generalizations face the uninformed reader. Many publications often must assign stories to writers whose only qualifications are that they come from the amusement or entertainment department.

While the situation is improving as

publications recruit talent whose responsibilities lie primarily in record industry reportage, the necessity for an accurate dissemination of news becomes greater as the consumer press attempts to tackle the more intricate nature of doing business in the record industry.

We are not putting all of this in the laps of PR men or publicity departments. This is a responsibility that every record man faces, for the “informed spokesman” could well be any tradester who bears executive authority. And it applies to the trade papers, too. Many consumer publications turn to the trades to get wind of developments and trends in the record business. Trade reporting that puts greater weight on the “scoop” than on its relation to truth runs the risk of being regarded as “the Gospel” among the “outside” journalistic fraternity.

The record business is emerging as a billion dollar business in its own right; the stars and hit songs it creates go on to make millions in other areas. This is the essence of why the consumer press has taken justifiable cognizance of the things that make it tick. With so much at stake, the trade cannot afford to overstate or to incorrectly inform. Check your facts before you answer that guy who’s got a lead on a good record industry story.

SUBSCRIPTION RATES \$20 per year anywhere in the U.S.A. Published weekly. Second class postage paid at Bristol, Conn. 06012 U.S.A.  
Copyright © 1967 by The Cash Box Publishing Co., Inc. All rights reserved. Copyright under Universal Copyright Convention.



# Cash Box TOP 100

SEPTEMBER 23, 1967

	9/16	9/9		9/16	9/9		9/16	9/9
1 THE LETTER			34 HEY BABY			66 I'LL NEVER FALL IN LOVE AGAIN		
THE BOX TOPS-Mala-565	2	4	BUCKINGHAMS-Columbia-44254	62	73	TOM JONES-Parrot-40018	75	86
2 ODE TO BILLIE JOE			35 LITTLE OLE' MAN			67 KNOCK ON WOOD		
BOBBIE GENTRY-Capitol-5950	1	1	BILL COSBY-Warner Bros.-7072	44	63	OTIS REDDING & CARLA THOMAS-		
3 COME BACK WHEN YOU GROW UP			36 THINGS I SHOULD HAVE SAID			Stax-228	74	76
BOBBY VEE-Liberty-55964	4	6	GRASS ROOTS-Dunhill-4094	40	42	68 TURN THE WORLD AROUND		
4 APPLES, PEACHES AND PUMPKIN			37 A BANDA			EDDY ARNOLD-RCA-47-9265	70	75
PIE			HERB ALPERT & TIJUANA BRASS-			69 CHILD OF CLAY		
JAY & THE TECHNIQUES-Smash-2086	5	7	A&M-870	46	58	JIMMIE RODGERS-871	81	93
5 REFLECTIONS			38 BLUE'S THEME			70 LET IT OUT		
DIANA ROSS & SUPREMES-			DAVE ALLEN & THE ARROWS-			HOMBRES-Verve/Forecast-5058	73	83
Motown-1111	3	2	Tower-295	39	33	71 LET LOVE COME BETWEEN US		
6 NEVER MY LOVE			39 PUT YOUR MIND AT EASE			JAMES & BOBBY PURIFY-Bell-685	77	87
THE ASSOCIATION-Warner Bros.-7074	11	27	EVERY MOTHER'S SON-MGM-13788	47	56	72 PURPLE HAZE		
7 YOU'RE MY EVERYTHING			40 WHAT NOW MY LOVE			JIMI HENDRIX EXPERIENCE-		
THE TEMPTATIONS-Gordy-7063	7	8	MITCH RYDER-Dynovoice-901	51	70	Reprise-0597	72	74
8 SAN FRANCISCAN NIGHTS			41 PLEASANT VALLEY SUNDAY			73 MORE THAN THE EYE CAN SEE		
ERIC BURDON & ANIMALS-			THE MONKEES-Colgems-1007	16	11	AL MARTINO-Capitol-5989	82	—
MGM-13769	8	14	42 YOU KEEP RUNNING AWAY			LEWIS & CLARKE EXPEDITION-		
9 THERE IS A MOUNTAIN			FOUR TOPS-Motown-1113	68	—	Colgems-66-1006	69	67
DONOVAN-Epic-10212	14	16	43 TESTIFY			75 THE LAST WALTZ		
10 COLD SWEAT			THE PARLIAMENTS-Revilot-297	20	18	ENGELBERT HUMPERDINCK-		
JAMES BROWN-King-6110	10	10	44 SOUL MAN			Parrot-40019	87	—
11 FUNKY BROADWAY			SAM & DAVE-Stax-231	56	68	76 OUR SONG		
WILSON PICKETT-Atlantic-2430	13	17	45 GET ON UP			JACK JONES-Kapp-847	78	80
12 HIGHER & HIGHER			THE ESQUIRES-Bunky-7750	57	66	77 SUNSHINE GAMES		
JACKIE WILSON-Brunswick-55336	18	22	46 IN THE HEAT OF THE NIGHT			MUSIC EXPLOSION-Laurie-3400	80	84
13 YOU KNOW WHAT I MEAN			RAY CHARLES-ABC-10070	49	54	78 IT COULD BE WE'RE IN LOVE		
THE TURTLES-White Whale-254	15	19	47 IT MUST BE HIM			THE CRYAN SHAMES-Columbia-44191	71	71
14 I HAD A DREAM			VIKKI CARR-Liberty-55986	65	77	79 THERE'S ALWAYS ME		
PAUL REVERE & THE RAIDERS-			48 YOU GOTTA PAY THE PRICE			ELVIS PRESLEY-RCA-9287	45	49
Columbia-4-44227	17	21	AL KENT-Ric Tic-127	52	59	80 LOOK OF LOVE		
15 12:30			49 YOUR PRECIOUS LOVE			DUSTY SPRINGFIELD-Philips-40465	93	—
MAMA'S & PAPA'S-Dunhill-4099	19	23	MARVIN GAYE & TAMMI TERRELL-			BOB SEGER-Cameo-494	84	89
16 I DIG ROCK & ROLL MUSIC			Tamla-54156	64	—	82 FOR WHAT IT'S WORTH		
PETER, PAUL & MARY-Warner			50 JILL			STAPLE SINGERS-Epic-10220	83	85
Bros.-1700	22	45	GARY LEWIS-Liberty-55985	41	31	83 SPREADIN' HONEY		
17 BROWN EYED GIRL			51 ANYTHING GOES			WATTS 103RD RHYTHM BAND-		
VAN MORRISON-Bang-545	21	26	HARPER'S BIZARRE-Warner Bros.-7063	53	55	Keymen-108	95	100
18 DANDELION			52 SILENCE IS GOLDEN			84 YOU'VE MADE ME SO VERY HAPPY		
ROLLING STONES-London-905	34	51	THE TREMELOES-Epic-10184	28	20	BRENDA HOLLOWAY-Tamla-54155	89	—
19 GETTIN' TOGETHER			53 PEOPLE ARE STRANGE			85 GET TOGETHER		
TOMMY JAMES & SHONDELLS-			THE DOORS-Elektra-45621	—	—	YOUNG BLOODS-RCA-47-9264	88	92
Roulette-4762	23	34	54 THANK THE LORD FOR THE			THE HAPPENINGS-B.T. Puppy-532	—	—
20 BABY I LOVE YOU			NIGHT TIME			87 PLEASE LOVE ME FOREVER		
ARETHA FRANKLIN-Atlantic-2427	6	3	NEIL DIAMOND-Bang-547	26	13	BOBBY VINTON-Epic-5-10228	—	—
21 MUSEUM			55 RUN, RUN, RUN			88 ODE TO BILLIE JOE		
HERMAN'S HERMITS-MGM-13787	30	40	THIRD RAIL-Epic-10191	58	60	THE KINGPINS-Atco-6516	—	—
22 MAKING EVERY MINUTE COUNT			56 LIGHTNING'S GIRL			89 INCENSE & PEPPERMINTS		
SPANKY & OUR GANG-Mercury-72714	24	28	NANCY SINATRA-Reprise-0620	—	—	STRAWBERRY ALARM CLOCK-		
23 I MAKE A FOOL OF MYSELF			57 WORDS			UNI-55018	—	—
FRANKIE VALLI-Philips-40484	29	39	THE MONKEES-Colgems-66-1007	25	12	90 IT'S GOT TO BE MELLOW		
24 ALL YOU NEED IS LOVE			58 HAPPY			LEON HAYWOOD-Decca-32164	86	88
THE BEATLES-Capitol-5964	9	5	SUNSHINE COMPANY-Imperial-66247	31	32	91 FALL IN LOVE WITH ME		
25 GIMME LITTLE SIGN			59 CASANOVA			BETTYE SWANN-Money-129	92	—
BRENTON WOOD-Double Shot-116	32	41	RUBY ANDREWS-Zodiac-1004	61	72	92 I CAN'T STAY AWAY FROM YOU		
26 HOW CAN I BE SURE			60 LITTLE OLE WINE DRINKER ME			IMPRESSIONS-ABC-10964	90	95
YOUNG RASCALS-Atlantic-2438	50	69	DEAN MARTIN-Reprise-608	48	50	93 FORGET IT		
27 BALLAD OF YOU AND ME AND			61 WE LOVE YOU			SANDPEBBLES-Calla-134	100	—
POONEIL			ROLLING STONES-London-905	63	65	94 SWEET SOUL MEDLEY (Part 1)		
JEFFERSON AIRPLANE-RCA-47-9297	36	48	62 ZIP CODE			MAGNIFICENT MEN-Capitol-5976	91	97
28 LIGHT MY FIRE			THE FIVE AMERICANS-Abnak-123	55	61	95 ROCK N' ROLL WOMAN		
THE DOORS-Elektra-45615	12	9	63 THE WORLD WE KNEW			BUFFALO SPRINGFIELD-Atco-6519	—	—
29 LOVE BUG LEAVE MY HEART			FRANK SINATRA-Reprise-8610	37	25	96 I'LL RELEASE YOU		
ALONE			64 HEROES AND VILLAINS			JOANN BON & COQUETTES-MTA-129	98	—
MARTHA REEVES & THE VANDELLAS-			BEACH BOYS-Brother-1001	35	24	97 SOMETIMES SHE'S A LITTLE GIRL		
Gordy-7062	38	43	65 MEMPHIS SOUL STEW			TOMMY BOYCE & BOBBY HART-		
30 TO SIR WITH LOVE			KING CURTIS-Atco-6511	79	90	A&M-874	—	—
LULU-Epic-49187	59	78				98 TIME SELLER		
31 GROOVIN'						SPENCER DAVIS-United Artists-50202	—	—
BOOKER T & MG'S-Stax-224	33	35				99 BABY I'M LONELY		
32 EXPRESSWAY TO YOUR HEART						INTRUDERS-Gamble-209	—	—
SOUL SURVIVORS-Crimson-1010	66	79				100 KITTY DOYLE		
33 CAT IN THE WINDOW						DINO, DESI & EILLIE-Reprise-0619	—	—
PETULA CLARK-Warner Bros.-7073	42	52						

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)			
A Banda (Fermata Int'l)	37	Lightning's Girl (Lee Hazlewood, ASCAP)	56
Anything Goes (Harms, ASCAP)	51	Little Ole Man (Jobete, BMI)	35
All You Need Is Love (Maclean, BMI)	24	Little Ole Wine Drinker, Me (Moss-Rose, BMI)	60
Apples, Peaches & Pumpkin Pie (Akbetal/Act Three, BMI)	4	Look Of Love (Colgems, ASCAP)	80
Baby, I Love You (14th Hour, BMI)	20	Love Bug, Leave My Heart Alone (Jobete, BMI)	29
Baby I'm Lonely (Razor Sharp, BMI)	99	Making Every Minute Count (Akbetal, BMI)	22
Ballad Of You And Me And Pooneil (Jefferson Airplane, BMI)	27	Memphis Soul Stew (Pronto & Kilynn, BMI)	65
Blue's Theme (Dijon, BMI)	38	More Than The Eye Can See (Saturday, BMI)	73
Brown Eyed Girl (Web IV, BMI)	17	Museum (Peer Int'l, BMI)	21
Casanova (Ric Will, BMI)	59	Never My Love (Tamerlane, BMI)	6
Cat In The Window (Chardon, BMI)	33	Ode To Billie Joe (Larry Shayne, ASCAP)	2, 88
Child Of Clay (Ernie Maresca, ASCAP)	69	Our Song (Santa Cecilia, BMI)	76
Cold Sweat (Dyanotone, BMI)	10	People Are Strange (Nipper, ASCAP)	53
Come Back When You Grow Up (Painted Desert, BMI)	3	Pleasant Valley Sunday (Screen Gems, Columbia, BMI)	41
Dandelion (Gideon, BMI)	18	Please Love Me Forever (Selma, BMI)	87
Expressway To Your Heart (Double Diamond, Downstairs, BMI)	32	Purple Haze (Sea Lark, BMI)	72
Fall In Love With Me (Money, BMI)	91	Put Your Mind At Ease (Pocket Full Of Tunes, BMI)	39
For What It's Worth (Sprigaloo Toones, Ten East Cottillion, BMI)	82	R-factions (Jobete, BMI)	5
Forget It (Unbelievable, BMI)	93	Rock N' Roll Woman (10 East, Springalo, Cottillion, BMI)	95
Funky Broadway (Routene, Drive In, BMI)	11	Run, Run, Run (T.M, BMI)	55
Get On Up (Hi-Mi, BMI)	45	San Franciscan Nights (Sealark, BMI)	8
Get Together (F.S.O., BMI)	85	Silence Is Golden (Dialogue, BMI)	52
Gettin' Together (Patricia, BMI)	19	Sometimes She's A Little Girl (Screen Gems, Columbia, BMI)	97
Gimme Little Sign (Big Shot, ASCAP)	25	Soul Man (East, BMI)	44
		Spreadin' Honey (Keyman, BMI)	83
		Sunshine Games (Southern, ASCAP)	77
		Sweet Soul Medley Part 1 (Jobete, BMI)	94
		Testify (Groovesville, BMI)	43
		Thank The Lord For The Night Time (Tally Rand, BMI)	54
		There Is A Mountain (Peer Int'l, Hi Count, BMI)	9
		There's Always Me (Gladys, ASCAP)	79
		Things I Should Have Said (Trousdale, BMI)	36
		Time Seller (Maribus, BMI)	98
		To Sir With Love (Screen Gems, BMI)	30
		Turn The World Around (Finger Lake, BMI)	68
		12:30 (Wingate, ASCAP)	15
		We Love You (Gideon, BMI)	61
		What Now, My Love (Remick, ASCAP)	40
		Why Do Fools Fall In Love (Patricia, BMI)	86
		Words (Screen Gems, Columbia, BMI)	57
		World We Knew (Roosevelt, BMI)	63
		You Gotta Pay The Price (Myto, BMI)	48
		You Keep Running Away (Jobete, BMI)	42
		You Know What I Mean (Chardon, BMI)	13
		You're My Everything (Jobete, BMI)	7
		(Your Love Keeps Lifting Me) Higher & Higher (Jalynne, BMI)	12
		Your Precious Love (Jobete, BMI)	49
		You've Made Me So Happy (Jobete, BMI)	84
		Zip Code (Jelstar, BMI)	62



# THE NEW LEADER: JENNIFER SUNNY DAY BLUE

Sings



#324-Produced by Marty Cooper

Cash Box—September 23, 1967

Cash Box—September 23, 1967



# THE HOLLIES TOUCH...

## PURE GOLD



### THE HOLLIES "King Midas In Reverse" 5-10234



©"EPIC", Marca Reg. T.M. PRINTED IN U.S.A.

## CBS To Market Immediate In U.S.

NEW YORK—Britain's Immediate label will be marketed and released in the United States by CBS Records. Announcement of the deal was made in New York last week by Clive Davis, vice president & general manager of CBS Records, and Andrew Loog Oldham and Tony Calder, owners of Immediate. Attorney Abe Somer represented Immediate in the negotiations with CBS. Some months ago, United Artists Records claimed distribution rights to the label, but this was subsequently denied by the Oldham office in London.

Since its establishment two years ago, Immediate Records has emerged as the first successful independent record operation in England, with a consistent string of top chart hits in that country as well as in other European markets. Immediate's roster of top producers includes Mick Jagger, Mike Hurst, Steve Marriott,

Ronnie Lane and the label's co-owner, Andrew Loog Oldham, who also produces The Rolling Stones. Oldham discovered The Rolling Stones and Marianne Faithfull.

In announcing the new releasing agreement with Immediate Records, Davis commented: "The Immediate label has been managed with much imagination and creativity. Its number of successful records has been very unusual. In a short period of time the label has been consistently on the English charts, and I know that under the direction of Andy Oldham and Tony Calder, Immediate Records will soon establish itself as an important source of hit product in this country."

Smash Single Is First  
Immediate's American debut single,

(Continued on page 40)

## ABC To Handle Hazlewood's LHI Label

NEW YORK—LHI Records, the Lee Hazlewood-directed label, will become a member of the growing-family of labels being distributed through ABC Records, Cash Box has learned.

This move ends LHI's deal with Decca Records, with which Hazlewood formed the company a year ago. It's understood that Decca and Hazlewood have agreed to end the relationship.

Hazlewood has continued to maintain indie producing contracts, including a very successful relationship with Nancy Sinatra, for whom he has cut a number of hits, including the current "Lightning's Girl," which hit the number 56 spot on this week's Top 100 in its first appearance on the chart.

## FRONT COVER:



Musicor Records' second anniversary celebration finds the company expanding its diversification program with major moves in country, pop, and R & B areas. Key element of the label's country success is George Jones, who has scored repeatedly with both country and sacred singles and albums. Jones is shown (top photo) during an appearance on the Jimmy Dean TV show with the host of the program. In the center photo are The Platters, who have enjoyed a major resurgence on the pop charts in the course of their first year with Musicor, thus further strengthening the company's pop position. Finally, the firm has made a major move in R & B this year with its distribution deal with the hot Dynamo label, featuring Inez and Charlie Foxx (photo left, above) and Tommy Hunt (photo right, above), in addition to a host of recently-signed newer artists (See separate story on page 8.)

## INDEX

Album Plans	43
Album Reviews	37, 38
Basic Album Inventory	41
Bios for D.J.'s	24
Coin Machine Section	60-70
Country Music Section	44-48
Focus on Jazz	32
International Cover	49
International Section	49-59
Looking Ahead (Singles)	14
Platter Spinner Patter	24
R&B Top 50	22
Radio Active Chart	10
Record Ramblings	18
Singles Reviews	26, 28, 30
Sure Shots	34
Talent on Stage	12
Top 100 Labels	36
Top 100 Albums	40
Up Coming Events	43
Vital Statistics	16

## Mercury Aims To Crack \$4 Bil Premium Field

CHICAGO—Mercury Records has appointed David-Martin Corp., a national premium specialty organization based here, as its exclusive representative in that field. Irwin Steinberg, executive vice-president of Mercury, said that David-Martin would exclusively represent not only the five labels within the corporate roof, Philips, Smash, Fontana, Limelight and Mercury, in both the disk and 4 and 8-track and cassette product area, but would also include Mercury's home entertainment product division, which includes both phono and cassette recorders.

"Mercury Record Corporation is aware of the four billion annual gross in the premium field in negotiating this exclusive program with David-Martin Corporation," Steinberg said. "We feel that the magnitude of our corporate product now necessitates a separate sales and promotion force working nationally on this growing industry and its potential," he added.

### Regional Network Due

Seymour Saltzman, president and general manager of David-Martin, which has been in the premium field nationally for seven years, is currently organizing a network of 8 to 10 regional organizations cross country which will coordinate under his national direction. Announcement of specific organizations working with David-Martin to sell and promote Mercury products will be forthcoming about October 15.

David-Martin will concentrate entirely in the general field of premium usage. They will sell the entire premium user field, beginning with sales incentive and dealer load programs and in the expanding trading stamp area. In addition, they will develop for Mercury the area of major consumer contest prizes.

## Solo Femme Singing Acts Stage A Spree Of Top 100 Successes

NEW YORK—"Girls to the left of me, girls to the right of me . . ." sings an old Cole Porter refrain, and that's the story of the current look of the Top 100.

The feminine vocal touch, long seen as a hard ticket to sell on the singles scene (theory: young girls buy most of the singles, and naturally go for male performers), is becoming a consistent hit factor on the charts.

### A Reason Why?

Tradesters are hard put to recall when the charts featured so many distaff performers, some of whom are making an historic impact in disk sales. While it's difficult to set down why this is so, a survey of the type of songs the current holders of Top 100 disks are singing may provide a good clue: many are not singing material which necessarily states the point of view of a woman (e.g. "Ode to Billie Joe") and are therefore able to receive greater attention from male disk buyers, who prefer to sit it out with themes of a direct I-Love-You nature.

Solo artists like Bobbie Gentry of

"Ode" fame and Aretha Franklin are, of course, among the leading solo disk acts of the day. Aretha Franklin, in fact, is the first female artist ever to earn three gold records in a row for singles product.

Among the new names making big headway on the Top 100 are Gentry and Lulu, the English performer, moving up the listing quickly with "To Sir With Love" on the Epic label. More established Top 100 names include Petula Clark, Nancy Sinatra, Dusty Springfield, Brenda Holloway, Ruby Andrews and Betty Swann. In addition, Vikki Carr can boast her biggest singles hit with "It Must Be Him."

Besides the raft of solo performers, female singing groups like Diana Ross & the Supremes, Martha Reeves & the Vandellas, and Joann & the Coquettes are chart names. There's also several male-and-female duets. They are Marvin Gaye & Tammi Terrell and Otis Redding & Carla Thomas.

Record companies are responding to this feminine chart binge by releasing about 3 times more female disks than in months past, a Cash Box survey of new releases reveals.

## Atlantic's Sachs: Mono LP Sales Still A 'Substantial' Business

NEW YORK—The mono LP is well-worth having around, according to Len Sachs, merchandising and album sales chief at Atlantic Records.

Sachs reports that teenage mono LP's at the label now account for 20-25% of the label's weekly dollar volume, representing, Sachs points out, "a substantial amount of business, which we have no intention of turning our backs on."

When stereo album product accounted for the same turnover, Sachs adds, "we had no intention of getting rid of stereo merchandise."

Conceding that mono inventories in

some cases have become too large in proportion to the amount of mono LP's now being sold, Sachs nevertheless thinks it's "a grave error on the part of any wholesaler or retailer to add to the problem with large returns, which can cause a glut on the market." "We are aware of the advantages of a single inventory. However, at this time I think it equally wrong to cease the marketing or stocking of monaural LP's, which still are very much in demand by consumers."

Sharing Sachs' comments on the mono LP situation, Neshui Ertegun, vp of Atlantic, is also of the belief that "stereo records do not sound good on mono machines." Thus, he differs with the contention of engineers at Columbia Records who believe that stereo LP's played on late model mono machines give "excellent results."

## RCA Denies Extra Mono LP Discount

NEW YORK—RCA Victor Records has denied a move whereby it would "meet" Capitol Records' new policy of giving an additional 20% discount to dealers on mono album product. A story in another trade paper erroneously stated, the label informed Cash Box last week, that RCA would offer its customers a similar pricing policy.

## Chris Hamilton Exits Dot

HOLLYWOOD—Chris Hamilton has resigned as exec vp of Dot Records. She had been with the company since it was founded by Randy Wood in 1950. Wood himself left the label several weeks ago. Arnold Burk, new president of Dot, said that the resignation was accepted with the "greatest reluctance." She told Cash Box that she has "no plans, except to take a couple of weeks off and see what happens."

## Vogues Master To MGM

NEW YORK—MGM Records last week took over the distribution of "Lovers of the World Unite" by the Vogues in a master deal concluded by Lenny Scheer, the label's director of marketing.

Previously on the Co & Ce label, the song had begun showing nationally when arrangements were completed for its transfer. This week, it appears as No. 17 on the Cash Box Looking Ahead chart.

**Foreign Sales Meets: WB-Reprise-Pye, EMI, Decca & Phonogram See International Section**

## Musicor's 2nd Birthday Under Talmadge: Diversification Is The Name Of The Game

NEW YORK—When vet disk exec Art Talmadge acquired a controlling interest in Musicor Records two years ago, he set about applying one of the most important basic principles of the record business, namely diversification.

"Diversification provides all the business advantages of a well-balanced stock portfolio," says Talmadge "And the policy has paid out in a remarkably swift growth for Musicor."

### Country & R&B Emphasis

In recent months, particular emphasis has been placed on the development of increasing activity in the country and the R & B fields, which now take their place as major factors in the company's growth along with the pop and the Latin American divisions.

Musicor's emergence as an R & B force has been most marked during

ciation with Musicor as promo chief, moved over to Dynamo earlier this year. He also acts as the official spokesman for Dynamo, and in this capacity he recently announced the signing of two new acts to the label: The Daydreams, a girl group from North Carolina; and Kenny Ballard and the Soul Brothers Band.

### "Pappy" & Jones Success

In the country field, Musicor has been a power since its inception when George Jones, who had been associated with Talmadge at two other labels, moved into the Musicor fold. At the same time H. W. "Pappy" Daily, Jones' long-time producer, became Musicor's country A & R chief, and the team has continued its unbroken record of successes. Jones has never missed to date with his Musicor singles and albums, and he has just recently moved into the sacred field with equal success.

If Jones is hailed in country music circles, then Melba Montgomery, his frequent disk partner, can also be fairly described as one of the reigning royalty of the country field. Originally signed by Daily in the pre-Musicor period, she first became established as a duet partner with George Jones. The Jones-Montgomery teaming has continued at Musicor with outstanding success, and she has become an established solo artist as well.

Daily has always been a believer in the country duet concept, and this belief later resulted in the unique teaming of George Jones and Musicor's long-time major pop star, Gene Pitney. It was a successful effort and it enabled each artist to move into new sales areas. Daily also struck pay dirt with another new teaming—Pitney and Melba Montgomery.

Although George Jones and Melba Montgomery comprise the bulwark of the Musicor country department, a strong roster of other artists has been developed during the label's relatively short life to date. Vet country singer-songwriter Floyd Tillman recently signed a Musicor contract, and his first single has hit the market. Other important names on Musicor's country roster include Benny Barnes, Moon Mullican, and Tommy Cash.

### Platters On Top Again

One of the most dramatic aspects of the recent Musicor saga concerns The Platters, a major act on the pop scene for over a dozen years, who

### Musicor's 'Think Meet'

Art Talmadge, head of Musicor Records, is inviting his staff over to his home in Scarsdale, New York for a "think meet" on Monday, Sept. 25. Event will cover a broad range of ideas to further the label's progress.

have enjoyed an exceptional comeback in the pop charts since joining Musicor a year ago. Long associated with Talmadge during his Mercury Records period, the group's manager, Buck Ram, negotiated the new Musicor deal with Talmadge in mid-1966. The validity of the move was highlighted by an almost instant hit with "I Love You 1,000 Times," a disk which earned The Platters a lofty chart position for the first time in several years. The group has since recorded two more hit singles for Musicor.

### The Latin Scene

With Pitney and The Platters maintaining a strong pop image for Musicor, and with the continued development in the country and R & B markets, the label has made a significant recent move to expand its already heavy Latin volume as well, with the appointment of Al Santiago to head up the Latin music division.

A co-founder in 1956 of the well-known Allerge Latin label, Santiago was with that company until 1966, when the line was sold to Tico Records. Santiago will now supervise the entire Latin operation at Musicor, where the roster includes such name

(Continued on page 40)

## Epic Expanding Video Films As Promo Tools

NEW YORK—With experimental and testing phases behind, Epic Records has disclosed that it will be expanding the use of video films as a promotional tool in exposing new records and artists to the public.

According to Fred Frank, national promotion manager, a lot of "leg work" was involved in setting up distribution and exposure of the films, but the early work has provided much information to prepare for efficient circulation of prints.

Contacts have been established with television stations in major and secondary markets throughout the country, and it is estimated that one print circulated will reach from ten to twenty million viewers in one cycle. Presently, thirty prints of one film are circulating in 40 areas of the U.S. with six other prints on the international markets.

### Beginning Interest

Epic first became interested in using the shorts nearly a year ago when the label discovered the potential through a film clip program produced by Dave Clark and George Grief, head of the GoGo label. Clark was using his shorts in England to promote his records, and Grief was gaining drive for the Dr. West's Medicine Show & Junk Band single in California through a similar film series.

Working with local distributors and promo managers, Epic formulated its present program of video film showings.

Initially, the shots were made to

enhance and promote a single song; the films are now being utilized for promotion of recording artists and as a promotional tool on domestic and international fronts. Booking agents and managers have found the theatrical shorts very effective in presentation of an artist to a potential concert, night club or television buyer. According to the label, airing has even created a demand for particular singles in markets where they had not yet been scheduled for release.

### Present Catalog

The creatively produced 16 mm. color films are designed to not merely represent the artist in performance but to aid in interpreting the song being sung. They thus appeal to sight and sound to evoke a reaction. An example is the clip for "Run, Run, Run" by the Third Rail, which comments on the hectic pace of modern living and features the team in a series of comic skits timed to fit the beat of the disk.

Others in the current catalog include: Robert Cameron with "My Silent Love," Lois and Karen's "Army Bound," "Ciao Baby" from Lynne Randell, "Carrie-Anne" from the Hollies and the Tremeloes' "Silence is Golden." These last two films were produced independently in England and were brought to the U.S. as a result of the response following a BBC airing.

The stronger, broader and more dynamic impact on the record-buying public cited by Epic has led them to plan for an expansion of the use of this promotional aid.

### Pell Move To Lib Official

HOLLYWOOD—Dave Pell has rejoined Liberty Records as administrator of A&R, it was officially announced by Ron Bledsoe, director of A&R. Pell's return to the company, following his departure from Uni Records, was indicated in the Sept. 9 issue of Cash Box. Pell held a similar position at Liberty when he left the label a year ago and joined the then new MCA-sponsored Uni label. He had joined Liberty in 1961.

Pell was a recording artist as leader of The Dave Pell Octet and via an eight year tenure as tenor saxist with Les Brown's orchestra. He entered the recording field in 1955 as Vice-President in charge of A & R for Tops Records. Pell's last production for Liberty was Vikki Carr's hit single, "It Must Be Him."

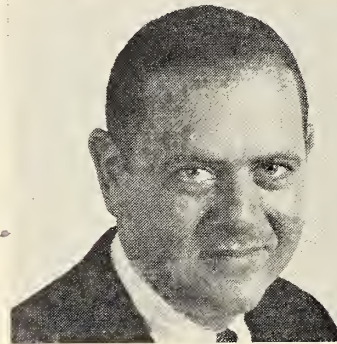
### Halley To Merc A&R Department

NEW YORK—Bob Halley has joined the Mercury Records A&R staff, reports Charlie Fach, vp and director of recorded product.

Halley's credits span the past five years, during which he has worked independently as an arranger, songwriter, performer and producer.

Some of his compositions have included Nat Cole's "Dear Lonely Hearts," "Tell Me Baby" by Garnett Mims, Gene Pitney's "Teardrop by Teardrop" and Baby Washington's "That's How Heartaches Are Made." Recent arranging credits include Bobby Darin's "Lovin' You" and "Boogaloo Party" by The Flamingos.

In his new post, Halley will screen new acts and material for Mercury and its affiliated labels, actively produce a variety of artists and supervise production of several independently produced label attractions. He will headquarter at the company's New York offices. He is married to singer Cathy Carroll.



DAVE PELL

### UA's Unart Line Ships First Release

NEW YORK—United Artists Records' new economy LP line, Unart, which was introduced to the record industry at the recent National Association of Record Merchandisers' (NARM) mid-year meet, has shipped its first release. The release includes albums by Ferrante & Teicher, Al Caiola, Burl Ives, Patty Duke, Johnny Rivers, George Jones, Judy Lynn and Melba Montgomery. Also included are an LP of movie themes, a set containing music from the original soundtracks of the James Bond flicks, album of polkas and a package of traditional love songs.

United Artists is putting a heavy advertising, merchandising and marketing push on the new Unart line. Heading up Unart's sales organization from UA's headquarters here in N.Y. is David Skolnick.

More albums will be released on Unart in the near future.



BOB HALLEY

### Pickwick Marketing Blank Cassette Tapes

NEW YORK—Last week's story of the new Pickwick-60 line erroneously reported that the outfit was releasing pre-recorded cassettes, when in fact Pickwick Int'l president Cy Leslie announced that the cassettes would offer blank tape packs at a suggested retail price of \$2.65.

The compact cassettes would have a running time capacity of 60 minutes. The units would be housed in a heat and shock resistant styrol shell, with an anti-erasure lock, viewing window and automatic stop to prevent tape from running off the hub.

the past six months, with the acquisition of national distribution for the Dynamo label. A key figure in Dynamo is Charlie Foxx—guitar player, singer, and producer who is also one-half of the team of Inez and Charlie Foxx.

The Foxx duo enjoyed a hit on Musicor, "Come By Here," prior to the establishment of Dynamo. A later LP of the same title became the first album on the Dynamo label, and since then the pair have had a series of strong singles, including "You Are The Man." Charlie Foxx produces the couple's own records, as well as those by Barbara and Brenda, a recently signed girl duo.

Another feature on Dynamo is Tommy Hunt. Hunt has had a string of hits since joining Dynamo, including "The Biggest Man" and, most recently, "The Complete Man." A solid favorite on the theatre circuit, Hunt will soon be showcased on an album cut live at the Apollo Theatre.

While Foxx has produced Dynamo product in both New York and Memphis, there is another key figure in the person of Richard "Popcorn" Wylie. Writer of the two most recent hits by Musicor stars The Platters, "With This Ring" and "Washed Ashore" (the latter of which he also produced), Wylie has signed to produce for Dynamo out of his home base in Detroit. He is expected to sign and produce new talent for exclusive Dynamo release.

Still another important factor in the overall Dynamo set-up is Danny "Out of Sight" Fortunato, who operates in a dual sales and promotion management capacity. Fortunato, well known in the trade for his long asso-



# LOOK WHO WE'VE JUST SEWED UP.



"EVERY MOTHERS' SON"<sup>®</sup> . . . MGM RECORDS' great new singing group have just signed with us for our typical, earth-shattering, Ilami-styled merchandising bonanza. And what, you may ask is that? Well, just look what we've done with "The Monkees" and are starting to do for "The Lewis and Clarke Expedition."

We've merchandised a whole bus-load of products . . . magazines, books, shirts, slacks, shoes, comic books, bubble gum, posters, guitars, hats, sweaters. You name it. Everything every mother's son or daughter

would want to buy!

It's a great way for a young, fast-rising group to rise even faster and make piles of dough with no extra effort.

If you manage a group or own a record company and are interested, call HONEST EDJUSTIN, PL1-4400, . . . "Not needy, just greedy!" Send for your FREE "I'VE BEEN BLED BY ED" button. (We don't promise to fill all the requests).



Ilami Ltd.  
711 Fifth Avenue, New York, 10022

Dear Ed:

- I'm interested in hearing more about your fantastic merchandising racket.
- I already know about your fantastic merchandising racket, so just send the button, if you can spare one.

NAME \_\_\_\_\_ TITLE \_\_\_\_\_

COMPANY \_\_\_\_\_

ADDRESS \_\_\_\_\_



BILLY STEWART

# WHY (DO I LOVE YOU)

CHESS 2002

LAURA LEE

# Dirty Man

CHESS 2013

MARLENA SHAW

# WAITING FOR CHARLIE TO COME HOME

CADET 5571

AHMAD JAMAL

# NATURE BOY

CADET 5569

RAMSEY LEWIS

# DANCING IN THE STREET

CADET 5573

# CHESS RECORDS

## RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO SEPTEMBER 13, 1967)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
43%	People Are Strange—Doors—Elektra			43%
41%	You Keep Running Away—4 Tops—Motown			88%
36%	Expressway To Your Heart—Soul Survivors—Crimson			96%
33%	A Banda—Herb Alpert & Tijuana Brass—A&M			98%
30%	What Now My Love—Mitch Ryder—Dynovoice			91%
27%	Let Love Come Between Us—James & Bobby Purify—Bell			77%
26%	Hey Baby—Buckingham—Columbia			87%
26%	Lightning's Girl—Nancy Sinatra—Reprise			26%
24%	To Sir With Love—Lulu—Epic			24%
20%	Child Of Clay—Jimmie Rodgers—A&M			43%
18%	Let It Out—Hombres—Verve/Forecast			74%
18%	Kitty Doyle—Dino, Desi & Billy—Reprise			38%
18%	Why Do Fools Fall In Love—Happenings—B. T. Puppy			27%
17%	Soul Man—Sam & Dave—Stax			77%
16%	Your Precious Love—Marvin Gaye & Tammi Terrell—Tamla			61%
16%	How Can I Be Sure—Young Rascals—Atlantic			57%
15%	It Must Be Him—Vikki Carr—Liberty			15%
14%	The Last Waltz—Englebert Humperdinck—Parrot			37%
13%	Get On Up—Esquires—Bunky			76%
12%	Can't Stop Loving You—Last Word—Atlantic			12%
12%	Would You Believe—Tempest—Mercury			29%
11%	Please Love Me Forever—Bobby Vinton—Epic			11%
10%	Just One Look—Hollies—Imperial			10%

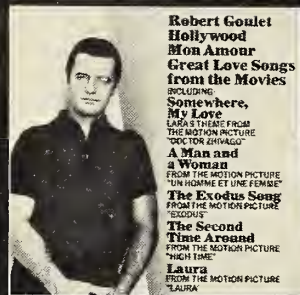
### LESS THAN 10% BUT MORE THAN 5%

Total % To Date

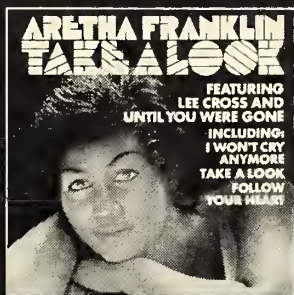
Heavy Music Bob Seeger (Comeo)	54%	Incense & Peppermints Strawberry Alarm Clock (UNI)	7%	Ode To Billie Joe Kingspins (Atco)	6%
Sunshine Games Music Explosion (Lourie)	45%	Look Of Love Dusty Springfield (Philips)	6%	Sometimes She's A Little Girl Boyce & Hort (A&M)	5%

# FOLLOWING A SPECTACULAR AUGUST... COLUMBIA STARTS THE FALL ROLLING WITH EXCITING NEW RELEASE PRODUCT!

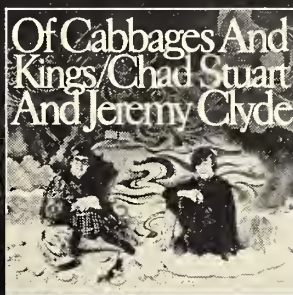
## POPULAR ALBUMS:



CL 2727/CS 9527



CL 2754/CS 9554



CL 2671/CS 9471



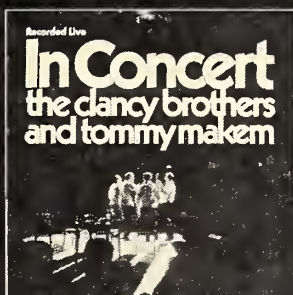
CL 2747/CS 9547



CL 2691/CS 9491



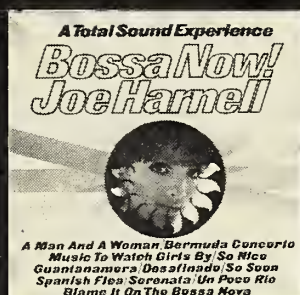
CL 2692/CS 9492



CL 2694/CS 9494



CL 2697/CS 9497



CL 2699/CS 9499



CL 2700/CS 9500



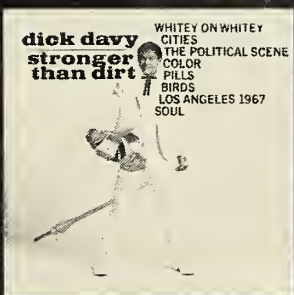
CL 2709/CS 9509



CL 2710/CS 9510



CL 2719/CS 9519



CL 2737/CS 9537



CL 1570/CS 8370

## EX SERIES:

**MORE MARIACHI/Mariachi Los Mensajeros** EX 5194/ES 1894  
**CIELITO LINDO/Coral Mexicano** EX 5195/ES 1895  
**WITH ALL MY HEART/Yanes** EX 5191/ES 1891

## ODYSSEY RECORDS:

**THE SYMPHONIES OF HAYDN, VOL. V/Max Goberman/Vienna State Opera Orchestra** 32 16 0115/32 16 0116  
**SIR THOMAS BECHAM CONDUCTS BIZET; TCHAIKOVSKY; PONCHIELLI** 32 16 0117 (Mono Only)  
**THE GREAT MARY GARDEN** 32 16 0079 (Mono Only)  
**WAGNER: SHOWPIECES FROM TANNHAUSER AND DIE MEISTERSINGER** Max Goberman/Vienna New Symphony 32 16 0119/32 16 0120

**PALESTRINA: Masses and Motets/Emile Martin/Singers of Saint-Eustache** 32 16 0121/32 16 0122

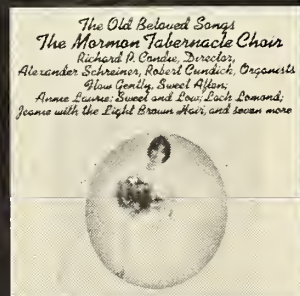
**DIMITRI MITROPOULOS Conducts Shostakovich** 32 16 0123 (Mono Only)

**BRAHMS: The Four Symphonies/Bruno Walter** 32 36 0007 (A 3-Record Set in Mono Only)

## CBS RECORDS:

**KARLHEINZ STOCKHAUSEN Complete Piano Music/Aloys Kontarsky, Piano** 32 21 0007/32 21 0008 (A 2-Record Set)

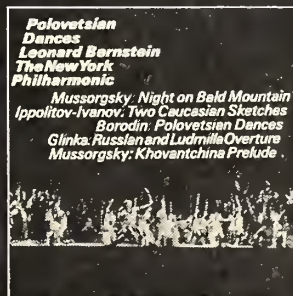
## CLASSICAL ALBUMS:



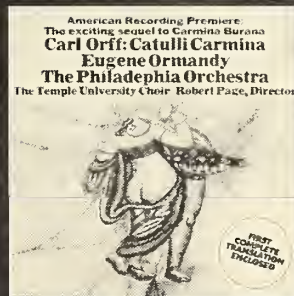
ML 6412/MS 7012



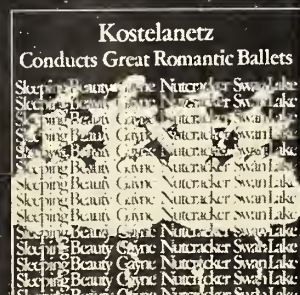
ML 6413/MS 7013



ML 6414/MS 7014



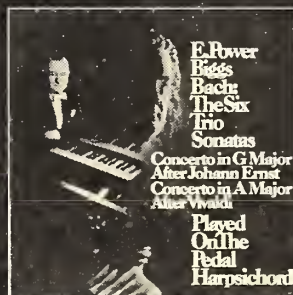
ML 6417/MS 7017



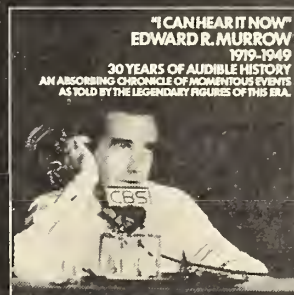
ML 6418/MS 7018



ML 6453/MS 7053



M2L 364/M2S 764 (A 2-Record Set)



D3L 366 (A 3-Record Set in Mono Only)

**FALL SPEED AHEAD.  
ON COLUMBIA RECORDS**

## Merc Ties-In With Indie Producers Out Of Phila.

NEW YORK—Mercury Records has extended the scope of its indie production affiliations in a trio of deals concluded with Philly-based indie producers.

The team of Ken Gamble and Leon Huff, comprising Gamble-Huff Productions has been signed to produce Jerry Butler for the label. A single session was completed during Butler's New York Apollo Theatre engagement and will be released in a short time. The production-writing team has in the past been responsible for disks with Dee Dee Sharp, Barbara Mason, The Ventures and Candy & The Kisses. They have written for Solomon Burke and penned the Dee Warwick hit, "I'm Gonna Make You Love Me."

A local Philadelphia group known as the Mul-Tee-Bag will debut on the company's Smash label. They will be produced by Billy Jackson, working with arranger Joe Renzetti. Jackson is credited with The Searchers' "Don't Throw Your Love Away" and The Tymes' recordings of "Wonerful, Wonderful" and "So Much In Love."

Negotiations were also completed with Philadelphia producer Sonny Cassella to record a group known as The Magic Mushrooms. Each of the deals was set with Mercury's Director of Recorded Product, Charles Fach.

In addition to being a product emanation source, the Philadelphia area also has been responsible for the breakout of several recent disks, the most recent being the current top ten Smash record of "Apples, Peaches and Pumpkin Pie" by Jay & The Techniques.

## Mercury Names 2 Promo Managers

CHICAGO—Mercury Record Corp. has appointed two new promotion managers, one to handle the Mercury line in Chicago and the other to handle the Mercury, Philips, Smash, Fontana and Limelight labels in Dallas.

The two are Jerry Seabolt, 26, who will work out of the company's Merrec branch in Chicago, and Evan Reynolds, 24, who will handle all lines out of Merrec in Dallas.

Seabolt, a native of Chicago, entered the record industry in 1962 when he joined All State Distributors in the promotion field. He later was with M.S. Distributors and since last February was midwest promotion manager for Bell Records.

Reynolds, who was born in New York, is a well known freelance photographer whose works have appeared in such publications as Life and Sports Illustrated. The graduate of North Texas State University was a former sports photographer for the Houston Post.

## Premier Albums Comments On Common Stock Rise

NEW YORK—The management of Premier Albums, says it knows of no events or specific reasons which may be contributing to the rise in price of Premier's common stock in the over-the-counter market. Phil Landwehr, president, said that the company continues to face financial problems and that it is anticipated it will report a net loss for the fiscal year which ended July 31. An audit of the year-end figures now is in progress. He said the company is pursuing several alternative plans with the objective of providing adequate working capital.

In response to stockholder inquiries, Landwehr stated that Premier is the beneficial owner of options for approximately 72,000 common shares of Cameo Parkway Records. The options are exercisable at an average price of under \$5 and expire June 28, 1968. These options, he said, are against a shareholder of Cameo Parkway, not against the company itself, and are subject to the outcome of litigation. No judgment as to their actual value can be made in advance of a disposal of the litigation, he noted.



HE AMES TO PLEASE—RCA crooner Ed Ames, who recently came into his own as a single act with his powerhouse version of "My Cup Runneth Over," even more recently came into Gotham for his N.Y. night club debut at the posh Persian Room. In the shot above, Ames (right) poses with RCA Victor vp and general manager, Norman Racusin, following his opening night performance at the club.

## Fitz, Wardlaw Raised To Dot Managerial Positions

NEW YORK—Dot Records national promo director Freddy DeMann announced last week the elevation of Bill Fitz and Bobby Wardlaw to promotion managers of their respective areas. Fitz will be responsible for Louisiana and southern Mississippi, while Wardlaw will handle Georgia and southern Alabama.

Both men began their careers with Dot Records in the shipping department, Fitz in Dallas and Wardlaw in Nashville, and each will now be completely responsible for all radio, TV and in-store promotion in his respective area.

# TALENT ON STAGE

## JERRY VALE

NEW YORK—For the past 27 years, Joe E. Lewis has initiated the fall season at the Copacabana. This time around, he isn't feeling well, so the honor went to Jerry Vale, who is building a Copa appearance string of his own, last week's more-than-routine opening being his sixth. The Columbia artist, who, to get yet another milestone in, is celebrating his 15th year as a performer on the label (signed by Mitch Miller, who along with Joe E. Lewis came to Vale's opening), and the word is that Vale has never recorded a disk that didn't at least pay its own way. Success of this order must command a large and faithful following, and many fans were on hand to hear Vale handle a

solid, if safe line-up of evergreen and evergreen-to-be material. His to-the-point crooning style is the master of such secure songs as "The Song Is You," "Sunrise Sunset," "Born Free," "Somewhere My Love," "My Cup Runneth Over," "Al Di La," "The Impossible Dream" and other tunes most nitery performers glean in good deal from the charts. No surprises—yes. Good singing—decidedly. Vale, in short, does not overwhelm, but, gratefully, he's not overdoing things, too. Pat Cooper, United Artists Records' comedy star, opens the show, and shows good humor and taste in recalling Growing Up—Italian Style. Some double-bill casting, eh?

## JANE MORGAN

NEW YORK—In ending her new act on the Soul side of town, Jane Morgan does not merely make a meager bow to the Top 40 sound, but fully commits herself to it. For a singer who has generally taken the "good" music route on records and in-person appearances, it's quite a commitment. This is all taking place at the Royal Box of the Americana, where she is making her debut (last winter, it was the Persian Room).

The Top 40 sequence, about 20-minutes long, is a good one, replete with Ray Charles ballads and kinetic rhythm displays. It is somewhat diluted, one corner feels, by resorting to more or less ersatz "soul" numbers like "Lucky Old Sun."

As for the presentation that precedes the Top 40 stand, Jane, now a disk act on ABC Records, offers the

kind of stuff one associates with her excellent voice and manner. In fact, two fine Top 40 numbers, "Elusive Butterfly" and "Up Up & Away," are transformed into "legit" vehicles that give them new dimensions and, we are certain, new fields to conquer. Retained from her Persian Room stint are an affecting version (leading into "Big Spender") of Rogers & Hart's paeon to the dance-hall girl, "Ten Cents A Dance," whose poignancy has not been lost through the years or inflation, and a medley tribute to Edith Piaf. As for the latter, Jane's vocal homage does not need her rather mawkish opening narrative. There's a similar flaw when things turn to the late Al Jolson.

Jane Morgan is touching lots of musical bases with authority and showmanship.

## CANDYMEN

NEW YORK—The Candymen, who have just signed a recording contract with ABC Records, are currently playing a stint at Steve Paul's "The Scene." The Candymen are a hard-driving, non-psychedelic rock group, distinguished mainly by the polish of their instrumental work. They produce a sound that is clean and clear, unlike many of their lesser contemporaries, whose instrumental performance is muddled and whose

sounds run together in a cacophonous jumble.

Vocally, at least judging by their performance at "The Scene," the Candymen are not quite as strong. Their voices are overshadowed and sometimes almost drowned out by their three guitars, organ and drums.

The overall impression given by the Candymen, however, is good, and with a little work in the vocal department, they could establish themselves as one of the most promising groups around.



WOULD YOU BELIEVE . . . A LOVIN' ZAL-FUL?—Charles Koppelman and Don Rubin, exclusive producers for former Lovin' Spoonful lead guitarist Zal Yanovsky, announced last week the signing of a long-term, exclusive pact for Yanovsky with Kama Sutra Productions by way of Koppelman-Rubin Associates. The announcement was made jointly with Kama Sutra chiefs Artie Ripp, Hi Mizrahi and Phil Steinberg.

First single under the new deal, "As Long As You're Here," has just been released on the Buddha Records, and, according to label general manager Neil Bogart, an initial pressing of 100,000 copies is ready for shipment. The disk will be the subject of an all-out publicity and promotion campaign.

K-R executive producer Jack Nitzche, who is in charge of all Yanovsky releases, stated that an LP is now in the works.

Pictured at the signing (above, left to right) are Bob Cavallo, Yanovsky's personal manager, Charles Koppelman, Don Rubin, Yanovsky, Neil Bogart and Art Kass, controller of Kama Sutra Productions.

Advertisement

## TINY BUBBLES Breaks Into Pop Field With Roger Williams And Al Caiola Singles

HOLLYWOOD—TINY BUBBLES, which broke as a Hawaiian hit with the Don Ho record on Reprise, has now been established in the pop field. Two new recordings, Roger Williams on Kapp and Al Caiola on United Artists, have just been released as singles and are getting heavy air-play throughout the country. Roger Williams' chorus version and Al Caiola's instrumental rendition, were both taken from their respective albums due to public demand. Original record was on publisher, Mickey Golden's Palm label by Alex Kaeck.

Song's popularity has grown because of its tremendous appeal in night clubs throughout the country as a sing-a-long favorite. One cafe singer described it as the biggest

community sing song since HEART OF MY HEART. Of course, in Hawaii, it is the most performed tune in all island spots.

Many of the top TV shows have featured the song including a duet by Dean Martin and Arthur Godfrey. The Hollywood Palace recently used it as a finale with the entire cast including Phil Harris, Phyllis Diller, Frankie Avalon and Annette Funicello singing it at a luau.

Publication sales on TINY BUBBLES have passed the 50,000 mark which includes regular sheet music, stage bands and folios. Tune was penned by Leon Pober, who was a collaborator on PEARLY SHELLS, another Criterion Music Corp. standard.

Advertisement

ZALMAN YANOVSKY

AS LONG AS YOU'RE HERE

BUDDAH 12

Produced by Jack Nitzsche  
A Product of Koppelman-Rubin Assoc., Inc.  
Personal Management: R. J. Cavallo



1650 Broadway, N.Y.C.

# Boston A Bevy Of Talent Finds?

## Lorber's Office Will Find Out

NEW YORK—Looking for big disk acts to emerge from the Boston scene, Alan Lorber has established a management and development operation there in association with the Amphion Co. as his rep.

David Jenks and Raymond Paret, who run Amphion, approached Lorber early in the summer trying to sell him the idea of sponsoring and producing Boston talent; particularly the Ultimate Spinach.

Lorber headed for Boston visiting a number of clubs, including the Boston Tea Party, which is probably the second largest psychedelic operation on the East Coast, holding 1000.

The Boston Tea Party is the New England Mecca of "in" groups. Currently they are awaiting the Cream, who will be making their first U.S. appearance and San Francisco's Country Joe and the Fish made their East Coast debut at The Boston Tea Party.

### Outdo Frisco?

Lorber feels that Boston will be more successful as a talent center than San Francisco has been. He feels that there was only a moderate talent situation in San Francisco which was backed and forced by strong commercial interests and this is one of the reasons it has not been sustained and built after its original drive. Another shortcoming of the San Francisco scene, Lorber feels, is that the groups can only arouse interest by creating and performing within the country blues bag. Boston, on the other hand, has historically been the birthplace of many musical

forms. The earliest symphonies of the United States were founded in Boston. Jazz festivals and Tanglewood concerts have flourished for years in the Boston area; and the modern folk movement was spawned in Boston via Joan Baez, Tom Rush and more recently Jim Kweskin and his Jug Band.

Boston's 200,000 plus college students also offers opportunities and advantages to the developing groups. While the San Francisco's hippy tastes were very conformist and single track, Lorber points out, the sophisticated intellectual Ivy Leaguer goes for a broad ranging of musical tastes which include traditional, modern, pop, folk, etc.

What this means to Alan Lorber is fresh musical ideas and the key reason why he has invested his time and money in this area. The groups coming to Amphion (Lorber's Rep) will not only have the luxury of an excellent creative atmosphere (Amphion is open 20 hours a day, has a complete floor with refined tape and rehearsal facilities, where groups can create at their own pace), but, will also have the advantage of Lorber's direction as Lorber plans to spend a great deal of time in the coming months at Amphion.

### Ultimate Spinach to MGM

The Ultimate Spinach, who kicked off the whole idea, has already been signed to MGM, through Lorber's Production firm and is scheduled for an LP recording session as well as a major promotion by MGM.

Lorber's attorneys are currently in Boston on a signing spree for writers and artists. Lorber's new Boston office, at 240 Huntington Ave., is in keeping with his recent general expansion.

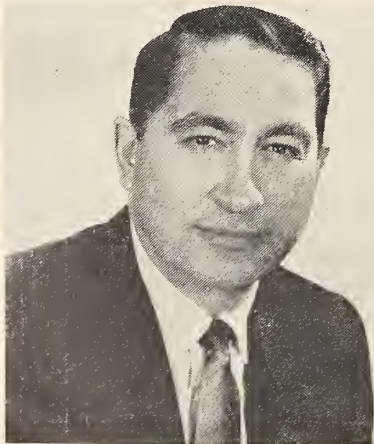
## Roshkind Elected Veep Of Motown

NEW YORK—Michael Roshkind has been elected a vice president of Motown, Inc., one of the leading recording and publishing firms and a major entertainment complex, it has been announced by Berry Gordy, Jr., president and founder of Motown.

