

MIDEM 2 Termed 'Unqualified Success' • RIAA & BMI Reports: The Music Boom Goes On • British Are Coming w/ New Act Wave

February 3, 1968

Cash Box

•• TI Additions:

Mershaw, Somerset • We've Heard The 24 San Remo Songs; See Descriptions On Pg.62

••• Barclay Establishes Label In Italy •••


Cash Box

San Remo Festival 1968

ATCO ROCKS WITH ANGLO-AMERICAN GROUPS

Int'l. Section Begins Pg. 55





WE JUST WANT YOU TO KNOW ABOUT OUR NEW SINGLE
"TOO MUCH TALK!!"*FRANKLY WE THINK
IT'S GREAT BECAUSE WE DID IT! AND YOU KNOW HOW GREAT
WE ARE. ISN'T THAT SO, GENTLEMEN???

ABSOLUTELY!! **"TOO MUCH TALK"***IS AN ABSOLUTE DELIGHT
TO THE EARS OF THE YOUNG PEOPLE OF THE COLONIES.
OUR BANKERS
WILL LOVE IT, TOO.
IN SUMMATION,
I'M GLAD WE DID IT!!

I SAY, ISN'T IT FORTUNATE WE DID
"HAPPENING '68" FOR THE FLIP SIDE???
OTHERWISE, **"TOO MUCH TALK"***
WOULD BE A SINGLE SINGLE!!

AS I STAND
HERE THINKING
OF SOMETHING
BRIGHT
AND WITTY
TO SAY ABOUT
"TOO MUCH TALK"*
ONE THING
COMES TO MIND:
HOW SILLY
I MUST LOOK
WITH THIS
TEACUP
IN MY HAND!!!

ENOUGH!!

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On COLUMBIA RECORDS

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Long-Haul Excitement

In-store appearances by record artists are rarely so-so; the promotion technique is either overwhelming or a big bust. We had the privilege the other day to witness an in-store p.a. event, one that was very heartening indeed. Heartening because the attraction was not geared to teeny-boppers, but to a classical artist. She was Renata Tebaldi, who put on a signature signing spree at the Fifth Avenue branch of the E. J. Korvette discount chain in behalf of her latest opera performance for London Records, "La Gioconda."

The sight was something to behold. The store's guards and record department personnel were confronted with quite a task to contain the huge crowds who came to purchase the package and have the famed opera star add verbal lustre to the set's libretto. Many also brought along their Kodak Instamatics, Leicas and Nikon F's to shoot dramatic close-ups of the star. Although a thousand of the new package plus other LP showcases by Miss Tebaldi were purchased at the store, a number of people brought along her printed biographies and other opera memorabilia to be enhanced by her signature.

Granted that Miss Tebaldi is a superstar in her art-form. But, it nevertheless struck us that the record business, in

its unyielding drive to supply what is often momentary excitement, is still in the business of producing merchandise that carries a unique excitement that never dims over the long haul. Such is the quality of a Renata Tebaldi and many other artists who perform in her genre or some other musical form. Their audiences may not be of the tear-down-the-goal posts variety (even though under 20-year-old fans of Miss Tebaldi were liberally sprinkled throughout the crowd of fans), but their obvious relish at being there seemed simply a matter of better deportment than the appearance of a rock star might elicit from his fans.

Our point is that perhaps the business has tended to confine the usage of the phrase "exciting artist" to those who run a string of singles hits with chart LP follow-ups. The Tebaldi episode portrayed rather effectively the other side of the picture: the excitement inherent in performers who are a little removed from the day-to-day color of the record business. Their devoted followings, however, see a world of excitement and pleasure in these staple artists. These artists and the fans who rush to see them at in-store appearances are factors in the business to be reckoned with.

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CashBox TOP 100

1	GREEN TAMBOURINE Lemon Pipers-Buddah 23	1/27	1/20
2	JUDY IN DISGUISE John Fred & Playboy Band-Paula 282	1	1
3	BEND ME, SHAPE ME American Breed-Acta 811	3	5
4	SPOOKY Classics IV-Imperial 66259	9	22
5	LOVE IS BLUE Paul Mauriat-Philips 40495	36	63
6	I WISH IT WOULD RAIN The Temptations-Gordy 7068	22	35
7	SUSAN Buckingham's-Columbia 44378	8	9
8	NOBODY BUT ME Human Beinz-Capitol 5990	16	20
9	GOIN' OUT OF MY HEAD/CAN'T TAKE MY EYES OFF YOU Lettermen-Capitol 2054	21	26
10	SHE'S A RAINBOW Rolling Stones-London 906	13	17
11	MY BABY MUST BE A MAGICIAN Marvelettes-Tamla 54158	15	19
12	A DIFFERENT DRUM Stone Poneys-Capitol 2004	12	14
13	BABY, NOW THAT I'VE FOUND YOU Foundations-Uni 55038	18	21
14	JUST AS MUCH AS EVER Bobby Vinton-Epic 10266	18	25
15	ITCHYCOO PARK Small Faces-Immediate 501	19	23
16	CHAIN OF FOOLS Aretha Franklin-Atlantic 2464	4	1
17	TO GIVE Frankie Valli-Philips 40510	20	24
18	TOMORROW Strawberry Alarm Clock-Uni 55046	23	28
19	DARLIN' Beach Boys-Capitol 2068	10	12
20	WOMAN, WOMAN Union Gap-Columbia 44297	5	3
21	SUNDAY MORNING Spanky And Our Gang-Mercury 72765	29	37
22	BOTTLE OF WINE Fireballs-Atco 6491	42	53
23	IF I COULD BUILD MY WORLD AROUND YOU Marvin Gaye & Tammi Terrell-Tamla 54161	25	32
24	AM I THAT EASY TO FORGET Engelbert Humperdinck-Parrot 40023	24	27
25	WE CAN FLY The Cowsills-MGM 13886	32	54
26	SKIP A ROPE Henson Cargill-Monument 1041	33	42
27	TELL MAMA Etta James-Cadet 5578	30	31
28	I HEARD IT THRU THE GRAPEVINE Gladys Knight & The Pips-Soul 35039	6	4
29	WHO WILL ANSWER? Ed Ames-RCA 9400	14	16
30	I WONDER WHAT SHE'S DOING TONIGHT Tommy Boyce & Bobby Hart-A&M 893	38	40
31	I CAN TAKE OR LEAVE YOUR LOVING Herman's Hermits-MGM 13885	41	59

32	YOU Marvin Gaye-Tamla 54160	40	51
33	WORDS Bee-Gees-Atco 6548	49	67
34	WE'RE A WINNER Impressions-ABC 11022	43	50
35	THE LESSON Vikki Carr-Liberty 56012	39	39
36	SUMMER RAIN Johnny Rivers-Imperial 66267	11	10
37	HELLO GOODBYE Beatles-Capitol 2056	7	7
38	NEW ORLEANS Neil Diamond-Bang 554	44	49
39	THE DOCK OF THE BAY Otis Redding-Volt 157	63	—
40	MONEY Lovin' Spoonful-Kama Sutra 241	45	48
41	STRAWBERRY SHORTCAKE Jay & The Techniques-Smash 2142	53	58
42	SKINNY LEGS AND ALL Joe Tex-Dial 4063	26	15
43	COME SEE ABOUT ME Jr. Walker & The All Stars-Soul 35401	35	29
44	SOME VELVET MORNING Nancy Sinatra & Lee Hazlewood-Reprise 0651	50	61
45	LOVE POWER Sandpebbles-Calla 141	47	36
46	I THANK YOU Sam & Dave-Stax 242	61	—
47	EVERYTHING THAT TOUCHES YOU Association-Warner Bros. 7163	79	—
48	TWO LITTLE KIDS Peaches & Herb-Date 1586	37	38
49	SIMON SAYS 1910 Fruit Gum Company-Buddah 24	67	—
50	OH HOW IT HURTS Barbara Mason-Arctic 137	52	56
51	BACK UP TRAIN Al Greene-Hot Line 1500	46	46
52	I SECOND THAT EMOTION Smokey Robinson & Miracles-Tamla 54159	28	11
53	BORN FREE Hesitations-Kapp 878	65	74
54	MONTEREY Eric Burdon & The Animals-MGM 13868	34	13
55	THERE IS The Dells-Cadet 5574	73	88
56	ZABADAK Dave Dee, Dozy, Beaky, Mick & Tich-Imperial 66270	62	70
57	DAYDREAM BELIEVER Monkees-Colgems 1012	31	8
58	THERE WAS A TIME James Brown-King 6144	68	85
59	NO SAD SONGS Joe Simon-Sound Stage 7 2602	70	78
60	VALLEY OF THE DOLLS Dionne Warwick-Scepter 12203	75	81
61	GUITAR MAN Elvis Presley-RCA 9425	76	—
62	DO UNTO ME James & Bobby Purify-Bell 700	66	72
63	WALK AWAY RENEE Four Tops Motown 1119	—	—
64	GET OUT NOW Tommy James & The Shondells-Roulette 7000	82	—
65	CARMEN Herb Alpert & Tijuana Brass-A&M 890	64	71
66	MALAYISHA Miriam Makeba-Reprise 0654	69	73

67	NEXT PLANE TO LONDON Rose Garden-Atco 6510	48	1
68	SUNSHINE OF MY LOVE The Cream-Atco 6544	74	82
69	HEY LITTLE ONE Glen Campbell-Capitol 2076	72	89
70	EXPLOSION IN MY SOUL Soul Survivors-Crimson 1012	58	4
71	HI-HEEL SNEAKERS Elvis Presley RCA 9425	—	—
72	EVERYBODY KNOWS Dave Clark Five-Epic 10265	59	45
73	PERSONALITY—CHANTILLY LACE Mitch Ryder-Dynavoice 905	86	—
74	COUNT THE DAYS Inez & Charlie Foxx-Dynamo 112	78	8
75	CARPET MAN 5th Dimension-Soul City 762	88	—
76	TO EACH HIS OWN Frankie Laine-AMC 11032	81	83
77	CROSS MY HEART Billy Stewart-Chess 2002	80	86
78	HERE COMES THE RAIN, BABY Eddy Arnold RCA 9437	—	—
79	MISSION IMPOSSIBLE Lalo Schiffrin-Dot 17059	85	90
80	COLD FEET Albert King-Stax 241	91	99
81	JUST DROPPED IN First Edition-Reprise 0655	—	—
82	A WORKING MAN'S PRAYER Arthur Prysock-Verve 10574	83	84
83	MAN NEEDS A WOMAN James Carr-Goldwax 332	87	91
84	LITTLE RAIN MUST FALL Epic Splendor-Hot Biscuit 1450	77	77
85	LOOK, HERE COMES THE SUN Imperial 66280	—	—
86	A MILLION TO ONE Five Stairsteps Buddah 26	—	—
87	UNITED PART I Music Makers-Gamble 210	89	92
88	THANK YOU VERY MUCH Scaffold Bell 701	—	—
89	NIGHT FO'LAST Shorty Long Soul 35040	—	—
90	STOP Howard Tate-Verve 10573	92	—
91	UP TIGHT GOOD MAN Laura Lee-Chess 2030	90	93
92	TRY IT Ohio Express-Cameo 2001	93	—
93	IT'S NOT EASY Will-O-Bees-Date 1583	96	—
94	TOYLAND Alan Bown-Music Factory 402	97	—
95	LOVE EXPLOSIONS Troy Keyes-ABC 11027	100	—
96	WITHOUT LOVE (THERE IS NOTHING) Oscar Toney, Jr.-Bell 699	99	97
97	FUNKY WAY Calvin Arnold Venture 605	—	—
98	WHERE IS MY MIND Vanilla Fudge Atco 6554	—	—
99	CAB DRIVER Mills Bros. Dot 17041	—	—
100	QUESTION OF TEMPERATURE Balloon Farm Laurie 3405	—	—

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Different Drum (Screen Gems, Columbia, BMI)	12	Get Out Now (Patricia, BMI)	64	Love Is Blue (Croma, ASCAP)	5	Sunshine of Your Love (Dratleaf, BMI)	68
A Little Rain Must Fall (Chardon, BMI)	84	Goin' Out of My Head (Saturday, Seasons Four, Vogue, BMI)	9	Love Power (Unbelievable, BMI)	45	Susan (Bag-O-Tunes, Diogenes, BMI)	7
A Man Needs A Woman (Rise, AIM, BMI)	83	Green Tambourine (Kama-Sutra, BMI)	1	Malayisha (Raj Kumar, BMI)	65	Tell Mama (Flame, BMI)	27
A Million To One (Jobete, BMI)	86	Guitar Man (Vector, BMI)	61	Mission Impossible (Bruin, BMI)	79	Thank You Very Much (Felicia, BMI)	88
A Working Man's Prayer (Flomar, Sark, BMI)	86	Hello Goodbye (Maclean, BMI)	37	Money (Faithful Virtue, BMI)	40	The Dock of the Bay (East, Time, Redwal, BMI)	39
Am I That Easy To Forget (4 Star, BMI)	24	Here Comes the Rain (Acuff Rose, BMI)	78	Monterey (Slamina, Sea Lark, BMI)	54	The Lesson (Alta, ASCAP)	35
Baby You Got It (Big Shot, BMI)	82	Hey Little One (Sherman DeVorzon, BMI)	69	My Baby Must Be A Magician (Jobete, BMI)	11	There Is (Chevis, BMI)	53
Back Up Train (Tosted, BMI)	13	Hi Heel Sneakers (Medal, BMI)	71	New Orleans (Rockmasters, BMI)	38	There Was A Time (Golo, BMI)	58
Bend Me, Shape Me (Heloise, BMI)	3	I Can Take or Leave Your Loving (Miller, ASCAP)	31	Next Plane to London (Myrwood, Anthers, BMI)	67	To Each His Own (Paramount, ASCAP)	76
Born Free (Screen Gems/Columbia, BMI)	53	If I Could Build My Whole World Around You (Jobete, BMI)	23	Night Fo' Last (Jobete, BMI)	89	To Give (Saturday, Seasons Four, BMI)	17
Bottle of Wine (Deep Fork, ASCAP)	22	I Heard It Thru the Grapevine (Jobete, BMI)	28	Nobody But Me (Weman, BMI)	59	Tomorrow (Alarm Clock, ASCAP)	18
Cab Driver (Black Hawk, BMI)	99	I Second That Emotion (Jobete, BMI)	52	Oh How It Hurts (Blockbuster, BMI)	8	Toyland (Bramsdene, BMI)	94
Carmen (Irving, BMI)	65	I Thank You (East, Pronto, BMI)	46	Personality/Chantilly Lace (Lloyd & Logan, Glad, BMI)	50	Try It (Blockwood, BMI)	93
Carpet Man (Johnny Rivers, BMI)	75	I Wish It Would Rain (Jobete, BMI)	6	Question of Temperature (Hugo & Luigi, BMI)	100	Two Little Kids (Jalyne, BMI)	48
Chain of Fools (14th Hour, Pronto, BMI)	16	I Wonder What She's Doing Tonight (Screen Gems/Columbia, BMI)	30	She's A Rainbow (Gideon, BMI)	10	United Part I (Razor Sharp, BMI)	87
Cold Feet (East, BMI)	84	Itchycoo Park (Nice Songs, BMI)	15	Simon Says (Kas Kat, BMI)	49	Up Tight Good Man (Fame, BMI)	91
Come See About Me (Jobete, BMI)	80	It's Not Easy (Screen Gems/Columbia, BMI)	93	Skinnny Legs And All (Tree, BMI)	42	Valley of the Dolls (Leo Feist, ASCAP)	60
Count the Days (Catalogue, BMI)	74	Judy In Disguise (Su Ma, BMI)	22	Spik A Rope (Tree, BMI)	26	Walk Away Renee (Twin Tone, BMI)	63
Cross My Heart (Chevis, BMI)	77	Just As Much As Ever (Roosevelt, BMI)	14	Some Velvet Morning (Lee Hazlewood, ASCAP)	44	We Can Fly (Akbestal, Luvin, BMI)	23
Darlin' (Sea of Tunes, BMI)	19	Just Dropped In (Acuff Rose, BMI)	81	Go Stop (Ray Mar, Rumbalero, BMI)	41	We're A Winner (Chi Sound, BMI)	34
Daydream Believer (Screen Gems, BMI)	57	Look, Here Comes The Sun (Chardon, BMI)	85	Strawberry Shortcake (Patrick Bradley, BMI)	41	Where Is My Mind (Cotillion, BMI)	98
Do Unto Me (Big 7, BMI)	62	Love Explosion (Zira, BMI)	95	Spooky (Bill Lowery, BMI)	4	Who Will Answer (Sunbury, ASCAP)	29
Everybody Knows (Francis, Day, Hunter, ASCAP)	72			Summer Rain (Johnny Rivers, BMI)	36	Without Love (Progressive, Suffolk, BMI)	96
Everything That Touches You (Beechwood, BMI)	47			Sunday Mornin' (Blackwood, BMI)	21	Woman Woman (Glaser, BMI)	20
Explosion in My Soul (Double Diamond, BMI)	70					Word (Nemperor, BMI)	33
Funky Way (Mikim, BMI)	97					You (Jobete, BMI)	32
						Zabadak (Al Gallico, BMI)	56

STOP

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All Down**

**HOWARD
TATE**

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of the pop charts.

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FIRST EDITION

**"JUST
DROPPED
IN**

**(TO SEE WHAT CONDITION
MY CONDITION WAS IN)"**

#0655



WARNER BROS. - SEVEN ARTS RECORDS, INC.



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RIAA & BMI Reports: The Music Boom Goes On

BMI

NEW YORK—1967 saw a continuation of the music boom in the United States, from record sales, to amateur musicianship to the number of symphony orchestras to concert-going. Strides are detailed in the just-issued 14th annual "Concert Music USA, 1968" publication of Broadcast Music, Inc. (BMI).

Nearly A Billion Spent For Music Making

Americans bought almost a billion dollars worth of musical instruments, sheet music and musical accessories during 1966. Retail sales totaled \$955,000,000, an increase of 961% since 1950. Record sales have also increased tremendously, with Americans buying \$892,000,000 worth of records in 1966, over 57% of the world's total. The nearest runner-up was the United Kingdom, which accounted for only 6.91% of the world's sales. Sales of LP records totaled \$681,000,000 in 1966, up from \$598,000,000 in 1965. (Total industry sales are expected to hit \$760 million). Classical music accounts for approximately 15% of long-playing records.

A total of 15,400,000 American students play musical instruments, against only 2,500,000 in 1947. Within our schools there are 68,000 instrumental music organizations, including

(Continued on page 42)

RIAA

NEW YORK — Disk sales climbed 10% over 1966 to \$760 million last year, according to estimates of the Record Industry Association of America (RIAA). Thus, the industry moved a step further toward becoming a \$1 billion industry by the end of 1970, as many traders have predicted.

The RIAA sales figure was contained in the association's 16th annual report, covering a 12 month period ending Dec. 31.

Many Firsts In '67

In his introduction to the report, Henry Brief, exec director of the RIAA, declares that 1967 may "go down in history as a turning point for the record industry and for the RIAA" despite a "variety of problems besetting the industry."

Brief lists a number of major industry firsts for its members, which account for at least 90% of the industry's output and sales in the U.S. These include the union of labels, companies and performers in urging the enactment of a Copyright Law to obtain a copyright in the performance of recordings; the petitioning by RIAA members of the State Department to ratify the Neighboring Rights Convention; an agreement to affiliate with the International Federation of the Phonographic Industry; the initiation of anti-piracy legislation in New York and the cooperation of law enforcement authorities in the prosecution of those involved in the unauthorized duplication of records.

Also, for the first time, the association made it possible for its members to participate in a joint audit program of foreign licensees, afford-

(Continued on page 42)

MIDEM 2 Cited As 'Unqualified Success' As More Than 3000 Attend Global Meet

CANNES — The second annual edition of MIDEM, the international music convention held in Cannes last week (21-27), evolved into a runaway success. It seemed that the pre-confab estimate of 3000 visitors would have to be revised a good deal upwards.

As last Thursday's activities drew to a close, it was apparent that the meeting would produce a great deal of business dealings. Most people contacted by Cash Box had their own attorneys with them to draw up new contracts for the many world licensee agreements. Those not actually conducting hard business availed themselves of the unique opportunity of spending some time with their worldwide affiliates, especially those in smaller territories who are infrequently contacted. As one trader remarked: "There is nothing like personal contact to iron out the problems and varying conditions that exist territory by territory."

The vast majority of Americans in attendance this year were here for the first time, many just for the look-see . . . to determine whether it is of value for an American record company with licensee ties all around the world to spend the time and money to meet with record execs from other countries even though their world wide deals are already set. However, each seemed to feel that if he could do no business on the manufacturing level he could certainly explore the music publishing area to see if catalogs and/or individual songs are available.

And with every record manufacturing company wearing a music publishing hat as well, each exec feels that some groundwork for, future beneficial negotiations can be laid.

This year, there was a noticeable

presence of independent record producers (who also are publishers in most cases). Each is selling his wares to record companies and publishers all over the world.

Endless conversation would certainly lead to endless future negotiations. The San Remo Song Festival doubles the value of a trip to Europe at this time. It follows MIDEM by four days, and many publishers who are in Europe primarily for San Remo are stopping at MIDEM "to see what it's

Bell-Dick James Deal

Bell Records and Dick James Music have reached an agreement whereby future James Music recording interests will be distributed exclusively by Bell in the United States. MIDEM 2 was the scene of the deal between Larry Uttal, president of Bell, and Dick James.

all about."

Guest Stars

But it is quite evident that MIDEM will replace San Remo as a world-wide convention centre. But San Remo will continue to lure primarily the publishers.

The opening Gala (or show as it is known in America) starred The Supremes, who brought down the house.

The "surprise" show stopper was Elis Regina, Brazil's pert vocalist. She sang spirited, airy latin-jazz numbers with an Ella Fitzgerald-like ability. Great talent with great material. The world will be hearing from this lass.

(Continued on page 43)

FRONT COVER:



Two groups from England and one from the U.S. have been the Atco label's strong gifts to the rock field over the past year.

The English group The Bee Gees (top) have come up with a serving of hit singles and a smash album with all of the material on their records written by The Bee Gees (Barry, Robin, and Maurice Gibb).

Both the Cream (English) and the Vanilla Fudge (American), lower right and left, respectively, made their mark as "underground" groups coming through with top-selling albums without the aid of a hit single.

The Cream's second album "Disraeli Gears" turned into an overnight hit and new albums by The Bee Gees, ("Horizontal") and the Vanilla Fudge ("The Beat Goes On") have just been released.

British Are Coming w/ New Wave Of Acts

NEW YORK—Reinforcements are on their way to the United States for a new wave in the British invasion. Arrival of Lord David Sutch last week (24) opened the current rush, with five acts scheduled to arrive this week (31) including the Jimi Hendrix Experience, Eric Burdon & the Animals, the Alan Price Set, Soft Machine and Eire Apparent.

All six of these acts will be making coast-to-coast appearances working westward from New York.

Lord David Sutch's trip will be keyed to a "Back Britain" drive pointing up both the influence of English music on American pop sounds and the quality of British made sound equipment. During his three-month stay, Sutch will feature British equipment and "made in England" material running from a Silver Wraith Rolly Royce, to special Marshall amplifiers (distributed in the US by Unicord, Inc.) not to mention his Regency wardrobe.

Better known to American rock fans, Hendrix, Burdon and three

other acts will be arriving this Wednesday to begin a string of concerts and personal appearances through late March. In the case of the Soft Machine (whose first American product bills them as Julian Covey & the Machine), the Alan Price Set and the Eire Apparent this will be the first Stateside visit.

Heading different way in February, Jimi Hendrix Experience and the Soft Machine will play to the Fillmore Auditorium, while Eric Burdon & the Animals and Eire Apparent go south for dates in Jackson, Miss. (1), Jacksonville, Fla. (2) and Pensacola, Fla. (3). The Alan Price Set will be at the Grande Ballroom in Detroit (9-10). Returning to New York in March, the Hendrix and Machine teams will be at Hunter College (March 2), Stony Brook, Island Garden Arena and Village Theatre later that month. The Animals will be at Stony Brook College (March 15) and the Village Theatre (16) with Eire Apparent.

TI Acquires Mershaw, Somerset

NEW YORK — With the acquisition of two more wholesalers, Transcontinental Investing now has a joint disk distribution combine and service organization that blankets the entire country with annual sales of \$77 million.

Latest acquisitions by the holding company are Mershaw of America, based in Albany, and Somerset Corp., headquartered in Fall River, Mass.

Mershaw distributes records in the state of New York and throughout the South and Southwestern parts of the country, while Somerset distributes primarily throughout the New England area.

Agreements in principle to acquire the two companies were reached last Wed. (24) according to Bob Lifton, president of Transcontinental. Mershaw, which records sales of ap-

proximately \$13 million will be acquired for TIC common stock valued at more than \$4½ million. Somerset, with current sales of approximately \$6 million will be acquired for about \$2 million in TIC common stock.

Transcontinental acquired in Dec. Tip Top Record Service with annual

(Continued on page 42)

**Barclay Label
In Italy
See
Int'l News Report**

Merco Says C/P Talks Terminated

NEW YORK — Merco Enterprises, the rack firm, has terminated discussions with Cameo/Parkway Records for the acquisition by C/P of the company, reports Jack Grossman, president. Negotiations, Grossman said, terminated as of Friday, Oct. 19.

Meanwhile, Merco has authorized the issuance of a dividend of 15 cents per common share payable February 15 to holders of Class "A" shares of record January 25, 1968. This is the tenth successive quarterly dividend paid by the company since going public in August, 1965. The ninth dividend was paid November 1, 1967 to holders of record October 16, 1967.

Merco recently received an award from Columbia Records for "outstanding merchandising and promotion achievements in 1967."

Mills Bros. Harmony Is A Chart Sound Again

HOLLYWOOD—The Mills Bros., originally billed as "Three Boys and a Kazoo" more than 40 years ago when they first broke into show business, are represented on the charts once again. Last single titles to hit top 40 date back to the early 50's—"Opus One," "Glow-Worm," and "The Jones Boys." Current platter for Dot is "Cab Driver," which broke onto the Cash Box Top 100 last week. Record first achieved abundant airplay on national "soft sound" stations but has spread to formula top 40 and "rock" stations in Boston, Springfield, Worcester, Buffalo and Pittsburgh. Platter sales have also spurred in Shreveport, La. and southern California.

Dot Records has recently also released an LP featuring the Mills men along with Count Basie's Band under the title of "The Board of Directors." Label reports "consistent sales" during the last decade for the group's LP product but "Cab Driver" is the first chart single on Dot.

Million sellers include "You Always Hurt the One You Love," "Glow-Worm" and "Paper Doll"—all on Decca. "Glow-Worm" was a No. 1 record in 1952.

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Decca Offers 'New Faces Of 1968'

NEW YORK—Decca Records, and its two major subsidiary labels, Coral and Brunswick, have embarked on their own version of "New Faces of 1968." An all-out promotion, publicity, and sales drive has been launched on a bevy of new pop recording talent recently signed to the three labels. Much of this "new faces" campaign is keyed to the company's signing of major production deals with some of pop music's most successful indie producers, including Terry Philips, Brian Stone & Charley Greene, who produce Sonny & Cher, Elliot Mazer and Kama Sutra Productions, along with England's Tito Burns, Shel Talmy and writer-producer Mike Leander, responsible for the upcoming Decca-Universal soundtrack of "I'll Never Forget What's 'is Name," composed by award-winner Francis Lai who wrote "A Man And A Woman," to name but a few of the indie producers that are spearheading the campaign on behalf of the record company. Announcement of the all-out Decca drive was made by the record company's vice president, Marty Salkin.

Formulated in the closing months of 1967, the "new faces" campaign is now in full swing and is expected to bring many new and important acts to the forefront during the new year for the three labels. Some of these "new faces" have already shown marked sales activity on their initial product. The Hobbits, a Terry Philips project, were first introduced on the Decca label in September of 1967, with an album titled "Down To Middle Earth," which, by the end of last year, had made the LP charts and, as a result, a single from this album was released late in the year. A full schedule of new album and single product from the Hobbits has been set, with periodic releases throughout the year. Another major talent in

the "new faces" drive is the Cake, a distaff trio produced and managed by Brian Stone & Charley Greene, of York-Pala Productions. Much of the initial groundwork for the Cake has already been set through exposure on network television and publicity in national publications. The company is convinced of their tremendous potential on the initial reaction afforded their first album and several singles that were introduced toward the end of last year. Other acts pacing this "new faces" drive consist of the Tweeds, a group recently pacted as the result of a single that was recently released and to date has reportedly done well throughout the Buffalo area. Currently, the single is reportedly getting action in Cleveland, Detroit and many other territories on the strength of the Buffalo action.

Additional pop talent that have been encompassed in the record company's "new faces" drive include Val Doonican, Jean Peloquin, Gregg Shively, Freddy Quinn, the Sundowners, the Creation, Chad Munro, written and produced by Teddy Randazzo, the Nova Local, the Voyage, from Kama Sutra Productions, and another project from Stone & Greene of an act known as the Poor, among others. As the new year progresses, additional new acts on the three labels will be included in the drive to take advantage of the company's extensive promotion, publicity and sales efforts concentrated on the introduction of new talent and production units.

At the time of the announcement of the "new faces" pop music drive, Salkin also made known that the record company is mapping similar campaigns in the R&B and country music fields with an eye to breaking through many new names in these areas in the coming year.

FTC Looks For Clearer Wording On Stereo-Like Mono Product

WASHINGTON—The Federal Trade Commission (FTC), amplifying its trade practice rules for the record business, is cracking down on alleged misuse of the words "stereo" or "stereophonic" on disks.

According to the Commission, such phrases as "electronically enhanced for stereo" and "electronically re-channelled for stereo effect" on albums originally recorded in mono form "do not satisfy the requirements of Rule 16 (A) and are not sufficiently clear to apprise the buying public that the recordings are not genuine stereophonic records."

New Phrase Offered

The Commission said it will consider the following phrase acceptable: "electronically altered (changed or re-recorded) to simulate stereophonic (stereo)."

If the foregoing phrase is not used, the FTC said, phrases such as 'electronically rechanneled (enhanced or engineered) to simulate stereophonic (for stereo effect)' may be used provided they are accompanied by a specific disclosure in immediate conjunction therewith, that the recording has been derived from a mono recording.

DeMann Leaves Dot

HOLLYWOOD—Fred De Mann has resigned his post as national promotion director of Dot Records. He will stay at Dot until mid-February, when his contract runs out. He is talking with several disk firms and expects to announce his plans shortly.

De Mann has been with Dot eleven months. While with the label, he has been associated with such hits as "What Now My Love," by Mitch Ryder on the Dot-distributed Dyno-Voice label, and "Bend Me, Shape Me," "Step Out Of Your Mind" and "Don't Forget Me," all by the American Breed on Dot's Acta label. He also played a large part in bringing Dot together with Bob and Dan Crewe, who own DynoVoice.

Tex, Doors, Nabors Earn RIAA Goldies

NEW YORK—The Record Industry Association of America (RIAA) has just certified three gold record awards. Joe Tex earned one for his Dial single, "Skinny Legs & All," marking his first million-selling award from the association. Elektra's Doors also earned a gold disk for their album, "Strange Days." Group previously had gold disk awards for "Light My Fire," a single, and an LP, "The Doors." A third gold record goes to Jim Nabors for his debut LP on Columbia, "Love Me with All Your Heart." Nabors is "Gomer Pyle" of TV fame.

'Treasure Chess' Holds 2 Mil In Orders

ST. THOMAS — Third annual sales convention activities held recently at St. Thomas racked up approximately \$2,000,000 in business focused on the 21 new LP's unveiled in "The St. Thomas Treasure Chess" program.

Almost 100% distributor representation turned out for meetings and presentations by Chess label representatives Leonard and Phil Chess, Marshall Chess, Dick LaPalm, Max Cooperstein, Chester Simons, Ed Brad-dock, Richie Salvador, Paul Gayten and Joe Chess.

Album Presentation

Special attention was given to the "Cadet-Concept" label introduced with a new release and several of the 21 unveiled albums for this year's first Chess issue. The psychedelic-contemporary sounds of Cadet-Concept are initially shown on "Rotary Connection" which is to receive a major advertising push on dealer-consumer trade levels.

Highlight LP's in the presentation were Kenny Burrell's "Ode to 52d Street," "Up Pops Ramsey Lewis" and albums by Ray Bryant, Etta James and Marlena Shaw. Others in the package include sets with Odell Brown and the Organ-Izers, the Petal Pushers, Pig Meat Markham and terf Gospel offerings on Checker.

Several new in-store promotional aids were also shown to be used with the Chess-Checker releases and one streamer with emphasis on Ramsey Lewis.

In the tape end of Chess activities Marshall Chess stated that all of the 21 albums will be made available on 4 and 8-track stereo cassettes and reel-to-reel tapes for February. Included for the coming month are two "Best Of" tape issues.

A special promotional drive will declare February "Ramsey Lewis Tape Month" to highlight tape doings.

Kasenetz & Katz Expand Operations

NEW YORK—Jerry Kasenetz and Jeff Katz have just hired a staff for their music complex, Kasenetz/Katz Associates. Via their production company, Super K Productions, Kasenetz and Katz produce the Music Explosion, the Ohio Express, the 1910 Fruitgum Co., the Jamie Lyons Group, the Chicago Prohibition 1931, the British Road Runners and the Carnaby Street Runners.

Bob Harrington, former music director for WCOL-Radio in Columbus, Ohio, has been named national promotion director of Kasenetz/Katz Associates. Harrington has worked for nine years as a deejay, production director and music director for stations in Ohio, Pennsylvania and Florida. He is a former Bill Gavin reporter and has emceed stage shows featuring the Supremes, Herman's Hermits, the Mamas & Papas, the Music Explosion, the Four Tops, the Ohio Express and the Dave Clark Five.

Bruce Kasenetz has been named regional promotion manager of Super K Productions and Kasenetz/Katz' publishing arm, Kaskat Music. Kasenetz is a graduate of Corpus-Christie University in Texas. He's a former road manager for the Music Explosion.

Hy Gold has been named professional manager of Super K Productions and Kaskat Music. Gold discovered the British Road Runners, the Chicago Prohibition 1931 and the Carnaby Street Runners.

Super K Productions, which has been in existence less than a year, has produced one RIAA million-selling single, "Little Bit Of Soul," by

the Music Explosion on Laurie Records and other successes.

Kasenetz and Katz are presently exploiting new talent which they plan to introduce in the next few months. They were responsible for launching the careers of Richie Cordell, Bo Gentry and Eliot Chiprett, writer of "Simon Says," the 1910 Fruitgum Co.'s current chart climber on Bud-dah Records.

Kasenetz and Katz are both 23 years of age and both are graduates of the University of Arizona.

Fastest New Year's Sales Takeoff, Reports Kapp

NEW YORK—Kapp Records' two-year policy of going directly to the distributors' own locales for their sales presentation meetings has borne fruit, reports Sid Schaffer, the label's vice president in charge of sales. Schaffer states that the recently completed two-week trip by top Kapp executives was by far the most successful sales program in years, with the distributor response overwhelming.

"This is the fastest new year's sales takeoff Kapp has ever experienced," said Schaffer. He pointed out the fast-rising hits Kapp has going in the Hesitations' new rock-gospel version of "Born Free" and Raymond Lefevre's "Soul Coaxing" as prime movers in the singles sales market. Schaffer also reported extensive sales on the entire LP January release showing heavy orders from all areas.



SIGNATURE SPREE: Famed opera singer Renata Tebaldi is inundated by her admirers during a personal appearance at the Fifth Ave. outlet of E. J. Korvette last Monday (22). She and the store promoted her latest London opera set, "La Gioconda." 1000 of the sets plus other Tebaldi recordings were purchased, with Miss Tebaldi signing her name to the librettos. Standing with her is Dave Rothfeld, disk buyer and merchandising chief of the discount chain.

WINDY WINDY
GARDEN



Produced by Bones Howe

Kittyhawk Graphics



WINDY WINDY
GARDEN



LAURA LEE

UP TIGHT GOOD MAN

CHESS 2030

THE DELLS

THERE IS

CADET 5574

ETTA JAMES

TELL MAMA

CADET 5578

FRANK D'RONE

I WOULDN'T KNOW WHERE TO BEGIN

CADET 5585

BILLY STEWART

CROSS MY HEART

CHESS 2002

CHESS
RECORDS



CashBox Radio Active

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.

(TALLY COMPLETED JANUARY 24, 1968—COVERS PRECEDING WEEK)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
60%	Everything That Touches You—Association—Warner Bros.			91%
50%	The Dock Of The Bay—Otis Redding—Volt			91%
47%	Walk Away Renee—Four Tops—Motown			69%
45%	I Thank You—Sam & Dave—Stax			95%
44%	Simon Says—1910 Fruitgum Co.—Buddah			81%
40%	Valley Of The Dolls—Dionne Warwick—Scepter			83%
37%	No Sad Songs—Joe Simon—Monument			77%
35%	Get Out Now—Tommy James & Shondells—Roulette			69%
33%	There Is—Dells—Cadet			69%
31%	There Was A Time—James Brown—King			56%
30%	Guitar Man—Elvis Presley—RCA			30%
28%	Just Dropped In—First Edition—Reprise			35%
25%	Thank You Very Much—Scaffold—Bell			25%
23%	Question Of Temperature—Balloon Farm—Laurie			23%
22%	Personality—Chantilly Lace—Mitch Ryder—Dyno Voice			51%
20%	Love is Blue—Paul Mauriat—Philips			99%
19%	Carpet Man—5th Dimension—Soul City			28%
18%	Hi Heel Sneakers—Elvis Presley—RCA			18%
16%	Look Here Comes The Sun—Sunshine Company—Imperial			16%
13%	Soul Coaxin'—Raymond LeFevre—Four Corners			13%
12%	Born Free—Hesitations—Kapp			83%
11%	Sunshine Of Your Love—Cream—Atco			41%
10%	So It Goes—Anders & Poncia—Kama Sutra			42%
LESS THAN 10%—BUT MORE THAN 5%				Total % To Date

Where Is My Mind—

Vanilla Fudge—Atco

People World—Jim & Jean—

Verve

9%

9%

Red, Green, Yellow & Blue—

Dickey Lee—Atco

Try It—Ohio Express—

Cameo

17%

21%

I'm Gonna Make You Love

Me—Madeline Dell—Mod

Malayisha—Miriam Makeba

—Reprise

7%

43%

All you have to do to make it big is
'BEG, BORROW & STEAL'.

THE OHIO EXPRESS

They're making it big again
with a new rock philosophy.

TRY IT

KC-2001

C/CS-20,000

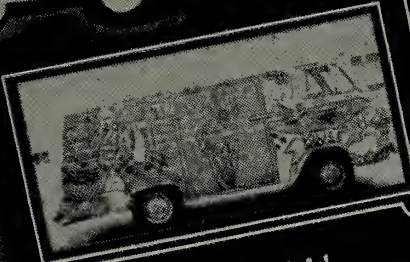
Produced by J. Katz & J. Kasenetz
A Super K Production

Included in their first
fantastic album...

cameo



THE OHIO EXPRESS BEG, BORROW & STEAL



This Is Where It Is!



This Is An Unauthorized Police Vehicle!



You Have Just Been Passed By A Happening!

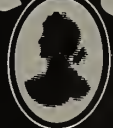


I'm Somebody! Are You?



Buy A Record And Help Stamp Out T.V.!

cameo



A Division of Cameo Parkway Records, Inc.
Marketed by MGM Records,
a Division of Metro-Goldwyn-Mayer Inc.



CashBox Record Ramblings

NEW YORK

It sure is gratifying to know about all the performers and performing groups that frequently and continually donate their time and services to entertain the enlisted men at places like the U.S. Army Transportation Center at Ft. Eustis, Va. Generally, artists get no more than plane fare and meals (some artists don't even accept that), but all of the artists and groups that we've talked to have come away feeling a whole lot better for having given their time. Sp/5 Nick George is commercial entertainment director for Ft. Eustis, so you can contact him at the special services office there.

If you believe in the war, you've got no problem with this. If you don't believe in the war, you can think of it as helping 2 or 3 years to pass more quickly for a bunch of guys (most of them draftees) who may or may not agree with the war either. Anyway, most of these people will be out of the service some day and will, presumably, be employed and earning a decent wage. They may just remember that you were good to them and go out and buy your record or attend your concert. That's strictly an economic consideration but that's exactly what this business of music boils down to isn't it . . . economic consideration.

Groups that have appeared at Ft. Eustis recently, include: the Dovells, Gary (U.S.) Bonds, Jay & the Techniques, Ray Charles, and the Tempests, to name only a few. Jay & the Techniques received a telegram from the post commander, in ". . . appreciation for their appearances . . . representing a significant contribution to service morale and welfare," which was read on the "Johnny Carson Show." The Dovells are shown above as they receive a silver platter in appreciation of their services. Nick George is presenting the award.

The Rev. William Shelley, one of the priests at St. Malachy's (R.C.) Actors Chapel, has been running Wednesday night meetings for actors and the like and he is now trying to set up a similar type of gathering for music business people. The church is primarily show-biz oriented, so there's little likelihood of your being hassled by teenie boppers and such. If interested, contact the Rev. Shelley at CO-5-1031.

Tom Rush and Arthur Gorson are just back from a successful tour of the British Isles . . . Gorson tells us that Arts Nova is really Ars Nova . . . Rush, whose next Elektra LP is due out soon, is getting set for a return to England for more concerts and club dates . . . the Bee Gees were awarded a special gold or silver deck for their recording of "World," which was never released here . . . the Beatles are reportedly pushing a group called Grapefruit in England.

Marty Thau and Cecil Holmes, promo heads at Buddah, are highly excited over the sales and airplay on "A Million To One" by the Five Steps & Cubie.

The Rascals leave for the coast and Hawaii next week for a series of concerts . . . the Bee Gees had two sold out houses at their concerts at the Anaheim Municipal Auditorium in Calif. last Jan. 27th.

Charlie Morrison of Merrec, New York, reports that "I'm Gonna Make You Love Me" by Madeline Bell on Philips is making noise. He's also getting a lot of action on the "Mystic Moods Of Love" LP on Philips and the Swingle Singers, "Spanish Masters" LP.

Joe Renzetti cocleffed, with Billy Jackson, the theme for the new "Jerry Blavat" TV'er. The tune is called "Jerry's Place" and so is the show, which is set for airing over WFIL-TV-Phila-

delphia. Renzetti also arranged the tune.

Raun MacKinnon has a new LP out on Kapp. All compositions are hers, and include some that have been cut by groups like the Pozo Seco Singers. Barry Kornfeld is Raun's manager. She's been around quite a while and used to delight us back in the folk heyday.

Speaking of folk music, the "Woody Guthrie Memorial Concert" was incredibly good.

Folk singer, Bob Cadwalader, has been regularly booked into the Crack Of Doom coffee house in Balto.