Roshkind was formerly a partner in Irving L. Straus Associates, Inc., a leading industrial public relations firm. He was earlier with the American Broadcasting Company as director of news, special events and sports and was news editor of the National Broadcasting Company. He was previously with the Norman, Craig and Kummel advertising agency as assistant to the vice president in charge of radio and television. Roshkind also served in a special advisory capacity during the John F. Kennedy Presidential campaign.

Gordy said that Roshkind's "wide communications experience will enable him to supervise our many diversifications."

Roshkind is a member of the Overseas Press Club and the Public Relations Society of America.



MICHAEL ROSHKIND



# LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

- THERE'S ALWAYS ME  
ELVIS PRESLEY ..... RCA VICTOR  
Gladys Music, Inc.
- JUDY  
ELVIS PRESLEY ..... RCA VICTOR  
Progressive Music Pub. Co., Inc.
- SAN FRANCISCAN NIGHTS  
ERIC BURDON & ANIMALS ..... MGM  
Stamina Music, Inc  
Sea-Lark Ent. Inc.
- GOOD TIMES  
ERIC BURDON & ANIMALS ..... MGM  
Stamina Music, Inc  
Sea-Lark Ent. Inc.
- SHAKE, RATTLE AND ROLL  
ARTHUR CONLEY ..... ATCO  
Progressive Music, Inc.
- 16 TONS  
TOM JONES ..... PARROT  
Noma Music, Inc  
Elvis Presley Music, Inc.  
American Music
- 16 TONS  
JAMES & BOBBY PURIFY ..... BELL  
Noma Music, Inc.  
Elvis Presley Music, Inc.  
American Music
- MY HEART CRIES FOR YOU  
CONNIE FRANCIS ..... MGM  
Alamo Music, Inc.  
Massey Music Co., Inc.  
Ross Jongfinkel, Inc.  
Gladys Music, Inc.
- WAITIN' FOR CHARLIE TO COME HOME  
MARLENA SHAW ..... CADET  
Dolfi Music, Inc.
- ANY DAY NOW  
OSCAR TONEY, JR. ..... BELL  
Plan Two Music, Inc.
- ANY DAY NOW  
PAT LUNDY ..... COLUMBIA  
Plan Two Music, Inc.
- WATERLOO SUNSET  
THE KINKS ..... REPRIZE  
Noma Music, Inc  
Hi-Count Music, Inc.
- TWO SISTERS  
THE KINKS ..... REPRIZE  
Noma Music, Inc  
Hi-Count Music, Inc.
- SHE BELIEVES IN ME  
SAMMY DAVIS, JR. ..... REPRIZE  
Noma Music Inc.  
Smooth Music, Inc.
- LOVE ME TENDER  
PERCY SLEDGE ..... ATLANTIC  
Elvis Presley Music, Inc.
- WHAT AM I LIVING FOR  
PERCY SLEDGE ..... ATLANTIC  
Progressive Music Pub. Co., Inc.  
Tideland Music Pub. Co.
- UNTIL YOU WERE GONE  
ARETHA FRANKLIN ..... COLUMBIA  
HMI & Range Songs, Inc.
- LEE CROSS  
ARETHA FRANKLIN ..... COLUMBIA  
Noma Music, Inc.

1619 Broadway, New York, N. Y.  
THE ABERBACH GROUP

- 1 ON THE OTHER SIDE  
(Chappell—ASCAP)  
The Seekers (Capitol 5974)
- 2 TELL HIM  
(Beechwood—BMI)  
Patti Drew (Capitol 5861)
- 3 YOU KEEP ME HANGIN' ON  
(Jobete—BMI)  
Vanilla Fudge (Atco 6495)
- 4 CAN'T STOP LOVING YOU  
(Sherlyn—BMI)  
Last Word (Atco 6498)
- 5 IF THIS IS LOVE  
(Mitten—BMI)  
Precious (Drew 1003)
- 6 FOR ONCE IN MY LIFE  
(Stein & Van Stock—ASCAP)  
Tony Bennett (Columbia 44258)
- 7 WOULD YOU BELIEVE  
(Platshon—BMI)  
Tempests (Smash 2094)
- 8 KARATE BOO GA-LOO  
(Boo Ga-Loo & Love Lane—BMI)  
Jerry O. (Shout 217)
- 9 EVER LASTING LOVE  
(Risin' Sons—BMI)  
Robert Knight (Risin' Sons 705)
- 10 HEART BE STILL  
(Ranger Web IV—BMI)  
Lorraine Ellison (Loma 2074)
- 11 BEG, BORROW AND STEAL  
(S&J—ASCAP)  
Ohio Express (Cameo 4 83)
- 12 SUGAR MAN  
(Screen Gems—Columbia—BMI)  
Keith (Mercury 72713)
- 13 WHO COULD BE LOVIN' YOU  
(Johnny Rivers—BMI)  
Al Wilson (Soul City 759)
- 14 TWO HEADS  
(Jefferson Airplane—BMI)  
Jefferson Airplane (RCA Victor 9297)
- 15 SALLY SAYIN' SOMETHIN'  
(Sunshine Poltergeist—Kama Sutra—BMI)  
Billy Harner (MGM KA226)
- 16 SOME KIND OF WONDERFUL  
(Antergo—BMI)  
Saul Bros. 6 (Atlantic 12024)
- 17 LOVERS OF THE WORLD UNITE  
(Mills—ASCAP)  
Vogues (MGM 13813)
- 18 HUSH  
(Lowery—BMI)  
Billy Joe Royal (Columbia 44277)
- 19 TRY IT  
(Blackwood—BMI)  
Standells (Tower 310)
- 20 SHE KNOWS  
(Chardon—BMI)  
Bobby Darin (Atlantic A 12772)
- 21 SOULSATION  
(Mitten—BMI)  
Capreez (Sound 171)
- 22 I'M A FOOL FOR YOU  
(Rise Aim—BMI)  
James Carr (Goldwax 328)
- 23 THERE MUST BE A WAY  
(Laurel—ASCAP)  
Jimmy Roselli (United Artists 50197)
- 24 SUBSTITUTE  
(Devon—BMI)  
The Who (Atco 6509)
- 25 STOUT HEARTED MEN  
(Harms—ASCAP)  
Barbra Streisand (Columbia 44225)
- 26 DRUMS  
(Earl Barton—BMI)  
Jon & Robin (Abnak 122)
- 27 JUST ONE LOOK  
(Premier Albums—BMI)  
Hollies (Imperial 66258)
- 28 DO SOMETHING TO ME  
(Cordell, Gentry, Patricia—BMI)  
? & Mysterlans (Cameo 496)
- 29 MORE THAN A MIRACLE  
(Robbins—ASCAP)  
Roger Williams (Kapp 843)
- 30 REQUIEM FOR THE MASSES  
(Beechwood—BMI)  
Association (Warner Bros. 7074)
- 31 BANNED IN BOSTON  
(Akbestal—BMI)  
Sam The Sham & Pharaohs  
(MGM 13803)
- 32 JOHNNY B. GOODE  
(Arc—BMI)  
Coronados (Parliament 750)
- 33 SEE EMILY PLAY  
(Essex—ASCAP)  
Pink Floyd (Tower 356)
- 34 YOU MEAN THE WORLD  
TO ME  
(Al Gallico—BMI)  
David Houston (Epic 10224)
- 35 BLINDMAN  
(Brent—BMI)  
Big Brother And The Holding Co.  
(Mainstream 657)
- 36 PEARL TIME  
(Polaris John-L—BMI)  
Andre Williams (Sport 4105)
- 37 THAT'S HOW STRONG  
MY LOVE IS  
(Rise—BMI)  
Sweet Inspirations (Atlantic 2436)
- 38 VISIT TO A SAD PLANET  
(Brookhaven—BMI)  
Leonard Nimoy (Dot 17038)
- 39 MASTERS OF WAR  
(M. Witmark & Sons—ASCAP)  
Barry McGuire (Dunhill 4098)
- 40 RUNAWAY  
(Del Shannon—Cook—BMI)  
Del Shannon (Liberty 55993)
- 41 WATERLOO SUNSET  
(Noma—BMI)  
Kinks (Reprise 0612)
- 42 SUZANNE  
(Project—BMI)  
Noel Harrison (Reprise 0615)
- 43 AGNES ENGLISH  
John Fred & Playboy Band (Paula 273)
- 44 LOVE IS A DOGGONE GOOD  
THING  
(East—BMI)  
Eddie Floyd (Stax 223)
- 45 LOVER'S ROULETTE  
(Peer International—BMI)  
Mel Torme (Columbia 44180)
- 46 FALLING OFF THE EDGE OF  
THE WORLD  
(Miller—ASCAP)  
Easybeats (United Artists 50206)
- 47 OOH BABY YOU TURN ME ON  
(Jec—BMI)  
Willie Mitchell (Hi 2132)
- 48 JUST ANOTHER FACE  
(S&J—ASCAP)  
Blades Of Grass (Jubilee 5590)
- 49 TURN AROUND, TAKE A LOOK  
(Anjoe—BMI)  
Lemon Pipers (Buddah 11)
- 50 SOMETHING'S GOTTEN HOLD  
OF MY HEART  
(Maribus—BMI)  
Gene Pitney (Musicor 1252)



**A Femme First:  
Aretha's 3rd Goldie In Row**

NEW YORK — Aretha Franklin has set a precedent for female singing acts. The Record Industry Association of America (RIAA) has just certified her third million-selling single in a row, regarded as a first for gal entertainers. The new gold deck is "Baby, I Love You," which follows "I Never Loved A Man" and "Respect" on the road paved with gold.

She has now racked up four gold records since she joined Atlantic early this year. In addition to the three gold records for her first Atlantic LP, "I Never Loved A Man," which has sold over \$1,000,000 worth of albums.

The second Aretha Franklin album on Atlantic, "Aretha Arrives," is also heading for the \$1,000,000 sales mark, the label reports. This album, issued in Aug., is selling, the company adds, at a faster rate than "I Never Loved A Man," and should hit the gold record figure in the near future.

Her sales success on Atlantic has led to scores of stories about her in consumer publications including Jet, Newsweek, Crawdaddy and Sepia and many teen magazines.



NOW...The Magnificent  
**ARETHA FRANKLIN**

*Makes History Again!*

**(YOU MAKE ME FEEL LIKE)**

**A NATURAL  
WOMAN**

Published by: SCREEN GEMS-COLUMBIA MUSIC, INC. (BMI)

Atlantic #2441

Personal Management: TED WHITE, 1721 Field St., Detroit, Michigan

## Laurie To Handle President In U.S.

NEW YORK—Laurie Records will represent Edward Kassner's English-based label, President Records, in the U.S. Deal, Laurie's first with a foreign diskery, starts off with the simultaneous release in England and the U.S. of "Cry Alone" by a new group, the Guardian of the Rainbow. Like all President product handled by Laurie, disk retains the President logo.

President is a year-old division of Kassner's American Metropolitan International Holding Co., listed on the American Stock Exchange. Label has had success in England and on the continent. Negotiations for the Laurie-President pact were handled by Bob Schwartz, president of Laurie, and Danny Kessler, general manager of U.S. operations for President.

In past years, Laurie has released many foreign masters in the U.S., including hits by Chris Barber, Ivo Robic, Rocco Granata and Gerry & the Pacemakers.



KESSLER, SCHWARTZ & KASSNER

## Rocky Road To Success For R&B Gone Italian

NEW YORK—A two year stay in Italy may have provided just the crazy angle needed for Rock Roberts and the Airedales to come up with a hit.

The rhythm & blues team, consisting of Roberts and six others, made the move across the Atlantic, settled into the language and has hit the top of Italy's best seller lists with "Stasera Mi Butto." Currently on the wane after seventeen weeks on the charts, the tune is now in release in the U.S. It is being carried by UA International.

The Americanized version was made with the same group dubbing in English lyrics on their continental track.

Presently, the crew is at work on a movie which will feature the song, is engaged at many of the best Italian discotheques and playing television dates.

## Spoonful Out Of Initial H-P's

NEW YORK—Philco-Ford, which has just introduced a line of "mini" 45rpm disks, reports that a session by the Lovin' Spoonful, "Summer In The City" and "Daydream," has been deleted from the initial release of 12 disks. Name of the label is Hip-Pocket Records.

# VITAL STATISTICS

DETAILED INFORMATION ABOUT NEW TITLES WHICH BROKE ONTO THE CASH BOX TOP 100 THIS WEEK

### #53 PEOPLE ARE STRANGE (2:10)

The Doors  
Elektra Records #45621  
1855 Broadway, N.Y., N.Y.  
PRODUCER: Paul Rothchild  
1855 Broadway, N.Y., N.Y.  
PUBLISHER: Nipper Music (ASCAP)  
1855 Broadway, N.Y., N.Y.  
WRITERS: The Doors  
FLIP: "Unhappy Girl"

### #56 LIGHTNING'S GIRL (2:53)

Nancy Sinatra  
Reprise Records #0620  
4000 Warner Blvd., Burbank, Calif.  
PRODUCER: Lee Hazlewood  
6515 Sunset Blvd., Hollywood, Calif.  
PUBLISHER: Lee Hazlewood Music (ASCAP)  
c/o Morty Machet  
1501 B'way, N.Y., N.Y.  
WRITER: Lee Hazlewood  
ARRANGER: Billy Strange  
FLIP: "Until It's Time For You To Go"

### #86 WHY DO FOOLS FALL IN LOVE (2:43)

The Happenings  
B. T. Puppy Records #532  
1790 Broadway, N.Y., N.Y.  
PRODUCER: Bright Tunes Prod.  
1697 Broadway, N.Y., N.Y.  
PUBLISHER: Patricia Music (BMI)  
1631 Broadway, N.Y., N.Y.  
WRITERS: F. Lyman-M. Levy  
ARRANGER: Herb Bernstein  
FLIP: "When The Summer Is Through"

### #87 PLEASE LOVE ME FOREVER (2:34)

Bobby Vinton  
Epic Records #5-10228  
51 West 52nd Street, N.Y., N.Y.  
PRODUCER: Billy Sherrill  
PUBLISHER: Selma Music Corp. (BMI)  
c/o Morton Craft  
225 East 57th St., N.Y., N.Y.  
WRITERS: J. Malone-O. Blanchard  
FLIP: "Miss America"

## Merc Inks New Colony Six

CHICAGO—Mercury Records has just signed the Chicago-based rock group, the New Colony Six, to an exclusive recording contract. The group's first Mercury single, due for immediate release, is "Treat Her Groovy."

The deal that brought the New Colony Six to Mercury was negotiated between Irwin H. Steinberg, executive VP of Mercury; Pete Wright, the group's personal manager; and Ray Graffia, Sr., president of Sentar Records. The New Colony Six previously appeared on the Sentar label, for whom they waxed such disks as "I Confess," "I Love You Much" and "You're Gonna Be Mine."

Members of the group include: Pat McBride, vocalist; Ray Graffia, Jr., vocalist; Ronnie Rice, guitarist; Chic James, drummer; Jerry Kollenberg, lead guitar; and Ellery Temple,

### #88 ODE TO BILLIE JOE (2:48)

The Kingpins  
ATCO Records #6516  
1841 Broadway, N.Y., N.Y.  
PRODUCERS: Tom Cogbill-Tom Dowd  
1841 Broadway, N.Y., N.Y. (ATCO)  
PUBLISHER: Larry Shayne (ASCAP)  
WRITER: Bobby Gentry  
FLIP: "In The Pocket"

### #89 INCENSE & PEPPERMINTS (2:37)

Strawberry Alarm Clock  
UNI Records #55018  
8255 Sunset Blvd., L.A., Calif.  
PRODUCERS: Frank Slay & Bill Holmes  
6362 Hollywood Blvd.  
Hollywood, Calif.  
PUBLISHER: Claridge Music, Inc. (ASCAP)  
6362 Hollywood Blvd.  
Hollywood, Calif.  
WRITERS: J. Carter-T. Gilbert  
FLIP: "The Birdman Of Alkatrash"

### #95 ROCK N' ROLL WOMAN (2:44)

Buffalo Springfield  
ATCO Records #6519  
1841 Broadway, N.Y., N.Y.  
PRODUCERS: Steven Stills-Neil Young  
for York Pala Records  
PUBLISHER: 10 East-Springalo-Cotillion (BMI)  
1841 Broadway, N.Y., N.Y.  
WRITER: Steven Stills  
FLIP: "A Child's Claim To Fame"

### #97 SOMETIMES SHE'S A LITTLE GIRL (2:32)

Tommy Boyce & Bobby Hart  
A&M Records #874  
1416 N. La Brea, Hollywood, Calif.  
PRODUCERS: Boyce & Hart  
c/o Screen Gems Columbia Music  
7033 Sunset Blvd., Hollywood, Calif.  
PUBLISHER: Screen Gems Columbia Music Inc. (BMI)  
711 5th Avenue, N.Y., N.Y.  
WRITERS: T. Boyce-B. Hart  
ARRANGER: Don McGinnis  
FLIP: "Love Every Day"

## Epstein's Death Ruled An Accident

LONDON—The death of Brian Epstein, discoverer and mentor of the Beatles, has been ruled an accident. According to a coroner's inquest, Epstein, found dead in his apartment in London on Aug. 27, died from an "incautious self-overdosage" of Carbrital, a sleeping drug. As reported in Cash Box, Epstein's younger brother, Clive, 31, has taken over management of NEMS Enterprises, the entertainment complex of which the late Epstein was a principal. The Beatles are to manage themselves.

rhythm guitar and organ. All the members of the group have been together since they graduated from the same Chicago high school in 1964.

### #98 TIME SELLER (2:51)

Spencer Davis  
United Artists Records #50202  
729 7th Ave., N.Y., N.Y.  
PRODUCER: Don Richards  
Air London Prod., London, England  
PUBLISHER: Maribus Music (BMI)  
1780 Broadway, N.Y., N.Y.  
WRITERS: S. Davis-P. Sawyer-E. Hardin  
FLIP: "Don't Want You No More"

### #99 BABY I'M LONELY (2:51)

Intruders  
Gamble Records #209  
1650 Broadway, N.Y., N.Y.  
PRODUCERS: Gamble & Huff  
1650 B'way, N.Y., N.Y.  
PUBLISHER: Razor Sharp Music (BMI)  
937 South St., Philadelphia, Pa.  
WRITERS: K. Gamble-L. Huff  
ARRANGER: Joe Renzetti  
FLIP: "A Love That's Real"

### #100 KITTY DOYLE (1:56)

Dino, Desi & Billie  
Reprise Records #0619  
400 Warner Blvd., Burbank, Calif.  
PRODUCERS: Koppelman & Rubin  
1650 Broadway, N.Y., N.Y.  
PUBLISHER: Chardon Music Inc. (BMI)  
Suite 1201, 1650 B'way, N.Y., N.Y.  
WRITERS: Gordon-Bonner  
ARRANGER: Hank Levine  
FLIP: "Without Hurtin' Some"

## Sen. Javits Is Honorary Chairman Of UJA Music Fete

NEW YORK—Senator Jacob Javits of New York has accepted the honorary chairmanship of the 1967 United Jewish Appeal Music Industry Committee fund raising dinner honoring record retailer Sam Goody. The second annual dinner is to be held Monday night, Oct. 30, in the Imperial Ballroom at New York's Americana Hotel and, according to Levine and Weiss, co-chairmen of the committee, will present a star studded show with artists and speakers to be announced in two weeks.

The Music Industry Committee, composed of some 20 men from the music and record business, sets as its goal \$250,000 for the 1967 campaign. Levine and Weiss said that slightly more than 60% of the goal has been realized to date.

Special emphasis has been attached to the Israeli emergency fund aspect of this year's drive and additional mailings regarding table reservations and participation were mailed today. Anyone desiring information may obtain same by contacting Gene Weiss or Al Levine at United Jewish Appeal, 220 West 58th Street, New York City; 265-2200.



WESTON COASTIN'—It's easy coasting for Kim Weston when her single gets a reception like the one at WYLD-Boston. The songstress beams (center) at the response to "That's Groovy" shown by deejay Jimmy Byrd (right) and MGM promo director Harold Berkman. The deck was brought out in release recently to coincide with the bow of her "That's Groovy" LP, both efforts the first since her move to her new label.

We're LONG

on Service at . . . . .

Dear Jack,

Many thanks for handling the job promptly despite my failure to send proper notification as I was in a hurry. Your service is superb.

A Satisfied Customer

LONG WEAR STAMPER CORP.

36-41 36th St., Long Island City, N.Y. 11106 (212) EX 2-4718



**New  
September  
releases  
from Kapp  
Records.**



**Jack Jones / Our Song**



NOW I KNOW  
MICHELLE  
OH HOW MUCH  
I LOVE YOU  
(Dio Come Ti Amo!)

WHEN I LOOK IN  
YOUR EYES  
from "Doctor Dolittle"

AFTER TODAY  
from "Doctor Dolittle"

AS TIME GOES BY  
and others

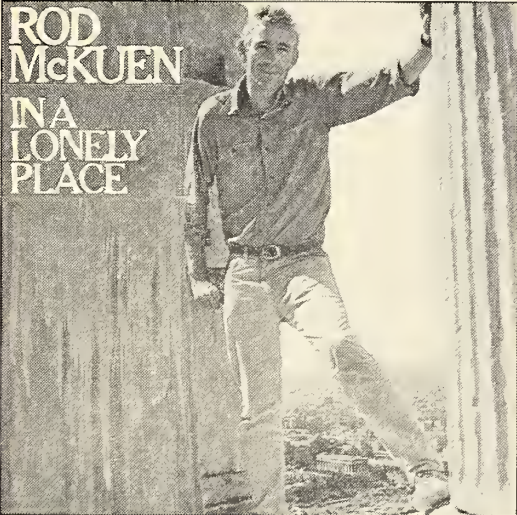
KL-1531/KS-3531

**THIS IS Carmen McRae**

BY MYSELF / ANGEL EYES / AIN'T MISBEHAVIN' / THE MORE I SEE YOU / COMES LOVE  
FALLING IN LOVE WITH LOVE / HOW LONG HAS THIS BEEN GOING ON / IF LOVE IS GOOD TO ME  
HOW LITTLE WE KNOW / I'M GLAD THERE IS YOU / I ONLY HAVE EYES FOR YOU

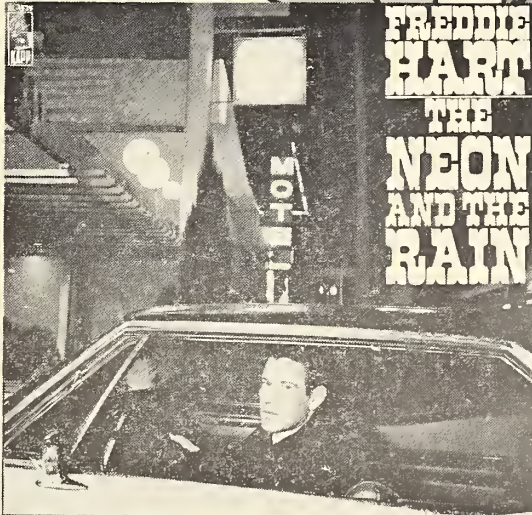


KL-1541/KS-3541



**ROD  
McKUEEN**  
INA  
LONELY  
PLACE

KL-1538/KS-3538



**FREDDIE  
HART**  
THE  
NEON  
AND THE  
RAIN

KL-1539/KS-3539



**Kapp Records.**

## NEW YORK:

Our East Coast Girl of the Week is lovely **Anita** (dubbed by "It Couldn't Happen To A Nicer Girl" by some of the English consumer mags.) **Harris**. She has been doing very well in England and has set her sights at the American market. Oct. 1st marks the beginning of a 3-week promo tour throughout the United States on her latest Columbia single, "Just Loving You." **Anita** is co-managed by **Mike Margolis** and **Brian Lane**. Her records have been released in Europe, Africa, America, Asia, and Australia. Germany, Denmark, and Austria are her

which contained "It's A Hap-Hap-Happy Day."

UA's Serendipity Singers will perform at the University of Tennessee in Martin, Tennessee on Sept. 27.

**Leon Uris**, well known author of such novels as "Battle Cry," "Exodus," "Mila 18," and "Armageddon," recently took a crack at lyric writing and penned a song which bears the title of his latest novel, "Topaz." The music for the song was written by **Walt Smith**. **Uris** and **Smith** have recorded a single of "Topaz," which will be used to promote the novel and which they hope will succeed in own right as a disk.

early in November . . . Famed novelist **Henry Miller** (we were reading him twenty-five years ago in Paris) may have a record star in his new bride **Hoki Tokuda**. Her two sides ("Tiny Bubbles" b/w "Pearly Shells"), recorded on **Mickey Goldsen's** Palm label, are getting west coast spins.

Checking into our historical document file we uncovered the first Play-boy Jazz Poll back in the mid-fifties (also uncovered was **Eve Meyer**, same issue) with **Jack Tracy** (now a Liberty A&R exec) selecting **Ellington, Goodman, Parker, Armstrong, Tatum, Gillespie, Sinatra, Eldridge, Fitzgerald,**

now repping **Marty Robbins, Molly Bee** and **Canadian Sweethearts** for TV thru his own **Stan Pat Enterprises**.

Currently popping along the Pacific: "Masters Of War" by **Barry McGuire** (Dunhill) in San Francisco, "Lightning's Girl" by **Nancy Sinatra** (Reprise) in San Diego, "You Keep Running Away" by the **Four Tops** (Motown) in Seattle, "Love Story" by the **Brothers** (White Whale) in Portland, "People Are Strange" by the **Doors** (Elektra) in Fresno, "More Than The Eye Can See" by **Al Martino** (Capitol) in Oceanside, "Expressive To Your Heart" by the **Soul Sur-**



ANITA HARRIS



FOUR SEASONS



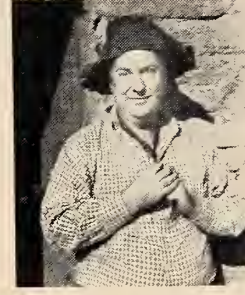
BUD DASHIELL



DONNA LOREN



JUDY COLLINS



SMILEY BURNETTE

strongest spots on the Continent. She has made a film called, "Follow That Camel," with **Phil Silvers**. The "Ed Sullivan Show" has tentatively scheduled **Anita** for a mid-Oct. shot.

**Merrec's Jerry Ross** reports heavy NY airplay on "Mr. Dream Merchant," by **Jerry Butler**, "Locked In Your Love," by **Dee Dee Warwick**, and "Brink Of Disaster," by **Lesley Gore**.

Atlantic's **Young Rascals** made their last 1967 New York appearance on Saturday evening, Sept. 16, when they headlined a pop concert in the Singer Bowl at the old World's Fair grounds in Flushing Meadow. The Rascals take off shortly for a tour of England. Appearing with them at the Singer Bowl were the **Vagrants** (Atco), the **Illusion**, and the **Candymen** (ABC).

**MGM's Eric Burdon** has just married **Angela King**, an Anglo-Indian girl. The wedding took place in England.

**Phillips' ace recording stars**, the **Four Seasons**, are booked for a Sept. 30 appearance at Indiana University in Bloomington, Indiana.

**Diane Terman** tells us that the **Younger Generation Symphonia's** instrumental waxing of "Society's Child," on the Mr. G label, has met with excellent reaction from deejays throughout the nation.

**Bornwin Productions** and **Almitra Productions** have teamed up to produce the first disk by a new group called the **Free Design**. The tunes for the disk are "Proper Ornaments" and "Kites Are For Fun." The **Free Design** will be placed on **Enoch Light's** Project 3's new pop label. The group is a trio comprised of two brothers and a sister: **Chris, Bruce** and **Sandra Dedrick**. **Chris** penned "Proper Ornaments" and "Kites Are For Fun."

**Dominic Sicilia** tells us that the **Carnival Connection** will begin a two week stint at the **Electric Circus** Oct. 3. He also reports that **ABC** is releasing the **Candymen's** new LP this week.

The songwriting team of **Al Neiburg** and **Fred Spielman** has just placed two new songs, "The Color Of Christmas" and "Can't You Find A Spot In Your Heart For Me" with **Jewel Music** (ASCAP). **Neiburg** is also completing the lyrics and libretto for a new musical show entitled "Up And Coming." **Neiburg's** last venture in this field was "Gulliver's Travels,"

## PHILADELPHIA:

**Matty Humdinger** Singer informs us that the waxings listed among his fastest moving are: "One Mistake," by the **Carousel**; "Only The Rain," by the **Forever Children**; "Richard & Me," by **Gene and Tommy** (all on ABC); "For All That I Am," by the **Soulful Bolful** (20th Century Fox); and "Masters Of War," by **Barry McGuire** (Dunhill). **Matty** has just returned from a trip to Italy, where (he says) ". . . You can always get your wrong weight for a penny."

## HOLLYWOOD:

Publicist **Derek Taylor**, who now labors for A&M as well as the International Pop Festival, gets our vote as the most readable and perceptive observer of England's and the West Coast's music scenes. If you've read his L.A. Times pieces on **Brian Epstein** and TV's "beach parties" (or last week's CB article on the **Beach Boys** and **CB** article on the **Beach Boys** you're already persuaded . . . We'll go along with **Bob McClay's** **Tempo** contention that **Crawdaddy** is the definitive consumer publication covering rock and roll. But not with his continual snipes at the trade press—particularly since he says he doesn't read our mag . . . L.A. Times pop reviewer **Pete Johnson** is the most discerning record and night club critic in these parts . . . The **Righteous Bros.** "Souled Out" their best album effort thus far on **MGM** . . . And **Judy Collins' "In My Life"** continues to be our favorite fem LP of the year.

Both sides of **Claudine Longet's** "Look Of Love" album cover deserve to be framed . . . Seventy-nine year old **Dame Edith Evans** gets our award as the most beautiful woman in the world. She should also stroll away with the acting Oscar in April for her performance in "The Whisperers."

A&M's secretarial staff has moved to #1 on our "best legs in town" chart . . . Favorite young pop writers here include **Randy Newman, Jim Webb** and **Van Dyke Parks**—in that order . . . **Lenny Waronker** is the most underrated producing talent around.

**Russ Regan** deserves much of the credit for "Incense and Peppermints," the **Strawberry Alarm Clock's** top three single. He also has a date with model **Judy Taylor** and a preacher

ald, **Hawkins** and a host of other redolent names. The upcoming October ballot will, for the first time, list pop singers (**Donovan, Wilson Pickett, Jackie DeShannon, Lesley Gore, Sandy Posey** etc.) groups (**Byrds, Rolling Stones, Association, Beach Boys, Beatles, Doors, Supremes, Young Rascals** etc.) and instrumentalists (**Paul Butterfield, George Harrison, Ravi Shankar, Carl Wilson, John Sebastian** etc.) with the January issue listing the results.

A similar departure for **UCLA's** Fine Arts Production concert calendar—this season they'll include **Joan Baez** (Dec. 2), the **Supremes** (Nov. 4) along with **Nina Simone** (Nov. 11), **Joao Gilberto** (Dec. 9) and **Charles Lloyd** (Jan. 13) . . . The **Sandpipers Trio** has announced the formation of **Three-Pipers Prod.** for the purpose of producing commercials. And, perhaps other artists . . . **Caterina Valente** taping two **Dean Martin** TV's in October . . . **Patty Duke** makes her singing debut on the **Smothers Bros.** Show this fall . . . **Drummer-actor-comedian Bob Crane** will try his directorial wings with an upcoming episode of "Hogan's Heroes."

**Soul City's Fifth Dimension** joins **Frank Sinatra** and **Dean Martin** in headlining the Oct. 8 show at the St. Paul auditorium when U.S. prexy **Lyndon Johnson** joins the state of **Minn.** in paying tribute to v.p. **Hubert Humphrey**. Still time to catch **Bud Dashiell** at the Ice House in Pasadena—closing Sept. 24th. . . **Glen Campbell** tells us the rumors concerning his teaming with **Travis Edmondson** and **Bob Shane** of the **Kingston Trio** just ain't true.

**Nancy Wilson's** **Wil-Den Prod.** firm has signed **The Three Sounds** to an exclusive management contract. They'll accompany **Wilson** on her college tour this fall.

Indie producer-publisher **Steve Clark**, noting our **Capitol Records'** special last week, informs that he too is celebrating his silver anniversary—he's had the same record on our "looking ahead" chart for the past twenty-five weeks . . . Our "West Coast Girl of the Week" is **Boston, Mass.'s** gift to **Chef Milani, Mickey Mouse** and **Dr. Pepper**—**Donna Loren**, currently cutting her second Reprise single with **Mike Post, Jimmy Bowen's** production assistant for the label.

**Stan Pat**, who recently exited the **Gerald Purcell Agency** on the coast,


vivors (**Crimson**) and "Rock 'n' Roll Woman" by the **Buffalo Springfield** (Atco) in our town.

## CHICAGO:

**Triangle Theatrical Productions'** prexy **Frank Fried** unveiled his Fall schedule of concerts to be presented in **Orchestra Hall** and **Civic Opera House**, starting October 6 with **Ravi Shankar**. The all-star lineup includes **Spanky & Our Gang** (10/13), **Judy Collins** (10/27), **Nancy Wilson** and **Buddy Rich** (10/13-14), **Glen Yarbrough** (11/3), **The Association** (11/23), **Pete Seeger** (11/17-18), **Simon & Garfunkel** (11/24-25), **Johnny Mathis** (11/24-26 in **Medinah Temple**), **Janice Ian** (12/29), **Chad Mitchell** (12/30) and **The Four Seasons** (1/19-20) . . . **Universal Recording Corp.**, where most of the Windy City's "blues" sessions are cut, expanded its facilities with the \$1,000,000 purchase of two adjoining buildings providing an additional 26,000 sq. ft. of space! . . . **Comedienne Joan Rivers** and singer **Danny Meehan** begin a two-weeker in **Mister Kelly's** 9/18 . . . **Trini Lopez**, whose current Reprise single "Together" is enjoying heavy programming hereabouts, opened in the **Empire Room** of the **Palmer House** (7) . . . Following a weekend stint in **Atlanta, Ga.**, and a **Southern p.a. junket**, **Chess lark Mitty Collier** will prepare for an extensive tour of the college circuit. Her recently waxed single couples "Do It With Confidence" and "You're The Only One" . . . Best to **WCFL's Jim Stagg**, who celebrates his birthday 10/7! . . . We understand that **Ed Keeley's** boat, temporarily christened the "Ode To **Billie Joe**," literally stole the show at the recent **Venetian Nights Festival** held on **Chi's** lakefront. **Ed's** the local **Capitol Records** promo manager . . . The **Cheetah** will be swingin' this weekend with **Neil Diamond** headlining 9/15-16 and **Chicago's** own **Cryan Shames** taking over 9/17 . . . Next up at **The Pussycat** are **Jimmy Stella** and **The Ambassadors** who'll be in for three weeks . . . **Mabel John**, from the **Stax/Volt** roster, signed a long term pact with local p.r. firm **Lee Dale Associates**. Firm is currently planning a **European** tour for the songstress.

# Marvin & Tammy

## Have a Hit



**YOUR  
PRECIOUS  
LOVE**

MARVIN GAYE & TAMMY TERRELL

TAMLA 54156

**MOTOWN**  
RECORD CORPORATION  
*The Sound of Young America*

HAPPENING HAPPENING HAPPENING HAPPENING HAPPENING HAPPENING

# ABC...IS WHERE New Fall



\*FRANKIE LAINE  
I WANTED SOMEONE TO LOVE  
ABC 608



\*DELLA REESE  
DELLA ON STRINGS OF BLUE  
ABC 612



\*SHEILA MacRAE  
HOW SWEET SHE IS  
ABC 611

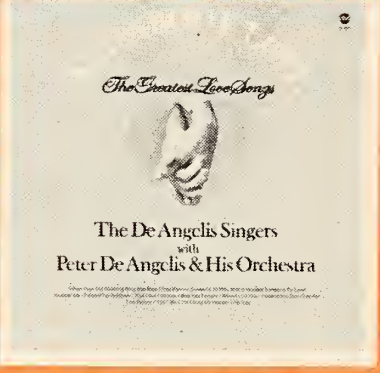
The Album Event Of The Year!



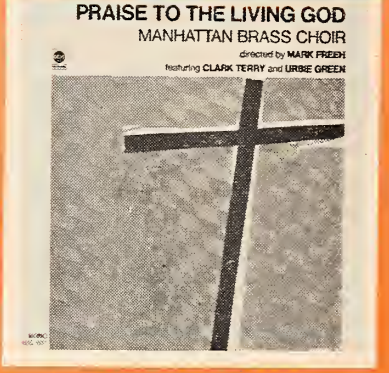
\*JUDY GARLAND AT HOME AT THE PALACE, OPENING NIGHT  
ABC 620



\*TOMMY ROE  
PHANTASY  
ABC 610



\*The De Angelis Singers with Peter De Angelis & His Orch.  
ALL ABOUT LOVE  
ABC 609



\*MANHATTAN BRASS CHOIR  
PRAISE TO THE LIVING GOD  
ABC 607



\*JOHN COLTRANE  
EXPRESSION  
A 9120



\*DIZZY GILLESPIE  
SWING LOW, SWEET CADILLAC  
A 9149



\*THE COLLEGE CONCERT OF PEE WEE RUSSELL & HENRY RED ALLEN  
A 9137



\*A LOVELY BUNCH OF AL JAZZBO COLLINS & THE BANDIDOS  
A 9150

HAPPENING HAPPENING HAPPENING HAPPENING HAPPENING HAPPENING



## Jack Bregman Dies At 68

NEW YORK—Jack Bregman, who for three decades was a partner in the huge music publishing firm of Bregman, Vocco and Conn, died on September 10 of heart disease in Mount Vernon Hospital, in Mount Vernon, N. Y. He was 68.

Together with the late Rocco Vocco and Chester Conn, Bregman formed Bregman, Vocco and Conn in 1937. "Winter Wonderland," "Holiday For Strings" and "It's A Sin To Tell A Lie" are just a few of the more than 3,000 musical copyrights which the firm came to possess. Many composers, among them Count Basie, Mack Gordon, David Rose and Steve Allen, were also contracted to the company.

Bregman, Vocco and Conn was sold to 20th Century Fox Films last May and brought a price of \$4.5 million.

In addition to his publishing activities, Jack Bregman was a director of the American Society of Composers, Authors and Publishers (ASCAP) for almost 30 years, and he also served as chairman and treasurer of ASCAP's membership society.

Bregman's widow, Muriel, and a son, Robert, survive him.

## Seeger Gets 'Muddy' Cut On Network TV Return

NEW YORK—Presentation of Pete Seeger's latest Columbia Records single release, "Waist Deep in the Big Muddy" was cut from his appearance on the Smothers Brothers network TV show (10) due to the song's controversial allusion to the Johnson policy in Vietnam.

The track was clipped from the four songs taped by Seeger to mark his first national network appearance since he was "blacklisted" as a result of the publication "Red Channels" more than a decade ago. He did present three other songs regarding individual freedom and personal convictions on the telecast. These were "Guantanamo," "Where Have All the Flowers Gone" and "This Land Is Your Land."

Earlier last week, Seeger presented his "Waist Deep in the Big Muddy" on the WNEW-TV David Susskind Show.

Following his Smothers Brothers broadcast, a CBS-TV exec commented that although the spot was preceded by two weeks of "hate literature" 15 calls were received in favor of the Seeger appearance and only five opposed.

## AF Inks Lester Lanin

NEW YORK—Audio Fidelity Records has signed society orchestra leader Lester Lanin to a recording contract. The first AF release by Lanin and his orchestra will be an LP. AF is planning a big push on the album, which will be released in the near future.

## ASCAP Meet Set

NEW YORK—The American Society of Composers, Authors and Publishers (ASCAP) will hold its semi-annual West Coast membership meeting in the Beverly Hilton Hotel in Beverly Hills, California on September 27.

ASCAP president Stanley Adams and other officials of the Society will present reports on ASCAP activities.

### WANTED

4, WHERE IT'S AT  
MUSICIANS,

FOR EXTENSIVE WORLD TOUR  
WITH BRILLIANT TOP 10 ARTIST.  
NEED ORGANIST, FENDER BASS,  
ELECTRIC GUITAR AND A  
DRUMMER, WITH GOOD FOOT.

CONTACT IMMEDIATELY:

**RAY PASSMAN**  
**BANG RECORDS**  
(212) 581-3747

## Command To Kick Off Radio Spot Campaign

NEW YORK—New York, Chicago, Los Angeles, and Philadelphia are the four major markets in which Command Records will kick off a large-scale radio spot campaign in mid-October. Both 30-second and one-minute spots will be utilized and the campaign will incorporate both AM and FM stations. On the schedule at this time are WHN, WNEW, WTFM, and WPIX-FM in New York. The Chicago outlets will be WIND, WGN, and WAIT. The Los Angeles stations will be KFI, KMPC, KPOL, and KGIL. WIP, WPEN, and WDVR-FM are the Philadelphia outlets.

Loren Becker of Command reported that the plan is to feature four key new albums in these radio spots: "The New Sound of Today's Big Band," Doc Severinsen; "Explosive Brass Impact—Vol. 2," Warren Kime & Orchestra; "Benny Goodman And Paris . . . Listen To The Magic!" and "At The Movies With The Ray Charles Singers." The entire campaign is being handled by the label's advertising agency, Victor and Richards.

This advertising campaign will be supported by a carefully prepared associated promotion on the part of distributors and their sales forces. Special window signs and streamers will be supplied to all dealers in these markets several weeks prior to the spot kickoff, and special in-store displays are also being arranged. It is understood that this will be the largest radio campaign Command Records has ever undertaken.

## Morrison Heads Promo At Merrec In New York

NEW YORK—Charles Morrison has been named promo manager for Merrec, Mercury's New York distrib, to handle the Philips, Smash and Fontana labels.

Morrison has been a member of the Merrec organization, handling sales for the Brooklyn area. Prior to joining Merrec, he spent two years in sales in New York with Malverne Distributors. He initially entered the record business as a sales and promotion representative for Portem Distributors in the upstate New York territory.

In his new post, Morrison succeeds Joe Senkiewicz, who recently left the organization. Frank Cama is manager of Merrec.



CHARLES MORRISON

## Rascals & Fudge Tour In England Next Month

NEW YORK — The Young Rascals and the Vanilla Fudge will be winging across the Atlantic early next month (3) for an October series of concert dates in England.

This trip marks the first joint venture by the two Atlantic-Atco groups, and is the initial overseas trip for the Fudge.

Both groups are currently riding high in the pop sales area, the Rascals are hitting with "How Can I Be Sure" from their No. 6 LP. Undergrounders, the Vanilla Fudge are scoring via their first album offering.



## TOP 50 IN R&B LOCATIONS

1	YOU'RE MY EVERYTHING <i>Temptations (Gordy 7063)</i>	1	26	FALL IN LOVE <i>Bettye Swann (Money 129)</i>	30
2	FUNKY BROADWAY <i>Wilson Pickett (Atlantic 2430)</i>	2	27	IF THIS IS LOVE <i>Precisions (Drew 1003)</i>	32
3	(YOUR LOVE KEEPS LIFTING ME) HIGHER AND HIGHER <i>Jackie Wilson (Brunswick 55336)</i>	5	28	LOVE IS DOGGONE GOOD THING <i>Eddie Floyd (Stax 223)</i>	29
4	BABY I LOVE YOU <i>Aretha Franklin (Atlantic 2403)</i>	3	29	LET LOVE COME BETWEEN US <i>James &amp; Bobby Purify (Bell 685)</i>	39
5	COLD SWEAT <i>James Brown (King 6110)</i>	4	30	BELIEVE IN ME <i>Jesse James (20th Century Fox 6684)</i>	38
6	MEMPHIS SOUL STEW <i>King Curtis (Atco 6511)</i>	11	31	HEART BE STILL <i>Lorraine Ellison (Loma 2074)</i>	36
7	APPLES, PEACHES AND PUMPKIN PIE <i>Jay &amp; Techniques (Smash 2086)</i>	16	32	GLORY OF LOVE <i>Jackie Lee (Keymen 109)</i>	35
8	IN THE HEAT OF THE NIGHT <i>Ray Charles (ABC Paramount 10970)</i>	9	33	9 LBS. OF STEEL <i>Joe Simon (Sound Stage 7 2589)</i>	41
9	GET ON UP <i>Esquires (Bunky 7750)</i>	10	34	TESTIFY <i>Parliaments (Revilot 207)</i>	27
10	SOUL MAN <i>Sam &amp; Dave (Stax 231)</i>	19	35	JUST OUT OF REACH <i>Percy Sledge (Atlantic 2434)</i>	34
11	KNOCK ON WOOD <i>Otis Redding &amp; Carla Thomas (Stax 228)</i>	13	36	HUNK OF FUNK <i>Gene Dozier (Minit 32026)</i>	40
12	LOVE BUG LEAVE MY HEART ALONE <i>Martha &amp; The Vandellas (Gordy 7062)</i>	14	37	THE LETTER <i>Box Tops (Mala S65)</i>	—
13	DIRTY MAN <i>Laura Lee (Chess 2013)</i>	17	38	I'M A FOOL FOR YOU <i>James Carr (Goldwax 328)</i>	—
14	IT'S GOT TO BE MELLOW <i>Leon Haywood (Decca 32164)</i>	18	39	SPREADIN' HONEY <i>Watts 103rd St. Band (Keymen 108)</i>	46
15	CASONOVA <i>Ruby Andrews (Zodiac 1004)</i>	8	40	KNUCKLE-HEAD <i>Bar-Kays (Volt 148)</i>	—
16	YOU GOTTA PAY THE PRICE <i>Al Kent (Ric Tic 127)</i>	15	41	FORGET IT <i>Sandpebbles (Calla 134)</i>	—
17	REFLECTIONS <i>Diana Ross &amp; Supremes (Motown 1111)</i>	6	42	KARATE BOO GA-LOO <i>Jerry O (Shout 217)</i>	47
18	BABY I'M LONELY <i>Intruders (Gamble 209)</i>	22	43	YOU'RE THE MAN <i>Inez &amp; Charlie Foxx (Dynamo 109)</i>	44
19	GROOVIN' <i>Booker T. &amp; MG's (Stax 224)</i>	7	44	TAKE A LOOK <i>Aretha Franklin (Columbia 44270)</i>	45
20	YOUR PRECIOUS LOVE <i>Marvin Gaye &amp; Tammy Terrell (Tamlam 54156)</i>	24	45	THERE GOES THE LOVER <i>Gene Chandler (Brunswick 55339)</i>	50
21	EXPRESSWAY TO YOUR HEART <i>Soul Survivors (Crimson 1010)</i>	28	46	SHOUT BAMALAMA <i>Mickey Murray (SS1715)</i>	48
22	YOU KEEP RUNNING AWAY <i>4 Tops (Motown 1113)</i>	33	47	DIFFERENT STROKES <i>Syl Johnson (Twilight 103)</i>	49
23	EVERYBODY NEEDS LOVE <i>Gladys Knight &amp; Pips (Soul 35034)</i>	12	48	DREAM MERCHANT <i>Jerry Butler (Mercury 72721)</i>	—
24	I CAN'T STAY AWAY FROM YOU <i>Impressions (ABC Paramount 10964)</i>	26	49	ODE TO BILLIE JOE <i>Kingpins (Atco 6516)</i>	—
25	LITTLE OLE MAN <i>Billy Cosby (Warner Bros. 7072)</i>	31	50	GIMME LITTLE SIGN <i>Brenton Wood (Double Shot 116)</i>	—

**PROGRAMMERS: YOU'RE PUTTING US ON—BUT MAGNIFICENTLY!**



BRAND'NEW AND RED HOT FROM

Produced by Ron Richards Air London Productions



## Fire Adds To WBAI's Woes

NEW YORK—Radio station WBAI-New York was silenced by a fire for 20 minutes after having gone on the air following a two-day pause in broadcasting due to vandalism.

The outlet's crystal and a spare were stolen early on Sunday, September 10, by someone who broke into its 81st floor transmitter room in the Empire state building. Broadcasting resumed the following Tuesday after a scarce frequency crystal had arrived from WTAD-FM-Quincy, Ill.

WBAI broadcasts the views of extremists, both left and right, and controversy over the station and its sister stations in California—KPFA-Berkeley and WPFK-Los Angeles—reached its height in 1963 when the Federal Communications Commission, after receiving complaints about the outlets' programming withheld renewals of their licenses. On January 22, 1964, the FCC renewed the licenses of the Pacifica stations in a unanimous decision, foreswearing the power to censor "provocative" radio and TV programs merely because they might offend some listeners.

## Finiz Exits J/G For Indie Work

PHILADELPHIA—In order to give his full time to independent producing, Bob Finiz has resigned as A&R director of Jamie/Guyden Records. As an indie producer, Finiz has already produced several singles and an LP by Brenda and the Tabulations for the Dionn label, as well as a soon-to-be-released disk by Pattie LaBelle and the Blue Bells for Atlantic. For the Jamie label, Finiz produced the Kit Kats.



# PLATTER SPINNER PATTERN

Who was the greatest heavyweight boxing champion of all time? WJBK-Detroit is attempting to answer this question in a 14-week elimination tournament leading up to the All-Time Heavyweight Championship Bout scheduled for 15 rounds on Monday, December 18. The entire tournament is being programmed through computers and will pair the world's 16 best heavyweights as selected by a panel of 100 sports writers from coast to coast. The first fight took place on September 11 between Jack Dempsey and Jim Corbett. (The result was not known at press time.) Each fight is scheduled for 15 rounds starting at 9:30 every Monday night through December 18 when the "dream" heavyweight fight of all time will take place. The blow-by-blow description will be handled by veteran sports-caster Guy LeBow. The NCR 315 Computer has digested a total of 2,064 variables to come up with the winner. In association with the fight broadcasts, WJBK will award a \$600 mink stole to a lucky listener who guesses the All-Time Heavyweight Champion in advance.



MORROW MAKES MUSIC FACTORY SCENE: Cousin Bruce Morrow (left) joins record producer Tom Wilson at the mike on MGM's weekly radio program, "The Music Factory." The show is broadcast in stereo on WABC-FM-New York. Morrow coached Wilson in the art of rapid-fire Top 40 announcing, and teacher and pupil appear happily engrossed in the lesson.

Dick Clark Tour Production will package "Ken Murray's Hollywood," an in-person tour of U.S. campuses by Murray, who will show his candid behind-the-scenes films of Hollywood (as he did on TV), coupled with personal anecdotes on stars and filmmaking. Announcement of the package was made by DCP executive director Rosalind Ross. Tim Tormey will supervise the tour.

CFAC-Calgary, Alberta has recently conducted its Third Annual Back-To-School Safety Campaign, the "CFAC Light Brigade." Motorists were urged to turn on their headlights on the first day back to school between 7 and 9 A.M. to remind everyone that school was back in. The campaign had the endorsement of the city of Calgary, the City Police, the Royal Canadian Mounted Police and several commercial firms and citizens' organizations. CFAC reports that the campaign this year was the most successful ever. An estimated seventy per cent of all vehicles on the road between 7 and 9 A.M. were driving with their lights on. There were no accidents on the first day of school.

KHOW-Denver has become the nation's first radio outlet to be fully equipped with totally mobile news room communications gear. KHOW's newsmen now carry "handy talkie" radios which make it possible to broadcast from inside buildings, vehicles, and crevices from miles around.

Teen Life Magazine is running the 1968 edition of its Teen Life Magazine Most Handsome DJ Contest. All deejays interested are advised to

send a glossy photo and good bio to: Teen Life Magazine, Most Handsome DJ Contest—1968, 260 Park Avenue South, New York, N.Y. 10010. Deadline for entries is Saturday, October 7, 1967.

An estimated crowd of 10,000 teenagers gathered to attend a concert given by WLS-Chicago and ALSAC (Aiding Leukemia Stricken American Children) in Chicago's Grant Park Saturday afternoon, August 26. These young listeners came out to enjoy their favorite singing groups and to take part in planning the annual ALSAC March, which took place on September 16, for Danny Thomas' St. Jude Children's Research Hospital. During the two-hour event, WLS' on-air personalities introduced performances by noted music groups including the New Colony Six, the Riddles, the Shadows Of Knight and H. P. Lovecraft. On stage were WLS' Clark Weber, Bernie Allen, Larry Lujack, Ron Riley, and Art Roberts, all asking the teenagers to sign up for the march. More than 5,500 of the audience had signed up before the concert had come to an end.

Twenty ladies and their guests took a chartered bus from the WIP-Philadelphia studios to Atlantic City Race Course on September 12, where they were hosted to "Ladies Day at the Races" by "The World's Greatest Racing Fan," WIP Radio personality Chuck Dougherty. Dougherty treated his guests to lunch, a guided tour of the grounds, and choice reserved seats. One of the ladies was chosen, by drawing, to accompany Dougherty to the Winner's Circle for presentation of a trophy to the jockey winning the special race to be run in honor of "The World's Greatest Racing Fan" and WIP Radio. The twenty ladies' names were drawn from several thousand post card entries received in just a few days.

SPUTTERS: KSFO-San Francisco personality Carter B. Smith emceed the second annual Cardinal Kickoff sponsored by the Community Association for Retarded at Stanford Stadium on September 17. Louis Armstrong and his All-Stars were the headline attraction.

VITAL STATISTICS: Ellsworth Groce, better known as Rocky "G," has been appointed program director of WWRL-New York . . . Radio personality Lou Thimes, formerly associated with KADI-FM-St. Louis, has joined the staff of KATZ-St. Louis . . . Bill Hennes, formerly with WKLO-Louisville, has been named program director/announcer for WNHC-New Haven. Also joining the outlet is Bob Rado, whose show has the 7 P.M. to midnight slot on weekdays . . . Bill Calder has been designated program manager for KWK-St. Louis . . . Scott Wallace, formerly music director at WMAS-Wilmington, Del., has moved to WDCA-TV-Washington, where he is emcee on the "Wing Ding" show.

## Roker To Handle R&B Promo For ABC

NEW YORK—ABC Records has hired Wally Roker & Associates to do national promotion on all R&B disks released on ABC and its subsidiary labels.

Roker will work on both coasts, travelling frequently from East to West. He will report directly to ABC Records' VP, Howard Stark.

Roker formerly did national promotion for Scepter-Wand. His firm has also been associated with such disks as "Cold Sweat," James Brown's current hit, and Alvin Cash's while-backer, "Twine Time."

## BIOS FOR DEEJAYS

### Box Tops



The Box Tops, Mala recording artists, are on the top of the charts with "The Letter," which is number one this week. The group is comprised of Danny Smythe, 19, drums; Bill Cunningham, 18, bass guitar; Alex Chilton, 18, lead singer; Gary Talley, 19, lead guitar; and John Evans, 19, organ. The quintet has been singing and performing together for over two and a half years. The boys are all from Memphis and they attend high school and college. They have had quite a few local records that have met with some success. Evans is a music major at Memphis State where he is a few hours away from his degree. Although the Box Tops like and perform all types of music, they enjoy doing soul music most. One of their biggest idols is Otis Redding. "The Letter" was produced and arranged by Dan Penn, and the boys are managed by Roy McElwain. The quintet is booked solid for the next six months, with college dates scheduled for this fall. The group will appear at Cheetah in Chicago this month and at Cheetah in New York in October. An album is scheduled for immediate release.

### Jack Jones



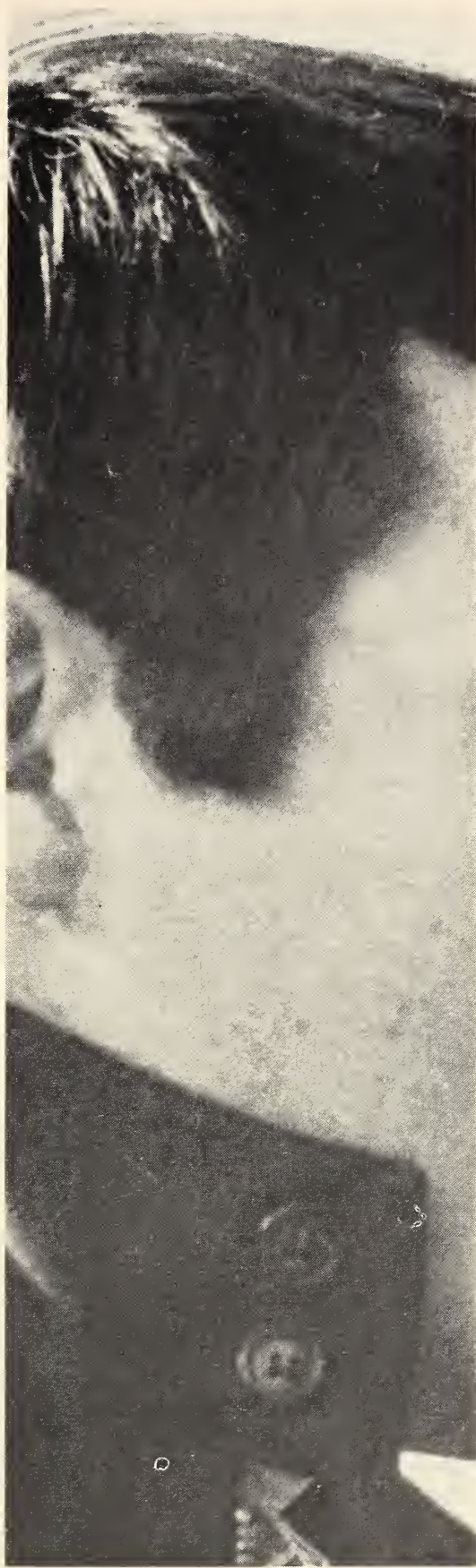
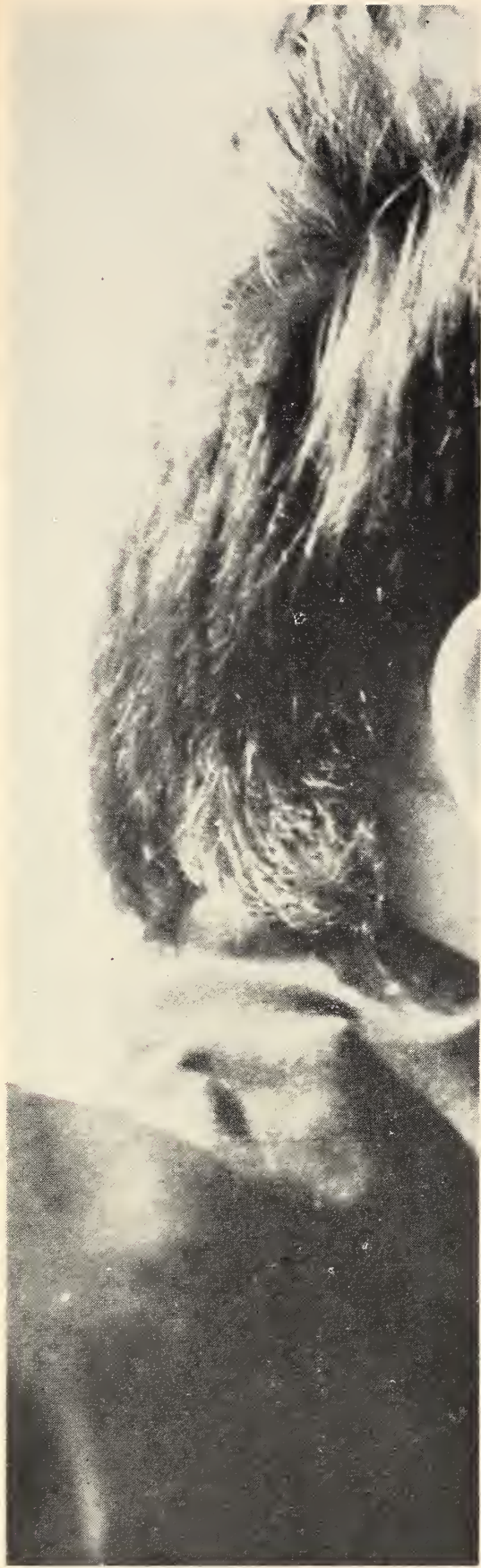
In seven years, Jack Jones has emerged as a major singing star. His debut was in the act of his father, Allan Jones, at the Thunderbird Hotel in Las Vegas during the summer of 1957, five weeks after he was out of high school. He appeared in productions at University High School in west Los Angeles before making his professional debut. After the divorce of his parents (the Jones father and son act was built around the family premise), Jack Jones sang for scale as a single in cocktail lounges and bowling alleys around Los Angeles. He played the smaller nightclubs and Pete King, then west coast rep for Kapp Records, saw him perform at Pack's II in San Francisco and signed him to a Kapp recording contract. Jones won a Grammy Award in 1962 for "Lollipops And Roses" and another in 1964 for "Wives And Lovers." By the summer of 1964 he had moved into the major niteries, and in December of that year he opened at the Persian Room of the Plaza Hotel in New York. He had arrived. From September '63 through June '67 he had made a total of 49 network TV appearances, including his own ABC-TV Special in April '66. His current single, "Our Song," is number 76 on the charts this week.

LEND A HAND TO THE FALLEN ANGELS

WHY CAN'T A PAINTED BIRD FLY?

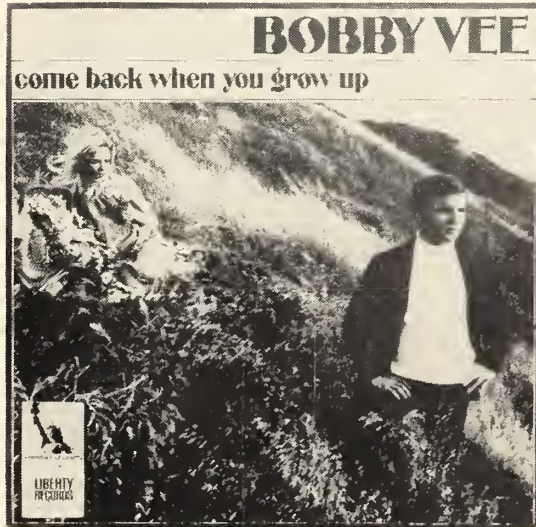






# BOBBY VEE

Vee Day for Bobby!  
His sensational  
"Come Back When You Grow Up"  
album is heading  
the same way as the single!  
Join the Vee Day parade  
today!



LRP-3534/LST-7534

# "COME BACK WHEN YOU GROW UP"





# RECORD REVIEWS

only those records best suited for commercial use are reviewed by Cash Box

## Pick of the Week

A NATURAL WOMAN (2:42)  
[Columbia-Screen Gems, BMI—Goffin, King, Wexler]

BABY, BABY, BABY (2:48)  
[14th Hour, Pronto, BMI—Franklin, Franklin]

ARETHA FRANKLIN (Atlantic 2441)

Starting at the shattering point and building easily from there to new emotional peaks, Aretha Franklin should top her previous hit outings with this new slow soul-lover's ballad. From the vocal standpoint, the side is unmatched; and in the ork and production departments, excellent work add up to a shattering performance.

KING MIDAS IN REVERSE (3:07)  
[Maribus, BMI—Hicks, Clarke, Nash]

WATER ON THE BRAIN (2:22)  
[Maribus, BMI—Hicks, Clarke, Nash]

HOLLIES (Epic 10234)

Headed back into the top ten with this follow up to "Carrie-Ann," the Hollies lay down a crashing folk-drenched rock side with heavy push in the rhythm section and some fine group vocal work. Stunning production from Ron Richards, and another bright Hollies romp add to a blockbuster. Flip is another potent lid.

EVEN THE BAD TIMES ARE GOOD (2:24)  
[Ponderosa, BMI—Murray, Callander]

JENNY'S ALL RIGHT (2:22) [Mainstay, BMI—Blakley, Hawkes]

TREMELOES (Epic 10233)

Carefree cadence, outgoing vivacity in the vocals and a grand production job on the Tremeloes follow-up to their top-ten "Silence Is Golden" outing make this rollicking session a big, bright and bouncing smash side. Spirited side slated for outstanding reactions across the pop marketplace. Softer shuffle-ballad backer.

HOLIDAY (2:52) [Nemperor, BMI—Gibb, Gibb]

EVERY CHRISTIAN HEARTED MAN WILL SHOW YOU (3:32)  
[Nemperor, BMI—Gibb, Gibb, Gibb]

BEE GEES (Atco 6521)

Religious tone given to the "Holiday" side of the Bee Gees new outing should bring worshippers flocking to the turntable cathedral, and the coffers should overflow for this offering. Powerful organ backdrop and an excellent vocal showing will put this side up at the top. Spectacular Beatle-sy flip side.

LOVE IS STRANGE (2:52) [BMI—Smith, Baker]

IT'S TRUE I LOVE YOU (2:50) [Williams]

PEACHES & HERB (Date 1574)

Reaching way-way-way back into the rock archives, Peaches & Herb rework the old Mickey & Sylvia "Love Is Strange" in a new fashion that should send the tune to top popularity spots in pop and r&b circuits. Tasty, tempting ork rhythmic kick and a super-fine vocal session earmark the side for plenty of action.

YOU, NO ONE BUT YOU (2:55)

[Damian, Jean Sawyer, ASCAP—DeAngelis, Sawyer]

SOMEWHERE THERE'S SOMEONE (2:38)

[Music, Music, Music, ASCAP—Whitcup, Douglas]

FRANKIE LAINE (ABC 10983)

Blossoming once more and flourishing, Frankie Laine seems sure to collect pop honors again with this beautiful offering, "You, No One But You." The chanter serves up a tasty sampling of ballad material slated for pop and good music play as well as a big coin-op response. Chalk up yet another Laine winner.

ALL THE TIME (2:04) [Cedarwood, BMI—Walker, Tillis]

THERE GOES MY EVERYTHING (1:59)  
[Bluecrest, Husky, BMI—Frazier]

JIMMY ROSELLI (United Artists 50217)

Sparkling orchestral support spotlights the vocal showing of Jimmy Roselli on this new rendering of "All the Time." The chanter's splendid reading should add many fans to the gathering already solidly behind him in pop and good music circles; and with fine material here, the side promises to break wide open.

(SO GLAD) YOU'RE MY BABY (2:50) [Milkim, BMI—Brown, Nixon]

STORMY (2:39) [Milkim, BMI—Ware, Basemore]

JOHNNY NASH (MGM 13805)

Johnny Nash could make the long climb back up the hitsville trail with this solid blues ballad served up in slow moving style. "Glad You're My Baby" puts over a solid r&b shot with plenty of pop potential. Easy-going ballad with bluesy tension provided by the muffled throb orking.

## Pick of the Week

WHAT A WONDERFUL WORLD (2:15)  
[Valando, ASCAP—Weiss, Douglas]

CABARET (2:44) [Sunbeam, BMI—Kander, Ebb]

LOUIS ARMSTRONG (ABC 10982)

Is Louis Armstrong donning a new image? Taking up a set of flower-child lyrics, the grand hornman warbles a slow ballad celebrating the beautiful things for a powerhouse debut on the ABC label. "What A Wonderful World" should collect plaudits on pop and good music stations.

THE IDOL (2:53) [Carlin, PRS—Bainbridge, Pritchard]

HIS SMILE WAS A LIE (2:06) [Carlin, PRS—Bainbridge, Pritchard]

FORTUNES (United Artists 50211)

Electrically souped orking and exciting vocal technique put tremendous power into the mighty sound of the Fortunes' first release for UA. "The Idol" has the sound and effort in the grooves to carry it high on the charts. Solid outing with plenty of teen top 40 punch. Should skyrocket.

AS LONG AS YOU'RE HERE (2:09) [Chardon, BMI—Bonner, Gordon]

ZALMAN YANOVSKY (Buddah 12)

A drop of the Lovin' Spoonful tonic, Zally steps out in Nashville-rock style on this weird mid-speed hypnotizer. Patchwork orchestral conglomerations with a trace of the blues in brass, country in the strings and rock percussion. Certainly different and most likely an item that will grab teen mart response.

STOP AND LISTEN (2:38)

[We Three, Little Rock, BMI—Adams, Woods]

MY LOVER'S PRAYER (3:14) [East, Time, Redwal, BMI—Redding]

PATTI DREW (Capitol 5969)

Featuring an exciting voice, a booming blues band backing and some fine material, Patti Drew should top her recent showing on the charts with this item geared for big responses in r&b as well as pop areas. The hearty mid-tempo ballad packs a punch that should send it soaring.

UPTOWN (2:35) [Mabry, BMI—Mabry]

LOVE ME LIKE THE RAIN (2:47) [Chambro, BMI—Keenan]

CHAMBERS BROTHERS (Columbia 44296)

Branching out in popularity from folk-blues to the pop field should be easy for the Chambers Brothers when they present a calling card like "Uptown." This side is a heavy rhythmic blues-rock throbber that builds along the way. Solid receptions in store at r&b and pop outlets.

STRANDED IN THE MIDDLE OF NOPLACE (2:35)  
[Milkim, BMI—Stevenson]

BEEN SO NICE (2:45) [Milkim, BMI—Stevenson]

RIGHTEOUS BROTHERS (Verve 10551)

Electrifying vocal impact and rough blues production work serve up another spectacular helping of Righteous Brothers soul on "Stranded In The Middle Of Noplace." Slow, steadily building ballad material which moves to a mild explosion should have the sales response to send it up the charts.

DADDY DIDN'T TELL ME (2:31) [East, BMI—Jones, Bell]

MORE POWER TO YOU (2:17) [East, BMI—Hayes, Porter]

ASTORS (Stax 232)

Harmonizing at a volume level slightly above a whisper, the Astros build a tense atmosphere as they rise along with the orking to a strong conclusion. The steady paced mid-tempo blues side, "Daddy Didn't Tell Me," pours on plenty of magnetic appeal and should find a bright r&b showing.

THE INVADERS (2:22) [Wingate, ASCAP—Haskell]

SECRET AGENT MAN (2:30) [Trousdale, BMI—Sloan, Barri]

HAL BLAINE (Dunhill 4102)

Off-beat television theme music with a stunning beat and some groovy guitar melody lines should score via new show exposure. The tune is attractive and splendidly served up in Hal Blaine's session featuring fine organ-guitar and rhythm sections.

**PROGRAMMERS:**  
**YOU'RE PUTTING US ON-**  
**BUT MAGNIFICENTLY!**

# **THE EASYBEATS**

# **"FALLING OFF THE EDGE OF THE WORLD"**

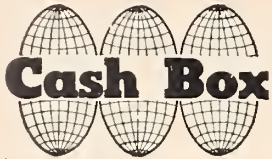
**(SEEING YOU WITH HIM)**  
UA 50206



BRAND NEW AND RED HOT FROM



Produced by Albert Productions



# RECORD REVIEWS

only those records best suited for commercial use are reviewed by Cash Box

## Newcomer Picks

THE RAIN, THE PARK & OTHER THINGS (2:57)  
[Akbetal, Luvlin, BMI—Kornfeld, Duboff]  
COWSILLS (MGM 13810)

Advance reports on this group seem to be well substantiated with this initial effort, packing a sales attractiveness that will certainly establish the Cowsills as a hitmaking team. Lighthearted love lyrics in the teen bag are spotlighted by a chuckling orchestration that will corner the younger market.

WINDOW SHOPPING (2:45) [Jobete, BMI—Taylor]  
CALIFORNIA SOUL (2:52) [Jobete, BMI—Ashford, Simpson]  
MESSENGERS (Soul 35037)

Happy, high-stepping rock beat in the up-tempo break-out trend sets the stage for a heads-up hand-clapping session that should rocket the Messengers high into the hitsville standings. Bright rock work and a grand group showing spellout a powerhouse side on "Window Shopping." Slow mid-tempo flip could catch fire as well.

A GREAT DAY FOR THE CLOWN (3:05)  
[Tri-Parte, Jay-Wis, Aim, Pambar, BMI—Barkan]  
PITY THE WOMAN (2:00)  
[Tri-Parte, Jay-Wis, Aim, Pambar, BMI—Barkan]  
MARK BARKAN (December 877)

Colorful circus imagery set in a semi-blue mid-speed backdrop gives the impetus to Mark Barkan's initial effort, "A Great Day for the Clown." Lyrical strength, a good vocal showing and some fine production work should put this deck high in the pop picture.

YOU DON'T HAVE TO BE IN LOVE (2:00)  
[Acuff-Rose, BMI—Folger]  
MY MAN (2:17) [Leo Feist, ASCAP—Willemetz, Charles]  
GAIL WYNTERS (Hickory 1478)

Soul sounds take a swinging departure in the vocal showing of Gail Wynters on "You Don't Have to Be in Love." The chantress puts in a taste of dainty-soul, a touch of Broadway and a sampling of sexy crooning to turn up a new styling which serves well. The side could prove a blockbuster.

IF YOU LOVE ME (2:45) [Golo, BMI—Campbell]  
MARVA WHITNEY (King 6134)

Small combo blues atmosphere, extremely fine work from Marva Whitney and production credit to James Brown on this slow emotion-packed r&b side with plenty of potential for pop breakouts. Could score heavily on the sales scene.

STASERA MI BUTTO (2:04)  
[Brighton, Earl Wilson, ASCAP—Amurri, Canfora, Fowlkes]  
JUST BECAUSE OF YOU (2:02)  
[Brighton, Earl Wilson, ASCAP—Fowlkes, Johnson, King]  
ROCKY ROBERTS & AIREDALES (UA Int'l 2804)

Deck buyers who pick up this item on the basis of an Italian title will be heartbroken to find it is no ballad, but the rock fans are going to find it just what they want, a solid pounding dancer served up with soul-parmesian. Big beat side that should repeat its chart pattern on this side of the Atlantic.

YOU'RE THE BOY I WANT TO MARRY (2:48) [Metric, BMI—Stone]  
CAUSE I LOVE YOU (2:22) [Shelby Singleton, BMI—Carl, Venneri]  
PAPER DOLLS (MGM 13766)

Delightfully dainty femme group showing should stir up attention for the Paper Dolls via the soft slow-mid-tempo "You're the Boy I Want to Marry." The easy-going pace, teen slanted lyrics and nice harmonizing make it a deck good for pop fare.

TOWER BRIDGE (2:42) [Bourne, ASCAP—Ciari]  
LOVING DAYS (2:15) [Bourne, ASCAP—Ciari]  
CLAUDE CIARI (Murbo 1018)

Pretty guitar workings coupled with a solid emphasis on steady soft throb rhythmic make this easy listening instrumental an item with appeal to good music and pop spinners as well as disco tablemen. Pretty, but packed with a pop sales potential.

## Newcomer Picks

IF YOU HAD A HEART (2:35)  
[Dunbar, BMI—Silvester, McPherson, Simmons]  
MOVIN' ON (2:45) [Wellmade, BMI—Silvester, McPherson, Simmons]  
INSIDERS (RCA Victor 9325)

Perky smooth-rock sounds with touches of blue on this delectable offering from the Insiders. The snappy pace, pretty Detroit-ish beat and orking, and a very catchy group vocal rendering make "If You Had A Heart" an item that is much to be heard from across the pop and r&b boards.

ONE MORE HURT (2:41) [Shifting Flowers, BMI—Flowers]  
WHERE DID I GO WRONG (2:28) [Shifting Flowers, BMI—Flowers]  
PHIL FLOWERS (Dot 17043)

Exciting handling of a solid blues song by Phil Flowers sounds like it could stir up considerable excitement along the r&b line before breaking into the pop sales picture. Mighty voice and a very fine delivery should be the tickets to a successville stand.

THE STRIPPER (2:13) [David Rose, ASCAP—Rose]  
THE SHING-A-LING THING (2:21)  
[Double Diamond, Mured, BMI—Gilmore, Huff]  
NAKED TRUTH (RCA Victor 9327)

David Rose's while-back instrumental hit has been moved into the TV commercial realm, and returns with added impact to the singles market. Splendid arrangements and frilly with flashy brass, interesting organ work and a whalloping beat make the Naked Truth up-dating an item that should make the scene.

PUPIL ALEXANDER (2:05) [Since, BMI—Marmelzat, Proffer]  
BETTER TIMES (2:21) [Since, BMI—Boettcher, Mallory]  
BROTHERS CAIN (Acta 810)

Every generation has been acquainted with a "Pupil Alexander," and this familiarity coupled with the opening of school will have teen record fans asking for more exposure of the Brothers Cain deck. Rock beat, teacher's pet lyrics and a good vocal should stir up plenty of excitement. Expertly timed release makes the hitting difference.

## Best Bets

GOOD TIME SINGERS (InArts 101) SID RAMIN (Warner Bros. 7076)

- HIGH FLYIN' BIRD (2:03) [Quartet, Bexhill, ASCAP—Wheeler] Message song set in a solid rock backdrop with a hefty vocal showing make the InArt debut single one to catch plenty of attention. Interesting group counterpoints. Flip: "Hey I Dig the Country" (1:55) [Bel Canto, ASCAP—Yess]
- BRACE YOURSELF (2:18) [SCP, ASCAP—Ramin] Buoyant instrumental with somewhat of a Herb Alpert & TB flavor. Could get around. Flip: "Candy Castle" (2:27) [SCP, ASCAP—Ramin]

MUDDY WATERS (Chess 2018)

- BIRDNEST ON THE GROUND (2:40) [Arc, BMI—Higgins, Dollison, Lang] Blues artist Muddy Waters comes across with a groovy, mid-tempo toe-tapper that should be very popular with his fans. Striking date. Flip: "When The Eagle Flies" (2:31) [Arc, BMI—Dixon, Kender]

SEAN NEAL (RCA Victor 9326)

- FUNNY HOW TIME SLIPS AWAY (2:45) [Pamper, BMI—Nelson] Smooth pop treatment of this sentimental, woes-laden country evergreen. Could do something. Flip: "I Love You So Much It Hurts" [Melody Lane, BMI—Tillman]

GRACE MARKAY (Capitol 5999)

- FOR THOSE IN LOVE (2:42) [Leo Feist, ASCAP—Hart, Lawrence] With a recent LP already to her credit, Grace Markay here offers as her debut single a catchy, romantic toe-tapper that could attract attention in both pop and good music circles. Deserves a hearing. Flip: "It's A Happening World" (2:17) [Screen Gems-Columbia, BMI—Mann, Weil]

EDDIE AND ERNIE (Columbia 44276)

- FALLING TEARS (INDIAN DRUMS) (3:05) [Dorafo, BMI—Campbell, Johnson] American Indian-flavored R&B woeser here. Could do nicely. Flip: "Doggone It" (2:22) [Dorafo, BMI—Campbell, Johnson]

# NASHVILLE!



## The Country Music Festival

**Cash Box** will be where the action is  
with a special **Convention Edition!**  
Plan now to have your ad message in it!

**First Forms Go To Press**

The Week Of

**OCTOBER 2<sup>nd</sup>**



Contact your nearest CASH BOX Rep.



# RECORD REVIEWS

only those records best suited for commercial use are reviewed by Cash Box

## Best Bets

MARILYN MICHAELS (ABC 10979)

● **LET'S PRETEND** (2:50) [Piedmont, ASCAP—Evans, Parnes] Sparkling femme showcase and brilliant melodic appeal could send this deck out of the good music bag into a pop breakout. Flip: "I Wonder Who's Kissing Him Now" (2:45) [E.B. Marks, Jerry Vogel, BMI—Hough, Adams, Howard, Orlob]

VIC DANA (Liberty 55998)

● **A LIFETIME LOVIN' YOU** (2:05) [Kama Sutra, BMI—Andreoli, Poncia, Jr.] Swing-rock sampling with orchestral drive, a smooth vocal and lively lyrics. Vic Dana stands a big chance of popping back into the spotlight with this one. Flip: "Guess Who, You" (2:00) [Kama Sutra, BMI—Sciccone, Andreoli, Poncia, Jr.]

JOHNNY OTIS (Eldo 153)

● **LONG DISTANCE** (2:05) [Eldorado, BMI—Hazley, Otis] Big rock-out blues side with a hearty vocal styling that could attract a sizeable r&b deejay response. Off the wall love song with a beat. Flip: "Banana Peels" [Eldorado, BMI—Otis]

DANA VALERY (Columbia 44301)

● **YOU** (2:59) [Jewel, ASCAP—Napier, Bell, Leresche] Haunting melody, splendid voice and an overall job that hits the mark should grab attention at pop and good music stations and could burst on the scene. Flip: "Imagine" (2:45) [Harms, ASCAP—Cahn, Lai]

OHIO PLAYERS (Tangerine 978)

● **NEIGHBORS** (2:15) [Tangerine, Coudda Pane, BMI—Ohio Players] Crashing beat ork sound and some throaty vocalizing puts a tang in this side that could set it in motion along the r&b hit route. Flip: "A Thing Called Love" (2:35) [Tangerine, Coudda Pane, BMI—Ohio Players]

MALCOLM DODDS (Project 3 1319)

● **I DON'T WANT TO CRY** (2:27) [Small Acre, BMI—Dodds, Hamilton] Stunning ork session and a good vocal sound from Malcolm Dodds puts this side into a perspective of bright good music and coin-op acceptance. Flip: "Hey World" (1:40) [Small Acre, BMI—Dodds, Hamilton] Could steal the smoothie spotlight.

NOVA LOCAL (Decca 32194)

● **JOHN KNIGHT'S BODY** (2:14) [E.B. Marks, BMI—Winburn] Snappy pop song on the surface, unusual lyrical content and a good group rendering. Most interesting part of the side though is the orking which is folky with undercurrents of jazz. A taste of exposure and this lid could explode! Flip: "Other Girls" (2:26) [E. B. Marks, BMI—Winburn]

CHILDREN OF PARADISE (Columbia 44265)

● **WHAT AM I DOING HERE** (2:24) [Embassy, BMI—Kaz] Keep an eye on this solid, medium-paced toe-tapper. It could go places. Flip: "Hey, You Got Somethin'" (2:35) [Embassy, BMI—Silber, Boone, Traum]

DON HART-JAMES SHORTER (Cool School 2001)

● **IT'S IN MY MIND** (2:45) Mums, BMI—Hart, Shorter] Grand blues ballad in a slow ambling pace makes the grade via some powerful vocals from Hart & Shorter. The duo pours plenty of draw-power for r&b and pop listeners, and could crack wide open.

LYNN TERRY (LaSalle 0070)

● **TILL** (1:58) [Chappell, ASCAP—Sigman, Danvers] Coming on like a while-back Brenda Lee, Lynn Terry does a very fine job on the standard "Till." The side carries appeal for pop or good music spinning, and could click. Flip: "I Got A Good Thing Goin'" (2:15) [Tincal, BMI—Cisco, Keppen, Ameno]

PUNCH & JUDY (Smash 2118)

● **CATCH A RAINBOW** (2:14) [Andros, Act Three, BMI—Duncan] Pretty melodic piece receives fine treatment on this glistening light ballad side. Cute group sound and some attractive orking. Flip: "Time For a Change" (2:21) [Andros, BMI—Duncan]—Folky rock side with pop possibilities.

MONGO SANTAMARIA (Columbia 44303)

● **THERE IS A MOUNTAIN** (2:38) [Peer Int'l, BMI—Leitch] Donovan's vocal hit packed a Latin bongo beat tailored to this Mongo Santamaria instrumental. The deck carries a dance beat for sure-fire juke box and discotheque reactions. Flip: "Funny Man" (2:18) [Mongo, BMI—Sheller, Porcelli]

GIRLS FROM BAHIA (Warner Bros. 7080)

● **A BANDA** (1:34) [Fermata International, ASCAP—Portugese words & music-de Hollanda, English lyric-Russell] Infectious vocal treatment of Herb Alpert's current hit. Could see good action as a result of the interest that might be aroused by comparison with Alpert's disk. Flip: "Berimbau" (2:42) [Ipanema, ASCAP—Powell, Gilbert, DeMoraes]

HARVEY AVERNE & GROUP THERAPY (Fania 449)

● **MONDAY MONDAY** (Trousdale, BMI—Phillips] Up-and-coming on strong sounds in the Latin vein could get a hefty boost from this soft-rock reading of the while-back Mamas and Papas hit. Good music and pop spinning in store. Flip: "Make Out" [Averne, Sheller]

JOHNNY MOORE (Wand 1165)

● **HAVEN'T I BEEN GOOD TO YOU** (2:55) [Startrek, Flomar, BMI—Moore] Johnny Moore could chalk up a healthy sales figure with this soul-filled R&B pleader. Might get good airplay, too. Flip: "A Dollar Ninety-Eight" (2:25) [Domhall, Juplant, BMI—Diamond, Davis]

WILLIE CONLON (Fania 444)

● **WILLIE BABY** [Colon] This one is an energetic, danceable R&B item that could win Willie Conlon many fans. Infectious effort. Flip: "Jazzy" [Velez]

JOE BROOKS (Epic 10230)

● **STRAWBERRY MORNING** (2:40) [Joey Brooks, ASCAP—Brooks] Gentle, catchy melody rocker here. Classical-flavored guitar intro and interludes add to appeal. Could sell well.

● **GIRL FROM THE BAY COUNTRY** (2:39) [Joey Brooks, ASCAP—Brooks] The flip offers a lilting, poetic love ballad that could also see action.

ROD RIGUEZ (Impact 1031)

● **I'LL SLIP AWAY** (2:12) [Gomba, BMI—Riguez] Rod Riguez could make a name for himself with this bluesy, mid-tempo rock ballad. Keep it in sight. Flip: "You'd Like To Admit It" (2:30) [Gomba, BMI—Riguez]

BEVERLEY (Deram 7512)

● **MUSEUM** (2:40) [Peer Int'l, BMI—Leitch] Fine femme vocals from Beverley could steal some of the Hermits' thunder via this release of their current smash. She sticks with Donovan-esque delivery on the offering.

BABIES (Dunhill 4101)

● **I'M NOT ASKING FOR THE WORLD** (2:35) [Wingate, ASCAP—Barri, Mekler] Very fine production work turns this femme group vocal into something special. The lively throb sound, sparkling dance tempo and team harmony could catch fire.

CAVALIERS (RCA Victor 9321)

● **I'VE GOTTA FIND HER** (2:04) [Millbridge, Elbee, BMI—Banks, Carter] Electrifying percussion workouts on this r&b item could turn it into a breakout side on blues and pop charts.

DICK SMOTHERS (Mercury 72717)

● **SATURDAY NIGHT AT THE WORLD** (2:45) [Irving, BMI—Williams] TV personality and serious half of the Smothers Brothers, Dick steps into the solo spot with a soft ballad that could receive a big welcome via exposure.

BEAU BRUMMELS (Warner Brothers 7079)

● **LOWER LEVEL** (3:20) [Wax Tablet, BMI—Elliott] Urban sounds, urban lyrics and something of an urban blues in softer hues make up a new entry from the Beau Brummels. Excellent production work make it an item that could break loose.

MARION STEWART (R 1516)

● **A HUNDRED YEARS FROM TODAY** (2:33) [Robbins, ASCAP—Washington, J. & V. Young] Could be good things in store for Marion Stewart via this woes-toned, romance-oriented ballad. Scan it. Flip: "I Must Be Losing You" (2:17) [Right Now, Benell, BMI—DeCillis]

CHRIS CLARK (Motown 1114)

● **FROM HEAD TO TOE** (2:42) [Jobete, BMI—Robinson] Throaty almost-whispering vocal showing from Chris Clark makes this femme vocal a likely item to catch pop and blues outlet exposure. Snappy fast-middle speeder. Flip: "The Beginning of the End" (2:41) [Jobete, BMI—Johnson]

FRANKIE KARL (In'Sight 3500)

● **NO HURRY, NO WORRY** (2:03) [Theben, BMI—Furlough] Shattering vocal sounds from Frankie Karl make this session a big blasting belter. Blues cut in the pop or good music vein.

AL CAIOLA (United Artists 50214)

● **TINY BUBBLES** (2:35) [Granite, BMI—Poher] Pop guitarist Al Caiola offers a solid, steady-moving number with a funky flavor that should please all of his fans. Looks good. Flip: "Stag Or Drag" (2:10) [Dunhill, BMI—Kronides]

ARTHUR PRYSOCK (Verve 10544)

● **BEFORE YOU BREAK MY HEART** (2:24) [Jewel, ASCAP—Wood] Arthur Prysock's smooth delivery on this sentimental pleader could earn him loads of attention in good music circles. Nice effort. Flip: "Goodbye So Long" (2:39) [Jonathan Glenn, BMI—L. & L. Harrison]

KNIGHT BROS. (Mercury 72718)

● **NOBODY'S FAULT** (2:20) [Metric, BMI—Holiday] Here's a contagious, spirited advice ode that win the Knight Bros. a wide audience. Give it a spin. Flip: "You're My Love" (2:47) [Parabut, BMI—Diggs, Reavis]

RAY CHARLES SINGERS (Command 4103)

● **THEN YOU CAN TELL ME GOODBYE** (2:52) [Acuff-Rose, BMI—Loudermilk] Middle-of-the-road choral treatment of the Casino's while-back hit. Could make some noise. Flip: "Blame It On Me" (2:40) [Helios, BMI—English, Gelber, Last]

Want a new experience?  
Take 3 from ABC!

GENE ES TOMMY  
"RICHARD and ME"

Produced by Bob Thiele  
b/w "Can't Get To Stoppin'"  
ABC 10981

THE  
CAROUSEL

"ONE MISTAKE"

Produced by Regan-Pedrick-Minogue

b/w "The Only One For Me"  
ABC 10953

FOREVER CHILDREN  
"ONLY THE RAIN"

Produced by D. Minogue with E. Pistilli & T. Picardo

b/w "Merry-Go-Round"  
ABC 10974



where  
it sounds  
like  
now!

ABC RECORDS, INC.  
NEW YORK/BEVERLY HILLS  
DIST. IN CANADA  
BY SPARTON OF CANADA

## B. T. Puppy Charges 15 Dealers With Sales Of Counterfeit Records

NEW YORK—B. T. Puppy Records has filed civil actions against 15 record dealers in the New York area charging them with the sale of counterfeit copies of singles releases on the label.

According to the complaint, filed in the Supreme Court of New York, Kings County, the company, distributed by Jubilee Records, seeks \$50,000 compensatory damages and \$100,100 punitive damages.

Named as defendants in the action are C&C Discount Stores, Halpin's Music Shop, Robbin's Nest, L.A.S. Music Shop, Fulton Discount, B&R Records, Disco-O-Rama, Crawford Discount Stores and Leo's, all located in Brooklyn; Record Shack, Blue Note Music Shop and Radio and TV Service, of Manhattan; Triboro Records, Queens, and ABC Record Shop, Long Island.

According to Steve Blaine, exec vp of B. T. Puppy, sides by the Happenings are involved in the counterfeit merchandise. He said that the FBI and police officials throughout the country are working closely with the label in hunting down those pressing, distributing or selling his releases. The label has also hired private investigators on an annual basis to make spot checks of record pressing plants, distributors, rack jobbers, one-stops and retailers.

## Garrett To Cut Doodletown Team

HOLLYWOOD—Epic Records' Doodletown Pipers have concluded negotiations with Ed Silvers, vp of Snuff Garrett Productions, for Garrett to produce the Doodletown's next LP and four singles for the label. Silvers will be involved in promotion and merchandising, in addition to Epic's staff handling of the finished products.

Production firm, headed by Garrett, has since early this year produced a dozen chart LP's, including four for Viva (by the Midnight Strings and Rudy Vallee), several for Liberty (by the 50 Guitars and by Gary Lewis), one for Phillips (Brian Hyland) and three for Dot (by Billy Vaughn and by the Lennon Sisters). The Doodletown LP, planned for release before the end of the year, is projected, according to Silvers, as Garrett Productions' "lucky 13th before '68."

## Rex Stewart Dies At 60

NEW YORK—Famed jazz cornetist Rex Stewart died in Los Angeles of a heart attack on September 7 at the age of 60.

For ten years, from 1934 to 1944, Stewart was a star of the Duke Ellington Orchestra. While with Ellington, he developed his noted "half-valve" style, in which he produced a choked sound on his cornet by playing with the valves half down. He based his most famous work, "Boy Meets Horn" on this style.

Prior to joining the Ellington Orchestra, Stewart played in Fletcher Henderson's band. This was his first post with a major band, and he was recommended for the job by Louis Armstrong when Armstrong left Fletcher in 1925.

Stewart left Ellington in 1944 to lead his own group, and from 1944 till 1951 he toured Europe and Australia. He took up residence near Troy, N. Y. in the early fifties and was a deejay and program director on radio stations WTRY and WROW. In 1956 he moved to New York, where he had first gotten his start playing with several Harlem groups in the 1920's, and in 1961, he went to Los Angeles. He made two appearances at the Monterey Jazz Festival, and in 1963 he went back to being a deejay with a daily show on KNOB-Los Angeles. He began to publish accounts of his life in jazz in Down Beat Magazine in 1964, and he was writing his autobiography at the time of his death.

Stewart is survived by his widow, Margie, and two children.

## Murbo Acquires Master By Keld & The Donkeys

NEW YORK—Murbo Records, the label affiliate of Bourne Music, has acquired a master by the hot vocal-instrumental group out of Denmark, Keld & the Donkeys, reports label read Jimmy Krondes. Deal, through EMI, involves the sides "Answer Me My Love" and "Lady of Spain."

## Al Gallico Trek

NEW YORK—Publisher Al Gallico left last Wed. (13) for a 10-day visit to Nashville and Hollywood. He'll be on the look-out for new songs, writers and also seek recordings for some new material.



ROARING PROMO—Creating a stir with his jet black motorcycle, and appropriate apparel, the Leather Boy has kicked off the starter on a cross-country promo tour for his MGM single "Soulin'." Making as much noise with his deck as with the cycle motor, the Leather Boy opened the throttle with distribution of his single to folks at radio stations in the Baltimore and Washington area in the first leg of a trip through the east, mid and southwest.

# FOCUS ON JAZZ

MORT FEGA

Permanent Library, Fund

About the album, Leon, I believe it should be a permanent part of every school's library, especially those schools which are putting some emphasis on music education. I know the resistance that is often met by music educators when the subject of budget arises at administrative meetings. This album would serve as the strongest possible argument for anyone who is dedicated to the teaching of higher music education. It might be a good time to remind anyone who wants a copy of the album that it is not available in stores, but can be purchased from you by sending \$5.00 to Mr. Leon Breeden, director, The North Texas State University Lab Band, Denton, Texas. I remember hearing you tell the radio audience that whatever monies that are realized from the sale of this album will go into a permanent fund to serve future NTSU Lab Bands.

I was pleased, too, to see that you blended some originals with some standards on the album. The nine and a half minute version of Mingus' "Goodbye, Pork Pie Hat" knocked me out. Has Mingus heard the album? Of particular interest was your device of recording "Clams, Anyone?" on a sight-reading basis.

For the benefit of anyone who might be reading this beside Leon and me, what was done on the album, and Leon explains it very well in his best "announcer style" voice, was that a score was broken out, shown to the members of the band for a brief moment, then recorded once, and once only, and is part of the album. It, perhaps more than anything else on the album, is a graphic example of the high calibre of musicianship that prevails on the band.

By the way, is Dan Haerle, who contributed the two fine originals to the album, an alumnus of North Texas State? I don't find his name among the personnel of the band and other than his own few comments about what he wrote, his name doesn't appear anywhere on the album. Having each of the composers or arrangers say a few things about his writing is a splendid idea, Leon. It definitely makes the listening that much more enjoyable and it also gives the writer the opportunity to express himself verbally as well as musically.

I was also very pleased to find that the piccolo is utilized in the band's charts, especially when it's voiced with the string bass; it makes a great top and bottom sound. I've always admired the way Johnny Richards uses this type of voicing and I must infer that Richards is equally popular with some of your young people. I know how active Johnny has been in the Stage Band area, especially at the University level. Has he been down to Denton?

The next time my affairs take me anywhere near Denton you can be sure that I'll pay you a visit. I want to see where and how all this extraordinary music is forged. I would very much appreciate your putting me on your mailing list so I can be kept abreast of the activities of The Band. If I can, in whatever way, help spread the gospel about what you are accomplishing please think of some ways to help me do so. I am an ardent fan of yours, Leon Breeden, and your instrument, The North Texas University Lab Band.

Sincerely,  
Mort Fega

About two weeks ago I received in the mail a stereo copy of an album titled, "LAB '67!", featuring The North Texas State University Lab Band of Denton, Texas. I suspect that Ron Wortham, jazz deejay on WRR in Dallas, must have been responsible for my having received the album, at least indirectly.

It was in July, during a business trip to Dallas, that I became aware of Ron and of his devotion to The Lab Band. As a matter of fact, it was during one of Ron's Sunday night Jazz Unlimited programs that I heard an interview with Leon Breeden, the director of The Lab Band; I also had the opportunity to hear several tracks from the album on Ron's show that Sunday night. So, when the album arrived here it came as a welcome guest into my home, where I have enjoyed it several times through. With each successive listening I marvel at the high degree of professionalism that is attained from these young college kids.

While I admire tremendously the musicianship of the players, I feel a special kind of indebtedness to the director, Mr. Leon Breeden, the guiding force behind the band. Being one to voice my pleasure—or displeasure, as the case might be—I should like to write this open fan letter to Leon Breeden, director of The North Texas University Lab Band, Denton, Texas:

September 11, 1967

Dear Leon:

I take the liberty of addressing you by your first name even though we have never met. Having heard you on the air in Dallas and having listened to your music on the album, I feel as though I do know a little bit about you and your dreams. Any man who can coax this much music out of young college people must have dreams. And lest you think that I write fan letters at the slightest provocation, known that I'm very niggardly with my compliments. The good words that I offer are usually very much deserved.

### The Other Album

I remember another album of music by a NTSU Lab Band; it was on the 90th Floor label, out of Dallas, and came my way in about 1961. As I recall—and I must rely upon my powers of recall because, search as I did, I couldn't find the album in my library—it had a Stan Kenton endorsement on it and it featured two young men who ultimately ended up playing with Kenton, Dee Barton and Marvin Stamm.

What I can't remember is whether or not you were the director when that album was recorded. I do remember that one of the tunes on the album was an original by Dee Barton called, "Waltz Of The Prophets," subsequently recorded by Stan Kenton with Dee Barton on drums instead of on trombone as he was on the original. Of course, North Texas State has a rich history in music and has long been respected as one of the more fertile seats of higher musical education. I'm sure it must be a very rewarding affiliation for you, knowing how much you contribute to the fulfillment of the students.

I was in Dallas in early July and I heard you speaking with Ron Wortham on his program on WRR one Sunday night. It was just after the Band's appearance at The White House and you were still obviously very exhilarated by the whole affair. I know that playing before a White House audience must have been a tremendous thrill for you and all the boys; but after the many accomplishments of The Lab Band in 66-67, I should think that even a White House appearance would be fairly routine. From what I heard on the album, your band could, and should, play everywhere.

**A GREAT  
NEW SINGLE  
BY  
SLIM HARPO**

**"I'M GONNA KEEP  
WHAT I'VE GOT"**

b/w

**"I'VE GOT TO BE  
WITH YOU TONIGHT"**

EXCELLO 2289

---

**NASHBORO** 1011 WOODLAND ST.  
RECORDS  
Nashville, Tenn. 615-227-5081



# "happiness ..." is being published by MILLS MUSIC



"Your recent ad was discussed by some of the writers at lunch the other day. Among them were: Jimmy McHugh, Ned Washington, L. Wolfe Gilbert. They all remarked how nice it is that you are getting such nice action on the songs of the Mills Music Co. This kind of attention given the songs—the good ones — must have a very healthy effect—and serve to bring back the kind of music business we all knew. Thanks a lot. Hope to see you on my next visit to New York." **HARRY RUBY**

"I saw the ad in the weekly trade papers and I must congratulate you on the wonderful showing you have." **JIMMY McHUGH**

## AND HERE'S THE WAY THE WRITERS OF "HAPPINESS IS" SAY IT...

*Paul Evans*

Mr. Richard Rosenthal  
President  
Mills Music, Inc.  
1619 Broadway  
New York, N. Y. 10019

Dear Mr. Rosenthal:

As to our recent conversations with Mr. Litwin and Mr. Silverman and other of your people, Paul Parnes and I want you to know that we were greatly impressed by their awareness of "what's happening" in our music business, and their interest in our talents, capabilities and copyrights—as well as your achievements on our behalf.

During our meeting with you several months ago you told us you were adding the "right men" to fill the vacancies in the Mills office. We are very happy with your choice of these two gentlemen.

Thanking you on behalf of Paul Parnes and myself, I remain

Sincerely yours,

## AND WE'RE GLAD YOU, TOO, HAVE NOTICED "WHAT'S HAPPENING" AT MILLS, PAUL...

**MILLS MUSIC, INC.** 1619 BROADWAY, NEW YORK, N. Y.

Paul Evans, Esq.  
1100 Madison Avenue  
New York, New York 10028

Dear Paul:

As time goes on, you will continue to find additional capable, properly-motivated and creatively-appreciative people added to the Mills organization — people who are also qualified business men, to the benefit of our composers and authors, as well as our company.

We, of course, appreciate your affirmative expression. And all of us will, I think, be pleased with the mutual benefits arising from Mills' continued publication of the compositions showing the outstanding talents and capabilities of Paul Evans and Paul Parnes.

Cordially yours,

Richard L. Rosenthal  
President

**THOROUGHLY MODERN MILLS** talks the language of today's *aware* composers and authors...young and old, established or unproven —and *achieves* for them!

**THOROUGHLY MODERN MILLS** talks *creative music* in all its aspects . . . pop, standard, serious, instructional.

**THOROUGHLY MODERN MILLS** talks *sound business* . . . to the mutual benefit of its composers and authors—of performing artists and their producers—of Mills' staff and its owners.

AND...

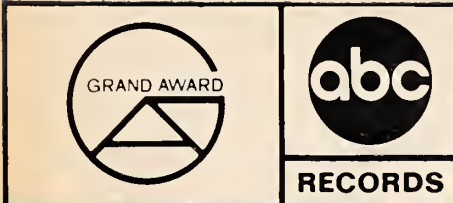
**THOROUGHLY MODERN MILLS** talks *opportunity* to outstandingly able people in all aspects of the music industry. For those who are creative, business-like and achievement-oriented, association with Mills provides a rewarding environment and outstanding opportunities —whether it be in professional editing, arranging, selling, promotion . . . or any of the many other functions in the ever-changing world of music publishing.



**MILLS MUSIC, INC.**

NEW YORK 10019 (212) CO 5-6347

Subsidiaries or affiliates in Amsterdam, Berlin, Buenos Aires, Copenhagen, London, Madrid, Mexico City, Milan, Paris, Sao Paulo, Stockholm, Sydney, Tokyo and Toronto.



ABC'S FAMILY LOGO LOOK—ABC Records has adopted new logos designed to achieve a universal appearance for each of the labels owned by the parent organization.

The new look has gone into effect for the Dunhill, Command, Westminster, Impulse, Grand Award and Music Guild labels. Bluesway, organized in Jan. of this year, was the first label to carry the new look, and remains unchanged.

Rectangular in shape, the change incorporates the ABC Records logo at the right side, with the individual label name on the left and the entire legend surrounded by a black border.

According to Larry Newton, president of ABC, ABC's aim in making logo changes is to enlarge and enhance the corporate identity of ABC Records, Inc. He said, "ABC Records has expanded so rapidly within the past few years that many consumers aren't aware of the various subsidiaries. We feel that consumer education in this regard is important to ABC."

### Berger To Handle Artist's Relations For ABC Records

NEW YORK—Vice president David Berger has been appointed to handle artist's relations for all divisions of ABC Records in addition to his guidance of ABC's International Department. The announcement was made by Larry Newton, president of the label.

Berger's new duties will make him the liaison between recording artists and all other divisions of ABC's operation. Of utmost importance is the organization of contact between artists and local ABC distributors when the artist makes personal appearances in a given area. In making the appointment, Newton stressed the emphasis he believes must be placed on the harmonious relationship between artists and the people who sell their records to the public.

Berger's responsibilities will also include all social activities and events surrounding the public appearances of ABC's recording artists.

Experienced National Country and Western promotion manager wanted by phonograph record manufacturer. Will be based in Nashville but will cover the entire Southern region. Please send resume including personal data, job experience and salary requirement to:

CASH BOX, Box 801,  
1780 Broadway, N.Y., N.Y.

### ABC In Big Promo Push For Candymen

NEW YORK—ABC Records has launched a big promotional push for the Candymen, a new group signed by the label.



Hitting the market with an LP at the end of September with "The Candymen" as the title and promoting the slogan "Candypower", ABC's maximum efforts include printing of a special mailing envelope for the LP; a press kit for distribution with the album and with singles; the hiring of Valerie Reardon to handle publicity for ABC's young acts with the Candymen as her first assignment; a special advertising campaign; and an ABC sponsored promotion tour for the group. Publicity for the Candymen is also being handled by the Dominic Sicilia office.

The group is currently appearing for the second time at Steve Paul's "Scene" in New York City.

The Candymen, five young Southerners between the ages of 20 and 23, first attracted attention with their copies of recording hits by other artists which they performed at every personal appearance. The group has since concentrated on original material, for the most part written by the five Candymen, with no specialization by any one of them in music or lyrics. Their songs are joint efforts from conception to performance.



## SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell quantity or else give every indication of doing so

- PEOPLE ARE STRANGE  
DOORS ..... Elektra 45621
- LIGHTNING'S GIRL  
NANCY SINATRA ..... Reprise 0620
- LOOK OF LOVE  
DUSTY SPRINGFIELD ..... Philips 40465
- SPREADIN' HONEY  
WATTS 103RD BAND ..... Keymen 108
- WHY DO FOOLS FALL IN LOVE  
HAPPENINGS ..... B. T. PUPPY 532
- PLEASE LOVE ME FOREVER  
BOBBY VINTON ..... Epic 10228
- ODE TO BILLIE JOE  
THE KING PINS ..... Atco 6516
- INCENSE & PEPPERMINTS  
STRAWBERRY ALARM CLOCK ..... UNI Records 55018

### Seasons, Valli Earn RIAA Gold Records

CHICAGO—The 4 Seasons have new twin gold record awards from the Record Industry Association of America. Lou Simon, product Manager of Philips Records, was notified by Henry Brief, executive director of the RIAA, that the Seasons acquired their third Gold Record Award for \$1 million worth of sales of their Philips album, "2nd Gold Vault of Hits." Lead Singer Frankie Valli was similarly honored with a Gold Record for his first Philips single, "Can't Take My Eyes Off You," which was certified for selling 1 million copies.

Previously, the Seasons had received Gold Record awards for their Philips' single, "Rag Doll," (1964); and their album, "Gold Vault of Hits" (1966).

Coincidentally, the awards occur at a time when the group is completing its fifth year in the record business. Their first hit single, "Sherry," first entered the charts in September, 1962. Since that time, they have had 34 consecutive single releases on the charts and all of their 11 albums have been chart-contenders.

The Seasons are currently rehearsing in preparation for a new single and album release on Philips. They resume their professional engagements Sept. 30.

The group, managed by Buddy Buie and Paul Cochran, was brought to the attention of Bill Lowery of Atlanta, whose production firm has brought many records to ABC. Lowery also manages Tommy Roe and the Tams, two of ABC's top recording acts. Lowery presented the Candymen to ABC, who immediately signed them, with Lowery's firm designated to deliver their records. Buddy Buie, in turn, produces the Candymen recordings for Lowery.

### Acta-Vity Bustling With New Groups, New Releases

HOLLYWOOD—Signings of new talent and packings of assignments with several indie producers were announced last week by Kenny Myers, general manager of Acta Records.

The Dot subsidiary has contracted the Brothers Cain, whose first single has been hurried into release. The deck, "Pupil Alexander," was a Steve Clark production. Clark has worked with the Association among others.

Canada's Johnny Bahlu was also added to the Acta roster, and he is now working with Mike Curk. Curk's latest hit production is "The Wild Angels" movie LP.

Green Grass production outfit has provided another newcomer to the label's team, the Neighborhood. Ray Harris negotiated the signing after the group was brought to Acta by the label's sales-promo head Morris Diamond.

Along with the "Pupil Alexander" release, the diskery is perking up on the second outing from the Peppermint Trolley Company, "She's the Kind of Girl."

Representing the Acta line's expansion, the American Breed is featured on the firm's first LP effort. Featured items in the set are the team's singles noisemakers "Short Skirts," and "Lipstick Traces."

### Syd Foley Dies

NEW YORK—Syd Foley, for the past fifteen years a contact man with Jefferson Music, died here in New York on Sept. 8. He was 50.

Prior to his association with Jefferson Music, Foley was a partner in Smith-Foley Music. He was also a songwriter.

Foley is survived by his mother, two brothers and two sisters.

### Decca Offers 2 Cartridge Units

NEW YORK—Decca Records has marketed two tape cartridge players. The 8-track units include a \$79.95 slave unit and a self-contained player listing at \$129.95. A full-scale merchandising campaign will herald the new units.



What's Monday Without It?

The stuff that dreams (and hits) are made of.

With their eyes wide open  
**THE BLUES PROJECT**  
build the most hypnotic sound castles around.

**GENTLE DREAMS**

KF-5063

The single sleeper of the year on *WOWE*

Produced by Shadow Morton

**FORECAST**

WOWE FORECAST RECORDS is a division of  
Meridian Soundways, Inc.

# Epic Markets New LP's, Tapes

NEW YORK—Epic Records last week announced the release of 12 albums and 11 tapes for the month of September.

The album release includes 3 popular LP's, 3 classical sets, 1 package on the Okeh label and 5 recordings on the Crossroads label.

The 3 popular LP's are: "Golden Hymns," by David Houston; "The Willy Nilly Wonder of Illusion," by the Back Porch Majority; and "I Gave My Love A Flower," by the Norman Ewell Orchestra.

The 3 classical sets are: "Wolfgang Amadeus Mozart Is A Dirty Old Man," by the Norman Luboff Chorus; "Virtuoso Violin Music," by Joseph Suk and Alfred Holeccek; and "Bach: The Complete Organ Music, Volume I," by Lionel Rogg.

The Okeh package is "In The Fats Bag," by the Johnny Watson Trio.

The 5 Crossroads recordings are: "Old English Vocal Music," by the Prague Madrigal Singers; "Brahms: Sonata In F Minor For Clarinet And Piano, Op. 120, No. 1/Sonata In E-Flat Major For Clarinet And Piano, Op. 120, No. 2," by clarinetist Harold Wright and pianist Harris Goldsmith; "Dvorak: Symphony No. 6 In D Major, Op. 60," by the Czech Philharmonic Orchestra, Karel Ancerl, conductor; "Schubert: Piano Trio In B-Flat Major, Op. 99," by the Suk Trio; and "Bartok: Concerto For Vio-

lin And Orchestra, Op. Posth./Concerto No. 2 For Violin And Orchestra/Two Rhapsodies For Violin And Orchestra," 2-record set by violinist Andre Gertler with the Czech Philharmonic Orchestra, Karel Ancerl, conductor, and the BRNO State Philharmonic Orchestra, Janos Ferencsik, conductor.

## New Tapes

Epic's September tape release includes 8 popular stereo tape cartridges (available in both four and eight track conversions), classical 3 3/4 I.P.S. tape and 2 Okeh stereo tape cartridges (available in both four and eight track conversions).

The 8 popular stereo tape cartridges are: "So Good," by Don and the Good Times; "Trumpet's Greatest Hits," styled by Bobby Hackett; "Evolution," by the Hollies; "A Loser's Cathedral," by David Houston; "Cole Porter's Greatest Hits," by Lester Lanin and His Orchestra; "The Village Stompers' Greatest Hits"; "Your Good Girl's Gonna Go Bad," by Tammy Wynette; and "Little Games," by the Yardbirds.

The classical 3 3/4 I.P.S. tape is "Bach: The Complete Organ Music, Volume I," by Lionel Rogg.

The 2 Okeh stereo tape cartridges are "Speak Her Name," by Walter Jackson and "Little Richard's Greatest Hits."



# TOP 100 LABELS

A.B.C.	46, 92	Laurie	77
Abnak	62	Liberty	3, 47, 50, 58
A&M	37, 69, 97	London	18, 61
Afco	88, 95	Mala	1
Atlantic	11, 20, 26, 65	Mercury	22
Bang	17, 54	MGM	8, 21, 39
Bell	71	Money	91
B. T. Puppy	86	Motown	5, 42
Brother	64	M.T.A.	96
Brunswick	12	Parkway	81
Bunky	45	Parrot	66, 75
Calla	93	Philips	23, 80
Capitol	2, 24, 73, 94	RCA Victor	27, 68, 79, 85
Colgems	41, 57, 74	Reprise	56, 60, 63, 72, 100
Columbia	14, 34, 78	Revilof	43
Crimson	32	Ric Tic	48
Decca	90	Roulette	19
Double Shot	25	Smash	4
Dunhill	15, 36	Stax	31, 44, 67
Dynovoice	40	Tamla	49, 84
Elektra	28, 53	Tower	38
Epic	9, 30, 52, 55, 82, 87	U.N.I.	89
Gordy	7, 29	United Artists	98
Kapp	76	Verve Forecast	70
Keymen	83	Warner Bros.	6, 16, 33, 35, 51, 56
King	10	White Whale	13
		Zodiac	59

## Apostolic Studios Bows

NEW YORK—Apostolic Studios, reportedly the first twelve track studio in the United States, has just begun operation at 53 East 10th Street, New York, N.Y. It was founded by John Townley, a former member of the Columbia recording group the Magicians. It is managed by Matt Hoffman, who has spent the last few years producing underground films. The studio uses Scully tape recorders and a custom designed twelve board. Besides recording music and sound tracks, the company hopes to produce records and films.