ABC's the Candymen are booked into the Action House, out on the is-



Dovells



Nina Simone



Candymen

land, Feb. 2 and 3. . . . Nina Simone leaves for the coast this week for two months of concerts, nitery dates, radio shows, and TV'ers.

Lester Collins of E. B. Marks Music reports that Billy Walker's country hit of '67, "I Taught Her Everything She Knows," has just been recorded by Ella Fitzgerald on Capitol and retitled, "I Taught Him Everything He Knows."

HOLLYWOOD

The Foreign Press Assn. muffed an opportunity last week to improve upon and, at the same time, reprove the Motion Picture Academy's preliminary selections in the "best song from a motion picture" category. Nominations for a Golden Globe not only also omitted "To Sir, With Love" and "Imagine" (Francis Lai's marvelous tune from "The Bobo") but neglected "The Happening," "In the Heat of the Night" and "The Look of Love" which were among those listed in the Academy's preliminary poll.

Songs nominated by the Foreign Press: "Talk to the Animals" (from "Dr. Dolittle"), "Des Ronds Dan L'eau" (from "Live for Life"), "Thoroughly Modern Millie" (title song), "If I Should Ever Leave You" (from "Camelot," a song, incidentally, not written especially for the film) and "Don't Gamble With Love" from "Ski Fever." Hum a few bars of that one, will ya'?

Last year's Golden Globe winner—"Strangers in the Night" which, you may recall, was not sung in the film.

Assn. also demonstrated their proficiency in inaptitude by neglecting in the "actress" category, Dame Edith Evans. Shirley MacLaine in "Woman Times Seven?"

The music branch of the Academy has been accused of striking several discordant notes in their selection. The Foreign Press Assn.'s choices are an exercise in atonal cacophony—accent the last two syllables of that last word. The awards, incidentally, will be handed out on Feb. 12th at the Coconut Grove. NBC will telecast the event—in blushing color?

Our "West Coast Girl of the Week" is composer-actress-guitarist-songs-tress and gorgeous Joanna Moore whose first single on Dunhill was released last week. "A" side is the answer to Glen Campbell's "By the Time I Get to Phoenix" with the "B" side a potent ditty penned by Moore.

The provocative title—"A Town Called I Love You." Joanna's home town is Americus, Ga. She arrived here about six years ago—"dad was a cattle rancher who suddenly decided to get involved with nuclear physics." Her first film was "Touch of Evil" with Orson Welles. Her more recent efforts—"Never A Dull Moment" with Dick Van Dyke (soon to be released) and Warners' "Moonshot" co-starring James Caan (also unreleased). A demo she cut a few weeks back, with Mike Rubini, brought her to the attention of Dunhill v.p. Jay Lasker. And, by the time Campbell got to Oklahoma and "Phoenix" made the top twenty, she had overdubbed her

first commercial single.

Shelly Saltman, tentatively heading up Andy Williams' new Barnaby Records, reports they won't be releasing product until after the San Diego Open (which Williams is fronting). Andy will be "very much involved in the creative side," according to Saltman, with key personnel to be added in the near future.

Despite detractors KPPC, sister station to Oakland's KMPX, is already a powerful sales factor in town, according to distribs. Station, headed by Tom Donahue with Ed Mitchell and B. Mitch Reed recently added to its staff, is the FM'er out of Pasadena.

On the heels of KFVB's "all news format" announcement—KFI's link with the 20th century, Geoff Edwards has resigned. It's rumored that he'll be joining KMPC . . . Rodger Gallagher, after six years at KNX, is also available. Gallagher is best remembered for his twelve year stint at WMCA in N.Y. when he teamed with Joe O'Brien.

Matthew Katz planning a new S.F. label tagged "San Francisco Sound." New groups include Indian Pudding and Pipe, Games, Five Pound Smile and Fifth Pipe Dream. First LP planned for Feb.

West Coast heavyweight contender Jerry Quarry, has cut a single titled "Let It Be Me"—no label set. He's managed by Burt Jacobs of B-J Enterprises.

John Stewart, formerly one third of the Kingston Trio, headlining at the Glendale Ice House. He's now teamed with Buffy Ford, a Berkeley doll, who, most recently, sang with the Young Americans. Stewart, incidentally, composed a song a few months ago titled "Daydream Believer" which a group known as the Monkeys recorded. You may remember it.

Lissauer Music's Billy Goldenberg currently on the coast for music directing chores on the Pet Clark TV special . . . Mel Gordon, president of Jebsy Music, has pacted Bobby Arlin and Buddy Sklar, the songwriting team who, along with Craig Boyd, now make up The Hook, a trio now cutting for Uni.

Del Roy, sales and promo vet, now specializing in "soft sound" and C/W promotion and merchandising for Privilege Dist., in addition to repping Acuff-Rose Publications, Hickory and TRX Records in the western states.

Warners-Seven Arts rush-releasing

soundtrack LP of "Bonnie and Clyde," distribs should have samples within the next ten days.

CHICAGO

Al Martino took advantage of a brief stopover at O'Hare airport here to personally deliver copies of his new single "Love Is Blue" to Capitol's local promo rep Ed Keely—who subsequently rushed them over to the stations! . . . Barrington Recordings plans a national promo campaign in conjunction with the release, this past week, of recent pactee Buddy Davis' single "Anyone Can Move A Mountain" b/w "On A Clear Day" . . .

WCFL is airing the "Bill Cosby Program," nightly from 8:55-9:00 P.M. . . . The Four Tops come in 2/1 for a special, limited engagement at the Scotch Mist . . . Paul Gallis items that Tony Bennett confirmed an April 27 concert date in town. He'll appear with the Duke Ellington ork and comedian Jack E. Leonard . . . Louis Prima, who closes in the Empire Room this week, heads for the coast to do the Bob Hope and Jerry Lewis TV'ers . . . RCA-Victor's Augie Blume is making arrangements for a cocktail party to follow the Al Hirt concert at the Auditorium Theater (2) . . . Artists in session at Universal Recording studios this week include Jackie Wilson, waxing the title tune from Universal flicker "A Lovely Way To Die" (Brunswick); Young-Holt Unlimited; The Esquires, working with Bill Sheppard on their third single; The Troys and Louis Prima . . .

Barney Pip (WCFL) does a 7-hour benefit at the Cancer Prevention Center here 2/10 . . . Oliver Coquelin, founder and co-owner of The Cheetah chain, comes in from Paris this week to be profiled on the Jim Conway TV'er (31) . . . Allstate's Cy Gold has been on the move here with Atlantic albums "The Drifters Golden Hits," "Joe Tex Live And Lively" and "I'm In Love" by Wilson Pickett . . . Puerto Rican group The Four Amigos, who recently waxed their eighth Capitol album, headline the cocktail show in the Continental Plaza's Cantina Lounge (29) for four weeks . . . "Alvin's Bag" by Alvin Cash (Toddlin' Town), "Theme From Valley Of The Dolls" by Dionne Warwick (Scepter) and "The Goose That Laid The Golden Egg" by The Parliaments (Revillot) are among the newbies to watch at United Record Dist . . . Headlining this weekend's Cheetah dance-in are The Lemon Pipers (Buddah) and University of Illinois group The One Eyed Jacks.

HERE 'N' THERE

Steve DePass is set for a one man concert at New York's Town Hall on Feb. 10th . . . the Carnival Connection will start recording in New York with Artie Kornfeld on Feb. 12th . . . the Candymen will be playing the Electric Circus in New York Feb. 6-11 . . . the Beacon St. Union will be working out at Steve Paul's Scene Feb. 26-Mar. 10 . . . the Chambers Brothers are currently playing the Electric Circus.

Herb Alpert has done it again . . . he's won three awards in the latest Playboy Magazine Jazz & Pop Poll, which was based on ballots cast by the readers. Alpert was the recipient of the best trumpet award; the best instrumental combo award for Herb Alpert & TJB; and the best small combo award for "S.R.O."

We tried to get in touch with Danny Fields last week but he was out visiting with Maharishi in the company of Elektra artists, Judy Collins and Tim Buckley.

A GREAT RELEASE. NO KIDDING, JUST GREAT. IN FACT, WORTH SHOWING TWICE.



KENNY BURRELL/ODE TO 52ND STREET CADET LP/LPS-798



RAMSEY LEWIS/UP POPS RAMSEY LEWIS CADET LP/LPS-799



ODELL BROWN & THE ORGAN-IZERS/DUCKY CADET LP/LPS-800



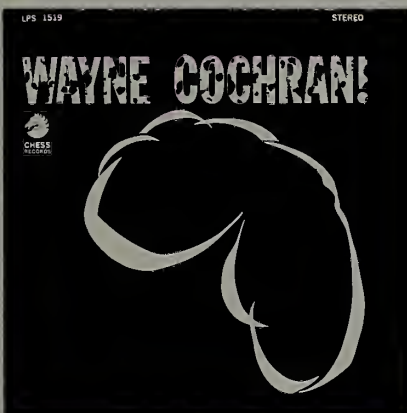
RAY BRYANT/TAKE A BRYANT STEP CADET LP/LPS-801



ETTA JAMES/TELL MAMA CADET LP/LPS-802



MARLENA SHAW/OUT OF DIFFERENT BAGS CADET LP/LPS-803



WAYNE COCHRAN! CHESS LP/LPS-1519



PETAL PUSHERS CHESS LP/LPS-1520



PIGMEAT MARKHAM/BACKSTAGE CHESS LP/LPS-1521



HOWLIN' WOLF, MUDDY WATERS, BO DIDDLEY/THE SUPER SUPER BLUES BAND CHECKER LP/LPS-3010

CHESS CHECKER CADET

Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

* New To The Top 100

#1
GREEN TAMBOURINE (2:22) Lemon Pipers-Buddah 23
1650 Bway, NYC.
PROD: Paul Leka (c/o Buddah)
PUB: Kama Sutra BMI (same address)
WRITERS: P. Leka-S. Pinz
ARR: Paul Leka FLIP: No Help From Me

#2
JUOY IN DISGUISE (2:47)
John Fred & His Playboy Band-Paula 282
728 Texas, Shreveport, La.
PROD: John Fred, Abe Bernard
236 Eugene St., Baton Rouge, La.
PUB: Su Ma BMI (same address as Paula)
WRITERS: J. Fred-A. Bernard
ARR: A. Bernard FLIP: When The Lights Go Out

#3
BEND ME SHAPE ME (2:05)
American Breed-Acta 811
6565 Sunset Blvd., H'wood, Calif.
PROD: Bill Traut for Dunwich Prod.
25 E. Chestnut, Chicago, Ill.
PUB: Helios BMI 1619 Bway, NYC.
WRITERS: English-Weiss
ARR: Bill Traut-E. Higgins FLIP: Mindrocker

#4
SPOOKY (2:59) Classics IV-Imperial 66259
6920 Sunset Blvd., Hollywood, Calif.
PROD: Buddy Buie c/o Bill Lowery
P.O. Box 9687 N Atlanta, Georgia.
PUB: Bill Lowery BMI (same address)
WRITERS: Sharpe-Middlebrook
ARR: Buie-Cobb FLIP: Poor People

#5
LOVE IS BLUE (L'AMOUR EST BLEU) (2:31)
Paul Mauriat-Philips 40495
35 E. Wacker Drive, Chicago, Ill.
PUB: Croma ASCAP 37 W. 57 St., NYC.
WRITERS: A. Popp-P. Cour-Blackburn
ARR: P. Mauriat
FLIP: Alone In The World (Seuls Au Monde)

#6
I WISH IT WOULD RAIN (2:51)
The Temptations-Gordy 7068
2648 W. Grand Blvd., Detroit, Mich.
PROD: Norman Whitfield c/o Gordy
PUB: Jobette BMI (same address)
WRITERS: Whitfield-Strong-Penzabene
FLIP: I Truly, Truly Believe

#7
SUSAN (2:48) Buckinghams-Columbia 44378
51 West 52nd Street, NYC.
PROD: James William Guercio
151 El Camino Dr., Beverly Hills, Cal.
PUB: Bag O Tunes BMI c/o Richard Shelton
79 West Monroe Street, Chicago, Ill.
Diogens BMI (same address)
WRITERS: Holvay, Beisbier & Guercio
ARR: J. W. Guercio FLIP: Foreign Policy

#8
NOBODY BUT ME (2:11) Human Beinz-Capitol 5990
1750 N. Vine, H'wood, Cal.
PROD: Alex Deazevedo c/o Capitol
PUB: Wemar BMI, 1619 B'way, NYC
WRITER: R. Ilsey FLIP: Sueno

YOU DON'T KNOW ME
ELVIS PRESLEYRCA VICTOR
Brenner Music

MONTEREY
ERIC BURDON & ANIMALS.....MGM
Slamina Music, Inc.
Sea-Lark Ent., Inc.

AIN'T THAT SO
ERIC BURDON & ANIMALS.....MGM
Slamina Music, Inc.
Sea-Lark Ent., Inc.

WITHOUT LOVE
OSCAR TONEY, JR.BELL
Progressive Music Pub. Co., Inc.
Suffolk Music, Inc.

WHAT'S IT GONNA BE
DUSTY SPRINGFIELDPHILIPS
Rumbalero Music, Inc.
Ragmar Music, Inc.

LOVEY DOVEY
BUNNY SIGLERPARKWAY
Progressive Music Pub. Co., Inc.

YOU'RE NEVER GONNA GET MY LOVIN'
ENCHANTED FORESTAMY
Rumbalero Music, Inc.
Kenny Lynch Music, Inc.

HERE COMES HEAVEN
EDDY ARNOLDRCA
Hill & Range Music, Inc.

THE IDOL
THE FORTUNESU.A.
Noma Music, Inc.
Fortitude Music, Inc.

HIS SMILE WAS A LIE
THE FORTUNESU.A.
Noma Music, Inc.
Fortitude Music, Inc.

WATERLOO SUNSET
THE KINKSREPRISE
Noma Music, Inc.
Hi-Count Music, Inc.

TWO SISTERS
THE KINKSREPRISE
Noma Music, Inc.
Hi-Count Music, Inc.

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

#9
**GOIN' OUT OF MY HEAD/
CAN'T TAKE MY EYES OFF YOU (2:55)**
Lettermen-Capitol 2054
1750 N. Vine, Hollywood, Calif.
PROD: Kelly Gordon c/o Capitol
PUB: Saturday BMI-1841 Bway, NYC.
& Seasons Four BMI-1501 Bway, NYC.
(Can't Take My Eyes Off You)
Vogue BMI-2449 Wilshire Blvd
Santa Monica, Calif. (Goin' Out Of My Head)
WRITERS: Ted Randazzo & Bobby Weinstein
(Goin' Out Of My Head)
Bob Crewe & Bob Gaudio (Can't Take My
Eyes Off You)
ARR: Perry Botkin Jr. FLIP: I Believe

#10
SHE'S A RAINBOW (2:48)
The Rolling Stones-London 906
539 West 25 St., NYC
PROD: Rolling Stones
c/o Allen Klein, Warwick Hotel, NYC
PUB: Gideon BMI c/o Allen Klein
WRITERS: Jagger-Richard
ARR: Rolling Stones
FLIP: 2000 Light Years From Home

#11
MY BABY MUST BE A MAGICIAN (2:31)
Marvellettes-Tamla 54158
2648 W. Grand Blvd., Detroit, Michigan.
PROD: Smokey Robinson c/o Tamla
PUB: Jobete BMI (same address)
WRITER: William Robinson FLIP: I Need Someone

#12
A DIFFERENT DRUM (2:38)
Stone Poneys-Capitol 2004
1750 N. Vine, H'wood, Cal.
PROD: Nick Venet (same address)
PUB: Screen Gems, Col. BMI 711 5th Av., NYC.
WRITER: Mike Nesmith FLIP: I've Got To Know

#13
BABY, NOW THAT I'VE FOUND YOU (2:36)
Foundations-UNI 55038
8255 Sunset Blvd. L.A. Calif.
PROD: Tony Macaulay c/o Pye Records
Cumberland Place, W1 England.
PUB: January BMI-25 W. 56 St. NYC.
Welbeck BMI-139 Piccadilly
London W1, England
WRITERS: J. Macleod-T. Macaulay
FLIP: Come On Back To Me

#14
JUST AS MUCH AS EVER (2:20)
Bobby Vinton-Epic 10266
51 W. 52nd St., NYC
PROD: Billy Sherrill c/o Epic Records
PUB: Roosevelt BMI, 1650 B'way, NYC
WRITERS: C. Singleton-L. Coleman
FLIP: Another Memory

#15
ITCHYCOO PARK (2:45) Small Faces-Immediate 501
51 West 52 St., NYC
PROD: Steve Marriott, Ronnie Lane
c/o Immediate Rec. Co. Ltd.
63-69 New Oxford St., London W1, Eng.
PUB: Nice Songs BMI c/o Sterling Gilmore & Co.
15300 Ventura Blvd., Sherman Oaks, Cal.
WRITERS: Marriott, Lane-FLIP: I'm Only Dreaming

#16
CHAIN OF FOOLS (2:45)
Aretha Franklin-Atlantic 2464
1841 Broadway, NYC.
PROD: Jerry Wexler (Atlantic)
PUB: 14th Hour-BMI 1721 Field, Det., Mich.
Pronto-BMI 1841 Broadway, NYC.
WRITER: Don Covay FLIP: Prove It

#17
TO GIVE (THE REASON I LIVE) (3:16)
Frankie Valli-Philips 40510
110 West 57th Street, NYC.
PROD: Bob Crewe 1841 Bway, NYC
PUB: Saturday BMI, c/o Bob Crewe
Seasons Four BMI 1501 Bway, NYC.
WRITERS: Bob Crewe, Bob Gaudio
ARR: Chas. Calello
FLIP: Watch Where You Walk

#18
TOMORROW (2:14)
Strawberry Alarm Clock-UNI 55046
8255 Sunset Blvd., Los Angeles, Cal.
PROD: Frank Slay-Bill Holmes
6362 H'wood Blvd., H'wood, Calif.
PUB: Alarm Clock ASCAP
2854 Paraiso Way, La Crescenta, Calif.
WRITERS: M. Weitz-E. King
FLIP: Birds In My Tree

#19
DARLIN' (2:11) Beach Boys-Capitol 2068
1750 N. Vine, Hollywood, Calif.
PROD: Beach Boys c/o Capitol
PUB: Sea of Tunes BMI
9042 La Alba, Whittier, Calif.
WRITERS: Brian Wilson, Mike Love
FLIP: Here Today

#20
WOMAN, WOMAN (3:12) Union Gap-Columbia 44297
51 W. 52 St., NYC
PROD: Jerry Fuller c/o Columbia
6121 Sunset Blvd., L.A., Cal.
PUB: Glaser BMI-801 16 Av S., Nashville, Tenn.
WRITERS: J. Glazer, J. Payne
ARR: Al Capps-FLIP: Don't Make Promises

#21
SUNDAY MORNIN' (3:00)
Spanky & Our Gang-Mercury 72765
110 West 57 Street, NYC.
PROD: Scharf-Dorough 265 W. 20 St., NYC.
PUB: Blackwood BMI 1650 Bway, NYC.
WRITER: M. Guryan
ARR: Scharf-Dorough FLIP: Echoes

#22
BOTTLE OF WINE (2:08)
Fire Balls-Atco 6491
1841 Bway, NYC.
PROD: Norman Petty, Clovis, New Mexico
PUB: Deep Fork ASCAP 15 E. 48 St., NYC.
WRITER: Tom Paxton
FLIP: Can't You See I'm Tryin'

#23
**IF I COULD BUILD MY WHOLE WORLD AROUND
YOU (2:21)**
Marvin Gaye & Tammi Terrell-Tamla 54161
2648 W. Grand Blvd., Detroit, Mich.
PROD: Fuqua & Bristol c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: Fuqua, Bristol & Bullock
FLIP: If This World Were Mine

#24
AM I THAT EASY TO FORGET (3:05)
Engelbert Humperdinck-Parrot 40023
539 West 25th Street, NYC.
PROD: Peter Sullivan
A I.R., 101 Baker St., London W.I. Eng.
PUB: 4 Star BMI
9220 Sunset Blvd, L.A. Calif.
WRITERS: Belaw-Stevenson
FLIP: Pretty Ribbons

#25
WE CAN FLY (2:13) The Cowsills-MGM 13886
1350 Ave. of the Americas, NYC.
PROD: Bill & Bob Cowhill c/o Akbestal
PUB: Akbestal BMI 888 8th Ave, NYC.
WRITERS: Bill & Bob Cowhill-A Kornfield-S. Duboff
ARR: Artie Schroeck FLIP: A Time For Remembrance

#26
SKIP A ROPE (2:38)
Henson Cargill-Monument 1041
530 W. Main St., Hendersonville, Tenn.
PROD: Don Law, 2016 Terrace Pa, Nashville, Tenn.
PUB: Tree BMI 905 16th Ave S., Nashville, Tenn.
WRITERS: Jack Moran, Glenn D. Tubb
FLIP: A Very Well Traveled Man

#27
TELL MAMA (2:20) Etta James-Cadet 5578
320 E. 21st St., Chicago, Ill.
PROD: Rick Hall, c/o Fame Rec. Studio
Muscle Shoals, Ala.
PUB: Fame BMI (same address)
WRITER: Clarence Carter-ARR: Rick Hall & Staff
FLIP: I'd Rather Go Blind

#28
I HEARD IT THRU THE GRAPEVINE (2:53)
Gladys Knight & The Pips-Soul 35039
2648 W. Grand Blvd., Detroit, Mich.
PROD: N. Whitfield c/o Soul
PUB: Jobete BMI-address above
WRITERS: Whitfield-Strong
FLIP: It's Time To Go Now

#29
WHO WILL ANSWER? (3:42)
Ed Ames-RCA Victor 9400
155 East 24th St., NYC.
PROD: Jim Fogelsong c/o RCA
PUB: Sunbury ASCAP 1650 Bway, NYC.
WRITERS: Davis-Aute
ARR: Perry Botkin Jr.
FLIP: My Love Is Gone From Me

#30
I WONDER WHAT SHE'S DOING TONIGHT (2:38)
Tommy Boyce & Bobby Hart-A&M 893
1416 La Brea, Hollywood, Calif.
PROD: Boyce & Hart c/o A&M
PUB: Screen Gems Columbia BMI, 711 5th Ave, NYC.
WRITERS: Boyce & Hart
ARR: Artie Butler FLIP: Ambushers

#31
I CAN TAKE OR LEAVE YOUR LOVING (2:30)
Herman's Hermits-MGM 13885
1350 Ave. of the Americas, NYC.
PROD: Mickie Most, 101 Dean St., London, Eng.
PUB: Miller Music ASCAP
1350 Ave of the Americas, NYC.
WRITER: R Jones FLIP: Marcel's

#32
YOU (2:25) Marvin Gaye-Tamla 54160
2648 W. Grand Blvd., Detroit, Mich.
PROD: I Hunter c/o Tamla
PUB: Jobete BMI (same address)
WRITERS: Hunter-Goga-Bowen
FLIP: Change What You Can

#33
WORDS (3:13) Bee Gees Atco 6548
1841 Broadway, NYC.
PROD: Robert Stigwood
Argyle St., London W.I. Eng.
Bee Gees c/o Robert Stigwood
PUB: Nempor BMI 221 W. 57 St. NYC.
WRITERS: B. Gibb-R. Gibb-M. Gibb
ARR: Bill Shepherd FLIP: Sinking Ships

#34
WE'RE A WINNER (2:15) Impressions-ABC 11022
1330 Ave of the Americas, NYC.
PROD: Johnny Pate c/o ABC
PUB: Camad Music, BMI
79 W Monroe St. Chicago, Ill.
WRITER: C. Mayfield
ARR: Johnny Pate FLIP: It's All Over

#35
THE LESSON (2:28) Vikki Carr-Liberty 56012
6920 Sunset Blvd., Hollywood, Cal.
PROD: Sammy Oliver c/o Liberty
PUB: Alto ASCAP 621 N. Alta Dr, Bev. Hills, Cal.
WRITER: Mack David
ARR: Sid Feller FLIP: One More Mountain

#36
SUMMER RAIN (3:30)
Johnny Rivers-Imperial 66267
6920 Sunset Blvd., L.A. Calif.
PROD: Work c/o Johnny Rivers (same address)
PUB: Johnny Rivers BMI (same address)
WRITER: Jim Hendricks
FLIP: Memory Of The Coming Good

#37
HELLO GOODBYE (3:24) Beatles-Capitol 2056
1750 N. Vine, Hollywood, Calif.
PROD: George Martin c/o A.I.R. London,
101 Baker St., London, W.2. Eng.
WRITERS: Lennon & McCartney
FLIP: I'm A Walrus

#38
NEW ORLEANS (2:24) Neil Diamond-Bang 554
1650 Broadway, NYC.
PROD: Jeff Barry-Elle Greenwich
1414 Ave. of the Americas, NYC.
PUB: Rock Masters BMI
177 Route 304, New City, NY.
WRITERS: Royster-Guida FLIP: Hanky Panky

#39
THE DOCK OF THE BAY (2:38)
Otis Redding-Volt 157
1841 Broadway, NYC.
PROD: Steve Cropper c/o Volt
PUB: East BMI 926 E. McLemore Ave., Memphis,
Tenn. Time BMI 449 S. Beverly Dr., Bev. Hills, Calif.
I edwal BMI 535 Cotton Ave., Macon, Georgia.
WRITERS: Cropper-Redding FLIP: Sweet Lorene

#40
MONEY (2:01) Lovin' Spoonful-Kama Sutra 241
1350 Ave. of the Americas, NYC.
PROD: Joe Wissert-Lovin' Spoonful
c/o Koppleman-Rubin 1650 Bway, NYC.
PUB: Faithful Virtue BMI 1650 Bway, NYC.
WRITER: J. Sebastian FLIP: Close Your Eyes

#41
STRAWBERRY SHORTCAKE (2:30)
Jay & The Techniques-Smash 2142
110 West 57 St., NYC.
PROD: Jerry Ross c/o Smash
PUB: Patrick Bradley BMI
520 East 81 Street, NYC.
WRITER: M. Irby ARR: Joe Renzetti
FLIP: Still (In Love With You)

#42
SKINNY LEGS AND ALL (3:10) Joe Tex-Oial 4063
1841 B'way, N.Y., N.Y.
PROD: Buddy Killen c/o Tree Music
PUB: Tree BMI-905 16th Ave. S, Nashville, Tenn.
WRITER: Joe Tex
FLIP: Watch The One (That Brings The Bad News)

#43
COME SEE ABOUT ME (2:57)
Jr. Walker & The All Stars-Soul 35041
2648 W. Grand Blvd., Detroit, Mich.
PROD: Holland-Dozier c/o Soul
PUB: Jobete BMI (same address)
WRITERS: Holland-Dozier-Holland
FLIP: Sweet Soul

#44
SOME VELVET MORNING (3:45)
Nancy Sinatra & Lee Hazlewood-Reprise 0651
3701 Warner Blvd., Burbank, Calif.
PROD: Lee Hazlewood c/o Marty Machet
1501 Broadway, NYC.
PUB: Lee Hazlewood ASCAP
WRITER: L. Hazlewood
ARR: Billy Strange FLIP: Old Lonesome Me

#45
LOVE POWER (2:10) Sandpebbles-Calla 141
1631 B'way, New York, N. Y.
PROD: Teddy Vann, 1619 B'way, NYC
WRITERS: C. White, T. Vann
ARR: Sammy Lowe-FLIP: Because Of Love

#46
I THANK YOU (2:40) Sam & Oave-Stax 242
1841 Broadway, NYC.
PROD: Isaac Hayes & David Porter c/o Stax
PUB: East BMI 926 E. McLemore Av., Memphis, Tenn.
Pronto BMI 1841 Broadway, NYC.
WRITERS: Isaac Hayes-David Porter
FLIP: Wrap It Up

#47
EVERYTHING THAT TOUCHES YOU (3:17)
Association-Warner Bros. 7163
4000 Warner Blvd., Burbank, Calif.
PROD: Bones Howe
4447 Cromwell Ave., L.A. Calif.
PUB: Beechwood BMI 1750 N. Vine, L.A., Calif.
WRITER: Terry Kirkman FLIP: We Love Us

#48
TWO LITTLE KIOS (2:36) Oate 1586
51 West 52nd Street, NYC.
PROD: David Kapralik c/o Date
Ken Williams c/o Date
PUB: Jalyne BMI
2203 Spruce St, Phila, Pa.
WRITERS: E. Record-C. Davis-B. Acklin
ARR: Burt Keyes
FLIP: We've Got To Love One Another

#49
SIMON SAYS (2:19)
1910 Fruit Company-Buddah 24
1650 Broadway, NYC.
PROD: Super K 200 W. 57 St., NYC
PUB: Kas Kat BMI
200 W. 57 St. NYC.
WRITER: E. Chiprut
FLIP: Reflections From The Looking Glass

#50
OH HOW IT HURTS (2:49)
Barbara Mason-Arctic 137
c/o Jamie/Guyden, 919 N. Broad, Phila, Pa.
PROD: Jimmy Bishop (same address)
PUB: Blockbuster BMI (same address)
WRITERS: B. Mason-B. Brummer
ARR: Bobby Martin
FLIP: Ain't Got Nobody

#51
BACK UP TRAIN (2:17) Al Greene-Hot Line 15000
c/o Bell, 1776 B'way NYC
PROD: A. Rodgers c/o James Production (Bell)
PUB: Tosted-BMI
1315 Cass St. S.E., Grand Rapids, Mich.
WRITERS: Palmer James-Curtis Rodgers
FLIP: Don't Leave Me

#52
I SECOND THAT EMOTION (2:39)
Smokey Robinson & Miracles-Tamla 54149
2648 W Grand Blvd., L.A., Mich.
PROD: Smokey Robinson & A. Cleveland (Tamla)
PUB: Jobete BMI (same address)
WRITERS: Robinson, Cleveland
FLIP: You Must Be Love

B. Pipers Corp.

1028 EAST 134TH STREET
CLEVELAND, OHIO 44110

JOHN DEANGELIS
President
WILLIAM E. ALBAUGH
Vice President
MARK BARGAR
Secretary-Treasurer
WILLIAM E. BARTLETT
Asst. Secretary-Treasurer
ROBERT A. THOMPSON
Controller

AN OPEN LETTER

TO: Betty Sperber, President, Action Talents, Inc.
Neil Bogart, General Manager, Buddah Records

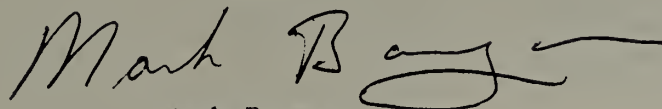
Dear Betty and Neil:

As we both know, when a group such as The Lemon Pipers begins to develop and achieve success, one often takes for granted those who have played important roles. As I look at the great strides we have made, I realize that a recording group will only become as successful as its booking agency and recording company are capable of making it. Buddah Records and Action Talents have done a magnificent job in contributing to the success of The Lemon Pipers. I can only marvel at the dynamic, youthful ambition of Action Talents and Buddah Records.

Success is a wonderful state of affairs achieved only by intelligent hard work. With this in mind, The Lemon Pipers salute Buddah Records and Action Talents, Inc.

Very truly yours,

B. PIPERS CORP.



Mark Bargar
Manager

MB:dls

Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

* New To The Top 100

- #53**
BORN FREE (2:37) Hesitations-Kapp 878
 136 East 57 Street, NYC.
 PROD: GWP 150 E 52 St., NYC.
 PUB: Screen Gems/Columbia BMI
 711 5th Ave, NYC.
 WRITERS: Black-Berry
 ARR: Teacho Wiltshire
 FLIP: Love Is Everywhere
- #54**
MONTEREY (4:21)
 Eric Burdon & The Animals-MGM 13868
 1350 Ave. of the Americas, NYC
 PROD: Tom Wilson c/o MGM
 PUB: Slamina BMI 1619 Bway, NYC.
 Sea Lark BMI 25 West 56th St., NYC.
 WRITERS: Burdon-Briggs-Weider-
 Jenkins-McCulloch
 FLIP: Ain't That So.
- #55**
THERE IS (3:12)
 The Dells-Cadet 5574
 320 E. 21 St., Chicago, Ill.
 PROD: B Miller c/o Cadet
 PUB: Chevis BMI c/o Cadet
 WRITERS: R. Miner-B. Miller
 ARR: C. Stepany FLIP: O-O I Love You
- #56**
ZABADAK (3:40)
 Dave Dee, Dozy, Beaky, Mick & Tich
 Imperial 66270
 6920 Sunset Blvd., H'wood, Calif.
 PROD: Steve Rowlands
 c/o Philips Ltd., Stanhope Pl., London, Eng.
 PUB: Al Gallico BMI, 101 W 55 St., NYC.
 WRITER: Howard Blaikley FLIP: The Sun Goes Down
- #57**
DAYDREAM BELIEVER (2:57)-Monkees-Colgems 1012
 711 5th Ave., NYC
 PROD: Chip Douglas
 8757 Wonderland Pk. Ave., L.A., Cal.
 PUB: Screen Gems BMI-711 5th Ave., NYC
 WRITER: John Stewart-FLIP: Goin' Down

CARAVAN

Bert Kaempfert(Decca)
 Les Paul(London)

COUNT THE WAYS

Society's Children(ATCO)

RED ROSES FOR A BLUE LADY

Al Hirt(RCA Victor)
 Ernie Freeman(Dunhill)

ALL MY LOVE

Billy Vaughn(Dot)

YOU'VE GOT YOUR TROUBLES

Cab Calloway(P.I.P.)

PLEASE SPEAK TO ME OF LOVE

Earl Wilson, Jr.(Mercury)

LITTLE SUNSHINE

Arnie Corrado(Columbia)

WHO'S SORRY NOW

Bobby Vinton(Epic)
 Guitar Underground(Project 3)

SPANISH EYES

Jerry Byrd(Monument)

THE SHEIK OF ARABY

Jim Kweskin Jug Band....(Reprise)

HOW COME YOU DO ME LIKE YOU DO?

John Davidson.....(Columbia)

STAR DUST

STARS FELL ON ALABAMA

Urbie Green/21 Trombones
 (Project 3)

LITTLE PEOPLE

SEND US A MIRACLE

Pony Sherrill(Pony)

SOLITUDE

ST. JAMES INFIRMARY

Eileen Romey....(Audio Fidelity)

FIDDLE FADDLE & 14 OTHER LEROY ANDERSON FAVORITES

Utah Symphony.....(Vanguard)



MILLS MUSIC, INC.

1790 Broadway
 New York, N.Y. 10019

#58
THERE WAS A TIME (3:35)
 James Brown-King 6144
 1540 Brewster Ave, Cinn, Ohio.
 PROD: James Brown (same address)
 PUB: Golo BMI (same address)
 WRITERS: J. Brown-M Hobgood
 ARR: J. Brown FLIP: I Can't Stand Myself

#59
NO SAD SONGS (2:18)
 Joe Simon-Sound Stage 7-2602
 530 W. Main St, Hendersonville, Tenn.
 PROD: J. R. Enterprises c/o Sound Stage 7
 PUB: Press BMI 905 16th Ave S., Nashville, Tenn
 WRITER: D. Carter ARR: Chips Moman
 FLIP: Come On And Get It

#60
VALLEY OF THE DOLLS (3:35)
 Oionne Warwick-Scepter 12203
 254 West 54 Street, NYC.
 PROD: Bacharach-David
 15 East 48 Street, NYC.
 PUB: Leo Feist ASCAP
 1350 Ave of the Americas, NYC.
 WRITERS: Andre Previn-Dory Previn
 ARR: Pat Williams
 FLIP: Say A Little Prayer

#61
GUITAR MAN (2:15)
 Elvis Presley-RCA 9425
 155 East 24th Street, NYC.
 PUB: Vector BMI
 823 Cammack Court, Nashville, Tenn.
 WRITER: Reed FLIP: Hi-Heel Sneakers

#62
DO UNTO ME (2:33)
 James & Bobby Purify-Bell 700
 1776 Broadway, NYC.
 PROD: Papa Don Schroeder
 3520 Rothschild Dr. Pensacola, Fla.
 PUB: Big 7 BMI 1631 Bway, NYC.
 WRITERS: M. Levey-G Illingworth-R. Grasso
 FLIP: Everybody Needs Somebody

#63 *
WALK AWAY RENEE (2:42)
 FOUR TOPS-Motown 1119
 2648 W. Grand Blvd. Detroit, Mich.
 PROD: Holland-Dozier c/o Motown
 PUB: Twin Tone BMI 200 W. 57 St. NYC.
 WRITERS: Brown-Calilli-Sansone
 FLIP: Your Love Is Wonderful

#64
GET OUT NOW (2:08)
 Tommy James & The Shondells-Roulette 7000
 1631 Broadway, NYC.
 PROD: Big Kahoona (same address)
 PUB: Patricia BMI (same address)
 WRITERS: R. Cordell-B. Gentry
 ARR: Calvert-Gentry-Cordell-Wisner
 FLIP: Wish It Were You

#65
CARMEN (3:39)
 Herb Alpert & Tijuana Brass-A&M 890
 1416 La Brea, Hollywood, Calif.
 PROD: Herb Alpert c/o A&M
 PUB: Irving BMI (same address)
 WRITERS: P.D.
 ARR: H. Alpert-Peter Matz FLIP: Love So Fine

#66
MALAYISHA (2:32)
 Miriam Makeba-Reprise 0654
 4000 Warner Blvd., Burbank, Calif.
 PROD: Jerry Ragovoy 219 W 79 St., NYC.
 PUB: Raj Kumar BMI 250 W 57 St., NYC.
 WRITERS: Makeba-Ragovoy ARR: Jimmy Wisner
 FLIP: Ring Bell Ring Bell

#67
NEXT PLANE TO LONNOON (2:30)
 Rose Garden-Atco 6510
 1841 Bway., NY, NY
 PROD: Greenstone York Pala Prod.
 7715 Sunset Blvd., L.A., Calif.
 PUB: Myrwood & Antlers Music BMI
 c/o Kenneth G. Gist, Jr.
 3696 Orcutt Rd., Santa Maria, Calif.
 FLIP: Flower Town

#68
SUNSHINE OF YOUR LOVE (3:03)
 The Cream-Atco 6544
 1841 Bway, NYC.
 PROD: Felix Pappalardi c/o Atco
 PUB: Dratleaf BMI 130 W. 57 St., NYC.
 WRITERS: J. Bruce-P. Brown-E. Clapton
 FLIP: Swlabr

#69
HEY LITTLE ONE (2:27)
 Glen Campbell-Capitol 2076
 1750 N. Vine, Hollywood, Calif.
 PROD: Al DeLory c/o Capitol
 PUB: Sherman-DeVorzon BMI
 6290 Sunset, Hollywood, Calif.
 WRITERS: Dorsey Burnett-Barry DeVorzon
 ARR: Al DeLory FLIP: My Baby's Gone

#70
EXPLOSION IN MY SOUL (2:19)
 Soul Survivors-Crimson 1012
 1005 Chestnut St., Phila., Pa.
 PROD: Gamble, Huff, 250 S. Broad St. Phila, Pa.
 PUB: Double Diamond BMI,
 250 S. Broad St., Phila., Pa.
 Downstairs BMI, 5412 Osage Ave., Phila, Pa.
 WRITERS: K. Gamble, L. Huff
 FLIP: Dathon's Theme

#71 *
HI-HEEL SNEAKERS (2:44)
 Elvis Presley-RCA 9425
 155 East 24 St. NYC.
 PUB: Meda BMI 234 W. 56 St. NYC.
 WRITER: Higginbotham
 FLIP: Guitar Man

#72
EVERYBODY KNOWS (2:15)
 Oave Clark Five-Epic 10265
 51 West 52nd Street, NYC.
 PROD: Dave Clark c/o Epic
 PUB: Francis, Day & Hunter ASCAP
 745 Fifth Ave., NYC.
 WRITERS: L. Reed-B. Mason
 ARR: Les Reed FLIP: Inside & Out

#73
PERSONALITY-CHANTILLY LACE (3:34)
 Mitch Ryder-Dynavoice 905
 c/o Dot 101 West 55 St., NYC.
 PROD: Bob Crewe 1841 Bway, NYC.
 PUB: Lloyd & Logan BMI (Personality)
 608 5th Ave., NYC-Glad BMI (Chantilly Lace)
 314 East 11th St., Houston, Texas.
 WRITERS: Lloyd-Price (Personality)
 Richardson (Chantilly Lace)
 ARR: Bob Crewe FLIP: I Make A Fool Of Myself

#74
COUNT THE DAYS (2:36)
 Inez & Charlie Foxx-Dynamo 112
 240 West 55th Street, NYC.
 PROD: Charlie Foxx c/o Dynamo
 PUB: Catalogue BMI & C&I BMI (same address)
 WRITERS: Charlie Foxx-Jerry Williams-
 Brooks O'Dell-Yvonne Williams.
 ARR: Richard Rome-Jerry Williams
 FLIP: A Stranger I Don't Know

#75
CARPET MAN (2:48)
 5th Dimension-Soul City 762
 6920 Sunset Blvd., H'wood, Calif.
 PROD: Bones Howe
 4447 Cromwell Ave., L.A., Calif.
 PUB: Johnny Rivers BMI
 6920 Sunset Blvd., H'wood, Calif.
 WRITER: Jim Webb ARR: Jim Webb
 FLIP: Magic Garden

#76
TO EACH HIS OWN (3:03)
 Frankie Laine-ABC 11032
 1330 Ave of the Americas, NYC.
 PROD: Bob Thiele c/o ABC
 PUB: Paramount ASCAP 1501 Bway, NYC.
 WRITERS: J. Livingston-R. Evans
 ARR: Peter De Angelis
 FLIP: I'm Happy To Hear You're Sorry

#77
CROSS MY HEART (3:00)
 Bill Stewart-Chess 2002
 320 E. 21 St., Chicago, Ill.
 PROD: Davis-Caston c/o Chess
 PUB: Chevis BMI c/o Chess
 WRITERS: Pinchback-Henderson-Haygood
 ARR: Stepany-Barge
 FLIP: Why Do I Love You So

#78 *
HERE COMES THE RAIN, BABY (2:26)
 Eddy Arnold-RCA 9437
 155 East 24 Street, NYC.
 PROD: Chet Atkins c/o RCA
 806 17 Ave. S., Nashville, Tenn.
 PUB: Acuff Rose BMI
 2510 Franklin Rd. Nashville, Tenn.
 WRITER: Newbury ARR: Bill Walker
 FLIP: The World I Used To Know

#79
MISSION IMPOSSIBLE (2:31)
 Lalo Schifrin-Dot 17059
 1507 N. Vine, Hollywood, Calif.
 PROD: Tom Mack c/o Dot
 PUB: Bruin BMI 780 N. Gower, H'wood, Calif
 WRITER: Lalo Schifrin ARR: Lalo Schifrin
 FLIP: Jim On The Move