## Laurie Inks 3 Acts

NEW YORK—Laurie Records has announced the signing of the following three acts: the Casualeers via producer Rod McBrien, first release, "You Better Be Sure"; Louisiana Red via producer Herb Abramson, first release "Who Dat"; and the Congregation via producers John Shaw and Mickey Holiday, first release "Come Come."

## Ely Appointed Hansen Public Relations Chief

NEW YORK—Paul Ely has been appointed coordinator and public relations director of Charles H. Hansen, one of the largest music publishers and printers in the United States.

Ely comes from the Mills Music Trust where he was national sales manager. He will be based at 1680 Broadway in the Sheet Music Institute, an organization formed by Hansen which services all music dealers. Hansen stated that the addition of Ely was a further indication of the strong revival in sheet music sales all over the country due, in part, to the Sheet Music Institute.

## Cream Going To Au Go-Go Cafe

NEW YORK—The Cream, England's "underground group" featuring Eric Clapton, Jack Bruce and Ginger Baker, will make their first appearance in New York at the Cafe Au Go-Go starting September 26, Tuesday night, for two weeks. The Cream have been racking up hefty grosses on their first U.S. tour which has taken them to the Fillmore Auditorium in San Francisco, the Whiskey A-Go-Go in Hollywood and the Psychedelic Supermarket in Boston.

Their album, "Fresh Cream," has become one of the best-sellers on the Atco label since it was released in this country a few months ago.

*If you are reading someone else's copy of*  
**Cash Box**  
*why not mail this coupon today!*

**CASH BOX**  
**1780 BROADWAY**  
**NEW YORK, N. Y. 10019**

(Check One)

- Enclosed find my check.
- \$20 for a full year (52 weeks) subscription (United States, Canada, Mexico)
  - \$40 for a full year (Airmail United States, Canada Mexico)
  - \$30 for a full year (other countries)
  - \$45 for a full year (Airmail other countries)

- I AM A
- DEALER .....
- ONE STOP .....
- DISTRIB .....
- RACK JOBBER .....
- PUBLISHER .....
- RECORD CO. ....
- DISK JOCKEY .....
- COIN FIRM .....
- OTHER .....

NAME .....

FIRM .....

ADDRESS .....

CITY ..... STATE ..... ZIP # .....

Be Sure To Check Business Classification Above!



NEWPORT COWSILL FESTIVAL—The rambling family affair called the Cowsills began rolling into the national picture last week when the nine-member team hit the road on a nation-wide series of personal appearances in support of their just released MGM single, "The Rain, The Park & Other Things." Shown receiving farewell regards from the Mayor of Newport, R. I., are Bud Cowsill and his clan. They left home for the first stop in Boston (11). Following dates included Hartford, Philadelphia, Baltimore, Norfolk and Charlotte. This week, the Cowsills will hit Atlanta (19), Birmingham (20), Nashville (21) and Miami (22). Upcoming dates include: New Orleans, Houston, Dallas, St. Louis, Chicago, Detroit, Cleveland, Minneapolis, Denver, Seattle, San Francisco and Los Angeles.

## POP PICKS



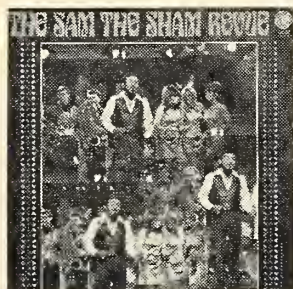
**GONE WITH THE WIND**—Original Soundtrack—MGM 1E-10ST

The original soundtrack recording of the film "Gone With The Wind," starring Clark Gable, Vivien Leigh, Leslie Howard, and Olivia de Havilland. The motion picture, released in 1939, has been re-released and bids fair to regain its record as the greatest moneymaker of all time. The music, composed and conducted by Max Steiner, captures the scope and power of the film.



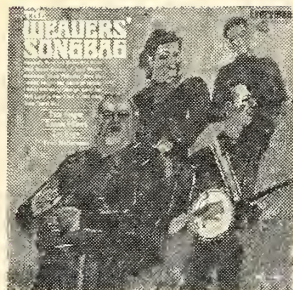
**MARY IN THE MORNING**—Al Martino—Capitol T/ST 2780

Here's the follow up album to Al Martino's recent chart single, "Mary In The Morning." Titled after that hit, the set features, in addition to the title tune, "Love Letters In The Sand," "My Love Is Stronger Than My Pride," "Can't Take My Eyes Off You," and "Making Memories." The artist performs with sensitive eloquence, and the LP should see heavy sales action.



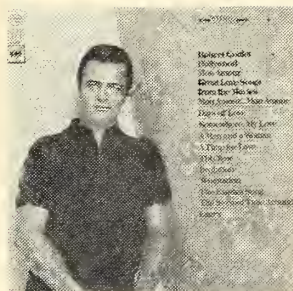
**THE SAM THE SHAM REVUE**—MGM E/SE 4479

Sam the Sham chants a potent package of rock ditties. Included on the disk are "I'm Not A Lover Anymore," "Leave My Kitten Alone," "You Can't Turn Me Off," and "Love Me Like Before." The artist delivers a zestful, energetic performance, and the album should create quite a stir with the entertainer's fans.



**THE WEAVERS' SONGBAG**—Vanguard Everyman SRV 3001/73001

The Weavers deliver a fresh and exhilarating performance of twelve folk songs. The group, comprised of Pete Seeger, Fred Hellerman, Ronnie Gilbert, and Lee Hays, sings such tunes as "Aweigh, Santy Ano," "Howard's Dead And Gone," "Gotta Travel On," and "This Land Is Your Land." The Weavers are at their rousing best on this fine LP.



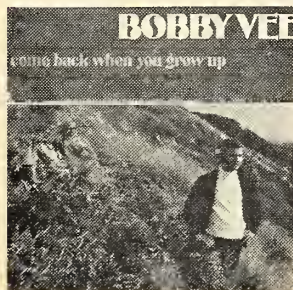
**HOLLYWOOD MON AMOUR**—Robert Goulet—Columbia CL 2727/CS 9527

Robert Goulet sings a sampling of love songs from the movies. The melodies include "A Man And A Woman," from the film of the same name; "The Second Time Around," from "High Time"; "Laura," from "Laura"; and "Days Of Love," the theme from "Hombre." The artist's voice is rich and warm, and the album should become a favorite with his followers.



**OUT OF CRANK**—Keith—Mercury MG 21129/SR 61129

Keith steps out smartly in a pop parade of eleven rock outings. Included on the package are "Candy Candy," "Making Every Minute Count," "There's Always Tomorrow," and "Be My Girl." The artist performs in a smooth, lilting manner, and the LP should shortly be making a strong appearance on the charts.



**COME BACK WHEN YOU GROW UP**—Bobby Vee—Liberty LRP 3534/LST 7534

Titled after Bobby Vee's current chart hit, "Come Back When You Grow Up," this LP is a fine showcase for the versatile talent of the artist. In addition to the title tune, the outings include "A Rose Grew In The Ashes," "Hold On To Him," "World Down On Your Knees," and "Mission Accomplished." The disk shapes up as a big winner.



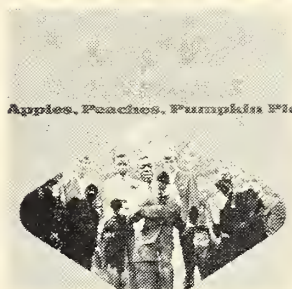
**THE LOOK OF LOVE**—Claudine Longet—A&M 129/SP 4129

Claudine Longet interprets ten pop songs in a soft, gentle style which should catch the fancy of multitudinous listeners. The songs include the title effort, "The Look Of Love," from the film "Casino Royale," "Think Of Rain," "I Love How You Love Me," and "The End Of The World." A most pleasant listening experience.



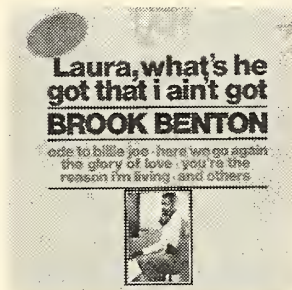
**HAPPY IS**—Sunshine Company—Imperial LP 9359/12359

The Sunshine Company brings its bright, soft singing style to an offering of pop tunes. Included on the set are the group's current chart single, "Happy," "Love Is A Happy Thing," "Children Could Help Us Find The Way," and "I Just Want To Be Your Friend." The Sunshine Company shines with a happy sound, and the disk should net impressive sales returns.



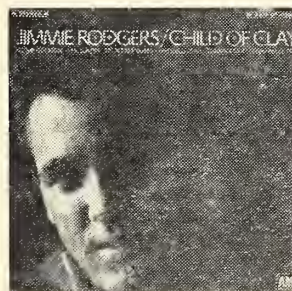
**APPLES, PEACHES, PUMPKIN PIE**—Jay & Techniques—Smash MGS 27095/SRS 67095

Jay and the Techniques follow up their chart single, "Apples, Peaches, Pumpkin Pie," with an album of the same title. Included on the LP, in addition to the title song, are "The Power Of Love," "Ain't No Soul (Left In These Old Shoes)," "Hey Diddle Diddle," and "Keep The Ball Rollin'." The group creates a great deal of excitement on the set, and the package should stir lots of consumer reaction.



**LAURA (WHAT'S HE GOT THAT I AIN'T GOT)**—Brook Benton—Reprise R/R/S 6268

Brook Benton follows up his recent chart outing, "Laura (What's He Got That I Ain't Got)," with this album of the same title. In addition to the title song, the set includes "Ode To Billie Joe," "This Is Worth Fighting For," "(There Was A) Tall Oak Tree," and "You're The Reason I'm Living." This one should soon establish itself securely on the charts.



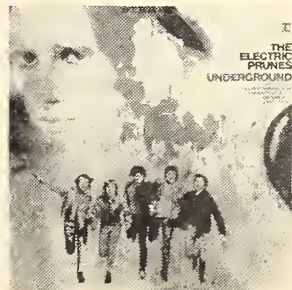
**CHILD OF CLAY**—Jimmie Rodgers—A&M 130/SP 4130

Jimmie Rodgers sings eleven folk-slanted tunes with grace and smoothness which are calculated to charm the listener. Among the tracks are the title tune which is the artist's current chart single, "Child Of Clay," "I Believed It All," "I Wanna Be Free," and "My Love Is A Wanderer." A most edifying disk indeed, and one that deserves the success it is likely to enjoy.



**AFRICA**—Music from TV Score—MGM E/SE 4462

An album of original music from the ABC News TV production, "Africa," and other compositions. Included on the LP are "Symphony To A New Continent" and Africa Suite." The music deftly captures the vast sweep of the TV'er, and the result is a rewarding and absorbing musical experience.



**UNDERGROUND**—Electric Prunes—Reprise R/R/S 6262

Hard-driving psychedelia is the order of the day on this power-packed album by the Electric Prunes. The offerings include "The Great Banana Hoax," "I Happen To Love You," "Dr. Do-Good," and "Long Day's Flight." Listeners who appreciate the experimental approach in music should go for the set in a big way.

## POP PICKS

### THE SOPWITH CAMEL—Kama Sutra KLP/KLPS 8060

The Sopwith Camel serves up an offering of eleven pop tunes. Included on the set are the group's whileback chart item, "Hello, Hello," "Saga Of The Low Down Let Down," "The Things That I Could Do With You," and "Postcard From Jamaica." The group sings with style and verve, and the album should enjoy great success.

### THE YIDDISH ARE COMING! THE YIDDISH ARE COMING!—Lou Jacobi & Others—Verve V/V6-15058

An album of Jewish humor centering mainly on the Arab-Israeli war. The package was written, created, and produced by Bob Booker and George Foster, writers and producers of "The First Family." Lou Jacobi plays a wide variety of roles with the support of Betty Walker and others. The LP should keep hordes of listeners convulsed with laughter.

### THORINSHIELD—Philips PHM 200-251/PHS 600-251

Thorinshield, a new rock group, offers a group of pop outings. The selections include "Life Is A Dream," "Wrong My Friend," "Light That Love Brings," and "Collage Of Attitudes." Thorinshield sings in a lilting, clear style, and the album should serve as an excellent introduction of the group to a large number of listeners.

### A GIRL FOR ALL SEASONS—Gail Wynters—Hickory LP 138

Gail Wynters sings a set of pop ditties which should keep the listener enthralled. Among the melodies are "When I Stop Dreaming," "You Don't Have To Be In Love," "Find Myself A New Love," and "I Like Your Kind Of Love." The artist has a big, emotional delivery, and the package should gain a large and enthusiastic following for the lark.

### GUITAR AND STRINGS . . . AND THINGS—Toots Thielemans—Command RS 918 SD

Toots Thielemans and his Orchestra render a selection of pop tunes in a fresh and warm manner. The efforts include "Autumn Leaves," "A Man And A Woman," "Thoroughly Modern Millie," and "What Kind Of Fool Am I?" Thielemans' guitar blends effectively with a girl vocal trio and flute and vibes. The LP should score big with a wide listenership.

### BOSSA NOW!—Joe Harnell—Columbia CL 2699/CS 9499

Pianist Joe Harnell plays eleven bossa novas with infectious rhythm. The tunes include "Un Poco Rio (Little Rio)," "Music To Watch Girls By," "A Man And A Woman," and "Blame It On The Bossa Nova." The use of unusual instruments gives the orchestra a special quality, and the set should find ample reward in the marketplace.

## POP BEST BETS

### ALL ABOUT LOVE—De Angelis Singers—ABC ABC/ABCS 609

Peter De Angelis conducts an orchestra and fifteen singers in a program reflecting the merriment and misery of love. The songs include "When Your Old Wedding Ring Was New," "Painted Tainted Rose," "You Wanted Someone To Play With (I Wanted Someone To Love)," and "Oh, How I Miss You Tonight." This danceable, sweet LP should be popular with the middle-of-the-road trade.

### JERUSALEM OF GOLD—Feenjon Group—Monitor MFS(C) 488

"Jerusalem Of Gold," Israel's new hit song, is featured on this album of the same name performed by the Feenjon Group. The music is Israeli, Yiddish, and Arabic, and the tunes include, besides the title number, "Towers Of The Fortress," "We Love Each Other," and "Talk To Me With Flowers." The set should appeal to those interested in the development of Israeli music.

## JAZZ PICKS

### THOROUGHLY MODERN TWENTIES—Oscar Peterson—Verve V/V6-8700

Pianist Oscar Peterson plays nine jazz interpretations of music of the 1920's. Included on the package are "My Heart Stood Still," "Oh, Lady Be Good," "Liza (All The Clouds'll Roll Away)," and "Ol' Man River." The artist's view of his material is sensitive, humorous, and imaginative, and the LP should gain the approbation of jazz enthusiasts.

### SWING LOW, SWEET CADILLAC—Dizzy Gillespie—Impulse A/AS 9149

Trumpeter Dizzy Gillespie displays his superb musicianship in five jazz sessions: the title track, "Swing Low, Sweet Cadillac," "Mas Que Nada (Pow, Pow, Pow)," "Bye," "Something In Your Smile," and "Kush." In addition to Gillespie, the personnel includes James Moody, Mike Longo, Frank Schifano, and Candy Finch. The LP should score solidly with jazzophiles.

### THE SPOILER—Stanley Turrentine—Blue Note BLP 4256/84256

Tenor saxist Stanley Turrentine's sturdy, full-bodied sound is featured on this six-session jazz album. Supporting Turrentine are Blue Mitchell, Julian Priester, James Spaulding, Pepper Adams, McCoy Tyner, Bob Cranshaw, Mickey Roker, and Joseph Rivera. The numbers include "The Magilla," "La Fiesta," "Sonny," and "You're Gonna Hear From Me." Jazz devotees should gobble this one up.

### JAZZ GUNN—Shelly Manne—Atlantic (SD) 1487

Drummer Shelly Manne performs a set of jazz sessions. Other personnel are Conte Candoli, trumpet or flugelhorn; Frank Strozier, alto sax or flute; Mike Wofford, piano; and Monte Budwig, bass. Among the tunes, all written by Henry Mancini for the flick, "Gunn," are "A Bluish Bag," "Silver Tears," "Theme For Sam," and "A Quiet Happening." Jazz aficionados should dig this one.

## CLASSICAL PICKS

### VERDI: LA TRAVIATA—Caballe, Bergonzi, Milnes—Georges Pretre/RCA Italiana Opera Orchestra and Chorus—RCA Victor LM/LSC 6180

Giuseppe Verdi's immortal opera, "La Traviata," is brought to life in this 3-record set. Montserrat Caballe, Carlo Bergonzi, and Sherrill Milnes sing the principal roles brilliantly. Georges Pretre directs the RCA Italiana Opera Orchestra and Chorus in a masterful performance. The package is indispensable to any opera lover.

### AN EVENING IN VENICE—I Musici—Philips PHM 500-147/PHS 900-147

I Musici, the twelve-member chamber orchestra, performs four baroque concertos: "Concerto A Cinque In G Minor, Op. 9, No. 8," Tommaso Albinoni; "Concerto In F Major, P. 278," Antonio Vivaldi; "Concerto In B Minor," Alessandro Marcello; and "Concerto A Quattro No. 2 In G Major," Baldassare Galuppi. This magnificent music comprises a highly distinctive classical album.

# THE WHOLE COUNTRY WAKES UP TO

THE STRAWBERRY ALARM CLOCK

AND THEIR SMASH SINGLE

INCENSE AND PEPPERMINTS



UNI 55018

UNIVERSAL CITY RECORDS • A DIVISION OF MCA INC.

## Columbia Markets New LP's & Tapes

NEW YORK—Fifteen pop albums spearhead the September release from Columbia Records with two Harmony sets, eight classical packages and one spoken one LP in the Masterworks line, seven Odyssey disks and three Latin albums. Twenty-seven 4 and 8-track stereo cartridges and seven reel-to-reel tape albums will also be issued.

Heading up the pop product in this month's bundle are Chad and Jeremy singing "Of Cabbages And Kings"; "The Clancy Brothers And Tommy Makem In Concert"; "Ray Conniff's Hawaiian Album"; "Take A Look" with Aretha Franklin; "Hollywood Mon Amour" by Robert Goulet; and Joe Harnell's "Bossa Now." Among the other sets bowing in the release are: Chava Albertstein's "Yiddish Folk Songs"; "A Kind Of Hush" from John Davidson; Dick Davy's Stronger Than Dirt"; "Song For Rainy Day Lovers" with Clare Fischer; "Patchou Songs"; "The Haunting New Voice From Brazil-Thelma"; and a c&w set "The Statler Brothers Sing The Big Hits." In the jazz realm Charlie Byrd's "More Brazilian Byrd" and "New View!" from the New John Handy Quintet.

Two Christmas LP's make up the Harmony product being unveiled this month: Andre Kostelanetz' "Joy To The World" and "Sings Of Christmas" with the Norman Luboff Choir.

Completing the pop record output are three Latin sets: "Cielito Lindo—The Golden Voices of Mexico" with the Coral Mexicano, "More Mariachi" by the Mariachi los Mensajeros, and Roberto Yanes' "Cosas Del Alma" (With All My Heart).

### Classical Product

Bach's "The Six Trio Sonatas" are contained in a two-disk set featuring E. Power Biggs; "Hatikva On Mt. Scopus" including Mahler's 2d Symphony and Mendelssohn's Violin Concerto (Isaac Stern soloist) and "Polovetsian Dances And Other Russian

Favorites" will have Leonard Bernstein conducting the Israel and New York Philharmonic respectively; "The Mormon Tabernacle Choir Sings The Old Beloved Songs"; "Kostelanetz Conducts Great Romantic Ballets" includes the Sleeping Beauty, Swan Lake and Nutcracker by Tchaikovsky and Kachaturian's Gayne Ballet excerpts; Phillippe Entremont guests with the Philadelphia Orchestra under Eugene Ormandy on Gershwin's "Concerto In F" and "Rhapsody In Blue"; Carl Orff's "Catulli Carmina" is featured in its American recording premiere; and the release is concluded with the first recording of Karlheinz Stockhausen's "Complete Piano Music" with Aloys Kontarsky.

Entering the Odyssey catalogue are Brahms' "The Four Symphonies" performed by the New York Philharmonic under Bruno Walter in a three-record set available only in monaural; Sir Thomas Beecham with the Columbia Symphony and Bizet's "Carmen Suite," Tchaikovsky's "Capriccio Italien" and "The Dance Of The Hours" by Ponchielli; "The Great Mary Garden" spotlights the soprano with works by Verdi, Massenet and Charpentier; Dmitri Mitropoulos conducts Shostakovich's "Symphony No. 10 In E Minor"; Palestrina's "Masses And Motets" features the Singers of Saint-Eustache; orchestral showpieces from "Tannhauser" and "Die Meistersinger" of Wagner are performed by the Vienna New Symphony under Max Goberman; and "The Symphonies Of Haydn, Vol. 5" with Nos. 12, 13 and 14 also feature Goberman with the Vienna State Opera Orchestra.

### Tape Issues

Seven tapes in the reel-to-reel class are being released for the month, with fifteen 8-track stereo cartridges and twelve 4-track stereo packs.

Reel sets include: "Bravo! Brubeck!" with Dave Brubeck; Percy Faith's "Today's Themes For Young Lovers"; "The Things I Love" by Jim Nabors; Eugene Ormandy's "Magnificent Marches"; and classicals with Beethoven's 8th and 9th Symphonies featuring the Philadelphia Orchestra with Ormandy and the Mormon Tabernacle Choir; Brahms' 2d Piano Concerto with Rudolf Serkin, George Szell and the Cleveland Orchestra; and the same ensemble in a performance of Mendelssohn's "Incidental Music To 'A Midsummer Night's Dream'" and Schubert's "Rosamunde."

The 8-track cartridges for September include: "Tony Bennett Makes It Happen"; "Bravo! Brubeck!"; "For Your Love" with Peaches and Herb; "Johnny Cash's Greatest Hits"; "This Is My Song" with Ray Conniff; "My Best To You" from John Davidson; "Flatt & Scruggs' Greatest Hits"; Aretha Franklin's "Runnin' Out Of Fools"; "Softly As I Leave You" by Eydie Gorme; "Steve And Eydie Together On Broadway"; Ray Price's "Danny Boy"; "We Shall Overcome" from Pete Seeger; two Leonard Bernstein packages with Britten's "Young Person's Guide To The Orchestra" and Saint-Saens' "Carnival Of The Animals"; and "The Sorcerer's Apprentice" and other music for young people; "Ritual Fire Dance" with Eugene Ormandy.

## Senkiewicz New Promo Mgr. At Columbia's N.Y. Office

NEW YORK—Joseph Senkiewicz has just joined the New York sales office of Columbia Records as promotion manager according to last week's announcement by regional manager for label sales Tony Martell.

Senkiewicz will be responsible to Martell for promotion of Columbia product on radio stations in NYC, New Jersey, Westchester and Long Island. He will also be working with promo manager Frank Campana for overall promotion of product in the NY region.

Prior to assuming his present position, Senkiewicz was promo manager at Philips Records and had worked with Beta Distributors in New York for five years.

## Majority Of Ampeg Stock To Unimusic

NEW YORK—The majority shareholders in Ampeg Company have sold their shares in the company to Unimusic for \$5.25 a share. Everett Hull, who with his wife owned the shares, will continue as president of the company.

At the time of the transaction, a spokesman for Unimusic announced that within 30 days, a tender offer of \$5.25 a share will be made to all other Ampeg shareholders. Ampeg stock is traded over the counter.

Ampeg, a leading manufacturer of amplifiers and musical instruments, is located in Linden, New Jersey.

## Capitol Cover Uncovered

NEW YORK—Capitol Records has unveiled a new promotional device in the form of a psychedelic-styled book-cover for use by students. Timed to hit the market at the peak of the nation-wide back-to-school fever, the contemporary-art poster type cover will have a multi-colored design with lettering plugging the Beatles, Beach Boys, Lou Rawls, the Seekers and several other Capitol groups.

It is also designed for use as a counter merchandiser or dealer poster. One million copies have been run off in the initial printing.

A special tie-in has also been arranged with the Honda company, offering a Honda 50 motorcycle to certain recipients of the covers. Rules for the cycle contest are printed on the inside flap of the front page.

## Epic To Release 4 Christmas LP's

NEW YORK—Epic Records will issue 4 new Christmas albums for the coming Yuletide season. The LP's are: "A New Christmas Spirit-Holiday For Harp And Holly," which showcases South American instrumentalist Luis Bordon playing traditional and popular Christmas songs on the Paraguayan harp; "My Kind Of Christmas," a mixed collection of Yuletide songs sung by Mike Douglas; "Well Seasoned," which features modern versions of Christmas standards performed by the Joy Strings, an English vocal trio; and, on Epic's Crossroads label, a classical Christmas package which includes Benjamin Britten's "A Ceremony Of Carols," performed by the Prague Radio Children's Chorus, Bohumil Kulinsky conductor, and harpist Libuse Vachalova; and Honegger's "Christmas Cantata," performed by the Czech Philharmonic Chorus and the Prague Symphony Orchestra, Serge Baudo, conductor, Jindrich Jindrak, baritone, and Jaroslav Tvrzsky, organ.

## Musicor Birthday

(Continued from page 8)

artists as the La Playa Sextet, Los Hispanos, Chano Scotty, Tito Rodriguez, and Vitin Aviles, among others. He will also seek, sign, and produce new talent for the division, both in the United States and through Musicor's recently opened branch office in San Juan, Puerto Rico.

Musicor's tremendous two-year growth picture also features two other developments. One of these is the establishment of the firm's own Musicor Building on New York's West 55th Street in the heart of the city's entertainment and music quarter. The other is the construction of an ultra-modern recording studio in the headquarters building. The eight-channel studio is due for its official opening during Musicor's birthday month in Oct.

## CBS-Immediate Deal

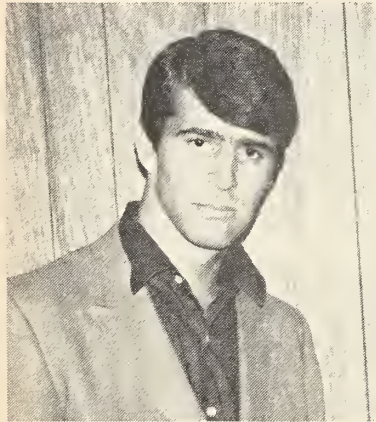
(Continued from page 7)

"Itchycoo Park" by The Small Faces, is scheduled for release this week. "Itchycoo Park" has been out only a few weeks in England and is already No. 4 on the English best-selling charts, making it the label's fastest-breaking single to date.

### Own Logo Policy

The marketing and distributing arrangement with CBS is the culmination of Immediate's plan to establish releasing outlets in every record market throughout the world. Under these agreements, Immediate is released on the Immediate label in each country.

Immediate's rise in the British record industry is attributed to its policy of emphasizing and encouraging the creative efforts of its artists, producers and writers. The label successfully maintains a small self-contained staff of writers and producers who provide material for recording. Immediate also focuses much of its attention on artists who write, arrange and produce their own material. The success of this approach is evidenced in the label's current hit song, "Itchycoo Park," which was written and produced by Steve Marriott and Ronnie Lane, who are members of The Small Faces.



REAL GOOD GM—Fred Munao was last week named general manager of Real Good Productions. The announcement of his appointment came from Bill and Steve Jerome. Munao, shown above, will work at auditioning new talent, handling chores with composers and lyricists, screening new masters and reviewing new songs for the production firm. Formerly a performer, several of his selections have been published by Real Good's pubbery, Pimpinel Music.

## Lightning Strike

Goldmine and lightning strikes may be combined in one group according to White Whale execs who just announced the signing and initial release by the Smokestack Lightnin'. The new group, discovered and produced by Bones Howe (center seat), was pacted to an exclusive recording contract by the label with a single to come out immediately, "Nadine." On either end of the team is Lee Lasseff (left) and Ted Feigin (right), owners of White Whale.



## Pink Floyd To Tour US

NEW YORK—Hot English group, the Pink Floyd, whose "See Emily Play" single was a recent Top 10 item on the British charts and whose first LP, "The Piper At The Gates Of Dawn," is even more successful, will arrive in the U.S. late in October to begin their first American tour. Teeing off October 26 with a week at the Fillmore Auditorium in San Francisco, the group will hit major U.S. cities including New York, Los Angeles and Boston during their four week visit.

Peter Jenner, co-manager of the Pink Floyd with Andrew King, is currently in NY for conferences with the Richmond Organization, publishers of the Pink Floyd's songs. In addition, Jenner has been working with Hugh Dallas of Tower Records in setting up promotional strategy for the Floyd's LP, which is scheduled for imminent release in the U.S. by Tower (The Pink Floyd appears on the EMI label in Britain and on the Tower label here).

The Pink Floyd act includes a light show, with liquid slides and colored lights coordinated with music. The group does a lot of extemporaneous playing on stage. They start off with a specific song or theme and then take off on an improvisation which may last as long as ten minutes before the original tune returns to conclude the piece. Their LP includes a "planned improvisation"—a piece which was originally improvised but which has been done over and over again so that it has assumed a definite shape—called "Interstellar Overdrive."

The Pink Floyd's coming U.S. tour was booked by General Artists Corporation.





# TOP 100 Albums

SEPTEMBER 23, 1967

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		SGT. PEPPER'S LONELY HEARTS CLUB BAND Beatles (Capitol T/TS 2653)		26		REVOLUTION! Paul Revere & Raiders (Columbia CL 2721/CS 9521)		51		JANIS IAN (Verve Forecast FT/FTS 3017)		76		SMILEY SMILE Beach Boys (Brother T/ST 9001)	
2		THE DOORS (Elektra EKS 4007/EKS 74007)		27		FRANKIE VALLI SOLO (Phillips PHM 200-247/PHS 600-247)		52		COUNTRY, MY WAY Nancy Sinatra (Reprise R/RS 6251)		77		RIGHTEOUS BROTHERS GREATEST HITS (Verve V/V6 5020)	74
3		FLOWERS Rolling Stones (London LL 309/PS 509)		28		BEE GEES 1ST (Atco (SD) 233)		53		MORE OF THE MONKEES (Colgems COM/COS 102)		78		COLD SWEAT James Brown (King 1020)	75
4		SURREALISTIC PILLOW Jefferson Airplane (RCA LPM/LSP 3766)		29		ARE YOU EXPERIENCED? Jimi Hendrix Experience (Reprise R/RS 6261)		54		ABSOLUTELY FREE Mathers of Invention (Verve V 5013/V 6-5013)		79		RHAPSODIES FOR YOUNG LOVERS—VOL. II Midnight String Quartet (Viva V 6008/36008)	83
5		MONKEES HEADQUARTERS (Colgems COM/COS 103)		30		WELCOME TO MY WORLD Dean Martin (Reprise R/RS 6250)		55		4 TOPS GREATEST HITS (Motown 662)		80		OTIS REDDING LIVE IN EUROPE (Volt (S) 216)	77
6		REACH OUT 4 Tops (Motown 660)		31		SILVER THROAT—BILL COSBY SINGS Warner Bros. W/WS 1709)		56		GOLDEN GREATS BY THE VENTURES (Liberty LRP 2053/LST 8053)		81		DOCTOR DOLITTLE Original Soundtrack (20th Century-Fox DTCs 5101)	
7		GROOVIN' Young Rascals (Atlantic SD 8148)		32		PAUL REVERE & THE RAIDERS GREATEST HITS (Columbia KCL 2662/KCS 9462)		57		EVOLUTION Hollies (Eple LN 24315/24315)		82		GOLDEN HITS Roger Williams (Kapp KL-1530/KS 3530)	89
8		RELEASE ME Engelbert Humperdinck (Parrot PA 61012/PAS 71012)		33		BEST OF THE BEACH BOYS VOL. II (Capitol T/DT 2706)		58		SPANKY & OUR GANG (Mercury MG 21124/SR 61124)		83		MANTOVANI/HOLLYWOOD (London LL 3516/PS 516)	86
9		ARETHA ARRIVES Aretha Franklin (Atlantic (SD) 8150)		34		DIANA ROSS & THE SUPREMES GREATEST HITS (Motown 2-663)		59		THOROUGHLY MODERN MILLIE Org. Soundtrack (Decca DL 1500/71500)	48	84		SPRING! Lettermen (Capitol T/TS 2711)	70
10		WITH A LOT O'SOUL Temptations (Gordy 923)		35		HOLLIES' GREATEST HITS (Imperial LP 9350/12350)		60		LISTEN Ray Charles (ABC ABC/ABCS 595)	54	85		I WAS MADE TO LOVE HER Stevie Wonder (Tamla 279)	
11		ALBUM 1700 Peter, Paul & Mary (Warner Bros. W/WS 1700)		36		HERE WHERE THERE IS LOVE Dionne Warwick (Scepter M/5 555)		61		WE CAN FLY/UP-UP AND AWAY Johnny Mann Singers (Liberty LRP 3523/LST 7523)	62	86		MAMAS & THE PAPAS DELIVER (Dunhill D/S 50014)	63
12		DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST)		37		HIP-HUG-HER Booker T & MG's (Stax 5-717)		62		BEST OF THE LOVIN' SPOONFUL (Kama Sutra KLP/KLPS 8056)	51	87		THE LIVE KINKS (Reprise R/RS 6260)	84
13		SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005)		38		YOU ONLY LIVE TWICE Original Soundtrack (United Artists UAL 4155/UAS 5155)		63		MARTHA & THE VANDELLAS "LIVE" (Gordy 925)		88		JUDY GARLAND AT HOME AT THE PALACE OPENING NIGHT (ABC-ABC/ABCS 620)	94
14		INSIGHT OUT Association (Warner Bros. W/WS 1696)		39		THE WORLD WE KNEW Frank Sinatra (Reprise F/FS 1022)		64		S.R.O. Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119)	52	89		BIG BROTHER & THE HOLDING COMPANY (Mainstream 56099/S 6099)	95
15		SOUNDS LIKE Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124)		40		LUSH LIFE Nancy Wilson (Capitol T/ST 2757)		65		EQUINOX Sergio Mendes and Brasil 66 (A&M LP 122/SP 4122)	57	90		STAX/VOLT REVIEW, VOL. Various Artists (Stax (S) 721)	78
16		ODE TO BILLIE JOE Bobby Gentry (Capitol T/ST 2830)		41		SOUND OF WILSON PICKETT (Atlantic (SD) 8145)		66		LITTLE GAMES Yardbirds (Epic LN 24313/BN 26313)	53	91		MELLOW YELLOW Odell Brown & The Organ-izers (Cadet LP/LPS 788)	98
17		BEST OF SONNY & CHER (Atco M/S 219)		42		UP, UP, AND AWAY 5th Dimension (Soul City SCM-91000/SCS-92000)		67		COLLECTIONS Young Rascals (Atlantic M/S 8134)	61	92		DADDY'S LITTLE GIRL Al Martino (Capitol T/ST 2733)	71
18		THE BYRDS GREATEST HITS (Columbia CL 2716/CS 9516)		43		JOAN Joan Baez (Vanguard VRS 9240/VSD 79240)		68		MOBY GRAPE (Columbia CL 2698/CS 9498)	60	93		SMOKEY ROBINSON & THE MIRACLES MAKE IT HAPPEN (Tamla 276)	
19		A MAN AND A WOMAN Soundtrack (United Artists UAL 4147/UAS 5147)		44		BOB DYLAN'S GREATEST HITS (Columbia KCL 2663/KCS 9463)		69		WHIPPED CREAM Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110)	66	94		IN THE HEAT OF THE NIGHT Original Soundtrack (United Artists UAL 4160/UAS 5160)	101
20		BORN FREE Andy Williams (Columbia CL 2680/CS 9480)		45		NEW GOLD HITS Four Seasons (Phillips PHM 200-243/PNS 600-234)		70		LET'S LIVE FOR TODAY Grass Roots (Dunhill D/D5 50020)	72	95		GOING PLACES Herb Alpert & Tijuana Brass (A&M LP 112/SP 4112)	79
21		THESE ARE MY SONGS Petula Clark (Warner Bros. W/WS 1698)		46		CLAUDINE Claudine Longet (A&M LP 121/LPS 4121)		71		TO SIR, WITH LOVE Original Soundtrack (Fontana MGF 27569/SRF 67569)	90	96		MARVIN GAYE'S GREATEST HITS VOL. II (Tamla 278)	
22		REVENGE Bill Cosby (Warner Bros. W/WS 1691)		47		THAT'S LOU Lou Rawls (Capitol T/TS 2756)		72		PROCOL HARUM (Deram DE 16008/DES 18008)	80	97		THE WORLD WE KNEW Bert Kaempfert (Decca DL/DL 74925)	99
23		TEMPTATIONS GREATEST HITS (Gordy GM/GS 919)		48		ELECTRIC MUSIC FOR THE MIND & BODY Country Joe & Fish (Vanguard VRS/VSD 9244)		73		FRESH CREAM Cream (Atco. (SD) 206)	73	98		THE EARTH San Sebastian Strings (Warner Bros. W/WS 4704)	100
24		I NEVER LOVED A MAN Aretha Franklin (Atlantic 8139/SD 8139)		49		VANILLA FUDGE Atco 33-224/SD 33-224)		74		WINDS OF CHANGE Animals (MGM E/SE 4484)	82	99		JOHN GARY CARNEGIE HALL CONCERT (RCA Victor LOC/LSO 1139)	
25		SUPER HITS Various Artists (Atlantic (SD) 501)		50		MAN OF LA MANCHA Original Cast (Kapp KRL 4505/KRS 5505)		75		WINDOWS OF THE WORLD Dionne Warwick (Scepter M/S 563)	87	100		BEST OF THE SEEKERS (Capitol T/DT 2746)	81
101		RALLY 'ROUND THE FLAGG Fannie Flagg (RCA Victor LPM/LSP 3856)		110		WHAT NOW MY LOVE Herb Alpert & Tijuana Brass (A&M LP 114/SP 4114)		120		GENE PITNEY GOLDEN GREATS (Muscor MM 2134/MS 3134)		130		WILD ANGELS Volume II Original Soundtrack (Tower T/TS 5056)	
102		MR. SPOCK'S MUSIC FROM OUTER SPACE Leonard Nimoy (Dot DLP 3794/25794)		111		HEADS UP Baja Marimba Band (A&M LP 123/SP 4123)		121		A LATIN LOVE-IN Tony Mottola (Project 3 PR 5010 SD)		131		GOOD TIMES Original Soundtrack (Atco M/S 214)	
103		"FOR A FEW DOLLARS MORE" Leroy Holmes (United Artists UAL 3608/UAS 6608)		112		PAINT IT BLACK Soulful Strings (Cadet LP/LPS 776)		122		HUGH MASEKELA'S LATEST (UNI UNI 3010/73010)		132		THAT'S LIFE Frank Sinatra (Reprise F/FS 1020)	
104		CANNED HEAT (Liberty LRP 3526/LST 7526)		113		YARBIRDS' GREATEST HITS (Epic LN 24246/BN 26246)		123		JUST FOR YOU Neil Diamond (Bang BLP/BLPS 217)		133		JOHNNY CASH'S GREATEST HITS (Columbia CL 2678/CS 9478)	
105		MAGNIFICENT MEN LIVE (Capitol T/ST 2775)		114		WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634)		124		THE KENNEDY DREAM Oliver Nelson (Impulse A/AS 9144)		134		SMASH SOUNDS Various Artists (Atco M/S 850)	
106		THIS IS MY SONG Ray Conniff (Columbia CL 2676/CS 9476)		115		DOUBLE TROUBLE Elvis Presley (RCA Victor LPM/LSP 3787)		125		ARETHA FRANKLIN'S GREATEST HITS (Columbia CL 2673/CS 9473)		135		MAME Original Cast (Columbia KOL 6600/KOS 3000)	
107		BEST OF EDDY ARNOLD (RCA Victor LPM/LSP 3565)		116		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! (Warner Bros. W 1518)		126		FIDDLER ON THE ROOF Original Cast (RCA Victor LPM/LPS 3730)		136		JR. WALKER & THE ALL STARS "LIVE" (Soul 705)	
108		THE MONKEES (Colgems COM/COS 101)		117		FISTFUL OF DOLLARS (Soundtrack RCA Victor LOC/LOS 1133)		127		HONEY AND WINE Glenn Yarbrough (RCA Victor LPM/LSP 3860)		137		A MAN AND HIS SOUL Ray Charles (ABC 590-X/S)	
109		OUTSIDERS . . . HAPPENING "LIVE" (Capitol T/ST 2745)		118		BIG SWING FACE Buddy Rich (Pacific Jazz PJ 10117/ST 20117)		128		THE MAMAS & THE PAPAS (Dunhill D/DS50010)		138		CASINO ROYALE Original Soundtrack (Colgems COMO/COSO 5005)	
				119		THE WILD ANGELS (Soundtrack Tower T/ST 5043)		129		TEMPTATIONS LIVE (Gordy 921)		139		BLOWIN' YOUR MIND Van Morrison (Bang BLP/BLPS 218)	
												140		I LOVE YOU (Dot DLP 3813/25813)	

# BASIC ALBUM INVENTORY

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

## FIESTA

Paul Horbiger & Hans Moser	Servus Wien	(German) FLP/FLPS 1416
Rudi Knabl	Die Traumende Zither	(German) FLP/FLPS 1474
Due Lustigen		
Akkordeon Jungens	28 Akkordeon-Trumpfe	(German) FLP 1470
Herbert Hisele	Herbert Hisele Kommt Wieder	(German) FLP 1464
Der Flotte Franz und Seine Bierbrummer	Ja Das Haben die Manner So Gerne	(German) FLP/FLPS 1461
Various Artists	Dort War Ich Zu Hause	(German) FLP 1433
Rudolf Schock	Rudolf Schock Singt Wieder	(German) FLP/FLPS 1399
Various Artists	Kleine Mowe, flieg nach Helgoland	(German) FLP/FLPS 1427
Deutschland Musik Korps	Vorwärts! Marsch!	(German) FLP/FLPS 1443
Rudolf Schock	Lieder von Herzeleid und Liebe	(German) FLP/FLPS 1467
Angelo Di Pippo	Accordion-Italian Style	(Ital) FLP/FLPS 1472
Various Artists	Canzoni Allegre D'Italia	(Ital) FLP/FLPS 1444
Various Artists	Souvenir Di Sicilia	(Ital) FLP 1388
Boleslaw Novak	Polski, Oberki, Mazurki I Marsze	(Pol) FLP 1398
Stefan Kubiak	Was Wita Do Tance	(Pol) FLP 1413
Alexander Sheremeta & Orchestra	Folk Songs & Dances of the Ukraine	(Ukr) FLP 1438
Dmitro Hnatiuk	The Ukraine in Song & Dance	(Ukr) FLP/FLPS 1476
Elmer Horvath es Ciganyzenekara	Hungarian Folk Songs & Csardases	(Hun) FLP/FLPS 1469
Various Artists	Swedish Dances	(Swed) FLP 1437
Artie Barsamian & Orchestra	Belly Dance au Go-Go	(Mid-East) FLP/FLPS 1468
Frank FaHon & Orchestra	24 Irish Dance Favorites	(Irish) FLP/FLPS 1475
Frank Wier & Concert Orch.	Twentieth Century Folk Mass	FLP 25000

## FONTANA

The New Vaudeville Band	Winchester Cathedral	27560/67560
The Troggs	Wild Thing	27556/67556
The Mindbenders	A Groovy Kind Of Love	27554/67554
Original Sound Track	Black Orpheus	27520/67520
Nana Mouskouri	Nana Mouskouri Sings Greek Songs	27509/67509
Oscar Brown, Jr.	Mr. Oscar Brown, Jr. Goes to Washington	27540/67540
Gloria Lynne	Soul Serenade	27541/67541
Nana Mouskouri	The Voice Of Greece	27529/67529
Original Sound Track	To Sir, With Love	MGF 27569/SRF 67569
Various Artists	England's Greatest Hits	MGF 27570/SRF 67570
Dave Dee, Dozy, Beaky, Mick & Tich	Dave Dee, Dozy, Beaky, Mick and Tich Greatest Hits	MGF 27567/SRF 67567
The New Vaudeville Band	On Tour	MGF 27568/SRF 67568

## GATEWAY

Harold Betters	Harold Betters At The Encore	7001/S
Harold Betters	Harold Betters Meets Slide Hampton	7009/S
Harold Betters	Do Anything You Wanna	7014/S
Harold Betters	Swingin' On The Railroad	7015/S
Duquesne University Tamburitzaans	Tamburitza Serenade	1210
Duquesne University Tamburitzaans	Play, Tamburitza, Play	1234
DYNO		
Marion Lush	Golden Voice of Marion Lush	1604/S
Marion Lush	Na Zdrowie	1606/S
Marion Lush	An Evening With Marion Lush	1632/S
Lil' Ronnie	The Lil' Ronnie Twirl Album	1614/S
Frank Wojnarowski	Polish Melody Time	1615/S
The Jumping Jacks	Go Go With the Jumping Jacks	1620/S

## GOLDEN

	Child's Introduction To Orchestra	LP-1
	Treasury Of Mother Goose	LP-12
	Lead Your Own Orchestra (with Baton)	LP-47
Danny Kaye	Danny Kaye Tells 6 Stories	LP-62
	Musical Mother Goose	LP-65
Danny Kaye	Hans Christian Andersen's Fairy Tales	LP-74
Alfred Hitchcock	Ghost Stories	LP-89
Danny Kaye	Grimm's Fairy Tales	LP-92
	Introduction To Musical Instruments	LP-101
Mitch Miller	Captain Kangaroo's Horse In Striped Pajamas	LP-116
	Show & Tell (with chart)	LP-118
	Romper Room Official Record	LP-119
	Happy Birthday	LP-129
Capt. Kangaroo	A Child's Introduction To The Nutcracker Suite	LP-143
	Puff The Magic Dragon	LP-149
Burgess Meredith	Aesop's Fables-Fox & Crow/Tortoise & Hare	LP-152
Art Carney	Wonderful Wizard Of Oz	LP-153
	Peter & The Wolf	LP-154
	A Golden Treasury of Fairy Tales	LP-156
	Bedtime Stories	LP-159
	When I Grow Up	LP-181
	The Little Engine That Could	LP-193
	Kindergarten Playtime Song	LP-194
	I Went To The Animal Fair	LP-195

## GOLDEN (Cont'd.)

First A.B.C. Record	LP-196
Songs That Tickle Your Funny Bone	LP-197
Indoor Play For A Rainy Day	LP-198
Time To Tell Time	LP-199
Activity And Funtime Songs	LP-200
Darling Go To Sleep, Sleep	LP-201
Stories In Sound	LP-202
Smokey Bear & Ranger Hal	LP-203
The Gallant Tailor Of Fooladelphia (3.79)	RG-501
The Wizard Of Oz Returns (3.79)	RG-502
Holidays (3.79)	RG-503

## HANNA-BARBERA

Laurie Johnson Orch.	The Avengers	8503/9503
Earl Gaines	The Best Of Luck To You	8508/9508
The Dynatones	The Fife Piper	8509/9509
Huckleberry Hound	Huckleberry Hound Tells Stories Of Uncle Remus	2022
Yogi Bear & Boo Boo	Yogi Bear & Boo Boo Tell Stories Of Little Red Riding Hood/Jack & The Beanstalk	2023
	Bambi	2027
Wilma Flintstone	Muscle Magic	2041
Atom Ant	Hillbilly Shindig	2044
The Hillbilly Bears	Hot Rod Granny	2045
Precious Pupp		
Secret Squirrel & Morocco Mole	Super Spy	2046
	Golden Cartoons In Song Vol. 1	2048
T.V. Special	Alice In Wonderland	2051
Orig. Soundtrack	The Man Called Flintstone	2055

## HICKORY

Wilma Lee & Stony Cooper	There's A Big Wheel	LPM-101
Roy Acuff	Once More It's Roy Acuff	LPM-100
Rusty & Doug	Louisiana Man	LPM-103
Various Artists	15 Country Favorites	LPM-105
Wilma Lee & Stony Cooper	Family Favorites	LPM-106
The McCormick Bros.	Authentic Bluegrass	LPM-108
Roy Acuff	King Of Country Music	LPM&LPS-109
Sue Thompson	Golden Hits	LPM-111
Wilma Lee & Stony Cooper	Songs Of Inspiration	LPM-112
Roy Acuff	Star Of The Grand Ole Opry	LPM-113
Roy Acuff	The World Is His Stage	LPM-114
Roy Acuff	American Folk Songs	LPM-115
Various Artists	Country Music Spectacular	LPM-116
Roy Acuff	Gospel Songs	LPM-117
Ernest Ashworth	Today And Tomorrow	LPM-118
Roy Acuff	Hall Of Fame	LPM-119
The New Beats	Bread And Butter	LPM-120
Sue Thompson	Paper Tiger	LPM-121
The New Beats	Big Beat Sounds	LPM&LPS-122
Donovan	Catch The Wind	LPM&LPS-123
Bob Luman	Livin', Lovin' Sound	LPM-124
Roy Acuff	Great Train Songs	LPM&LPS-125
Bobby Lord	The Bobby Lord Show	LPM-126
Donovan	Donovan	LPM&LPS-127
The New Beats	Run Baby Run	LPM&LPS-128
Bill Carlisle	The Best Of Bill Carlisle	LPM&LPS-129
Sue Thompson	With Strings Attached	LPM&LPS-130
Bob Moore	Viva Bob Moore	LPM&LPS-131
Frank Ifield	The Best Of Frank Ifield	LPM&LPS-132
B. J. Thomas	The Very Best Of B. J. Thomas	LPM&LPS-133
Roy Acuff	For The First Time Roy Acuff Sings Hank Williams	LPM&LPS-134
Donovan	The Real Donovan	LPM&LPS-135
Frank Ifield	Frank Ifield	LPM&LPS-136
Swingin' Gentrys	Pop Goes The Country	LPM&LPS-137
Gail Wynters	A Girl For All Seasons	LPM&LPS-138

## HI-FI

King Pleasure	Golden Days	R425	SR425
Arthur Lyman	Taboo	R806	SR806
Arthur Lyman	Hawaiian Sunset	R807	SR807
Arthur Lyman	Bwana A	R808	SR808
Arthur Lyman	Pele	R813	SR813
Arthur Lyman	Bahia	R815	SR815
Arthur Lyman	Taboo Vol. 2	R822	SR822
Railway Sounds	Railroad Sounds	R901	SR901
Arthur Lyman	Yellow Bird	L1004	SL1004
Arthur Lyman	Love For Sale	L1009	SL1009
Arthur Lyman	Cotton Fields	L1010	SL1010
Arthur Lyman	Midnight Sun	L1024	SL1024
Arthur Lyman	Hawaiian Sunset Vol. 11	L1025	SL1025
Arthur Lyman	Arthur Lyman's Greatest Hit	L1030	SL1030
Arthur Lyman	Lyman 66	L1031	SL1031
Arthur Lyman	The Shadow Of Your Smile	L1033	SL1033
Gloria Lynne	The Gloria Lynne Calendar	R440	SR440
Gloria Lynne	Gloria Lynne's Greatest Hits	R441	SR441
Arthur Lyman	Aloha, Amigo	L1034	SL1034
Arthur Lyman	Ilikai	L1035	SL1035
Arthur Lyman	Port Of Los Angeles	L1036	SL1036

# ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

## ATLANTIC-ATCO

15% discount; 30-60-90 billing. Expires Sept. 30.

## AUDIO FIDELITY

2 free with every 10 purchased on entire catalog with the exception of the First Component Series. No expiration date announced.

## DUKE-PEACOCK

Buy-7-get-one-free. No expiration date has been set

## FORTUNE

1 free album when 6 are purchased in any combination. No time limit.

## GATEWAY

Two free for every 10 albums purchased on entire catalog. Expiration date indefinite.

## JEWEL-PAULA

One free for every five purchased on entire catalog. No expiration date.

## LITTLE DARLIN'

Special 2 on 10 deal on all product. No expiration date has been set.

## MONMOUTH-EVERGREEN

1 free album with every 10 purchased on entire catalog. No expiration date announced.

## NASHBORO

Buy-7-get-one-free on entire catalog including new LP's. 100% exchangeable. No expiration date has been set.

## ORIGINAL SOUND

15 discount on all LP's—until further notice.

## PHILIPS

Discounts on new releases as well as entire catalog. SPM/SPS series are discounted 10%, all other classical albums discounted 20%. No expiration date announced.

## PRESTIGE

15% discount on all LP product until further notice.

## ROULETTE

15% discount in free merchandise. Expiration date indefinite.

## SCEPTER-WAND

2 Albums free with every ten purchased. No termination date announced.

## SIMS

3 free with every 10 purchased on entire catalog. No expiration date.

## SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

## TAMLA-MOTOWN-GORDY

Buy-7-get-one-free. No expiration date has been set.

## TOWER

10% discount on all albums. No expiration date announced.

## UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
COUNTRY MUSIC WEEK	OCT. 19-21	NASHVILLE, TENN.
RECORD INDUSTRY SHOW	NOV. 22-26, 1967	NEW YORK CITY, SHERATON ATLANTIC HOTEL
MIDEM	JAN. 21-27, 1968	CANNES, FRANCE
SAN REMO FESTIVAL	FEB. 1-3, 1968	SAN REMO, ITALY
NARM CONVENTION	MAR. 17-22, 1968	HOLLYWOOD, FLA. DIPLOMAT HOTEL

Cash Box—September 23, 1967

## RCA Unveils Oct. LP Product

NEW YORK — Victor Records has announced the release of a total of 49 albums for the month of October.

Highlighting the release are 18 popular LP's: "Intents And Purposes," by the Bill Dixon Orchestra; "Motor City Soul," by Father Tom Vaughn; "The Private Sea Of Dreams," by II Gruppo; "The Best Of Connie Smith"; "The Best Of Spike Jones And His City Slickers"; "Cookin' Up Hits," by Liz Anderson; "Gems By Jim," by Jim Ed Brown; "The Party's Over" And Other Great Willie Nelson Songs"; "Accordion My Way-Ole!," by Milton DeLugg; "Another Shade Of Lana," by Lana Cantrell; "Listen To The Warm," by Rod McKuen; "Earth Music," by the Youngbloods; "The Sound Of Rouvan"; "Nero-ing In On The Hits," by Peter Nero; "What Does It Take (To Keep A Man Like You Satisfied)," by Skeeter Davis; "Somethin' Stupid-Homer And Jethro"; "Carol Burnett Sings"; and "Class Guitar," by Chet Atkins.

RCA's Red Seal catalogue has 6 new additions: "L'Arlesienne Suites 1 And 2 (Bizet)/Overture To 'Le Roi d'Ys' (Lalo)/Meditation From 'Thais' (Massenet)"—Martinon, Chicago Symphony Orchestra; "Music From Million Dollar Shows"—Fiedler, Boston Pops Orchestra; "Highlights From 'Messiah' (Handel)"—Raskin, Lewis, Kopleff, Shaw, the Robert Shaw Chorale and Orchestra; "Serenade In D, Op. 11 (Brahms)—Brusilow, the Chamber Symphony of Philadelphia; "La Traviata (Verdi)"—Caballe, Bergonzi, Milnes, Pretre, RCA Italiana Opera Orchestra and Chorus; and "The Nocturnes (Chopin)"—Rubinstein.

New foreign albums on RCA include: "The Best Of Rita Pavone" and "The Best Of Gianni Morandi" (Italian); "Los Inmortales Del Cine Mexicano," by various artists, and "A Mi Amor . . . Con Mi Amor," by

Armando Manzanero (Mexican); and, in the Venezuelan and Puerto Rican category, "Estos Son Los Calvos," by Los Calvos.

There are 6 new packages in RCA's Request series. Four of them are Christmas albums: "Christmas In Germany"; "A Merry Christmas" (Polish); "Silent Night" (Polish); and "Christmas In The Ukraine". The 2 other Request LP's are "Music From Bali" and "Freilachs For Weddings, Bar Mitzvahs And Other Celebrations, Vol. 1".

RCA's Victrola series is offering 6 new albums in October: "Operatic Recital"—Fritz Wunderlich; "Suites In D Major And A Minor (Telemann)" — Reinhardt, Collegium Aureum; "Pictures At An Exhibition (Moussorgsky-Ravel)/Daphnis And Chloe: Suite No. 2 (Ravel)"—Toscanini, NBC Symphony Orchestra; "Rossini Overtures"—Toscanini, NBC Symphony Orchestra; "Passion According To So. Luke (Penderecki)" — Woytowicz, Hiolski, Ladysz, Bartsch, Czycz, Cologne Radio Orchestra and Chorus and Tolzer Boychoir; and "Brahms: Symphonies 1-4/Variations On A Theme By Haydn, Op. 56a/Tragic Overture, Op. 81/Academic Festival Overture, Op. 80"—Toscanini, NBC Symphony Orchestra.

2 new sacred albums will be included in RCA's October LP release. They are "Joe Feeney Sings For Heaven's Sake" and "The Blackwood Brothers Quartet Sings For Joy."

Concluding this list of RCA's new album are 6 sets on the Camden label: "Music From 'The Happiest Millionaire,'" by the Living Voices; "Sweet Soul Music," by the Soul Finders! "No Letter Today" And Other Country And Western Songs," by Montana Slim; "Making Memories," by the Organ Masters; "Sax In Silk," by Bobby Dukoff, His tenor sax and Orchestra and the Ray Charles Chorus; and "Ivory Palaces," by George Beverly Shea.

## Sept.-Oct. LP Release From London

NEW YORK — Classical, international, and phase 4 albums lead off London Records' September-October release, first LP merchandise to be issued since the firm's "25 for '67" program announced last July. All the new product is included under the terms of London's special FP-67 program, which remains in effect until next December 31.

The classical portion of the London release leads off with a new opera package, a performance of the complete "A Midsummer Night's Dream" by Benjamin Britten with the composer himself conducting the London Symphony.

Other featured classical packages include Brahms' "German Requiem," "Alto Rhapsody," and "Nanie" with Ernst Ansermet and l'Orchestre de la Suisse Romande, and selections from Boito's "Mefistofele" and "Nicolai Ghiaurov," featuring Franco Tagliavini and the Rome Opera orchestra and chorus.

Also included in the new classical group are three sets of Mozart works by the Vienna Mozart Ensemble; the Vienna Philharmonic's newly recorded version of Beethoven's Fourth Symphony; Prokofiev's "Scythian Suite" and "The Prodigal Son" by Ansermet and l'Orchestre de la Suisse Romande; and a program of Brahms and Saint-Saens items by Bracha Eden and Alexander Tamir.

On the international side, the release is one of the largest for the

division in recent years, with the focus on music from countries abroad not heretofore heavily represented in the international catalog. This includes new items from such countries as Czechoslovakia, Rumania, Turkey, and Yugoslavia, each of which appears in the new London release with an LP program of native, authentic songs and dances.

A key item in the international catalog is an African Mass LP, "Missa Kwango," being issued as a deluxe package in the special Global Heritage Series. Directed by Bernard Van Den Boom, the performance features the Little Singers and Dancers of Kenya (Les Petits Chanteurs-Danseurs de Kenge).

The balance of the release leads off with a new program of "Israeli War Songs" performed by Topol, the notable Israeli star currently featured in the London company of "Fiddler On The Roof." Also included are assorted attractive performances of music from Argentina, Germany, Hungary, Portugal, and Spain.

The International portion of the new London release is being backed by a strong merchandising campaign which includes a colorful eight-page brochure under the slogan "A World of Wonderful Music," listing the complete London International catalog. This is available in bulk for dealers and individual sales personnel.

## Tyler To Post At Merc's Home Entertainment Div.

CHICAGO—Oliver Tyler has been named national service manager for Mercury Records home entertainment products division. Based in Long Island City, New York, Tyler will oversee the service functions of both phonographs and cassette recorders in the Mercury line.

Tyler entered the electronics area in 1955 as a test technician at Datam Industries, where he remained until 1960, when he moved to Steelman

Radio and Phonograph Corporation, Mt. Vernon, New York as repair technician. In 1962 he joined Esquire Electronics, Brooklyn, New York as an engineering technician. He was later elevated to quality control supervisor. He joined North American Philips late in 1966 as assistant service manager for radio, previous to his Mercury appointment.

Tyler's service training includes 3 years at RCA Institute, New York City. He is currently attending the communications division of Announcer Training Studios in New York.



# COUNTRY ROUNDUP

In the past year, hundreds of radio outlets have been leaping with great vigor onto the country bandwagon, either partially or on a fulltime basis, and since space and time do not permit us to make specific announcements for each individual station joining the fold, we endeavor to take time once in a while to point out such moves. At this time we would like to extend a hearty welcome to all those who have crossed the fence of late, and wish each and every one of you success.

Oddly enough, the huge buildup of country stations around the U.S. has been a cause for alarm for a few individuals. Their argument seems to be that the greater the number of country stations flooding the market, the stimulation for the consumer to buy records. "Why," they ask, "should the consumer buy a record when he is constantly being battered by the song every time he turns on the radio?" If that be the case, then why should parents buy cameras to take photographs of their children? They see all too much of those same children day in and day out—and more life-like, since they see them in the flesh.

That type of argument holds little water, since records, like photographs are a "forever" commodity. A record buyer, like a shutter bug, is basically a collector. And most collectors live in the past.

While we in the record business live for the present and future ("I wonder what so-and-so will do next," etc.), the buyer has his collection—which are, in the great majority, PAST HITS. The buyer wants to be able to hear an individual disk anytime he desires—not only while it's swamping the airwaves, but long after stations have left it in the dust.

It's been proven to the satisfaction of the knowledgeable pop record man that radio play is in direct proportion to record sales. The greater the saturation, the more the sales—with almost no exceptions. If such is the case in the pop field, why should it be different for country buyers? People don't stop showing up for live appearances simply because they can see a particular artist "any time they want" on TV—and they're not going to stop buying a record simply because of the large number of stations programming that record.

We need the stations who program country music and we welcome as

many of them as would like to make the switch, especially those who are conscientious in the programming and promotion of that product. The business of selling records would be a sorry industry, indeed, were it not for those programmers who provide the exposure necessary to herd the consumer into the retail store. There is little doubt in our minds that radio can be the record manufacturer's best friend. And who among us would put a limit on the amount of friends that he would like to have?



**HAPPY HOMECOMING**—California-bred Lynne Anderson, who recently signed on Countrydom's first regular on the highly-rated Lawrence Welk Show, found that the move necessitated another sort of move—pulling up stakes from her adopted home of Music City to return to the Golden State. Helping to welcome Lynn back, the platter staff at KBBQ-Los Angeles got together to honor the pretty songstress with a special luncheon. Following the luncheon, staffer Bill Williams and Lynn took time to pose with a motorcycle as a reminder of her first big hit, "Ride, Ride, Ride."

The WPLO-Atlanta Country Caravan has just done a gig at the Home Entertainment Show in the city's new auditorium, Sept. 13-17. Some of the country names present included the Blue Boys, Archie Campbell and Del Wood. . . . Marty Kelly (now Jolly Joe Kelly) has just left a 2-year association with WEMP-Milwaukee to join the staff at WQXI-Atlanta as production director. . . . WXCL-Peoria's Jack Reno finds himself in another national syndication feature, this time in the Oct. edition of TV-Radio Mirror. Jack also has a waxing due out on the newly-formed Jab label. . . . KGBS-Los Angeles lays claim to the No. 1 spot in that area, among the four country outlets there. Station bases its claim on the July-August Hooper and Pulse surveys. . . . KIKK-Houston, in concert with promoter Billy Deaton, has just staged a star-studded country blow-out at the local Sam Houston Coliseum, grossing over \$10,000. The Sept. 3 package featured Carl Smith, Willie Nelson, Charlie Pride, Roy Drusky, Bobby Bare and Jimmy Newman. . . . KRAK-Sacramento recently teamed up with Royal Crown Cola in devising a record giveaway for bottle caps. Listeners could approach any one of the three Tower Record store locations and exchange six bottle caps from the soft drink for any single record of their choice—or apply the six bottle caps as a dollar discount off any LP in the store. In only five days, over 20,000 bottle caps were redeemed at the record shops. Those responsible for setting up the promotion were Lee Selby, general manager of Royal Crown in Sacramento; John C. Grant, account executive for D'Arcy Adver-



# COUNTRY REVIEWS

● Best Bet  
B+ very good B good

## Pick of the Week

RED VELVET (2:43) [Witmark & Sons ASCAP—Tyson]

THE WIND CHANGES (2:46) [Southwind BMI—Cash]

JOHNNY CASH (Columbia 44288)

Back on the crest of the wave of popularity, Johnny Cash borrows a mournful ballad from the contemporary folk scene for his latest Columbia session. Top side, "Red Velvet," is an Ian Tyson tune that should earn another blue ribbon for Cash. "The Wind Changes" is a self-penned thumper.

WHAT LOCKS THE DOOR (2:21) [Acclaim BMI—McAlpin]

JACK GREENE (Decca 34488)

After ringing the bell with two whoppers in a row, Jack Greene wields a heavy hammer once again with "What Locks The Door." A potent delivery on this package assures the songster of copping another kewpie doll. Information on the flip side not available at this time.

THE PINEY WOOD HILLS (2:22)

[T.M., Gypsy Boy BMI—Sainte Marie]

THEY COVERED UP THE OLD SWIMMIN' HOLE (2:34)

[Jack BMI—Clement]

BOBBY BARE (RCA Victor 9314)

With a flavorful Buffy Sainte Marie composition tucked in his arms, Bobby Bare should dash down the country field and score a heap of points on the old scoreboard. "Piney Wood Hills" may also gain good yardage for Bobby on the pop scene. Flip is a reminiscing tale called "They Covered Up The Old Swimmin' Hole."

SAN ANTONIO (2:29) [Alamo BMI—Blanton]

TO MAKE A LONG STORY SHORT (She's Gone) (2:13)  
[Pamper BMI—Foster, Nelson]

WILLIE NELSON (RCA Victor 9324)

After carrying 35 pounds of "Blackjack County Chain" for the long walk to the national Top 10 spot, Willie Nelson shows he's still not tuckered out as he comes right back with "San Antonio." A lowdown ballad in the funky Nelson style, this one should mean another long chart stroll for Willie. Flip is a blueser called "To Make A Long Story Short (She's Gone)."

A DIME AT A TIME (2:03) [Pass Key BMI—Chestnut]

SO MUCH GOT LOST (2:40) [Moss Rose BMI—D./E. Reeves]

DEL REEVES (United Artists 50210)

"A Dime At A Time" is a sure shot to be another chart stand for consistently popular Del Reeves. A change of pace for the songster, this one is a rhythmic woeer without Del's "doodle-oo-doo-doo" trademark. Underside, "So Much Got Lost," is another blueser in a slower tempo.

THAT SEE ME LATER LOOK (2:29) [Tree BMI—Putman, Miller]

NAIL MY SHOES TO THE FLOOR (2:04) [Stallion BMI—Anderson]

BOBBY WRIGHT (Decca 32193)

Bobby Wright's latest Decca deck looks like it should go the Top 50 route with no trouble. "That See Me Later Look" is a mournful melody tailor-made for country spinners. "Nail My Shoes To The Floor" is a bouncy, thumping ditty, also good for a number of spins.

LOVE ME NOW (While I Am Living) (2:35)  
[Wilderness BMI—Howard]

IT'S MY LIFE (And I'll Live It) (2:03) [Delmore ASCAP—Coben]

ANITA CARTER (RCA Victor 9307)

Here's a contagious item from Anita Carter that could see big twin-market reaction. Plug side, "Love Me Now (While I Am Living)," is a free-flowing ditty with a real listenable sound and loads of potential. "It's My Life (And I'll Live It)" is a funky session, also very attractive.

CHUBBY (Please Take Your Love To Town) (2:45)  
[Cedarwood BMI—Tillis, Miles]

TENDER-HEARTED ME (1:49) [Border Town BMI—Crawford]

GEEZINSLAW BROTHERS (Capitol 2002)

Sam and Son may not have scored many points with that Ruby gal, but they hooked a gal of their own called "Chubby." Unfortunately for the boys, this minnow turned out to be a whale, and the Geezinslaw group would like to throw her back for being over the limit. Should be a heavyweight sales item. "Tender-Hearted Me" is a re-working of the recent Hugh X. Lewis session.

(Continued on page 48)

QUEEN OF HITS

KITTY WELLS



"QUEEN OF HONKY TONK STREET"

DECCA 32163

IT'S A HIT

MURRAY LEWIS

"WILL THE REAL HEARTACHE STAND UP"

WAYSIDE RECORDS

DJ's WRITE:

LITTLE RICHIE JOHNSON  
BOX 3, BELEN, NEW MEXICO 87002

# COUNTRY ROUND UP

(Continued from page 44)

tising; Russ Solomon, owner of the record stores, and the KRAK merchandising department.

Jimmy Key has just returned from Las Vegas with Gene Norell after making initial preparations for the setting up of Key's new branch office out there. Branch will headquarter at 2419 Las Vegas Blvd. So., and Norell will move out to take charge of that office and the firm's West Coast operation on Nov. 1.

David Houston is the latest in a series of country acts to be booked for Johnny Carson's syndicated "Tonight" TVer, making the second network appearance this year. His first was his performance of the multi-award-winning "Almost Persuaded" on the annual Grammy Awards show. . . . . Marty Robbins, Molly Bee and the Canadian Sweethearts have been pacted by Stan Pat Enterprises for exclusive representation for TV. . . . Wayne White has returned to LeRoy Van Dyke's Auctioneers after a brief stay with Crest Tubb. White left the Auctioneers upon completion of the film, "What Am I Bid?" last Oct. . . . Tompall and the Glaser Bros. just played to SRO crowds at the Southern Louisiana Hayride in Ponchatoula, La., followed by a heavy schedule of Sept. bookings. Boys will hit Illinois, Missouri, Vermont, Tennessee, Virginia, Wisconsin, No. Carolina and Ohio. . . . Yodeling champ Kenny Roberts did a rare thing as he played three clubs early this summer, then turned around for re-bookings at all of them in the same season. The re-booked dates include Lake Compounce Park in Conn. (3 & 4), Buck Lake Ranch in Ind. (10) and Echo Lake Park, Afton, N.Y. (17). Next week (25), Kenny opens a week at the

Country Palace in Montreal (also his second stand of the season). . . . A chunk of the Stoneman clan recently held an all-girl outing when Roni and Donna (just finishing a Labor Day weekend at New York's Nashville Room) skipped on down to the Nation's Capitol to reunite temporarily with sisters Patsy and Grace. . . . Buckley's Record Shop in Music City has been jumping (as usual) with country talent giving in-person appearances. Among the latest batch of artists doing the free shows have been Mother Maybelle, Helen & Sarah Carter, Bill Monroe and Tompall & the Glaser boys, among others.

Abe Hanzer has packaged a fine show for country fans up in the Northland, including those in Ohio, N.Y., Conn. and Canada. The package, which began its tour on Sept. 8, will run until Oct. 1 and features Carl Smith and the popular Kitty Wells-Johnny Wright package.

Our congratulations to Jeannie Seely, who became an official member of the Grand Ole Opry last week (16). Jeannie's come a long way since she was discovered by Hank Cochran in Calif.

The Tree battle cry seems to be "Today Nashville, tomorrow the world," and it looks like tomorrow is here. Dandy Jack Stapp, who spent almost the entire winter and spring traipsing around Europe lining up subsidiary offices, took off again this week (17) to see how the other half lives—specifically, Japan. The Tree "world-conquering" program also includes wholly-owned subsids in Hong Kong and Sidney, Australia, which are included in the Stapp itinerary. After that it's back to the States for the country convention.

# Music City Golf Tourney Now A Major Event

NASHVILLE—The 3rd Annual Music City U.S.A. Pro Celebrity Golf Invitational tourney, which immediately precedes the annual deejay convention in Nashville, has grown to huge proportions, with some of the brightest luminaries from all areas of the entertainment world slated to attend. Set for Oct. 14 and 15 at the Bluegrass Country Club, the tourney will draw visitors from almost every corner of the nation and will include such stellar names as Perry Como, Lawrence Welk, Dizzy Dean, Phil Harris, Mickey Mantle, Jim Bunning and Yogi Berra in addition to the biggest names in the country music field. These will include Minnie Pearl, Mary Reeves, Buck Owens, Eddy Arnold, Tex Ritter, Roy Acuff, Ernest Tubb, Chet Atkins, Faron Young, Porter Wagoner, Bonnie Guitar, Mrs.

Chet Atkins and Boots Randolph, among others.

From the world of professional golf will be Mickey Wright, Mason Rudolph, Dutch Harrison, Billy Maxwell, Jack Culpit, Chick Herbert, Ed Furgol, Johnny Pott, Tommy Bolt, Vic Chezzi, Bobby Nichols, Joe Campbell and Lou Graham, among those already confirmed. Many others are expected to be confirmed in the very near future.

Only three years old, the Music City Invitational has grown to exceptional heights. beginning with a \$10,000 budget which has expanded to over \$50,000. Additionally, this year's meeting will be expanded to include a newly-formed organization called the Tennessee Country Gentlemen, composed of those leading business and industry figures in the Southeastern states who provide annual financing and who will gather to mingle with guests from sports and entertainment fields.

The two-day, 36-hole event will consist of four-man teams, each of which will include one pro, one country music name, one entertainment or sports celebrity and one Tennessee Country Gentleman Host. Highlights will also feature receptions, barbecues, a visit to the Grand Ole Opry, country music entertainment and a generous sampling of southern hospitality for all at the tournament. There will also be a new attraction, added this year, a display of putting trickery to be staged by the famed Paul Hahn.

Over 10,000 people per day are expected to attend and advance ticket sales are already underway. Tickets can be obtained by contacting Roger Sovine, Nashville Area Junior Chamber of Commerce, 310 Union Street in Nashville. Sponsors of the event include the CMA, the Nashville Jaycees and the Nashville Tennessean, in cooperation with the Nashville Senior Chamber of Commerce and the Tennessee chapter of the PGA. Co-chairmen of the tournament will once again be Hal Neely and Don Pierce.



STANDING BY THE WAYSIDE:—During its recent marathon promo trip hither and yon, Wayside Records' portable office blanketed radio stations in virtually every market in the U.S. Shown above are a couple of the people visited, Jay Andy Thompson, p.d. of KUTI-Yakima, Wash. and Gary Cummings, p.d. of KATN-Boise, Idaho.

This is the City  
This is the Artist  
**VERN STOVALL**  
and this is  
**"DALLAS"**  
The Record of 1967

"GREAT COUNTRY TALENT FROM THE WEST"  
**LONGHORN RECORDS**

For Bookings:  
**BOB NEAL AGENCY**  
809 18th Ave., S., Nashville, Tenn.  
Phone (615) 244-1755

A SARAN MUSIC PUBLICATION  
P.O. Box 17014, Dallas, Tex. 75217



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1		TENDER LOVING CARE	
	2	(Blue Book—BMI)	
		Buck Owens (Capitol 5942)	
2		Laura (WHAT'S HE GOT THAT I AIN'T GOT)	
	6	(Gallico—BMI)	
		Leon Ashley (Ashley 2003)	
3		BRANDED MAN	
	1	(Blue Book—BMI)	
		Merle Haggard (Capitol 5931)	
4		MY ELUSIVE DREAMS	
	5	(Tree—BMI)	
		David Houston & Tammy Wynette (Epic 10194)	
5		HOW LONG WILL IT TAKE	
	4	(Page Boy—SESAC)	
		Warner Mack (Decca 32142)	
6		BREAK MY MIND	
	7	(Windward—BMI)	
		George Hamilton IV (RCA Victor 9239)	
7		NO ONE'S GONNA HURT YOU ANYMORE	
	9	(Painted Desert—BMI)	
		Bill Anderson (Decca 32146)	
8		JULIE	
	8	(Wilderness—BMI)	
		Porter Wagoner (RCA Victor 9243)	
9		LONG-LEGGED GUITAR-PICKIN' MAN	
	3	(Perkins—SESAC)	
		Johnny Cash & June Carter (Columbia 44158)	
10		'CAUSE I HAVE YOU	
	12	(Central Songs—BMI)	
		Wynn Stewart (Capitol 5937)	
11		I'M STILL NOT OVER YOU	
	15	(Pamper—BMI)	
		Ray Price (Columbia 44195)	
12		I'LL NEVER FIND ANOTHER YOU	
	11	(Chappell—ASCAP)	
		Sonny James (Capitol 5914)	
13		YOU PUSHED ME TOO FAR	
	18	(Tree—BMI)	
		Ferlin Husky (Capitol 5938)	
14		PHANTOM 309	
	16	(Cedarwood—BMI)	
		Red Sovine (Starday 811)	
15		FOOL, FOOL, FOOL	
	21	(Cedarwood—BMI)	
		Webb Pierce (Decca 32167)	
16		TURN THE WORLD AROUND	
	24	(Fingerlake—BMI)	
		Eddy Arnold (RCA Victor 9265)	
17		TRUCKER'S PRAYER	
	17	(Central Songs—BMI)	
		Dave Dudley (Mercury 72697)	
18		I DON'T WANNA PLAY HOUSE	
	34	(Al Gallico—BMI)	
		Tammy Wynette (Epic 10211)	
19		QUEEN OF HONKY TONK STREET	
	25	(Kitty Wells—BMI)	
		Kitty Wells (Decca 32163)	
20		A WOMAN IN LOVE	
	23	(Lin-Col—BMI)	
		Bonnie Guitar (Dot 17029)	
21		GENTLE ON MY MIND	
	22	(Glaser—BMI)	
		Glen Campbell (Capitol 5939)	
22		CINCINNATI, OHIO	
	13	(Moss-Rose—BMI)	
		Connie Smith (RCA Victor 9214)	
23		POP A TOP	
	10	(Stuckey—BMI)	
		Jim Ed Brown (RCA Victor 9191)	
24		WHAT DOES IT TAKE	
	29	(Glaser—BMI)	
		Skeeter Davis (RCA Victor 9242)	
25		GOODBYE WHEELING	
	28	(Cedarwood—BMI)	
		Mel Tillis (Kapp 837)	
26		THE STORM	
	19	(Tuckahoe—BMI)	
		Jim Reeves (RCA Victor 9238)	
27		CALIFORNIA UP TIGHT BAND	
	31	(New Keys—BMI)	
		Flatt & Scruggs (Columbia 44194)	
28		TOO MUCH OF YOU	
	33	(Peach—SESAC)	
		Lynn Anderson (Chart 1475)	
29		CHOKIN' KIND OF LOVE	
	35	(Wilderness—BMI)	
		Waylon Jennings (RCA Victor 9259)	
30		YOU CAN'T HAVE YOUR KATE AND EDITH, TOO	
	38	(Tree—BMI)	
		Statler Bros. (Columbia 44245)	
31		I CAN'T GET THERE FROM HERE	
	14	(Glad. Blue Crest—BMI)	
		George Jones (Musicor 1243)	
32		THROUGH THE EYES OF LOVE	
	39	(Jack—BMI)	
		Tompall & Glaser Brothers (MGM 13754)	
33		ROLL OVER & PLAY DEAD	
	36	(Belton—BMI)	
		Jan Howard (Decca 32154)	
34		AMERICAN POWER	
	32	(Kitty Wells—BMI)	
		Johnny Wright (Decca 34477)	
35		DEEP WATER	
	41	(Milene—ASCAP)	
		Carl Smith (Columbia 44233)	
36		JACKSON AIN'T A VERY BIG TOWN	
	42	(Acclaim—BMI)	
		Norma Jean (RCA Victor 9258)	
37		FAIR WEATHER LOVE	
	37	(Cedarwood—BMI)	
		Arlene Harden (Columbia 44133)	
38		MY HEART GETS ALL THE BREAKS	
	40	(Tree—BMI)	
		Wanda Jackson (Capitol 5960)	
39		ALL MY LOVE	
	46	(Acuff-Rose—BMI)	
		Don Gibson (RCA Victor 9266)	
40		THE CAVE	
	47	(Mayhew, Window—BMI)	
		Johnny Paycheck (Little Darlin 0032)	
41		LIKE A FOOL	
	49	(East Star—BMI)	
		Dottie West (RCA Victor 9267)	
42		PARTY PICKIN'	
	—	(Glad. Zaneleis—BMI)	
		George Jones & Melba Montgomery (Musicor 1238)	
43		ODE TO BILLIE JOE	
	48	(Shayne—ASCAP)	
		Bobbie Gentry (Capitol 5950)	
44		TEAR TIME	
	50	(Forrest Hills—BMI)	
		Wilma Burgess (Decca 32178)	
45		YOU MEAN THE WORLD TO ME	
	—	(Al Gallico—BMI)	
		David Houston (Epic 10224)	
46		ADORABLE WOMEN	
	43	(Stuckey—BMI)	
		Nat Stuckey (Paula 276)	
47		NOBODY'S CHILD	
	51	(Milene—ASCAP)	
		Hank Williams, Jr. (MGM 13782)	
48		WHAT KIND OF GIRL (DO YOU THINK I AM)	
	—	(Sure Fire—BMI)	
		Loretta Lynn (Decca 32184)	
49		Laura (WHAT'S HE GOT THAT I AIN'T GOT)	
	44	(Al Gallico—BMI)	
		Claude King (Columbia 4237)	
50		I WASHED MY FACE IN THE MORNING DEW	
	45	(NewKeys—BMI)	
		Tom T. Hall (Mercury 72700)	
51		I FORGOT TO CRY	
	—	Chorlie Louvin (Capitol 5948)	
52		ODE TO BILLIE JOE	
	—	Morgie Singleton (Ashley 2011)	
53		TINY TEARS	
	—	Liz Anderson (RCA Victor 9271)	
54		DOES MY RING HURT YOUR FINGER?	
	—	Chorlie Pride (RCA Victor 9281)	
55		YOU'VE BEEN SO GOOD TO ME	
	—	Von Trevor (Dote 1565)	
56		GOODY GOODY GUMDROPS	
	—	Wilburn Bros. (Decca 32169)	
57		THE WHEELS FELL OFF THE WAGON	
	—	Johnny Dollor (Dote 1566)	
58		I JUST WANT TO BE ALONE	
	—	Roy Pillow (Capitol 5953)	
59		MY LOVE FOR YOU	
	—	Ernie Ashworth (Hickory 1466)	
60		TOO FAR GONE	
	—	Lucille Storr (Epic 10205)	



# TOP COUNTRY ALBUMS

1	ALL THE TIME	2	16	ANOTHER STORY	17
	Jack Greene (Decca DL 4904/DL 4904)			Ernest Tubb (Decca DL 4867/74867)	
2	YOUR TENDER LOVING CARE	5	17	JUKEBOX CHARLIE	22
	Buck Owens (Capitol T/ST 2760)			Johnny Paycheck (Little Darlin' LD 4006/SLD 8006)	
3	IT'S SUCH A PRETTY WORLD TODAY	1	18	I'M A LONESOME FUGITIVE	13
	Wynn Stewart (Capitol T/ST 2737)			Merle Haggard (Capitol T/ST 2702)	
4	DANNY BOY	4	19	CARRYING ON	25
	Ray Price (Columbia CL 2677/CS 9477)			Johnny Cash & June Carter (Columbia CL 2728/CS 9528)	
5	BEST OF EDDY ARNOLD	6	20	TONIGHT CARMEN	23
	(RCA Victor LPM/LSP 3565)			Marty Robbins (Columbia CL 2725/CS 9525)	
6	JOHNNY CASH'S GREATEST HITS	8	21	YOUR GOOD GIRL'S GONNA GO BAD	15
	(Columbia CL 2678/CS 9478)			Tammy Wynette (Epic LN 24305/BN 26305)	
7	SINGING AGAIN	7	22	I CAN DO NOTHING ALONE	18
	Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872)			Bill Anderson (Decca DL 4886/DL7 4886)	
8	BUCK OWENS AND HIS BUCKAROOS IN JAPAN	3	23	APT. NO. 9	19
	(Capitol T/ST 2715)			Bobby Austin (Capitol T/ST 2773)	
9	COOL COUNTRY	10	24	MY ELUSIVE DREAMS	—
	Wilburn Bros. (Decca DL 4871/DL 7 4871)			David Houston & Tammy Wynette (Epic LN 24325/BN 26325)	
10	BLUE SIDE OF LONESOME	9	25	THANKS, HANK!	27
	Jim Reeves (RCA Victor LPM/LSP 3793)			Jeannie Seely (Monument LP 8073/SLP 18073)	
11	I'LL NEVER FIND ANOTHER YOU	16	26	LOVE OF THE COMMON PEOPLE	30
	Sonny James Capitol T/ST 2788)			Waylon Jennings (RCA Victor LPM/LSP 3825)	
12	HITS BY GEORGE	20	27	TURN THE WORLD AROUND	—
	George Jones (Musicor MM 2128/MS 3128)			Eddy Arnold (RCA Victor LPM/LSP 3869)	
13	COLD HARD FACTS OF LIFE	11	28	MR. MEL	29
	Porter Wagoner (RCA Victor LPM/LSP 3797)			Mel Tillis (Kapp KL 1535/KS 3535)	
14	DIESEL ON MY TAIL	14	29	ODE TO BILLIE JOE	—
	Jim & Jesse (Epic LM 24314/BN 26314)			(Bobbie Gentry (Capitol T/ST 2830)	
15	NEED YOU	12	30	WINE, WOMAN & SONG	—
	Sonny James (Capitol 2703)			(Ben Colder (MGM E/SE 4482)	

## CMA Awards Voters Have 9/23 Deadline

NASHVILLE—A complete listing of nominees for the First Annual CMA Awards has been mailed out for the first round voting by members of the organization. The list includes all of the nominations made by members in ten different categories, including Top Entertainer, Top Single, Top Album, Top Song, Top Male Vocalist, Top Female Vocalist, Top Vocal Group, Top Instrumental Group or Band, Top Instrumentalist and Top Comedian.

Price Waterhouse & Co., the independent agency assigned to tabulate the votes, has requested that all votes be cast and mailed back to them as quickly as possible, since the closing date for this voting is Sept. 23.

From this voting, which is an entirely secret ballot, the agency will determine the five top nominees in each category, and will re-submit these names to CMA members for a final voting to determine the winners in each field.

## Carl Smith TV Show Crosses U.S. Border

NASHVILLE—Carl Smith's popular Canadian TV show is now available to audiences in the U.S. and other parts of the world, as a result of a just-concluded deal with Warner Bros.-Seven Arts.

Smith, who has already taped 30 color segments for the new season (his fourth on Canadian TV), debuted the syndication with CBS affiliates WANE-Ft. Wayne and WHEN-Syracuse, and will soon add such markets as Peoria and Rockford, Ill., Evansville, Ind., Saginaw, Mich., Lancaster, Penn. and Indianapolis.

## Sho-Bud Buys Snow Center

NASHVILLE—Shot Jackson, president of Sho-Bud Guitars, has just purchased the substantial inventory of the Hank Snow Music Center. Sho-Bud, one of Music City's largest dealers in musical instruments and supplies, acquired the Snow outlet after the songster was encouraged to close the firm several months ago because of heavy recording and personal appearance commitments.

## Kapping Off The Month

During "Kapp Record Month" held last month at KBUC-San Antonio, label's country promo and sales director Chuck Chellman was johnny-on-the-spot to see how things were going. During his visit there, Chellman (right) stopped off to visit E&R One Stop, where the camera catches him posing with (left to right) location owner Russell Schram, KBUC p.d. Jeff Britt and music director Dale Eichor.



**1**—"THERE GOES MY EVERYTHING"

**1**—"ALL THE TIME"

# JACK GREENE

*has  
his third*

**1** SINGLE IN A ROW



**"WHAT  
LOCKS  
THE  
DOOR"**

PUBLISHED BY ACCLAIM MUSIC



**32190**

DECCA RECORDS is a Division of MCA, Inc.



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre



# COUNTRY LP REVIEWS

## Pick of the Week

(Continued from page 44)

WITHOUT LOVE (There Is Nothing) (2:36)  
[Suffolk, Progressive BMI—Small]

SHE'S WILD AS THE WIND (2:15) [Tuckahoe BMI—Logan, Snoddy]  
BLUE BOYS (RCA Victor 9322)

The oldie "Without Love (There Is Nothing)" has hit in the pop field (a la Toni Arden) and in the R&B market (Clyde McPhatter), and, in the hands of Bud Logan and the Blue Boys, there seems to be no reason why it can't do likewise on the country front. Possibly the best effort the boys have put out. Flip is a rolling item called "She's Wild As The Wind."

IF I COULD JUST GO HOME (3:27) [Combine BMI—Bruce]

THE PRICE I PAY TO STAY (2:32) [Window BMI—Bruce]

ED BRUCE (RCA Victor 9315)

Ed Bruce made some noise with "Walker's Woods," but his current self-penned deck may guarantee him rapid transit to country stardom. Top side, "If I Could Just Go Home," is a powerful piece of recitation with an ultra-simple backing and an excellent delivery from Ed. With the right exposure it could be a smash. Flip is called "The Price I Pay To Stay."

## Newcomer Picks

BEFORE THE NEXT TEARDROP FALLS (2:27)  
[Raleigh BMI—Peters, Keith]

YOU'RE NOT PAINTING THE TOWN (2:20)  
[Beechwood BMI—Dyson, MacRae]

DUANE DEE (Capitol 5986)

A good side from Duane Dee, this Capitol effort may turn into a money-maker for the songster. Dubbed "Before The Next Teardrop Falls," this bitter-sweet ballad stands a strong chance for big consumer acceptance. "You're Not Painting The Town" is a lively thumper.

WHISTLE ON THE RIVER (2:20) [Karin ASCAP—Billard, Cochrane]

HAD TO FIGHT (For My Life) (2:00)  
[Central Songs BMI—L./R. Mercey]

MERCEY BROTHERS (Columbia 44221)

An appealing, folksy loper called "Whistle On The River" stands a real nice chance of whistling up a flock of sales orders for a couple of boys known as the Mercey Brothers. Tune is very attractive as is the vocal harmonies put forth by the boys. "Had To Fight (For My Life)" features a sort of Western border flavor.

TENNESSEE ERNIE FORD  
(Capitol 5996)

● THE ROAD (2:28) [Caravelle, ASCAP—Sparks]  
Veteran Tennessee Ernie Ford is bound to please many in his host of followers with his latest effort. A folksy ode, this one could bring Ernie back into the limelight.

(B+) HAND-ME-DOWN THINGS (2:32) [New Christy, BMI—Sparks] Flip is another nice folk-type outing.

SMILEY & KITTY WILLIAMS  
(K-Ark 769)

● BRING JOHNNY WILLIAMS HOME (2:01) [Sure-Fire, BMI—Vaughn] Utilizing the Viet Nam war as its background, this poignant recitation by Smiley and Kitty Williams may see big action. A stirring tale, well told.

(B+) TOO TOUGH TO DIE (1:57) [Stringtown, BMI—Barnett, Wayne] Duo offers a bubbly stomper on the flip.

PINETOPPERS (Peer-Southern 374)

● WAITIN' FOR THE MAPLE LEAVES TO FALL (2:49) [Southern, ASCAP—Horton] The newly-formed Peer-Southern label unveils a debut deck for the Pinetoppers, who serve up a happy-sounding novelty item here. Could do nicely.

(B+) MAPLE LEAF WALTZ (2:31) [R.F.D., ASCAP—Horton, Mysels] Pretty ¾ time melody on this side.

RAY GRIFF (Note 100)

● TOO CLOSE TO HOME (2:40) [Blue Echo, BMI—Griff] Here's a deck that seems to be already making noise for the infant Note label. Ray Griff may well bring home the bacon with this well-done tale of woe. Very nice session.

(B+) CARBON COPY (2:39) [Blue Echo, BMI—Griff] Another self-penned, this lid also shows off the chanter to good advantage.

JIMMY PAYNE (Epic 10222)

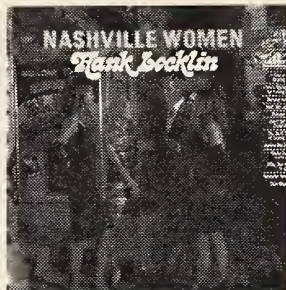
● WOMAN, WOMAN (3:12) [Glaser, BMI—Glaser, Payne] Deeja's and buyers may well be up for this session by Jimmy Payne. Side is a funkish, folkish sound that should attract some attention.

● WHAT DOES IT TAKE (To Keep A Woman Like You Satisfied) (2:34) [Glaser, BMI—Glaser] This answer to the current Skeeter Davis smash is also likely to garner big reaction.

TONY DOUGLAS & HIS SHRIMPERS (Paula 278)

● KEEP YOUR LITTE EYES ON ME (2:03) [Glad, Suma, BMI—Mathis, Douglas] This bright, bouncy effort by Tony Douglas & his Shrimpers may open a good many doors for the crew. Could be big in Southern markets.

(B+) HEART (2:45) [Tyler, BMI—Kirk, Day, Douglas] On the undercut the boys give out with a tear-filled ballad.



NASHVILLE WOMEN — Hank Locklin — RCA Victor LPM/LSP 3841

A highly interesting (in many different ways) "study" of the ladies who inhabit Music City, Hank Locklin's new LP could develop into a fast-moving item. Individually, with the exception of the title tune, the 12 songs contained in the set could apply to many women who live outside Nashville, but put them together (the songs, not the women), and they provide a striking portrait of that lovely enigma, the Nashville Woman. Top tracks include "Behind My Back," "Hurt Me Again," and "Release Me."



MORE GRAND OLD GOSPEL — Porter Wagoner & Blackwood Brothers Quartet — RCA Victor LPM/LSP 3855

Porter Wagoner and the Blackwood Brothers Quartet won a 1966 National Academy of Recording Arts and Sciences (NARAS) Grammy Award in the "Best Sacred Recording" category for their first religious album together, "The Grand Old Gospel," and this follow-up set should prove to be a contender for many awards too. The package is a real powerhouse, filled with faith and hope, and deserves a careful listen.



COUNTRY JET SET — Calhoun Twins — Stop LP 10001

For their first Stop album, Jack and Jerry Calhoun have assembled a rousing collection of country ballads and toe-tappers. Included in the set are "Bad Girl's Good Enough To Me," "Ruby (Don't Take Your Love To Town)," "As Maine Goes (So Goes My World)," and "I Threw Away The Rose." The Twins could have a sizeable moneymaker on their hands with this one. Keep it in sight.



HOW Y'ALL ARE — Justin Wilson — Tower T/TS 5090

The distinctive and delightful humor of the Louisiana Cajuns is once more preserved on records through the efforts of Justin Wilson, himself a Louisiana Cajun. Wilson's bits cover a wide range of subject matter. He talks about candy, Cape Kennedy, horses, drinking, and many other things, all the while keeping his audience in stitches with his unflagging wit. Should sell nicely.



SAMMY POOLE IN GOD'S COUNTRY — Chart CLP 1010

Sammy Poole here offers a sincere, devout album of sacred songs. Among the numbers on the set are "There's A Great Cloud Coming," "God Made This Country Great," "I Wanna Walk In God's Country," and "The Battle Hymn Of The Republic." Lovers of gospel music should be eager to add this LP to their collections.

DEAN GREER (Deville 105)

(B+) SILLY GIRL (2:15) [Tree, BMI—Miller] Attractive romancer offered by Greer.

(B) FROM GOOD TO BAD (2:30) [Tree, BMI—Coats, Davis] Mid-tempo blueser here.

DONNA FARGO (Ramco 1991)

(B+) THEN YOU HAVEN'T LIVED (2:45) [Prima-Donna, Renda, BMI—Fargo] Sentimental tear-tugger.

(B+) KINDA GLAD I'M ME (2:08) [Prima-Donna, Renda, BMI—Fargo] Pretty, light-hearted ode.

KENNY SERATT (Crossfire 114)

(B+) THE SONG IS STILL THE SAME (2:10) [Zumbach, Mihelko, BMI—Fitch, Seratt] Western-flavored weeper.

(B) I HURT HER THEN (2:30) [Zumbach, Folling, Wheels, BMI—Seratt] Similar material on the flip.

DANNY WINN (Stop 128)

(B+) IT'S HARD TO HANG ON TO WHAT (1:57) [Glehi, BMI—Crockett] Cute tale of woe.

(B) I CRY THE SAME TEARS TWICE (2:15) [Glehi, BMI—Crockett] Rhythmic heart-hugger.

LIBBY FELVER (Chestnut 214)

(B+) ONE DAY AT A TIME (2:52) [Don White, ASCAP—Felver, Lebak] Slow-moving weeper.

(B) INVITATION TO A NEW WORLD (2:30) [Don White, ASCAP—Lebak] Traditional country ballad.

RAY SANDERS  
(GNP Crescendo 397)

(B+) SOLDIER'S LAST LETTER (2:46) [Noma, BMI—Tubb, Stewart] Touching war-oriented ballad.

(B) TWO PEOPLE (2:51) [Maverick, BMI—Guilbeau, Paxton] Feelingful weeper.



# Cash Box



September 23, 1967



Immediate Records, the strong English company headed by Andrew Loog Oldham and Tony Calder, is to be marketed and distributed in the U.S. by CBS Records. First release under the deal is a smash, number 4 disk in England, "Itchy Coo Park" by the Small Faces. In the photo, Clive Davis, vp and general manager of CBS, is flanked by Oldham (left) and Calder. (More details on the deal on page 7 of the Domestic Section.)



# GREAT BRITAIN



# BRAZIL

Francis Day and Hunter hosted a party for top Spanish duo **Juan and Junior** on the occasion of the launching of their first British release "The Chase" on the CBS label. Under the title "La Caza," the number is already a top seller in Spain having reached the No. 1 position. Juan and Junior are contracted as songwriters to Francis Day & Hunter Spain which gives the company world rights to all their material. In London for the launching was **Joaquin Merino**, International Manager of Zafiro Records in Spain. **Massiel**, another of Zafiro's top artists, attended the launching party and she, too, will soon be making her debut on the British scene.

29 disk jockeys have been signed by the BBC to launch their new all-music Radio 1 station (247 metres) which goes on the air September 30th just six weeks after the Government Act illegalizing pirate radio broadcasting. The new deejays, apart from BBC stalwarts like **Pete Murray**, **Alan Freeman**, **Keith Fordyce**, **Jack Jackson**, **Jimmy Young**, etc., have all come ashore from pirate ships and some of their influence will be felt in that Radio 1 will feature jingles, internal "commercials," station identification, etc. Radio 1 will be on the air from 5:30 a.m. through 2:00 a.m.

Producer **Steve Rowland** has resigned as British Director of the German based **Hansa Record Company** to concentrate on his own **Double R Productions** which is now being activated via the release of "From The Underworld" by the **Herd** issued on **Fontana** and "The Storm" by the **Family Dog** on **MGM**. **Rowland** will also continue to produce **Dave Dee**, **Dozy**, **Beaky**, **Mick** and **Tich's** recordings which are released on the **Fontana** label. In association with the **Campbell Connelly** group, **Rowland** has also formed a publishing company to be known as **Quorum Music**. Adding the third string to his bow, he has also formed a film production company, **Double R Productions**, and the first scheduled picture is "Sargeant Major" starring American TV actor **Ty Hardin** and **Rowland** himself.

**Ember** chief **Jeffrey Kruger** currently on a European trip visiting **Holland**, **Belgium**, **France**, **Spain**, **Italy**, **Germany** and **Austria** unveiling **Ember's** new winter product and launching the new **CBM** and **Speciality** labels. New releases feature **Scott McKenzie**, the **Walker Brothers**, **Twiggy**, **King Curtis**, **Eddie Floyd**, etc. **Ember** will also be issuing the original soundtrack album of the Paramount film "The Penthouse."

Indie producer **Norman Newell** chalks up yet another success as **Frankie Vaughan's** Columbia single "There Must Be A Way" streaks into the Top 20. This is a double celebration as it is **Vaughan's** first chart entry for three years. **Newell** has also re-signed a recording contract with **Shirley Bassey** and has cut her first single "Big Spender" from the forthcoming musical "Sweet Charity" which opens at the **Prince of Wales Theatre** on **October 11th**. Disk is issued on the **Columbia** label and published by **Campbell Connelly**. It was the **Bassey-Newell** partnership which produced such **Bassey** blockbusters as "What Now My Love" and "I (Who Have Nothing)" a few years back.

The **Beatles** are to appear in an hour-long TV show "Magical Mystery Tour" which will be filmed on location during a four-day tour of **Southern England**. Title song has been penned by **Lennon** and **McCartney** who will be writing at least four more numbers for the show. Recording plans are not yet known, but it is likely that the numbers will be issued as singles and an E.P. "Magical Mystery Tour" will be screened in the U.K. at **Christmas**.

**Dag Hagquist** of **Sonet Records** **Sewden** in **London** setting plans for the release of **Ola** and the **Janglers** first British dinking "I Can Wait" which has been produced independently by **Ivor Raymonde** and issued on **Decca**. Number is published by **Apollo Music**. The group arrive in **Britain** (**September 14th**) for two weeks of promotion.

**Harold Wilson**, the **Prime Minister**, gave national publicity to the **Move** recently when he was granted an interim injunction against the group publishing or distributing a cartoon postcard publicizing their latest single "Flowers In The Rain" on **Regal-Zonophone**. The cartoon depicted **Harold Wilson** sitting nude on a bed!

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	2	9	*The Last Waltz—Englebert Humperdinck	(Decca) Donna	
2	1	9	*San Francisco—Scott McKenzie	(CBS) Dick James	
3	3	7	*I'll Never Fall In Love Again—Tom Jones	(Decca) Tyler	
4	7	3	*Excerpt From A Teenage Opera—Keith West	(Parlophone) Robbins	
5	6	4	*We Love You—The Rolling Stones	(Decca) Mirage	
6	4	5	*Even The Bad Times Are Good—The Tremeloes	(CBS) Skidmore	
7	5	5	*The House That Jack Built—Alan Price	(Decca) Alan Price	
8	11	2	Heroes And Villians—Beach Boys	(Capitol) Immediate	
9	8	7	I Was Made To Love Her—Stevie Wonder	(Tamla Motown) Jobette	
10	15	2	Let's Go To San Francisco—Flower Pot Men	(Deram) Carter-Lewis	
11	10	6	Just Loving You—Anita Harris	(CBS) Chappell	
12	14	4	*Itchycoo Park—Small Faces	(Immediate) Avakak	
13	9	9	*All You Need Is Love—The Beatles	(Parlophone) Northern Song	
14	12	3	Pleasant Valley Sunday—The Monkees	(RCA) Screen Gems	
15	18	2	*The Day I Met Marie—Cliff Richard	(Columbia) Shadows	
16	—	1	Reflections—The Supremes	(Tamla Motown) Jobette	
17	13	7	*Death Of A Clown—Dave Davies	(Pye) Carlin	
18	—	1	*Hole In My Shoe—Traffic	(Island) Island	
19	—	1	You Keep Me Hanging On—Vanilla Fudge	(Atlantic) Carlin	
20	19	4	*Gin House—Amen Corner	(Deram) Carlin	

\*Local copyrights

## Top Ten LP's

1	Sgt. Pepper's Lonely Hearts Club Band—The Beatles	(Parlophone)
2	Sound Of Music—Soundtrack	(RCA)
3	Piper At The Gates Of Dawn—Pink Floyd	(Columbia)
4	Are You Experienced—Jimi Hendrix	(Track)
5	The Monkees Headquarters—The Monkees	(RCA)
6	The Best Of The Beach Boys—The Beach Boys	(Capitol)
7	Scott—Scott Walker	(Philips)
8	Dr. Zhivago—Soundtrack	(MGM)
9	Fiddler On The Roof—London Cast	(CBS)
10	Tom Jones At The Talk Of The Town—Tom Jones	(Decca)

Final preparations for the "Third National Festival of Brazilian Popular Music" to be held this month here in **São Paulo** are underway. A previous selection of 36 out of more than three thousand entries was made by a special jury composed of **Maestro Julio Me Daglia**, **Bob Corte-Real**, **Solano Ribeiro**, **Cesar Camargo Mariano**, **Amilton Godoy**, **Maestro O. Hagen**, **Ferreira Goular**, **Raul Duarte**.

**Rio** pubbery **EMBI** announces that **Wanderley Cardoso's** hit number "O Bom Rapaz," currently in the local charts, was released in **Argentina** in an **Odeon** recording by chanter-actor **Hugo Santana**. This disk will be distributed by that company in all **Latin-American** countries. This number, penned by **Geraldo Nunes**, already has recordings by the **Banda Dos Coroas** (**Odeon**), **Os Dallans** (**Odeon**), **The Cassino Royale Group** (**Philips**) and **Peter Thomas & His Group** (**Big Rio Som**).

Director of **Rozenblit**, **Bernardo Sondermann**, is on a **Mexico** and **United States** tour making contacts for the future. Chairman of the Board **Jose Rozenblit** announced that two recordings of the company are being negotiated for release in the **United States** and **Canada**: first is the album "Mancini Is Also Samba;" the other is the latest album by chanter-composer **Jorge Ben**.

From **Companhia Brasileira De Discos**, we hear that the new album cut by composer **Edu Lobo** is ready for release. Some of the artist's hits, such as "O Cordão Da Saideira," "Candeias" and "Meu Caminho" appear with orchestrations of young musicians. Cut in the new and popular nightclub of **Rio de Janeiro** "O Canecão," an album is being released by the company under title "A Banda Do Canecão." Chantress **Marlene** is appearing well with **Chico Buarque's** composition "Musiquinha." Chantress **Nara Leão** is honeymooning in the **States** and **Canada**—upon her return she will be awarded **Philips Golden Record** for her high record sales. An attractive cover is helping sales of the new Reprise album cut by **Nancy Sinatra**, titled "Sugar," which was recently released here.

From **RCA Victor**, the recently released single cut by **Carlos Gonzaga**, "There's A Kind Of Hush" (Só Eu E Você), is appearing strongly in teen programs. A new chantress called **Dilma Leal** makes her bow on **RCA** with a single composed of a version of "Perdome Maria" (of the **Paris Rose Fest**) c/w "Marcha Do Amor Sem Esperança," penned by **Walter Santos** and **Carlos Parana**.

International artists' agent **Waldomiro Saad** is initiating a new phase for his organization. After the success of **Chris Montez's** tour in **Brazil**, **Saad** is contacting other international attractions to be presented in the near future such as **Prenda Lee**, **Earl Grant**, **Ricky Nelson** and probably **Nancy Sinatra**.

## Brazil's Best Sellers

This Week	Last Week	Title	Artist	Label
1	2	*Eu Te Amo Mesmo Assim	(n.p.) Martinha/AU-Rozenblit	
2	1	*Meu Grito	(Genial) Agnaldo Timóteo/Odeon	
3	3	This Is My Song/Minha Cancao	(Fermata) Pet Clark/Vogue-Rozenblit; Claudia Barroso/Fermata; Anilza Leoni/Mocambo-R	
4	5	There's A Kind Of Hush/Sóeue Voce	(Fermata) Herman's Hermits/Odeon; Carlos Gon, Ronnie Cord/Philips, Zaga/RCA; Os & Moraes/Som Maior	
5	4	Poor Side Of Town	(RCA) Johnny Rivers/RCA Victor	
6	12	Era Um Caroto Que/C'Era Un Ragazzo Che	(RCA) Os Incríveis/RCA; Gianni Morandi/RCA; Os Beatnicks/Mocambo-R	
7	7	Coisinha Estupida/Somethin' Stupid	(RCA) George Freedman/RCA; Nancy & Frank Sinatra/Reprise	
8	6	*Jardim De Infancia	(Saturno) Ronnie Von/Polydor-CBD	
9	8	*Quem Te Viu, Quem Te Ve	(Fermata) Chico Buarque/RGE; Nara Leão/Philips-CBD	
10	9	No Milk Today	(Fermata) Herman's Hermits/Odeon	
11	18	All You Need Is Love	(Fermata) The Beatles/Odeon	
12	—	*O Caderninho	(Fermata) Erasmo Carlos/RGE	
13	15	Reach Out I'll Be There	(Fermata) The Four Tops/Motown-Rozenblit	
14	—	*Não Posso Controlar Meu Pensamento	(Vitale) Wanderley Cardoso/Copacabana	
15	—	*Estou Começando A Chorar	(Genial) Wilson Miranda/RCA Victor	
16	10	*So Vou Gostar De Quem Gosta De Mim	(RCA) Roberto Carlos/CBS; Waldirene/RCA	
17	11	*Não Quero Voltar Atraz	(Vitale) Roberto Barreiros/Chantecler	
18	—	*Maria Bonita	( ) Ary Cordovil/CBS	
19	—	Estou Feliz/Puppet On A String	(Fermata) Ed Carlos/Fermata	
20	14	Western Union	(Vitale) Five Americans/Copacabana	

\*Original Brazilian Copyright

## Brazil's Top Ten LP's

This Week	Last Week	Title	Artist	Label
1	1	*Obrigado Querida	Agnoldo Timóteo/Odeon	
2	2	Sgt. Pepper's Lonely Hearts Club Band	The Beatles/Odeon	
3	3	*O Realejo	Chico Buarque de Hollanda/RGE	
4	4	More Of The Monkees	The Monkees/RCA Victor	
5	6	No Milk Today	Herman's Hermits/Odeon	
6	—	*O Bom Rapaz	Wanderley Cardoso/Copacabana	
7	5	As 12 Mais Da Juventude	Os Carbonos/Beverly	
8	9	Golden Hits	Johnny Rivers/RCA Victor	
9	—	Deliver	The Mama's & The Papa's/RCA Victor	
10	10	*Roberto Carlos, Vol. 6	Roberto Carlos/CBS do Brasil	

## Top Five Double Compacts

This Week	Last Week	Title	Artist	Label
1	1	*O Cieme	Deny & Dino/Odeon	
2	2	Anna	The Beatles/Odeon	
3	3	Poor Side Of Town	Johnny Rivers/RCA Victor	
4	4	*Tributo A Martin Luther King	Wilson Simonal/Odeon	
5	5	No Milk Today	Herman's Hermits/Odeon	

\*Original Brazilian Recording



## 'Flying High With EMI' Theme Of EMI's Annual Sales Fete

LONDON—EMI Records held its 1967 Marketing & Sales Conference on Sept. 4 and the venue was EMI's own large Conference Room at Manchester Square.

The Conference was attended by all of EMI's outside sales staff, plus key personnel, both from Hayes and Manchester Square.

The theme for the Conference was "Fly High With EMI."

In keeping with the theme, EMI had a promotional tie-up with BOAC and the Manchester Square headquarters was made to resemble an airport terminal. Delegates checked in at the Reception Desk were issued with identity tags and boarding passes, shown to their seats by a BOAC stewardess, and the EMI 1967 meet was under way.

The welcoming address was given by Managing Director Mr. Ken East.

### Dealer Incentive Plan

John Fruin, the general manager of EMI's Sales & Distribution Division, unfurled the first major item—a massive dealer incentive plan called 'Fly To The Sun'. This offers EMI's top 36 record dealers (and their wives) luxury holiday in Bermuda. The scheme starts 1st October and runs right through until the end of January 1968. In addition to the major prizes, there are to be numerous consolation awards.

### Classical Repertoire

Classical Repertoire was dealt with by Leonard Smith, John Whittle and Bill Simmons.

Leonard Smith, general manager of the EMI classical division, appraised the current situation, giving special emphasis to the international aspect of the EMI operation.

John Whittle, classical marketing manager, drew attention to the glowing tributes that have been lavished on the Angel recording of "Madame Butterfly" conducted by Sir John Barbirolli. Car stickers have been printed in connection with this successful release—an innovation in classical promotion. A complete version of "Aida" was announced for November, featuring Birget Nilsson, Franco Corelli and Grace Bumbry, to be marketed in a box illustrated front and back. New releases before Christmas also include albums of Fritz Kreisler and Richard Tauber. A Studio 2 coupling of Tchaikovsky's "Nutcracker Suite" and "Sleeping Beauty" played by the Royal Philharmonic Orchestra under Sir Adrian Boult, a commercial coupling featuring these two works together in stereo for the first time.

Bill Simmons, deputy classical marketing manager, gave details of the HMV Concert Classica promotion campaign to be conducted under the slogan "The Greatest Quality Value on Record". The five October releases which will spearhead the campaign are: "Swan Lake" excerpts by the Vienna Symphony Orchestra, "Viennese Nights" by the same Orchestra, Beethoven's Choral Symphony by the Berlin Philharmonic with soloists and choir, Beethoven's Fourth Piano Concerto played by Emil Gilels, and Mozart's Third Violin Concerto played by David Oistrakh, and Gilbert & Sullivan's "H.M.S. Pinafore" and "Trial By Jury" conducted by Sir Malcolm Sargent. These releases will be supported by the 24 best-selling items from the Concert Classics series which with stereo equivalents makes a total of 40 LPs.