#80
COLD FEET (2:43) Albert King-Stax 241
 1841 Broadway, NYC.
 PROD: Al Jackson Jr., c/o Stax
 PUB: East BMI
 926 E. McLemore Ave. Memphis, Tenn.
 WRITERS: Albert King-Al Jackson Jr.
 FLIP: You Sure Drive A Hard Bargain

#81 *
JUST DROPPED IN (3:20)
 First Edition-Reprise 0655
 4000 Warner Blvd. Burbank, Calif.
 PROD: Mike Post c/o Reprise
 PUB: Acuff Rose BMI
 2510 Franklin Rd. Nashville, Tenn.
 WRITER: Micky Neubury ARR: Mike Post
 FLIP: Shadow In The Corner Of Your Mind

#82
A WORKING MAN'S PRAYER (3:15)
 Arthur Prysock-Verve 10574
 1350 Ave of the Americas, NYC.
 PROD: Hy Weiss 200 W. 57 St. NYC.
 PUB: FLOMAR BMI 254 W. 54 St, NYC
 Sark BMI 315 W. 57 St. NYC.
 WRITERS: Ed Bruce ARR: Mort Garson
 FLIP: No More In Life

#83
A MAN NEEDS A WOMAN (2:31)
 James Carr-Goldwax 332
 1776 Broadway, NYC.
 PROD: Quinton Claunch-Rudolph Russell
 2445 Chelsea Ave, Memphis, Tenn.
 PUB: Rise BMI 3397 Renault St., Memphis, Tenn.
 Aim BMI 1776 Broadway, NYC.
 WRITER: O. McClinton
 FLIP: Stronger Than Love

#84
A LITTLE RAIN MUST FALL (2:24)
 Epic Splendor-Hot Biscuit Disc Co. 1450
 c/o Capitol, 1750 N. Vine, H'wood, Cal.
 PROD: John Boylan c/o Koppelman & Rubin
 1650 Broadway, NYC.
 PUB: Chardon BMI-1650 Bway, NYC.
 WRITER: Richard Fishbaugh
 ARR: Trade Martin FLIP: Cowboys & Indians

#85*

LOOK, HERE COMES THE SUN (2:53)
 Sunshine Co.-Imperial 66280
 6920 Sunset Blvd. H'wood, Calif.
 PROD: Joe Saraceno c/o Imperial
 PUB: Chardon BMI 1650 Bway, NYC.
 WRITERS: J. Boylan-T. Boylan
 ARR: Geo. Tipton FLIP: Its Sunday

#86*

A MILLION TO ONE (2:45)
 Five Stairsteps-Buddah 26
 1650 Broadway, NYC.
 PROD: Clarence Burke, Jr.
 c/o Kama Sutra, 1650 Bway, NYC.
 PUB: Jobete BMI
 2648 W. Grand Blvd. Detroit, Mich.
 WRITER: P. Medley FLIP: You Make Me So Mad

#87

UNITED Part I (2:32) Music Makers-Gamble 210
 1650 Broadway, NYC.
 PROD: Gamble-Huff, 250 S. Broad St. Phila, Pa.
 PUB: Razor Sharp BMI 250 S. Broad St, Phila, Pa.
 Block Buster BMI, 919 N. Broad St, Phila, Pa.
 WRITERS: R. Gamble, L. Huff
 FLIP: United Part II

#88*

THANK YOU VERY MUCH (2:30)
 Scaffold-Bell 701
 1776 Broadway, NYC.
 PROD: Tony Palmer, London, Eng.
 PUB: Felicia BMI 1780 Bway, NYC.
 WRITER: McGear ARR: Harry Robinson
 FLIP: Ide B The First

#89*

NIGHT FO' LAST (2:34)
 Shorty Long-Soul 35040
 2648 W. Grand Blvd. Detroit, Mich.
 PROD: Holland-Dozier c/o Soul
 PUB: Jobete BMI (same address)
 WRITERS: Paul-Long FLIP: Night Fo' Last

#90

STOP (2:43) Howard Tate-Verve 10573
 1350 Ave. of the Americas, NYC.
 PROD: Jerry Ragovoy 219 W. 79 St., NYC.
 PUB: Rag Mar BMI 219 W. 79 St., NYC.
 Rumbalero BMI 1619 Bway, NYC.
 WRITERS: Shuman-Ragovoy
 ARR: Garry Sherman FLIP: Shoot 'Em All Down

#91

UP TIGHT GOOD MAN (2:39)
 Laura Lee-Chess 2030
 320 E. 21 St., Chicago, Ill.
 PROD: Rick Hall
 603 E. Avalon, Muscle Shoals, Ala.
 PUB: Fame BMI c/o Rick Hall
 WRITERS: D. Penn-L. Holdham
 ARR: Rick Hall & Staff
 FLIP: Wanted! Lover No Experience Necessary

#92

TRY IT (2:40)
 Ohio Express-Cameo 2001
 c/o MGM 1350 Ave. of the Americas, NYC.
 PROD: J. Katz-Jerry Kaseneta
 165 West 46 Street, NYC.
 PUB: Blackwood BMI 1650 Bway, NYC.
 WRITERS: J. Levine-M. Bellack
 FLIP: Soul Struttin'

#93

IT'S NOT EASY (2:53) Will-O-Bees -Date 1583
 51 West 52 Street, NYC.
 PROD: Bill Traut 25 E. Chestnut St, Chicago, Ill.
 PUB: Screen Gems/Columbia BMI 711 5th Ave, NYC.
 WRITERS: B. Mann-C. Weil ARR: Shorty Rogers
 FLIP: Looking Glass

#94

TOYLAND (2:35) Alan Bown-Music Factory 402
 1350 Ave. of the Americas, NYC.
 PROD: Mike Hurst, London, England
 PUB: Bramdene BMI 565 5th Ave., NYC.
 WRITERS: Catchpole-Roden
 FLIP: Technicolor Dream

#95

Love Explosions (2:55)
 Troy Keyes-ABC 11027
 1330 Ave. of the Americas, NYC.
 PROD: George Kerr c/o ABC
 PUB: Zira BMI P.O. Box 53, NYC.
 Floteca BMI 515 Madison Ave., NYC.
 WRITERS: G. Kerr-G. Harrison
 ARR: Richard Tee FLIP: I'm Crying (Inside)

#96

WITHOUT LOVE (THERE IS NOTHING) (3:43)
 Oscar Toney, Jr.-Bell 699
 1776 Broadway, NYC.
 PROD: Papa Don Schroeder
 3520 Rothschild Dr. Pensacola, Fla.
 PUB: Progressive BMI 1619 Bway, NYC.
 Suffolk BMI 10 Columbus Circle, NYC.
 WRITER: Danny Small
 FLIP: A Love That Never Grows Cold

#97*

FUNKY WAY (2:57) Calvin Arnold-Venture 605
 c/o MGM 1350 Ave of the Americas, NYC.
 PROD: Cooper-Paul c/o Venture
 8350 Wilshire Blvd. L.A. Calif.
 PUB: Mikim BMI 8350 Wilshire Blvd. L.A. Calif.
 WRITER: C. Arnold FLIP: Snatchin' Back

#98*

WHERE IS MY MIND (2:43)
 Vanilla Fudge-Atco 6554
 1841 Broadway, NYC.
 PROD: Shadow Morton for Community
 1650 Broadway, NYC.
 PUB: Cotillion BMI 1841 Bway, NYC.
 Vanilla Fudge BMI
 WRITER: Mark Stein FLIP: The Look Of Love

#99*

CAB DRIVER (2:45) Mills Bros.-Dot 17041
 1507 N. Vine, Hollywood, Calif.
 PROD: Chas. R. Green
 120 E. Hartsdale Ave, Hartsdale, N.Y.
 PUB: Black Hawk BMI
 1800 N. Argyle Ave, H'wood, Calif.
 WRITER: C Carson Parks
 ARR: Sy Oliver FLIP: Fortuosity

#100*

QUESTION OF TEMPERATURE (2:36)
 Balloon Farm-Laurie 3405
 165 West 46 Street, NYC.
 PROD: Laurie (same address)
 Peter Shekeryk 1619 Bway, NYC.
 PUB: Hugo & Luigi BMI 1619 Bway, NYC.
 WRITERS: M. Appel-E. Schnug-D. Henny
 FLIP: Hurtin' For Your Love

THE HIT SOUND OF SOUL!

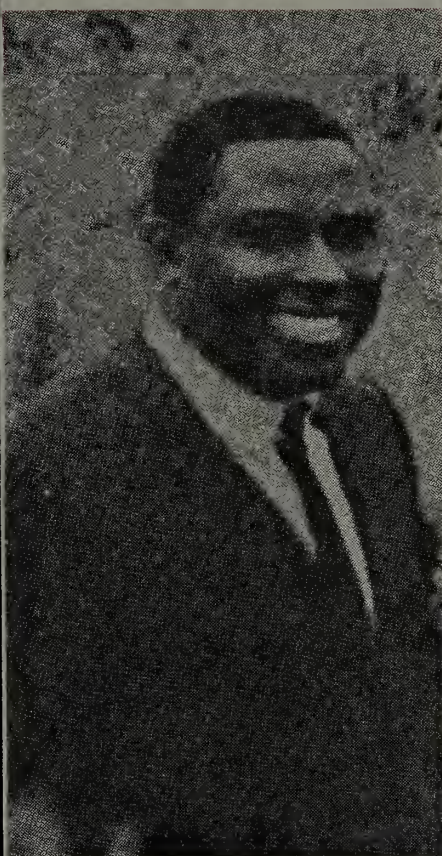


THE SWEET INSPIRATIONS

"SWEET INSPIRATION"

Atlantic 2476

Produced by TOM DOWD & TOMMY COGBILL

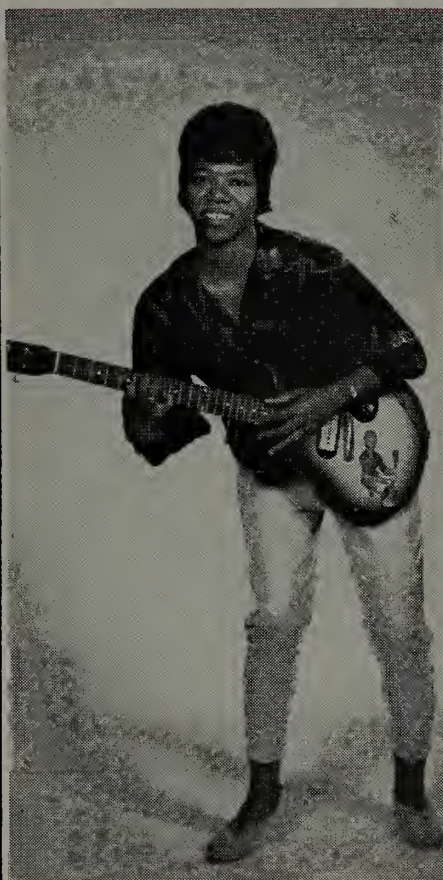


JIMMY JAMES & THE VAGABONDS

"COME TO ME SOFTLY"

Atco 6551

Produced by JIMMY JAMES & PETER MEADEN



BARBARA LYNN

"THIS IS THE THANKS I GET"

Atlantic 2450

Produced by HUEY P. MEAUX



FREDDY & THE KINFOLK

"THE GOAT"

Dade 2016

Produced by MARLIN PRODUCTIONS

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

- | | | | |
|--|--|--|--|
| <p>1 NO ONE KNOWS
(Pocket Full Of Tunes—BMI)
Every Mothers Son (MGM 13887)</p> <p>2 BLESSED ARE THE LONELY
(Sons of Ginza—BMI)
Robert Knight (Rising Sons 707)</p> <p>3 LA-LA MEANS I LOVE YOU
(Nickel—Shoe—BMI)
Delfonics (Philly Groove 150)</p> <p>4 DO WHAT YOU GOTTA DO
(Johnny Rivers—BMI)
Al Wilson (Soul City 761)</p> <p>5 BURNING SPEAR
(Discus—BMI)
Soulful Strings (Cadet 5576)</p> <p>6 JEZEBEL
(Hill & Range—BMI)
Rumbles Ltd. (Mercury 72723)</p> <p>7 BIRDS OF A FEATHER
(Lowery—BMI)
Joe South (Capitol 2060)</p> <p>8 RED, GREEN, YELLOW & BLUE
(Il—Gatto—BMI)
Dickey Lee (Atco 6546)</p> <p>9 PLAYBOY
(Acuff—Rose—BMI)
Gene & Debbe (TRX 5006)</p> <p>10 UP, UP & AWAY
(Johnny Rivers—BMI)
Hugh Masakela (UNI 55037)</p> <p>11 7:30 GUIDED TOUR
(Sunnybrook—BMI)
Five Americans (Abnak 126)</p> <p>12 LET THE HEARTACHES BEGIN
(Januory—BMI)
Long John Baldry (Warner Bros. 7098)</p> <p>13 NEVER EVER
(Felicia—BMI)
Peter & Gordon (Copitol 2071)</p> | <p>14 LOVE IS BLUE
(Crom—ASCAP)
Mammy Kelleem (Epic 10282)</p> <p>15 LICKIN' STICK
(Webb IV—BMI)
George Porrence & Naturals (Shout 224)</p> <p>16 SOUL COAXIN
(Southern—ASCAP)
Raymond LeFevre (Four Corners 147)</p> <p>17 TRESPASSIN'
(Cudda Pane—BMI)
Ohio Players, (Compass 7015)</p> <p>18 YOU HAVEN'T SEEN MY LOVE
(Jobete—BMI)
The Ones (Motown 1117)</p> <p>19 YOU GOTTA BE LOVED
(Duchess—BMI)
Montanas (Independence B3)</p> <p>20 A LOVE THAT'S REAL
(Razor Sharp—BMI)
The Intruders (Gamble 209)</p> <p>21 PLEDGE OF LOVE
(Unart—BMI)
Bobby Goldsboro (United Artists 50224)</p> <p>22 OCTOBER COUNTRY
(Livinglegend—BMI)
The October Country (Epic 10252)</p> <p>23 SHOW TIME
(Windgate—BMI)
Detroit Emaralds (Ric Tic 135)</p> <p>24 CAMELOT
(Chappell—ASCAP)
King Richard's Fluegel Knights (MTA 138)</p> <p>25 YOU DON'T HAVE TO SAY YOU LOVE ME
(Robbins—ASCAP)
Four Sonics (Sport 110)</p> | <p>26 SUNSHINE HELP ME
(Essex—ASCAP)
Spooky Tooth (Mola 587)</p> <p>27 A HOUSE BUILT ON SAND
(Trousdale—BMI)
Leslie Uggams (Atlantic 2469)</p> <p>28 BABY PLEASE DON'T GO
(Music Corp.—BMI)
Amboy Dukes (Mainstream 676)</p> <p>29 UNCHAIN MY HEART
(Teepee—ASCAP)
Herbie Mann (A&M 896)</p> <p>30 BREAK MY MIND
(Windward Side—BMI)
Bobby Wood (MGM 13797)</p> <p>31 QUICKSAND
(Whitfield—BMI)
Youngbloods (RCA Victor 9422)</p> <p>32 LOVE IS ALL AROUND
(Dick James—BMI)
Troggs (Fontana 1607)</p> <p>33 IT'S A GASS
(Crazy—Cajun—BMI)
Hombres (Verve Forecast 5076)</p> <p>34 ANOTHE TIME
(Since—BMI)
Sagittarius (Columbia 44393)</p> <p>35 NIGHTS IN WHITE SATIN
(Essex—ASCAP)
Moody Blues (Deram B5023)</p> <p>36 DEAR DELILAH
(Egg—BMI)
Grapefruit (Equinox 70000)</p> <p>37 I WISH I HAD TIME
(Shefyan—BMI)
Last Word (Atco 6542)</p> <p>38 I'M GONNA MAKE YOU LOVE ME
(Actthree—BMI)
Modeline Dell (Mod 1007)</p> | <p>39 I LOVE HOW YOU LOVE ME
(Screen Gems—Columbia—BMI)
Claudine Longet (A & M B97)</p> <p>40 THAT'S ALL RIGHT
(Duchess—BMI)
Brenda Lee (Decca 32248)</p> <p>41 I NEED A WOMAN OF MY OWN
(Cotologue—BMI)
Tommy Hunt (Dyamo 13)</p> <p>42 THE GOOSE
(Le Baron—BMI)
Parliaments (Revilot 214)</p> <p>43 TO BE MY GIRL
(Don—BMI)
John Roberts (Duke 429)</p> <p>44 BALLAD OF BONNIE & CLYDE
(Peer—BMI)
Georgie Fame (Epic 10283)</p> <p>45 ANGEL OF THE MORNING
(Blackwood—BMI)
Danny Michaels (Lhi 1202)</p> <p>46 NEVER TOO MUCH LOVE
(Curton—BMI)
Bards (Capitol 204)</p> <p>47 COME RIDE, COME RIDE
(Thirty Four—La-Brea—ASCAP)
Merry-Go-Round (A&M B99)</p> <p>48 DANCE TO THE MUSIC
(Doly City—BMI)
Sly & Family (Epic 10256)</p> <p>49 CAN'T SHAKE THIS FEELING
(Pocket Full of Tunes, Vantone—BMI)
Carmel (MGM 13869)</p> <p>50 SOMEBODY'S SLEEPING
(East—BMI)
Johnny Taylor (Stax 235)</p> |
|--|--|--|--|



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**Bobby Patterson
& The Mustangs**



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STEREO

Ultimate Spinach



SE-4518 ULTIMATE SPINACH

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CashBox Platter Spinner Patter

Steve Schulman, indie promo man for the Philadelphia, Baltimore, and Washington areas, has used his experience to formulate "My Ten Commandments of Promotion," which he is presenting to his area radio people. They are as follows: 1. I Shall Not Hype. (Well, "Just a little bit.") 2. I Will Work Only On Records I Believe In. 3. I Will Try My Best to Cooperate with My DJ Friends in Their Moment of Dire Need. (Artists for hops.) 4. I Will Fulfill All My Promises. (No hype.) 5. ? 6. I Shall Not Let A DJ, PD, or Music Director Ever Pick Up A Check. (Unless he says please.) 7. I Will Never Quote Figures. (Unless I have them written down.) 8. I Shall Provide Proof of Every Area Breakout I Mention. (I'll need a few days.) 9. I Shall Keep All Music Directors, PD's and DJ's Informed on the Progress of My Records. (Even if it hurts.) 10. I Will Try to Understand the Thinking of Music Directors. (And then have a drink.) As you can see, Schulman is bidding fair to become the Moses of the promo business.

WABC-New York has inaugurated a "Look-Alike" contest as one of the means to introduce its newest air personality, Roby Yonge (1-3 P.M., Monday-Saturday). The outlet is paying \$100 apiece for the nearest likeness, the worst picture, the most outlandish picture, and the funniest picture "resembling" Roby Yonge. A rash of entrants from Miami, Florida, is due to the fact that Yonge hails from Miami where he worked for WQAM Radio. In the evening hours, listeners in Miami and throughout the country are able to pick up WABC because of its powerful 50,000 watt clear channel signal. The contest is being promoted on all of WABC's programs, one of which is the Charlie Greer Show, a show that comes in "loud and clear" according to people in Miami. On hearing of a contest involving a familiar name and friend, listeners began bombarding WQAM with requests for pictures of Roby to use as the basis for their entries. Actual photos are not permitted as entries. Yonge's comment, when told about the long distance contestants, was, "Wouldn't it be the wildest thing if all four winners come from Miami?"

KBMS-Los Angeles was presented with the "101 Strings International Musical Achievement Award" recently by Budget Sound, Inc., for "programming the best in adult, popular instrumental music." The presentation was made by Al Sherman, president of Budget Sound, at the Villa Capri in Hollywood. The award was first instituted in 1966. KBMS programs 54 minutes of music every hour, every day. Call letters suggest it is the "Beautiful Music Station."

Paul Moverman, music director of two-year-old WXX-Providence, R.I., 100 milowatt outlet run entirely by six teenagers, is interested in receiving pop rock records.

The Community Affairs Department of WNEW-New York will be the recipient of a special citation from Mayor Lindsay on January 29, according to an announcement by Harvey L. Glascock, vice president and general manager of WNEW. The citation, a Mayoral Award of Appreciation, is for WNEW's public service efforts on behalf of the Volunteer Coordinating Council of New York City. Mayor Lindsay will make the presentation at City Hall to WNEW Radio program director Richard Carr, who will accept the award for the station's Community Affairs Department.

AFTRA and WNJR-Newark have agreed on a new contract, thus ending the five month old strike of staff announcers at the New Jersey outlet. The announcement was made by Kenneth Groot, executive secretary of AFTRA's New York Local. The New York Local Board of AFTRA ratified

a new agreement with the station, a subsidiary of Rollins Broadcasting Corporation, AFTRA executives, prior to the contract's ratification by the New York Local Board, met with WNJR's announcers, all of whom recommended acceptance of the package.

The Federal Communications Commission in Washington, D.C., has announced the approval of a change in ownership of KONO and KITY-FM-San Antonio. Thus, all ownership in the two radio outlets has been transferred to Jack Roth of San Antonio. Jack Roth is the son of Eugene J. Roth, who founded both stations. The sale ensures that ownership will remain in the same family that has operated KONO for forty-one years and KITY-FM for more than twenty years. KONO commenced broadcasting on January 27, 1927. KITY-FM began broadcasting in 1947 with the original call letters KONO-FM. Under the sale agreement, Jack Roth will purchase all stock of Mission Central Company. Stockholders currently are Jack Roth, Eugene J. Roth, Bob A. Roth, and James M. Brown. Mission Central Company is the licensee of stations KONO and KITY-FM. The sale agreement also provides for the purchase by Jack Roth of all stock in Mission East Company, which owns and operates WRIZ-Coral Gables, Fla. Mission East Company is presently owned by the same individuals who hold stock in Mission Central Company. Both companies are subsidiaries of Mission Broadcasting Company of San Antonio.



PROMO LUNCH AND LAW: Steve Schulman, indie promo man for the Philadelphia, Baltimore, and Washington areas, (r.), presents deejay Fat Daddy of WWIN-Baltimore with lunch and the Ten Commandments of Promotion which Schulman recently wrote. Fat Daddy seems pleased with the Commandments and/or lunch. See story this page.

SPUTTERS: WJBK-Detroit's Norm Lenhardt, the "Dean of Detroit Newscasters," was honored recently at a retirement dinner at the Poutchartrain Hotel.

VITAL STATISTICS: T. J. Johnson has resigned as music director at WOR-FM-New York. . . . Les Crane is handling the afternoon drive-time program on KLAC-Los Angeles. . . . Frankie Crocker has climbed aboard the 6-9 P.M. slot at KGFI-Los Angeles form WWRL-New York. . . . Nat Stevens has been named program director for WPEC-Harrisburg, Pa. . . . Cliff Cole has taken to the air on WUNI-Mobile's Nightline. . . . Jon R. Esther has taken over the nightly talk show on WOKY-Milwaukee. . . . The Jim Horne Program has debuted on KDKA-Pittsburgh. . . . Jonathan Spring has joined KING-Seattle as morning man, replacing Frosty Fowler, veteran radio personality who is retiring from broadcasting.

CHIPMUNKS – DOLITTLE HEADING FOR A MILLION!



SUM-1300/SUS-5300

OTHER NEW SUNSET RELEASES



SUM-1187/SUS-5187



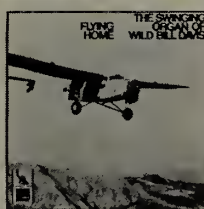
SUM-1188/SUS-5188



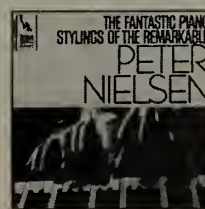
SUM-1189/SUS-5189



SUM-1190/SUS-5190



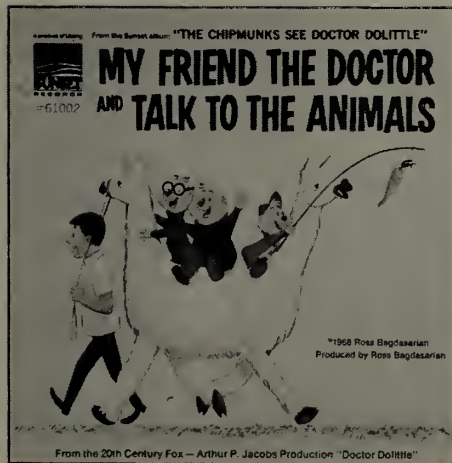
SUM-1191/SUS-5191



SUM-1193/SUS-5193



SUM-1195/SUS-5195



S-61002

“MY FRIEND THE DOCTOR”
“TALK TO THE ANIMALS”*

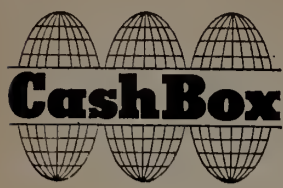
* Nominated for
Academy Awards

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CashBox Record Reviews

Picks of the Week

MARLENA SHAW (Cadet 5592)

Matchmaker, Matchmaker (2:58) [Sunbeam, BMI-Bock, Harnick]

Hedging the boundaries between easy-listening, r&b and jazz, Marlena Shaw serves up a tasty new reading of the "Fiddler on the Roof" favorite which could carry off honors in each of the three areas. Blues waltz tempo and a styling that smacks of Nancy Wilson turn the near-standard into a new song with plenty of programming possibilities. Flip: "A Couple of Losers" (2:25) [Corda, ASCAP-Corda, Wilson]

Newcomer Picks

VIVIAN REED (Epic 10290)

Baby, Baby (2:59) [Glaser, BMI-Glaser, Payne]

Tremendous vocal work from Vivian Reed should prove a decisive draw for pop and r&b fans on this solid sequel to "Woman, Woman." Penned by the authors of the Union Gap blockbuster, this lid is a nearly identical session with lyrics that offer the viewpoint of the woman-in-question and features a promise of fidelity smashingly sung by a grand new talent. Flip: "I" (2:34) [Saturday, BMI-Brown, Knight]

JO ARMSTEAD (Giant 701)

I Feel An Urge Coming On (2:28) [Colfam, BMI-Armstead]

Plenty of socking rhythmic and a terrific femme chant should put Jo Armstead high in the running for an r&b breakout and pop spillover. Dance spots will find this side well received, and blues listeners are bound to spark sales action for the blockbusting side. Flip: "I Who Love You So" (3:00) [Colfam, BMI-Middlebrook] Giant Records is located in Chicago.

PLASTIC PENNY (Bell 703)

Everything I Am (2:17) [Press, BMI-Penn, Oldham]

Making the most of a splendid track, the Plastic Penny premieres with a powerful song that gained attention in the Box Tops' LP. Slow and steady percussion, dramatic orchestration and an outstanding vocal performance should have the pop and r&b deejays hopping on this side. Good exposure and sales in store. Flip: "No Pleasure Without Pain My Love" (2:40) [Dick James, BMI-Keith, Raymond]

BERKELEY KITES (Minaret 132)

Hang Up City (2:20) [Chu-Fin, BMI-Benninghoff]

Throbbing rhythm and a down-keyed atmosphere should turn on teen listeners and discotheque spinners to this fine rock track from the new Berkeley Kites. Lyrical draw and a good group sound are the elements that will be gaining a reputation for the team via this solid outing. Flip info not available at present.

FORMATIONS (MGM 13899)

At the Top of the Stairs (2:19) [Double Diamond, Mured, BMI-Huff, Akines]

Another new master purchase out of the blooming Philadelphia blues-rock marketplace, this track shows promise of scoring with pop and r&b audiences. The steady mid-speed beat packs a good dance rhythm in behind delicious orking and a fine vocal. Could soar on the best-seller lists. Flip: "Magic Melody" (1:52) [Same pubs, BMI-Akines, Drayton]

Best Bets

RAMSEY LEWIS (Cadet 5593)

Bear Marsh (3:00) [Ramsel, BMI-Evans] Latin flavored jazz outing with the piano styling of Ramsey Lewis. Should be a sizeable side with pop followers of the artist and his r&b listeners as well as new-found Latin fans. Flip: "The Look of Love" (3:05) [Colgems, ASCAP-David, Bacharach] Easy-listening side in a slow soft vein. This flip could well turn out the favored lid.

FARON TAYLOR (Columbia 44428)

Blue Eyed Soul (2:50) [Saturday, BMI-Kasha, Hirschhorn] Female vocal delivered with a terrific appeal by Faron Taylor, and a song that should gain favor in the pop and r&b marketplaces looks like an item that could become a sleeper. Fine slow ballad session with a punchy beat. Flip: "It's All In the Game" (2:52) [Remick, ASCAP-Sigman, Dawes]

GLADYS KNIGHT & PIPS (Flashback 33)

Letter Full of Tears (2:48) [Betablin, BMI-Covay] Coming off a number-one Soul record, this year's back side from Gladys Knight and the Pips could expect to receive a sales boost by old fans and the many new followers of the team. Easy-going lilter with super-charged emotional impact. Flip: "Giving Up" (2:56) [Trio, BMI-McCoy] Flashback Records available through Bell.

BLUE CHEER (Philips 40516)

Summertime Blues (3:43) [American, BMI-Cochran, Capehart] Terrific application of the West Coast instrumental sound to rock-standard "Summertime Blues" adds a new look to the oldie, and blues delivery of the lyric could turn this side into a breakout side. Expect a great future for the team. Flip: No info available.

PORTER'S POPULAR PREACHERS (RCA Victor 9436)

Tell Me Is God Dead? (2:52) [Sunbury, ASCAP-Porter] Latin-Gospel combination serves as a springboard into a new sound venture. Out-of-the-ordinary track that could be widely accepted by many format shows outside the straight Gospel spots. Flip: "He's Got the Whole World In His Hands" (2:35) [Sunbury, ASCAP-Arr: Lerner]

APPLE PIE MOTHERHOOD BAND (Atlantic 2477)

Long Live Apple Pie (2:55) [Oakdale, Cotillion, BMI-Labes] Unusual union of a snappy rythm and lively orchestration with slow vocal work attains an unusual effect for openers and shifts into a multi-segment session with appeal to rock listeners and audiences attuned to West Coast workings. Flip: "Flight Path" (2:20) [Same pubs, BMI-Labes, Barnaby]

Best Bets

BUDDY GRECO (Reprise 0657)

This Is Your Life (3:00) [Madelon, BMI-Webb] Melodic ballad with interest attracting lyrics well performed by Buddy Greco. Sitting the fence between pop and easy-listening, the side could catch the best of both markets. Flip: "Girl Talk" (3:14) [Consul, ASCAP-Hefti, Troup]

BOBBI MARTIN (United Artists 50253)

Only You (And You Alone) (2:28) [Hollis, BMI-Ram, Rand] Sounding much like Connie Francis, Bobbi Martin debuts on UA with a country flavored updating of the years back Platters hit. Could gain easy listening attention. Flip: "Would You Believe" (2:40) [Unart, BMI-Rogers]

TOMMY BROOKS (InArts 106)

Foolish Pride (2:12) [Saloon, BMI-Burnette] Ambling blues ballad with a very fine vocal from Tommy Brooks sits between pop and r&b sounds and is likely to catch a chunk of both markets. Beautifully produced side. Flip: "Fly Away & Hurry Home" [Al Gallico, BMI-Burnette]

KEN WILLIAMS (Okeh 7303)

Baby If You Were Gone (2:50) [Daedalus, BMI-Sturm, Williams] Excellent vocal sound and delivery from Ken Williams and a sparkling handling of the orchestral backdrop could put this side into the blues and pop pictures. Flip: "Come Back" (2:45) [Daedalus, BMI-Williams]

BOBBY BLAND (Duke 432)

Driftn' Blues (3:20) [Travis, BMI-Moore, Williams, Brown] Down-home blues from Bobby Bland always gets a fine greeting and this track's fine showcase of vocal power should turn out to be one of Bland's biggest in a long while. Flip: "A Piece of Gold" (2:23) [Don, BMI-Woods]

MYSTIC, ASTROLOGIC, CRYSTAL BAND (Carole 1004)

Flowers Never Cry (2:18) [Neil, Mirby, Alys-Palsy, BMI-Hoffman] Lovely group chorale effect on this building rock-ballad outing could be the center of attention that gains breakout acceptance. Flip: "Early Dawn" (2:05) [Same credits]

CLICK (Laurie 3419)

Girl With A Mind (2:58) [Bornwin, BMI-Horning] Rock variation on the blues waltz tempo showcase the soft vocal sounds of the Click and a lyrical venture that could catch fire in the teen market. Good effort. Flip: "Rainmaker" (3:07) [Bornwin, Roznique, BMI-Horning]

IMPLEMENTS (Loma 2087)

Ole Man Soul (Parts 1 & 2) (2:30 & 2:25) [Zira, BMI-Members, Harper, Poindexter] R&B revamping of the "Old MacDonald" idea, the farm here being inhabited by a series of blues best-selling artists. Off-beat enough to attract exposure.

MAMSELLES (ABC 11040)

It Won't Take Much To Bring Me Back (2:44) [Pamco, Zira, BMI-Poindexter, Harper, Poindexter] Slow lover's ballad for the r&b audience spotlighting a splendid femme lead and some strong orchestral work behind her. Fine production with hit prospect. Flip: "Open Up Your Heart" (2:20) [Same credits.]

CAROL LAWRENCE (RCA Victor 9442)

It's Enough to Make A Lady Fall in Love (2:30) [Chappell-Styne, ASCAP-Harburg, Styne] Cute song from the soon-to-open "Darling of the Day" show features the vocal talent of Carol Lawrence on a splendid lyricized lilter. Flip: "So In Love" (2:34) [Buxton Hill, ASCAP-Porter]

SAMMY KAYE (Decca 32258)

The Glory of Love (2:16) [Schapiro, Bernstein, ASCAP-Hill] Renewed interest in the standard "Glory of Love" as a result of "Guess Who's Coming to Dinner" should give this up-tempo arrangement by Sammy Kaye an extra plus in gaining sales impetus. Fine swing session. Flip: "Talk to the Animals" (2:32) [Hastings, BMI-Bricusse]

CHOIR (Roulette 7005)

When You Were With Me (2:33) [Big 7/T.J./N.G.D. - BMI - Bryson] Smooth ambling rock rhythm and a pretty vocal sound put the Choir well in the running for a hit via "When You Where With Me." Good teen-oriented track. Flip: "Changin' My Mind" (1:56) [Big 7, BMI-illingworth, Grasso, March]

CAROLYN SULLIVAN (Philips 40507)

Dead (2:43) [LeBill, BMI-Dillard, Huffman] Off-beat track that builds from a slow, quiet opening into a blues-filled ballad with the capability of scoring high in the r&b and pop fields. Flip: "Wow" (2:06) [LeBill, BMI-Smith]

BOBBY MOORE & RHYTHM ACES (Checker 1193)

I Wanna Be Your Man (2:30) [Fame, BMI-Moore] Outstanding r&b vocalizing and a hard-hitting beat on this down-hearted lover's plea could have hit impact with blues listeners. Flip: "I Won't Cry" (2:55) [Same credits]

CLARENCE MURRAY (SSS Int'l 730)

Baby, You Got It (2:32) [Shelby Singleton, BMI-Peters] Brother of Mickey "Shout Bamalama" Muray, Clarence follows right behind in the hit footsteps. First outing is a big-bright-bouncing blues chant full of r&b and pop appeal. Could turn out to be a blockbuster. Flip: No info available.

COLDER CHILDREN (Boutique 152)

I Don't Want You Girl (2:15) [Impeccable, Barmour, BMI-Felton] Shattering drive from heavy drum accents and a towering vocal give this side the dance and listen appeal to set it in motion with teen record fans. Could explode. Flip: "Memories" (2:10) [Same credits] Boutique Records, c/o Martin Bader, 19 W. 44th St., NYC.

ROSCOE ROBINSON (Sound Stage 7 2603)

Let Me Know (3:08) [Combine, BMI-Tubert, Ward] Slow lament highlighting the vocal and dramatic talent of Roscoe Robinson should spark a blues market action that could spill over into the pop field. Solid sound. Flip: "One Bo-Dillion Years" (2:01) [Cape Ann, BMI-Orange, Jarvis]

ROMAN REBELLION (RCA Victor 9443)

Every Groovy Day (2:33) [Hickey, DeSilvia, BMI-Alessandro, Rizzo] Pretty lilt in the rhythm and a splendid sounding vocal serve up a pretty showing of the Roman Rebellion. Side's light and lively style could start sales activity. Flip: "The Weather's Getting Bold" (2:10) [Same pubs, BMI-Alessandro, Rizzo]

DALE WARD (Monument 1052)

Don't Be Giving Away Your Love (2:08) [Famous, ASCAP-Millrose, Hess] Multi-track vocal on this softly sung, throbb ballad could be the key to a successful action in the pop field. Well made track. Flip: "Mama Don't Cry For Me" (3:00) [Combine, BMI-Wilson, Foster]

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CashBox Record Reviews

Best Bets

PUPPET (Grammy 1001)

Sally, Go Round the Roses [Winlyn, BMI-Sanders, Stevens] Steady rock beat and good vocal showing from the Puppet and a femme group should stir up action for this reworking of the years-back hit. Could break out. Flip: "Preppy Colored Personality" [Young City, BMI-Byrne, Ferrell]

PRINCE HAROLD (Spring 702)

Ain't It Amazing (2:36) [Gaucho, BMI-Thomas, Mason] Rhythm and blues fans will be familiar with the soft-mid-speed tempo of this outing, and they will likely be hearing a good deal of Prince Harold whose vocal work could bring home the action with this track. Flip: "Daddy's Coming Home" (2:30) [Gaucho, BMI-Thomas, Gay]

UP-SET (American Music Makers 007)

Autumn Concerto (2:45) [Jackpot, ASCAP-Fine, Wolfson] Bright ballad selection with a sweet performance that should have it clicking with middle-of-the-road stations and many shows with teen or easy listening fans. Flip: "You Need Love" (2:50) [BMI-Hollies] AMM Records, 310 Carlton House Hotel, Pittsburgh.

KITCHEN CINQ (Decca 32262)

For Never We Meet (3:13) [Palo Duro, Exquisite, Champion, BMI-Stark, Creamer] Nice pop blues side from the veterans. Slow arrangement makes it a possible for responses at the soft spinning and pop levels. Could score. Flip: "God Lovin'" (2:06) [Dun-dee, BMI-Reeves, Ewton]

SONNY CHILDE (Music Factory 403)

Handbags & Gladrag (2:55) [Immediate, BMI-d'Abo] Fine material taken from the British best-seller listings, and a slowed down vocal delivery from Sonny Childe on this side. Flip: "Love Is In the Air" (2:40) [Hastings, BMI-Pipkin, Pipkin, Doefield]

NIRVANA SITAR & STRING GROUP (Mr G 806)

Never My Love (2:01) [Sherman-De-Vorzon, ASCAP-Addrissi, Addrissi] Distinguished hit gone from Association to vocal Nirvana instrumental on a side that adds humor for a prospective teen and young adult audience. Pretty and distinctive rendering. Flip: "Nine O'Clock" (2:11) [Engagement, Matador, BMI-Murphy]

A SMALL WORLD (Mira 250)

The Life You Lead (2:40) [Aly, BMI-Howard] Soft vocalizing on an easy-going teen oriented lid give A Small World an appealing offering which could attract pop singer attention. Flip: "I See You" (1:50) [Mirwood, Magnagroove, BMI-Holeman]

BOOTS WALKER (Rust 5121)

Geraldine (2:30) [Ernie Maresca, ASCAP-Zerato] Driving rhythmic thrust sets up the possibility for a big teens response for this throbbing love song done in a near up-tempo speed, but with a smoothness generally overlooked. Fine track which could catch fire. Flip: "No One Knows" (2:20) [Schwartz, ASCAP-Maresca, Hecht] Rust Records distributed through Laurie Records.

LIL' WALLY (Jay Jay 343)

Mini Skirt [International Walters, ASCAP-Trace Romaine, Kozak] Leading polka performer comes across again with an up-to-the-minute tune featuring the vim and vigor that keep him high in the coin-op and specialty market. Flip: "Lawrence Welk Polka" [Same pub, ASCAP-Trace, Kozak] Two Polish polkas were also released on Jay Jay 344.

BLADES OF GRASS (Jubilee 5616)

Charlie & Fred (2:50) [Maribus, BMI-Clarke, Hicks, Nash] Tale of the common man set in a sharp mid-speed rhythm and done up with a delectable orchestral glamor could return the Blades of Grass to the best-seller lists. Flip: No info available.

GORDON FERNANDEZ (Fabor 343)

Look No More (2:45) [Farmer, ASCAP-McWain, Hickey] Attractive ballad in a lilting style with very fine vocal from Gordon Fernandez. Should delight many easy listening deejays and coin-operators. Flip: "Let Me Know" (2:35) [Farmer, ASCAP-McWain] Fabor Records, 342 Ward Ave., Honolulu.

RHETTA HUGHES (Columbia 44433)

The Best Thing You Ever Had (2:25) [T.M., BMI-Levine, Irwin, Schuster] Blues stylist Rhetta Hughes serves up a flashy track on this light near-mid-speed ambler that could find a warm response with easy listening and middle-of-the-road stations. Flip: "How Can I Leave You" (2:25) [Poz, ASCAP-Devens]

BONNIWELL MUSIC MACHINE (Warner Brothers 7162)

Me—Myself and I (2:00) [Thrush, Insert, BMI-Bonniwell] Unusual throbbing orchestrations thrust this song home on the listener and make it one that will be remembered particularly among teen followers. Could hit. Flip: "Soul Love" (3:31) [Same credits]

HOLLY ST. JAMES (ABC 11042)

Waiting For My Friend (2:25) [Ampco, ASCAP-Melly, Addison] Pop-oriented reading of the soft ballad from "Smashing Time," features a pretty orchestral backdrop and cute vocals from Holly St. James. Has good soft-spin appeal too. Flip: "Magic Moments" (2:15) [Damian, Winborn, ASCAP-DeAngelis, Lambert]

DAPPS (King 6147)

Bringing Up the Guitar (3:00) [Dynatone, BMI-Brown] James Brown penned instrumental that carries a zest which could score with r&b audiences. Very fine staccato track with plenty of dance appeal. Flip: "Gittin' A Little Hipper" (2:59) [Golo, BMI-Brown, Hobgood]

WAYNE BENNETT (Giant 703)

Rocking (2:25) [Colfam, BMI-Middlebrook] Funk lid with a taste of Chicago in the stylings and a lot of fine guitar work. Could find a favorable action in the r&b market. Flip: "Casanova" (2:29) [Colfam, WilRic, BMI-Middlebrook, Armstead]

GEORGE McCANNON III (Bell 702)

Without Your Sweet Lips on Mine (2:14) [Ridge, BMI-Taylor] Attractive handling of a mid-speed ballad shows up the vocal power of George McCannon III. Country flavor gives an unusual touch to the rock outing. Flip: "I Miss Her" (2:52) [Aim, BMI-Pinto]

MR. PERCOLATOR (WaxWell 002)

Got A Thing For You Baby (Parts 1 and 2) (2:30 & 2:25) [Linwall, BMI-Walters] Hard punching dance track with the beat of a James Brown song, and fine instrumental and vocal power to set things in motion with r&b listeners and many pop fans.

THINGS TO COME (Warner Brothers 7164)

Come Alive (3:00) [Things to Come, BMI-Ward] Deep-drumming effects and a low-keyed vocal (not connected to Pepsi Cola) add up to an exciting rock effort that could open up the teen market for the Things to Come. Flip: "Dancer" (2:43) [Same pub, BMI-Garo]

MARIANO MORENO (Capitol 2100)

Music to Think By (2:07) [Nuance, ASCAP-Boyell] Pretty variation on the current coffee-break commercial theme. Soft samba rhythmic and a fine orchestral polish should put this track on many easy listening play-lists. Flip: "As Tears Go By" (2:35) [Essex, BMI-Jagger, Richard, Oldham] Stunning revamping of the while back Stones/Marianne Faithfull hit, with the Brazilian's vocal interjections.

FRANK ARMSTRONG & STINGERS (Modern 1045)

Stuffed Peppers (2:28) [Modern, F.A.A., BMI-Akopoff, Armstrong] Funky instrumental along the lines of a "Watermelon Man" that could attract a good response with r&b or jazz listeners. Flip: "Feel Like I Want To Holler" (2:41) [Same pubs, BMI-Armstrong]

GARY BURTON QUARTET (RCA Victor 9444)

Fleurette Africaine (2:37) [Tempo, ASCAP-Ellington] Glimmering vibes work in a jazz stream is accompanied by a blues-rock combo for a powerful effect that could stir up action with "underground" listeners and r&b fans. Flip: "General Mojo Cuts Up" (2:27) [Grayfriar, BMI-Swallow]

DAVID ROSE (Capitol 2094)

Merci Cherie (2:41) [Dartmouth/G.E.M.A., ASCAP-Jurgens, Horbiger] Continental instrumental featuring strings and a melody that could well appeal to the audience that kicked off reaction to "Love Is Blue." Splendid track with easy listening attraction. Flip: "High Chaparral" (1:38) [David Rose, ASCAP-Rose]

PETER BEST (Capitol 2092)

Carousel of Love (1:45) [Melody Trails, BMI-Best] Groovey hard-rock and sitar sound with a carousel, amusement park feeling give a merry-go-round pace and giddiness to this up-tempo rock track. Side could move into the chart picture. Flip: "Want You" (1:52) [Same credits]

PETER COOK & DUDLEY MOORE (Parrot 3016)

Bedazzled (2:22) [ASCAP - Cook, Moore] Unusual theme from the current hit movie which features a stunning orchestral line and some off-the-wall back & forth dialog that could make the track a novelty hit. Flip: "Love Me" (2:28) [Same credits]

ANITA BRYANT (Columbia 44427)

Something In Your Smile (2:52) [Hastings, BMI-Bricusse] Excellent performance of the bright ballad from "Dr. Dolittle." Exceptional vocal from Anita Bryant should gain favor with easy listeners and coin-op consumers. Flip: "Yellow Days" (2:27) [E. B. Marks, BMI-Bernstein, Carillo]

BEN TROY & MAZE (20th Century Fox 6699)

Things Are Lookin' Better (2:25) [Leo Feist, ASCAP-Appell, Lafey] Socking ork backing give an extra boost to the fine vocal end of the track. Interesting offering that could click with the young rock crowd and some r&b spots. Flip: "I Don't Know You Anymore" (2:30) [Same pub, ASCAP-Appell, Curtiss]

LAVENDER HILL EXPRESS (Sonombeat 102)

Visions (2:15) [Sonosong, BMI-Depenning] Made for mono and stereo sets, this rock track has extra appeal for coin-operators but is likely to succeed on the basis of its own rock attraction. Mid-speed outing with some good showings on the vocal and instrumental work. Flip: "Trying to Live A Life" (2:00) [Sonosong, BMI-Schwertner]

SHIRELLES (Scepter 12209)

Wild & Sweet (2:49) [Chevis, BMI-Miller] Well-known and always nicely received, the Shirelles have a solid side here with a track that packs a choppy rhythm track that comes on strong with Latin savor and a set of grand vocals. Bright r&b shot. Flip: "Wait Till I Give the Signal" (2:54) [Pisces, Hi-Mi, Flomar, BMI-Miller]

BOBBY JOY (Tangerine 981)

Letter From A Soldier (2:59) [Tangerine, Philly Sounds, BMI-Hunter, Beatty] Title gives an indication of the content which is stunningly handled on this slow soul ballad. Excellent vocal from Bobby Joy and an inspiring conclusion could turn the lid into a big r&b winner. Flip: "You Sweet Devil You" (2:23) [Tangerine, Wally Roker, BMI-Hunter] Tangerine Records is ABC distributed.

JOHNNY BARTEL & SOUL MASTERS (Solid State 2519)

More Than Ever Before (2:02) [Hastings, BMI-Radcliff, Scott] Chugging thrust of the ork line and a slowly building tension in the vocals could turn this tight session into a left-field breakout with the pop-rock public. Flip: "State of Mind" (2:08) [Justin Grant, BMI-O'Brien]

CLARENCE GREEN (Duke 424)

What Happened to Us (2:25) [Don, BMI-Green] Easy moving ballad with a nice pick-up that shifts into high gear at mid-point. The change does much to lift the prospects of this r&b offering. Could stir up some attention. Flip: "Ground Hog" (2:25) [Same credits]

CHARLES MANN (Lanor 535)

Misery (2:17) [Jon, BMI-Owens] Out-of-the-ordinary vocal quality of Charles Mann should turn up a winner with "Misery" for r&b listeners. Slow, old-fashioned lament that is a pleasantly warm offering. Flip: "I'm To Far Gone" (2:55) [Eden, BMI-Otis, Hendrick]

JOMO (Checker 1192)

Uhuru (African Twist) (2:37) [Chevis, BMI-Williams, Barnes] Delightful Afro-rock instrumental with plenty of thudding rhythmic appeal to set up a discotheque and r&b response. Could be a big side. Flip: "Hangin' Out" (2:26) [Chevis, BMI-Williams]

DEBBIE TAYLOR (Decca 32259)

Check Yourself (2:55) [East, BMI-Porter, Hayes] Slow blues ballad that is given a shining treatment by Debbie Taylor. The side is likely to find favor with many r&b spinners, and could sell well. Flip: "Wait Until I'm Gone" (2:26) [East, BMI-Parker, Thigpen]

KENNY RANKIN (Mercury 72768)

Peaceful (2:37) [Four Score, BMI-Rankin] Bright new LP artist shows a soft smooth ballad style on this folk flavored set. Intriguing vocal style and easy going orchestral backdrop highlighting guitar strains. Flip: "The Dolphins" (3:00) [Coconut Grove, BMI-Neil]

PRIME MOVER (Sock-O 2002)

When You Made Love To Me (2:15) [Dior, ASCAP - Pastor, Jr., Pastor] Pop teen side with a low-keyed throbbing set up in the vocal and instrumental lines. The melancholy atmosphere and unusual effects in arrangement could spark a good response for the side. Flip: "Shadow of a Day Gone By" (2:27) [Same credits]

ROBERT JOHN (Columbia 44435)

If You Don't Want My Love (2:25) [Bornwin, BMI-Cately, Pedrick, David] Distinguished vocal style of Robert John could set him up with both pop and easy listening spots via this basically pop-oriented side, a nice ballad. Flip: no info available.

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Philips' Blue Cheer Soaks In Sales Suds

CHICAGO—Philips Records reports the largest advance order for an LP for a new group in the label's history for "Vincebus Eruptum," an album by Blue Cheer.

Lou Simon, Philips national product manager, said he has taken orders in excess of 30,000 LPs so far, much of it from the San Francisco, Los Angeles area. The LP is not scheduled for release until Thursday (1).

Blue Cheer, currently popular on the San Francisco scene, is composed of Paul Whaley, Dickie Peterson and Leigh Stephens. The group has been the subject of numerous articles in the underground publications and has created a stir at KMPX, San Francisco's underground radio station and KPPC, Los Angeles' undergrounder.

"The bulk of our orders come in just on the announcement of the signing of the group," said Simon, who has devised a complete promotional program centered around Blue Cheer.

The act, which is the first to be introduced on Philips under its recently "New Establishment" umbrella scene, is currently preparing a special video tape for distribution to the country's teen-oriented TV shows. Ads for the trades have been prepared, as well as for the underground newspapers. In addition, a giant poster, featuring the group will be appearing in a national publication. It will be used for merchandising purposes.

The cover for the upcoming LP will feature the design embossed on silver paper, with the printing done in purple and white.

"Summertime Blues," a cut from the album, has just been released by Philips as the trio's first single. The deeJay version features stereo on one side and mono on the other.

Blue Cheer's managers who live in San Francisco, are Allan (Gut) Terk and Jerry Russell.

Almitra Names Plaven Manager

NEW YORK—Former Nina Records A&R man Jim Plaven has been named manager of Almitra Music's New York office by Art Dedrick, president of the pubbery. Almitra, which is primarily an ASCAP affiliated firm, also manages the Free Design, whose current single, "Kites Are Fun," is on the Project 3 label.

MGM Feeds First Spinach To Public

NEW YORK—MGM Records has just released the first LP by the Boston-based group, Ultimate Spinach.

Ultimate Spinach is one of the leading groups on the new Boston scene, a scene whose variety of rock has earned its own name, the "Bosstown Sound." Twenty-one year old Ian Bruce-Douglas, who has been trained in classical music, leads the group. He writes the songs, sings them and plays eighteen instruments.

Ultimate Spinach has started a national tour of bookings the first such tour by a delegation from the current Boston scene. MGM is holding deeJay and press parties for the group in each city on their itinerary, which includes: San Francisco (Fillmore Auditorium, Jan 18th through 20th and 25th through 27th), Los Angeles Hurlabaloo, Feb. 1st through 4th and 9th through 11th), Charlotte, North Carolina (College Booking Convention, Feb. 14th) and Chicago (The Cellar, Feb. 15th through 18th and 21st through 23rd). While in Los Angeles, the group will be doing the Joey Bishop, Woody Woodbury and Pat Boone TVers. The tour will also include all out promotion of their forthcoming LP, which was produced by Alan Lorber Productions.

Amphion manages the group which is under the direction of International Career Consultants and booked by Premier Talent.

Associated Booking Inks Hugh Masakela

NEW YORK—Associated Booking Corporation has signed Hugh Masakela to an exclusive contract.

Oscar Cohen, of the New York office of Associated Booking Corp., flew out to California to meet with Hugh Masakela and his partner, Stewart Levine, and entered into a long term deal with Masakela to represent him exclusively in all avenues of theatrical endeavor. Masakela's success has stemmed from his UNI Label recordings. His latest best selling album is entitled, "Masakela Is Alive And Well At The Whiskey."

In the past six months, Oscar Cohen has signed to exclusive booking contracts Wes Montgomery, Julian "Cannonball" Adderley, Gabor Szabo, Gary Burton, Rubin Mitchell, Roland Kirk, and John Handy.



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.

WALK AWAY RENEE

Four TopsMotown 1119

HI HEEL SNEAKERS

Elvis PresleyRCA Victor 9425

HERE COMES THE RAIN

Eddy ArnoldRCA Victor 9437

COLD FEET

Albert KingStax 241

JUST DROPPED IN

First EditionReprise 0655

LOOK HERE COMES THE SUN

Sunshine CompanyImperial 66280

A MILLION TO ONE

Five StairstepsBuddah 26

THANK YOU VERY MUCH

ScaffoldBell 701

NIGHT FO' LAST

Shorty LongSoul 35040



Christopher To Coleman Post

NEW YORK—Notable and Portable Music Companies, part of Cy Coleman Enterprises, have named Don Christopher general professional manager.

Christopher leaves his position with United Artists Music Corp. He was formerly professional manager of Barmour Music and Weiss and Barry Copyrights, subsidiaries of Pickwick International, and professional manager of Connie Francis' Francon Music.

Notable Music is the publisher of all Cy Coleman material including the Broadway musical "Sweet Charity," which is currently being filmed as a Universal production starring Shirley MacLaine. Portable Music publishes the Bobby Hebb hit, "Sunny."

Christopher will be working with Eric Colodne, business manager of Cy Coleman Enterprises, in the development of new writers and in the expansion of catalog material.

ESP UPS Z.—ESP and Oro Disk have appointed Natasha Z. production manager. She joined the staff in November 1966 as a production secretary.

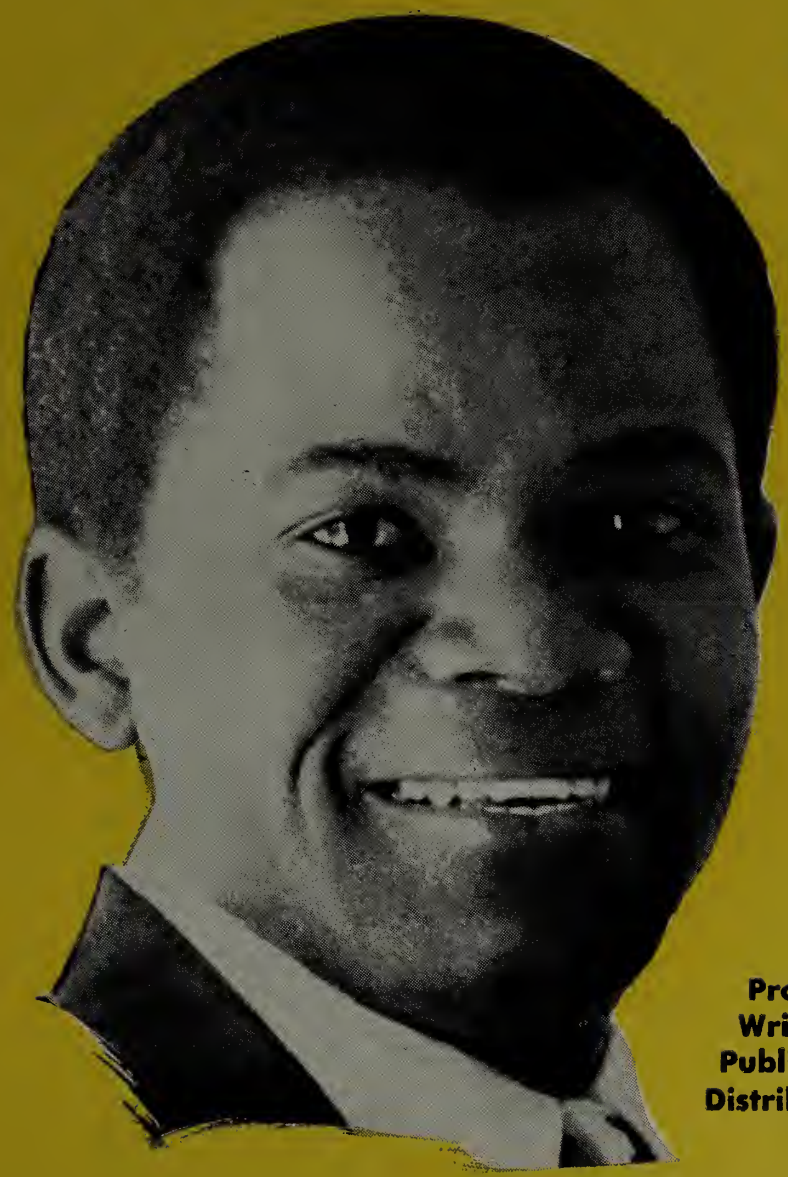


CREATIVE INSURANCE—The American Guild of Authors And Composers (AGAC,) which has pioneered in establishing a uniform pop songwriters' contract and a royalty collection plan, has just negotiated a new low-cost insurance package (major medical plus \$5,000 life for each writer.) Shown wrapping up the agreement are: (from the left) songwriters Ervin Drake, Alex Kramer, Clint Ballard, Leonard Whitecup, Abel Baer, Burton Lane, Bob Colby, Jay Gorney, and newly elected AGAC prexy Edward Eliscu. Standing in rear are representatives of the U.S. Life Insurance Co.

fever tree
is coming

Another Million Seller for **JOE TEX** "MEN ARE GETTIN' SCARCE"

Dial #4069



Produced by BUDDY KILLEN
Written by JOE TEX
Published by TREE MUSIC, BMI
Distributed by



...And Heading for A Gold Record



Joe Tex's New Album
"LIVE AND LIVELY"
Atlantic #8156
Contains the Smash Hit
"SKINNY LEGS AND ALL"

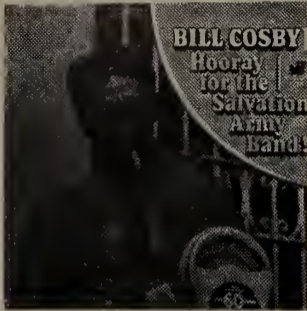


Pop Picks



FRANCIS A. & EDWARD K.—Frank Sinatra & Duke Ellington—Reprise F/FS 1024

Aside from its being a uniting of two of the greatest musical talents of our generation, this album is a birthday celebration jointly hosted by Sinatra and Ellington. The Sinatra/Ellington combination is a good one, to say the least, so the set will undoubtedly cause quite a stir in the marketplace. "Yellow Days," "Sunny," and "Come Back To Me" are particularly outstanding tracks on a thoroughly enjoyable album.



HOORAY FOR THE SALVATION ARMY BAND!—Bill Cosby—Warner Bros. W/WS 1728

Bill Cosby's last album, "Silver Throat," was his debut LP as a singer. The set was a smash, and this one will be too. Cosby somehow manages to put soul into "Reach Out I'll Be There" without raising his voice to the "belt-it-out" level at which the 4 Tops sang the number. His reading of "Sergeant Pepper's Lonely Hearts Club Band" is tongue-in-cheek, and the title ditty is a spoof, though on what we aren't sure. His "Sunny" proves him a capable balladeer.



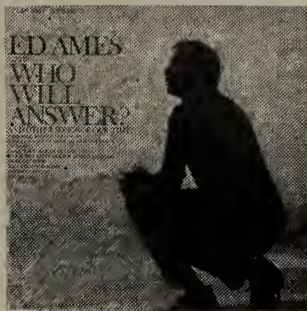
THE NOTORIOUS BYRD BROTHERS—Byrds—Columbia CL 2775/CS 9575

The Byrds are back on the scene with this powerhouse LP, which is already on the top 100 and stands every chance of reaching the chart's upper reaches. Tracks like "Wasn't Born To Follow," "Old John Robertson," and "Dolphins' Smile," set the pace for strong bouncy rock. "Space Odyssey" is a delightful piece of highly inventive and not-so-fictitious science. A sure fire bet for plenty of rock spins and sales.



THE OTHER MAN'S GRASS IS ALWAYS GREENER—Petula Clark—Warner Bros.—Seven Arts W/WS 1719

Featuring "The Cat In The Window" in addition to a sterling job on the title song, this latest in a continuing string of fine Pet Clark albums is delightful and a hard to beat contender for top chart honors. "Answer Me My Love" and "Ballad Of A Sad Young Man" are also outstanding tracks. The entire set is marked by a genuine warmth and brilliant technique. Good listening, all the way through.



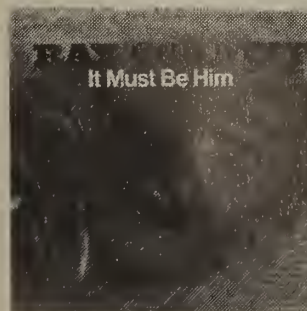
'WHO WILL ANSWER?' AND OTHER SONGS OF OUR TIME—Ed Ames—RCA Victor LMP/LSP 3961

Using the title of his hit single, "Who Will Answer?," a song which describes the emptiness and horror of much modern life and asks a question which means both "Who is responsible?" and "Who will help us?," Ed Ames offers an album of contemporary hits, employing the overall theme "music that speaks for today." "Blowin' In The Wind," "Yesterday," "Monday, Monday," "Massachusetts," and "I Wanna Be Free" are among the selections. Should be on the charts soon.



AXIS: BOLD AS LOVE—Jimi Hendrix Experience—Reprise R/RS 6281

The Jimi Hendrix Experience's latest album is indeed an experience, and one which thousands of people will want to undergo. Hendrix, who wrote all the songs on the set, has come up with brilliant and frightening lyrics. The music is psychedelic rock, but for most of the album, the trip the listener is taken on, if he listens closely to the lyrics, is no escape into a paradise; it is a participation tour of hell. One feels compelled to buy a ticket.



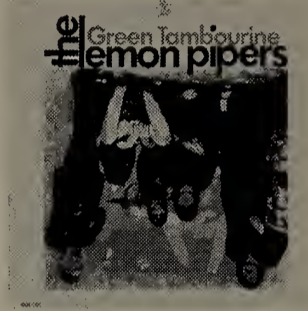
IT MUST BE HIM—Ray Conniff—Columbia CL 2975/CS 9595

Ray Conniff and the Singers render a buoyant, bright, spirited selection of pop melodies. Featured on the disk are the title track, "Music To Watch Girls By," "What The World Needs Now Is Love," and "Don't Sleep In The Subway." The package is currently seeing chart action.



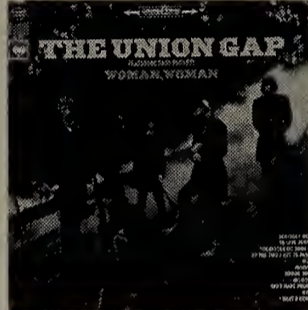
THE MANTOVANI TOUCH—Mantovani and His Orchestra—London LL 3526/PS 526

The lush, lovely strings of Mantovani's Orchestra provide a delightful, pleasurable listening experience. Included on the package are "The Days Of Wine And Roses," "A Man And A Woman," "My Cup Runneth Over," and "A Day In The Life Of A Fool." Soft and subdued, this music should have great appeal for Mantovani fans in particular and good music enthusiasts in general. The set is already on the charts.



GREEN TAMBOURINE—Lemon Pipers—Buddah BDM 1009/BDS 5009

Having risen to fame with their smash single, "Green Tambourine," an imaginative, rhythmic, haunting rocker which is currently #1 on the Top 100, the five young men who call themselves the Lemon Pipers here follow up their success with a powerhouse album of the same name. The set is characterized by fanciful lyrics and colorful rock instrumentation. Side 2 features a long, (8:31), groovy psychedelic instrumental. Should be a top chart spot waiting for this LP.



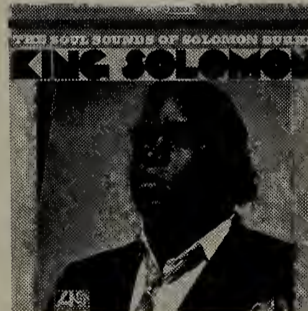
THE UNION GAP—Columbia CL 2812/CS 9612

Featuring Gary Puckett and the group's smash single, "Woman Woman," this first LP by the Union Gap is already beginning to climb the charts. Aside from their own, "Woman Woman," some of the group's finer efforts on this set include, the softly melodic "By The Time I Get To Phoenix," Cher's big "You Better Sit Down Kids," and the hard driving "Kentucky Woman." A must album.



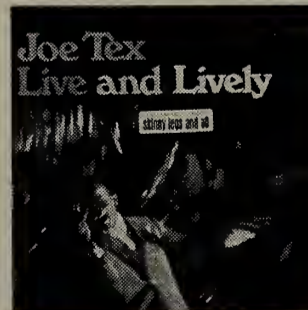
THIS IS SOUL—Various Artists—Atlantic (SD) 8170

Here's a strong compilation of soul music by twelve top R&B artists who all experienced major successes with the efforts recorded on this LP. Aretha Franklin sings her million-selling single, "I Never Loved A Man (The Way I Love You);" Arthur Conley offers "Sweet Soul Music;" and Ray Charles renders "What'd I Say." The album should soon be seeing fast chart action.



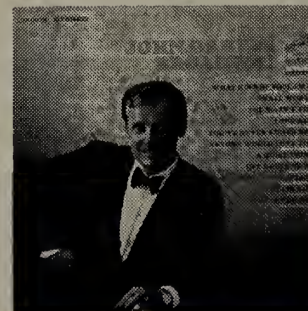
KING SOLOMON—Solomon Burke—Atlantic SD 8158

There's a whole lotta soul wrapped up in this powerful package from Solomon Burke. Tracks like "It's Been A Change," "Baby, Come On Home," and the shuffling, pulsing "It's Just A Matter Of Time" keep you grooving long after the disk has finished playing. "Presents For Christmas" is another outstanding track. This set should see plenty of pop and R&B action.



LIVE AND LIVELY—Joe Tex—Atlantic (SD) 8156

Joe Tex socks out an exciting set of R&B tunes, providing a dynamic listening experience. "Skinny Legs And All," the artist's chart single, is included on the album, as are "You're Gonna Thank Me, Woman," "Do Right Woman-Do Right Man," and "Get Out Of My Life, Woman." The vitality with which Tex performs should mark the disk for solid sales action.



JOHN GARY ON BROADWAY—RCA Victor LPM/LSP 3928

John Gary sings eleven songs from Broadway musicals, displaying a rich, warm, lyrical tone. Included on the set are "What Kind Of Fool Am I?" from "Stop The World—I Want To Get Off;" "She Wasn't You," from "On A Clear Day You Can See Forever;" "A Certain Girl," from "The Happy Time;" and "Long Ago," from "Half A Sixpence." The artist's clear, clean delivery, and his smooth style presage the success of the LP.

There Is a Hit in Philadelphia

There Is a Hit in Boston

There Is a Hit in Baltimore

There Is a Hit in Washington

There Is a Hit in Detroit

There Is a Hit in Hartford

There Is a Hit in Chicago

“THERE IS”

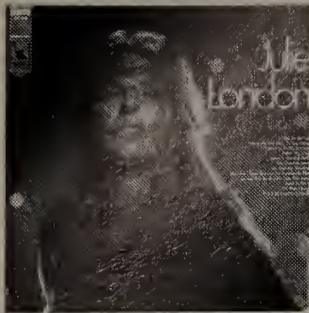


The Dells

Cadet 5590



Pop Best Bets



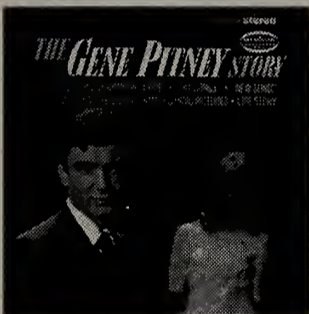
EASY DOES IT—Julie London—Liberty LRP 3546/LST 7546

Julie London performs an album of pop ditties in her characteristically sensuous, smoky, sultry style. The lark offers exciting readings of "Show Me The Way To Go Home," "Spring Will Be A Little Late This Year," "April In Paris," and "The One I Love Belongs To Somebody Else." "Easy Does It" should easily rack up major sales returns.



OUR LOVE AFFAIR—50 Guitars Of Tommy Garrett—Liberty LSS 14041

A part of the Liberty Premier series, this set is filled with sparkling guitar interpretations of such well known efforts as: "Born Free," "The Impossible Dream," "If Ever I Would Leave You," "A Lover's Concerto," and "Sunny," in addition to the title song, which is a soft romantic ditty. This LP is bound to see plenty of action, especially in the good music area.



THE GENE PITNEY STORY—Musicor M2M 2148/M2S 3148

This deluxe, double-fold, two-record package contains, in addition to 20 songs, an autographed color photo, candid pictures and a short life story of pop chanter Gene Pitney. The songster's fans will enjoy hearing Pitney sing his biggies "The Bosses' Daughter," "Liberty Valance," "Backstage," and "Town Without Pity," as well as a host of new songs. Pitney has been cold in the U.S. lately (he's big in Britain), and this LP could help revitalize his career here.



MIRRORS—Dick Hyman & "The Group"—Command RS 924 SD

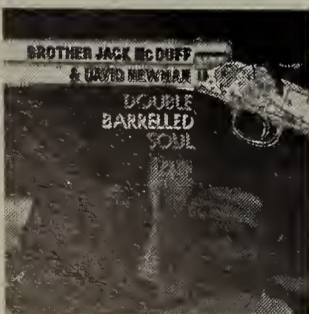
Pianist-organist Dick Hyman has come up with a groovy album of pop instrumentals that might well see chart action for him. Using overdubbing, Hyman plays both piano and organ, weaving melodic textures that often have the intricacy usually associated with jazz. In fact, the LP has a jazz flavor. Hyman is backed in fine style by Bob Rosengarden (drums) and Bob Haggart (bass). Familiar tunes include "In The Heat Of The Night," "Ode To Billy Joe," "Respect," and others.

Jazz Picks



OM—John Coltrane—Impulse A/AS 9140

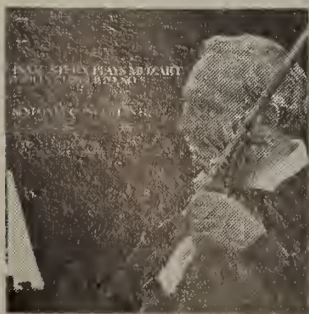
In Hindu mysticism, "Om" is the word for the divine ground of all being, the essence of life, the source of all power, God. Tenor saxophonist and composer, John Coltrane, whose recent death was a shock to the avant-garde jazz world, was, during his later life, preoccupied with getting to the core of existence and discovering its meaning. This album seems to reflect the pain he experienced on his journey. It is a strange, frightening album, filled with discordant harmonies and frenetic syncopation.



DOUBLE BARRELLED SOUL—Brother Jack McDuff & David Newman—Atlantic SD 1498

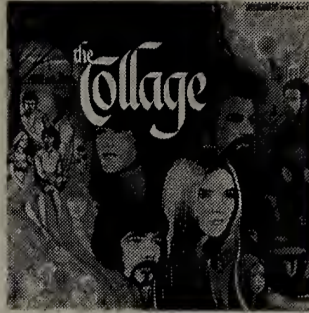
Pairing the talents of Brother Jack McDuff on organ with those of Fathead Newman on alto, tenor, or flute, this package offers up some delightful jazz interpretations of Bobby Hebb's "Sunny," Dave Newman's "More Head," and "Esperanto," which was so-clefed by Billy Meshel and Jack McDuff. Jazzophiles are sure to give this one plenty of spins.

Classical Picks



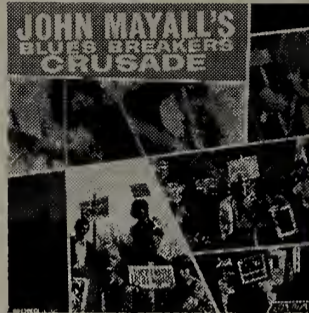
ISAAC STERN PLAYS MOZART—Columbia ML 6462/MS 7062

Virtuoso violinist Isaac Stern lends his talents to two fine Mozart works on this album. Assisted by members of the Cleveland Orchestra, George Szell conducting, Stern gives a graceful and spirited performance of Mozart's Violin Concerto No. 3 on Side 1. On Side 2, Stern conducts the London Symphony Orchestra as well as plays in an excellent reading of Mozart's Sinfonia Concertante for Violin, Viola and Orchestra. Walter Trampler plays the viola. Should sell well.



THE COLLAGE—Smash MGS 27101/SRS 67101

The Collage, a new group comprised of two guys and two girls, has come up with a groovy album that could garner enough spins and sales to establish itself firmly on the charts. Stylistically, the Collage is somewhere between the Mamas & the Papas and the Seekers. Material varies from rock to almost—good music, from the contagious toe-tapper to the pensive ballad. Excellent production.



JOHN MAYALL'S BLUES BREAKERS CRUSADE—London LL 3529/PS 529

The blues, low down, wailing, funky, and mean, are presented in all their variety on this disk by John Mayall's Bluesbreakers. Mayall, who penned five of the tunes on the LP, delivers some powerful vocals, particularly on "Oh, Pretty Woman." Other outstanding efforts include "Tears In My Eyes," "Driving Sideways," and "Streamline." Blues fanciers should really line up for this one.



AN ORIGINAL BY TONY BRUNO—Tony Bruno—Capitol T/TS 2857

Capitol's new songster Tony Bruno displays a smooth, sensuous singing style on his first album for the label. The material is pop; highlights include "What's Yesterday?," a lightly buoyant ballad which has just been released as Bruno's first Capitol single, and a re-recording of the noise-maker he had while he was with Buddah Records, the emotion-filled blueser, "Small Town Bring Down."



FESTA SICILIANA—Mandolini di Taormina—Request RLP/SRLP 10093

The Mandolinists of Taormina present "A Night In Sicily," featuring the lilting, melodic strains of a delightful mandolin ensemble. Among the festive offerings are "Sicilian Tarantella," "Song Of The Fisherman," "The Happy Girls," and "Balconies And Gondolas." This attractive LP should attract a lot of attention from listeners who enjoy Sicilian music.



ELECTRIC BATH—Don Ellis Orchestra—Columbia CL 2785/CS 9585

This album is different from any other big band jazz album we have ever heard. From the opening number, "Indian Lady," which, as Digby Diehl says in his perceptive liner notes, has "the feeling of a hoe-down in a harem," to the last track, the tempo-changing, many-mooded "New Horizons," the LP is an original. Electronic instruments, reverb amplification and freaky time signatures are among Ellis' magic ingredients. Listen.



RED NORVO AND HIS ALL STARS—Epic EE 22009/22010

Fans of vibist Red Norvo, "the wizard of the wood pile," will enjoy this collector's item package. The set contains sixteen recordings which Norvo and His All Stars made during the period 1933-1938. It is interesting to compare Red's '30's style groovings with his more recent, and of course more modern, efforts. This LP is one of the first in Epic's new Encore Series of old recordings.



ERNST TOCH: CONCERT FOR PIANO AND ORCHESTRA, OP. 38/CONCERTO FOR CELLO AND CHAMBER ORCHESTRA, OP. 35—Contemporary Records S8014

A revival of interest in the works of Ernst Toch, the Austrian composer who died in 1964, has been taking place in classical circles lately. This record contains a performance by the composer, with the Vienna Symphony, of his Piano Concerto, Op. 38 and a reading by Frederic Mottier, cellist with the Forum Group, Zurich, of Toch's Cello Concerto, Op. 35. The works are modern. An interesting album.

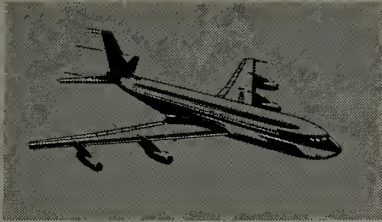
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"AROUND THE WORLD" TO HOLLYWOOD:

Luxurious accommodations at the beautiful Century Plaza Hotel. Escorted tour of the Twentieth Century-Fox studios where you will see pictures being made. A tour of MGM Studios, a full day at Disneyland, you will be guests of Danny Thomas and visit with Red Skelton at the taping of his show. Dinner will be at such famous restaurants as the Hollywood Brown Derby, the Bistro, Chasens, La Rue, the Hong Kong Bar and others.

However... in order for you and your wife to get to Hollywood to enjoy this week, you will first be flown to New York City — then you will fly to Rome, then to Bombay, Hong Kong, Tokyo, Honolulu and on to Hollywood. In other words you get a 15 day around the world trip to get to Hollywood for a full week of "Living Like a Millionaire."



A VISIT WITH HERB ALPERT, VIA MEXICO:

Meet many of the A&M stars. The winner will also visit Herb Alpert and Jerry Moss at the A&M Studios in Hollywood, as well as enjoy two additional days at Twentieth Century-Fox Studios and Disneyland. First, A&M Records will fly the winners to Mexico City where they will spend 3 glorious days. Then they will fly to Acapulco for top accommodations and entertain-

ment, then on to Tijuana. They will be met at the airport and driven to the bull fights in a Tijuana Taxi. After the bull fights, they will depart for Los Angeles where they will start three glamorous days in Hollywood, staying at the Luxurious Century Plaza Hotel.



A TRIP TO ROME TO SEE "DR. DOLITTLE":

You and your wife are flown to New York City where on May 11th you'll board the American Export Lines S/S Independence Sun Lane Cruise, stopping at Lisbon, Gibraltar, Palma and then land in Naples on May 21st. The Fugazy/Diner's Travel Agency

has made arrangements to have their representative meet the winners in Naples and drive him and his wife to Rome, where they will see Dr. Dolittle. After the screening, some sightseeing and the return flight home.



SPANKING NEW 1968 MUSTANG:

A golden Buddah (the trademark of Buddah Records) is really the prize, however it is the hood ornament of a brand NEW 1968 MUSTANG which comes with it. The MUSTANG is a two-

door hardtop, automatic shift, with extras (heater, radio and, of course a stereo eight-track tape deck, factory installed.)



FREE!! ...ALLAN JONES,

the famous singing star who appears at the most famous night clubs throughout the country. We're going to give Allan Jones away free to one of our dealers for a full day, with Allan autographing his new I.T.C.C./Scepter cartridge in the dealer's store with an ad paid for by I.T.C.C., announcing this event. That evening, Allan will sing his complete repertoire of songs in the new

I.T.C.C./Scepter cartridge, including the song which he is most famous for... "DONKEY SERENADE," with our winning dealer inviting up to fifty (50) of his friends (and paid for by I.T.C.C.) to a hotel, restaurant or country club for a complete dinner and an evening of entertainment with Allan Jones.

ALSO:

2 Braun amplifiers with AM/FM Multiplex and two Braun speakers plus an AUTOMATIC RADIO 8-Track home cartridge deck...

25 Eight-track stereo tape players (choice of 8-track home or car set) from AUTOMATIC RADIO...

10 Beautiful Mini-Mod sets from Rachlin Furniture Company...

100 MGM Music Machines, with an ample supply of Playtapes from I.T.C.C....

250 Musical Donkeys each with an autographed card from Allan Jones...
100 Bottles of Tuvava Skin Perfume by Tuvache...
500 Bottles of Jungle Gardenia Spray Mist...
100 sets of 12 I.T.C.C. 8 or 4-track cartridges, your choice.

HOW TO WIN

1. Read contest rules.
2. Create window or in-store display. Special point of purchase material provided.
3. Photograph your display in any size. Identify your photograph on the back, with your name and address.
4. Fill out entry form supplied by your ITCC distributor, and mail with photo.

CONTEST RULES

1. Build a special "in-store" or "window display" using the ITCC "First Quarter Promotion Pack" in your store for at least two weeks any time before March 31, 1968. Mail any size photo to I.T.C.C., Display Contest, P.O. Box 247, New York, N.Y. 10046. Entries must be postmarked no later than March 31, 1968, and received by April 7, 1968.
2. Winners will be selected by the D. L. Blair Corporation, an independent judging corporation, on the basis of merchandising effectiveness, originality and visual interest of display. The judges' decisions are final, duplicate prizes will be awarded in the event of ties, winners will be notified by mail from the contest judges.
3. All entries and ideas therein become the property of I.T.C.C. to use as it sees fit and no entries will be returned. Contest open to all retailers who qualify for the I.T.C.C. "First Quarter" 1968 Program. No substitutions for prizes as offered. Trip prizes must be taken on dates specified by sponsor.
4. Offer not open to employees of I.T.C.C., its affiliated companies, D. L. Blair Corporation, their advertising agencies and their families. Subject to all government regulations.

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McCalla Buys Out Shifrin In Calla Label Operation

NEW YORK — Jerry Shifrin and Nate McCalla, co-owners of Calla Records, report that effective Jan. 29, Shifrin will sell his share of the label to McCalla. The amount of the cash payment was described only as a "substantial sum."

Shifrin stated that he will make a major announcement shortly. He emphasized that the purchase was made "on a completely cordial basis. Nate and I have had a successful, harmonious and creative association. We are parting on the best of terms and only because I'm taking a new direction."

Since its formation in 1964, Calla claims 12 chart records in the pop field and 25 on the rhythm and blues lists. Currently, Calla is on the charts with "Love Power" by The Sandpebbles and an LP based on the hit single is now in the works. "Have A Little Mercy" by Jean Wells is top ten on the R&B charts and a brand new deck, Tony Fox's "I've Got To Do It To It," is showing strong action.

McCalla, who said expansion plans for the label are now being formulated, denied rumors of Calla's acquisition.

"It is true that I have been approached with purchase offers," he said, "but at this time my entire attention is devoted to Calla's growth."

Doyle Upped By CRDC

HOLLYWOOD — Capitol Records Distributing Corp. has promoted James A. Doyle to the position of northeast sub-distributor sales manager in Boston, according to an announcement by William B. Tallant, Jr., CRDC's vice president and national sales manager. Doyle will report to Charles Nuccio, division manager. In his new capacity, Doyle will be responsible for sales and promotion activities for the major sub-distributors in the northeast.

Prior to his appointment, Doyle was a CRDC territory representative in New York City for 18 months. Previously, he was employed by Addressograph-Multigraph Corp. in New York for five years as a special accounts representative.

NMPA Selects New Execs Sal Chiantia Elected Prexy

NEW YORK—Salvatore Chiantia has been elected president of the National Music Publisher's Association (NMPA). Chiantia, who recently replaced Lou Levy as head of MCA Music (Levy is believed to be setting up a new publishing company), is part of a newly-elected slate of officers, which also includes Arnold Maxin of the Big 3 as vp, Leon Brettler of Shapiro-Bernstein as secretary and Harry Gerson of E. H. Morris, as treasurer.

These execs were also voted on the board of NMPA, as were Jean Aberbach of Hill & Range, Ernest Farmer of Shawnee Press, Benjamin Goldberg of Chappell, Herbert Marks of E. B. Marks, Wesley Rose of Acuff-Rose, Richard Rosenthal of Mills



Sal Chiantia

Music, Larry Shayne of Larry Shayne Music, and Rudolph Tauhert of G. Schirmer.

Membership Gains

Leonard Feist, executive secretary of NMPA, reporting at recent annual meetings, said that the organization attracted more new publisher members in 1967 than in any other year since its founding in 1917. Ten music publishers joined last year, with the most recent newcomer being Moss Rose Publications of Nashville.