### 'Pop' Repertoire

Pop product was dealt with at the conference by the pop marketing team consisting of Ron White, Roy Featherstone, Jack Florey, Brian Jeffery and

Colin Burn.

Ron White, the general manager of the EMI pop repertoire division, outlined EMI's plans as far as pop is concerned, for the ensuing twelve months. He also announced a special promotional tie-up with the British Radio Corporation—EMI is producing 10,000 copies of a special promotional LP to be distributed by B.R.C. with their new range of gramophones. One side will be classical, and the second side will feature 'pop'. Also being distributed with this LP will be 10,000 "Records for All" booklets and these and the LPs will be free to the purchasers of BRC machines.

Roy Featherstone, EMI's 'Pop' Marketing Manager, divided his talk into four main headings—recent acquisitions, established repertoire, the 'middle' market and special projects.

(Continued on page 54)

## 'Deramic' Sound Bows At Decca Conf.

LONDON—The debut of the Deramic Sound System was the focal point of the Decca Records 1967 sales conference held at Decca House Sept. 7 and 8.

Tagged as 'sound in the round' and 'the sound of the 70's,' it is designed to fill the gap between spectacular stereo LPs like the Decca Phase 4 series that necessitate stationary listening and routine background repertoire with little lasting appeal.

### Two Breakthroughs

Produced by two unrelated electronic breakthroughs during the last 12 months, DSS can be played at any volume without losing its presence and vitality, and listeners can obtain the full stereo effect while moving about in any part of the room. The DSS principle is described as a new fore and aft dimension, a near and far perspective as well as the familiar sideways spread of stereo.

It is not a competitor for the Phase 4 connoisseur series, but is aimed at people who like to move about while listening. The initial DSS release on Deram will be six LPs with a night music theme next month, and Decca is organising an extensive promotion campaign, including a sampler LP for dealers.

In his welcoming speech that opened the conference, Decca director W. W. Townsley reviewed the past successful year landmarked by Tom Jones' million-selling 'Green Green Grass Of Home,' Engelbert Humperdinck's 'Release Me' that sold 964,000, and his current topper 'Last Waltz,' and the 'Sound Of Music' soundtrack album that had now passed the million mark.

The new Deram label had won success everywhere because it had "the right material at the right time." Decca has gone a long way towards achieving what it wanted to do, but this was only the start.

"Decca's name and service stand high, meaning good product, good delivery and good representation," Townsley declared. "Our policy is reliable, and does not favor rack-jobbing or other schemes that are not viable."

### Classical Plans

The conference was given details of Decca's present and forthcoming plans for classical product. A film was shown linked with Ernest Ansermet's lecture LP 'What Everyone Should Know About Music,' following the Swiss maestro's association with Decca from 1929 until now through-

## Pye's Sales Confab Guest Is WB-Reprise's 1st London Meet

LONDON—Pye Records' eighth annual sales conference which, for the first time, was this year adroitly coordinated with the first British-based sales conference of Warner Bros.-Reprise, American company for which Pye is the local licensee, was a brilliant affair pervaded with high expectation and enthusiasm. Seldom have foreign delegates and licensees been so obviously encouraged by the potential of product; seldom have two such companies had such a hot story to tell.

The conference, held in the elegant Europa Hotel, which also housed most of the visiting delegates, was spread over two days (Sept. 7 and 8). They were boosted socially by cocktail parties hosted first by the top WB-Reprise executives, who teed off proceedings in great style, on the eve of their sales presentation. Pye executives hosted on the following evening, the

eve of their own presentation. These warm and purposeful occasions, which provided delegates from many countries with the opportunity to discuss their problems and cull information from fellow industry personnel were only outshone by the glittering dinner-dance on the final night.

However, welcome though it was, the socializing took second place to the real purpose of the confabulations—the unveiling of the new product that will be selling across the world this fall.

### WB/Reprise Presentation Success

WB-Reprise, as guests, made its presentation first. Underlining the importance they attach to the international market—which, corridor talk had it, now represents more than one third of all WB-Reprise business—the company chiefs were out in force. President Mike Maitland, headed an executive team which comprised Phil Rose, international chief, Joel Friedman, head of merchandising, and Mo Ostin. Latter, unfortunately, contracted food poisoning and was unable to participate in the proceedings to any extent.

The slick, colorful and highly impressive WB-Reprise presentation mostly on slide film, was enthusiastically received by delegates from 15 countries.

### Up from \$3.5 Million

Before Mike Maitland let the WB-Reprise film "do most of the talking for him"—and it subsequently proved a most effective promotion—the company president set the upbeat mood for the whole WB-Reprise sales thrust by recalling that five years ago the company had just one single and two albums in the charts and gross business totalling \$3,500,000 while, today, the tally is 11 singles and 22 albums chartwise and gross business in excess of \$28,000,000.

Maitland later reported that WB-Reprise, in the pop field, the only one in which it competes globally, is the

(Continued on page 52)

out his long career as musical director of Diaghileff's Ballet Russe and founder and principal conductor of L'Orchestre de la Suisse Romande.

Classical promotion manager Jack Boyce focused attention on the new book by departing Decca classical producer John Culshaw called 'Ring Resounding,' which gives an account of the recording of Wagner's Ring cycle of operas. A signed copy would be despatched to all dealers in an effort to get them to stock the records.

Bob Angles, British manager for RCA Victor, dealt with the label's 24 solo pianists from 18-year-old Peter Serkin to octogenarian Artur Schnabel and taking in Duke Ellington. He climaxed his talk with a composite performance of the finale from Tchaikovsky's first piano concerto, featuring performances by five different pianists.

A videotaped interview between Angles and André Previn was shown

(Continued on page 56)

## Benjamin On Future: A Strong Warning

A strong hint of the struggle looming on the immediate horizon for British companies, and for American and other foreign companies in Britain, came from Louis Benjamin, managing director of Pye Records.

His words, to an audience comprising his entire sales force and international licensees from 16 countries, were a warning and a call for caution. They carried particular weight because Benjamin is one industry leader who has set the pace in the local market on a number of occasions; an innovator whose success in divining new ways to sales and profits has cued other, larger companies to fall in and follow his line. So it was not from timidity or lack of adventure that the Pye chief warned against the yawning pitfalls of trying to progress too fast.

Benjamin told the conference: "... in the past year there have been rumblings in the industry with regard to new companies being formed. Today... the rumblings have turned into hard facts. Three or four substantial companies have already been formed in the U.K. and there will be several more to come.

"These companies, mainly American, have, in the main, good solid backgrounds to sustain them during their teething troubles, and firm plans for the way in which they intend handling the U.K. market. To my

mind, this market, although a healthy one, will not expand proportionately to the number of companies which will be with us in the foreseeable future. This means one thing and that is very simply... 'someone is going to get hurt'."

Why then should an American company want to set up shop in the U.K.? First, Benjamin said, they feel there are more profits to be made by forming their own business here. But the Pye boss asked whether the Americans have fully considered two major points:

—one, the fact that, due to economic conditions, an increase in the price of records is virtually impossible.

—two, has the overhead contained in running a solo operation here been analysed enough?

If, said Benjamin, the Americans have miscalculated on the two foregoing questions, they may well take "certain actions" to enhance the sale of their records which could well be "unusual" in this country. Clear inference was that American marketing practices might be applied, methods which would reduce the U.K. market, to a situation of "profitless prosperity"—i.e. increased volume sales at lower prices producing little profit. The damage that cut-pricing could do to vital retail outlets could be enormous and, possibly, the backbone of

(Continued on page 56)

# The Face(s) of WB-Reprise-Pye's Conference



## WB-Reprise-Pye Sales Conference

(Continued from page 51)

No. 1 company in the international market and has outpaced all its major competitors in this area.

Just why the company is strong and active in the international market was amply illustrated in its promotion film, deftly prepared by Joel Friedman's merchandising department. According to Friedman, in the next 30 days the film will be seen in most of the major record markets of the world. A soundtrack has been left vacant to allow application of a voice-over in any language. For English speaking licensees the soundtrack has been recorded in the U.S.

The film provided a first-class showcase for the many WB-Reprise hit and solid selling artists. Personal information was given about each; fresh stills added to the impact and powerful tracks from upcoming albums were played to great effect. Presentation, which elicited frequent applause from the audience, was themed "Turn On, Tune In", and consequently, a lot of attention was paid to the "youthquake" movement, a market for which WB-Reprise is concentrating a buildup effort.

First half of the 150-minute film highlighted the waxing success and forthcoming product of Nancy Sinatra, the Tokens, Trini Lopez, The Everly Bros., the Association, Peter, Paul and Mary, and Sammy Davis, among others. Delegates were particularly impressed by Album 1700, by Peter, Paul and Mary, the album which marks the 500th LP produced by the company.

Second segment of the celluloid presentation dealt with the "youthquake" movement and spotlighted the Kinks, the Beau Brummels, Jimi Hendrix and the Electric Prunes. On middleground, so far as marketing goes, the company successfully proffered the talents of Anita Kerr and Bill Crosby. And the Anita Kerr record "The Earth," followup to "The Sea," excited a lot of comment.

The WB-Reprise big punch came at the end with the four company "giants"—the upcoming "Camelot" soundtrack; Petula Clark; Dean Martin; and, finally, Frank Sinatra, who has just concluded a new longterm agreement with the company.

The WB-Reprise presentation, at one and the same time, informative, morale-boosting and entertaining, caused such positive comment that it is bound to have ramifications in this, and other, countries. The first of its kind to be seen here, the sales promotion thrust was launched at a time when the British industry is realizing that, in an ever increasingly competitive situation, everyone connected with sales must be primed, enthused and charged with new confidence—both in the company and the product itself.

This realization has led, this year, to more British record companies than ever before injecting a new look into their sales meetings. The WB-Reprise presentation followed, as it was, with Pye Records own brand of conference-mongering, keyed in incentive, pointed up the validity of simulating something of the pulse and pace of a company and bringing it to the confer-

Smiles of success glitter in this selection of photos made at the recent Warner Bros-Reprise-Pye international sales conference in London (see separate story).

From top to bottom are (left to right): Mike Maitland, president of WB-Reprise; Roy O'Dwyer, general sales manager of Pye; Louis Benjamin, general manager of Pye; Tom Grantham, sales controller of Pye; Gerry Oord, Bovema; and Les Coks, general manager of Pye.

Second from top: John Vikstedt, Finland; Lief Risell, Denmark; Maitland; Sixten Eriksson, Sweden; Hans Oue Eriksson, Sweden; and Mats Ollson, Sweden.

Third from top: Joel Friedman, Phil Rose, both of WB-Reprise, Benjamin and Maitland.

Fourth from top: Irving Chezar,

## Benjamin On Future

(Continued from page 51)

the trade, as it is today, could be broken.

Second reason an American record company may wish to form here, according to Benjamin, is that it may feel its U.K. licensee is not issuing enough of that company's product. This has been a bone of contention with American Companies for many years. Local executives calculate that the market will bear only so much but the Americans press for more of their products to be issued.

Benjamin reminded the conference that dealers are always complaining about too much product on the market. "No longer can a retailer gamble and take a chance on a few records because of the immense volume that is hitting the market every week—today the dealer is inclined to take only records that will sell," he said.

It is, he observed, almost "a chicken and egg" situation where the dealers cannot afford to buy everything and a record has to be in the shops before it is sold. If, on top of this already flooded pool, incoming American companies begin to issue more and more of their own product, then said Benjamin, the flood gates would be well and truly open.

Also of prime importance to the sale of disks, and at the same time a facet of the British Market which may have been misconstrued by the Americans, is the amount of airtime exposure available. With the demise of the "pirate" radio stations (save for Radio Caroline) the medium via which new talents were exposed and hits created from scratch is now seriously curtailed.

Benjamin wondered indeed if, the U.K. was to revert to its former position where only a limited number of artists came through.

But of more immediate concern, and crucially important to the maintenance of a stable record trade, is the question of profit margins. Benjamin noted that retail prices are not going up but overheads are. More so in the record business than in other normal businesses.

One instant side effect of the American move-in is the scramble for executives and performing talent. Said the Pye chief: "With the advent of the new companies and the limited amount of executive manpower within the business, salaries which otherwise would be subject to reasonable increases from time to time, are now being offered, to put it mildly, on exorbitant scales, and there is a great deal of moving of staff between organizations."

"Also, independent procedures are bargaining justifiably among the companies for their product and, again,

(Continued on page 56)

ence floor. At both functions, the "family feel" was in evidence and there was a unity and accord amongst visitors that registered their high satisfaction with the way things were going. The seeds of confidence and enthusiasm sown over the two days by both companies will bear fruit in increased sales over the next year. And particularly as far as British companies are concerned, all the goodwill reaped now may prove vital in the tough days to come.

Pye's U.S. rep, Mr. and Mrs. Hans Kellerman, Negram, Holland; A. Waizenbeger, Teldec, Germany; O Ruuskanen, Finnlevy, Finland; Mrs. Morks, Denmark; Hans Eriksson, Sweden; Mr. Morks, Denmark; Benjamin, Maitland, Mrs. Benjamin, Mr. and Mrs. Robert Oeges, Negram, Holland; Gerry Oord, Bovema, Holland; Mrs. Irving Chezar and Les Coks.

Fifth from top: Johnny Porta and Giuseppe Giannini, CGD Italy; Manno Ullrich, Deutsche Vogue; Luis Vidal and Luis Calvo of Hispavox, Spain.

Sixth from top: Phil Rose, Maitland, Benjamin, M. Luftner, Ariola, and Neville Marten, European director of Cash Box.

Bottom photo: Roger Meylemans, Vogue Belgium, Mr. and Mrs. Martin Gesar, Music Box, Greece; Benjamin and Harry Castle, Pye export manager.

## It Was Phonogram's 'Disco Dealers' Day'



(Top photo): In one of the hallways of the Congress Hall of the Amsterdam RAI-building, scene of Phonogram's 21st "Disco Dealers' Day," are (left to right): Jack Haslinghuis, managing director of the label, his secretary Evelyn Eckmann, Jack Boyce and W. W. Townsley, classical promo manager and director of English Decca, respectively; Miss Ans A. Hirs, Colin Dorland from Decca; R. H. Klaassen; Louis Hazen, commercial director of Society Philips Paris and Georg Augustin from Philips Hamburg. Augustin is holding "the red book," that is the Phonogram guide-book for the information exchange; (middle photo): Marcel Stelman, European sales-promo manager for Decca, arrives in the reception hall of the Hall and is welcomed by Mrs. Jack Haslinghuis; (bottom photo): A performance was given on Phonogram's 21st Disco Dealers' Day Show by the Dutch-born opera & operetta tenor John Van Kesteren, now living in Munich, Germany. On the occasion of his first LP-release in Holland (Philips), John van Kesteren was in Amsterdam at 10:00 a.m. after having sung in Munich the night before (a fast car is a big help). He is congratulated by Otto Glastra Van Loon, Phonogram's classical adviser. The lady is the well-known Miss Rine Geveke, producer of Philips Recordings for Phonogram. She has already many "Edison Awards" to her credit. The bearded gentleman is chief-editor of a leading Dutch classical monthly, Klaas A. Posthuma.



## MEXICO

A spectacular album has been released by RCA Victor under the name of "Instrumentales para adolescentes" (Instrumentals For Teenagers) with Los Sonidos de FM. This album has been created by three of the best Mexican musicians: Rubén Fuentes, Chucho Ferrer and Eduardo Magallanes, who have composed, arranged and conducted themes like "Cocktail Margarita," "Los Adolescentes," "Puerto Vallarta," "México 68." We consider this album to have a great international projection. From the same label we received a nice single sung by top artist Marco Antonio Muñoz with the songs "Cierra Los Ojos" and "Igual Te Olvidaré." RCA also cut the Beatle's song "When I'm 64 Years Old" in Spanish version by Juan El Matemático.

Roberto Salinas, promotion manager of Peerless, informed us that his company has increased its sales 25% in Spain thanks to artists like Los Apson Boys, Pedro Infante, Lola Beltrán and Los Hermanos Michel. New releases of this label are: "You Know What I Mean" with the Turtles, "Cry Softly One" with Roy Orbison, "Adoro" with Marco Antonio Vázquez and "Cumbia Del Pajarito" with the trío Los Quechuas.

Latest recordings of Philips Records: an album with Rocío Dúrcal with music of her picture "Buenos Días Condecita" where she ranges from a go-go rhythm to opera. There is a new album with the Paul Mauriat Orchestra playing themes like "Lara's Theme," "Michelle," "Winchester Cathedral," "Sunny," "A Taste Of Honey," "Capri C'est Fini." Also from DUSA company—but on the Atlantic label—the top hit "Respect" with Aretha Franklin. And from the national production, the new soloist Arnulfo singing a ballad of his own called "Yo Soy" which will receive good promotion.

We have the latest release of Alberto Vázquez singing "Perdóname" and "Vamos A Bailar" on the Musart label. There is also Manolo Muñoz with his Spanish version of "Happy Together" and "En Un Rincón Del Alma"; "El Reloj De Pastora" and "Que Dijiste" with Rolando Laserie; from the international department "Wild Thing" and "Ride Your Pony" with the Troggs; and new release by Las Hermanas Navarro: "Es Que Tú Me Quemas" and "Luna De Miel."

Capitol Records released the latest Manzanero song "Tengo" with Carlos Lico.

## Phonogram Holds 21st 'Disco Dealers' Day'

HOLLAND—Dutch dealers were invited to attend Phonogram's festive prelude to the new record-season 1967-8 in the modern "RAI"-building, Amsterdam. Full use was made of the large building by fitting up the various floors as an "Information Exchange" for the Dutch record trade. This exchange included a schematic concept of a modern and efficient record-shop, various set-ups and building-systems, service articles, informative movies and even a Teenager-boutique. The Exchange also offered plenty of possibilities for personal contacts between dealers and the Phonogram commercial and executive staffs.

Morning hours were spent as usual with an attractive live-show and color-slide presentations. The show was produced by Fred Hartog. Most of the work, like writing and photographing for the projected presentations, was done by Phonogram personnel themselves, such as the label-managers and men from the publicity Dept. Special credit must be given to Phonogram-photographer Ton Schippers, who has his own studio at Phonogram's. The entire show, under the general management of Rolf ten Kate, made a very good impression on the dealers.

### Dutch Market To Double Sales

Phonogram's managing director Jack Haslinghuis started his opening-speech with a very special welcome to the guests from abroad. Among them we noticed and could speak to Louis Hazen from Soc. Phon. Philips of Paris, Georg Augustin from Philips Hamburg and the Decca-VIPS from England, W. W. Townsley (director), Jack Boyce (classical promotion manager), Marcel L. Stelman and Colin Borland. They were all quite impressed, the more so as they were being abled by Phonogram to follow every word spoken in an English translation. Haslinghuis said in his opening-speech that comparing the Dutch market with the 1962 figures, this year's total turnover will be doubled. He is expecting that the level of one hundred million guilders will be reached in 1968. He emphasized that this Disco Dealers' Day 1967 was in the sign of reinforcing the retail-dealer's position. He pleaded for higher velocity of circulation, lesser stock-quantities and consequently better rentability, by buying well-salable stock only; Phonogram's force the largest company in the Netherlands, lies in the salability of these repertoires, he added. He said that the label had knowledge of the market and the inventivity and creativity embedded within their organization. He also pointed out the great importance of the Musicassettes, for which Philips took the initiative.

### New Product

The color-slide presentations, mixed with live-shows, included Children Records on LP (fairy-tales, kiddie-songs, familiar TV programmes for the kids) in a lovely presentation with a 12 years' old girl reading and projection of children-drawings. There were excellent and sometimes brilliant presentations of Classical projects, like the combined Philips-Decca Subscription action, the Fontana (Philips) "Grandioso Series" which is one of the best sold classical LP-series in Holland, a "Promenade Concert" from the Rotterdam Doelen Hall with Jean Fournet conducting and an LP on the occasion of the centenary jubilee of the International Red Cross, Holland. A big surprise was the presentation of a 150 piece male choir from the city of Maastricht, the Maastrichter Star, or de Maastrichter Staar as the colloquial spelling is, This Choir, featuring soprano Caroline Kaart and tenor Willy Caron on the stage, performed Christmas Songs. The Choir's President, Mr. J. Chappin, was handed a Golden Record by Jack Haslinghuis for a previous successful Christmas recording. Another high-light was the personal appearance of Dutch-born tenor John van Kesteren. Strong stress was put on the development of the Musicassettes; the presentation showed many new-constructed cassette-players for amazingly moderate prices from the Dutch Philips Factories. In the popular field, we were entertained by singers like Imca Marina, Willeke Alberti, Therese Steinmetz, Boudewijn de Groot, Henk Elsink, Leen Jongewaard, Liesbeth List and Ramses Shaffy. Master of "ceremonies" was entertainer-pianist Frans Halsema. And last but not least a lively and funny "Flower Power Show," including beat-girls, psychedelic effects, heaps of flowers, weird sounds, sexy voices and the personal appearance of Holland's best artists in this field, like Wally Tax, Cuby and Blizzards, Rob Hoeke's Rhythm Blues Group and the Ro-D-Ys. After lunch, the visitors received a guide-book for the Exchange. At 5:30 p.m. a most satisfactory day in Phonogram's history came to an official end.

## Mexico's Best Sellers

- 1 Esta Tarde Vi Llover Armando Manzanero (RCA)—Marco Antonio Muñoz (RCA)—Los Cuatro Brillantes (CBS)—Angélica María (Musart)
- 2 No Carlos Lico (Capitol)—Armando Manzanero (RCA)—Gloria Lasso (Musart)—Antonio Prieto (RCA)—Angélica María (Musart)—Trío Romántico (Cisne)—Magda Franco (CBS)—Carmita Jiménez (CBS)—Olga Guillot (Musart)—Hnos. Castro (RCA)—Los Dominic (Philips)
- 3 Musita Sonora Santanera (CBS)
- 4 Adoro Carlos Lico (Capitol)—Armando Manzanero (RCA)—Manny Bolaños (Musart)—Enrique Guzmán (Acuario)—Sonia (RCA)—Los Kuarto (Trizoc)—Carmita Jiménez (CBS)—Los Dominic (Philips)—Marco Antonio Vázquez (Peerless)
- 5 Todo Lo Que Necesitas Es Amor (All You Need Is Love) The Beatles (Capitol)—Los Shippys (Capitol)
- 6 Tema De Los Monkees (Monkee's Theme) The Monkees (RCA)—Los Shippy's (Capitol)—Los Monkey's (Orefeon)—(Mumusa)
- 7 Si Hoy Fuera Ayer Julio Jaramillo (Peerless)
- 8 Cuando Tu No Estas Raphael (Gamma)
- 9 Corazon Loco (Cuore Matto) César Costa (RCA)—Little Tony (Gamma)—Torrebruno (Musart)
- 10 Yo Soy Aquel Raphael (Gamma)—Carlos Lico (Capitol)—Martin Roca (Philips)—Polo (Peerless)

# FLYING HIGH WITH EMI: THE TAKE-OFF TO '68



(from left to right): The large conference room in EMI House, London, just before "take-off" to the label's sales conference (see separate story); conference discussion between Frank Pearce, general manager of Record Merchandises, division of EMI; Colin Hadley, manager of EMI's market planning and services division; Dave Allwood, national sales manager; and A. Mackenzie Smith, general manager of international sales division; John Fruin, general manager of EMI sales & distribution, is welcomed "aboard" by BOAC stewardess Jean Copeutt.

## EMI Meets In London

(Continued from page 51)

After referring to the acquisition of successful new acts like the Pink Floyd, he talked about the deal with Denny Cordell's New Breed Productions, the fruits of which are being released on the reactivated Regal Zonophone label. He disclosed that LPs by The Move and Procol Harum are in the planning stage, and that Tony Hall's THE firm is promoting all New Breed/Regal Zonophone products. Featherstone remarked upon the gratifying success of the Beatles' "Sgt. Pepper's" LP which had passed the half-million sales mark in the U.K. and said that he had high hopes of a new Beatles album before Christmas.

### From The Favorites

New product coming from established EMI favorites before Christmas will include a single by The Hollies (September 29th) and a new LP by the Group in November, a Seekers album, a Herman LP, a religious album by Cliff Richard entitled "Good News" plus an EP featuring him singing material from a Billy Graham film and albums from Vince Hill, Ken Dodd and Lulu. Featherstone said how pleased EMI was to see Frankie Vaughan back in the charts after 3½ years, with his first single for the company following his recent label switch. A Blue Beat series is to be launched on Columbia following EMI's success with "Thirty Pieces of Silver" by Prince Buster, released on Stateside some time ago, and the current vogue for this music. An agreement has been concluded with independent producer Ziggy Jackson, who will record Laurel Aitken, Blue Rivers and the Maroons, and the Bees, among other artists. The series will be released with a yellow label by Columbia and packaged in blue container bags.

Featherstone explained that the term "middle market" excludes the enthusiast pop and classical markets, but encompasses film and show music, humour, the stereo series and sophisticated artists of perennial appeal. This area will be promoted under the tag of "Records for All on EMI."

Half a million "Records for All" booklets will be available free of charge in October.

Featherstone revealed that Studio 2 stereo repertoire is now released in practically every western country as branch product or direct imports. A newly-designed logo for the series is to be introduced and a new edition of the Studio 2 stereo catalogue will be available shortly. Forthcoming Studio 2 releases include "Christmas Music" and "Gipsy Fire" both by Ron Goodwin's Orchestra, Pepe Jaramillo's "Moonlight In Mexico" and Gary Blake's "Impact" plus LPs by Semprini, Manuel and massed brass bands directed by Harry Mortimer. Laurie Johnson of 'Avengers' fame has been signed for a series of Studio 2 albums, the first of which will be in

November and titled "Something's Coming."

### Command Launch

Featherstone gave details of the plans concerning the launch of the Command label on October 1. Releases will be in stereo only, with an initial issue of 12. The label has been available in the U.K. previously but will now be completely re-packaged with full colour laminated sleeve fronts and backs. The LPs will retail at 35/- each, and to ensure the original American sound, the albums will be pressed from American metal parts. Special promotional aids have been prepared for the Command launch, and the product will be advertised as part of the general "Records for All" campaign as well as in specialist hi-fi magazines.

A number of special projects and promotional tie-ups were announced for the coming season including a consumer competition link with Cadburys, Britain's largest chocolate firm.

### American Pop

Brian Jeffery, deputy marketing manager, responsible for American pop repertoire, announced that a Tamla-Motown month will be held from mid-October to mid-November. It will be spearheaded by a composite LP entitled "British Motown Chart Busters" compiled here and will be released to coincide with the visits of Tamla stars Junior Walker and Stevie Wonder. Additionally, there will be new albums from the Four Tops, Marvin Gaye & Tammy Terrell, Stevie Wonder, Gladys Knight, and the Temptations. Jeffery attributed the current success of the Tamla product to the major breakthrough by the Four Tops with "Reach Out, I'll Be There" which really got the Tamla ball rolling, 100,000 Tamla LPs have been sold in three months.

Jeffery stated that Capitol is one of the most consistent of all U.S. labels, and that consistency will be maintained. "The Best of the Beach Boys, Vol. 1" has sold nearly 200,000 copies and Vol. 2 will be issued shortly, plus albums by Nat King Cole, Nancy Wilson and Matt Monro. Material from Brother Records (the Beach Boys' production company in the States) will be issued here on Capitol. Jeffery referred to the deal which will give the Amy-Mala-Bell Group its own label identification in the UK in the late Autumn, under the Bell trade mark. He was confident that Larry Uttal, boss of Amy-Mala-Bell would "come up with the goods." He had already provided Lee Dorsey, the Toys, Mitch Ryder and James & Bobby Purify. "In face of severe competition we have secured the talents of Bob and Dan Crewe" went on Jeffery. Their material will be released on Stateside here. Gene Pitney is touring here again in October and November, and there will be an LP by him, "Just One Smile," in October.

### UA Progress

The United Artists label, following its success with the Easybeats, is actively acquiring pop talent, and big results are expected from the Fortunes and Spencer Davis Group. There will be a UA soundtrack album follow-up to "A Man And A Woman" which will be called "Vivre Pour Vivre." Other UA soundtracks will be "Red, White And Zero," on which Vanessa Redgrave makes her singing debut, "Here We Go Round The Mulberry Bush" which contains a large proportion of pop material by the Spencer Davis Group and the Traffic, and "Best Of The Bonds" a composite LP with material from "Dr. No," "From Russia With Love," "Goldfinger" and "Thunderball." EMI anticipates big demand for the "Dr. Dolittle" album which will be released here on Stateside. The soundtrack LP from the 20th Century Fox film of the same name starring Rex Harrison, Samantha Eggar and Anthony Newley has music and songs written by Lesley Bricusse. Promotional aids will include pictures of Dr. Dolittle, badges, a mobile display unit and window streamers. In America 20th Century Fox have pre-release orders for over half a million LPs.

An agreement between EMI and University Recordings was announced by Jack Florey, deputy marketing manager with special responsibility for middle market and tape product. Under the terms of the agreement, University will manufacture and distribute 8-track Slot Stereo cartridges in this country, using EMI repertoire. Initially this repertoire will be drawn from material already issued in this form by Capitol in the States. The launch is set for late autumn. The 8-track Slot Stereo is based upon the American Motorola deck system, and a trade letter giving full details is being prepared.

EMI intend to broaden the repertoire available in musicassette form. New issues between now and Christmas will include the Beatles, Pink Floyd, Manuel, Paul Jones, The Seekers, the Black & White Minstrels, and the London cast of "The Sound of Music." The latter will be the only musicassette version of this show available here.

EMI will continue to market 3¼ i.p.s. twin-track mono tape records, but from the October Supplement onwards, the packaging will be revolutionised by means of plastic cases instead of the former cardboard box containers.

### Other Speakers At EMI's Conference:

Frank Weintrop of Walt Disney Productions Ltd., who spoke about the Children's market being "an all-the-year-round business" and not just a Christmas item. Film clips of "Happiest Millionaire" and "Jungle Book" were also shown.

Dr. Ron Young of Delyse drew attention to the tremendous potential of the kiddy market, and asked delegates whether they realised that there were 10 million under the age of 12 years in the U.K. and that 6 million of these were under 7.

John Fruin then introduced a combined EMI-Disney-Delyse carousel

wire browser which the EMI sales force will merchandise.

Carl Denker, Sales Manager of CBS, spoke of distribution and merchandising.

Peter Prince, MGM's Promotion Manager, gave a product presentation of forthcoming MGM and Verve releases.

Ken Mewis of Immediate, deputising for Andrew Loog Oldham and Tony Calder, both of whom were in America, introduced a special film entitled "Here Come The Nice" which featured a number of Immediate artistes.

The Conference was also addressed by John Mew, the manager of EMI's Dealer Services Department, who spoke about the Company's shop-fitting plan to help retailers.

The "Fly High" theme was continued when delegates to the Conference were conveyed to lunch at the Mount Royal Hotel at London's Marble Arch by BOAC bus.

The dinner, which was also held at the Royal Mount Hotel, was attended by a number of Manchester Square and Hayes personnel who were not at the Conference itself, including Mr. J. E. Read, Joint Managing Director, and Mr. G. N. Bridge, Joint General Manager of the Overseas Division. Guests at the dinner included EMI disc jockeys, David Jacobs, Jimmy Young, Sam Costa, Tony Blackburn and Chris Denning. The Cabaret, which was compared by Mike Regan (EMI Artiste Liaison man), was provided by Ken Dodd, Alan Smethurst (The Singing Postman), The Three People, Howard Blake and the Barry Lee Combo.

The Conference arrangements were organised by Colin Hadley, the manager of EMI's Market Planning & Services Division.

## B. T. Puppy Lists Int'l Rep Line-Up

NEW YORK—B. T. Puppy has just completed arrangements for worldwide distribution of its product, according to Semour Barash, president. Deals include: London Records for Germany, Austria, Switzerland, Japan, Scandinavia, Greece and South Africa; Pye Records for United Kingdom, Australia and New Zealand; Fabrics de Discos Rosenblit, Ltd. for Brazil; Sonoplay, S.A. for Spain and Portugal; Compo for Canada; RiFi for Italy; Barclay Int'l for France, Luxemburg, Belgium and Holland; and Colonial Trading for Hong Kong, Singapore, Malaysia and Macao.

Barash said arrangements are being negotiated for Mexico, Argentina and other Latin-American countries.



# GERMANY

Okay, so the mikes fell out a few times; the jury had a new set of values on the 4th night and gave all contestants too many points; the highly rated French team didn't run away with the festival; etc., etc.; but the first major "Coupe d'Europe" pop music festival in Gmunden, Austria, was a booming success. Candidates from 9 countries, Belgium, West Germany, France, Holland, Italy, Austria, Poland, Switzerland and Hungary, gathered in the small Austrian resort town for a week long battle and came away tired and happy.

The contest was run in the following way. Each country sent 3 singers. Each country also sent one member of the jury who voted for all teams except his own. Each contestant sang one song in each of the preliminary heats. On the first night, Belgium, West Germany, France, Holland and Italy met. Belgium came away from the first night with 136 points with each of the 8 jury members voting from 1 to 6 points for the voice and personality and secondly for the stage presence. West Germany landed on the bottom of the totem pole with 130 points. France took the first night by storm with a total of 189 points, and Holland also did well with 163 points with Italy falling a little behind with just 154 points.

Austria, Poland, Switzerland and Hungary met on the second night with Austria getting 159 points, Poland 160 points, Switzerland 144 points and Hungary 160 points. After the contest each night, a small gala presentation was held. On the third night, Belgium received 183 points, West Germany got 151 points, Austria received 161 points as did Poland and Italy got 151 points. In the 4th and last night of competition, Hungary received 185 points, Switzerland received 187 points, Holland got 214 points and once again France was on top with 217 points.

This showed France on top of the heap with 406 points, Holland in second place with 377 points, Hungary was third with 345 points, Switzerland finished 4th with 331 points followed by Poland with 321 points, Austria with 320 points, Belgium with 319 points, Italy with 305 points and West Germany with 281 points. After 4 hard fought preliminary matches, a 1 day pause was built in for a special gala from Ariola's Udo Jurgens who did a tremendous job with his new 2 hour stage show and wowed the audience. Udo is set for a tremendous international career and deserves it as he is both original and talented.

Friday evening saw the grand finale with the top 3 teams once again competing for first place. France was certain of victory with a very strong team containing two well-known show business personalities, Nancy Holloway and Guy Mardel along with newcomer Charlotte Leslie. Holland was expected to take second place but then came the surprise of a lifetime. The two new girl songstresses, Berrie and Patricia, did a fine job and got normal points but then came a talented young man named Edwin Rutten. Edwin completely knocked out the audience and jury and became 71 out of a possible 72 points which tied the French and Holland team for first place and the split of first place monies of \$2,000. The press prize for the most likeable team went to Hungary the third place winner, and the individual prize went of course to Holland's Edwin Rutten. Jean Claude Pascual of EMI did the final gala and the festival ended.

That's the run of the contest, but the real results were that young artists of 9 countries got together, exchanged experiences and ideas and became more experienced. 9 countries saw talents from other countries and hired them for TV shows and personal appearances. Europe came one step closer to the famous expression, "Music knows no borders." The Gmunden Festival is very young and has much to learn, but the proof of the pudding is in the eating and the week of fun and experience gained by all participating parties was well worth the trip. The festival is expected to have 15 competing countries next year and the U.S.A. will also be invited as well as Great Britain. It's the start of an exciting time for young talent all over the world. It's a place to see and be seen, gain experience, and even make a name for yourself. What more can you ask for? So hats off to the new Gmunden "Coupe D'Europe" Festival in tiny Austria and may you have a long and successful life! Cash Box will certainly once again be on hand next year for the festivities.

Cowboy Robert Fuller has signed with Polydor Records here and will do his first record as a singer in German this week. The LP will be recorded with a single from the LP shot out in October. Bob is now filming his first German film in Austria.

The second German TV channel talent contest will be telecast in color on the 26th of November. The show will last 2 hours. Over 2,000 candidates have registered for the giant event.

Teldec has placed the LP "The Piano Genius Of Gunter Noris" with London Records and the popular beat group the Rattles from Philips Records here will be released on the LP "The Rattles Greatest Hits" on Mercury stateside.

Udo Jurgens will represent Austria at the "International Popular Song Contest" in Rio De Janeiro in October. Germany is represented by Horst Jankowski.

Esther & Abi Ofarim received their 3rd Golden LP within the last 2 years for the "New Abi And Esther Ofarim Album." The new Ofarim LP for Philips, "2 in 3" so named while the duo recorded in Germany, England and France, is now being released. The first pressing is 100,000 LP's!

## GERMANY—RECORD MANUFACTURERS SALES

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	Record Title	Label
1	1	6	All You Need Is Love—The Beatles—Odeon—Northern/Rolf Budde Music	
2	3	5	San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel	
3	2	18	Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music	
4	5	5	*Verbotene Traeume (Forbidden Dreams)—Peter Alexander—Ariola—Hans Gerig Music	
5	7	13	*Meine Liebe Zu Dir (My Love For You)—Roy Black—Polydor—Riva Music/August Seith	
6	—	1	*Romeo Und Julia (Romeo and Julia)—Peggy March—RCA Victor/Rolf Budde Music	
7	6	11	Okay!—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. von der Dovenmuehle	
8	10	3	*Monsieur Dupont—Manuela—Telefunken—Edition Intro/Meisel	
9	—	1	Death Of A Clown—Dave Davies—Deutsche Vogue—Aberbach Music	
10	—	1	*Komm Allein (Come Alone)—Wencke Myhre—Polydor—Hanseatic Music	

\*Original German Copyright.



# AUSTRALIA

It is with deep regret that we report the loss (now presumed dead) of one of Australia's most colorful and leading disc-jockeys . . . Tony McLaren. Tony, a man of thirty years of age who showed a keen and active interest in sea-going sports, was one of four men who vanished when the trimarin "Bander-snatch" capsized in heavy seas recently whilst on a trip from Melbourne to Sydney. The severely damaged and overturned vessel has since been recovered, but despite extensive sea and air searches of the coastline and nearby islands in the area, there has been no sign of any of the four men aboard.

At the time of the tragedy Tony McLaren was employed by station 2UW in Sydney and had been with them for the past few years. He started his disc-jockey career in Tasmania; from there he moved to station 3UZ in Melbourne where he remained for a number of years before taking up the appointment with 2UW.

Cash Box joins with the entire radio, record and music industries in mourning the loss of one of its colleagues. Tony McLaren left a wife and one child.

Essex Music are out with the sheet copy of "Little Ole Wine Drinker Me" which is doing the rounds very strongly on disc for Dean Martin on the Reprise label.

Broadcast restrictions have now been lifted from the music from the musical show "What Makes Sammy Run?"; also from the forthcoming film "Dr. Doolittle"; and from the album of the Bee Gees known as "The Bee Gees First."

Astor Records have issued the Tony Hatch/Jackie Trent duet entitled "The Two Of Us" . . . which seems very appropriate in view of the fact that Tony and Jackie were married recently. Also new from the same company is a Joan Baez single "Be Not Too Hard" and "North"; and one of their hot chart items at the moment is "Light My Fire" by the Doors . . . a former number one hit from the United States.

Australian Record Company are off on a promotion kick on behalf of the John Davidson release of "If You Can Put That In A Bottle" which is on the CBS label. Des Steen, one of the best gimmick-promotion men in the business, is responsible for the push on the John Davidson disc.

Local boy Bobby Bright is catching big play on his latest single for CBS. "Would You Believe Love" is the "A" side; the coupling is "Midnight Preaching." It's a good release, certainly well up to world standard and deserves international recognition.

## Australia's Best Sellers

- 1 Up-Up And Away (5th Dimension—Liberty) Belinda Music
  - 2 The Monkees (E.P) Vol. 1. (The Monkees—RCA) Tu-Con Music
  - 3 San Francisco (Scott McKenzie—CBS) Associated Music
  - 4 \*Woman You're Breakin' Me (The Groop—CBS) April Music
  - 5 Don't Sleep In The Subway (Petula Clark—Astor) Leeds Music
  - 6 The Day I Met Marie (Cliff Richard—Columbia) Belinda Music
  - 7 It Must Be Him (Vikki Carr—Liberty) B.I.E.M.
  - 8 Can't Take My Eyes Off You (Frankie Valli—Philips) Castle Music
  - 9 Chapel In The Moonlight (Dean Martin—Reprise) J. Albert & Son
  - 10 All You Need Is Love (The Beatles—Parlophone) Northern Songs
- \*Asterisk indicates locally produced record.

Come to Rome!

where world hits born

INTERNATIONAL ROSES FESTIVAL

TOP EUROPEAN PROMOTIONAL TV CONTEST

ROME OCTOBER 3-4-5, 1967

organized by

ISA

INTERNAZIONALE SPETTACOLI ARTISTICI  
roma (italy) piazzale clodio 61 tel. 353996

## A Big London Sales Meet for Decca



The Decca label's sales meeting in London, details of which are available in a separate story, received high level attendance from company personnel. They included (top photo): Sir Edward Lewis, Decca chairman; Norman Harper, factory manager; and W. W. Townsley, a director of Decca; (middle photo): Jack Boyce of Decca's classical division; T. Thiele of Teldec Germany; Harley Usill, Argo chief; W. W. Townsley, director of Decca; Robert Angles, RCA; and Colin Borland, assistant sales and marketing manager, Decca; (bottom photo): Tony D'Amato, Phase 4 manager; Marcel Stellman, European manager; Geoff Milne, London label manager; Robert Angles, RCA, and Maurice Roach, publicity and advertising manager.

## Benjamin Warns On Future

(Continued from page 52)

royalties are going up.

"If the bottom figure is rising and the top figure is immovable, something is being squeezed up—that must be the profit margin."

Its managing director emphasized that Pye was not going to get involved in this kind of royalty escalation so far as new artists are concerned. "We at Pye," he said, "must do only sensible deals—deals that are fair to both sides and allow us to get on with the job of selling and room to pay for that method of selling."

Recognizing that it was part of a record company's function to make the initial effort and bear the initial expense of a push for a new artist, he considered that in the case of a completely unknown artist, that artist sang as well as 4% as at 8%. When the artist becomes a name then the price gets higher.

Benjamin went on: "The top 50 is very important to our livelihood but it is complete stupidity to buy our way—by means of false economy—into the top 50 if there is no benefit for us other than prestige."

Benjamin's concern for the future in no way reflects a lack of faith in

his company's ability to survive. Just the reverse. Prepared for crises as they may occur, the Pye hierarchy is determined that the company will not be the one to get "hurt" by a changing market. At the present time, Pye is doing better than ever in the international field—latter success being largely helped by Sandie Shaw's Eurovision Song Contest triumph. To date, Pye covers 55 countries, either by licensee or direct export, and such wide global coverage serves both to shore up any domestic disappointments and to push up the profits on big local hits. Domestically, Pye's results to the year ended March 31, 1967, showed a 13% increase on the previous year, and the company's swiftly building business in Ireland rose by more than 40% in the company's last financial year.

Company's album pressing was up by 59% (notwithstanding a more stringent stock control) and this was largely traceable to the hot selling low price line, Marble Arch, launched by Pye last year. Pye's factory has been revitalized and plans are blue-printed to enlarge its capacity by 20%.

Pye's studios, which are likely to be modernized completely to maintain their position as "one of the leading and most up to date studios in the U.K." derived 60% of total turnover from outside companies.

## Decca Bows 'Deramic' Sound

(Continued from page 51)

for future issues would be printed in English, and presented all delegates with a beer tankard each as a mark of appreciation from Teldec.

The wide-ranging scope of Decca's Phase 4 stereo series and the company's overseas affiliations was explained to the conference by film and color slides, and sales manager Colin Borland spotlighted the soundtrack albums from 'Thoroughly Modern Millie' and 'Robbery' as well as Tommy Steele's 'Flash Bang Wallop' single featured in 'Half A Sixpence'.

Before lunch on the first day, Phase 4 star Ronnie Aldrich demonstrated the recording of his two-piano albums with the aid of Butch Bannister of the Decca studio staff.

A cocktail party was held at Decca House at the end of the first day, at which Decca chairman Sir Edward Lewis talked to members of the sales force and their wives. This was followed by dinner at the Talk of the Town. At the end of the conference delegates attended a special showing of 'Robbery.'

Angeles and Andre Previn were shown to the conference. During its course, Previn disclosed plans to settle

Pye's thrust into LPs is a continuing and expanding one and has "fully proved its worth both at home and abroad": The pacesetter Golden Guinea line has developed into specialized fields and the classical collector series has moved into original recordings. A measure of its confidence in its future, is the fact that Pye has also plotted the launch of a new, high priced classical label, Virtuoso. In the cassette field, Pye licenses most of its products to Philips and is providing a good source of revenue but Pye does not, at this point, envisage diversifying into cassette production itself.

Anticipating good business from a new direction, Pye has released certain items from its catalog to the World Record Club, majority owned by EMI.

### 100% Direct

But the key to Pye's continued success in the face of tougher and possibly over-enthusiastic opposition is bound to be distribution. Pye has now gone 100% direct, covers the whole country via a fleet of vans and has proved a system which, at its inception, was pooh-poohed by many in the industry.

It is a commentary on the solidity of the company that Benjamin was able to announce the signing of Val Doonican on a world wide basis. Pye has proved both that it is prepared to pay for this kind of talent and can attract it by guarantee of a top notch promotion-distribution handling.

Further testimony to Pye's power in distribution came in the hint, by Benjamin, that Pye was in negotiations for the exclusive handling of two "very important catalogues." Not too much of a surprise was the announcement that WB-Reprise had extended its agreement with Pye. Mike Maitland, incidentally, revealed privately that his company had given consideration to the idea of opening up shop here as per MGM, UA, Liberty, et al, but decided its association with Pye was a more attractive proposition.

That Pye will be able to take care of itself if the all-industry scrap for markets is exploded by the lifting of resale price maintenance from the record trade—or rather, if the industry's plea for exemption to the lifting of rpm is thumbed down—is further signified in a deal it has just pulled off with an important chain of record stores.

permanently in London within two years and his involvement with a musical presentation of Dickens' 'Great Expectations.'

### Argo Directions

Michael Bremner, Argo musical director, spoke of the label's present repertoire and forthcoming issues, aided by a retailer who told the conference of his experiences and selling policies for Argo product.

Bremner stated that Argo was not a small, parochial label, but had some "most exciting repertoire." He gave details of new releases, including 'English Organ Music' by Simon Preston, Haydn's trumpet concerto and Michael Haydn's horn concerto, Tippett's second symphony, and 'The Rime Of The Ancient Mariner' spoken by Richard Burton and John Neville. An animated cartoon film has been produced in conjunction with this LP, and will be handled in the States by McGraw-Hill.

Teldec export sales manager Friedrich Thiele thanked the delegates for their efforts in behalf of Telefunken's Das Alte Werk and Musik Und Ihre repertoire. He announced that sleeves

Pye has acquired majority interest in Alex Strickland's 14 outlets in the London area.

Benjamin's report of positive action, as opposed to the less effective theorizing, and his obvious fighting spirit, brought a warm response from the 180 strong conference. The progressive mood was carried through by other Pye executives who followed their Managing Director onto the rostrum.

Nick Foakes, assistant general sales manager, presented the September product—the biggest line-up of Pye and associated companies ever. Apart from the WB-Reprise catalogue, in the full price album range, the company will be strong on Gino Washington and his Ram Jam Band, Tony Hatch's new "Showcase" album, David Garrick, Cyril Stapleton Orchestra, pianist Roy Budd, Clinton Ford, and from France, Francoise Hardy.

Major artists, such as Donovan, the Searchers, Chuck Berry, Vince Hill, and Pye's stars of '67 (including Sandie Shaw) are being marketed on the Marble Arch budget line.

Roy O'Dwyer, general sales manager, outlined the company's new promotion and sales contest—first prize of which is an expenses paid 25 day round sea trip to South Africa.

Technical controller, Bob Auger gave a thorough rundown on the company's "straight" music and classical activities.

Pye's new Virtuoso label, he said, would be packaged differently and retail at around \$5.50. First product under this new logo would be in celebration of the 400th anniversary of Monteverdi's birth.

Sales Controller, Tom Grantham, reported that 3,000 dealers served by Pye vans received at least two calls a week, and carry the whole range of Pye product.

Internationally speaking, Harry Castle, Pye export manager, said that Pye penetrates 55 countries, and claimed that Pye could deliver disks to any of its overseas customers within 12 to 36 hours.

Special tributes were paid to overseas delegates for their expert handling of Pye product in their territories. But, with sales figures high, and plaudits flying, perhaps the most significant tribute came from Mike Maitland when he thanked Pye records for "unusually good and strong support." High praise indeed in the present British climate of all-change.





# CANADA

Couple of red hot singles have Chuck Porter hopping at Quality in Winnipeg. "Museum" by Herman's Hermits is really happening. Chuck played host to Herman and the group at a one niter in the "Peg" (8/22). Record skyrocketed out of Quality's Mid West Branch after the date. Herb Alpert and the Tijuana Brass broke all records with their one niter earlier in the Summer at Winnipeg. Their albums have really jumped in sales following the highly successful stand at the Arena, and are still increasing, to say nothing of the great instrumental group's current single, "A Banda." Chuck made a presentation on behalf of Quality Records, representing A&M in Canada, to the City's new Centennial Art Centre to commemorate the visit to the City by the TJB. Another giant for Chuck and the Winnipeg Quality people is the latest on MGM by Every Mothers Son, "Put Your Mind At Ease."

Don't let anyone tell you different: Canada leads the way on making the Lulu movie song on Epic, "To Sir With Love," the chart buster it is becoming all over North America today. CJME had it in the number one slot there before it even was picked at most other pop outlets in the country. Bob MacAdorey at CHUM was mentioning it in national trade publications soon after that. Now it's a monster in practically every Canadian market, and spreading throughout the U.S.

Al Mair tells C.B. that the Lords Of London outing goes out in the U.S. towards the end of September on Decca. "Cornflakes And Ice Cream" has been big in many Canadian centers for some time now. "Baby That's Me" by the Cake is another Decca biggie. Alberta deejays are listing and playing this side in top ten quantities, reports Al. "Will You Love Me Tomorrow" by Bunny Sigler is yet another Decca giant. It has gone on CHUM, Toronto, and CHLO, St Thomas. Ronnie Dove does a Windsor club date this month. Timely as his latest Diamond LP has just hit the shelves, "Greatest Hits Vol. 2."

Big pop show tore it up in Calgary recently. Dino, Desi and Billy headlined, backed up by the Guess Who, Barry Allen & the Southbound Freeway along with the Walkers. Dino Corrie at CFAC says the show was an S.R.O. smash. D.D. & B. have a very big chart item well underway at a good many Canadian stations. It's "Kitty Doyle."

Terry Mann of Robert J. Stone Associates has a couple of very promising sides. Terry figures the duet by Jackie Edwards and Millie Small, "In A Dream" b/w "Oooh Oooh," is shaping into a double sider. He has important air play to back up his claim. Good middle of the road product this pairing. Big action on the coupling, says Terry, particularly in the Maritimes. Bob Stanfield is one of their more notable developments. "If This Is Love" by the Precissions is getting a lot of deejay attention too. Best of the newer instrumentals is the Island outing by Wynder K. Frogg, "I'm A Man."

On the subject of hot instrumentals, it appears that the Kingpins on Ateo will follow the chart climbing example of Bobbie Gentry with their instrumental version of "Ode To Billie Joe."

Ron Legge shouts the praises of the very commercial outing on Yorkville by the Ugly Ducklings. "Gas Light" is not only a must play item on most pop-oriented stations in Canada, it has also hit the charts at Buffalo's WKBW. Ron tips the trade to the latest on its way out shortly on Yorkville by the Sugar Shoppe, "The Attitude."

Lyn McEeachern, formerly with the Plague, has a most impressive single, solo, debut on C.M.I. Records. The song is called "World Of Dreams." It was produced in Hollywood by Gaiety Productions and Gary Paxton and is extremely worthy of national distribution. Owners of the C.M.I. firm are in the process of making such arrangements.

"New Dawn" (latest outing by Stich In Tyme on Yorkville) is going to get a lot of air play. It's already happening in several markets, both on pop stations and on middle of the road outlets.



**OVER THERE, OVER HERE**—The modern Columbia building presented quite a sight to Luis Villar during his visit to the New York center of operations for CBS and its international label operations. In return, Villar, vice president of Mareco, Inc., CBS International's Phillipine affiliate, and his wife presented a welcome sight to each of the executives with whom they met in business talks recently. Shown at this reception are (l. to r.) Frank Calamita, director of promotion and publicity for CBS Int'l; Mr. & Mrs. Villar; finance and planning director Arnold Berry and Louis Witkoff, Mareco's NY agent.



**EXPO-SURE**—Jack Jones ponders the fan mail that anticipated his visit to many of the radio stations and record shops during his recent Expo '67 visit. The Kapp star, currently on the singles scene with "Our Song," made promo appearances at a series of Montreal spots, including CFCF where this photo was taken. Shown with Jones are: (l. to r.) Ted Shapiro, manager of Kapp's international division; CFCF librarian Bob Johnson; Kapp national promo director Gene Armond; and Jerry Bascombe, CFCF program director.



# FRANCE

A few weeks before the "Marché Commun," Pathé Marconi lowered the prices of its classical music records. As of September 1st the collection "Plaisir Musical" (Mono or Stereo) sells at the unit price of 19, 95 Francs. The "Angel" collection will be at the same price as the "Luxe" series: Mono, 33, 90 Francs, and Stereo, 36 90 Francs. From October 1st Pathe Marconi will present all its classical records at the same price and with the same get-up as the German ones: 29, 90 Francs (25 Deutsch Marks) for symphonies, concerti, chorals, chamber music; 25 Francs (21 Deutsch Marks) for piano recitals, vocals, opera.

This summer we saw the comeback of Richard Anthony with "Aranjuez Mon Amour." Gilbert Becaud got a real hit with "L'Important C'Est La Rose." He sold over 100,000 EP's and his publisher says that the international start is as important as the one of "What Now My Love." Anne Vanderlove also became a great artist. She reaches 118,000 EP's with her two records.

Pathé Marconi will celebrate at the end of the month the accordionist Yvette Horner's 10,000,000th record, and Luis Mariano's success at the Chatelet Theater of his 200th performance.

Spanish artist Raphael who recently signed with EMI arrived in Paris for promotional work and a gala at the Olympia Music Hall. Other Pathé Marconi foreign artists are expected in Paris: Albano, new Italian star, (30 Sept.), Lou Rawls (30 Sept.), Stevie Wonder, P.J. Proby and Del Shannon.

After the London agreement between Denny Cordell and EMI, Pathé Marconi will soon release the second Procol Harum single in France. It will be, of course, "Homburg Hat."

Philips managers consider that their LP policy (19, 95F) a complete success. For that reason they will release as few 45rpm's as possible. During the next months, the LP production will represent 35% of the turnover. This firm will release many singles this year and Johnny Hallyday will be one of the first very important artists to present a single. It is the theme of a new TV serial "Les Chevaliers du Ciel."

Philips artist Barbara just recorded her first German record. To promote it, Barbara will give a stage performance in the German city of Göttingen on the 3rd of October.

Greek songstress Nana Mouskouri, who is now a best seller with "C'Est Bon La Vie," will release at the end of the month a new LP. Luc Dominique, who became famous when she was a nun and sung "Dominique," will soon release a new EP. Main title "La Pillule d'Or" is about contraception! Nana Mouskouri and Luc Dominique are both cut by Philips.

We are happy to salute a new publishing company this week. Manager is Henri Marchal who just created his new own company. Name is Sunny Music, address 7 bis rue Paul Valéry Paris 16, telephone numbers 704.5095, 704.5074, 727.0810.

Jacques Souplet, CBS France President, will offer a lunch to members of the press on September 19th. He wants to remind them CBS has been the pioneer in the singles launching in France. This firm is presently doing hard promotion work for "San Francisco" by Scott McKenzie.