Top 50 In R & B Locations

1	I WISH IT WOULD RAIN Temptations (Gardy 7068)	3	26	DO WHAT YOU GOTTA DO Al Wilson (Soul City 761)	31
2	TELL MAMA Etta James (Cadet 5578)	2	27	VALLEY OF THE DOLLS Dianne Warwick (Scepter 12203)	32
3	CHAIN OF FOOLS Aretha Franklin (Atlantic 2464)	1	28	I'M IN LOVE Wilson Pickett (Atlantic 2448)	21
4	MY BABY MUST BE A MAGICIAN Marvelettes (Tamla 54158)	7	29	A WORKING MAN'S PRAYER Arthur Prysock (Verve 10574)	34
5	I HEARD IT THRU THE GRAPE VINE Gladys Knight & Pips (Soul 35039)	4	30	DO UNTO ME James & Bobby Purify (Bell 700)	30
6	BACK UP TRAIN Al Greene (Hat Line 15000)	8	31	THERE IS Dells (Cadet 5574)	41
7	WE'RE A WINNER Impressions (ABC 11022)	11	32	NO SAD SONGS Joe Siman (Sound Stage 7-2602)	42
8	YOU Marvin Gaye (Tamla 54160)	14	33	HAVE A LITTLE MERCY Gene Wells (Calla 143)	33
9	THE DOCK OF THE BAY Otis Redding (Valt 157)	18	34	FUNKY WAY Calvin Anald (Venture 605)	36
10	BORN FREE Hesitations (Kapp 878)	15	35	STOP Howard Tate (Verve 10573)	37
11	HONEY CHILE Martha Reeves & Vandellas (Gardy 7067)	5	36	BURNING SPEAR Saulful Strings (Cadet 5576)	38
12	COME SEE ABOUT ME Jr. Walkers & The All Stars (Saul 35041)	10	37	WALK AWAY RENEE 4 Taps (Matown 1119)	—
13	THERE WAS A TIME James Brown (King 6144)	16	38	I WAS MADE TO LOVE HER King Curtis (Atca 6547)	39
14	COUNT THE DAYS Inez & Charlie Faux (Dynama 112)	19	39	DRIFTIN' BLUES Bobby Bland (Duke 432)	—
15	OH HOW IT HURTS Barbara Masan (Arctic 137)	22	40	I NEED A WOMAN OF MY OWN Tommy Hunt (Dynama 13)	40
16	BABY NOW THAT I'VE FOUND YOU Foundations (Uni 55038)	23	41	THE END OF OUR ROAD Gladys Knight & Pips (Soul 35042)	—
17	I SECOND THAT EMOTION Smakey Robinson & Miracles (Tamla 54159)	6	42	YOU DON'T HAVE TO SAY YOU LOVE ME 4 Sanics (Sport 110)	—
18	IF I COULD BUILD MY WORLD AROUND YOU Marvin Gaye & Tammi Terrell (Tamla 54156)	9	43	A MILION TO ONE Five Steps (Buddah 26)	43
19	I'LL BE SWEETER TOMORROW OJays (Bell 69)	13	44	LICKIN' STICK George Tarrance & Natural (Shout 224)	48
20	LOVE POWER Sandpebbles (Calla 141)	12	45	WITHOUT LOVE Oscar Taney Jr. (Bell 699)	—
21	PIECE OF MY HEART Erma Franklin (Shout 221)	20	46	TRESPASSIN' Ohio Players (Compass 7015)	49
22	A MAN NEEDS A WOMAN James Carr (Galdwax 332)	25	47	LOOKING FOR A FOX Clarence Carter (Atlantic 2461)	—
23	WOMAN WOMAN Union Gap (Columbia 44297)	24	48	IN THE MIDNIGHT HOUR Mirettes (Review 11004)	45
24	SPOOKY Classics IV (Imperial 66259)	29	49	I'M GONNA MAKE YOU LOVE ME Madeline Bell (Mad 1007)	—
25	I THANK YOU Sam & Dave (Stax 242)	27	50	MISS YOU SO Ted Taylor (Rann 15)	44

New Team

Lark Pat Lundy is shown with Jay Leipzig head of the Music Agency (T.M.A.) Leipzig's new firm will handle pr and coordinate promo programs for Pat's new Columbia LP, "Soul Ain't Nothin' But The Blues," which is set for release this week.



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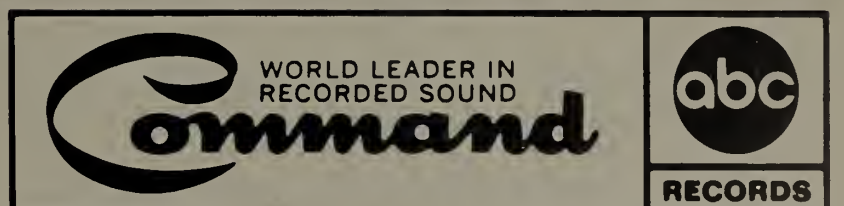
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**MIRRORS...
Reflections of Today**

**DICK HYMAN
and
"THE GROUP"**

IN THE HEAT OF THE NIGHT
HIT THE ROAD JACK
MERCY, MERCY, MERCY
IN THE WEE SMALL HOURS
GROOVIN'
THE FLOWER ROAD
ODE TO BILLY JOE
DO NOTHIN' TILL YOU HEAR FROM ME
UP, UP AND AWAY
WEEK END BLUES
HOUSE OF MIRRORS
RESPECT

ALBUM #924



1330 Avenue of the Americas, New York, N. Y. 10019

Musicor Releases 13 'Great For '68' Albums

NEW YORK—Musicor last week issued its first albums for 1968, using the slogan "Music Is Great For '68" to promote the release.

Highlight set of the new Musicor pop LP's is a 2-record, double-fold package titled "The Gene Pitney Story." The disk contains many of Pitney's greatest hits as well as a number of brand new tracks. In addition, the package features photographs and a short life story.

Also on the pop front is the latest LP by the Platters, titled "Sweet Sweet Lovin'" after their last single.

On the R&B-soul front is Volume III of the "Quartet Of Soul" series, featuring selected cuts by the Platters, Inez and Charlie Foxx, the Toys, and Tommy Hunt. The country field is represented by George Jones, who offers a program of the songs of Dallas Frazier, the country writer now turned singer who has composed many of Jones' biggest hits.

The R&B-oriented Dynamo label, which is affiliated with Musicor, also offers a new album, "Greatest Hits," by Inez and Charlie Foxx, which includes their current noisemaker,

Nashboro Unveils 5 Religious LP's

NASHVILLE—Due to the reported success of the Fall LP promotion of the Nashboro Record Company, the label is following up with a Winter promotion.

Five new spiritual releases featured the Fall program. These were: "The Best Of The Angelic Gospel Singers," "The Best Of The Consolers," Madame Edna Gallmon Cooke Memorial Album, "The Best Of Brother Joe May," and "The Best Of The Swanee Quintet."

The Winter promotion will offer five new religious albums: "Telling The World," the Wisconsin Community Choir; "Angels Watching Over Me," the Fairfield Four; "I Must Tell Jesus," Professor Alex Bradford; "America's Favorite Spiritual Singing Family," Maggie Ingram; and "Just Like Him," the Supreme Angels."

GNP Issues 4 Albums

HOLLYWOOD—GNP Crescendo Records has released four new albums. The packages are: "Railroad Man," Billy Strange; "Love Is Blue," Les Baxter; "Sounds Of Love," Buddy Merrill; and "Greatest Racing Themes," the Dave Myers Effect.

Philips Relabels Single

NEW YORK—Initial response to an r&b single released by Philips on the Mod Records subsidiary has led to a reconsideration and relabeling for the song.

Madeline Bell's recording of "I'm Gonna Make You Love Me" is now a Philips Records release and will not be available on Mod. The side is reportedly beginning to break in markets along the west coast, and Boston, Milwaukee and Chicago.

"Count The Days."

All new and re-serviced Musicor pop and R&B product, as well as the new Dynamo LP, are covered by a special incentive program and a mono exchange plan, details of which are available through distributors.

Musicor has also released seven new Latin LP's and three Mexican sets. The Mexican albums are on the Hurricane label, for which Musicor handles national distribution.

Highlights in the Latin area are new LP's by Bobby Capo (who sings with the Tito Puente Orchestra) and Kako and his band. The accent continues to fall on bands throughout the release, with other new sets by Orquesta Broadway, Mark Weinstein and his Orchestra, Willie Rosario and his Orchestra, Dioris Valladares and his Orchestra, and the orchestra of Tito Rodriguez.

Completing the first '68 Musicor release is the recently issued Paul Tripp "Party Time" LP, a deluxe kiddie set with all-new stories, songs, cut-outs, and games.

AF Offers 7 New LP's

NEW YORK—Audio-Fidelity Records has just released seven new LP's: "Songs My Pals Sang," by George Jessel; "Leaves In The Wind," by Otto Cesana; "Wired For Sound," by the Harmonikings; "Larry Adler Again"; "I Remember," by Fausto Papetti; and, in AF's First Component Series, "A Chopin Recital," by pianist Alberto Mozzati; and "Music Of Mozart," by the Angelicum Orchestra, conducted by Carlo Felice Cilario.

Herman Gimbel, president of Audio Fidelity, has announced a merchandising campaign for the new albums which includes window displays, promotional mailers and a distributor sales program. Consumer publicity is being prepared for newspapers and magazines throughout the country. Trade coverage will also be sought. Independent promotion men have been hired in the mid-west and West Coast areas, as well as on the eastern seaboard, to give blanket coverage and to supplement the all-out campaign by promotion men at the AF distributors.

Prestige To Release 15 New 8-Track Tapes

BERGENFIELD, N.J.—Prestige Records will issue 15 8-track tapes on February 1. The release is as follows: "Get Up And Get It," "Groove" Holmes; "Prezervation," Stan Getz; "Together Again, Again," Willis Jackson/Jack McDuff; "First Class Kloss," Eric Kloss; "Soul Message," "Groove" Holmes; "Introducing The Fabulous Trudy Pitts"; "Screamin'," Jack McDuff; "The Seventh Son," Mose Allison; "Black Pearls," John Coltrane; "Eastern Sounds," Yusef Lateef; "Jug," Gene Ammons; "Miles Davis' Greatest Hits"; "Play For Lovers," Modern Jazz Quartet; "Shuckin' And Jivin'," Pucho & Latin Soul Brothers; and "The High Priest," Thelonious Monk.



CashBox Album Plans

ATLANTIC-ATCO—15% discount offered until March 15.

DIAMOND—One free for every 5 purchased. Expires March 31.

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

FORTUNE—1 free when 6 are purchased in any combination. No time-limit.

GATEWAY—Two free for 10 purchased on entire catalog. No time limit.

JEWEL-PAULA—One free for five purchased on entire catalog. No expiration date.

LITTLE-DARLIN'—Special 2 on 10 deal on all product. No expiration date.

MONMOUTH-EVERGREEN—1 free with 10 purchased on entire catalog. No expiration date.

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

PHILIPS—Discounts on entire catalog. SPM/SPS series are discounted 10%, all other classicals discounted 20%. No expiration date.

PRESTIGE—15% discount on all LP product until further notice.

ROULETTE—15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND—2 free with every 10 purchased. No termination date.

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

SMASH-FONTANA—Special discounts available through distributors. No expiration date.

TAMLA-MOTOWN-GORDY—Buy-7-get-one-free. No expiration date set.

TOWER—10% discount on all albums. No expiration date.

Norelco Begins Promotional Campaign For Recorders

NEW YORK — North American Philips Co. has opened a major first-quarter promotion and merchandising program for Norelco tape recorders. The campaign is part of a program to broaden the cassette concept for tape equipment among dealers and distributors and to further the successful sales achievements of the Norelco equipment for the past year.

Augmented program adds a wide-scale purchase incentive plan, price reductions on selected tape accessories, a spring dating schedule and intensive cooperative advertising along with a record advertising budget by the company to many recently offered aids. Previous merchandiser-dealer aids continuing in effect are: price reduction on the "Carry-Corder," a consumer promotion offering an external speaker for each Norelco cordless cassette model, and availability at no cost of carrying cases for the portable "Continental 175."

Describing facets of the new campaign, Wybo Semmelink, assistant vice president of North American Philips, pointed out that the purchase incentive program provides (at no charge) items such as AC adapters for cordless cassette machines, blank and pre-recorded cassettes. Certain other accessories in the Norelco line have been reduced to provide dealers with "added sales and profit potentials . . . as the cassette concept con-

Ampex Names Arrow New York Dealer

NEW YORK—Arrow Electronics has been named the franchised dealer in metropolitan New York for Ampex Corporation. Announcement of the franchise was made recently by Leon A. Wortman, Ampex marketing manager for professional audio products.

Arrow, a leading distributor of audio and industrial electronic equipment and supplies, will be handling the entire line of Ampex recording equipment.

Maurice Goldberg, president of Arrow, last year established a broadcast division as an adjunct to the company's industrial sales department. Its function is the administration of sales to major networks, audio specialists and sound system contractors in the broadcast field.

The broadcast division makes its headquarters at the company's main facility at 900 Route 110, Farmingdale, New York. Ampex professional audio products are also available through Arrow's sales distribution centers in Manhattan; Norwalk, Connecticut; Totowa, New Jersey and Mineola, Long Island.

tinues to meet with such enthusiastic acceptance." A variety of point-of-purchase materials, dealer tags and listings on spot television and newspaper advertising are also highlights of the drive.

A LITTLE BIT OF COLOUR... TOMORROW



COMING!

Asian Sound

Shown drawing the winning entry form in World Pacific's sitar givaway part of the promotion on the "Sounds Of Asia" LP package is Lee Mendell, vice president of Liberty Records. Looking on (from the left) are: Phil Goodman and Herb Whitaker of the Los Angeles branch of Liberty Distributing, and Macey Lipman, national sales and promotion director for World Pacific. The Los Angeles area winner was Lance Baker of Orange, Calif.



Crewe Opens West Coast Music Complex

NEW YORK — The Crewe Group of Companies, Bob Crewe's complex of record, music, personal management and film and TV firms, has just established a branch office on the West Coast. Heading up the new office is C.G.C. executive vice president Tom Catalano.

Spur of the West Coast expansion, said Crewe, "is the sheer volume of our business, and the need for closer contact with allied companies located in California and with the television and motion picture firms in the Los Angeles area." These Hollywood-based companies include Dot Records, which signed a multi-million dollar exclusive contract for the right to distribute C.G.C.'s DynoVoice Records label and Paramount Pictures which signed with C.G.C. for the development of C.G.C.'s film properties.

Also, Crewe said, the television and music publishing arms of C.G.C. "want to be wherever the action is. Much of that action is on the West Coast." Crewe said that Tom Catalano, who had previously been in charge of C.G.C.'s Saturday Music (BMI), will be actively seeking new material, writers, independent producers and masters.

Saturday Music includes (besides Saturday) Genius Music and Tomorrow's Tunes. In 1967, Saturday acquired one of the most valuable copyrights of the year, "Can't Take My Eyes Off You," which has been recorded by 65 different artists. The international hit version by Frankie Valli was produced and written by Bob Crewe, chairman of the board of C.G.C.

Saturday's Success

During Catalano's administration of Saturday Music the publishing company did extremely well. Key contributors were writers Larry Brown and Ray Bloodworth (Mitch Ryder's "Sock It To Me Baby!"; the Four Seasons' "Watch The Flowers Grow" and "C'mon Mary Anne" and Leslie Gore's "Summer and Sandy") and Larry Weiss ("Mr. Dream Merchant," "More Than The Eye Can See," and "Help Me Girl," by Jerry Butler, Al Martino and the Animals).

The first order of business for the



COMPOSER'S SCHOLARSHIP — Richard Hayman, arranger and conductor for the Boston Pops Orchestra, is seen presenting a plaque to Jim Bogle of Waco, Tex., (left) winner of a one-year, full-tuition paid music scholarship offered by the Arthur J. Bitker Memorial Scholarship for young composers. The national competition was sponsored by Muzak. Clifford I. Bitker of Milwaukee (extreme right), donor of the scholarship award, looks on during luncheon ceremonies at the overseas Press Club in New York. Next to Bogle are Mrs. Maurice Honigan, president of the National Federation of Music Clubs, and Dr. Marion Richter, pianist, composer, and educator, who also served as contest chairman.

West Coast office, Catalano said, will be to establish closer liaison with Dot Records on the distribution and promotion of DynoVoice.

Catalano, who holds a B.A. from New York University in motion picture writing and directing, also said that Crewe Company Films and Crewe Video Productions are involved in developing several motion picture and TV properties. Catalano will also be on the lookout for additional film ideas and television properties as head of the new West Coast operation.

Catalano's Background

Catalano, who joined C.G.C. in September 1966 as general professional manager of Saturday Music, has significant experience in the music business. Starting as singles product manager at Columbia Records in 1961, he moved up to singles merchandise manager the next year. When Columbia decided to open a music publishing company, Catalano was picked to develop it. In 1963, he started April-Blackwood Music (BMI), signing Neil Diamond, Ed Snyder, Larry Weiss and the trio of Feldman, Goldstein and Gottehrer as writers. The trio in turn produced a number one hit, "My Boyfriend's Back" by the Angels. Catalano became head of A&R at Kapp Records in 1964, producing chart records by Lenny Welch and Ruby & The Romantics.

"The establishment of our new West Coast office," said Dan Crewe, "is a most important and significant move in our history. It will enable us to take full advantage of our diversity in records, motion pictures, television and music publishing."

Album Covers Displayed At New York Art Exhibit

NEW YORK — Nine Columbia Records album covers have been selected for showing at the annual Exhibition of Advertising and Editorial Art being prepared by the Art Directors Club of New York. The covers make up the largest such selection ever chosen from Columbia, and will represent one of the biggest groups in its category at the exhibition.

The showing will be staged at the Union Carbide Building, 270 Park Ave., from April 11 through May 1.

LP's featured in the show are "Bob Dylan's Greatest Hits," his "Blonde On Blonde," Leonard Bernstein's recordings of Haydn's "Symphonies 84 & 85" Mozart's "Symphonies 39 & 40," "Ormandy Conducts Kodaly," Glenn Gould's "Canadian Music in the 20th Century," "Byrdland" with Charlie Byrd, "My Faith" by Mahalia Jackson and "Stravinsky Conducts 'Mavra' & 'Les Noces'."

Covers for the selected albums were created by Robert Cato, creative services vice president; and John Berg, director of packaging design services. Designers include Henrietta Condak, Thomas B. Allen, Stanislaw Zagorski, Allen Weinberg and John Berg. Photographs featured on several covers were taken by Noel Habgood, Jerry Schatzberg, Roland Scherman and Sandy Speiser.

Murbo Cuts Group Of Gordon Jenkins

NEW YORK — The Gordon Jenkins Singers, led by the conductor-arranger-composer, for Murbo Records, according to the label's Jimmy Kronides. A single by the chorus, "Inka Dinka Doo" and "Imagination," has just been shipped. In addition, Kronides reports the release of an EMI master here, Jackie Lynton's "Answer Me My Love."

Chancellor Is Back With Youth Sound Logo

LOS ANGELES — Chancellor Records has been reactivated with a new logo, "The Happening Sound Of The Young World." Renewal of the label's activities had been reported in a recent Cash Box news story.

Marcucci resumes leadership of the company which he originally organized in 1958 as a vehicle for clients Frankie Avalon and Fabian. Chancellor Records, a company that grossed close to \$10 million in its heyday, is now back in full swing with "The Happening Sound Of The Young World." The new Chancellor Records offices, under the aegis of Robert P. Marcucci Enterprises, will be located at 8611 Sunset Blvd. in Los Angeles, the Schubert Bldg. in Philadelphia and 16 Central Park South in New York.

Bob Finiz, who has produced Brenda and the Tabulations and Patti La Belle and the Bluebelles, has been named head of East Coast A & R for Chancellor.

Head of the West Coast A & R is John D'Andrea. D'Andrea was an artist under management contract to Marcucci some time ago, but has since gone into arranging and production work with artists such as Bob Lind on World Pacific, Jimmy Ford on Flip City and recently arranged a club act for P. J. Proby in London. D'Andrea also co-produced, along with Bob Marcucci, the Young Gyants on Cameo Parkway. D'Andrea was also under contract as an artist to c/p.

Chancellor has released its first single under the new logo. The disk, which was jointly produced by Bob Marcucci, Bob Finiz and John D'Andrea, is "Girl With The Flower Smile" b/w "Greenwood Township," by Ray Chayfin. Both sides are originals written by the artist. Other artists signed by Chancellor are Linda Carr, Willard King and Anthony Mario Martinez.

J. James Lid Out On Atco

NEW YORK — Atco Records has released a new single, "Come Softly To Me," by the English R&B group, Jimmy James & the Vagabonds. The tune is from the group's first album on Atco, "The New Religion." "Come To Me Softly" is reportedly getting action in Philadelphia as well as other areas.

Royal Guardsmen Pat Snoopy Goodbye

NEW YORK — The Royal Guardsmen's association with Snoopy, Charles Schultz's appealing pup of the Peanuts comic strip, appears to have come to an end.

The Florida-based Laurie recording group first gained recognition with their entry of "Snoopy Vs. The Red Baron," which proved successful enough to earn them a gold record as a certified million seller.

As an immediate follow-up, the Guardsmen released "The Return Of The Red Baron," written and produced by Phil Gernhard, as had been the original "Snoopy" record. However, the group's third release proved to be an entirely different concept for the group. It was a tune entitled "Wednesday," released in early September of '67.

Since the triumph of "Snoopy's Christmas," the outstanding seasonal record of '67, Gernhard has nixed projected plans for further attempts at Snoopy credits.

The Guardsmen's current offering is "I Say Love." According to Gernhard, the release of this new single marks the end of what critics have termed the "Snoopy Era."

All musical endeavors by the six-member corporation will be straight rock or "ballad-rock," as this comparatively new sound of theirs has been dubbed.

"It was simply a matter of coordinating and creating this sound that has basically been our aim since our beginning," says Gernhard. "Snoopy was a good, solid idea and a unique foundation upon which we laid groundwork for our deeper, continuing musical endeavors."

"I Say Love" received action on WMCA, WABC in New York and other major stations in the U.S.

The Royal Guardsmen will arrive in New York on February 2, to tape the Peter Martin Show on WPIX-New York and for recording sessions for the next single and album.

Norman Rubin's Father Dies

NEW YORK — Israel Rubin, the father of Norman Rubin, veteran disk promo rep, died here last week after a long illness. Besides Norman, Rubin is survived by his wife, Mollie, a daughter, Carole, two brothers, Max and Joseph, and grandchildren.



ARAM MEETS ASCAP — Famed Soviet composer-conductor Aram Khachaturian (right), his wife (composer-pianist Nina Makarova) and son, Karen, were guests of honor at a special luncheon hosted by ASCAP at the Delmonico Hotel here on Friday, Jan. 19. Khachaturian is being presented with a copy of the "ASCAP Biographical Dictionary" by Stanley Adams, president of ASCAP. The composer, who got a chance to meet a number of American writers, including Samuel Barber, at the luncheon, is visiting the U.S. for the first time. Adams told Khachaturian that "any roster of creators of international repute and renown would be incomplete without the inclusion of your name."

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BMI Report

(Continued from page 7)

7,000 orchestras, 50,000 bands and 11,000 "stage" bands.

America Tops World In Symphony Orchestras

The United States now supports 1,436 symphony orchestras and 918 opera-producing groups, compared to 1,385 orchestras and 752 opera companies the preceding year. The pamphlet notes that orchestras reporting to the eighth annual BMI/American Symphony Orchestra League Orchestral Program Survey played 17% more concerts last season than during the preceding one. Quoting Opera News, it reports that 5,487 operas were performed in this country during the 1966-67 season, against 4,777 the preceding season.

According to figures gathered by the American Symphony Orchestra League, the pamphlet reports there are now 26 major orchestras in the United States with budgets of \$500,000 to \$4,000,000; 56 metropolitan orchestras (\$100,000 to \$499,999); 36 urban orchestras (\$50,000 to \$99,999), and 1,020 community orchestras (under \$50,000). In addition, there are 298 college orchestras supported entirely within the framework of the college or conservatory.

The number of symphony orchestras in this country has more than doubled since 1939, when there were only 600. Over 50% of the world's 2,000 symphony orchestras are supported by the United States.

Results Of Concert Season Survey

Works by 20th-century American composers are being played here in concert at an ever-increasing rate. The startling figures gathered by the Orchestral Program Survey show that during the past season, orchestras performed almost four times as many 20th-century composers as earlier ones. Furthermore, modern works comprised more than a third of the total performances.

The 557 orchestras reporting to the survey played works by 812 20th-century composers, out of a total 1,050 composers. The orchestras gave 9,171 performances of 20th-century works and 13,955 performances of standard works.

Opera companies also are producing more contemporary works than ever, and during the past season (September 15, 1966 to September 15, 1967), productions of contemporary operas actually outnumbered those of standard works. Quoting figures compiled by Opera News, the pamphlet reports that out of last season's 5,487 performances, 1,825 were devoted to 171 contemporary works, against 3,662 performances of standard works. During the preceding season there were 1,504 performances of 148 contemporary operas.

Amateur Music Making On Rise

The pamphlet notes that according

RIAA Report

(Continued from page 7)

ing participants considerable cost savings; and the association was able to retain a consultant to help it formulate and present proposals that might lead to lower rates on truck shipments of records and tapes. The past year, Brief points out, also saw a record number 95, of gold record awards for singles and albums, an increase of 14% over 1966.

Brief also cited a number of problems for its members, including the threats of a postal rate increase and a 25% increase in mechanical royalties.

A message from Dave Kapp, who just completed his two years as RIAA president, notes that the "expanded interests and involvements have made membership in the association more meaningful and valuable than ever before."

to the most recent statistics gathered by the American Music Conference, there are 41,600,000 Americans who play musical instruments, almost 6% more than the previous year. By comparison, there were only 14,300,000 in 1936. The piano is still the most popular instrument (23,000,000), with guitar second (10,000,000) and organ third (4,400,000). Instrument ownership is up 59% since 1950.

The average person spent nearly twice as much on music in 1966 as he did in 1941. The music industry's percentage of annual personal consumption expenditures rose from .111% (of \$80.6 billion) in 1941 to .205% (of \$469.9 billion) in 1966. These figures include purchases of musical instruments accessories, sheet music and instructional aids, not admissions to musical events or purchases of records, phonographs or radios.

Radio Listening Increases

Americans are now listening to 17½ hours of radio programming a week on over 262,700,000 radios. Approximately 90% of all radio programming is music, a percentage that has been steadily rising during the past decade. Radio thus continues to hold the largest concert music audience of any medium.

These and other significant facts are reported in "Concert Music USA, 1968." Single copies and information on availability of quantity lots of this brochure for educational institutions, symphony orchestras and other interested groups may be obtained from the Public Relations Department, Broadcast Music, Inc., 589 Fifth Avenue, New York New York 10017.

FOCUS ON JAZZ

MORT FEGA

The album runs forty minutes and three seconds (side one is twenty-five minutes and nineteen seconds, side two is fourteen minutes and forty-four seconds, an uncommon division of time) and I've just finished listening to it for the fifth time. Not counting the time it takes to turn the album over, that's three hours, twenty minutes, and fifteen seconds consecutively spent listening to the same album, and what's even more important, wanting to hear it again. It's the new Miles Davis album on Columbia, "Sorcerer," and it's a beautiful thing!

Waxing Ecstatic

I suppose my ears are jaded from so many years of listening to recordings, and, as a consequence, I rarely find myself saying, after hearing a new album for the first time, "Gee, let me listen to that again, right away." So often, with new releases I'm left with the impression that even if I hadn't heard the record, I'd heard it—before. Oh, the titles of the tunes might be different, and some of the players on the date might have been changed, but, basically, it turned out to be the same old jazz, rehashed, refurbished, and dressed up in a new package to attract the ever hopeful record buyer. That's why when I come upon a "Sorcerer," I can't help waxing ecstatic.

Certainly, in how he plays, acts, dresses, performs, Miles Davis is uncommon. As he is uncommon, so is his new album. The aloofness and detachment that he displays onstage is reflected in the way this album is presented. All the extraneous matter is omitted, including the identity of the sidemen, and the music is made to stand on its own merit. But this is how Miles operates; when you see him in person, he doesn't announce song titles, doesn't introduce the members of his group, he just plays, and what we hear on this new album of his is genuinely representative of the sound of the Miles Davis Quintet. It seems improbable that someone like Davis, at this stage of his career, could be improving, but as I hear this album, it's hard to believe otherwise. I draw the inference that he is infinitely more concerned with the finished product than he has been known to be in the past. Actually, I've found this to be so with his last three or four releases. No longer do I get the feeling that Miles is willing to settle for less than the very best.

Group Members

If Miles Davis and Columbia Records choose to omit the names of the members of the group, I do not. As I view it, it is they, the group, that serve as the catalyst for Davis' im-

proved playing. Pianist Herbie Hancock, saxophonist Wayne Shorter, bassist Ron Carter, and drummer Tony Williams are each significant contributors, not only as players, but as composers, too. Of the seven tunes on the album, four are originals by Wayne Shorter, one by Herbie Hancock, one by Tony Williams, and the last, a vocal, was written and sung by Bob Dorough, long a favorite of Miles'. The Bob Dorough track is from a session that was done in 1964; the six instrumentals were recorded in late 1967. I'm particularly gratified that Miles and I share this admiration for Dorough, witness it was my pleasure to produce a Bob Dorough album in 1966 on the Focus label. Noteworthy, too, is the fact that on "Pee Wee," a haunting original by young drummer Williams, Miles lays out and only the quartet is heard. Nothing could be more incongruous than to imagine that this lovely melody was written for Pee Wee Marquette, the diminutive major domo at Birdland for so many years. Miles' playing on "Masqualero" is beautifully plaintive and very reminiscent of his work on "Sketches of Spain," a classic. The album's title tune, "The Sorcerer," is a romper, straight from the upper left.

Music On Its Own

But enough of the analysis of the music! In Ralph Gleason's liner copy, free verse depicting Miles Davis as a musical sorcerer, and including onomatopoeic references to Miles' trumpet sound, there is what must be considered a quote from Miles, "Don't write about the music." Again, I'm glad to share an attitude with Davis: the music shouldn't have to be written about in a clinical manner. If the music is good music it will make it on its own, without dissection, explanation, and resolution.

In the light of some of the excellent groups that Miles Davis has had in the past with players like John Coltrane, Bill Evans, Philly Joe Jones, Red Garland, Paul Chambers, Cannonball Adderly, and others, it might approach blasphemy to suggest that this current group is the best that Miles has ever fronted. However, I do suggest! I state that, in my opinion, this is the most gratifying Miles Davis group that I have ever heard. When I listen to this group I hear more unity, more discipline, more cohesiveness, more colors, albeit less illustrious soloists. Again, I must emphasize the importance of the other four members of the group, each of whom seems more disposed to bend to the inclinations of the leader. I echo Ralph Gleason's comments on the back of the album . . . Miles: the Sorcerer.

T.I. Acquisitions

(Continued from page 7)

sales of \$20 million. Recordwagon, which generated \$20 million in sales in 1967, was added to the roster at year's end. Earlier this month Recona, Inc., with a sales volume of \$18 million also signed on to become a member of the Transcontinental family.

As is the case with the other companies TIC has acquired, the principals of the company's two newest acquisitions — Charles Schlang of Mer-shaw and Louis and David Friedman of Sommerset — will continue to operate the companies as Transcontinental subsidiaries.

Transcontinental's emergence into the record distribution field coincides with other interests the company has in the service and entertainment industry.



GOING TO PRODUCE—Steve Duboff (seated right) will produce recordings by the Bit's Sweet for ABC Records. Howard Stark, vice president of ABC is seated at left. The individuals comprising the Bit's Sweet are: Mitch London, Jack Fischer, Denny Evans, and Russ Leslie.

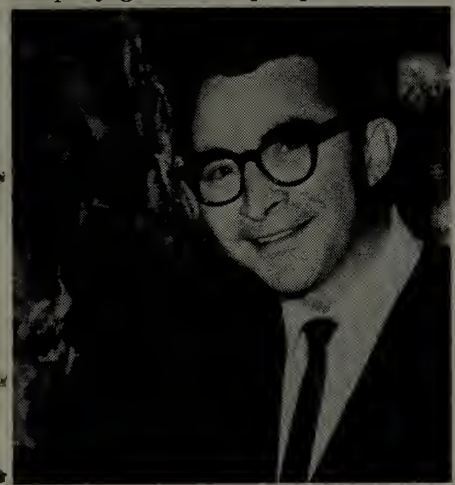
fever tree
is coming

Shepherd Upped At Monument Label

NASHVILLE — Monument Records has promoted Mike Shepherd to vice president in charge of national promotion, according to an announcement by Fred Foster, president of the label.

Shepherd has been in charge of promotion at Monument since November of 1966. Prior to joining Monument he was with Warner Brothers in a similar capacity for three years. Shepherd is a graduate of Hunter College in New York and Glendale College in California where he majored in Psychology.

Foster said, "Mike Shepherd's enthusiasm for his work has been contagious and is reflected in the continuing success of Monument product at home and abroad. We are pleased to have a man of his talents associated with our firm and are confident he will continue to be of real service as our company grows and prospers."



National Mercantile Merges Into NMC Corp.

OCEANSIDE, N.J.—The New Jersey-based National Mercantile Corporation concluded its merger last week into its Delaware subsidiary, NMC Corp., the deal becoming effective on Jan. 25. Announcement of the merger was made by Jesse Selter, president of the Jersey operation, who also stated that the move will have no effect upon the financial condition or business operations of National Mercantile.

Each outstanding share of common stock and of Class B capital stock of National Mercantile, a record wholesaler and disk producer, was converted into 1½ shares of common stock and Class B capital stock, respectively, of NMC Corp. The firm's common stock is traded over-the-counter.

Selter has suggested that stock certificates for National Mercantile be surrendered to the Commercial Trust Company of N. J. for transfer to certificates of NMC Corp. Until they have been surrendered, shares of National Mercantile will represent the same number of shares of NMC.

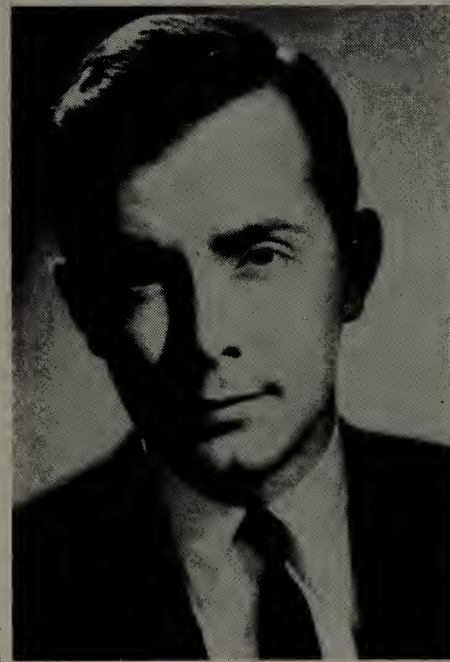
Those certificates representing the additional number of whole shares of NMC will be mailed to National Mercantile stockholders as soon as possible, but no fractional shares of NMC will be issued to effect the conversion of stock. Instead, the Commercial Trust Company will sell, for the account of each holder of common stock of National Mercantile who would otherwise have been entitled to receive a fractional share of common stock of NMC, such fractional interest and will distribute the cash proceeds to the holder.

Hinton Manages Sales Promo For 3 CBS Labels

NEW YORK—Bruce Hinton has been appointed manager of sales and promotion for the Date, Ode and Immediate labels, according to an announcement by Len Levy, vice president of sales and distribution for Epic and Date Records.

In his new capacity, Hinton will be responsible to Levy for the national sales, promotion, merchandising and advertising of the Date, Ode and Immediate product. The regional promotion staff for these labels will report directly to Hinton. Date, Ode and Immediate labels are distributed through Columbia Records' distributors.

Prior to assuming his present position, Hinton was western regional promotion manager for Columbia Records for two-and-a-half years and was based in Los Angeles. Before coming to Columbia, Hinton handled national promotion for Warner Brothers-Reprise Records.



MIDEM 2

Continued from page 7)

She's fresh and alive.

Big Start

From the first day MIDEM fulfilled its promises: Cannes (France) became for a week the mondial center for Record and Music publishing business. 1,500 people had arrived before the opening, in the hotels of Cannes and straight away many deals were completed, in the different offices of the hotel Martinez. One of the first companies to arrive was EMI. The organization had taken a block of 10 offices and by Thursday the advance guard was hard at work setting up the elaborate complex of offices with photographs of EMI recording stars, both pop and classical. Another room was given over to display stands of the company's record sleeves. In yet another room devoted to EMI's publishing company Ardmere and Beechwood, the walls were being covered with photographs and names of the heads of companies all over the world.

Another early arrival at the MIDEM was RCA, where Peter Baumberger was supervising the decor for the labels 6 suites of offices. Here again the plans were artistically designed and executed. The theme being giant records bearing the names of RCA's world wide companies and

giant blow-ups of sheet music heralding the names of their publishing set up. The RCA offices dominated the entrance to the fourth floor of the Martinez hotel.

On the second floor Disques Vogue of France were hard at work on yet another dominating and imaginatively designed block of offices with blow up photographs of the labels world wide recording stars including Petula Clark, Jacques Dutronc, Antoine, Les Charlots, Claude Luter, etc.

Another early arrival on the scene was World Music of Brussels, the contingent was lead by Roland Kluger who supervised the office arrangements on the first floor with Palette Records.

The build-up which started on Thursday was gathering momentum by Friday and on Saturday plane after plane touched down at Nice Airport bringing in record and publishing men from all over the world.

France Leads Guests

France itself topped the numerical list of participants with a total of 83. Next came America with 69, a tremendous increase from last year's representation from across the Atlantic.

Great Britain had the third largest

TJB MIDEM Prize

Herb Alpert has been awarded the 1968 Midem International Trophy for outstanding sales in Europe from July 1966 to June 1967. In addition to this award, Herb Alpert & The Tijuana Brass also received awards for the most records sold in the USA by an instrumental group, for the same time period as well as the Australian Trophy for best selling recording artist in all categories.

Gil Friesen, vice president and general manager for A & M Records, accepted the awards on behalf of Herb Alpert & The Tijuana Brass, in Cannes, where the Midem convention is being held.

Alpert is currently producing the Pete Jolly album which is due to be released in February.

number of representatives with some 64 record and publishing participants. All the British offices boasted the "Back Britain" Union Jack logo. Germany accounted for another 40 participants and Italy for 31. Altogether 34 countries from around the world were represented. The famous Croisette of Cannes was a blaze of color with the National flags of participating countries. The hotel foyers were thronged with music men of every nationality echoing the multi-lingual tongues that go to make up the concept of a one world market.

The first official function was a Champagne party hosted by Cornut-Gentille, lord mayor of Cannes. He was the first to welcome MIDEM participants. Two hours later at the Palais des festivals the opening International Gala took place featuring the following artistes Juan & Junior (Spain), Vacet & Marek (Poland), Julie Felix (England), Peter Horton (Austria), Los Bravos (Spain), Ewa Demarczik (Poland), Duo Ouro Negro (Portugal), Elis Regina (Brazil), P. J. Proby (United States), Sandie Shaw (England), Diana Ross and the Supremes (United States).



THEY MET ON THE PROMENADE IN CANNES—Shown at the Gala Francais at MIDEM, are (from the left): Sandy Ross, representing Vanguard Records; Kelli Ross, president of Alouette Productions of New York; Lou Reizner, head of the international division of Mercury Records; Shel Talmy, indie producer (the Who); Sheilah Wayne; and Art Wayne, vice president of Alouette Productions.

3 HOT RELEASES

JUDY

b/w

SMOKY PLACES

FRANK HOWARD

EXCELLO 2291

LET'S TRY TO BUILD A LOVE AFFAIR

b/w

LET ME BE A PART OF YOU

THE EXOTICS

EXCELLO 2292

AM I ASKING TOO MUCH

b/w

NOT YOUR REGULAR WOMAN

LUCILLE MATHIS

A-BET 9427

EXCELLO/A-BET

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

MIDEM 2: Facing Up To Another Global Music Triumph



(left to right, top to bottom) Di Bari, Ariston in Italy; Gerard Tournier, Paris; Mr. & Mrs. Cyril Shane, Shapiro Bernstein of London; Henri Marchal, Sunny Music of France; and Lucio Salvini, Ricordi in Italy. Mr. & Mrs. Jack Macgraw, Screen Gems in the United Kingdom; Mr. & Mrs. George Pincus, Gil Pincus Music in New York; and Mr. & Mrs. Aaron Schroeder, A. Schroeder Music in U.S.A. Bill Gallagher, MCE in USA;

British composer Don Black; and Hubert Long of the Moss Rose pubbery in Nashville. Elliot Blaine of Jubilee Records; Hal Shaper of Sparta Music in the United Kingdom; Mr. & Mrs. Roland Kluger of World Music in Brussels; and John Nice of Burlington Music in the U.K. Heinz Voigt, DGG/Polydor in Germany; Jules Kurz, DGG in the U.S.; German artist Bert Kaempfert; and Klaus Haake of Editions Doma in Germany.



(left to right and top to bottom) Stanley West; Sal Chianti, executive vp of MCA Music Publishing; Mike Sloman, American Decca's rep in U.K.; Stephen Guehault, Riveria; French chantress Nancy Holloway (Decca); J. Soucek of Supraphon in Czechoslovakia; Jan Sivacek, organizer of the Bratislava Song Festival; and Sydney Bron of Bron Associates in London. Robalo, manager of Duo Ouro Negro; Duo Ouro Negro of Angola; Jimmy Henney of the John Barry organization in London; and Valentin de Carvalho, EMI in Portugal. Neville Marten, European director of Cash Box; Peter Noone of Herman's Hermits; lark Rita Williams; Teddy

Holmes of Chappell in London; and Jonathan King. J. Van Schalkavjk of Anagon in Holland; British chantress Vera Lynn; Harry Lewis of Ardmore & Beechwood in London; and Mr. & Mrs. John Lee of EMI's Italian firm, Voce del Padrone. Roger Maruani, Festival Records in France; M. Chagneau, Festival Records; Charles Vannes, EMI in Paris; Hubert, de-jay; Miss Halila, of Palette in Belgium; and Pierre Meyer, Palette. Olle Bergman; Odeon in Sweden; Anders Holmstedt, EMI in Sweden; Mr. & Mrs. John Bush, EMI in London; Mr. & Mrs. Philip Brodie, EMI in Spain; Frank Chalmers, EMI in London; and Macel, EMI in Argentina.

Dot In More Foreign Deals

NEW YORK — Negotiations have been completed and new licensees appointed to represent Dot Records in Italy, Belgium and the West Indies. This follows the disclosure last week (see Cash Box, Jan. 27, p. 51) of Dot's agreement with EMI for representation of Dot throughout the United Kingdom and other key European territories.

Under the terms of the agreement just announced, as in the EMI agreement, each licensee will manufacture, market and distribute Dot and Acta and Steed (Dot subsidiaries) recordings under Dot's own corporate logo.

In Italy, Dot will be represented by Dischi Ricordi S.P.A. of Milan. Paolo

Ruggeri, A & R head, will supervise. First releases are Lalo Schifrin's ballad from Warner's "Cool Hand Luke" and domestic smash, "Bend Me, Shape Me," by the American Breed.

The Belgium-Luxembourg market will be covered by Disques Artone Fono-Platen S.A./N.V., Haarlem, Holland. Dot's internal representative in Pascal Robiefroid, stationed in Brussels, Belgium.

Record Specialists Ltd., based in Kingston Jamaica, will distribute throughout the West Indies for Dot. Responsibilities will be divided between the firm's executive director, George Benson in Kingston, and U.S. director Jesse Soloman.

American Breed Disk Making Global Rounds

HOLLYWOOD — "Bend Me, Shape Me," the American Breed's smash, has just been released in a dozen countries, according to Dot's international sales rep Judy Hicks.

Already heading for a smash in England, platter has now spread to Japan, South Africa, Holland, Germany, Philippines, Canada, Belgium, Italy, Australia, Greece and New Zealand.

Peer-Southern Rights To 'Bonnie & Clyde'

NEW YORK — Peer-Southern Music has acquired the U.S. and Canadian rights to the English hit, "Bonnie and Clyde," recorded by Georgie Fame. The song was acquired from Clan Music, Ltd., owned by Mitch Murray and Peter Callander who also wrote it.

The Fame record is being rushed out by Epic, while Kama Sutra's subsidiary Buddah Records has covered the song by the Chicago Prohibition 1931.

EMI's German Electrola Comes To U. S. Via Peters

NEW YORK—For the first time, the entire German pop disk catalog of Electrola, EMI's German affiliate, will be made available in the U.S. The announcement was made during a recent meeting at EMI headquarters in London after Chris Peters, president of Peters International, Inc., of New York (U.S. distributor for finished recordings of the worldwide EMI companies) and Dr. Ladislaus Veder, general manager of Electrola Gesellschaft MBH, Inc., agreed to make the Electrola catalog available in America.

Since January 8th, August Batzem, export manager for Electrola, has been working with the Peters International staff in New York on the selection of repertoire. During his stay Batzem visited many of the German ethnic shops as well as some of the largest retailers of imported records to determine their preferences. Based on their research, P/I and Batzem have agreed on final catalog listings, and firm orders have been placed. Ninety percent of the titles will be available in stereo. (Electrola started to shift from mono to stereo over five years ago.)

According to Batzem, the Peters'

order is the largest single export order received by Electrola to date. Peters expects to announce details of the new material and release date of the Electrola catalog by March 1st.

"I am grateful to Dr. Veder for his cooperation in accomplishing so quickly a job that just two months ago was only an idea," says Mr. Peters. "His assistance is typical of the fine relationship we have enjoyed with EMI since we took over distribution of their products in October 1967."

Pickett To San Remo

NEW YORK—Atlantic hit-maker Wilson Pickett leaves this Tuesday (30) for the San Remo Festival, where he will be one of the featured American performers. He will perform the tune "Deborah" on Thursday February 1st. This marks the first appearance of Pickett at the San Remo Festival.

After the San Remo Festival is over Wilson Pickett will appear in Rome at the Olympia Theatre on February 6 to kick off the theatre's new pop music concerts. On February 8 he will appear in Frankfurt for a concert before returning to the U.S.



SETTING THE DISTRIBUTION PACT—Jay-Gee Records and Phonodisc Ltd. of Toronto have signed a distribution agreement for Jubilee and other Jay-Gee labels in Canada, effective immediately. The agreement was negotiated by Elliot Blaine, Jay-Gee's director of international marketing, and Don McKim, president of Phonodisc, and includes distribution for the Jubilee, Josie, Port, Toot, and Rainy Day Labels. Blaine said that his office will coordinate with Phonodisc U.S. rep Woody Hinderling and sales manager, Hal Ross. Shown here from the left are: (Seated) Don McKim and Elliot Blaine (standing) Hal Ross, Woody Hinderling, and Steve Blaine, president of Jay-Gee Records.

Monument Charts Plans For Aznavour Campaign

HOLLYWOOD—National release last week of Charles Aznavour's first Italian album in the US has spurred plans for a special radio and merchandising campaign by Monument Records.

The label is emphasizing activity with FM and foreign language radio stations with special taped interviews and has announced that Aznavour will

be available for special television shows in markets catering to Italian audiences such as Boston, New York and Philadelphia. He arrives in March for a one-month stay in Hollywood.

In this, his fifth LP for the label, Aznavour is featured singing Italian adaptations of his best-known French hits. The newly-recorded "Aznavour Italiano" album was obtained from Disques-Barclay in France although originally produced for RCA Italiana. Monument features an English and Italian text on the liner.

Nemperor Holding Ltd. Is Nems' New Parent

NEW YORK — Nemperor Holding, Ltd. has been formed as the umbrella company of the late Brian Epstein's business interests in England and the U.S.

According to Clive Epstein, brother of Brian, and chairman of Nemperor, the new company will be the parent of Nems, the talent agency, movie and theatre operation.

Move is not expected to change the American outlet for the company,

Nemperor Artists, which is headed by Nathan Weiss. NA is the only business enterprise ever formed in America by Brian Epstein.

Nems in England represents such performers as the Beatles, Cilla Black and Jerry Marsdan. In America, Nemperor represents these artists plus the Cyrkle and Eric Anderson. Weiss told Cash Box that he is presently seeking new talent for the firm.

3-Way Music Merger

GREENVILLE, S. C. — Mark V Recording Studios and Halo/Klub Records have merged with Pleasant Ridge Music Publishers.

In a joint statement issued by Joe Huffman and Bob Edwards, leaders of the companies, the new association culminates some nine months of negotiations and in their words, "brings together under one roof, the ingredients necessary for a complete recording service."

Under the agreement, Halo/Klub will close their recording studios, which have operated for some five years, and will move their physical plant to the Mark V Building.

Edwards, with some 20 years in the recording and production field, will continue as an independent producer for both the Halo and Klub Labels, and in addition, he will have duties of supervising production on additional albums and singles, along with radio and TV Commercials.

One modern building contains an 18 input, 4 channel custom console and 1, 2 and 3 track Ampex Recorders. Experienced sound engineers, arrangers and staff musicians are available, with two established record labels and a music publishing firm.

The studios and offices are located off Highway 250, at 10 Michael Drive, in Greenville.

Decca's Atlanta Branch Wins 2d Straight Award

NEW YORK — Decca Distributing Corporation's Atlanta sales branch has taken the company's "Branch of the Year" award for the second consecutive year. Announcement of the winning branch was made last week by Sydney N. Goldberg, vice president and general sales manager for the distributing organization.

Competition among sales branches for the prize has been fierce, but under the direction of Ed Russell, company's southeastern district manager, the Atlanta operation rounded out its most successful year to take the award.

In addition to the branch award, individual achievement plaques will be presented to Russell, Atlanta branch manager Kent Ortman, and promotion staff members Chester Hosmer, Bill Lambert, Fred Haas, Ray McDougal and Danny Rippy.

Kapp Names Ballantyne

NEW YORK — Kapp Records has named Greg Ballantyne as the new midwestern district sales and promotion manager, it was announced by Sid Schaffer, Kapp sales vice president.

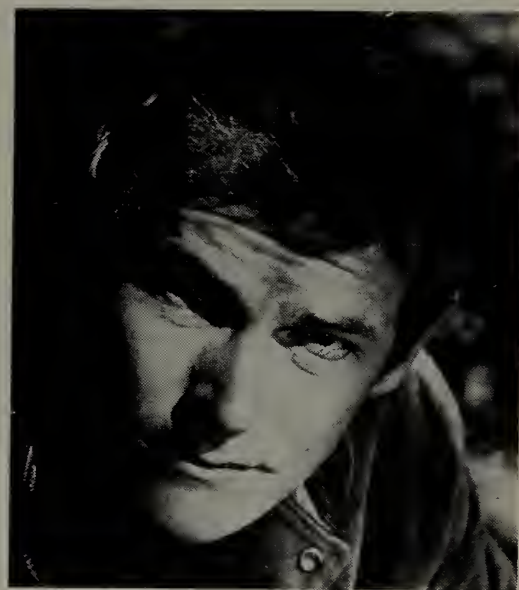
Ballantyne has been with the Kapp organization for over a year as mid-west promotion manager. Prior to that, he was with London Records in the same capacity.

Congratulations, Gordon

LIGHTFOOT

on winning THE MIDEM TROPHY AWARD for "The best-selling Canadian male singer" (English)

It took his great songs and performances,
along with strong record distribution and top promotion
to make us both winners.



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The Compo Company Limited, 2377 Remembrance St., Lachine, Quebec.

"CAB DRIVER" The Mills Brothers

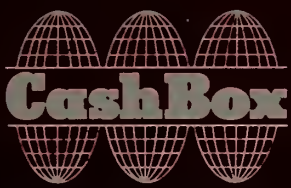
is picking up big fares in... BOSTON • CLEVELAND •
PITTSBURGH • BUFFALO • PHILADELPHIA • DALLAS • SEATTLE •
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DOT
RECORDS





TOP 100 Albums

FEBRUARY 3, 1968

- | | | | | | | | | | | | |
|-----|--|-----|----|---|-----|-----|---|-----|-----|---|----|
| 1 | MAGICAL MYSTERY TOUR
Beatles (Capital) MAL/SMAL 2835 | 1 | 25 | CAMELOT
Saundtrack
(Warner Bros. 8/85 1712) | 25 | 52 | MAN OF LA MANCHA
Original Cast
(Kapp KRL 4505/KRS 5505) | 51 | 76 | BEST OF HERMAN'S HERMITS VOL. III
(MGM E/SE 4504) | 82 |
| 2 | THEIR SATANIC MAJESTIES REQUEST
Rolling Stones
(London NP/NPS 2) | 2 | 26 | HISTORY OF OTIS REDDING
(Volt M/S 418) | 30 | 53 | BLOOMING HITS
Paul Mauriat
(Philips PHM 200-248/PHS 600-248) | 63 | 77 | FOWL PLAY
Baja Marimba Band
(A&M 136/SP 4136) | 81 |
| 3 | HERB ALPERT'S NINTH
Herb Alpert & Tijuana Brass
(A&M 134/SP 4134) | 3 | 27 | ALICE'S RESTAURANT
Arla Guthrie
(Reprise R/RS 6267) | 27 | 54 | BEE GEES 1ST
(Atco 223/SD 223) | 40 | 78 | WITHOUT HER
Jack Jones
(RCA Victor LPM/LPS 3911) | 78 |
| 4 | PISCES, AQUARIUS, CAPRICORN & JONES LTD
Monkees (Colgems COM/COS 104) | 4 | 29 | INCENSE AND PEPPERMINTS
Strawberry Alarm Clock
(Uni 3014/73014) | 18 | 55 | CLAMBAKE
Elvis Presley
(RCA Victor LPM/LPS 3893) | 49 | 79 | TENDERNESS JUNCTION
Fugs (Reprise RS 6280) | 83 |
| 5 | THE TURTLES GOLDEN HITS
White Whale (WW 115/WWS 7115) | 6 | 30 | SIMPLY STREISAND
Barbara Streisand
(Columbia CL 2682/CS 9482) | 29 | 56 | GONE WITH THE WIND
Soundtrack (MGM TE-10 St) | 56 | 81 | THE GOOD THE BAD AND THE UGLY
Orig. Soundtrack
(United Artists UA 4172/UAL 5172) | — |
| 6 | DISRAELI GEARS
Cream (Atco 232/SD 232) | 7 | 31 | VANILLA FUDGE
(Atco 224/SD 224) | 31 | 57 | TO SIR, WITH LOVE
Lulu
(Epic LN 24339/BN 26339) | 39 | 82 | A SCRATCH IN THE SKY
Cryan Shames
(Columbia CL 2786/CS 9586) | 86 |
| 7 | DIANA ROSS & THE SUPREMES GREATEST HITS
(Matawn M/MS 2-663) | 5 | 32 | UP, UP AND AWAY
Johnny Mathis
(Columbia CL 2726/CS 9526) | 35 | 58 | PINK FLOYD
(Tower T/TS 5093) | 59 | 83 | WITH LOVE CHER
(Imperial LP 9358/LPS 12358) | 74 |
| 8 | SGT. PEPPER'S LONELY HEART'S CLUB BAND
Beatles (Capital T/TS 2653) | 8 | 33 | 4 TOPS GREATEST HITS
(Matawn M/MS 662) | 28 | 59 | TO SIR, WITH LOVE
Soundtrack
(Fantana MGF 27569/SRF 67569) | 64 | 84 | BEST OF SONNY & CHER
(Atca 219/SD 219) | 84 |
| 9 | FAREWELL TO THE FIRST GOLDEN ERA
Mamas & Papas
(Dunhill D/DS 50025) | 10 | 34 | THE DOORS
(Elektra EK 4007/EKS 7407) | 34 | 60 | A MAN AND A WOMAN
Soundtrack
(United Artists UAL 4147/UAS 5147) | 61 | 85 | ANYTHING GOES
Harpers Bizarre
(Warner Bros. W/WS 1716) | 85 |
| 10 | JOHN WESLEY HARDING
Bab Dylan (Columbia CL 2804/CS 9604) | 22 | 35 | IT MUST BE HIM
Vikki Carr
(Liberty LRP 3533/LST 7533) | 26 | 61 | THE BYRDS GREATEST HITS
(Columbia CL 2716/CS 9516) | 42 | 86 | FOREVER CHANGES
Lave (Elektra EKS 74013) | 88 |
| 11 | DR. ZHIVAGO
Saundtrack (MGM E/ES 6 ST) | 9 | 36 | FRESH CREAM
Cream (Atca 206/SD 206) | 36 | 62 | THE MAGIC GARDEN
The 5th Dimension
(Saul City SCM 91001/SCS 92001) | 69 | 87 | WOMAN WOMAN
Union Gap
(Columbia CL 2812/CS 9612) | — |
| 12 | LOVE ANDY
Andy Williams
(Columbia CL 2766/CS 9566) | 12 | 37 | RELEASE ME
Englebert Humperdinck
(Parrot PA 61012/PAS 71012) | 36 | 63 | GROOVIN' WITH THE SOULFUL STRINGS
(Cadet LP/LPS 796) | 75 | 88 | VALLEY OF THE DOLLS
Soundtrack
(20th Century Fox DTCS 4196) | 92 |
| 13 | DIONNE WARWICK'S GOLDEN HITS PART ONE
(Scepter SRM/SRS 565) | 16 | 39 | MOVIN' WITH NANCY
Nancy Sinatra (Reprise R/RS 6277) | 48 | 64 | MASS IN F MINOR
Electric Prunes (Reprise R/RS 6075) | 65 | 89 | ALBUM 1700
Peter, Paul & Mary
(Warner Bros. W/WS 1700) | 90 |
| 14 | AFTER BATHING AT BAXTER'S
Jefferson Airplane
(RCA Victor LOP/LSO 1511) | 14 | 40 | COWBOYS AND COLORED PEOPLE
Flip Wilson (Atlantic 8149) | 38 | 65 | ARETHA ARRIVES
Aretha Franklin
(Atlantic 8150/SD 8150) | 54 | 91 | REACH OUT
Burt Bacharach
(A&M 131/SP 4131) | 91 |
| 15 | A GIFT FROM A FLOWER TO A GARDEN
Donovan (Epic L2N 6071/B2N 171) | 15 | 41 | DOCTOR DOLITTLE
Saundtrack
(20th Century-Fox DTCS 5101) | 41 | 66 | INSIGHT OUT
Assaciation
(Warner Bros. W/WS 1696) | 67 | 92 | SOMETHING SPECIAL
Tommy James & Shondells
(Roulette R/SR 25355) | — |
| 16 | A DAY IN THE LIFE
Wes Montgomery
(A&M 2001/SP 3001) | 17 | 43 | I FEEL LIKE I'M FIXIN' TO DIE
Cauntry Joe & The Fish
(Vanguard VRS 9266/VSD 79266) | 43 | 67 | PORTRAITS
8uckinghams
(Columbia CL 2798/CS 9598) | 87 | 93 | CAMELOT
Original Cast
(Columbia KOL 5620/KOS 2031) | 94 |
| 17 | ARE YOU EXPERIENCED
Jimi Hendrix Experience
(Reprise R/RS 6261) | 19 | 44 | WILDFLOWERS
Judy Collins (Elektra EKS 74012) | 32 | 68 | THE RESURRECTION OF PIGBOY CRABSHAW
Butterfield Blues Band
(Elektra EKS 74015) | 72 | 94 | AGNES ENGLISH
John Fred & Playboy Band
(Paula LP 2197) | 96 |
| 18 | STRANGE DAYS
Doors (Elektra EK 4014/EKS 7414) | 13 | 45 | THE COWSILLS
(MGM E/ES 4498) | 33 | 69 | WEAR YOUR LOVE LIKE HEAVEN
Danovan (Epic LN 24349/8N 26349) | 77 | 95 | WELCOME TO MY LOVE
Nancy Wilson (Capitol T/ST 2844) | 99 |
| 19 | WILD HONEY
Beach Boys
(Capitol T/ST 2859) | 21 | 48 | BEST OF WILSON PICKETT
(Atlantic 8151/SD 8151) | 44 | 70 | BY THE TIME I GET TO PHOENIX
Glen Campbell
(Capitol T/ST 2851) | 80 | 96 | TOM JONES LIVE
(Parrot PA 61014/PAS 71014) | 95 |
| 20 | THE LAST WALTZ
Engelbert Humperdinck
(Parrot PA 61015/PAS 71015) | 20 | 49 | PLEASE LOVE ME FOREVER
Bobby Vinton
(Epic LN 24341/8N 26341) | 46 | 71 | MONKEES HEADQUARTERS
(Colgems COM/COS 103) | 71 | 97 | THE TIME HAS COME
Chambers Bros.
(Columbia CL 2722/CS 9522) | 97 |
| 21 | THE WHO SELL OUT
(Decca DL 4950/DL 74950) | 32 | 50 | HUGH MASAKELA IS ALIVE AND WELL AT THE WHISKEY
(UNI 3015/73015) | 57 | 72 | THE BOX TOPS
(Bell 6011/S 6011) | 70 | 98 | MOTOWN SOUND VOL. 8
(Motawn M/MS 666) | — |
| 22 | WHEN THE SNOW IS ON THE ROSES
Ed Ames
(RCA Victor LPM/LSP 3913) | 23 | 51 | EVERYTHING PLAYING
Lavin' Spoonful
(Kama Sutra KLP/KLPS 8061) | 58 | 73 | HORIZONTAL
Bee Gees (Atco 233/SD 233) | — | 99 | FOR ONCE IN MY LIFE
Tony Bennett
(Columbia CL 2773/CS 9573) | — |
| 23 | IN A MELLOW MOOD
Temptations (Gordy G/S 924) | 24 | 52 | ALL MITCH RYDER HITS
(New Voice NV/NVS 2004) | 45 | 74 | WINDOWS OF THE WORLD
Dianne Warwick
(Scepter SRM/SRS 563) | 73 | 100 | HAWAIIAN ALBUM
Ray Coniff
(Columbia CL 2747/SC 9547) | 76 |
| 24 | SOUND OF MUSIC
Saundtrack
(RCA Victor LOCD/LSOD 2005) | 11 | 53 | MISSION IMPOSSIBLE
Lalo Schifrin (Dat DLP 25831) | 55 | 75 | NOTORIOUS BYRD BROS
Byrds (Columbia CL 2757/CS 9575) | 89 | 101 | ENCORE
Henry Mancini
(RCA Victor LPM/LPS 3887) | 93 |
| 101 | STONE PONEYS VOL. II
(Capital T/ST 2763) | 101 | 54 | GET THAT FEELING
Jimi Hendrix & Curtis Knight
(Capitol T/ST 2856) | 50 | 101 | REVENGE
Bill Casby (Warner Bros. W/WS 1169) | 121 | 102 | FOR A FEW DOLLARS MORE
Leroy Halmes
(United Artists UAL 3608/UAS 6608) | 98 |
| 102 | PATA PATA
Miriam Makeba (Reprise R/RS 6274) | 102 | 55 | IT MUST BE HIM
Ray Conniff, (Columbia CL 2795/CS 9595) | 111 | 102 | LET IT OUT
Hambres (Verve/Forecast FT/FTS 3036) | 122 | 103 | JUNGLE BOOK
Original Soundtrack (Disney M/S 3948) | — |
| 103 | GROOVIN'
Young Rascals (Atlantic 8148/SD 8148) | 103 | 56 | THE FIRST EDITION
(Reprise RS 6276) | 112 | 103 | FLYING NUN
Sally Fields (Colgems COM/COS 106) | 123 | 104 | MANTOVANI/HOLLYWOOD
(London LL3516/PS 516) | — |
| 104 | THE BEST OF WES MONTGOMERY
(Verve V/V6 8714) | 104 | 57 | THE MANTOVANI TOUCH
(London LL 3526/PS 526) | 113 | 104 | SNOOPY AND HIS FRIENDS THE ROYAL GUARDSMEN
(Laurie LLP/SLP 2042) | 124 | 105 | RIGHTEOUS BROTHERS GREATEST HITS
(Verve V/V6 5020) | — |
| 105 | YOU DON'T HAVE TO BE ITALIAN TO LIKE PAT COOPER
(United Artists UAL 3600/UAS 6600) | 105 | 58 | FAMILY PORTRAIT
5 Stairsteps & Cubie
(Buddah BDM 1008/BDS 5008) | 114 | 105 | JOURNEY WITHIN
Charles Lloyd (Atlantic 1493/SD 1493) | 125 | 106 | THE WORLD WE KNEW
Frank Sinatra (Reprise F/FS 1022) | — |
| 106 | TEMPTATIONS GREATEST HITS
(Gordy GM/GS 919) | 106 | 59 | THE VOICE OF SCOTT MCKENZIE
(Ode Z12 44001/Z12 44002) | 115 | 106 | AMBOY DUKES
(Mainstream 56104/S 6104) | 126 | 107 | FIDDLER ON THE ROOF
Original Cast (RCA Victor LPM/LPS 3730) | — |
| 107 | HELLO DOLLY
New Cast Pearl Bailey & Co.
(RCA Victor LOC/LSO 1147) | 107 | 60 | EYDIE GORME'S GREATEST HITS
(Columbia CL 2764/CS 9564) | 116 | 107 | MARY IN THE MORNING
Al Martino (Capitol T/ST 2780) | 127 | 108 | THE GREAT CONSPIRACY
The Peanut Butter Conspiracy
(Columbia CL 2790/CS 9590) | — |
| 108 | THE GLORY OF LOVE
Herbie Mann (A&M 2003/SP 3003) | 108 | 61 | COLLAGE
Nael Harrison (Reprise R/RS 6263) | 117 | 108 | HERE WHERE THERE IS LOVE
Dianne Warwick (Scepter M/S 555) | 128 | 109 | WHIPPED CREAM
Herb Alpert & Tijuana Brass
(A&M LP 110/SP 4110) | — |
| 109 | WELCOME TO MY WORLD
Dean Martin (Reprise R/RS 6250) | 109 | 62 | PLEASURES OF THE HARBOR
Phil Ochs (A&M 133/SP 4133) | 118 | 109 | SOMETHING SUPER
King Richard & Fluegel Knights
(MTA MTA 1005/MTS 5005) | 129 | 110 | SILVER THROAT—BILL COSBY SINGS
(Warner Bros. W/WS 1709) | — |
| 110 | BUFFALO SPRINGFIELD AGAIN
(Atco 226/SD 226) | 110 | 63 | MISTY ROSES
Sandpipers (A&M 135/SP 4235) | 119 | 110 | FOR ALL THE SEASONS OF YOUR MIND
Janis Ian Verve Forecast FT/FTS 3024) | 130 | 111 | FISTFUL OF DOLLARS
Saundtrack (RCA Victor LOC/LOS 1135) | — |
| | | | 64 | TURN THE WORLD AROUND
Eddy Arnold (RCA Victor LPM/LSP 3869) | 120 | | | | 112 | GOLDEN GREATS BY THE VENTURES
(Liberty LRP 2053/LST 8035) | — |

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.

KAMA SUTRA

Lovin Spoonful	Do You Believe In Magic?	KLP/KLPS	8050
Lovin Spoonful	Day Dream	KLP/KLPS	8051
Lovin Spoonful	What's Up Tiger Lilly	KLP/KLPS	8053
Lovin Spoonful	Hums Of The Lovin Spoonful	KLP/KLPS	8054
Lovin Spoonful	Best Of The Lovin Spoonful	KLP/KLPS	8056
Lovin Spoonful	You're A Big Boy Now	KLP/KLPS	8058
The Innocence	The Innocence	KLP/KLPS	8059
The Tradewinds	Excursions	KLP/KLPS	8057
The Sopwith Camel	The Sopwith Camel	KLP/KLPS	8060

KAPP

Roger Williams	Academy Award Winners	KL 1406	KS 3406
Roger Williams	Autumn Leaves—1965	KL 1452	KS 3452
Chad Mitchell Trio	Best of Chad Mitchell Trio	KL 1334	KS 3334
Do-Re-Mi- Children's Chorus	Do Re Mi	KL 1177	KS 3177
Joe Harnell	Fly Me To The Moon	KL 1318	KS 3318
Teddy Kotsaftis & Orch.	Golden Greek Hits	KL 1278	KS 3278
The Waikikis	Hawaii Tattoo	KL 1366	KS 3366
Louis Armstrong	Hello Dolly!	KL 1364	KS 3364
Jane Morgan	Jane Morgan's Greatest Hits	KL 1329	KS 3229
Miriam Makeba	Many Voices Of Miriam Makeba	KL 1274	KS 3274
Roger Williams	Maria	KL 1266	KS 3266
Jack Jones	My Kind Of Town	KL 1433	KS 3433
Roger Williams	Near You	KL 1112	KS1112
Robertino	O Sole Mio	KL 1414	KS 3414
Roger Williams	Roger Williams Plays The Hits	KL 1219	KS 3219
Lolita	Sailor, Sailor	KL 1252	
Do-Re-Mi- Children's Chorus	Songs From Mary Poppins & Other Favorites	KL 1419	KS 3419
Roger Williams	Songs Of The Fabulous Fifties	KXL5000	KXS5000
Roger Williams	Summer Wind	KL 1434	KS 3434
Roger Williams	Till	KL 1081	KS 1081
Freddy Martin & Orch	27 Great Waltzes, Vol. 1	KL 1261	KS 3261
Jack Jones	Where Love Has Gone	KL 1396	KS 3396
Jack Jones	Wives and Lovers	KL 1352	KS 3352
Amalia Rodrigues	Worlds Greatest	KL 1310	
Original Cast	You Don't Have To Be Jewish	KL 4503	
Original Cast	Man Of La Mancha	KL 4505	KS 5505
Original Cast	When You're In Love The Whole World Is Jewish	KL 4506	KS 5506
Roger Williams	Once Upon A Mattress	KL 4507	KS 5507
Lenny Welch	I'll Remember You	KL 1470	KS 3470
Jack Jones	Rags to Riches	KL 1481	KS 3481
Roger Williams	For The In Crowd	KL 1465	KS 3465
Roger Williams	I'll Remember You	KL 1470	KS 3470
The Critters	Academy Award Winners Vol. II	KL 1483	KS 3483
Jack Jones	Younger Girl	KL 1485	KS 3485
Mel Tillis	The Impossible Dream	KL 1486	KS 3486
Kate Smith	Stateside	KL 1493	KS 3493
Jack Jones	The One And Only	KL 1496	KS 3496
Roger Williams	Jack Jones Sings	KL 1500	KS 3500
Raymond Lefevre	Born Free	KL 1501	KS 3501
Bob Willis	You Don't Have To Say You Love Me	KL 1510	KS 3510
Jack Jones	From The Heart Of Texas	KL1506/KS3506	
Roger Williams	Lady	KL1511/KS3511	
Mel Tillis	Roger!	KL1512/KS3512	
The Wonderful Music	Life Turned Her That Way	KL1514/KS3514	
Lenny Welch	From "Man Of La Mancha"	KL 1521/KS 3521	
Hugh X. Lewis	Lenny	KL 1517/KS 3517	
Bob Willis	My Kind Of Country	KL 1522/KS 3522	
Roger Williams	King Of Western Swing	KL 1523/KS 3523	
Do-Re-Mi- Children's Chorus	Golden Hits	KL 1530/KS 3520	
Mel Tillis	Born Free	KL 1532/KS 3532	
Jack Jones	Mr. Mel	KL 1535/KS 3535	
Cal Smith	Our Song	KL 1531/KS 3531	
Rod McKuen	Going to Cal's Place	KL 1537/KS 3537	
Freddie Hart	In A Lonely Place	KL 1538/KS 3538	
	The Neon And The Rain	KL 1539/KS 3539	

KAPP/FOUR CORNERS

Francoise Hardy	Made In Paris	FCL4219	FCS4219
Gunter Kallman	Serenade For Elisabeth	FCL4209	FCS4209
Lolita	Where Have All The Flowers Gone	FCL4202	FCS4202
Kyriakos & Orch	Theme From Zorba The Greek		
Gunter Kallman	And More Greek Dance Music	FCL4222	FCS4222
The Gunter Kallmann Chorus	Songs For My Love	FCL4226	FCS4226
Francoise Hardy	Lara's Theme	FCL4235	FCS4235
Gunter Kallman	The Yeh Yeh Girl From Paris	FCL2408	FCS2408
The Gunter Kallmann Chorus	Francoise	FCL4231	FCS4231
Francoise Hardy	Wish Me A Rainbow	FCL4235	FCS4235
Raymond Lefevre	With All My Heart	FCL/FCS4237	
Gunter Kallmann	Je Vous Aime	FCL/FCS4238	
Kyriakos & His Orch	Love Me, Please Love Me	FCL/FCS4239	
Raymond Lefevre & Orch	Call It Love	4242	
	Melina! Melina!	4243	
	White Shade Of Pale	4244	

LAURIE

Dion	Love Came To Me	LLP 2015
Dion And The Belmonts	"Together" By Special Request	LLP 2016
Dion	Sandy	LLP 2017
The Chiffons	The Chiffons	LLP 2018
Dion	Dion Sings The 15 Million Sellers Of	LLP 2019
The Chiffons	One Fine Day	LLP 2020
Various Artists	The Pick Hits Of The Radio Good Guys	LLP 2021
Dion	More Of Dion's Greatest Hits	LLP 2022
Bob Mandell	More Of The Greatest Hits Of Bach	LLP 2023
Gerry & Pacemakers	Don't Let The Sun Catch You Crying	LLP 2024
Stan Sabka	Sabka's Themes From Television	LLP 2025
Various Artists	The Second Pick Hits	LLP 2026
Gerry & Pacemakers	Gerry And The Pacemakers Second Album	LLP 2027
Various Artists	Radio Smash Flash Backs—Drive Time	LLP 2028
Various Artists	Radio Smash Flash Backs—Prime Time	LLP 2029
Gerry & Pacemakers	I'll Be There	LLP 2030
Gerry & Pacemakers	Gerry And The Pacemakers Greatest Hits	LLP 2031
The Barbarians	The Barbarians	LLP 2033
Sound Track of Movie	The Dirty Game	LLP 2034
Vaughn Meader	Take That! You No Good . . .	LLP 2035
The Chiffons	Sweet Talkin' Guy	LLP 2036
Chris Barber	Petite Fleur	LLP 1001
Gerry & Pacemakers	Girl On A Swing	LLP 2037
The Royal Guardsmen	Snoopy VS. The Red Baron	LLP 2038
The Royal Guardsmen	The Return Of The Red Baron	LLP 2039
The Music Explosion	A Little Bit O'Soul	LLP 2040

LIBERTY

Martin Denny	Quiet Village	3122	7122
Martin Denny	Hawaii	3488	7488
50 Guitars	50 Guitars Go South		
	Of The Border	13005	14005
50 Guitars	Love Songs From South		
	Of The Border	13035	14035
	More 50 Guitars In Love	13039	14039
Jan & Dean	Ride The Wild Surf	3368	7368
Jan & Dean	Little Old Lady From Pasadena	3377	7377
Jan & Dean	Command Performance	3403	7403
Jan & Dean	Jan & Dean Golden Hits, Vol. 2	3417	7417
Gary Lewis	This Diamond Ring	3408	7408
Gary Lewis	Everybody Loves A Clown	3439	7439
Gary Lewis	Golden Greats	3468	7468
Gary Lewis	New Directions	3519	7519
Julie London	Julie Is Her Name	3006	7027
Johnny Mann	We Can Fly	3523	7523
Mike Sharpe	Spooky	3507	7507
T-Bones	No Matter What Shape	3439	7439
Bobby Vee	30 Big Hits Of The 60's	3385	7385

LIBRARY EDITIONS

Lady Windermere's Fan (Oscar Wilde)	LLP 4001
Ghosts (Henrik Ibsen)	LLP 4002
Uncle Vanya (Anton Chekhov)	LLP 4003
The Rivals (Richard Sheridan)	LLP 4004
Dr. Faustus (Christopher Marlowe)	LLP 4005
The Way Of The World (William Congreve)	LLP 4006
All For Love Or The World Well Lost (John Dryden)	LLP 4007
The Masterbuilder (Henrik Ibsen)	LLP 4008
The Doctor In Spite Of Himself (Moliere)	LLP 4009
She Stoops To Conquer (Oliver Goldsmith)	LLP 4010
Salome (Oscar Wilde)	LLP 4011
The Sea Gull (Anton Chekhov)	LLP 4012
A Doll's House (Henrik Ibsen)	LLP 4013
The School For Scandal (Richard Sheridan)	LLP 4014

LITTLE DARLIN'

Johnny Paycheck	In Concert	LD-4001	SLD-8001
Lloyd Green	Fay For Decision	LD-4002	SLD-8002
Johnny Paycheck	The Lovin' Machine	LD4003	SLD-8003
Johnny Paycheck	Gospeltime	LD-4004	SLD-8004
Lloyd Green	The Hit Sounds	LD-4005	SLD-8005
Johnny Paycheck	Jukebox Charlie	LD-4006	SLD-8006
Country Johnny Mathis	He Keeps Me Singing	LD-4007	SLD-8007
The Homesteaders	A New Frontier	LD-4009	SLD-8009
Johnny Paycheck	Country Soul	LD-4010	SLD-8010

GUTHRIE MEMORIAL CONCERT

NEW YORK—Friends, family, and fans of the late Woody Guthrie jammed the near-palatial confines of Carnegie Hall last week (Jan. 20) to witness a memorial tribute to the well known folk balladeer and poet. Proceeds went to the Society of Combat Huntington's Chorea the disease of which Guthrie died. The concert bill included: Arlo Guthrie, Pete Seeger, Judy Collins, Bob Dylan (making his first public appearance in more than a year and a half,) Odetta, Tom Paxton, Richie Havens, Ramblin' Jack Elliot, Will Geer and Robert Ryan. Joan Baez was physically absent but there in spirit. Considering the Guthrie song catalog and the colossal array of folk talent, this might easily have been a folk concert to end all folk concerts but proved to be a concert to perpetuate the folk idiom as well as the memory of Woody and the songs he used to sing.

The show opened with Arlo Guthrie (Reprise) wailing on his mouth harp to set the pace for "This Train Is Bound For Glory." He was joined by Pete Seeger (Columbia) and Judy Collins (Elektra.) Then Arlo sang "Oklahoma Hills" and Judy came on to lead the audience and massed performers in "So Long It's Been Good To Know You."

The classic Folkways cut of Woody Guthrie doing his "Riding In My Car" was played while children from the Marge Guthrie (Woody's widow) Dance School performed interpretive dances.

Will Geer and Robert Ryan alternated with narrative chores throughout the evening.

Odetta opened up her efforts with "Ramblin' Round," then Arlo, Pete, and Judy exchanged verses on "Going Down That Road Feelin' Bad"; Tom Paxton worked out "Pretty Boy Floyd"; Richie Havens did "I'd Rather Drink Muddy Water"; Odetta came back with "John Hardy" (with Paxton brilliantly accompanying her on guitar); Judy did "Deportees (Plane Wreck At Los Gatos)"; Jack Elliot (Reprise) stomped and hooted his way through "Hard Travelin'" and "Death Can't Kill Me"; Richie Havens did a beautiful job on Guthrie's poignant "Vigilante Man"; Pete, Arlo, and Judy teamed up again for "Do Re Mi"; Paxton did "Pastures Of Plenty"; and then the first half closed with a magnificently revitalized Bob Dylan (Columbia) leading his group through "Grand Coulee Dam," "Dear Mrs. Roosevelt," and "I Ain't Got No Home."

Dylan, with a little Martin acoustic guitar, was at first drowned out by tumultuous applause even though he

was backed by an extremely proficient full rock complement. Dylan's style, complete with country-type harmonies, was reminiscent of the old gutbucket days. Truly delightful.

After Judy Collins demonstrated just how agonizingly beautiful her voice is by opening the second half of the show with "Roll On Columbia," Pete Seeger, Richie Havens, and Jack Elliot joined forces for a more than funky workout on "Jackhammer John." Tom Paxton sang "The Biggest Thing That Man Has Ever Done" and then Judy and Pete led all of us in a driving treatment of "Union Maid."

Seeger stopped the show with "Did You Have A Friend On The Good Reuben James?" and just stood up there going through the chorus time and time again until everyone quieted down. Arlo sang "Jesus Christ," which, if for no other reason than its title is rarely performed. A great, fiercely satirical song.

Odetta and Riche Havens joined forces for "I've Got To Know", which they did as a spiritual. It was just plain beautiful.

"This Train" came by again, this time headed by Judy Collins and Bob Dylan in vocal duet while Arlo Guthrie supplied the mouth harp. Jack Elliot and Arlo followed up with a raucous version of "Worried Man Blues."

Judy Collins demonstrated her capabilities as an actress with a long, serious monologue concerning Woody's feelings at the time of his sister's death.

Odetta slowly and almost inaudibly began to sing Woody's classic (a sometimes candidate for U.S. national anthem) "This Land Is Your Land." Everyone joined in—the other performers, then the audience, Marge (Mrs.) Guthrie and Nora Guthrie up there in the middle of everything with Arlo, Robert Ryan and Pete Seeger singing together right next to Judy Collins and a smiling Bob Dylan, Odetta dancing around the stage with Marge Guthrie, Jack Elliot doing Indian dances in his cowboy boots, and Will Geer singing louder than everybody put together and hanging over the front of the stage shaking hands with anybody that wanted to. That, of course, was the finale.

About 15-minutes later, Pete Seeger stepped out on stage to quiet the standing ovation by saying that Woody wanted everyone to take the songs they'd heard out of the hall and into their schools, their ghettos, their towns, their countries, and their hearts, "... so that we too can say these songs killed fascists."

LORD BURGESS

NEW YORK—On Friday evening, January 12, Lord Burgess, Calypso singer and songwriter, gave an entertaining concert at Carnegie Hall. Burgess is famous, though not as famous as he should be, for having written most of Harry Belafonte's hits in the late 1950's. These include "The Banana Boat Song" ("Day-O"), "Island In The Sun" and "Jamaica Farewell."

At Carnegie, Burgess performed seven songs from his early period (1953-1958), nine selections from his musical, "Ballad For Bimshire" (1960-1963), three numbers in which he departed from the Calypso bag (1958-1960) and a potpourri from his latest Buddah album, "Calypso A Go Go." He was supported in style throughout the concert by his instrumental combo, the Sun Islanders (he himself played the guitar), and by a four guys-four girls singing group, the Minisink Octet.

Highlights of the first part of the show were "Scratch, Scratch," an amusing ditty about the best way to relieve an itch, and the beautiful "Island In The Sun," surely one of Bur-

gess' best compositions, which hauntingly evokes the spirit of the Caribbean.

"Ballad For Bimshire" effectively combines the styles of Calypso and the American musical. The show enjoyed a long run in Nassau, but in New York, its off-Broadway career was cut short in November of 1963 (as was the career of many shows) by the impact of President Kennedy's death upon the public. This explains (and it is the only explanation we can think of) why the show is not well known in America. Among the nine selections from the show which were performed on Friday evening, the most outstanding were "Deep In My Heart," a moving love ballad sung by Burgess' guest artist, Christine Spencer; "Chicken's A Popular Bird," which featured a skillful Calypso dancer who did an excellent imitation of a chicken walking; and "Hail Britannia," a spoof on the staid British character.

Burgess' potpourri from his latest album was highlighted by a rhythmic reading of the title tune, "Calypso A Go Go" and by the last number of the evening, the touching "Jamaica Farewell."

GARY BURTON QUARTET

NEW YORK — The Gary Burton Quartet (featuring Larry Coryell on guitar) is one of those rare jazz outfits that has a constantly growing pop following as well. They are an incredibly tight group as well. Burton's vibes, sparked by Coryell's guitar, and held together by Steve Swallow's bass, adds up to one of the finest jazz groups we've ever heard.

The group has three LP's out on

RCA Victor, "Tennessee Firebird," "Duster," and "Time Machine." Their fourth RCA LP is due out soon and is titled, "Lofty Fake Anagrams."

While listening to the Burton group at the Village Vanguard, we were particularly impressed by a rousing, march-like venture called, "General Mojo's Well Laid Plan" and a Larry Coryell penned tune called, "Good Citizen Swallow."

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Includes She'll Be Coming
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Gayathri Rajapur, vocalist and well-known performer on the Gottuvadyam, gives four examples of Southern India's classical music, with accompaniment by Harihar Rao (percussion) and Dorothy Moskowitz (tambura).
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(traditional Persian music). FW 8832 (mono), \$5.79

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(Josephine Miles, William Stafford, May Swenson, David Wagoner). FS 11002 (mono), \$5.79

Reflections on a Gift of Watermelon Pickle

... and Other Modern Verse

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Supreme Court Decision For ASCAP In Infringement, Anti-Trust Actions

NEW YORK—The United States Supreme Court has refused to review a decision by the Court of Appeals for the Ninth Circuit affirming a trial court decision for ASCAP members who had sued Washington radio broadcasters for copyright infringement.

In 1962, ASCAP members sued fifteen radio broadcasters in the State of Washington for copyright infringement. Most of these actions were settled when the broadcasters made payments for past uses and obtained licenses. Three stations went to trial before United States District Judge Gus J. Solomon. They defended, on the ground that ASCAP and its members violated both Federal and State Antitrust Laws.

Judge Solomon held that there was no Antitrust violation and awarded judgments for more than \$60,000 plus attorneys' fees of \$15,000. Two of the three stations then settled and the third, KIXI-Seattle, appealed Judge Solomon's decision. The Court of Appeals for the Ninth Circuit affirmed.

KIXI asked the United States Supreme Court to review the case. Before issuing its order of January 15 declining review, the Supreme Court invited the Solicitor General to express the views of the United States. The Solicitor General recommended that the Supreme Court refuse to review the judgment against the broadcaster because "nothing has been shown to warrant a finding that the Antitrust Laws have been violated" by ASCAP or the plaintiffs in the action. The Solicitor General supported the conclusion of the Court of Appeals that no antitrust violations were shown, after finding "that as a potential combination in restraint of trade, ASCAP has been 'disinfected' by the ASCAP Consent Decree."

The ruling by the Supreme Court sets to rest the argument made by a few Washington broadcasters that they may escape payment for the use of copyrighted musical works by resort to defenses based on the Washington State Statute, or the Federal Antitrust Laws.

Kama Sutra, Decca In Production Deal

NEW YORK — A production agreement has been reached between Kama Sutra Productions and Decca Records, according to an announcement by Kama Sutra topper Hy Mizrahi.