Quickies: Claude Parent (Françoise Dorleac's voice in the movie "Les Demoiselles de Rochefort") presents her own EP through Decca label. . . . Claire Clément is the first new Pathé artist this season. Her first recording is the Gilbert Becaud's song "Les Croix". . . . EMI just released a single with Claude Francois' hit "Mais Quand Le Matin," a Tournier original copy-right.

The hits obtained by the Publisher  
**ALBERTO CARISCH**

sprang from Italy all over the world.

An example:

**CUANDO CALIENTA EL SOL**

which reached the 714th recording.

Why do you not assign your repertoires in Italy  
to Albert Carisch?

Milano (Italy), piazzetta Pattari, 2  
phone: 896.662—896.709—864-038



# ARGENTINA

The possibility of a conflict between the Argentine Rights Collecting Society, SADAIC, and the local record companies has arisen after SADAIC "denounced" the contract it has with them and asked for discussion of new terms that some diskeries consider unacceptable. The existing contract expires December 31, but observers consider that there are few possibilities of a serious crisis after that date and that a satisfactory arrangement will be reached.

CBS reports that the new single by successful Brazilian chanter Roberto Carlos, "So Vou Gostar De Quem Gosta De Mim," is reaching very good sales. Carlos has had several chart entries during the past months, and this tune has been also included in the selection LP "As 14 Mais Do Brasil" which has been also running very well. The diskery's top selling single is, of course, the "Trisagio Del Soltero" which is also heading the charts this week. Another strong selling tune is Leo Dan's version of "Stasera Me Butto," the Italian hit.

Belter Records has released the original version of the winner of the Benidorm Song Festival in Spain. The title is "Entre Los Dos" and it has been recorded by Tony Dallara who presented it at the contest. The song is controlled by Ediciones Odeon who also has the rights to "Mon Amour Mon Ami," now recorded also by Paul Jourdan on RCA, apart from the best selling Barbara y Dick (RCA) and Marie Laforet (Music Hall) recordings.

Mario Kaminsky of Microfon informs that his diskery has contracted two tango singers who previously recorded with the Juan D'Arienzo and Alfredo de Angelis orchestras: Jorge Valdez and Lalo Martel. Kaminsky has also signed musician and composer Pedro Laurenz who is already waxing his first LP for the label. Other news include the release of another album by Gino Bonetti and his group with a selection of evergreens and recent chart items.

Odeon has released the first LP by Brazilian chanter Agnaldo Timoteo who is expected to reach good success in this market. Timoteo records teen songs and has been well appreciated by discotheque-goers during the past twelve months. There is also a new single by folk group Los Nocheros de Anta and the diskery is preparing the release of a new album by poet and singer Atahualpa Yupanqui.

RCA is promoting strongly the first single of new chantress Melina de Capri who has covered the Procol Harum hit "A Whiter Shade Of Pale." Another new chanter with sales potential is Nacho Paz who cut Mexican hit "Adoro," and the new single by the Con's Combo, "Dejemos Esto," is also showing good customer reaction.

Fermata Publishers feel happy with the success of local tune "La Balsa," recorded by group Los Gatos for RCA and currently among the Top Three in the local lists. The group has been recently inked by the diskery and is preparing new recordings and its first LP which will carry other Fermata products. The Record Division of Fermata is preparing a new album by the Association, "Windy," originally cut by Valiant, and the second LP by Brazilian artist Erasmo Carlos, "El Cuadernito."

The Press Office of Phonogram infos that folk chantress Mercedes Sosa has returned from a tour of several European countries and will soon start recording again. She already has two LP's and a number of singles in the market and will also fulfill TV contracts and p.a.'s in Buenos Aires and the Argentine Provinces.

Music Hall continues the promotion of recently contracted teen chanter Billy Bond whose new single, "Mi Limon, Mi Limonero," is showing good dealer reaction. Bond appears regularly on TV 11's program "Escala Musical" and his records are receiving good air play. The label is also promoting a new single by Los Pick Ups featuring "The Rock Is Back" and "Guitar" and is also releasing the Frank Sinatra newie "The World We Knew."

Ariel is promoting the new Wilson Simonal single, "Mi Limon, Mi Limonero," recorded by the Brazilian chanter for Odeon of that country and released here by this label under special agreement. Simonal has strong potential among dance music fans, and the diskery expects to cash in with this record.

## Argentina's Best Sellers

This Week	Last Week	Title
1	1	Trisagio Del Soltero Napoleon Puppy (CBS); Wawancó (Odeon); Chevere (RCA)
2	3	*La Balsa (Fermata) Los Gatos (RCA)
3	2	Vamos A La Cama (Milrom) Niños Latinos, Locos Combo (Quinto); Ardillitas (CBS)
4	4	Puppet On A String (Fermata) Caravelli, Cuatro Voces (CBS); Sandie Shaw (Music Hall); Paul Mauriat (Philips); Violeta Rivas, Al Hirt (RCA); Bingo Reyna, Lucio Milena (Disc Jockey); Lea Zafrani (Neptuno); Frank Pourcel (Odeon)
5	7	Summertime (Neumann) Billy Stewart (Microfon)
6	5	Es La Lluvia Que Cae Los Iracundos (RCA)
7	8	Amor De Pobre (Smart) Pepito Perez (Disc Jockey); Miltinho (Odeon); Los Nocturnos (Music Hall)
8	6	Mon Amour, Mon Ami (Odeon) Marie Laforet (Music Hall); Barbara y Dick (RCA)
9	14	So Vou Gostar De Quem Goste De Mim Roberto Carlos (CBS)
10	9	*Que Pasara (Fermata) Palito Ortega (RCA)
11	10	Cuando Tu No Estas (Fermata) Raphael (Music Hall)
12	15	Sock It To Me Willie Bobo (Philips)
13	11	Silerce Is Golden (Odeon) Tremeloes (CBS); Four Seasons (Philips)
14	17	Plena Española Los Wawanco (Odeon)
15	13	Rosa Nera (Korn) Gigliola Cinquetti, Los Bambis (CBS)
16	12	Something Stupid (Relay) Caravelli (CBS); Frank & Nancy Sinatra (Music Hall); Juan Ramon, Paul Jourdan (RCA); Mac Ke Mac's (Microfon); Vincent Morocco, Cigarrones (Polydor)
17	16	There Is A Kind Of Hush (Fermata) Hermans Hermits (Odeon); New Vaudeville Band, Claude Francois (Philips); Bingo Reyna, Lucio Milena (Disc Jockey); Popsingers (CBS); Johnny (RCA)
18	—	Aleluya Los Mac Ke Mac's (Microfon); Massiel, Luis E. Aure (RCA)
19	18	Music To Watch Girls By (Relay) Andy Williams (CBS); Willie Bobo (Philips); Lawrence Welk, Roger Williams, Brass Winds (Music Hall); Mac Ke Mac's (Microfon); Icasto (Disc Jockey); Ray Charles Singers (Prodisa); Al Hirt (RCA)
20	20	Propiedad Privada Rosamel Araya (Disc Jockey)
20	—	Palabras (Melograf) The Monkees (RCA)

\*Local



# BELGIUM

British performer Roger Whittaker (Columbia) is very popular in Belgium and flew over to Ostend where he topped the bill at the Gala of the Press. He also appeared in several television programma's. Whittaker's records "If I Were A Rich Man" and "Mexican Whistler" are climbing fast on the Belgian hit parade.

Chapell Music obtained the publishing rights for "If I Were A Rich Man" and "I Love You, You Love Me" sung by Anthony Quinn.

Palette has been preparing the new season with several international meetings:

(1) Japan—New developments are expected before the end of the year and contracts concerning the publishing activity. The group Los Mayas will make an important promotion tour. At special request of Mr. Kaneko, a Waikikies album was recorded "The Waikikies Golden Hits." This album also will be released in the U.S.A. on Kapp and in Great Britain on the RCA label.

(2) England—Roland Kluger met in London the general manager of Good Music Geoffrey Heath and CBS's Derek Everett with whom the releasing of Palette artists in Great Britain on the CBS label was discussed. The artists are Andre Brasseur, the Mertens Brothers, the Pandamonium, and the Loot. Roland Kluger also met David Platz and Jack Heath from RCA with whom a deal was negotiated regarding the group the Waikikies.

Also Monty Presky from Pye Records was met and Horst Schmoltzy from Polydor, Liberty Records and MGM to discuss the releasing of several albums.

(3) Holland—Roland Kluger and Joris Tyberghen of Artone Records paid a visit to Peter Felleman. A very important LP production will be released in the Benelux territories on the Palette label. More than 20 albums are scheduled.

(4) Scandinavia—Palette is represented in Scandinavia by the Sonet group. One of the first single releases was the record of the Loot. The group has been touring Scandinavia for three weeks. Mr. Kluger also met Mr. Wilson of the Stiem.

(5) Germany—At a meeting with Deutsche Vogue it was decided that there would be a promotion concentration on Andre Brasseur, Will Tura, the Loot and Dee Dee.

(6) France—Roland Kluger meets this week Roger Marouani of Festival Records who represents Palette in France as well as representatives of CBS and several publishing companies which are represented by World Music in the Benelux territories.

Kluger and Public Relations Officer Pierre Meyer are working on different songs on which World Music acquired the publishing rights: "Can I Get It Back," "Tell The Mountain" and "My World Fell Down."

The new Monkees album, "The Monkees' Headquarters," is doing extremely well as well as the Troggs' "Hi Hi Hazel."

"Horen, Zien En Zwiigen," the latest Will Tura single, is high in the Belgian Flemish charts.

Palette is preparing the release of more than 20 albums. On October 15th a new series called "Color In Dance" will be brought on the market. The firm also finished the production of a new Mertens Brothers album and a Los Mayas L.P. which includes many important Japanese copyrights.

Publisher Intervox Music changed address: Eurovox House (Intervox and Eurovox Music), Kastanjelaan 1, Aartselaar, Antwerpen, Belgium. Telephone: 03.78.29.26.

Eurovox executive Louis Van Rymenant returned from London where he negotiated various deals with John Nice (Burlington), Franklyn Boyd (Carlin), Bob Kingston (Southern) and Hal Shaper (Sparta).

Arcade records has two albums on the market which are doing well: "Zing En Dans Met Tante Terry" and "Johan Stollz International." A new single by the Jokers was released including "Baia" and "The Kilt."

Fonior released this week several hit records. On the Decca label: Tom Jones' "I'll Never Fall In Love Again" and the Bachelors' "Martha." On the Deram label: the Amen Corner's "Gin House Blues" and Whistling Jack Smith's "Hey There Little Miss Mary." On the Major Minor label: the Grumbleweeds' "Hear My Song Violetta" and the Dubliners' "All For Me Grogg." Fonior acquired the release rights in the Benelux and France for the Blue Beat record "Dance, Dance Cleopatra" by Prince Buster and an L.P. "Prince Buster King of Blue Beat" as well as the rights for Belgium for the Mindbenders and Friday Brown's records. Fonior also obtained the publishing rights of "There Goes My Everything."

## Belgium's Best Sellers

Flemish

- 1 San Francisco (Scott McKenzie)
- 2 I'll Never Fall In Love Again (Tom Jones)
- 3 If I Were A Rich Man (Roger Whittaker)
- 4 Horen Zien En Zwiigen (Will Tura)
- 5 Jackson (Nancy Sinatra and Lee Hazlewood)
- 6 All You Need Is Love (The Beatles)
- 7 Beestjes (Ronnie & the Ronnies)
- 8 Death Of A Clown (Dave Davies)
- 9 A Whiter Shade Of Pale (Procol Harum)
- 10 There Goes My Everything (Engelbert Humperdinck)

### YOU ONLY LIVE TWICE

—recorded by ORCHESTRE DE L'ETOILE conducted by TULLIO GALLO—

the most sold version in the world

Original recording:

CMS—Central Music Supply—Galleria del Corso 4, Milano (Italy)

## Top LP's

- |   |  |
|---|--|
| 1 Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Odeon) | 6 Fn Roma—Los Iracundos (RCA)                        |
| 2 Yo Soy Aquel—Raphael (Music Hall)                         | 7 En Castellano—Adamo (Odeon)                        |
| 3 Nuestro Happening — Selection (RCA)                       | 8 Chavsons Pour Toi — Caravelli (CBS)                |
| 4 Con Todo — Cuarteto Imperial (CBS)                        | 9 La Discoteca De Maria Belen — Selection (Microfon) |
| 5 Amor De Pobre — Pepito Perez (Disc Jockey)                | 10 El Magnetismo — Palito Ortega (RCA)               |
|   | 11 Modart En La Noche — Selection (Philips)          |



# SCANDINAVIA

## FINLAND

Recent releases from Scandia-Musiikki Oy includes a new LP album with Eino Grön which includes "My Prayer," "Love Is A Many-Splendored Thing," "Careless Lips," etc., in Finnish.

Once again the local charts show that local songs, or at least songs performed in Finnish, have a great chance here. Not less than five out of ten songs at this month's charts are local copyrights, with another two of the titles being foreign songs in Finnish versions. Seppo Hanski at Decca is topping the charts with his Finnish version of the Italian song "Nessuno Mi Puo' Giudicare."

## NORWAY

Recent releases from Norsk Phonogram A/S include three low-price LP albums on Marble Arch. The titles are "Sugar And Spice" with Searchers, "A Golden Age Of Donegan, Vol. II" with Lonnie Donegan and "The Avengers" with Laurie Johnson Orchestra.

A/S Nor-Disc is just out with a stereo LP with Sølvi Wang and Ola B. Johannessen performing 12 songs by Tom Lehrer in Norwegian. Releases also include four jazz LP albums, three German Decca LPs and a single, Sandpipers on Brunswick with "Guantanamo" / "What Makes You Dream, Pretty Girl?"

Bodø, a city in northern Norway, looks like it's becoming Norway's Liverpool, the place where new and successful pop groups are discovered. Not long ago, 1-2-6 was discovered there and contracted to RCA Victor. Now, same company has found another group there, again. They call themselves Few and have just made their debut record, "They Won't Go" b.w. "Seeing Is Believing," both tunes penned by Georg Davidsen, a member of the group.

"Hole In My Shoe" with Traffic on Island Records, is among the recent releases from Arne Bendiksen A/S. The British group recently gave a concert in the Samfunnsalen in Oslo.

## SWEDEN

The British group Pink Floyd in Stockholm for a concert at the Golden Circle, former jazz spot, now popular teen-age spot for pop music. Swedish EMI and the Golden Circle presented the group to the press a couple of hours before the concert took place.

Sonya Hedenbratt will make an LP with British Music-Hall tunes for Amigo, according to Per-Anders Boquist. He just returned from Copenhagen last week, where he had attended a concert given by Tom Lehrer, who now notes tremendous success in Scandinavia.

Lars Toeklin and Rolf Nygren from Swedish EMI off to London for a one-week business visit at the EMI headquarters.

Paul Jones, EMI recording artist, contracted for a Swedish tour the second half of November, when they will be touring with Young Idea and Jerry Williams.

Recent releases from Scan-Disc Recording Co. AB include Tommy James & Shondells on Roulette with "I Like The Way" / "Baby I Can't Take It No More" and the Valiant Sextet on Pep Records with a Swedish version of "On Lovers Hill" backed with a local tune.

"We Love You" with Rolling Stones on Decca debuts at the Scandinavian charts this week, looking like a new hit for the popular group.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	7	*Hvem Har Du Kysset I Din Gadedør (Daimi/Metronome & Dirch Passer/Philips) Multitone A/S, Denmark
2	3	3	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
3	6	2	Lad Mig Blive Noget (Let Me Be Something) (Povl Dissing/Sonet) Musikförlaget Essex AB, Sweden
4	2	7	All You Need Is Love (Beatles/Parlophone) Multitone A/S, Denmark
5	4	4	Maybe It's Because I'm A Londoner (David Jones/Pye) Francis, Day & Hunter Scandinavia A/S, Denmark
6	—	1	We Love You (Rolling Stones/Decca)
7	7	6	La Maison Ou J'ai Grandi L'amitie (Françoise Hardy/Vogue)
8	5	4	She'd Rather Be With Me (Turtles/London) Mörks Musikforlag, Denmark
9	9	7	Alternate Title (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
10	—	1	Stop Before You Break My Heart (Lollipops/Polydor)

\*Local Copyright

## Denmark's LP Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	3	Sgt. Pepper's Lonely Hearts Club Band (Beatles/Parlophone)
2	4	21	The Sound Of Music (Julie Andrews/RCA Victor)
3	—	1	*Out Of Time (Cy, Maia & Robert/Sonet)
4	2	3	It's Happening (Red Squares/Columbia)
5	5	3	Are You Experienced (Jimi Hendrix/Polydor)
6	—	1	Flowers (Rolling Stones/Decca)
7	—	1	Double Trouble (Elvis Presley/RCA Victor)
8	6	3	*Sagen Om Dig (Bjørn Tidmand/Odeon)
9	—	1	*The Nesa Concert Band (HMV)
10	—	1	Jigsaw (Shadows/Columbia)

\*Local Product

## Finland's LP Best Sellers

This Month	Last Month	Months On Charts	Title
1	1	3	Sgt. Pepper's Lonely Hearts Club Band (Beatles/Parlophone)
2	2	3	Are You Experienced (Jimi Hendrix/Track Record)
3	3	3	Headquarters (Monkees/RCA Victor)
4	5	2	At The Talk Of The Town (Tom Jones/Decca)
5	7	2	*Voiko Sen Sanoa Toisinkin (Lasse Mårtenson/Metronome)
6	—	1	*Martti Jäppilän Iskelmiä (Eri Esittäjiä/Finlandia)
7	—	1	*Here Come The Tremeloes (Tremeloes/CBS)
8	9	2	Evolution (Hollies/Parlophone)
9	—	1	*Katupoikien Laulu (Katri Helena/Top Voice)
10	6	3	Dimples (Spencer Davis Group/Grand Prix)

\*Local Product



SWEDE SMILE OF SUCCESS—Three of the leading artists at CBS Records of Sweden are flanked by Carl-Eric Hjelm (left) A&R man, and Marcus Osterdahl (right) arranger responsible for the current singles holding ratings on the local product best seller lists. Seated second from left is Lars Lonn Dahl, presently hitting with "Kvällens Sista Dans," and beside him are Anita Lindblom whose "Jalousie" has reached the charts, and Jan Malmsjo, now riding high with "En Sang En Sang For Langesen" (Green Grass Of Home) and "Den Gamla Vanliga Visan" (Funny, Familiar, Forgotten Feelings).

## Norway's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	2	5	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
2	1	9	All You Need Is Love (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
3	5	3	Sussebass (Peek-A-Boo) (Oslo Harmony Quartet/Polydor) Southern Music AB, Sweden
4	—	1	I Was Made To Love Her (Stevie Wonder/Tamla-Motown)
5	—	1	We Love You (Rolling Stones/Decca)
6	3	6	Alternate Title (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
7	6	11	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden
8	—	1	Pleasant Valley Sunday (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
9	9	15	Silence Is Golden (Tremeloes/CBS) Edition Odeon, Sweden
10	—	1	Nu Är Det Sommar (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden

## Sweden's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	4	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
2	2	7	All You Need Is Love (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
3	3	3	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikförlag AB, Sweden
4	4	4	Kvällens Sista Dans (Goodnight My Love) (Lars Lonn Dahl/CBS) Sonora Musikförlags AB, Sweden
5	6	9	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden
6	9	2	Privilege (Paul Jones/HMV) Sweden Music AB, Sweden
7	5	6	I'm Going Out (Tages/Parlophone) Edition Odeon, Sweden
8	7	11	*Maria Min Vän (Larry Finnegan/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
9	—	1	We Love You (Rolling Stones/Decca)
10	10	2	A Little Bit O'Soul (Music Explosion/Stateside) Southern Music AB, Sweden

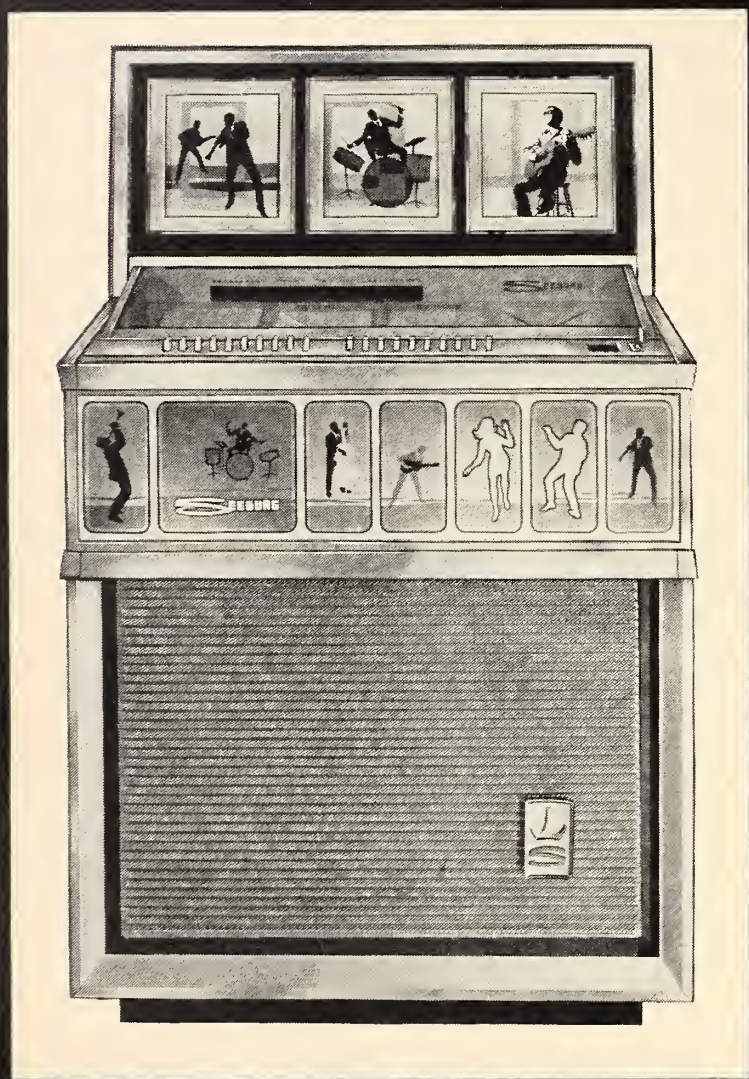
\*Local Copyright

## Finland's Best Sellers

This Month	Last Month	Months On Charts	Title
1	3	4	Erehdyin Kerran (Nessuno Mi Puo' Giudicare) (Seppo Hanski/Decca) Oy Musiikki-Fazer-Musik AB, Finland
2	1	5	*Iltatuulen Viesti (Aikamiehiet/Finlandia) Levysävel Oy, Finland
3	4	2	A Whiter Shade Of Pale (Procol Harum/Deram) Musikförlaget Essex AB, Sweden
4	8	2	All You Need Is Love (Beatles/Parlophone) Scandia-Musiikki Oy, Finland
5	5	2	*Vangin Laulu (Tapio Rautavaara/Philips) X-Sävel, Finland
6	2	6	*Elsa, Kohtalon Lapsi (Martti Innanen/Safir) Erik Lindström Music, Finland
7	—	1	*Seuramatkat (Reijo Tani/CBS) X-Sävel, Finland
8	6	4	Kyyneleet (Lacrima) (Eino Grön/Scandia) Scandia-Musiikki Oy, Finland
9	—	1	*Katupoikien Laulu (Katri Helena/Top Voice) Oy Musiikki-Fazer-Musik AB, Finland
10	9	2	Silence Is Golden (Tremeloes/CBS) Oy Musiikki-Fazer-Musik AB, Finland

\*Local Copyright

# For the "orphans" on your routes...



## Seeburg's Phono-Jet is here.

What moderate-income location isn't hungry for new equipment? But you've had to treat them like orphans.

Not any more! Seeburg's Phono-Jet solves your problem.

Phono-Jet is small in size ( $48\frac{5}{8}$ " x  $30\frac{1}{2}$ " x  $24\frac{3}{4}$ ") and operating expense. But big in sound, looks, and quality.

Phono-Jet has two 12" full-range speakers, for room-filling sound. It holds fifty 7-inch 45 rpm records—100 selections. Employs the Pickering precision cartridge, for true, long-lasting reproduction, and has the exclusive Tormat memory system. Both are guaranteed 5 years. Phono-Jet's reliable solid-state circuitry is longer-lasting, trouble-free. *And*—Phono-Jet needs only a stepper-kit for easy hook-up to existing 100-selection wall boxes.

Next time an orphan asks you, "How about a new—?" you tell *him* about Seeburg's new one.

See Phono-Jet now at your Seeburg Distributor.

**SEEBURG**—Growth through continuous innovation

The Seeburg Sales Corporation • International Headquarters, Chicago 60622

# Seeburg quality at a mini-cost.



Editorial

PROTECT YOUR PROPERTY

Insurance, one of the mandatory requirements necessary for operators to survive a property loss, is becoming more and more difficult to obtain because of the growing costs of premium charges and the hesitancy of insurance companies to issue policies covering property as inviting to vandalism and breakins as is coin operated equipment.

We all recognize that insurance is nothing more than a system of protection against loss in which a number of individuals agree to pay specified amounts for a guarantee that they will be compensated for any specified loss by fire, accident, death, etc. And most everyone has insurance protection against loss of life . . . but what about insurance protection against loss of property?

We wonder if every operator is aware of the need to provide protection for his operation and equipment on location. He might survive the loss of one or two vandalized machines but what about a wholesale catastrophe such as the recent Newark and Detroit riots? Some operators experienced severe losses in those riots and have yet to recoup . . . probably never will completely. With the proper insurance protection,

in the long run they could have, at a minimum loss of time and money.

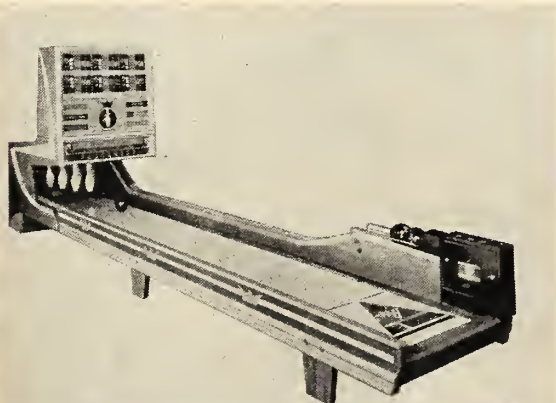
The need for insurance protection, especially in big cities, is readily apparent, considering the rioting and looting throughout the country and considering just how the dissention happened to center around the small retail business . . . taverns, restaurants, where operators have the majority of their equipment, then the need for protection is more than apparent—it is mandatory!

Not only can machines be lost by riots, but what about fires and damages incurred in transit? Protection against all of these unfortunate events can be provided with a no risk insurance policy.

Some operators have tried to ignore insurance even though they have lost several machines and returns by theft and vandalism. Wouldn't it be much less complicated and more financially sound to obtain protection against crises of this manner?

Call your insurance agent and talk it over with him. It's up to you to provide your own protection . . . padlocks and alarms help in some instances, but only an insurance policy will give you protection against mother nature and society.

CHICOIN BOWS "FLEETWOOD" 6-PLAYER BOWLER TO TRADE



ChiCoin's new 6-player bowler "Fleetwood" makes its debut in the Windy City of Chicago this week. "Fleetwood" follows up the release last week of "Twinky," ChiCoin's latest amusement game.

stalled within the game itself include a newly styled cabinet with a wider alley which just might allow the not-so-good bowling fan fewer gutter balls.

The coin mechanism allows .15¢ play or 2 for .25¢ play, while the game is also adjustable to .10¢ play if preferred.

"Fleetwood" can be delivered in 16½' and 13½' lengths and the large coin box comes with removable partitions.

The "Fleetwood" with the swivel score rack is certain to create quite

a lot of excitement throughout the trade and among the coin-op bowling fans.

Mort Score, Sales manager for Chicago Coin said of the new "Fleetwood" bowler, "this exciting new 6-player is sure to create stimulation among operators throughout the country with all of its fabulous features and extra scoring attractions.

"With the fast play and greater 'repeat' action innovations, coin collections should prove to be greater than ever."

CHICAGO—The Chicago Coin Machine Division of Chicago Dynamic Industries follow up last week's release of "Twinky" with the release of a 6-player automatic bowling lane "Fleetwood."

The new "Fleetwood" bowler from Chicago Coin offers to the coin-op bowling fan fast, exciting play with greater repeat action.

A few of the many player connected features of "Fleetwood" in-

clude the Bonus Frame which allows two extra shots in any frame where a strike is made by the player. Also, any time a spare is scored in any frame the player receives an extra shot at the pins. Thirty big "Fleetwood" points are registered on the scorecard for a strike and twenty points for a spare. The player can select one of six different and exciting ways to play the new game.

New and improved features in-

**THE HOT BOX**

this week's big stories

ChiCoin Bows "Fleetwood" .....	61
Rowe Mfg. Sale Announced .....	62
Granger Releases Exhibitor List .....	63
Profile on Joe Kaufman .....	64
\$4.5 Million Predicted Sales Thru Vending .....	69

## Puerto Rican Wurlitzer Distributors Heckled While On Island Of Aruba



Island of Aruba climate provides informal setting for Wurlitzer Distributor Conference. Participants included (pictured left to right): Jules A. Nieuw, Wurlitzer Distributor for Aruba and Curacao; Joaquin Pueyo, Comptroller, Borinquen Wholesale & Finance Corp.; Rodolfo Criscuolo, Wurlitzer Distributor for Puerto Rico and Virgin Islands and President of Borinquen Wholesale & Finance Corp.; Mario Criscuolo, Sales Manager, Borinquen Wholesale & Finance Corp.; Jose Cruz Badia, General Manager of Financial Credit Corporation, Puerto Rico; Jose A. Montes, General Manager, Caribbean Credit Corporation; Carlos Molinaris, Assistant Manager of Financial Credit Corporation; and Antonio Torres, Wurlitzer Dealer for Mayaguez, Puerto Rico.

N. TONAWANDA, N.Y.—A recent visit of Puerto Rican Wurlitzer Distributors to the Island of Aruba was the occasion of a challenge and a star spangled reply.

The group, while relaxing on the beach, were heckled by an unidentified person who called them "American subjects" and criticized the recent referendum in which Puerto Ricans chose to remain within the American political structure.

Rodolfo Criscuolo, President of Borinquen Wholesale & Finance Corporation, Wurlitzer Phonograph Distributors for Puerto Rico and the adjacent islands and spokesman for the Puerto Ricans, expressed fullest satisfaction for the referendum results and said that Puerto Rico was indeed a self-governing commonwealth, freely associated with the USA and not merely a territory. Said Criscuolo, "We hear the Independence cry all around us in the Caribbean, by areas both small and large. Can they maintain themselves?"

Continued the annoyed Puerto Rican, "Our distributorship takes us throughout the Caribbean and Latin America, and we have eyewitness accounts of all the proofs to back up the statement, that the Common-

wealth of Puerto Rico has one of the highest rates of industrial growth in the world—outpacing the entire European Common Market."

"Puerto Ricans," he concluded, "have very wisely used their votes to remain free, to assess its own taxes, and to grant tax exemptions; to enjoy offering special incentives to firms that locate in areas of the island where there is a surplus of labor; to remain economically a part of the USA, and to have work for almost all of its 750,000 workforce including tens of thousands of skilled workers."

"Just to illustrate," said Criscuolo, "San Juan Airport is one of only 15 international airports handling over two million passengers a year. Thirty-seven ocean lines carry cargo between Puerto Rican ports and the major world ports; and the annual sales of electricity have multiplied about 22 times since 1941. Last year," concluded Criscuolo, "over 150 manufacturers chose Puerto Rico as a permanent manufacturing site."

Aruba Wurlitzer representative, Jules Nieuw, and his Puerto Rican friends, then quietly withdrew to the Pool Deck, leaving their US and Latin American listeners dumbfounded on the beach.

## Shipping Instructions For MOA Trade Show Exhibitors, Prices For Souvenir Program Ads

CHICAGO—Shipping instructions and equipment forms for the 1967 MOA Convention have been mailed to the trade. They are self-explanatory, but if you have any questions, please call MOA (area 312, 726-2810). Important: If you have not paid your total exhibit fee, remember that the deadline for payment is September 26.

### Exhibit Areas

The Trade Show will be held on two floors of the Pick Congress Hotel, Chicago, over the weekend of Friday, Saturday and Sunday, October 27, 28 and 29. These floors are connected by escalator which makes for a smooth flow of traffic.

### Set-Up And Dismantling Of Exhibit

The exhibit space will be available from 9:00 AM on Thursday, October 26, and all exhibits must be fully set-up by 9:00 AM, Friday, October 27, when the Convention opens. No

dismantling or packing may be started before official closing time of 3:00 PM, Sunday, October 29, and all exhibits are to be vacated by 12:00 Noon the following day.

### Exhibit Hours

The exhibit hours of the show are: Friday—9:00 AM to 3:00 PM (closing for Industry Seminar). Saturday—9:00 AM to 5:00 PM. Sunday—10:00 AM to 3:00 PM. This gives you nineteen hours of exhibit time.

### Badges For Exhibitor Personnel

There is no limit to the number of badges you may have for your own personnel. We only ask that you do not include distributors. Simply list on the card those for whom you want badges and return it to MOA as soon as possible. The badges will be ready for you at the Registration Desk on opening day of Convention.

## Canteen Announces Sale Of Rowe

CHICAGO—Carl S. Menger, chairman of the board and president of Triangle Conduit and Cable Co., Inc., Newark, N.J. and Patrick L. O'Malley, president of Canteen Corp. announced last week that their respective boards of directors have approved in principle the acquisition by Triangle of the business and assets of Canteen's Rowe Manufacturing Division.

Under the proposal, which is subject to certain conditions, including negotiating and signing of a definitive agreement and approval by Triangle's stockholders, Canteen Corp. would receive in excess of \$30,000,000 in cash and Triangle securities for the Rowe Division. Menger said a special meeting of Triangle's shareholders will be held in November or December to vote on the proposal.

Rowe, with current annual sales at more than \$40 million, produces a broad line of vending units, as well as the AMI line of phonographs, PhonoVue and background units. The division has its headquarters and main production facilities in Whippany, N.J. and also has another plant in Grand Rapids, Michigan.

O'Malley said that, "the divestment of Rowe is in keeping with Canteen's long range plans for concentration in

the food, vending and service fields."

Menger said, "the acquisition of Rowe would represent Triangle's first major diversification into the consumer field and, more specifically, into an area of the consumer field that offers tremendous growth potential." He added that, "Triangle's extensive manufacturing knowhow and capabilities can be effectively applied to Rowe's existing manufacturing operation and contribute to its further growth." Menger said also that the Rowe acquisition would also represent "another step forward in continuing, planning and development programs designed to broaden Triangle's base in areas of strong growth possibilities."

Triangle, listed on the New York Stock Exchange, is a major fabricator of the diversified line of copper, steel, brass and plastic tube, pipe and wire products, and pre-insulated pipe. The company has twelve plants in seven states and close to 2,500 employees. In 1966, Triangle's sales totaled a record of \$124.8 million and net income after taxes reached \$8 million or \$4.20 per share of capital stock, also a record high. Menger said that Triangle would operate Rowe as a wholly-owned subsidiary, with Rowe's present management continuing in its current capacity.

## Cameron Int. Appoints Murphy Sales Manager For U.S. Territory



RICHARD MURPHY

NEW YORK—J. Cameron Gordon, former president of the Scopitone Div. of Tel-A-Sign, Inc., who most recently, incorporated a firm called Cameron International, Ltd. with offices at 515 Madison Ave. in

New York; as a result of his acquisition of all world wide rights to all of Scopitone's patents; has announced the appointment of long time friend and business associate, Richard G. Murphy, as sales manager for the United States territory.

Murphy has an extremely diversified background, his most recent business association was with Davis Distributing as a manager covering the Albany, N.Y. area. Previous to Davis, Murphy was a regional vice president with the Seeburg Sales Corp.

Murphy has also devoted twenty years of his life to the entertainment business as a singer and night club performer playing in some of the largest entertainment cities in the United States.

Cameron selected Murphy as his U.S. sales manager on the basis of his wide experience in business, knowledge of the entertainment field and experience with the commercial aspects of the business, Gordon advised.

Cameron International will exhibit an entire new concept in the audio-visual field at the up-coming MOA Trade Show and Convention he further advised.

Murphy revealed that the firm has completed research of over 2,000 test locations using the new audio-visual concept and the reaction has been extremely favorable.

### Ad In The Souvenir Program

The deadline for exhibitors' ads in the Souvenir Program is September 26th. Please let us have your order as soon as possible. Everybody who attends the Convention will receive a copy of the Souvenir Program. The cost is small for the exposure you receive. Here are the rates: 8" x 5" Full Page—\$250.00. 4" x 5" Half Page

—\$150.00. 4" x 2½" Quarter Page—\$100.00.

### Tickets For Banquet And Show

The convention will close with a Banquet and Show on Sunday night, October 29, beginning at 7:00 PM, in the Great Hall of the Pick Congress Hotel. You may order individual tickets or tables of ten.

## MERCHANDISERS HANDBOOK . . . . . No. 10

Here is a tip for operators wishing to create a little good will as well as promoting your location and more plays for the juke box. Next time you order complimentary matches for cigarette machines in your locations, have them printed with the name of the tavern on one side and something like, "Play The Juke Box, It's Fun", on the other side. Maybe you can come up with your own cliche to fit your own needs. Matchbook advertising has proven to be very successful in a wide variety of medias, so why not try the proven method and see what happens.

Matchbook advertising is relatively inexpensive and reaches further than the bar, they can be passed from one person to another and this promotes the name of the bar among people who do not know the location. The cost to you will only amount to pennies and the extra returns are sure to off-set costs plus maybe a profit for your efforts.

OCTOBER						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

## MOA CONVENTION NEWS

### Granger Releases Exhibitors List Exhibitors Signed Tops Last Year Airtown Records Sign

CHICAGO—This year's MOA Convention promises to be one of the most interesting and most colorful conventions in many a year. Convention Chairman, Fred Granger has already inked more exhibitors than last year along with new representation from Italy, France, Germany and Japan.

Granger said, "we've been assured that there will be more new equipment on exhibition than ever before."

Convention headquarters has mailed out advance registration cards for your convenience and you are urged to fill out both cards, (one for your badges and one for the Banquet and Stage show), and return them as soon as possible to save you time as well as the MOA convention staff. Badges and banquet tickets will be ready when you arrive.

Also mailed, were hotel reservation forms for the Pick-Congress Hotel. Fill in name and address, dates of arrival and departure, check the type of room you want and drop the card in the mail. The Convention opens at 9:30 AM, Friday morning, October 27. This means that you should plan to arrive on Thursday night, the 26th, if possible, opening day is an important one so be sure to be on hand for it.

We have received a list of firms exhibiting at this year's exposition. Those firms, in alphabetical order, are as follows:

#### 1967 CONVENTION EXHIBITORS

All-Tech Industries, Inc., Hialeah, Florida  
 American Machine & Foundry Co., Westbury, N.Y.  
 American Shuffleboard Co., Union City, N.J.  
 Associated Coin Amusemt. Co., Oakland, Calif.  
 Bally Manufacturing Co., Chicago, Illinois  
 Bankers Life Company, Des Moines, Iowa  
 Billboard Publishing Co., Chicago, Illinois  
 BRAD, Inc., St. Clair Shores, Michigan  
 Cameron International Ltd, NYC, NY  
 Capitol Records Dist. Corp., Hollywood Calif.  
 Cash Box, New York, New York  
 Chicago Coin Machine Div., Chicago, Illinois  
 Cine Sonic Sound, Inc., New York, New York  
 Coin-Op Computer, Detroit, Michigan, Newark, New York  
 Colorsonics, Inc., New York, New York  
 Columbia Records, Inc., New York, New York  
 D & R Industries, Inc., Chicago, Illinois  
 Decca Records, Inc., New York, New York  
 Dilly-Disc, Freeport, Bahama  
 Discomatic, Inc., Switzerland  
 Dynaball Company, Skokie, Illinois  
 Epic Records, New York, New York  
 Fischer Manufacturing Co., Tipton, Missouri  
 Institute of Coin Operations, Denver, Colorado  
 Jupiter Sales of America, Miami, Florida  
 Irving Kaye Co., Inc., Brooklyn, New York  
 Kiddy Karousel, Mt. Ayr, Iowa  
 Logan Vending, Inc., Chicago, Illinois  
 London Records, Inc., New York, New York  
 Lubin Associates, Inc., Chicago, Illinois  
 MGM Records, New York, New York  
 The Marketplace, Chicago, Illinois  
 Midway Manufacturing Co., Schiller Park, Illinois  
 Mike Munves Corporation, New York, New York  
 Mutual of Omaha, Chicago, Illinois

Nat'l Coin Machine Dist. Assn., Chgo., Ill.

National Shuffleboard & Billiard Co., Fairfield, New Jersey  
 P.Z.P. Associates, Inc., Cheshire, Conn.

The Northwestern Corp., Morris, Illinois

RCA Victor Records Div., New York, New York

Record Source International, New York, N.Y.

Record World, New York, New York

Rock-Ola Manufacturing Corp., Chicago, Ill.

Rolens Star, Sterling, Ill.

David Rosen, Inc., Philadelphia, Penna.

Rowe Manufacturing, Whippany, New Jersey

The Seeburg Corp., Chicago, Illinois

Sega Enterprises Ltd., Tokyo, Japan

Spindel Insurance Agency, Inc., Chicago, Ill.

Star Title Strip Co., Pittsburgh, Penna.

Sterling Title Strip Co., Newark, New Jersey

## TRADE TALK

How well do you know coin machine terms and definitions? If you're a mechanic, you will have no trouble matching the following words with their correct definitions. We had to make reference to Williams Electronics' publication, "An Introduction To Coin Operated Amusement Games," to find the answers. Now that you know where they come from, No Cheating . . . and Good Luck!

- |                           |  |
|---------------------------|--|
| <b>A. Back-Up Blade</b>   | <b>A. A non-abrasive strip coated with minute particles of metal used to clean switch contact points.</b>                        |
| <b>B. Burnishing Tool</b> | <b>B. A circular, notched piece of metal or plastic used to rotate step-up units.</b>  |
| <b>C. Ratchet</b>         | <b>C. An auxiliary blade to dampen the vibration of its adjoining operating blade.</b>   |
| <b>D. Drive Arm</b>       | <b>D. The electrical driven bat-type lever controlled by the player to skillfully manipulate the ball on the playfield area.</b> |
| <b>E. Flipper</b>         | <b>E. The step-up lever that is operated by the solenoid plunger.</b>  |

Answers can be found at the bottom of the next page.

Sutra Import Corp., Oceanside, New York

Tape-Athon Corp., Inglewood, Calif.

Terry, Gregory, Airtown Records, Richard, Ind.

U. S. Billiards, Inc., Amityville, New York

United Billiards, Inc., Union, New Jersey

Valley Manufacturing & Sales Co., Bay City, Michigan

Vending Times, Inc., Chicago, Illinois

WICO Corporation, Chicago, Illinois

Williams Electronics, Inc., Chicago, Ill.

The Wurlitzer Co., North Tonawanda, New York

## CHICAGO COIN'S NEW 6-PLAYER AUTOMATIC BOWLING LANE



SWIVEL  
SCORE RACK

• NEWLY STYLED  
CABINET with  
WIDE PLAYFIELD

• 6 WAYS TO PLAY

15c Play-2 for 25c  
(Also Adjustable to 10c Play)

5c-10c-25c Individual  
Coin Chutes

### BONUS FRAME

A Strike In Any Frame Receives  
2 Extra Shots

A Spare In Any Frame Receives  
1 Extra Shot

Strike Scores 30 Spare Scores 20

• 4½" LONG-LIFE BALLS

• AVAILABLE 16½' and 13½' LENGTHS

• LARGE CASH BOX with REMOVABLE PARTITIONS

Mrs.  
of  
PROVEN  
PROFIT MAKERS  
Since  
1931

ALSO IN  
PRODUCTION

TWINKY • SKI-BALL • RIVIERA

CHICAGO COIN MACHINE DIV.

**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



# PROFILE ON:

## JOE KAUFMAN — "More To This Business Than Taking Coins From Machines"

This week the Cash Box profile goes West to the great state of Arizona by way of Phoenix where we found one of the most ambitious and thought provoking men we've ever talked to. He is thirty year old Joe Kaufman, while being a member of a very old coin machine family business. Joe confesses to no given title.

He just said, "oh, we don't go by titles around here, just say I started the games and music part of the business after I was discharged from the Army."

The Kaufman's family business, Valley Vendors of Phoenix, has put out the welcome carpet to anyone who wants to drop by their showroom. In

the South, we call it Southern hospitality, in the West, they call it good business practice. Whatever we call it, it seems to work for the aggressive and fresh Kaufman, he seems to have the air of productivity all around him and it sure makes one feel good to know there is someone out there trying to show the public that there is more to running this industry than just emptying the coin boxes each week.

The entire family of Valley Vendors is to be congratulated for their positive thinking and their total refusal to fall prey to the negative thinking within and without the trade.

Joe, how and when did you begin your association with the coin machine industry?

Well, I can remember stuffing pennies in cigarette packages when I was very young. Actually, my Grandfather and my Father have been in the business many years and I started with Valley Vendors after getting out of the Army. So you can see, my exposure to the business was at a very early age.

What lines of equipment does Valley handle besides the Rock-Ola phonographs?

Besides the Rock-Ola line, we are distributors for All-Tech pool tables and Seeburg background music systems, as well as a full line of sound equipment, mikes, tuners and amplifiers. I might add that I've had extremely good luck with the Rock-Ola model 432.

To what extent is your Father involved in the business?

My Father, Art Kaufman, takes care of the vending end of the business and spends a great deal of time in improving that section of the business. Dad has been branching out into politics also, he was recently appointed to the Charter Governor's Committee, that's the committee that selects the gubernatorial candidates. He's very proud of that.

Does your Father have anyone working with him in vending?

Yes, he has the service manager, Fred Wakeling and Fred's assistant, Fred Croy.

We understand you and your Father have been conducting a public relations campaign in your territory, could you give us the details and purposes of this campaign?

Certainly, we've been doing it for years. It is nothing more than a promotion to get a higher level of understanding among the entire coin machine and vending trade. Not just between distributors and manufacturers, but also between the operator and the location owner as well as the location customer. What we all need is to get together and discuss and plan with no attachments or hidden clauses.

We go to a location and give him new equipment, the kind of equipment he wants, some people like one kind of car while another person might like another kind, it works the same way. Once we get this new equipment installed, we try to get tournaments started . . . get the people interested. Presently we are working on a pool tournament, this will be the third one in as many years . . . we have three leagues, A, B and C. The players skill will determine which class of league he is placed in. The three leagues will have an elimination and the winner will be declared champion. Last year, the tournament was on local television but this year we cut it out in an attempt to get more action in the bars.

I plan to present this idea to officials of the MOA in an attempt to start a tournament on a national level.

What do you think the single most important factor is that might enhance the trade's public image?

To have people understand that we are a business providing employment for secretaries, mechanics and routemen and that there is a great deal more to this business than taking coins out of those machines.

This is a lively and highly interesting business, but our public just cannot seem to understand it. Maybe they don't know enough about it to understand it, that's one of the reasons we have an open invitation to anyone who wants to visit our showroom. He doesn't have to be a customer to be welcome, we have a lot of people just stop in to say hello and talk for awhile.

What in your opinion, are the most pressing problems Arizona operators come up against?

Locations buying their own machines.

Why do locations buy their own machines?

Simple, up until recently operators couldn't give the locations anything they couldn't get by themselves. Now, slowly but surely, the tournaments and various leagues we offer them has begun to alleviate the problem, but there is still a lot to be done.

Is there anything you would like to say in closing, Joe?

I might remind you of the upcoming meeting of the Arizona Coin Machine Association Meeting on October 1, 1967 at the Safari Hotel in Scottsdale which follows the September 29, 30th annual meeting of the Arizona Automatic Merchandising Council also at the Safari Hotel. MOA president James Tolisano and executive v-president, Fred Granger will be at the Oct. 1st meeting and Arizona Governor, Jack Williams will attend the September weekend meeting.

### RECONDITIONED SPECIALS GUARANTEED IN STOCK—SUBJECT TO PRIOR SALE

BALLY		WILLIAMS	
BAZAAR	\$375	FOUR ROSES	\$135
BUS STOP, 2-PI.	245	MAJOR LEAGUE	185
GRAND TOUR	185	DOUBLE PLAY	210
HARVEST	210		
MAD WORLD, 2-PI.	205	CHICAGO COIN	
BULL FIGHT	210	PAR GOLF	\$195
DISCOTEK, 2-PI.	265	KICKER	370
50/50, 2-PI.	290	BIG HIT	105
MAGIC CIRCLE	260	ALL STAR BASEBALL	140
SHEBA, 2-PI.	250	BIG LEAGUE	315
TRIO	250	HULA HULA	345
MIDWAY			
TROPHY GUN	\$245	MONSTER GUN	\$350
RIFLE CHAMP GUN	295	MYSTERY SCORE	190



Write for complete 1967 Catalog of Phonographs, Vending and Games. Established 1934

## ATLAS MUSIC COMPANY

Cable: ATMUSIC—Chicago

2122 N. WESTERN AVE., CHICAGO, ILL 60647. ARmitage 6-5005

*If you are reading someone else's copy of*  
**Cash Box**  
*why not mail this coupon today!*

CASH BOX  
1780 BROADWAY  
NEW YORK, N. Y. 10019

Enclosed find my check.

- \$20 for a full year (52 weeks) subscription (United States, Canada, Mexico)
- \$40 for a full year (Airmail United States, Canada Mexico)
- \$30 for a full year (other countries)
- \$45 for a full year (Airmail other countries)

Please Check Proper Classification Below  
MY FIRM OPERATES THE FOLLOWING EQUIPMENT:  
JUKE BOXES   
AMUSEMENT GAMES   
CIGARETTES   
VENDING MACHINES   
OTHER

NAME .....  
FIRM .....  
ADDRESS .....  
CITY ..... STATE ..... ZIP # .....

Be Sure To Check Business Classification Above!

## WURLITZER S.F. BRANCH HOSTS SERVICE SCHOOLS

### "Downtime" Hits Op's In Pocketbook—Ross

N. TONAWANDA, N.Y.—Servicing of the components of the Wurlitzer Americana Phonograph and companion Satellite Remote Speaker was the feature of the recent service school conducted at The Wurlitzer Company, San Francisco Branch.

"The double cost of service calls and phonograph 'down time' hits operators in a very sensitive area—the pocketbook," stated C. B. Ross, Wurlitzer Service Manager. "At Wurlitzer, we're just plain proud to be able to have the added incentive of frequent service schools available to every operator," added Ross.

Wurlitzer's pre-eminence in the field of coin operated phonograph servicing instruction is dependent upon enthusiasm by the servicemen and Wurlitzer field engineers such as Leonard Hicks, who conducted the re-

cent San Francisco school.

The following attended: M. Neal of Cummings, California; Thomas Love of A & A Vendors, San Francisco, California; Bob Wagman, John Wagman and Jean Valliere of San Francisco, California; Joe James Sr. and Joe James Jr. of Modesto, California; Bill Esenlock of Central Automatic Vending, Santa Clara, California; Leo Motroni of Palo Alto, California; Jerry Fyffe and Ed Engberg of San Francisco Operators, San Francisco, California; Bob Roark of Cascade Music, Reading, California; Bill Woods and Harry Leander of The Wurlitzer Company, San Francisco, California.

Answers to Trade Talk: A is C; B is A; C is B; D is E and E is D.



## Rowe Releases P/V Record Parings

WHIPPANY, N. J.—George Klersey, director of Rowe AMI's Phono-Vue program, has released P/V record parings for the week ending September 23rd.

A new one out on the Imperial label IM-6351 by the Sunshine Co., "Blue May" fits well with P/V films, "Green Bikini" (L-2905T), "Watch The Girls Go By" (L-2909T), "Montmartre Pony Race" (L-2906B), "Calendar Girl" (L-2906Z), "Devil Temptation" (L-2908C), "Strip Fun" (L-2907F) and "Bachelor Girls" (L-2906W).

Donovan's "There Is A Mountain" on Epic 5-10212 pairs well with "Fire Dance" (L-2907L) and "Go-Go Club" (L-2907Y).

Jay & The Techniques' new release "Stronger Than Dirt" on the Smash label S-2086 pairs well with P/V cartridges "Cocktail Party" (L-2908B) and "On The Beach" (L-2908Y).

That smash hit of Wilson Pickett's "Funky Broadway" on Atlantic 45-2430 goes great with P/V films "Living Art Gallery" (L-2909W), "Wheel Of Fortune" (L-2909N), "Dressmaker" (L-2905V), "Ship Ahoy" (L-2906U), "Limbo Dance" (L-2907S) and "St. Peter's Spa" (L-2908X).

Aretha Franklin's hit recording of "Baby I Love You" is suited well for P/V's "Gaslight A Go-Go" (L-2905G), "Girl and Statue" (L-2905A), "Go-Go-Club" (L-2907Y), "Juke Box Party" (L-2908H), "Bou-doir Ballet" (L-2905W) and "Dixie-land Fantasy" (L-2906K).

"Reflections" by Diana Ross & The Supremes on Motown M-1111 fits nicely with cartridges, "Ballet In Black" (L-2905X), "Four French Maids" (L-2908F), "Oriental Night Life" (L-2907P), "Basketball Game" (L-2908J), "Dream Girl" (L-2906S), "Cocktail Party" (L-2908B), "Canal Street Blues" (L-2906H) and "House Of Red Lights" (L-2909K).

The Bar-Kays' latest on Volt 45-148, "Knuckle Head" pairs very well with P/V films "Watch The Girls Go By" (L-2909T), "Pussy Cat" (L-2909X), "Green Bikini" (L-2905T), "Bachelor Girls" (L-2906W), "Strip Fun" (L-2907F), "Devil Temptation" (L-2908C), "Where Did It All Go" (L-2907R), "Service With A Smile" (L-2908D) and "Montmartre Pony Race" (L-2906B).

## Forest Hills Music Festival

NEW YORK—"Groovy" is the word for New York's "turned on" generation which jammed Leonard Ruskin's 1967 Forest Hills Music Festival.

The New York Diet-Rite Bottling Co. sponsored the festival exclusively, a top attraction of New York's outdoor summer entertainment season, and won favorable reviews for its artistic triumphs from such discriminating critics as Variety and The New York Times.

## Hicks Squeezes Five Classes Into Four Days

N. TONAWANDA, N. Y.—The ever traveling Leonard Hicks, Wurlitzer Field Engineer, penetrated Draco Sales Company territory and conducted five service schools during the week of August 21st to 25th.

The Colorado service schools were held at the following companies with attendance by the personnel listed: Monday, August 21st at Apollo Stereo Music in Denver—Raymond Turek, Kenneth Catt, George Campbell, Bob Wheatby, Larry Burke, Jack Hackett. Tuesday, August 22nd at Modern Music in Denver—Lloyd Cleary, Al Roenfehert, Travies Byrd, Bob Bell, Bruce Ferguson, Yosh Furuige, Henry Sakaguchi and Chitoshi Yashida.

Wednesday, August 23rd at Acme Music in Colorado Springs—Chuck Esth, Calvin Duckette, Earl Evans.

Thursday, August 24th at Midwest Music in Denver—Edward Bronish, Roger Wiese, R. L. Hayhurst, Peter Baros, Larry Lindsay and George Wyscaver.

Friday, August 25th at Continental Music in Denver—Don Aken.



# JUKE BOX OPS' RECORD GUIDE

## PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

**THE WORLD WE KNEW**  
Frank Sinatra (Reprise 8610)

**TURN THE WORLD AROUND**  
Eddy Arnold (RCA 47-9265)

**ODE TO BILLIE JOE**  
Bobbie Gentry (Capitol 5950)

**FUNKY BROADWAY**  
Wilson Pickett (Atlantic 2430)

**LITTLE OLE WINE DRINKER, ME**  
Dean Martin (Reprise 608)

**12:30**  
Mamas & Papas (Dunhill 4099)

**I DIG ROCK & ROLL MUSIC**  
Peter, Paul & Mary (WB 1700)

**HIGHER & HIGHER**  
Jackie Wilson (Brunswick 55336)

**CAT IN THE WINDOW**  
Petula Clark (WB 7073)

**BALLAD OF YOU & ME & POONEIL**  
Jefferson Airplane (RCA 47-4297)

**DANDELION**  
Rolling Stones (London 905)

**I'LL NEVER FALL IN LOVE AGAIN**  
Tom Jones (Parr 40018)

**A BANDA**  
Herb Alpert & Tijuana Brass (A&M 870)

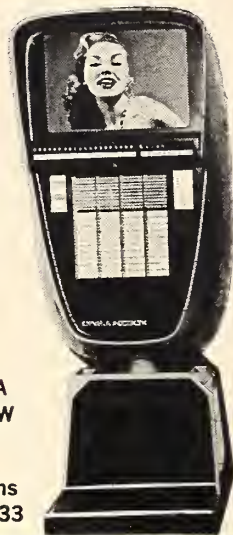
**MORE THAN THE EYE CAN SEE**  
Al Martino (Capitol 5989)

**\*LAST WALTZ**  
Englebert Humperdinck (Parr 40019)

**\*PLEASE LOVE ME FOREVER**  
Bobby Vinton (Epic 5-10228)

(\* indicates first week on chart)

YOU DON'T HAVE TO WAIT FOR  
THE MOA SHOW TO SEE THE NEW  
**CINEJUKEBOX**  
—we'll show it to you NOW!