The deal was negotiated and consummated by Ronald Ettman, production manager for Kama Sutra Productions, with Decca Records vice president Martin Salkin and Decca A & R director Dick Jacobs.

First release under the new agreement is "One Day" and "Same Old Song" by the Voyage, released last week. "One Day" was penned by the group's lead guitarist Richard Klasko. "Same Old Song" is a new version of the while-back Four Tops smash. Additional sides from the Voyage and other groups will follow.

Ettman said that "Both Kama Sutra Productions and Decca Records are very pleased over the strength of both sides, feeling that we have a double-barreled chart contender with the first release from the Voyage."

KNX-L.A. Names Wagner New PD

HOLLYWOOD—Jack Wagner, former general manager and program director at KHJ-FM, L.A.'s #1 rated FM'er, has switched to p.d. of local CBS outlet, KNX Los Angeles. Station currently is offering a "news and information" format but Wagner told *Cash Box* that he'll try to showcase new record product in the "good music" field since "music is news." He added that he does not anticipate any extremes such as c&w or rock.

"This is going to take a while," said Wagner. "I'm not sure what the weekend features will be. It's like having two radio stations—a weekday and weekend. More music on the weekend might be the answer. For the moment I'm going to sit and listen, evaluate and then decide."

Warembud Joins Bourne

NEW YORK — Norman Warembud has resigned his post with Mills Music to join the Bourne Co. as manager of publications.

Warembud had joined Mills in 1943 as advertising manager and became production manager two years later. In 1952, he inaugurated the Mills Jewish catalog which became the basis for the company's religious and ethnic music division.

In his new capacity Warembud will be in charge of production, promotion, sales and development of new product for the educational music division of Bourne.

In addition to his work as a production executive, Warembud has assisted in the innovation of a number of graphic processes and systems for music publishing. He is the winner of several awards for his productions and has earned a personal award for graphic excellence in design from the Music Publishers Association.

Jonna Gault Signs Pact With RCA Victor Records

NEW YORK—Multi-talented Jonna Gault has been signed to an exclusive recording contract by RCA Victor, with her first release for the label in release this week.

Featured on "What If They Gave a War and No One Came" as a performer, Miss Gault arranged and produced the single as well. The track is marked with a pop music that employs classical instruments including the tuba, baritone horn and triangle.

Much of her music theory was learned early from her father, Adolph Silvanoff, a violinist. She also took piano lessons, and has developed an adeptness for singing, songwriting, arranging, producing and engineering.

Her first involvement in the record business came when she took a job as a girl-Friday at a recording studio in Los Angeles. On weekends she sang with her own group, performing in clubs on the west coast while attending U.C.L.A. as a drama major.

Now living in Beverly Hills, she divides her time between working the recording studio and writing songs while studying orchestration.

Pop Goes Pickwick With New PIP Label

LONG ISLAND CITY—Pickwick International has moved into the full-price, pop market via the P.I.P. label under the aegis of Pickwick vp Joe Abend, according to an announcement by Cy Leslie, president of Pickwick. At the same time, Leslie disclosed that Bing Crosby and Cab Calloway have been signed to P.I.P. with the latter already recorded and a single and album set for immediate release.

Prior to taking this step into the full-price market, Pickwick restructured its four music publishing firms (Barmour, Weiss & Barry, Mourbar and Southtown Music) and the P.I.P. label into a separate and distinct pop entity and named Joe Abend, a ten year Pickwick veteran with a background in music publishing and record production, the division's president.

Abend stressed that P.I.P. will be extremely selective. "There will be no fixed release schedule. We will sign only artists for whom we have a definite project and program. Our emphasis will be individual attention and careful thought on every album and single we issue. Without specific purpose and direction too many records are lost for both the manufacturer and the artist. The market is flooded with material that really has little or no excuse for being. The record business is essentially a business of ideas and creativity is a careful process."

Titled "Cab Calloway '68," the first album release on P.I.P. Records bears a suggested list price of \$4.79 and includes such tunes as "Hello, Dolly," the title of the show in which Calloway is currently starring on Broadway, "Cabaret," "I Will Wait For You," "You're Nobody 'Till Somebody Loves You," "Mame," "September Song," "If I Were A Rich Man," etc. The LP was arranged and conducted by P.I.P. A & R director Bugs Bower. A single from the album "I Will Wait For You" and "You're Nobody 'Till Somebody Loves You" has been released.

Although the thrust of the label will be towards "middle of the road" or "good music" material, Abend indicated that he is maintaining both an open door and an open mind to any proposal that "has solid, commercial merit."

Although the company's budget and economy priced albums are sold through some 35,000 high-traffic outlets, including supermarkets, discount stores, variety chains, drug stores, etc. Abend indicated that distribution on the P.I.P. label will be entirely separate and will go through a chain of independent distributors who are now being appointed nationally.

Bios for Dee Jays

Country Joe & Fish



Country Joe and the Fish consist of Joe McDonald, lead vocal, rhythm guitar, harmonica, songwriter; Barry Melton, lead guitar, vocal; Bruce Barthol, bass, harmonica; David Cohen, alternate lead guitar, organ; and Chicken Hirsch, drums. The group began playing together about a year ago in a coffeehouse in Berkeley, California, as a jug band rock group. They performed at concerts and dance clubs in the Berkeley area, and have since played in Big Sur, Seattle, and New York City as well as at the first International Pop Festival in Monterey. After the Navy and travel up and down the west coast, Joe settled in Berkeley and began performing solo as a folksinger, writing some of his own material. He took on a partner, Barry, and the nucleus of the Fish was formed. Barry was moonlighting in David's band before convincing him to become a Fish. Bruce, plugged into music since he was 5, is a political activist, reflecting the Fish's concern with the society around them. David, like Joe, worked solo as a folksinger in Berkeley. Chicken, whose Hebrew name was Gershon, paints and draws, comparing his paintings to amplified music. "I Feel Like I'm Fixin' To Die," the Fish's current Vanguard LP, is number 41 on the charts this week.

Chambers Brothers



The Chambers Brothers are comprised of Joe, George, Willie, and Lester Chambers and Brian Keenan, an adopted Chambers Brother. At the age of 72, Father Chambers, recognizing that the future of his eight sons and daughters would be limited in Mississippi, moved his entire family to Los Angeles. The four Chambers Brothers had become a group even before departing the Chambers farm; in 1949 they made their debut in Lee County's Mount Calvary Baptists Church performing spirituals. George, oldest of the four, was then 17. Willie was 11, Lester, 9, Joe, 7. Settling in south Los Angeles, where they were educated, the boys sang gospel music in church and gospel-blues for pure entertainment. On New Year's Eve, 1961, The Brothers appeared for a week at Los Angeles' folk club, the Ash Grove. After working in west coast coffee houses for the next four years, the group participated in the 1965 Newport Folk Festival. While appearing at Ondine in New York City, The Brothers met, and later hired as the drummer, British-born Brian Keenan who had performed with Manfred Mann. The Chambers Brothers' current Columbia LP, "The Time Has Come," is number 95 on the chart this week.

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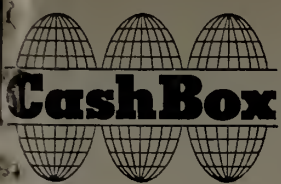
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CashBox Country Music Report

Buffy Ste.-Marie Cuts 1st C&W Disk

NEW YORK — Buffy Sainte-Marie, Vanguard Records recording artist, under the guidance of Chet Atkins, has cut her first country sound single in Nashville. The disk, entitled "Soulful Shade Of Blue" b/w "Piney Wood Hills," will be released by Vanguard next week.

While in Nashville for the recording session, she also cut "He's A Pretty Good Man" which will be included in her upcoming LP. The songstress, who also penned the three tunes, cut the tracks at the RCA Victor Studios with Atkins.

This Is Togetherness

NEW YORK — Hugh X. Lewis' latest Kapp single, "Togetherness," nesting this week at No. 41 on the country charts, has been joined on the charts by Gordon Terry's Chart record of "Togetherness," which came in this week at No. 60. Although a great deal of similarity may be noticed between the titles (considering they're identical), they are two completely different numbers. The Kapp record is a self-penned tune published by Blue Book (BMI) while Terry's disk features a number from the Peach (SE-SAC) catalog and represents the songster's first single under the Chart logo. To date, there has been a great deal of confusion concerning the two as to whether or not they were the same song or not.



COUNTRY CAUCUS—CMA president Hubert Long (left) is shown huddling with Tex Ritter (center) and U.S. Senator Harrison Williams (D.-N.J.) at a press party in Nashville, where the threesome were supporting the legislation which calls for performance royalties for artists and record manufacturers. Sen. Williams, who authored the bill, is being backed by the National Committee for the Recording Arts, of which Ritter is the Nashville chairman and Stan Kenton is national chairman.



NARAS Notes

Studying plans for the upcoming NARAS Awards dinner, to be held simultaneously in New York, Nashville and Los Angeles, Music City chapter president Buddy Killen (center) confers with Bill Jones (left) executive assistant for the Charlie Lamb Corporation and Lamb, himself. Lamb is acting this year as executive director for the Nashville chapter of NARAS, replacing Tandy Rice.

Page To Head Paula C&W Promotions

SHREVEPORT, LA. — Larry Page has been appointed national promotions director of Paula Records' country division, according to an announcement made last week by Stan Lewis, president of the firm's parent company, Jewel Records. Associated with the Jewel-Paula operation for a year now, Page will now be in charge of promotions for such artists as Nat Stuckey, Tony Douglas, Mickey Gilley and Cheryl Pool. In addition, Page is also a recording artist and songwriter and will soon have a record release on the Paula label. He asks that all correspondence and requests concerning the label's country releases be addressed to his attention at Paula Records, 728 Texas St., Shreveport, La., 71101.



Larry Page



CashBox Top Country Albums

- | | |
|---|---|
| 1 TURN THE WORLD AROUND 1
Eddy Arnold (RCA Victor LPM (LSP 3869) | 16 SINGIN' WITH FEELING 14
Loretta Lynn (Decca DL 4930/DL7 4930) |
| 2 BY THE TIME I GET TO PHOENIX 4
Glen Campbell (Capitol T/ST 2851) | 17 THE BUCKAROOS STRIKE AGAIN 13
(Capitol T/ST 2828) |
| 3 YOU MEAN THE WORLD TO ME 3
Dovid Houston (Epic LN 24338/BN 26338) | 18 THIS IS JAN HOWARD COUNTRY 18
Jon Howard (Decca DL 4904/DL7 4931) |
| 4 ALL THE TIME 5
Jack Greene (Decca DL 4904/DL 4904) | 19 LOVE'S GONNA HAPPEN TO ME 29
Wynn Stewart (Capitol T/ST 2849) |
| 5 BRANDED MAN 2
Merle Haggard (Capitol T/ST 2789) | 20 I'LL HELP YOU FORGET HER 20
Dotti West (RCA Victor LPM/LSP 3830) |
| 6 QUEEN OF HONKY TONK STREET 6
Kitty Wells (Decca DL 4929/DL 74929) | 21 THE ONE & ONLY 24
Woylon Jennings (RCA Victor CAL/CAS 2183) |
| 7 THE COUNTRY WAY 11
Chorley Pride (RCA Victor LPM/LSP 3895) | 22 BEST OF EDDY ARNOLD 11
(RCA Victor LPM/LSP 3565) |
| 8 WHAT LOCKS THE DOOR 9
Jack Greene (Decca DL 4939/74939) | 23 ODE TO BILLIE JOE 17
Bobbie Gentry (Capitol T/ST 2830) |
| 9 LAURA (What's He Got That I Ain't Go) 8
Lean Ashley (RCA Victor LPM/LSP 3900) | 24 GEMS BY JIM 19
Jim Ed Brown (RCA Victor LPM-SLP 3853) |
| 10 GENTLE ON MY MIND 7
Glen Campbell (Capitol MT/ST 2809) | 25 OUR WAY OF LIFE 25
Bobby Goldsboro & Del Reeves (United Artists UAL 3615/UAS 6615) |
| 11 SING ME BACK HOME 25
Merle Haggard (Capitol T/ST 2848) | 26 HELLO, I'M DOLLY 23
Dolly Parton (Manument MLP 8085/SLP 18085) |
| 12 WHAT DOES IT TAKE 12
Skeeter Davis (RCA Victor LPM/LSP 3876) | 27 JUST BETWEEN YOU & ME
Porter Wagoner & Dolly Parton (RCA Victor LPM/LSP 3926) |
| 13 IT TAKES PEOPLE LIKE YOU 27
Buck Owens (Capitol T/ST 2841) | 28 BEST OF CONNIE SMITH 22
(RCA Victor LPM/LSP 3848) |
| 14 BILL ANDERSON'S GREATEST HITS (Decca DL 4859/74859) 16 | 29 LOVE OF THE COMMON PEOPLE 21
Woylon Jennings (RCA Victor LPM/LSP 3825) |
| 15 RAY PRICE'S GREATEST HITS VOL. 2 (Columbia CL 2670/CS 9470) 15 | 30 SOUL OF COUNTRY
Cannie Smith (RCA Victor LPM/LSP 3889) |

Country On Stage

JACK GREENE

In July of 1967, the Cash Box deejay poll ranked Jack Greene as the most Promising Male Vocalist in Countryland. Later that same year Cash Box ran the results of another poll, this one based on the activity of artists on the magazine's charts for the entire year, and the same artist took off with the same honors in the same category. Meanwhile, during the Nashville deejay convention, the CMA held its First Annual Awards dinner and Jack Greene found himself an award winner again . . . and again . . . and again. The most powerful Country Music organization in the world initiated what will become a very important annual event by handing over three of its top awards to a "newcomer."

Last week at New York's Nashville Room, Jack truly lived up to his "Most Promising" title. His act, which comprised the entire bill at the club, ran quickly and smoothly—much more quickly and smoothly than the average new act. It's evident that the years he spent with Ernest Tubbs' Texas Troubadors have formed a strong foundation for him, giving him the confidence necessary to stage a very polished performance. And the fact

that he has racked up three straight No. 1 records on country charts certainly hasn't hurt any.

But the factor that really makes Jack's show interesting, from a viewer's standpoint, is in its potential. Make no mistake—Greene has not yet reached the caliber of professionalism that marks a Sonny James or a Buck Owens or a Bill Anderson, or any number of other top-flight professionals. But if he hits the peak of his potential, and we see no reason why he shouldn't, the big boys will find themselves faced with some real stiff competition. The potential is so strong that a viewer can almost taste it.

At the moment, Jack Greene is a red-hot property, but he's not yet a great big property. There's a difference. But give him a couple of years to whip his act into shape and he will be a big property—a very, very big property, indeed.

In watching an act like Jack Greene perform the viewer is also subtly made aware that he is watching a sort of metamorphosis. He realizes that he is in on the ground floor of something that will one day be very important. And this can be an exciting thought.

Picks of the Week

JACK GREENE (Decca 32261)
You Are My Treasure (3:05) [Forrest Hills BMI-Walker]

Jack Greene's white-hot sales streak is a cinch to keep blazing away as a result of his latest Decca offering, "You Are My Treasure." This heart-warming romancer looks like another runaway for the songster. Very pretty job here. Flip: "If God Can Forgive You, So Can I" (2:58) [Mar-Kay BMI-Gore, Abner]

LEROY PULLINS (Kapp 889)
The Interstate Is Coming Through My Outhouse (2:30) [Robert Lissauer ASCAP-Bolivar, Clide, Irving]

Leroy Pullins has hit with some wacky material and could well go the chartville route again with "The Interstate Is Coming Through My Outhouse." The lively novelty ditty could get a large reaction from spinners and consumers. Flip: "Swimming At The Bottom Of The Pool" (1:45) [Shelby Singleton BMI-Cargill]

GLEN GARRISON (Imperial 66279)
If I Lived Here (I'd Be Home Now) (2:54) [Stallion BMI-Anderson]

Glen Garrison has been shooting for hitsville for a while now, and this latest Imperial session may just hit the mark. The lid, titled "If I Lived Here (I'd Be Home Now)," is a tender, but lowdown ballad that stands a good chance to catch on. Flip: "Your Side Of Me" (3:13) [Metric BMI-Garrison, Turner]

VIRGIL WARNER & SUZI JANE HOKUM (LHI 1204)
Storybook Children (3:19) [Blackwood BMI-Taylor, Vera]

Virgil Warner and Suzi Jane Hokum, who stirred up some interest with their version of "Here We Go Again," combine a pair of recent pop charters in this effort done up for country audiences. Top side, "Storybook Children," is a revamping of the Billy Vera & Judy Clay hit that could strike again in this medium. Flip: "Lady Bird" (2:47) [Lee Hazlewood ASCAP-Hazlewood]

Newcomer Picks

LAWANDA LINDSEY (Chart 1019)
Beggars Can't Be Choosers (2:07) [Yonah BMI-Anderson]

Newcomer Lawanda Lindsey has an excellent sound, which comes across real well in her version of "Beggars Can't Be Choosers." Songstress makes a good bid for honors with this thumping workout. Should get a listen. Flip: "Faded Blue" (2:46) [Yonah BMI-Woods]

Best Bets

LEWIS PRUITT (Great 1135)
I'll Never Take Another Drink Again (2:28) [Sue-Mirl ASCAP-Leinweber]
 Could be gold in them thar hills for Lewis Pruitt and this Great single. Mid-tempo blueser could catch on big. Flip: "Big Wheel From Boston" (2:03) [Peach SESAC-Dowdy]

LARRY STEELE & WRANGLERS (K-Ark 802)
Hard Times (1:58) [Smokey SESAC-Steele]
 The pleasant flavor of this mid-tempo throbber could be just the right thing to break Larry Steele out into the big picture. May be some strong consumer reaction to the deck. Flip: "The Apple Or The Pair" (1:38) [Tree BMI-Davis]

GEORGE OWENS (RCA Victor 9421)
Dirt Can't Hide (From Intensified Pride) (2:10) [Southtown BMI-Crysler, Wilder]
 The detergent commercial gets a repackaging in this cutie from George Owens. Songster could clean up with the well-done offering. Flip: "Destroyed By Man" (2:05) [Sawgrass, BMI-Hadli, Hayes]

HARRY CHARLES (Boyd 160)
I Want The Best For You [Knob Hill BMI-Charles]
 Harry Charles offers a pretty romance ballad that should please a good many listeners. Spinners will find some nice programming fare in the side, which could help launch a career. Flip: "I'll Be There" [Knob Hill BMI-la-Forest]

SKIP 'N GAIL (Brave 1018)
(B+) Two Ships (2:34) [Brave BMI-Homurg, Rainwater]
 Mid-tempo story of non-blossoming love. Flip: "Wedding Rings" (2:41) [Brave BMI-Rainwater]

JIMMY WAKELY (Shasta 179)
(B+) Losin' My Mind (2:43) [River-side ASCAP-Wakely]
 Vet songster offers a tear-jerking ballad here. Flip: "Faded Love" (3:10) [Wills]

WHITEY SHAFER (Musicor 1287)
You Better Not Come Along With Me (2:29) [Blue Crest BMI-Shafer, Baker]
 A real attractive sound from Whitey Shafer, this tale of a hobo's life could break out real big. Deserves a listen. Flip: "Your Tears Are Telling On You" (2:40) [Blue Crest, Huskey BMI-Frazier]

EARL SCOTT (Decca 32255)
That's The Hangup Baby (2:31) [Wilderness BMI-Howard]
 Earl Scott may well break through the sound barrier with this rhythmic swayer. Sounds like pretty fair fare for programming. Flip: "Mean Ole Man Made Things" (2:05) [Moss Rose BMI-Mills]

HANK COCHRAN (Monument 1051)
Has Anybody Seen Me Lately (2:03) [Acuff-Rose BMI-Howard]
 May be a re-entry into country charts for Hank Cochran with this one. Artist's offering of a lowdown thumper may see a sturdy consumer reaction. Flip: "I Woke Up" (2:47) [Pamper BMI-Cochran]

RONIE BARTH (K-Ark 793)
I'll Wait 'Til Tomorrow (2:18) [Smokey SESAC-Layton, Clemente]
 Ronie Barth may not have to wait long with this woes stanza going for her. Nice "border" type sound could appeal to many a country consumer. Flip: "Left Over Tears" (2:01) [Smokey SESAC-Layton, Clemente]

ED FRAZIER (Fiasco 003)
(B+) Who's Been Foolin' Who (2:42) [Scarlo BMI-Wooters]
 Twangy, down-hearted tale of woe. Flip: "All My Women" (2:35) [Scarlo BMI-Starr]

VERN GO-DOWN (Chestnut 217)
(B+) Free Me (To Love Again) (2:05) [Don White ASCAP-Godown, Kelly]
 Melancholy blues offering. Flip: "Win, Place, Show" (2:00) [Don White ASCAP-Godown]



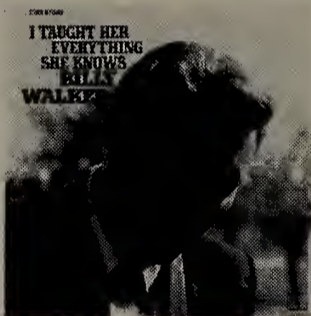
GEORGE JONES SINGS THE SONGS OF DALLAS FRAZIER—Musicor MM 2149/MS 3149

No doubt ranking among the top record sellers in the country business, George Jones combines talents with one of countrydom's more prolific songwriters, Dallas Frazier, to come up with a LP that should set a blazing sales pace. Kicking off the set with one of his own recordings, "I Can't Get There From Here," Jones also does an excellent job on such other Frazier bits as "The Honky Tonk Downstairs" and "Half Of Me Is Gone," to name a few. Distributors should keep a large stock on hand.



THE BEST OF DEL REEVES—United Artists UAL 3645/UAS 6635

From his first chart smash, "Girl On The Billboard," to his most recent biggie, "A Dime At A Time," Del Reeves has collected all of his biggest singles outings into one big "doodle-oo-do-doo." A large consumer segment can be expected to tune out for the chart-bound package, which also features such Reeves winners as "Belles Of Southern Bell" and "The Private." Reeves should have another hot over-the-counter piece with this one.



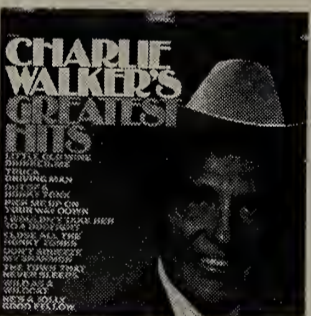
I TAUGHT HER EVERYTHING SHE KNOWS—Billy Walker—Monument MLP 8090/SLP 18090

Quickly picking up on the success of his recent chart single, "I Taught Her Everything She Knows," Billy Walker comes up with an LP by the same name, and can be almost guaranteed of similar sales action on the set. In addition to the title track, the album is lent further consumer enticement with the addition of another Walker chart hit, "In Del Rio," which should give even more emphasis to its sales potential. Other tracks include "I'm A Fool" and "Tina."



I'LL LOVE YOU MORE—Jeannie Seely—Monument MLP 8091/SLP18091

Still a relative newcomer to the recording business, Jeannie Seely has cranked out a batch of hit records in the last two years, the latest of which has been "I'll Love You More," from which this LP gets its name. Highlighting the set with that title, as well as with another of her hits, "When It's All Over," Jeannie also offers soulful renditions to such other heartfelt items as "If My Heart Had Windows" and "You Changed Everything About Me." Looks good.



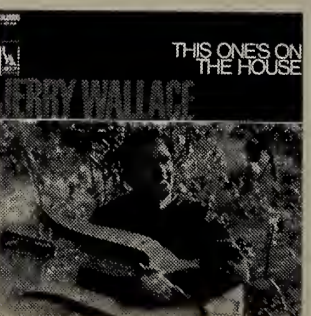
CHARLIE WALKER'S GREATEST HITS—Epic LN 23343/BN26343

Charlie Walker has compiled a group of his biggest hit singles in this latest Epic album. Kinking off the set with his offering of "Pick Me Up On Your Way Down," Charlie features a lineup that includes such Walker winners as "The Town That Never Sleeps," "Don't Squeeze My Sharmon" and his most recent chart single, "The Town That Never Sleeps."



HERE'S THAT MAN AGAIN—Bob Wills—Kapp KL 1542/KS 3542

Among the most popular of the Western dance bands, Bob Wills' crew can always count on selling a batch of any LP, this one being no exception. The big band sound is reinforced with a bright brass section and vocal workouts by Tag Lambert and Romona Reed, all of which should help to make the set another favorite with Western fans. Some good tracks in "Riders In The Sky," "Canadian Sunset" and "Fiddle Bird," among others.



THIS ONE'S ON THE HOUSE—Jerry Wallace—Liberty LRP 3545/LST 7545

As he makes steady upward moves on the charts with his single version of "This One's On The House," Jerry Wallace quickly follows through with this album by the same name. Wallace mixes it up nicely, offering a batch of standards that have bridged the pop-country boundaries, including "Night Life," "Laura (What's He Got That I Ain't Got)" and "Funny How Time Slips Away." Sales on the album should follow in the pattern established by the hit single.

CashBox Country Roundup

Two themes have, for years, formed the lion's share of country material, those themes being the subject of alcohol and, of course, that of adultery (or cheating, or running around, etc.). It seems that a day hardly goes by when one of these themes isn't cut on at least one record, and quite often there are several recordings a day in either or both of these categories.

In addition to the aforementioned categories, there are several other types of material which are also coming into popularity, and these revolve around similarly colorful ideas—prostitution, divorce, etc.

While these ideas have long been accepted by country audiences and programmers, outside influences have suddenly pulled material of this sort out of the commonplace, drenching it in a negative light. The current pop explosion of revolutionary ideas in music (and lyrics), has brought about critical reaction from parents condemning "immorality" in song, and this, in turn, has been responsible for the banning policies adopted by a good many radio stations. The situation is now such that an overflow of condemnatory feelings has spread into the country market, causing radio outlets in that idiom to pick up the "ban the song" banner. (In fact, the movement carries enough force to inspire one Georgia Congressman to propose a bill which would make it a felony to sell records unless the lyrics are printed upon the sleeve or cover).

Bans have been placed, by individual stations, on such top-selling country singles as "What Kind Of Girl Do You Think I Am" (Loretta Lynn), "Anna (I'm Taking You Home)" (Leon Ashley), "The Son Of Hickory Holler's Tramp" Johnny Darrell, "Make A Left, Then A Right" (Johnny & Jonie Mosby), "Ruby (Don't Take Your Love To Town)" (Johnny Darrell), "My Can Do Can't Keep Up With My Want To" Nat Stuckey and "Everybody's Got To Be Somewhere" (Johnny Dollar, to name a few. A few programmers have termed them "immoral" or "objectionable" in lyric content and have therefore deleted them from playlists.

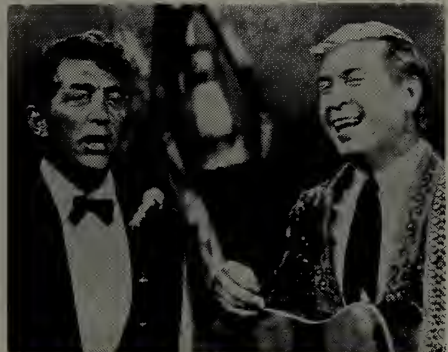
Perhaps, at this point, before the situation gets truly out of hand, it might be a good idea to sit back and take stock of what's happening. There's no denying that a radio station is (generally) private enterprise, and, as such, has the right to act at its own discretion as concerns the programming of records. There's also no denying that the station has a certain obligation to its audience and must, therefore, show a certain amount of selectivity in its choice of programming fare.

But it's also true that many of the records that have been the subject of the ban have been high on national charts, showing them to be in favor with the consumer on a national sale. There are many who advance the theory that the audience should determine what it wants to hear, and if, by purchasing a record in a national bloc, the consumer shows that he wants to hear a certain record—then that record

should get airplay, regardless of the personal feelings at the station. This faction further asserts that those listeners who are offended by any material they hear over the air can easily turn down the volume, or change stations, if they desire.

Of course, this last choice could possibly cost the station listeners, a fact which could lead to a loss in advertising revenue. So everyone finds himself right back at the beginning of a vicious cycle.

Cash Box is attempting to advance neither cause, but is attempting to bring to light some of the feelings on both sides of the fence. Hopefully each station and each songwriter will follow his own personal principles, and base decisions on those principles. It would certainly be tragic to see decisions made as a result of temporary hysteria stirred up by headline seekers on either side.



YEAR OF THE TIGER—Consistently preaching the country gospel via his frequent network video appearances, Buck Owens kicked off 1968 with another big guest shot as he beefed up the roster on the Dean Martin TVer in a recent taping session. A candid shot taken from the show, which was broadcast last week, shows Buck and Dino offering some pop-country harmony on a couple of Owens' numbers.

From Country radioland comes word that KGBS-Los Angeles is currently mapping out the first Country Music Show ever to be presented at the new Anaheim Convention Center. The show, slated for Mar. 9, will boast of an all-star cast, featuring Ray Price, Marty Robbins, Glenn Campbell and Roy Clark. . . . Another 'first' in the same vein was the recently-held first Country Jamboree held by KSOP-Salt Lake City earlier this month. Highlighting the bill were Leon Ashley, Margie Singleton, Claude Gray, Merle Kilgore, Kathy Morrison, Bill Wilbourn and Bill Howard. The success of the show has already prompted the station to begin planning for its next shindig, to be held on Feb. 10, which will feature Merle Haggard & The Strangers, Bonnie Owens, Willie Nelson and Johnny Bush. . . . A brand new member of the country broadcasting team is WAVI-Dayton, Ohio, reportedly the only full-time C&W outlet in the area. Air personalities include Chuck Breece, Jack Stack and Dick Hatfield. . . . Another newcomer is WOKO-Albany, also said to be the first full-time outlet in its area. . . . Meanwhile, up in Burlington, Vt.,

WVMT has just begun a country-politican show in its format, and is in dire need of country singles, LPs and promo aids (tapes, etc.). The station is the only 5,000-watter in the region and also serves metropolitan Montreal.

. . . James Beatty has been named program director of WWOK-Charlotte, according to an announcement from vp-general manager James W. Martinson. Formerly the station's music director, Beatty will continue his music duties as well as his daytime air show.

. . . Another new announcement has been that of Jim Ramsburg, named managerial assistant of KBBQ-Burbank. Ramsburg was formerly associated with Metromedia, Inc., in programming slots with its Kansas City and Los Angeles radio properties. Also from KBBQ is the addition of former Atlanta personality Bill Jarrett. . . . Another station to go all-country has been WTIF-Tifton, Ga., which is in need of singles and albums.

Product can be sent to station manager Jim Miller, Box 968, Tifton, Ga., 31794. . . . Out in San Antonio, KBUC-FM has recently gone on the air as a stereo outlet, making a one-two punch with sister station KBUC-A.M. The 24-hour station bolsters its roster of air personalities Al Miller and Reed Allen, and will more LP cuts at night than during the day. Station manager is Harrell Banks, while Jim Clemens and Dale Eichor are co-music directors. . . . Meanwhile, Salt Lake City's KSOP and KSOP-FM are now operating as two separate stations. The FM outlet broadcasts completely in stereo.

. . . A new name on the roster of WPLO-Atlanta is Perry Wheelless, formerly with WYNX-Marietta, Ga. The station, which celebrated its second anniversary in the field of country music on Jan. 15, is in the midst of

planning a Shower of Stars Show for Feb. 24, to be headlined by Sonny James & the Southern Gentlemen, Connie Smith, Waylon Jennings & the Waylors, Porter Wagoner & the Wagonmasters, Dolly Parton and the WPLO Western Gentlemen—including Mac Curtis. . . . Another all-star show was presented jointly last week by KBBQ - Burbank and KFOX - Long Beach at the Shrine Auditorium, featuring Roy Acuff & the Smokey Mountain Boys, Waylon Jennings & the Waylors, Wanda Jackson & the Party Times, Henson Cargill, Jack Reno and Mary Taylor. . . . WMTS-Murfreesboro, Tenn., has kicked off a new image, which it calls "The Professionals." The new theme, which calls for jingles, new intros, logs, etc., was set up for the outlet by "T" Tommy Cutrer, who was contracted to produce the new image for the station.

Country talent seems to have found another champion in Mike Douglas who hosts his own syndicated TV package. The latest in the list of country acts to be appearing on the Douglas TVer are Little Jimmy Dickens & the Country Boys and Grandpa Jones, who taped appearances for the show last week, and Skeeter Davis, who will be taping this week.

Two young Nashville businessmen, Harry Moodie and Charles Outland, have conceived an idea for a service-entertainment feature on the Music City scene in the form of the Music City Playhouse. To be located on Broadway, in Nashville, the Playhouse will provide visitors with a filmed account of the history and development of country music there, and will feature special appearances by top country acts.

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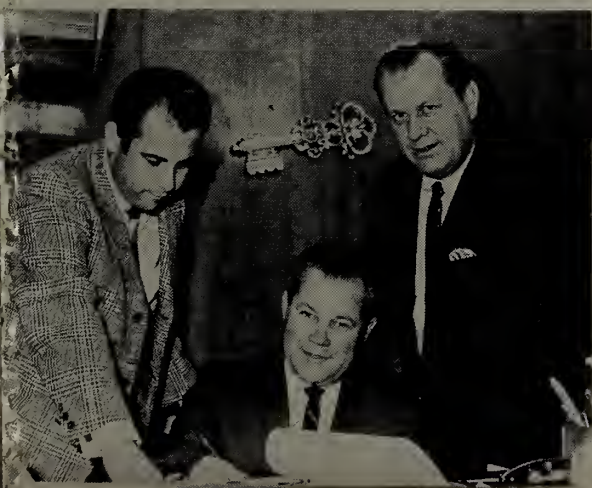
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A Merc Mark

Billy Grammer (seated) and personal manager Jimmy Key (right) are shown above going over the details of a brand new Mercury Records contract with the label's Nashville A&R Chief, Jerry Kennedy. The former Epic songster has already cut his first sessions under the new affiliation and a rush-release is expected.

CHART BUSTERS

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CHART LP #1005

Records: 806 16th Ave. South, Nashville, Tennessee

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Country Top 50

- | | | | | | |
|----|---|----|----|---|---|
| 1 | SKIP A ROPE
(Tree—BMI)
Henson Cargill (Monument 1041) | 2 | 31 | TELL MAUDE I SLIPPED
(Champion—BMI)
Red Sovine (Starday B23) | 3 |
| 2 | SING ME BACK HOME
(Blue Book—BMI)
Merle Haggard (Capitol 2017) | 1 | 32 | WEAKNESS IN A MAN
(Gallica—BMI)
Roy Drusky (Mercury 72742) | 3 |
| 3 | HERE COMES HEAVEN
(Hill & Range—BMI)
Eddy Arnold (RCA Victor 936B) | 3 | 33 | CHILDHOOD PLACES
(Jewel—ASCAP)
Dottie West (RCA Victor 9377) | 3 |
| 4 | FOR LOVING YOU
(Painted Desert—BMI)
Bill Anderson & Jan Howard (Decca 32197) | 4 | 34 | THE DAY YOU STOPPED
LOVING ME
(Mayhew—BMI)
Bobby Helms (Little Darlin' 0034) | 3 |
| 5 | BY THE TIME I GET TO
PHOENIX
(Rivers—BMI)
Glen Campbell (Capitol 2015) | 5 | 35 | THIS ONE'S ON THE HOUSE
(Forest Hills—BMI)
Jerry Wallace (Liberty 56001) | 4 |
| 6 | PROMISES, PROMISES
(Yonah—BMI)
Lynn Anderson (Chart 2010) | 6 | 36 | WONDERFUL WORLD OF
WOMEN
(Cedarwood—BMI)
Faran Young (Mercury 72728) | 3 |
| 7 | LOVE'S GONNA HAPPEN
TO ME
(Freeway—BMI)
Wynn Stewart (Capitol 2012) | 8 | 37 | A WORLD OF OUR OWN
(Chappell—ASCAP)
Sonny James (Capitol 2067) | 5 |
| 8 | COUNTRY HALL OF FAME
(Yellow River—ASCAP)
Hank Locklin (RCA Victor 9323) | 7 | 38 | DARK END OF THE STREET
(Press—BMI)
Archie Campbell & Larene Mann
(RCA Victor 9401) | 4 |
| 9 | I HEARD A HEART BREAK
LAST NIGHT
(Hill & Range—BMI)
Jim Reeves (RCA Victor 9343) | 11 | 39 | ALL RIGHT I'LL SIGN
THE PAPERS
(Cedarwood—BMI)
Mel Tillis (Kapp B81) | 4 |
| 10 | BLUE LONEY WINTER
(Newkeys—BMI)
Jimmy Newman (Decca 32202) | 12 | 40 | MY CAN DO CAN'T KEEP
UP WITH MY WANT TO
(Stuckey—BMI)
Nat Stuckey (Paula 387) | 5 |
| 11 | THE LAST THING ON MY
MIND
(Deep Fork—ASCAP)
Porter Wagoner & Dally Parton
(RCA Victor 9369) | 14 | 41 | TOGETHERNESS
(Blue Book—BMI)
Freddie Hart (Kapp B79) | 4 |
| 12 | I'D GIVE THE WORLD
(Page Boy—SESAC)
Warner Mack (Decca 32211) | 13 | 42 | WRONG SIDE OF THE
WORLD
(Freeway—BMI)
Hugh X. Lewis (Kapp 86B) | 4 |
| 13 | ROSANNA'S GOING WILD
(Melody Lane—BMI)
Johnny Cash (Columbia 4373) | 17 | 43 | YOUR LILY WHITE HANDS
(Blue Echo—BMI)
John Carver (Imperial 6626B) | 4 |
| 14 | REPEAT AFTER ME
(Tree—BMI)
Jack Reno (Job 9009) | 19 | 44 | LOVE'S DEAD END
(Cedarwood—BMI)
Bill Phillips (Decca 2007) | 4 |
| 15 | JUST FOR YOU
(Tree—BMI)
Ferlin Husky (Capitol 2048) | 18 | 45 | STOP THE SUN
(Acclaim, Rappart—BMI)
Bannie Guitar (Dot 17057) | 5 |
| 16 | ANNA I'M TAKING YOU
HOME
(Gallica—BMI)
Leon Ashley (Ashley 2025) | 16 | 46 | FOGGY RIVER
(Milene—ASCAP)
Carl Smith (Columbia 44396) | 5 |
| 17 | WHAT LOCKS THE DOOR
(Acclaim—BMI)
Jack Greene (Decca 32190) | 10 | 47 | THE DAY THE WORLD
STOOD STILL
(Hall-Clement—BMI)
Charly Pride (RCA Victor 9403) | 5 |
| 18 | TAKE ME TO YOUR WORLD
(Al Gallico—BMI)
Tammy Wynette (Epic 10269) | 25 | 48 | BEFORE THE NEXT
TEARDROPS FALLS
(Raleigh—BMI)
Duane Dee (Capitol 5986) | 4 |
| 19 | IT TAKES PEOPLE LIKE YOU
(Blue Book—BMI)
Buck Owens (Capitol 2001) | 9 | 49 | WALK ON OUT OF MY
MIND
(Tree—BMI)
Waylon Jennings (RCA Victor 9414) | 5 |
| 20 | HEAVEN HELP THE
WORKING GIRL
(Wilderness—BMI)
Norma Jean (RCA Victor 9362) | 20 | 50 | HOW LONG WILL MY BABY
BE GONE
(Blueback—BMI)
Buck Owens (Capitol 2080) | 4 |
| 21 | ANYTHING LEAVING
TOWN TODAY
(Newkeys—BMI)
Dave Dudley (Mercury 70741) | 22 | 51 | THANKS A LOT FOR
TRYING ANYWAY
Liz Anderson (RCA Victor 937B) | 4 |
| 22 | WOMAN HUNGRY
(Southtown—BMI)
Porter Wagoner (RCA Victor 9379) | 24 | 52 | LUZIANNA
Webb Pierce (Decca 32246) | 4 |
| 23 | MY GOAL FOR TODAY
(Pamper—BMI)
Kenny Price (Boane 32215) | 27 | 53 | BABY'S BACK AGAIN
Connie Smith (RCA Victor 9413) | 4 |
| 24 | TAKE ME AS I AM
(Or Let Me Go)
(Acuff-Rose—ASCAP)
Ray Price (Columbia 44374) | 28 | 54 | EVERYBODY'S GOT TO BE
SOMEWHERE
Johnny Dollar (Date 15B5) | 4 |
| 25 | TUPELO MISSISSIPPI FLASH
(Vector—BMI)
Jerry Reed (RCA Victor 9334) | 21 | 55 | DOWN IN THE FLOOD
Flatt & Scruggs (Columbia 44380) | 4 |
| 26 | BURNING A HOLE IN MY
MIND
(Delmore—ASCAP)
Connie Smith (RCA Victor 9335) | 15 | 56 | GREENWICH VILLAGE FOLK
SONG SALESMAN
Jim & Jesse (Epic 10263) | 4 |
| 27 | DON'T MONKEY WITH AN-
OTHER MONKEY'S MONKEY
(Mayhew—BMI)
Johnny Paycheck (Little Darlin' 0035) | 30 | 57 | LOUISVILLE
LeRay Van Dyke (Warner Bros. 7155) | 4 |
| 28 | SON OF HICKORY
HOLLER'S TRAMP
(Blue Crest—BMI)
Johnny Darrell (United Artists 50235) | 32 | 58 | I WOULDN'T CHANGE A
THING ABOUT YOU
Hank Williams, Jr. (MGM 13B57) | 4 |
| 29 | LITTLE WORLD GIRL
(Windward Side—BMI)
George Hamilton IV (RCA Victor 93B5) | 33 | 59 | BARBARA
George Margan (Starday B25) | 4 |
| 30 | IT'S OVER
(Gallico—BMI)
David Houston & Tammy Wynette
(Epic 10274) | 39 | 60 | TOGETHERNESS
Gordon Terry (Chart 1014) | 4 |

Cash Box



February 3, 1968



Claudio Villa & Eva Zanichi At The Moment Of Victory With 'Non Pensare A Me' At The San Remo Festival Of Song 1967

SAN REMO 1968

18TH FESTIVAL

DELLA CANZONE ITALIANA
SAN REMO

1ST—3RD FEBRUARY 1968

The San Remo Festival—one of the world's most important international song contests—takes place at the mediterranean resort on February 1, 2 and 3, 1968. Once again major recording stars of all nationalities will make their way to the San Remo stage for this, the 18th Festival.



Great Britain

Transatlantic Records Ltd., British limb of the American label run here by Nathan Joseph, recently held its first sales convention. Upwards of 100 delegates attended from Scandinavia as well as the U.K. to hear addresses by Nat Joseph, sales manager Paul Ellis, promotion man Danny Halperin assisted by Gavin Jones. Dag Haeggvist of Sonet Grammofon, Sweden, guested to give a run down on the record business in Scandinavia and made comparisons with the British market. The day long event, topped by dinner and cabaret provided by Transatlantic artists Bert Jansch, John Renbourne, the Young Tradition and Ron Geesin at Durrant's Hotel, London, where the convention was staged, served as a platform for the unveiling of new product in the traditional sense. Among the delegates who heard Joseph's opening address were Norman Kurtz of Roulette Records in from the States for the occasion and Bernard Solomon of Everest Records who gave a brief and welcome address on his label's classical waxings.