MOA  
SHOW

Booths  
32 & 33

Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN inc**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) CEnter 2-2900

# BEAT TIME

2 PLAYER

ADJUSTABLE 3 or 5 BALL PLAY  
CONVERTIBLE TO ADD-A-BALL MODEL

- 4 Top Rollover Lanes Score 100 Points and Lite 3-6-9- & 12
- 4 Rotating Targets also Score 100 Points and Lite 3-6-9- & 12
- Making 3-6-9- and 12 Lites 3 Rollover Lanes for EXTRA BALL and 1 Rollover for SPECIAL
- Targets, Jet Bumpers and Rollover Lanes Increase in Value with Each Number Made.



- Stainless Steel Front Door, Frame, Moulding and Trim.
  - Automatic Ball Lift; Plastikote Finished; Playfield Number Match.
  - INDIVIDUAL LIFT OUT COIN TRAYS; Protected Coin Switches.
  - New (On & Off) Toggle Switch Under Cabinet.
- OPTIONAL**
- Single, Double or Triple Chutes.



NOW  
DELIVERING

ALTAIR  
CORONADO



**Williams** ELECTRONICS, INC.

3401 NORTH CALIFORNIA AVENUE • CHICAGO, ILLINOIS 60618

CABLE ADDRESS WILCOIN CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

# Eastern Flashes

**BRINKY BRINGS 'EM OUT**—Charlie Brinkman and partner Johnny Colgan held their gala grand opening of the new J & C Dist. office in Auburndale, Mass. last Wed. and did they come out? . . . you said it. Among the factory execs attending was Midway's Ross Scheer with the great 'Firebird' shuffle in one pocket and a brand new (soon-to-be-released) item in the other. Pics and story next week.

**NOT TO BE MISSED**—That's what Trimount's Irv Margold said regarding the big operator outing, sponsored by the Boston distrib at the Blue Hills Country Club Monday, Sept. 18th. Irv expects the cream of the New England operating industry, plus representatives of his equipment lines,

to be in attendance as well as members of the trade press. Rowe prexy Jack Harper expected in from Chicago with sales director Joe Barton coming up from Whippany, N.J. Look for spread next issue.

**A DOUBLE PLAY**—First comes 'Twinky' and now ChiCoin's grand new 'Fleetwood' bowler and a jubilant Mort Secore tells us from the factory that the firm's putting its best efforts forward to help the nation's games operators meet the fall season with the best success yet. Mort, incidentally, expected to attend the Trimount outing in Canton.

**THE BALTIMORE WHIZ**—Arnold Kaminkow, General Vending's sales ace, info's the premiere showing of

Rock-Ola's brand new 'Ultra' 160-selection phono held last Sunday in Richmond's Williamburd Motor Inn drew out over 55 ops and service personnel. Says General's Virginia field sales exec Jerry Harris of the reception, "operators were fascinated by the Ultra's styling and service ease. We've got one heck of a machine here!" Arnold, meanwhile, says still another operator showing is slated for Hampton next weekend. In addition to the Rock-Ola line of phonos and can vendors (which are also whompin' up a big storm down Baltimore way), General distributes ChiCoin's 'Twinky' and 'Fleetwood,' Gottlieb's exciting new pin 'Sing-A-Long' and Fischer's trade and home line of tables.

**NOW TAKING OFF** — Seeburg's brand new compact juke the 'Phono-Jet' took off the proverbial sales runways at the factory distrib last week with a real gusto, if testimonies by Atlantic's Murray Kaye and Davis Distributing's Bill Roseboom mean anything, and you can bet they do. These two New York State Seeburg outlets have displayed samples of the "mimi-phono" for the good customers the last few weeks and now that the good word has been broken nationally, ain't those orders coming in!

**HERE AND THERE**—Irv Holzman, United East Coast prexy, currently beating the drums for Williams Electronics' 'Beat Time' pin in his New York, Conn. and Jersey territory. . . . The lads up at Tommy Tarantelli's Syracuse one-stop gaze into their crystal ball to send on this week's juke box picks: Al Martino's 'More Than Eye Can See' on Capitol, Engelbert Humperdinck's 'The Last Waltz' and the Soul Survivors' 'Expressway'. . . . Talked with Fred Granger and the man has good news about another record firm signing to exhibit at the MOA Show. They're Terry, Gregory, Airtown Records from Richard, Indiana. That makes a total of eight record makers Fred has inked to date. . . . John Brumage, up from Tampa, Fla., stopped by the office last week and says a new disk entitled 'Paper Man' by Noah's Ark is a natural for the jukes. . . . Johnny Bilotta informs us that he'll be exhibiting the I.Q. Computer (not to be confused with Computer Quiz) along with Coin-Op Computer Co. of Detroit. They'll be occupying booth #96 right next door to Color-Sonics in booths 97 thru 100.

**DOING HIS BEST**—Gil Sonin, prominent New York operator, MONY exec and this year's chairman of the United Jewish Appeal's NY Coin Division (which drew its campaign to a close at the Teddy Blatt testimonial last June) is back in the UJA swing once again as vice chairman for the UJA's Thirty-Fourth Annual 'Night of Stars' presentation. This year's 'Night', says Gil in a mailing to the coin trade hereabouts, will be held Monday evening, Nov. 20th at Madison Square Garden and feature numerous stars from stage, screen, TV, records etc. All proceeds go to the UJA.

**DUKANE'S EXIT**—Joe Lyons, managing director of DuKane Industries' Games Division, the Illinois firm that has been manufacturing and marketing the 'Grand Prix' race game and 'Tag-It' embossed name vendor, dropped into New York last week with word of their exit from the coin trade. Seems the giant industrial firm has been awarded an increasing number of assembly contracts from electronics concerns outside the industry and it put too much pressure and time between order and delivery to continue with the coin equipment. Naturally, Joe continues with DuKane but would like his friends in the coin trade to know he had a grand time and just might drop in at the MOA Show. On second thought, Joe just

might drop right down upon Michigan Ave. with his single-engine Piper Cub—we just learned the sales vet's been flying into many stops all these years via private plane with you-know-who at the controls.

**NEW P.M. SHOOT 'EM UP**—Philip Morris Corp's TV sponsorship activities for the fall will include a new CBS entry entitled 'Dundee and the Culhane' starring John Mills and Sean Garrison. Thanks, fellas! . . . Spoke with Rock-Ola's promo exec George Hincker just after his own stint with the CBS New Dept. out at the factory in Chicago. Seems the assembly line at Rock-Ola offered the perfect setting for a forthcoming program entitled 'Man and His Machines'. Let's hope the airing gives some of those public relations plus-points the industry needs. The well-ordered assembly line at the Rock-Ola plant must certainly have provided an excellent location for the scene (as well as a good place for turning out phonographs). . . . Last Flash of the week, sorry to say, is three weeks old but we just had to get in mention of the birth of Pete and Margot Tabb's first son, David Adam. Young Dave weighed in at 7 lbs. 3 oz. P.S. He also made Sol Tabb a grandpa for the first time. Congrats!

## California Clippings

**FUN AND GAMES C.A. ROBINSON STYLE**. . . . A great time was had by one and all as well as an informative one especially the operators and distributors that attended last Thursday's CMAA meeting in the showrooms of C.A. Robinson. Spoke with Hank Tronick, who got back in town in the nick of time to be at the CMAA get together. He tells us that he spent a most enjoyable week touring thru northern California. If this column is a bit short this week that is due to the fact that Hank didn't get back in town until seconds before deadline. California Clippings just are not the same without good ole' Hank (like that H.T.?). . . .

**LOOKING BACK AT SEPTEMBER 25TH 1965**. . . . Art Wright was vacationing in Arizona. Everyone was saying farewell to the MOA (this year's convention will be held in October) and hello to the NAMA which was held at the Fountainbleau Hotel in Miami. Bob Portale and Advance Automatic sales had just been appointed distributor for Gottlieb in Los Angeles. Another news item over there was the fact that Frank Mencuri had just joined their staff. . . . The Beatles had just come out with a new single (now a standard) entitled "Yesterday." Donovan's "Universal Soldier" was just starting its climb up the charts. Herman's Hermits had just come out with "Just a Little Bit Better" for the MGM label. . . . The Harbor Music Association's annual Luau was held at the Edgewater Hotel in Long Beach.

**FROM THE RECORD RACKS**. . . . Spoke with Jerry Barish of California Music who reports that Nancy Sinatra is letting the world and the guy next door know that she is "Lightning's Girl". Deck is on the Reprise label. We are told that the Soul Survivors have found the "Expressway to Your Heart" on Crimson. The Buffalo Springfield are coming on strong with their latest single for Ato, "Rock and Roll Woman." Things look very promising for Lulu's waxing of the title theme from the motion picture, "To Sir with Love." If awards were to be given right now for the best album covers of the year they would have to go to Claudine Longet's newest "The Look of Love" and Wes Montgomery's "A Day in the Life." Claudine's album is a vision (for that matter, so is Claudine, and isn't Andy Williams glad!) in white. We won't tell you what Wes looks like, it would spoil the surprise. Both LP's were waxed for A&M. . . .



## 'Round the Route



### LOOK!

#### Cigarette Vendors

Priced to vend at 35¢ and 40¢  
Reconditioned to specifications

Corsair 20's	\$145.00
Continental 30's	195.00
National 9ML	95.00
National 11ML	155.00
National 113	225.00
National 20 Col.	325.00

#### Fall Coffee Special

All single cup fresh brew

Seeburg 662	\$495.00
Seeburg 664D	795.00
Seeburg M7C3D (soup)	895.00
Seeburg 772	795.00

#### Equipment Wanted

AMI Phonos H.I.J.K.-200 (M&E); AMI Diplomats; Williams 1957 Baseballs; Chicago Coin; Super Scope Rifles; Gottlieb; King of Dia.; Buckeroo, Crosstowns, Kings & Queens.

#### Pin Games

BALLY	CHICOIN
Trio	Fire Cracker
Harvest	Kicker
GOTTLIEB	WILLIAMS
Aloha	Big Strike
Subway	Tom-Tom

### CLEVELAND COIN

International  
2029 PROSPECT AVE. CLEVELAND 15, OHIO  
All Phones Lower 1 6715

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
**EVERY TYPE OF LOCATION**  
EVERYWHERE

### 50 YEARS 1917 1967

of progress and service in  
providing all your requirements in

- ★ VENDING
- ★ MUSIC
- ★ AMUSEMENT

## BANNER

Specialty Company

1213-31 N. 5th St. Philadelphia, Pa. (215) 236-5000  
1508 Fifth Ave. Pittsburgh, Pa. (412) 471-1373

## WORLD WIDE . . . YOUR ONE-STOP SUPERMARKET for MUSIC—VENDING—GAMES

### SPECIAL! THOROUGHLY RECONDITIONED CHICAGO COIN SHUFFLE ALLEYS

PARK LANE	\$625	STRIKE BALL	\$225
BELAIR	495	CITATION	175
GOLD STAR	425	STARLITE	125
DEVILLE	350	RED DOT	125
SPOTLITE	250	6-GAME	95

### THOROUGHLY RECONDITIONED CHICAGO COIN BALL BOWLERS

17' FLAIR	\$795	13' & 16' OFFICIAL SPARELITE	\$350
13' SUPER-SONIC	625	13' GRAND PRIZE	295
16' MAJESTIC	495	13' & 16' ROYAL CROWN	250
13' & 16' CADILLAC	395	13' CONTINENTAL	225

DISTRIBUTORS FOR: SEEBURG • UNITED • WILLIAMS

TERMS: 50% deposit, Bal. Sight Draft or confirmed letter of credit.  
We carry the most complete line of Phonographs, Games, Arcade  
and Vending Equipment. Write for Complete List!



## WORLD WIDE distributors

2730 WEST FULLERTON AVE., CHICAGO 47, ILL.  
EVerglade 4-2300 CABLE: GAMES-CHICAGO

# Chicago Chatter



## 'Round the Route



With convention time barely a month away, here's a reminder from MOA's Fred Granger, urging all participants in the upcoming (10/27-29) MOA show to send in their reservations for room accommodations at the Pick-Congress Hotel—NOW! Also, arrangements for badges and banquet tickets. . . . A crew of CBS cameramen converged upon the Rock-Ola Mfg. Corp. plant last Tuesday to film some segments for an upcoming CBS-TV documentary spotlighting the working man in various industries. The network production is scheduled for airing sometime in October—so watch your TV listings! . . . Midway Mfg.'s v.p. and director of marketing Ross Scheer went to Auburndale, Mass. (13) to attend the official grand opening celebration at J & C Corporation, Midway's newly appointed New England distrib. Affair marked J & C's recent appointment by Wurlitzer as its phonograph distributor in the New England states. . . . Action at D. Gottlieb & Co. continues at a hot and heavy pace—and rightfully so, according to Alvin Gottlieb, who puts it all on the fast moving, new "Sing Along"! . . . From FAMA (Florida Amusement & Music Assn.) comes word that Billy Hall, Tampa, Fla. operator and association director, enlisted his second new member in as many months—operator Don Willson of Red Fish Amusements in Brooksville. . . . Center of excitement at Williams Electronics Inc. is the newly released "Beat Time" 2-player, which is reportedly proving a sensation! Great! . . . Here's a bright forecast from the National Automatic Merchandising Assn. (NAMA): 1967 sales of products through vending machines are expected to double the \$2 billion mark of 10 years ago! . . . At Atlas Music Co., Eddie Ginsburg, Sam Gersh and Joe Kline are manning the phones and minding the busy premises while Bill Phillips, Chuck Harper and Stan Levin are on the road, calling on customers in their respective territories. . . . Had a brief chat with Mort Secore of Chicago Dynamic Industries. Mort tells us the firm's new, multi-action 2-player "Twinky" is really creating quite a big fuss in the trade! . . . MOA prexy Jim Tolisano will present the association's handsome membership plaque to Sega Enterprises Ltd. of Tokyo, Japan, during the MOA General Membership meeting 10/28. Sega recently submitted its membership application to MOA and will be exhibiting during the upcoming convention and trade show. . . . We talked briefly with Empire International's Joe Robbins last week and, as he sees it, with activity the way it's been these past several days, this fall season should be a banner one! Personally, Joe has his work cut out for him keeping up with the demand for the Rock-Ola "Ultra" phonograph and Gottlieb "Sing Along", as well as waiting delivery on the smokeshop with 100-millimeter columns! . . . Needless to say, the center of excitement at Bally this week is The Wiggler. Herb Jones tells us its sellin' up a storm!

We dropped into the Seeburg factory and spotted George Gilbert, president of the factory's international division. George enthusiastically reports upon the favorable reaction of music operators around the world af-

ter their inspection of the new Phono-Jet compact phono. "I'll make it short and sweet," said George in answer to our queries. "Seeburg has a reputation all over the world for making the finest quality phonographs. Certainly we have got an exciting model with the Phono-Jet, with its new compact size, unusual eye appeal and reliable mechanism. But the main thing is a slogan we've been using for a long time in the International division: Seeburg Equipment is built, not adapted, for use anywhere in the world." George went on to advise, "we build machines with motors and all electrical components designed for specific use in specific countries. We build 50 cycle for countries that have 50 cycle current. We build for the voltage where the machine will be used, be it 110 or 230 or anything in between. We don't believe in sticking in transformers that make models work with less efficiency than in the country for which they were designed. Our position in the international marketplace has been built on quality and reliability."

**THE POPULATION EXPLOSION—** While out visiting at the Gottlieb factory we got the happy word from Nate Gottlieb that son Shelly and the Missus presented him with a grandson name of Peter David. Shelly, incidentally, is a law graduate of Michigan and is currently awaiting results of his recent State of Illinois bar exam. . . . Hugh Gorman, chief of Rock-Ola's vending division, tells us that the light of his life (a little fellow named Hugh Gorman III) celebrated his first birthday last week.

Late release from the Canteen Corp. revealed that the Triangle Conduit and Cable Co., Inc., of Newark, N.J., will purchase the business and assets of Canteen's Rowe Manufacturing Division (depending upon the approval of Triangle's stockholders). Purchase price mentioned was in excess of \$30 million in cash and Triangle securities. (See story on news page).

Late word was received in this office of the death of good friend Ed Kennedy Thurs. Sept. 14th. Ed, who was approaching the age of 63, was president of Kennedy, Heyne & Thorne Inc., advertising agents for the Bally Mfg. Co. Bally's Herb Jones was a good friend of the Kennedy's and his sadness in announcing the passing was quite evident. Ed was associated with his agency, and with the coin trade at large, for many, many years and may we express our own sadness at this time to the Kennedy's and to all of Ed's good friends.

### ACTIVE'S

The choice for

**THE LOWEST  
PRICES and  
BEST EQUIPMENT  
ALWAYS**



Exclusive Gottlieb, Rock-Ola, Fisher and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

**ACTIVE Amusement Machines Co.**  
666 No. Broad Street, Phila. 30, Pa. P0plar 9-4495  
1101 Pittston Ave., Scranton 5, Penna.

# MIDWAY'S FIREBIRD SHUFFLE ALLEY

**NEW**  
SENSATIONAL SPINNING  
BONUS FEATURE  
FOR EACH PLAYER

BLACK LIGHT WITH  
STARTLING GLOWING  
PINS

ALL FORMICA PLAYFIELD CABINETS

STRIKES & SPARES INDICATED  
ON ALL GAMES

**WAYS TO PLAY**

- REGULATION—TOP SCORE "300"
- FLASH

**BIG STRIKE**

- PLAYER CONTINUES PLAYING WHENEVER STRIKE IS MADE

**BONUS**

- BUILD-UP BONUS FOR EACH PLAYER
- BONUS GAME IS ADJUSTABLE TO GIVE UNLIMITED STRIKES
- SPINNING BONUS FEATURE FOR EACH PLAYER

**CREDIT INDICATOR  
FEATURE**

1 PLAY—10¢  
3 PLAYS—25¢

AVAILABLE IN  
1 PLAY—10¢ ONLY  
OR  
2 PLAYS—25¢ ONLY

SIZE 103" LONG 75" HIGH 29" WIDE

**MIDWAY MANUFACTURING COMPANY**  
3750 RIVER ROAD • SCHILLER PARK, ILLINOIS

# MANUFACTURERS NEW EQUIPMENT CURRENTLY IN PRODUCTION

## ALL-TECH INDUSTRIES

Ace New Yorker (49"x85")  
Gold Crest 6 (46"x78")  
Gold Crest 7 (52"x92")  
Gold Crest 8 (57"x101")  
Gold Crest 9 (64"x114")  
Champion Slot Car  
Batti Car Kiddie Ride  
Chuck Wagon  
Sante Fe Express  
Fire Engine  
Stage Coach  
Indian Scout  
Satellite Explorer  
Helicopter

## AMERICAN MACHINE & FOUNDRY CO.

American Speedway

## AMERICAN SHUFFLEBOARD CORP.

Electra "6" 6' (6-pkt. table)  
Electra "7" 7' (6-pkt. table)  
Electra "8" 8' (6-pkt. table)  
Classic "6" 6' (6-pkt. table)  
Classic "7" 7' (6-pkt. table)  
Classic "8" 8' (6-pkt. table)  
Imperial Shuffleboard (16' to 22')  
Imperial Cushion Model (12')  
Bank Shot Model (9')  
Shuffle '88'

## AUTOMATICS PRODUCTS COMPANY

Smokeshop "Satellite" 630; 18 Sel. Cap. 630  
Smokeshop "Satellite" 850; 27 Sel. Cap. 850  
Smokeshop Modular "900"; 18 Sel. Cap. 900  
Candyshop "100" Ten Columns 400 Capacity—  
Candy; Six Columns, 200 Capacity—Gum &  
Mint. First in-First out Feature. Multiple  
Pricing. Changemaker Optional.

## AUTO-PHOTO CO.

Model 12 Studio

## BALLY MFG. CO.

Loop The Loop 2P (9/66)  
Six Sticks 6P (3/66)  
1966 Bally Bowler (4/66)  
Deluxe Fun Cruise 1P (11/66)  
Bazaar 1P (11/66)  
Capersville 4PL (2/67)  
Rocket III Add-A-Ball Flipper (6/67)  
Wiggler 4P (9/67)

## CHICAGO COIN MACHINE

Beatniks 2P (2/67)  
Park Lane Puck Bowler 6P (1/67)  
Vegas Bowler (3/67)  
Bullseye Baseball (3/67)  
Wild West Gun (5/67)  
Riviera Puck Bowler 6P (6/67)  
Ski Ball 4P (7/67)  
Twinky 2P (9/67)  
Fleetwood 6P Ball Bowler (9/67)

## COLOR-SONICS, INC.

Colorama 2600  
Combi 150 (To be released)

## DANCARR MUSIC

Wallbox conversion unit

## DuKANE CORP.

Ski 'n Shore  
Grand Prix Raceway  
Tag-It

## FISCHER MFG. CO., INC.

**COIN**  
Empress 105C (105 x 59)  
Empress 92C (92 x 52)  
Regent 101C (101 x 57)  
Regent 91C (92 x 52)  
Regent 86C (84 x 48)  
Fiesta 58 (Rebound pool)  
**NON-COIN**  
Empire 105 (59 x 105)  
Empire 8 (101 x 57)  
Empire 7 (92 x 52)  
Dutchess 8 (101 x 57)  
Dutchess 7 (92 x 52)  
Princess 58  
Crown Town & Country

## J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)  
Double Header (12/62)

Save Our Business  
U.S. Marshall 5¢ Gun  
Kicker & Catcher  
ABT Challenge Pistol  
ABT Guesser Scale  
ABT Rifle Sport  
Aristo Scale

## D. GOTTLIEB CO.

Hi-Score 4P (6/67)  
Sing-Along 1P (9/67)

## PAUL W. HAWKINS MFG.

Rodeo Pony  
Mustang  
Pony Cart  
Ben Hur Chariot  
Twin Quarterhorse  
Derby Pony Jr.  
Leo The Lion  
Sam The Clown  
Donny Duck

## INTERNATIONAL MUTOSCOPE

Photomatic 60's  
Plasti-Matic  
Balloon-O-Mat  
Snack Bar  
Pony Cart

## IRVING KAYE CO., INC.

**NON-COIN MODELS**  
Deluxe Continental (41½"x9")  
Ambassador 70 (85"x47")  
Ambassador 75 (92"x52")  
Ambassador 80 (106"x58")  
Ambassador 90 (114"x64")  
**COIN-OP MODELS**  
Deluxe Eldorado "66" 6 Pkt. Series  
Mark I, 77x45  
Mark II, 86x48  
Mark III, 92x52  
Mark IV, 106x58  
Mark V, 114x64  
Deluxe Satellite, 77x45  
Deluxe Klub Pool  
Regular 56x40  
Jumbo 75x48

## MARVEL MFG. CO.

Side-Rail Elect. Scoreboard  
Coin Box  
Cross-mount Scoreboard

## MIDWAY MFG. CO.

Cobra Shuffle (4/67)  
Fun Ball Baseball (1/67)  
Space Gun (5/67)  
Firebird Shuffle (9/67)

## MONDIAL INTERNATIONAL

Mondial Shoeshine  
Flash Soccer 2P (5/67)

## NATIONAL SHUFFLEBOARD & BILLIARD CO.

**COIN-OP MODELS**  
Coronet I 46x78  
Coronet II 52x92  
Coronet III 59x105  
Coronet IV 63x113

## PATTERSON INT'L CORP.

Foosball Match  
Flip Match  
Drag Strip

## ROCK-OLA MFG. CO.

Caravella (20 Col. 800 Packs) Model 3002  
Cigarette Machine  
Model 434 Concerto phonograph, 100 selections. 45/33 rpm stereo-monoaural intermix. Compact size.  
Model 433 GP/Imperial phonograph. 160 selections. 45-33rpm stereo-monoaural intermix. Console size.  
Model 437 "Ultra" console-sized, 160 selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 436 "Centura" console-sized, 100-selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 430 100-Sel. Wall Phono (33-1/3 Optional).  
1628 Deluxe "Stereo Twins" Speakers  
1631 "Stereo Twins Jr" Speakers  
1984 Remote Volume Control Unit  
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control  
Model 501 100-Sel. Wallbox  
500F 160-Sel. Wallbox (50¢ chute)  
501F 160-Sel. Wallbox (50¢ chute)  
502 Universal Wall Box Bar Bracket  
1989 Money Counter for Model 418-SA, 424, 425, 426

## DAVID ROSEN, INC.

Cinejukebox (audioviz)  
Phono-Voice Recorder

## ROWE MANUFACTURING

**PHONOGRAPH**  
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records intermixed, stereo or monaural. Phonovue 120-sel. audioviz component.  
**PHONOVIEW**—20 sel. Super 8 mm. film auxiliary projection unit.  
**MUSIC EQUIPMENT**  
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13¾". Width 16½". Depth 6¼". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.  
HJC—Hideaway—selective stereo—200 sel.  
HGG—Hideaway—selective stereo—160 sel.  
HHG—Hideaway—selective stereo—100 sel.  
R—2092-A—Discotheque Speakers—Console Cabinets.  
EX-401—Wall Speakers.

**BACKGROUND MUSIC SYSTEMS**  
Customusic Programmaster—background tape music system—60 hours of continuous music. Exclusive feature avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.  
CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.  
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.  
277—Celebrity—11 columns, 340 items capacity.  
77—Candy Merchandiser—11 columns. 340 items—changemaker. Small cabinet model.

**CIGARETTE VENDORS**  
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.  
260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.  
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.  
86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.

**DOLLAR BILL CHANGERS**  
6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

## THE SEEBURG CORP.

**PHONOGRAPHS**  
Seeburg Phono-Jet  
100 selection, 33-1/3 and 45 rpm stereo/mono, compact size.  
Seeburg Stereo Showcase  
160-selections, 33-1/3 and 45 rpm, stereo-mono play, rotating album display, optional dollar bill acceptor and Income Totalizer System, balanced tone arm transistorized.

HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.  
SC-11—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.  
EBCS-1—Extended Bass Console Speaker. Provides full range stereo response in conjunction with Console speakers.  
SC-11—Stereo Communication Console. Console serves as Intercom.

CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.  
**BACKGROUND MUSIC**  
ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.  
BMS-2—Background Music System 1000 Selections.  
BMC-1—Background Music Compact, 1,000 Selections.  
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1).

MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.  
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112½ hours of music.  
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.

**CANDY VENDORS**  
W10CN1—Mechanical. 10 Selections. 220 bar capacity.  
W8TIG—Mechanical 8 Selections. 152 bar capacity.  
**CIGARETTE VENDORS**  
4E6—Electric. 22 Selections. 825 pack capacity.  
W20T1—Mechanical. 20 Selections. 672 pack capacity.  
W14T1—Mechanical. 14 Selections. 510 pack capacity.  
MCC-20—Mechanical. 20 Selections. 720 pack capacity.

## UNITED BILLIARDS

**COIN-OPERATED TABLES**  
"100" (78 x 46)  
"200" (88 x 51)  
"300" (93 x 53)  
"400" (103 x 58)  
"500" (114 x 64)

## URBAN INDUSTRIES

Movie Theaters  
Model AP-10  
Panoram

## U.S. BILLIARDS, INC.

Electro-Pool, Electric Pocket Billiard Game  
6 Pkt. Series:  
Pra 1—78x46  
Pra 2—88x51  
Pra 3—93x53  
Pra 4—103x58  
Pra 5—114x64  
Club Pool  
56x40  
75x43  
Coin-A-Copy (Photocopy unit)

## VALLEY SALES CO.

Bumper Pool  
Model 5225/W Reg. Size  
Model 785A—78x45  
Model 875A—88x50  
Model 935A—93x53  
Model 1035—100x57  
El Magnifico Series  
Model 884—88x50  
Model 934—93x53  
Model 1014—101x7

## WILLIAMS MFG. CO.

Arctic Gun (1/67)  
Altair Shuffle (3/67)  
Shangri-La 4P (4/67)  
Apollo 1P (6/67)  
Coronado Bowler (6/67)  
Beat Time 2P (9/67)

## THE WURLITZER COMPANY

**PHONOGRAPHS**  
AMERICANA Model 3100, 200-selection; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochure on request.  
**HIDEAWAY PHONOGRAPHS**  
200-selection, Model 3117 and 100-selection, Model 3111 . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.  
**REMOTE CONTROL EQUIPMENT**  
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.  
Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.  
Model 5220-A . . . 200-selection wallbox with out speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.  
Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.  
Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.  
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.

#259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.  
#261B Stepper . . . 200-Selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.  
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.  
Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.

## \$4.5 Billion Predicted Sales, Products Through Vending Machines

CHICAGO — Sales of products through vending machines are expected to reach \$4.5 billion in 1967, more than double the \$2 billion mark of 10 years ago, according to data released by the National Automatic Merchandising Association (NAMA).

Although no major technical breakthroughs were reported in recent years, 1967 sales of vended products will increase by more than \$300 million over 1966, the association said.

Diversification of vending service firms into in-plant and institutional food service contracting, partly without use of vending machines, was cited as one of the major developments.

Some 1,500 of the 6,000 vending firms now operate their own food production commissaries, and many are expanding into mobile truck catering as well as concession services for the recreation and leisure markets.

Sales of commissary-prepared foods, such as sandwiches, salads, pastry and entrees, through coin-operated machines, will total more than \$180 million, an increase of nearly 70 per cent in the past five years, according to the NAMA report.

The association says vending machines accounted for one third of all candy bars retailed in the United States in 1966, averaging 572,220 confection sales per hour around the clock. Total confection sales through vending machines amounted to 5,012,652,000 units in 1966.

Vending of canned soft drinks is showing the largest rate of growth, with production of canned beverage machines reaching a record total of 36,870 venders in 1966, a 21-fold increase during the past four years.

In 1966, consumers bought 3,426,000,000 cups of hot beverages from vending machines, compared with 2,091,000,000 in 1960.

Profit margins of vending service companies did not keep pace with sales volume, however. NAMA reports that industry net profit before income taxes averaged 4.47 per cent of sales in 1966, with current ratios trending lower.

Rising labor and product costs, increases in sales taxes which vending machines cannot collect from the consumer and the difficulty of raising candy and beverage prices to 15 cents from the traditional 10-cent vending price are major factors in the depressed earnings picture, the association says. (Vending machine coin mechanisms do not allow price increases of less than 5 cents.)

Copies of the annual Vending Review are available free of charge from the National Automatic Merchandising Association, 7 South Dearborn Street, Chicago, Illinois, 60603.

## Heaps Joins ARA

PHILADELPHIA—Marvin D. Heaps has been named director of service systems engineering for Automatic Retailers of America.

Heaps joined ARA on completion of a special consultant assignment for Secretary of Health, Education and Welfare Gardner. Among management improvement projects Heaps introduced to the Department was a product manager concept now being used on a pilot basis in HEW.

Associated with McKinsey & Co., Washington management consultants, from 1960 to 1967, Heaps directed studies of international organizations of both government and industry in Geneva, Switzerland, and Greece.

Heaps holds a master's degree in industrial management from the Wharton School of the University of Pennsylvania. He was a Navy diving officer and instructor in ordnance disposal for more than four years after graduation from Whitworth College in 1954.

At ARA, Heaps is responsible for departments handling research and standards, facilities planning and real estate. The company operates food service and other systems for clients in 43 states, Canada, Puerto Rico and the Virgin Islands.

## Seeburg Releases Nine Month Income Figures To Stockholders

CHICAGO—The Seeburg Corporation of Chicago, Illinois, has released consolidated statements of income to stockholders for the third quarter and the first nine months of fiscal 1967 and 1966, wherein results have been restated to reflect items losses incurred in the operation and disposition of the Kay Division.

In a letter to stockholders, Delbert W. Coleman, chairman of the board said, "you were informed in the Semi-Annual Report, issued June 2, that agreement had been reached to sell Kay because of its inability to operate profitably. It is anticipated that with the elimination of this burden, the addition of new products and increased operating efficiencies, the fourth quarter of fiscal 1967 and, more significantly, the first quarter of fiscal 1968 will witness marked improvements in earnings."

"Sales for the nine months ended July 31 were \$68,967,734, compared with \$68,606,508 for the corresponding period a year ago. Operating in-

come was \$2,113,388, or 85 cents per share, compared with operating income of \$2,991,093, or \$1.17 per share, in 1966. In the three months ended July 31, sales were \$23,090,405, compared with \$24,555,513 for the same period a year ago. Operating income for the three months was \$411,643, or 17 cents per share, compared to \$812,883, or 32 cents per share, in 1966. The declines were the results of a softening in the vending market and the inclement weather and lengthy trucking strike suffered early in the year.

"Losses resulting from the disposition and operations of the Kay Division amounted to \$969,785, or 39 cents per share, for the nine months ended July 31, 1967, and \$189,488, or 7 cents per share, for the nine months of fiscal 1966. These extraordinary losses reduced net income to \$1,143,603, or 46 cents per share, for the first nine months of fiscal 1967, as compared with \$2,801,605, or \$1.10, for the comparable period of 1966."

## Liggett & Myers Intro's 101 MM Chesterfields

NEW YORK—The introduction of 101 Chesterfield filter cigarettes was announced recently by Milton E. Harrington, President of Liggett & Myers Tobacco Company. The 101 Chesterfield name refers to the new cigarette's length, which is 101 millimeters—one silly millimeter (39/1,000 of an inch) longer than the popular new 100mm cigarettes.

"The new 101 cigarette," said Harrington, "will give us another strong entry in the longer cigarette category, not because it is one millimeter longer, but because it is a superior tasting filter cigarette in a beautiful new package. Both product and pack design have been carefully developed to make them worthy of the famous Chesterfield name."

101 Chesterfield is now being introduced regionally in 10 major marketing areas: Boston, Miami, Louisville, San Francisco, Los Angeles, Oklahoma City, Milwaukee, Philadelphia, Syracuse and Sacramento.

*Gottlieb's*

# SING ALONG

• 4 color sequences advance hole value for super high score and special scores.

• 4 "Relay" kick-out holes provide exciting action.

• 12 rollovers and 4 targets advance color sequences.

• Bulls-eye target scores 100 points.

• Cross action rollover scores 50 points.

• Electric auto-ball lift speeds play.

• 4 Reel scoring for greater player appeal.

• Delivered with triple chute combinations.

*That Extra Touch of Quality and ORIGINALITY*

## D. Gottlieb & Co.

1140 N. Kostner Ave., Chicago, Ill. 60651

# CLASSIFIED ADVERTISING SECTION

## CLASSIFIED AD RATE 20 CENTS PER WORD

Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted \$5.00. CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

**NOTICE—\$72 Classified Advertisers.** (Outside USA add \$52 to your present subscription price.) You are entitled to a classified ad of 40 words in each week's issue for a period of One Full Year, 52 consecutive weeks. You are allowed to change your Classified Ad each week if you so desire. All words over 40 will be billed at the rate of 20c per word. Please count words carefully. Be sure your Classified Ad is sent to each New York publication office by Wednesday, 12 Noon, of preceding week to appear in the following week's issue.

## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANT AMI H I J 200'S, CONTINENTAL "2", JEL 200'S, WQ-200/3 wall boxes, Rockola 1564 wall boxes 100 selection, 1494, 403, 430 Wall machines; AMI, Seeburg, Rockola hideaways; Holly Cranes, GROSSE-DUNHAM & CO., 225 WRIGHT BLVD., GRETNA, LA. 70053.

WE WANT, WE NEED, AND WE WOULD LOVE for someone to buy our new and fabulous master tape. Write THE BRENTWOODS, 401 E. SKELLY, HOBBS, NEW MEXICO, for our dub. It's Smashing!

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢ REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

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

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904 PHONE: UN-1-7500 or JA-1-5121.

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

WANT TO BUY USED AND NEW PINBALL GAMES ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MEL-CHIORRE 6101A 41a, MILANO (ITALY).

SELL YOUR SURPLUS 45'S TO THE NATION'S largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire—phone for quick deal. NATIONAL BAG-O-TUNES, 725 SHORE ROAD, SOMERS POINT, NEW JERSEY 08244, A.C. 609-927-5512.

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS ALZNER, 2000 So. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPR., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEURO/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

USED 45 RPM RECORDS. WE PAY freight & top prices KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

WANTED: WURLITZER 2510, SEEBURG KD-VL-201, AMI H-200, I-200, J-200, K-200, Rockola 425-426, Gottlieb Buckaroo, All Add-A-Balls, CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 Prospect, Cleveland, Ohio, Ta 1-6715.

WANTED: RECORD COMPANY WITH GOOD lines. We can offer Action distribution and promotion. Call or write: JODY RECORD DISTRIBUTORS, 1697 BROADWAY, RM. 1407, NEW YORK, N.Y. 581-0474.

NEED OLDIES, RECENT OR UP TO 10 YEARS. New. Must buy by title. Minimum 50 per title. Forward title and price lists to MODERN RECORD SERVICE, 4500 N.W. 36TH AVE., MIAMI, FLA.

WANTED: JUKE-BOXES, GUNS, BASEBALLS, arcade equipment, etc. Please send prices and condition with letter. MIKE MUNYVES CORP., 577 10 AVENUE, NEW YORK, N.Y. 10036.

DISTRIBUTORS WANTED: BELCANTO Records—The Great Singers—Caruso, Farrar, Sutherland Etc. Catalogue of 49-12" LP's. Write: EICHLER RECORD CORP., 815 BROADWAY, NEW YORK, N.Y. 10003

## FOR SALE

MIDWAY PREMIER SHUFFLES \$650.00: CHICO Gold Star \$495.00; Seeburg AY160 \$475.00; Continental 30 Cig. \$195.00; Nat'l 222 Cig. \$239.50; Rockola 1484 phono on stand \$325.00; Seeburg 3W1 wallboxes \$12.00. Jules Olshen at GRECO BROS., 1288 Brady, Albany 4 N.Y. HO 5-0228.

ATTENTION POOL TABLE OPERATORS—POP-On Cue Tips fits all Brad Ferrules. 11mm & 12mm. Amazing material, more friction, longer lasting. 10¢ each in quantities of 50. Send check or M.O. to JEFORC INDUSTRIES INC., BOX 192, VALLEY STREAM, N.Y.

FOR SALE: BALLY BEAT, ICE FROLICS, Carnival Queens, Big Times, Bounties, Laguna Beaches, Broadways, Night Clubs, Beach Beauties, Big Shows, Showtimes, Sun Valleys, Palm Springs, Key West Beach Times, Parades—A-1 Condition. Call or write: JOHN WASSICK, MORGANTOWN, WEST VA., A.C. 304-293-3791.

PANARAM USER'S—THEATRES—FILM DEVELOPERS 225 negatives 16 M.M. black-white, Mint condition App 400 Ft. each. Art Nudes, beautiful Calif. subjects good library, money makers. Also Panoram, large stock, used film \$8.00 Loop. Write R. Richter, 1063 Market St. San Francisco, Calif.

FOR SALE—GOTT.: BOWLING QUEEN, SEA Shore 2 pl, Swing A Long 2 pl; Wms.: Beat the Clock, Lucky Strike, Soccer, Ke, Eleven Belles; Un. Shuffles: Avalon, Crystal, Chi Coin-Citation, Close-out: Ditchburn Mini-Cold & Mini-Spa (Floor Samples), D & L COIN MACHINE CO., 414 KELKER ST., HARRISBURG, PA. Call 234-1051.

FOR SALE: GERMAN FOOSBALL \$325: American made \$275; Italian made \$195. All in excellent condition. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16TH AVE., PORTLAND, OREGON.

NEW AND USED VALLEY POOL TABLES FOR Sale—DIERICKX MUSIC, INC., 1316 Springfield Avenue, Irvington, N.J. 201-371-0777.

HI-SPEED, SUPER FAST SHUFFLEBOARD WAX. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas Sold on money-back guarantee. Dist. for D Gottlieb, Rock-Ola American Shuffleboard Irving Kave & Midway Mfg Co STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST. DALLAS, TEXAS

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

RECORD RIOT, 45S, BRAND NEW RECORDS. Some late hits. \$6.50 per 100, \$65.00 per 1000. All orders shipped immediately. Send check with order for prepaid postage. Only in United States RELIABLE RECORD CO. BOX 136, GIEN OAKS POST OFFICE, GIEN OAKS, N.Y. 11004 PHONE: (212) 343-5881

BILLIARD CUES: TRIPLE TURNED FOR straightness, plastic coated for lasting true-ness. Water Buffalo or Brad tips—rugged and durable. Write for low prices. ELLIOTTVILLE WOOD PRODUCTS CORP., EIGHTH & OLEY STREETS, READING, PA. 19603.

LATE MODELS SEEBURG AND ROCK-OLA Phonographs at lowest prices. DAVE STERN, SEACOAST DISTRIBUTORS, 1200 NORTH AVENUE, ELIZABETH, N.J.

BALLY! BALLY! BALLY! FRUIT SLOT MACHINES for export. We are the Largest Supplier of Used Slot Machines in the world. Call, Write, Wire: NEVADA FRUIT SLOT MACH. CO., P.O. BOX 5734, RENO, NEVADA. 702-329-3932.

OPERATION HEAD START: FOR SPRING—off our own routes, clean, mechanically re-conditioned. Shipments \$275.00, Stop N Go \$225.00 Swing Along, Gaucho \$175.00. El Toro, Flying Chariots, Gi Gi \$150.00, Jumpin Jacks \$135.00, Sunset, Cover Girl, Fashion Show \$125.00, Corral, Foto Finish, Valiant \$100.00. STAN HARRIS & CO., 508 W. VENANGO ST., PHILA., PA. PHONE BA 3-5362

FOR SALE: USED BALLY, MILLS, PACE, JENNINGS, Sega Slot Machines, Keeney Uprights, Bally Bingos. BALLY DISTRIBUTING COMPANY, 44 W. LIBERTY ST., RENO, NEV. TELEPHONE 702-323-6157.

FOR SALE—MIDWAY GUNS—CAPTAIN KIDD \$415.00, Monster Guns \$275.00, Rifle Champ \$195.00. Write REDD DISTRIBUTING, 672 MAIN STREET, HYANNIS, MASS. Tel: 617-775-6411.

SLOT/FRUIT MACHINES FROM £40 (\$112). All makes, models, Manual, Electric. Available English 6d only. Secondhand pintables, juke boxes, amusement machines, cheap, suitable for developing countries. HALEL ENTERPRISES LTD., 182A, NEW NORTH ROAD, LONDON, N. 1, ENGLAND.

FOR SALE—SLICK CHICK—MID. 2 PL RACEWAY—Will. Beat The Clock—Bally—Beauty Contest, Beach Beauty, Ice Frolics, Varieties, Bright Lights—6 card Frolics, 6 card Showboats—UN. Starlets—Bally Surf Clubs & Atlantics. NOBRO NOVELTY CO., 142 Dore St., San Francisco, Calif.

FOR SALE: 100J \$225.00, HF100R RESTYLED \$200.00, 3W1 wall boxes, as is, \$10.00, S3W160 wall boxes, shipped, \$50.00, RCSU4 steppers \$49.95, C.C. Super Scope Rifle \$495.00. CALL or WRITE: OPERATORS SALES, INC., 4122 Washington Ave., New Orleans, Louisiana 822-2370 (504).

CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ below wholesale cost. Original Microscope Punching Bag A-1 \$250.00. Downey Johnson Coin Counter—Complete \$150.00. Complete stock new & used Guns —Phonos—Pool Tables—Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. IFCO, LOS ANGELES, CALIF., PHONE: 749-7351

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

POOL TABLES, NEW COIN-OP 7 FT., \$500.00 Also home tables \$500-up. Antique jukebox '930s. Also all kinds of vending equipment for sale at lowest prices. WEST PENN VENDING SALES, 1313 BABCOCK BLVD., PITTSBURGH, PA., 15237 (412) 931-2961.

PINGAMES: 1 GOTTLIEB EGG-HEAD, \$95.00; Gottlieb Corral, \$110.00; 1 Gottlieb Lance, \$135.00—1 Williams Valiant, \$125.00 TRI-STATE DISTRIBUTING CO., BOX 615 ROME GA. 30161

FOR SALE: 25 ASSORTED NEW ALBUMS: \$15.00. Our Choice Guaranteed New 33 1/3 RPM LP Albums—Mailed Insured—Postpaid—Limited Sale Offer Good Only in USA. Send Check or Money Order—No COD'S. UNCLE JIM O'NEAL—BOX A—ARCADIA, CALIF. 91006

FOR SALE: BAHAMA BEACHS, FOLIES BERGERES, Beauty Beaches, Border Beautys, Bountys, Silver Sails, Golden Gates. Also Gottlieb, Williams, and Bally flippers. If interested write, wire or call NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana, 70113. TEL: 529-7321 CABLE: NONOVCO.

FOR SALE: 10 ALL TECH AND 10 IRVIN Kaye 4 1/2 x 9 Pool Tables. Excellent condition—Like new. GLOBE VENDING, 378 GRANITE ST., QUINCY, MASS. 617-479-0010.

RECORD SALE, 45'S, NEW, NICE ASSORTMENT. Recent, oldies, "money records", \$5.65 per 100, \$50.00 per 1,000 postpaid in U.S.A. Remittance with orders. EMPIRE DISTRIBUTING CO., 4610 Liberty Ave., Pittsburgh, Pa. 15224. Tel. (412) 682-8437.

IF WE DON'T HAVE IT—WE'LL GET IT! YOU name it. Jennings and Mills fruit machines. Complete line of parts. Bally and Keeney Consoles, pinballs and bingos. Exporters ATOMIC COIN, BOX 4321 N. LAS VEGAS, NEVADA. PHONE: 642-3847.

UNITED SHUFFLES: Pacer, \$425; Mamba, \$495; Crest \$295; Williams Tenth Inning, \$275. WANT—Seeburg LPC-1B (Blond) MOHAWK SKILL GAMES, 67 Swaggertown Road, Scotia, N.Y. 12302.

BUYERS OF USED PHONOGRAPHS—WHOLESALE or exporters. We guarantee our equipment. Write for prices. UNITED DISTRIBUTORS, INC. 902 W. Second St., Wichita, Kansas 67201. Phone: 316-AM4-6111

ATTENTION OPS! GET LOWDOWN PRICES on all billiard supplies coin machine parts, accessories, etc. DIAMOND COIN MACHINE EXCHANGE, 609 WOODS AVE., NORFOLK, VIRGINIA. (Tel. 625-1716).

30 BINGOS, 20 TURF KINGS (TO BE SOLD in Virginia only), 25 Novelties, 4 Guns, 4 Shuffles, 3 Baseballs, Lords Prayer. Call or write E. L. SIMMONS DANVILLE AMUSEMENT CO., 620 WESTOVER DR., DANVILLE, VA. Phone: 792-5044.

FOR SALE—Cinebox with 20 films. Like new with less than 5000 plays, \$1200.00; 10 available. Bingos for export. D. & P. MUSIC, 27 E. PHILADELPHIA STREET, YORK, PA. Phone 848-1846.

READ ALL ABOUT IT... HEAR ALL ABOUT THE "Paper Man"... The New Hit From Noah's Ark... Noah's Ark will save the world! J&B RECORD PRODUCTIONS, P.O. BOX 14422, TAMPA, FLA. 33609. 813-839-4880.

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. ALL TYPES OF FILMS FOR Panoram Peeks. PHIL GOULD —224 MARKET ST.—NEWARK, N.J. (Tel. 201-MARket 4-3297.)

FOR SALE—PRICED RIGHT—JUKE BOX AND Pinball Rube-35 Location—doing good. Reason for selling—lost serviceman. Write P.O. BOX 423, CAIRO, ILLINOIS. Phone Cairo Main 345; at night Main 1619.

SOUTHLAND ENGINEERING'S NEW IMPROVED model "Time Trials" in original cartons \$495. IMPERIAL COIN MACHINE EXCHANGE INC.—498 ANDERSON AVENUE, CLIFFSIDE PARK, N.J.

FIVE EXHIBITS: BIG BRONCO HORSE \$150.00 each, 1 Six-Shooter Gun, \$75.00 and 1 Gun Patrol Exhibits \$75.00. CENTRAL MUSIC CO., 407 EAST AVENUE, D.P.O. BOX 284, KILEEN, TEXAS.

FOR SALE—WMS. HERCULES, VANGUARD, Crusader & Titan Guns—Make offer. AMI HA-600 Background Units, Seeburg K-200 Hdw. BIRD MUSIC DIST., INC. Ph. Area Code 913, Pr 8-5229, 124-126 Poyntz Ave., Manhattan, Kansas.

POKERINO, RECONDITIONED, REFINISHED IN Blond Birch, with new drop chute, points, sockets, wire, knock off, trim, back-glass, playfield decals. Write for details. New socket and point drop board wired for your games. JAMES TRAVIS—P.O. BOX 206—MILLVILLE, N.J. 08332.

FOR SALE — RECONDITIONED BARGAINS: Bally Ball Bowler 14, ABC Bowling Lanes—\$50.00; Challenger Bowler—\$95.00; A.B.C. Tournament 12 1/2"—\$75.00; United Shuffles 8 1/2" Big Bonus—\$75.00; 3-Way—\$75.00; 5-Way—\$125.00; Avalon—\$195.00; Astro—\$295.00. MICKEY ANDERSON AMUSEMENT COMPANY, 313 EAST 11TH ST., ERIE, PA. Phone 452-3207.

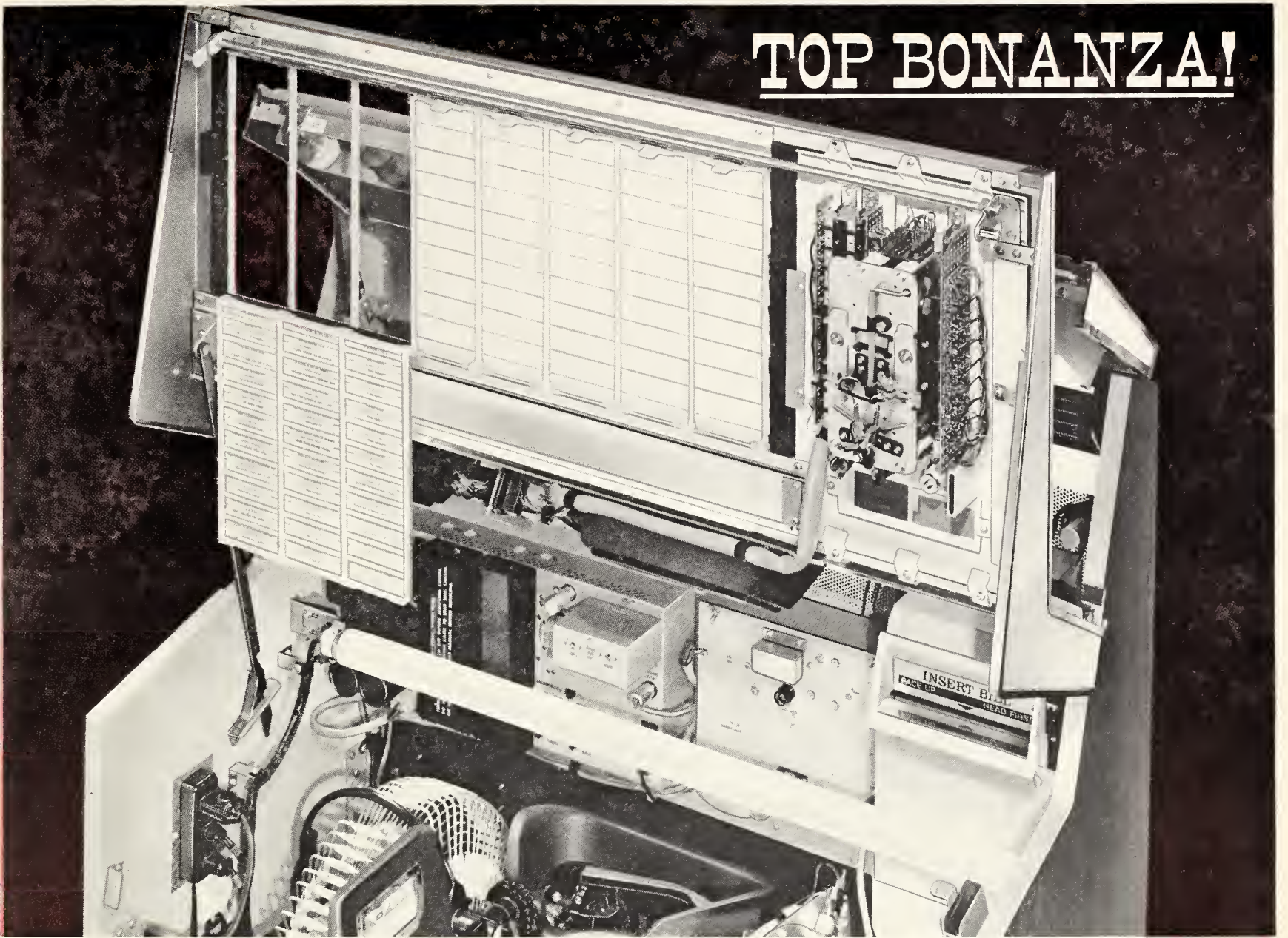
## MISC.

DEEJAY MATERIAL: CLEAN, AIRABLE, TOPICAL Quips, "Hippies" Korny Kommercials... Bloopers... Artists lines, Yocks for Jocks. Over ten years specialists in DeeJay Material only. "Written BY and FOR DeeJays. Samples \$2.00 includes lists of DeeJay material. E. W. MORRIS, 7233 LILLIAN WAY, HOLLYWOOD, CAL. 90038.

NEW FOR DEEJAYS! SIX VOLUME LIBRARY of 6,000 riotous classic one-liners, \$5.00. Copy of comedy monthly free with order! "Comeav Spectacular", giant laugh sampler of one-liners breaks, etc., \$2.00. Catalog free. EDWARD ORRIN, Bover Road, Mariposa, Calif. 95338.

30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. Farty books of classified material, plus Orben's Current Comedy, the newsmaking topical gag service featuring hip dee-jay lines in each issue. Great sample selection, \$5.00. Catalog free. ORBEN DEEJAY LAUGHS, 3536 Daniel Crescent, Baldwin Harbor, N.Y. 11510

# TOP BONANZA!



We've put everything **UP TOP** on the new Rock-Ola Ultra Phonograph... for **ALL-OUT ACCESSIBILITY!**

Flip up the program dome and you'll see why the new 160-selection Rock-Ola Ultra makes sure the lion's share of those coins goes for *profit*...

#### "EASY VIEW" PROGRAMMING

Everything up-top. No stooping, squinting, reaching. Hinged program holders flip down for fast title changes. Magazine has clearly visible record indicator numbers *on top* for faster loading. Easier for players, too—all controls grouped together, up-top, in one location.

#### FLIP-TOP SERVICING

Selection panel at eye level. Album price changes made with *electrical clips* so they can't be accidentally changed. Up-top credit unit and free-play buttons.

#### NEW PROMISE OF PROFITS

New, lighted *animation*, brilliant colors and sleek chrome trim to keep the "action" going. New top-design ends spillage. Dollar bill acceptor, (optional) automatic tamper-proof coin counter and single cash box for coins and bills.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436... and the modestly priced, compact, 100-play Concerto Model 434... make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.

Look to

# ROCK-OLA

All-out, all the way, for profits!



Rock-Ola Manufacturing Corp., 800 North Kedzie Avenue, Chicago, Illinois 60651

# They're playing our soul...

# everywhere!

**NINA SIMONE**      **LITTLE DION**  
“(YOU’LL) GO TO HELL”      “LONELY TEARDROPS”  
# 9286      # 9284



**RCA VICTOR**   
The most trusted name in sound