Transatlantic's first presentation was split into three segments. Joseph took the first which introduced new product by the Ian Campbell group which is spreading out of its folk idiom into more commercial records. Joseph named the group as consistent sellers who may not get into the charts but nonetheless do solid business. There was little doubt from the experimentation that the group has been doing on its new album "The Circle Game" that they are after a broader market than the folk environs currently offered. Joseph also plugged hard for two solo folk singers Ralph McTell and Bob Hunting who put in personal appearances and who, with the Ian Campbell Group, will be spearheading Transatlantic through 1968.

The executive stressed that there is a constant market for folk as illustrated by the success of some 600 folk clubs presently operating in the U.K. And he saw a solid area for merchandising in the rhythm and blues field. In his speech, Joseph stressed to delegates the "steady growth aspect" of his company. "Transatlantic Records is not a nine day wonder . . ." he said, "we are not and never have been a company which is interested in a few smash hits, a bit of glory and a disappearance as sudden as our rise. We are interested and have gone part of the way to building on strong foundations a very substantial catalog. In the past year we have been considerably helped in this by the acquisition of the Prestige and Everest catalogs from the United States. We are interested in establishing steady sales of specialist material that is, above all, good of its kind and full of potential for reaching towards a wider market. We are interested in establishing our product as a quality product that will not be affected by passing fads, that will maintain its value over a number of years."

Transatlantic, which increased its turnover last year by 50%, has plans to double its advertising expenditure in the current year and will be experimenting with new packaging. The label's staff will also be increased shortly with the promotional department scheduled for some beefing up.

MGM Records domestic chief, Rex Oldfield, played host to 140 delegates from America and the continent for MGM's London-based tape conference last week. The three-day event, held at the new, plush Royal Lancaster Hotel, was part of a prize to top tape selling American tape vendors. Philip Records, pioneer of musicassettes in this market, had delegates at the meet and Walter Woyda, executive in charge of the Philips tape launch, discoursed on the local market.

Philip Solomon, who has successfully established his independent Major Minor label in the British market, has unveiled a new logo, Toast, with a three-single release. They are "You're Never Gonna Get My Love" by the Stocking Tops, a new femme trio, "Lifetime of Loving" by Joe E. Young and the Tonics and "The Telephone" by Nino Ferrer, a French wax which comes to Toast on a lease deal.

With the devaluation of the pound sterling still having ramifications throughout the music industry, it certainly has altered the picture for certain importers concerned with the music trade. Typical case in point is Dynasound, a company which has been importing 8 track cartridge machines from Japan. The company is merging with University Recordings, makers of the Slot Stereo system. Seemingly, competition between the two companies was not on a large enough scale to bring consumer benefits, so the logical course was to amalgamate to provide a more forceful front. Devaluation seemingly tipped the scale and now a new subsidiary of UR Slot Stereo will be set up to handle the joint operations.

Pye Records executive Monty Presky, who supervises pop material released on Golden Guinea low-priced album line, reveals that the fast-selling label to be "rebuilt." Golden Guinea albums will, in future, cater for specialized regional interests in addition to its Collector Series classical range. In regionalizing the appeal of the label, Presky will initially release product aimed at Wales, the Midlands and North and Scotland.

Dave Clark is currently producing and directing a series of TV films titled "Hold On It's The Dave Clark Five." These half-hour color variety films are for sale initially in America during the summer of 1968 and then for worldwide distribution. Guests in the first two shows will be Richard Chamberlain and Lulu.

Quickies: Journalists received a grapefruit promoting Grapefruit's first single for RCA "Dear Delilah" . . . Champagne reception given for the Bee Gees at which they received a Gold Disk for million sales of "Massachusetts" (Polydor) . . . Liberty artist Brenton Wood in from the States for ten-day British tour promoting latest single "Gimme Little Sign" . . . With the deal just signed with Philips' France, President Records now have licensing agreements in every European territory . . . "If The Whole World Stopped Loving" currently topping Best Selling Sheet Music Lists for Immediate . . . Page One scoring heavily here with "Everything I Am" by the Plastic Penny . . . Shirley Bassey only British artist at San Remo.

Great Britain's Top Ten LP's

- | | |
|--|---|
| 1 Val Doonican Rocks But Gently—Val Doonican (Pye) | 6 The Last Waltz—Englebert Humperdinck (Decca) |
| 2 The Sound Of Music—Soundtrack (RCA) | 7 13 Smash Hits—Tom Jones (Decca) |
| 3 Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone) | 8 British Chartbusters — Various (Talma Motown) |
| 4 Their Satanic Majesties Request—Rolling Stones (Decca) | 9 Four Tops Greatest Hits—Four Tops (Talma Motown) |
| 5 Reach Out—The Four Tops (Talma Motown) | 10 Supremes Greatest Hits—The Supremes (Talma Motown) |



Canada

Polydor Records Of Canada have officially announced the opening of their Vancouver branch office located at 196 Smithe St. Dieter Radecki has been appointed branch manager and will be assisted by Stanley Levy. The Vancouver office will service all accounts west of the Lakehead.

Further to Polydor's announcement of price reductions, it is now confirmed that Deutsche Grammophon originally retailing for \$8.20 has been reduced to \$6.98. Polydor's EP's retailing for \$2.50 are now \$1.98.

Grant Smith and the Power and John Irvine, president of the newly formed Boo Records, jointly announced the signing of the Power to an exclusive contract with the label. This pacting creates a new organization to be known as Boo-Power with Irvine as President and Grant Smith and the Power as the anchor group for recording. The Power's initial release, "Keep On Running" backed with "Her Own Life," has been picked as a Skinner Winner at CHUM and a pick hit at CKFH. Their single will be released in the U.S. on Boo International sometime in March to coincide with their U.S. tour. All Boo product in Canada is distributed by Caravan Records.

United Artists Gordon Lightfoot has just returned from Los Angeles where he recorded a single for the new Paramount picture "Fade In." It is scheduled for release about March and Compo's Al Mair says it is in the same vein as "A Man And A Woman." Lightfoot will headline the annual Folk Festival at the University of San Francisco. At that time he will also tour all major campuses on the West Coast.

Chuck McCoy, formerly with CHLO, St. Thomas, has joined CKFH in Toronto replacing Dan O'Neil. Keith Hamshire, from Radio Caroline England, has also joined CKFH, along with Mike Sheppard from New York City.

Another pirate from Radio Caroline, Mick Brown, has recently become promotion and sales rep. for Johnston Appliances Ltd. in Vancouver. Johnston handles Compo product on the west coast. More moves, Jim Blake from CKOC, Hamilton to CJBQ, Belleville. Gary Michaels is the rock jock at CJET, Smith Falls, replacing John Pozer who is devoting all his time managing the Five D. The group's second single release "She Can't Be My Girl" on Pozer's Sir A label is picking up a lot of spins in Montreal and Toronto area. Sir A is distributed by RCA Victor. John Hart has moved from CFCF to CFGM, Toronto.

In order to determine the A side of Leonard Cohen's first single release, Columbia Records collaborated with CHUM. DJ, Brian Skinner, played both sides of the disc, asking listeners to phone in their preference. Listeners unanimously picked "That's No Way To Say Good-Bye" (the original five minute version has been edited to three minutes, forty seconds). Columbia have now an all out rush to get the record on the market to meet consumer demand.

Great Britain's Best Sellers

This Week	Last Week	Weeks on Charts	
1	4	4	*Ballad Of Bonnie & Clyde—Georgie Fame (CBS) Clan
2	11	3	Everlasting Love—The Love Affair (CBS) E. H. Morris
3	1	7	*Magical Mystery Tour—The Beatles (Parlophone) Northern
4	3	8	*Daydream Believer—The Monkees (RCA) Screen Gems
5	2	8	*Hello Goodbye—The Beatles (Parlophone) Northern
6	5	5	Walk Away Renee—Four Tops (Talma Motown) Flamingo
7	18	2	July in Disguise—John Fred & His Playboy Band (Pye) Jewel
8	17	2	Am I That Easy To Forget—Englebert Humperdinck (Decca) Palace
9	8	8	*I'm Coming Home—Tom Jones (Decca) Donna
10	6	7	*Thank U Very Much—The Scaffold (Parlophone) Noel Gay
11	7	9	*World—Bee Gees (Polydor) Abigail
12	15	2	Tin Soldier—Small Faces (Immediate) Schroeder
13	9	7	*Kites—Simon Dupree (Parlophone) Robbins
14	12	12	If The Whole World Stopped Loving—Van Doonican (Pye) Immediate
15	—	1	Everything I Am—Plastic Penny (Page One) Essex
16	10	10	Something's Gotten Hold Of My Heart—Gene Pitney (Stateside) Maribus
17	13	7	*Here We Go Round The Mulberry Bush—Traffic (Island) United Artists
18	—	1	Darlin'—Beach Boys (Capitol) E. H. Morris
19	14	9	Carless Hands Des O'Connor (Columbia) E. H. Morris
20	—	1	*Paradise Lost—The Herd (Fontana) Lynn

*Local copyrights.



YOU TICKLISH?—British comedian Ken Dodd (center) uses his famous tickling stick to polish up a gold disk presented to the Tremeloes for one million world sales of "Silence Is Golden." Dodd presented the disk on behalf of CBS on his TV'er. It was on one of Dodd's shows that the Tremeloes first performed "Here Comes My Baby."



DGG Holds Int'l Press Meet

HANOVER, Germany — Deutsche Grammophon Gesellschaft mbH held an international press meeting at Hanover on Jan. 16. Motive was the International Convention, which took place on Jan. 15 and 16 and which was attended by executives of the partner firms of Deutsche Grammophon Gesellschaft from about 30 countries.

For the first time, the 70th anniversary of Deutsche Grammophon was mentioned to the International Press (DGG was founded by Emil and Joseph Berliner in the autumn of 1898). After lunch the press visited the two plants of Deutsche Grammophon where they were taken around by Dr. Schottler—technical manager of DGG. Of special interest were the

production of the musicassettes (Hanover is one of the four European production plants of musicassettes) and the new machines for the production of sleeves. During the afternoon Messrs. Henning Rintelen and Heinz Voigt held a press conference during which time it was announced that 1967 had been a very successful year for the company, particularly in the pop field. Various new artists and groups could, by careful promotion, achieve surprising sales in many countries of the world, an activity which will be further extended in future years. The executives of DGG's central office in Hamburg gave an account of the work in their special fields in the past and their plans for the future. DGG personnel who attended the meet were:

Country	Name	Company
Argentina	Persichini	Phonogram Argentina, Buenos Aires
Australia	Turner	Phonogram Recordings, Sidney
Austria	G. Gebhardt	Polyphon, Vienna
	Jacobs	Polyphon, Vienna
Belgium	W. Holzapfel	Polydor S.A., Brussels
	Mertens	Polydor S.A., Brussels
Brazil	A. Trossat	CBD, Rio de Janeiro
Canada	Marchand	Polydor Records Can., Montreal
Columbia	A. Escolar-Nieto	Philips Colombiana, Bogota
Denmark	W. Hamburger	Nordisk Polyphon A.S., Copenhagen
	A. Arffmann	Nordisk Polyphon A.S., Copenhagen
Finland	R. Lindberg	Finnlevy Oy, Helsinki
	A. von Denffer	Finnlevy Oy, Helsinki
France	J. Kerner	Polydor S.A., Paris
	Belolo	Polydor S.A., Paris
Germany	R. Busch	Grammophon Deutschland, Hamburg
	Holle	Grammophon Deutschland, Hamburg
Great Britain	R. Rennie	Polydor Records Ltd., London
Greece	A. Bates	Polydor Records Ltd., London
Holland	N. Antippas	Helladisc S.A., Athens
	E. Garretsen	Polydor Nederland, Den Haag
Ireland	J. Assman	Polydor Nederland, Den Haag
Italy	Enders	Siemens Irland, Dublin
	Corsi	Phonogram, Milano
	Paradiso	Phonogram, Milano
Japan	Kimura	Nippon Grammophon, Tokyo
Lebanon	Bueninck	Philips Liban, Beyrouth
Mexico	H. Schrade	Dusa, Mexico-City
Nigeria	van Leeuwen	Philips Records, Lagos
Norway	S. Johannessen	Nor-Disc A/S, Oslo
	S. Dahl	Nor-Disc A/S, Oslo
Singapore	F. Niewenhuis	Phonogram Far East, Singapore
South Africa	D. Fine	Trutone, Johannesburg
Spain	Sampedro	Fonogram, Madrid
	Zúniga	Fonogram, Madrid
Sweden	I. Nordström	Karussel, Stockholm
Switzerland	E. Vogler	Siemens, Zurich
USA	C. Petermann	Siemens America, New York
Venezuela	H. Alex	Siemens Venezolana S.A., Caracas

MANAGEMENT Deutsche Grammophon GmbH

Coen Solleveld
Johannes van der Velden
Hans-Werner Steinhausen
Kurt Kinkele

CBS In England Expects Best Year

NEW YORK—CBS Records in England expects its biggest year in 1968, with this prediction stemming from the label's currently strong showing on the pop charts there.

CBS England's Georgie Fame has zoomed to the No. 1 spot with his recording of "The Ballad of Bonnie and Clyde." Following hard on the heels of the "Bonnie and Clyde" craze sweeping the world, CBS International affiliates in other countries are rushing to release the record as well.

Another British group, The Love Affair, has broken into the British best-sellers with their debut recording of "Everlasting Love." With its members ranging from fifteen to seventeen, The Love Affair is one of the youngest groups in the business. As a result of its British success, The Love Affair's record is scheduled for immediate release on the Date label in the United States.

Continuing the success they enjoyed in 1967, The Tremeloes have rung in the New Year with a new hit, "Suddenly You Love Me." In its first week out, the CBS England group's latest

has jumped onto the British charts.

CBS should look forward to still more representation on the British charts with The Byrds' "Goin' Back," Anita Harris' "Anniversary Waltz" and Elmer Gantry's Velvet Opera's "Flames."



WELCOME! As previously reported in Cash Box (Jan. 27) Geoffrey Bridge has joined the board of Pye Records (Sales) Ltd. as international director. Bridge (left) is pictured here with Pye's managing director Louis Benjamin.

Barclay Opens Disk Firm In Italy

MILAN—French entrepreneur Eddie Barclay has finalized the deal for the opening of his own operation in Italy. Barclay has signed an exclusive agreement with R.I.F.I. Records for the distribution of his Riviera label catalog in Italy. The Riviera catalog was, until the end of December '67, represented here on a licensing agreement basis by CGD Compagnia General Del Disco.

As a minimum guarantee for the distribution of the Riviera catalog over the next three years, R.I.F.I. has paid Barclay 45 million Lira (about \$70,000). R.I.F.I. paid this unusually large sum, firstly because of the success in Italy of two top Riviera artists, Nino Ferrer and Christophe,

and secondly because Barclay is taking care of all of the promotion and publicity for his Riviera disks and artists through his new firm, for which the \$70,000 will serve as working capital.

Giampiero Simontacchi, formerly vice president of Ariston Records, has been named general manager of Barclay's operation here. Simontacchi has appointed as acting manager Ernesto Re, formerly an executive with the international department of Ariston.

Under the direction of Simontacchi, Barclay's Italian operation will select Riviera material to be distributed in Italy as well as promote this material and Riviera's artists.

Cemed & CDI Set-Up Indie Dist., See Clan In Move, Too

MILAN—As a result of the termination of the association between Curci and Clan Celantano, Cemed Carosello, Curci's record firm, has set up its own distribution organization, and Clan Celantano, which has absorbed a great number of the C & C sales agents, is expected to follow suit shortly. Mr. Fromento, who was in charge of C & C as general manager, has joined CDI Company Discografica Italiana, the firm owned by Pierquinto Carriggi, where he will set up a distribution

organization for that firm.

In view of the participation in the San Remo Festival of Louis Armstrong, Eartha Kitt and Lionel Hampton, who have recorded their San Remo performances for CDI, the firm needs a distribution organization such as the one Fromento will set up. He will have to work quickly if he is to exploit the current interest in the San Remo disks, but salesmen are easy to find when the product is easy to sell.

Coke In Canada Offers Rock Talent On Premium Packages

TORONTO—With youth today constituting an important market segment for Coca-Cola, the idea of a premium record that was youth oriented was inevitable.

One dollar, accompanied by ten cork liners found under the cap, plus twenty-five cents for postage and handling, will obtain the stereo album entitled "A Wild Pair." For the period of the promotion these cork liners will be branded "Coke" for identification.

Two Groups Represented

The selection of the two groups, The Guess Who?, from Winnipeg, and The Staccatos, from Ottawa, was made on the basis that they provide the greatest spread of interest and popularity across Canada.

The material for the record includes ten original, unpublished songs, written by Les Emmerson, of the Staccatos, and Randy Backman, and Burt Cummings of the Guess Who?.

The recording session took place in Toronto, at Hallmark studios, and the production company for the album was Nimbus 9 Productions, of Toronto. The producer was Jack Richardson, of McCann Erickson of Canada Ltd. (Coca-Cola's advertising agency) and the engineer was Phil Ramone of New York. Arranged by the Staccatos, the Guess Who? and Nimbus 9's Ben McPeck and Alan MacMillan.

Both groups recorded their own bed of rhythm tracks with vocals, and these were augmented on three sweetening sessions with a string and brass ensemble. One cut by the Staccatos utilizes the wailing sound of an electric trumpet as an effect.

Ad, Point-of-Sale Program

For advertising and point of sale, wild posters have been made up, incorporating the record jacket into the design. Millions of neck bottle ringers will carry the details and order forms, which enables the public to order from local bottlers of Coca-Cola. The major media will be radio, and two major radio personalities from the top forty stations, Big "G" Walter of CKFH, and Brian Skinner

of CHUM were selected to be announcers for radio spots. Much of the material from the record will be used in the spots as a basis building device.

Special material will be supplied to radio stations across the country to help them create an exciting local station promotion around the two groups.

In keeping with the current poster craze, posters have been designed around the groups. Each station will have available to them a substantial quantity to help develop station activity around the record.

French Counterpart

The French counterpart of this album entitled "Rarissimo" features two well known French-Canadian artists Michel Lovain and Michele Richard. This album also contains ten original compositions never before recorded, and all the material was custom designed for the French market. The purchase mechanism will be the same as the English. Recorded in New York, at the A & R Studios, Phil Ramone was engineer, Jack Richardson, producer, Pierre Noles, material and artist co-ordinator. The arrangements were done by Manny Albam.

The Lovain side is lush, good music programming, while Michele Richard's side identifies with the current top forty sound in French Canada.

Both albums are being released on the new Nimbus label. The Staccatos are appearing courtesy of Capitol Records (Canada) Ltd., The Guess Who?, courtesy of Quality Records, Michel Lovain, courtesy of Apex Records, and Michele Richard, courtesy of Trans Canada Records.

At a recent press conference, the reaction to several numbers by all artists was so spontaneous, it is not unlikely singles will be released from the albums by the artists' labels. This along with the artist's performing selections from the albums on guest TV spots will give further exposure to the promotion.

The promotion will get underway by mid-March and runs through until April 12th.



Argentina

Mexican Trio Los Panchos are the "visitors of the week" in Buenos Aires and label CBS, which releases their recordings here, hosted a party at the Camara de la Construcción to honor them. The Trio will stay several weeks in this country, appearing not only in Buenos Aires but also in Rosario and other important cities of the interior.

An unusual homage has been paid by the trade of Rosario, the second biggest city of Argentina, to Music Hall's VP Luis Calvo. During a recent trip to that town, Calvo arranged a gathering with the owners of the main retail stores during which he was unexpectedly presented with a golden record as a demonstration of friendliness from the Rosario people.

Odeon's Press Dept. reports that a new long term contract has been signed between this diskery and Liberty Records of the United States. The agreement includes not only the U.S. label catalog, but also technical assistance on marketing development. According to the press release, very good results are expected on this part of the contract, as well as a general strengthening of the Liberty image in Argentina.

Mauricio Brenner of Fermata infos that his pubbery is engaged in a Teen music campaign, started with the signing of several young composers and chanters, who are already recording or will start soon and whose works will be published through Fermata. Names include Lito Nebbia, Miguel Angel Peralta (Micky), Mauricio Birabent (Moris) and Alberto Lernout (Pipo), and they are expected to lead the teen music movement in short time. It is interesting to add that Lito Nebbia's "La Balsa" has turned into the main song of the "hippie" movement in Argentina with strong sales and long-term chart action.

Disc Jockey is releasing a strong series of records this week, including top artists Rosamel Araya—with an LP tagged "Rosamel '68"—, Pepito Perez and others. There is also a new volume of the extraordinary "Documental Folk Music" series gathered by Leda Valladares. This LP is devoted to the music from Salta and is the fourth one of the series.

Phonogram's Santos Lipesker reported that the Gala Opening of the Cosquin Song Festival, in the Province of Cordoba and devoted to folk music, was, once more, a S.R.O. event. The country's main attractions were present, and the opening itself featured Los Fronterizos with the backing of a 50-piece orchestra, directed by Lipesker. The folk quartet has recently recorded several songs with orchestra aiming at the European markets.

Carlos Tealdo Alizieri of Dial infos about the release of a rather unusual album: Negro spirituals recorded in Buenos Aires and sung in Spanish. The record has been cut by Silvia Horetz under arrangements and orchestra direction by George Andreani. It is the first time that such songs are recorded here in the country's language, which should arouse interest from the market.

Melograf Publishers inform that there are several new recordings of top hit "Quiero Llenarme De Ti", penned by teen chanter Sandro. Artists are Hernan Figueroa Reyes for CBS, Jacko Zeller for the same label, Los Tahures for Odeon and Los Cinco Latinos for Quinto. The international promo campaign in behalf of this waxing is in full force, and good results are expected.

Argentina's Best Sellers

This Week	Last Week	
1	1	*Quiero Llenarme De Ti (Melograf) Sandro, Jacko Zeller, H. Figueroa Reyes (CBS); Cinco Latinos (Quinto); Silvia del Rio (Erato); Lord Klave (Philips) Los Tahures (Odeon)
2	2	The World We Knew (Relay) Frank Sinatra (Music Hall); Caravelli (CBS); Paul Jourdan (RCA); Bert Kaempfert, Vincent Morocco (Philips); Nueva Generacion (Quinto)
3	3	La Pata Pela Bovea (RCA)
4	4	*La Balsa (Fermata) Los Gatos (RCA)
5	5	Aranjuez Mon Amour Richard Anthony (Odeon); Caravelli, Jacko Zeller (CBS); Vincent Morocco (Philips); Lucio Milena (Disc Jockey)
6	7	*Todo Es Mentira (Fermata) Palito Ortega (RCA)
7	6	Lenita (Relay) Nilton Cesar (RCA)
8	7	*No Pisen Las Flores (Fermata) Palito Ortega (RCA)
9	8	Esta Tarde Vi Llover (Relay) Armando Manzanero (RCA); Los Cutaro Brillantes (CBS)
10	12	Hello, Goodbye (Fermata) The Beatles (Odeon)
11	—	Pata Pata Miriam Makeba (Music Hall)
12	—	*El Rey Lloro (Fermata) Los Gatos (RCA)
13	11	*Soy Como Tu Quieres Luis Aguile (CBS)
14	19	*La Juventud Los Iracundos (RCA)
15	—	The Park, The Rain and Other Things The Cowsills (Philips)
16	20	Amor De Pobre (Smart) Pepito Perez (Disc Jockey); Miltinho (Odeon); Los Nocturnos (Music Hall)
17	14	Dandy Herman's Hermits (Odeon)
18	8	Even Bad Times Are Good Tremeloes (CBS)
19	19	There Is A Kind of Hush Herman's Hermits (Odeon)
20	20	La Carcel De Sing Sing (Edami) Jose Feliciano (RCA); Pepito Perez (Disc Jockey)
20	17	San Francisco (Relay) Scott McKenzie (CBS); Fausto Papetti (Music Hall) Violeta Rivas (RCA)

(*) Local

Argentina's Top LP's

1	1	El Impacto Palito Orega (RCA)
2	3	A Mi Amor Con Amor Armando Manzanero (RCA)
3	5	Llegaron Bovea (RCA)
4	2	Ritmo De Locura Cuarteto Imperial (CBS)
5	4	Los Hits En Castellano Adamo (Odeon)
6	7	Villa Carino Los Wawanco (Odeon)
7	10	La Voz Sentimental Pepito Perez (Disc Jockey)
8	—	Presenta Los Exitos Lafayette (CBS)
9	6	Escuchen Herman's Hermits (Odeon)
10	9	La Balsa Los Gatos (RCA)
10	—	The World We Knew Frank Sinatra (Music Hall)



Germany

Lots of news this week as this reporter just returned from a month's jaunt to the U.S.A. to come back to a desk full of informative goodies. Let's start with the German Juke Box Poll for 1967 which found RCA Victor's Peggy March leading the distaff side with Metronome's Siw Malmkvist in second place, Polydor's Wencke Myhre, Vogue & Teldec's Sandie Shaw and Teldec's Manuela taking runner up honors. On the male side of the picture Ariola's popular Peter Alexander took top honors followed by Polydor's Roy Black with Teldec's Ronny, Vogue's David Garrick and Polydor's Freddy following. Philips stars Dave Dee, Dozy, Beaky, Mick and Tich ran away with group honors followed by Elekrola's Beatles, with RCA Victor's Monkees, Polydor's the Bee Gees and Vogue's Kinks following in that order. Orchestra and instrumental honors went to Hansa's Nini Rosso followed by Jan Gorrissen.

The top 10 most played records were:

1. San Francisco—Scott McKenzie—CBS
2. Puppet On A String—Sandie Shaw—Deutsche Vogue
3. Romeo & Julia—Peggy March—RCA Victor/Teldec
4. Dear Mrs. Applebee—David Garrick—Deutsche Vogue
5. Meine Liebe zu dir (My love for you)—Roy Black—Polydor
6. Massachusetts—The Bee Gees—Polydor
7. Memories Of Heidelberg—Peggy March—RCA Victor/Teldec
8. Adios My Darling—Ronny—Teldec
9. Morgen beginnt die Welt (Tomorrow the world begins)—Freddy—Polydor
10. Komm Allein (Come alone)—Wencke Myhre—Polydor

This is a turn around on the sales picture as 6 of the top 10 hits are German language records. These results are from the trade paper "Automaten Markt."

The carnival season kicked off with a big "pop" bash sponsored by the Burda Magazine empire and although "normal" fans couldn't buy a ticket for love nor money to see the star studded show with the Supremes, Tom Jones, Mirielle Mathieu and Henry Mancini, the second TV devoted 1½ hours of the afternoon program and a full hour in the evening to the "Bambi" presentation and the ball which featured such prominent foreign guests as Mr. Richard Burton with wife Liz, Lex Barker, Senta Berger and many others. The show was terrific! All of the stars showed their top international profile to the best advantage.

Dr. Hans Gerig is proud as punch of the fact that his publishing house had the top 3 tunes in this year's "Musicmarkt" Poll for the songs of the year. One of the push tunes for the new season is "A Banda" which is already going in 3 top versions. Herb Alpert has the top international instrumental hit with the Immigrants doing a vocal version in English for Metronome, and Curd Borkmann has a German language version on Cornet.

There's plenty of action in sight with the German Pop Music festival due to start up once again and the test for new talent already set for its second year.

Tours aplenty in January and February. Germany's best selling star Freddy Quinn is on tour here. The Bee Gees will do their first tour of Germany with the Procol Harum from the 27th of February until the 8th of March covering 11 cities. For the first time in our history of the charts, the group now has the numbers 1 and 2 at the same time in the hit parade. The Beatles couldn't even turn that trick in the past in Germany. B.B. King is now doing a blues tour around Europe with 7 German cities set. Juliette Greco is also touring Germany with the tour finishing on the 15th of February.

More from MIDEM and the world of music from the German scene in seven days.

Germany Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks on Chart	
1	1	2	World—The Bee Gees—Polydor—Abigail Music/R. Slezak
2	2	13	Massachusetts—The Bee Gees—Polydor—Rudlof Slezak Music
3	3	7	Schiwago—Melodie—Maurice Jarre—MGM—Hans Gerig Music
4	4	11	Der Letzte Walzer (The Last Waltz)—Peter Alexander—Ariola—Frances, Day & Hunter
*5	5	9	Monja—Roland W.—Cornet—Aberbach Music
6	6	8	Morning Of My Life—Esther & Abi Ofarim—Philips—Sikorski Music
7	7	22	San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel
8	8	7	Hello, Goodbye—The Beatles—Odeon—Northern Songs/Rolf Budde Music
*9	9	11	Siebenmeilenstiefel (Seven Mile Boots)—Graham Bonney—Elekrola—AME Kassner
10	10	8	The Letter—The Box Tops—CBS—Belmont Music

German Disc Jockey Organization Hit Parade

(Courtesy "Musikmarkt")

This Month	Last Month	Months on Chart	
1	—	1	Hello, Goodbye—The Beatles—Odeon—Rolf Budde Music
2	1	3	Massachusetts—The Bee Gees—Polydor—Rudolf Slezak Music
3	4	2	Morning of My Life—Esther & Abi Ofarim—Philips—Hans Sikorski Music
*4	2	4	Monja—Roland W.—Cornet—Aberbach Music
5	—	1	World—The Bee Gees—Polydor—Abigail Music/R. Slezak
6	3	2	From The Underworld—The Herd—Ariola & Hansa—Minerva Music/R. von der Dovenmuehle
7	9	2	The Letter—The Box Tops—CBS—Belmont Music
8	—	1	Soul Man—Sam & Dave—Atlantic—Edition Intro/Meisel
9	—	1	Pata Pata—Miriam Makeba—Reprise—Rolf Budde Music
10	—	1	Rowbottom Square—Barry Mason—MGM—Chappell Music/August Seith

*Original German Copyright

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PICKETT

WILSON
TO THE FESTIVAL
OF SANREMO





Brazil

Final negotiations are being held for the presentation of Elsa Soares with the Escola De Samba De Jorginho & Gaguinho in the United States, while a whole Brazilian show will be the great attraction from Brazil in Las Vegas. International organizer Carlos Machado is preparing all this through Impresario Waldomiro Saad. All this is the beginning of a great exportation period for Brazilian Pop Music in general.

At the same time, all sorts of international acts are being announced for the present year, such as Rosemary Clooney, the Happenings, the New Vauderville Band, Miriam Makeba, Earl Grant, Brenda Lee and several others from the U.S., and also Mireille Mathieu, Christophe, Richard Anthony and others from France, Bobby Solo, Little Tony, Patrizia Bonaveri, Umberto Bindi from Italy, probably Raphael from Spain, Marco Paulo from Portugal, and even the Sinatra's and other such big names from international show business.

Local TV stations are in a fast race for pacting and presentation of both national and international artists and production of musical programs, and for the first time in years, there is a real competition between local agents which will only serve for a better future service for the Brazilian public and audiences. This will no doubt have a strong influence in the sales of records and will most likely attract attention from the whole world to the local music scene, and consequently to artists and music in general.

Brazil's Best Sellers

This Week

- 1 Pata Pata (n.p.) Miriam Makeba/Reprise-CBD
- 2 *Eu Daria A Minha Vida (Genial) Roberto Carlos/CBS
- 3 *P'ra Nunca Mais Chorar (RCA) Vanusa/RCA Victor
- 4 San Francisco (Fermata) Scott McKenzie/CBS
- 5 When Summer Is Gone (RCA) Gary Lewis & Playboys/RCA Victor
- 6 *Carolina (Arlequim) Chico Buarque/RGE; Cynara & Cybele/CBS; Doris Monteiro/Odeon
- 7 Georgia On My Mind (Euterpe) Uniques/Paula Records
- 8 A Whiter Shade Of Pale (Fermata) Procol Harum/London-Odeon
- 9 *Alegria Alegria (Arlequim) Caetano Veloso/Philips
- 10 *Hello, Goodbye (Fermata) The Beatles/Odeon
- 11 *Maria, Carnaval E Cinzas (Arlequim) Roberto Carlos/CBS
- 12 *Roda Viva (Arlequim) Chico Buarque de Hollanda/RGE
- 13 Words (Mundo Musical) The Monkees/RCA Victor
- 14 The Tracks Of My Tears (RCA) Johnny Rivers/RCA Victor
- 15 *Lucinha (Fermata) Ed Costa/RCA Victor
- 16 All You Need Is Love (Fermata) The Beatles/Odeon
- 17 *Suplica Cearense (Euterpe) Ary Lobo/Cantagalo; Nerino Silva/RCA
- 18 *Ponteio (Arlequim) Edu Lobo & Marilia Medalha/Philips
- 19 The Letter (n.p.) Don Fardon/Hit-Ton

*Original Brazilian Copyright

Brazil's Top 10 LP's

This Week

- 1 *Roberto Em Ritmo De Aventura—Roberto Carlos/CBS
- 2 Sgt. Peppers Lonely Hearts Club Band—The Beatles/Odeon
- 3 *As 14 Mais, Vol. XX—Several Brazilian Artists/CBS
- 4 *A Banda Do Canecao—Canecao Brass Band/Polydor
- 5 *Alegria Alegria—Wilson Simonal/Odeon
- 6 *Obrigado Querida—Agnaldo Timóteo/Odeon
- 7 *O Realejo—Chico Buarque de Hollanda/RGE
- 8 *O Sucesso E O Astro—Agnaldo Timóteo/Odeon
- 9 Headquarters—The Monkees/RCA Victor
- 10 *Jequibau Na Broadway—Mario Albanese/Chantecler

Brazil's Top Five Compacts

This Week

- 1 Anna—The Beatles/Odeon
- 2 Dio Come Ti Amo—Gigliola Cinquetti/RGE
- 3 The Tracks Of My Tears—Johnny Rivers/RCA Victor
- 4 Poor Side Of Town—Johnny Rivers/RCA Victor
- 5 *Prova De Fogo—Wanderlea/CBS

*Original Brazilian Recording



Japan

Publisher Kawade Shou Co., Ltd., will offer works series of 36 well-known music composers titled "The Music Collection Of The Great Master." 24 volumes in all will be available, each packaged along with two 30 cent LP's from Nippon Victor Records. Kodansha Co., Ltd., also offers in February a similar series of 18 volumes titled "Master Pieces Of World Music" also with two LP stereo records from King Records. Both companies anticipate sales of 2,500,000 books and 5,000,000 records.

Among the new releases from Nippon Gramophone Records are "Good Loving" b/w "It's Wonderful" by Young Rascals on Atlantic, "I Can See For Miles" b/w "Someone's Coming" by the Who on Polydor, "Jupiter Special" b/w "Recado" by the Spotnicks on Polydor, "She's Still Mystery" b/w "Only Pretty" by Lovin' Spoonful on Kama-Sutra, and "Live For Life" b/w "Cottage For Sale" by Carmen Mcray & Harvie Mann on Atlantic.

In honor of Edmond Ross & His Orchestra's tour (26 performances in 22 cities between Feb. and March), King Records will release on Feb. 20 the LP "Edmond Ross Latin Deluxe." King Records also releases on Feb. 20 the singles "She's Rainbow" b/w "2,000 Light Years" by Rolling Stones on London, and "Carmen" b/w "Love So Fine" by Tijuana Brass on A&M.

Ministry of International Trade & Industry authorities invited record executives, etc., to attend the meeting held Jan. 5 at Record Hall in Tokyo for an exchange of opinions about establishment requested from CBS/SONY Corp. At this meeting, the authorities explained capital liberalization in the record industry. Under the capital liberalization program enforced July 1, 1967, the record industry here was designated as in the category in which joint cooperation with up to 50% foreign investment must automatically be approved by the Government. However CBS/SONY Corp. was found to be eligible as SONY Corp. is not in the record industry and trade to date.

Best Ten Popular Records released by Nippon Columbia Records during 1967 were:

1. Blue Chateau (J. Yoshikawa & Blue Comets)
2. Maria No Izumi (J. Yoshikawa & Blue Comets)
3. Balla Balla (Rainbows)
4. Kitaguni No Futari (J. Yoshikawa & Blue Comets)
5. San Francisco-Flowers in Your Hair (Scott McKenzie)
6. Baraio No Kumo (Village Singers)
7. Dokoe (J. Yoshikawa & Blue Comets)
8. Sukidakara (Village Singers)
9. Music To Watch Girls By (Andy Williams)
10. Hana To Ojisan (Kiyoko Ito)

Japan's Best Sellers

ALBUMS

This Week	Last Week	
1	1	Monkees Golden Album—The Monkees (RCA)
2	3	Blue Comets/Original Hits No. 2—The Blue Comets (CBS)
3	2	Rolling Stones Golden Album—The Rolling Stones (London)
4	4	The Tigers On Stage—The Tigers (Polydor)
5	—	The Walker Brothers Story—The Walker Brothers (Philips)

LOCAL

This Week	Last Week	
1	1	Love You Tokyo—Los Primosc (Crown)
2	2	Sekai Wa Futari No Tameni—Naomi Sagara (Victor)
3	3	Nijihiro No Mizuumi—Akiko Nakamura (King)
4	8	Murasaki-No Yoake—Hibari Misora (Columbia)
5	4	Aino Kokoro—Akira Fuse (King)
6	6	Kuchinashi-No Ballad—Kazuo Funaki (Columbia)
7	5	Inochi Karetemo—Shinichi Mori (Victor)
8	—	Maboroshi-No Amalilia—Yuzo Kayama (Toshiba)
9	7	Saku-No Koitaro—Yukio Hashi (Victor)
10	—	Sakariba Blues—Shinichi Mori (Victor)

INTERNATIONAL

This Week	Last Week	
1	3	Kimi-Dakeni Ai-O—The Tigers (Polydor) Publisher/Watamabe
2	5	I Only Live Twice—The Folk Crusaders (Capitol) Publisher/Art Music
3	1	Itsumademo Dokomademo—The Spiders (Philips) Publisher/New Orient
4	2	Theme Of The Monkees—The Monkees (RCA Victor) Sub-Publisher/Shinko
5	4	Okay—Dave Dee, Dozy, Mick & Tich (Philips) Sub-Publisher/A. Shroeder
6	—	Otome-No Inori—Jun Mayuzumi (Capitol) Publisher/Ishihara
7	11	Daydream Believer—The Monkees (RCA-Victor) Sub-Publisher/Shinko
8	8	Kitaguni No Futari — The Blue Comets (CBS) Publisher/Watanabe
9	—	Hello Good-Bye—The Beatles (Odeon) Sub-Publisher/Toshiba
10	12	Sukidakara—The Village Singers (CBS) Publisher/Top
11	6	L'Amour Est Bleu—Vicky (Philips) Sub-Publisher/Shinko
12	9	Let's Go Unmei—The Bunnys (Seven Seas) Publisher/Seven Seas
13	10	Okay—The Carnabeats (Philips) Sub-Publisher/A. Shroeder
14	13	Wasurenu Kimi—The Tempters (Philips) Publisher/—
15	15	Dancing Lonely Night—The Jaguars (Philips) Publisher/Shinko

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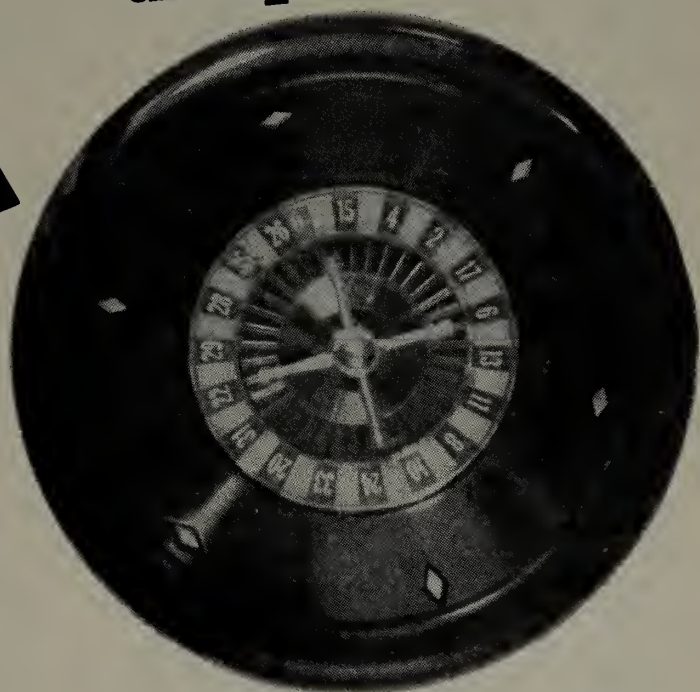


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A Review Of The 24 Songs Of San Remo 1968

Cash Box is the first magazine that has been able to hear the definitive versions and performances of the 24 songs which will be presented on the SAN REMO stage, on February 1st, 2nd and 3rd 1968:

"CANZONE": lyrics by Caponi (Don Backy), music by Mariano. Published by Clan. Performed by Adriano Celentano (Clan) and Milva (Ricordi).

It's a typical Italian ballad of folk inspiration, with a catchy and flowing melody on a slow rock rhythm. Arrangements of both artists (Adriano Celentano and Milva) are based on strings. As often happens in the Italian song lyrics, the text describes an unreciprocated love: "You have gone, but I still see your shadow in my dreams. This song is flying in the sky, and its notes are marking the regret of my heart." The composition starts with a large musical phrase, then brings listeners into an exciting sunny Mediterranean atmosphere with the popular refrain.

It was written by Aldo Caponi, in cooperation with Detto Mariano. Last year Aldo Caponi, better known as a singer by the name of Don Backy (formerly with Clan) had good success last year in San Remo with his song "L'IMMENSITA" which has sold over 400,000 copies. Another song penned by him entitled "POESIA" reached the top of the charts in 1967.

"CANZONE PER TE": lyrics and music by Sergio Endrigo. Published by Edizioni Usignolo (Fonit Cetra) Performed by Sergio Endrigo (Fonit-Cetra and Roberto Carlos (CBS Italiana).

It's a classical song of romantic tradition, and it is in the outstanding nostalgic tradition of all Sergio Endrigo songs. It's possible to find a French influence in its musical construction as well as in the lyrics: "The holyday had just started, and it's already finished. The sky is no more with us. But this love was so big that's unable to die: I have a reason for singing and I'm singing about you."

Arrangements are in a classical style, with strings and chorus. The

song is penned by Sergio Endrigo, and fully reveals his peculiar style. Last year Endrigo also took part in the contest, bringing into the final the song entitled DOVE CREDI DI ANDARE." Sergio Endrigo is one of the most popular Italian singers and composers.

"CASA BIANCA": lyrics by Caponi (Don Backy), music by La Valle. Published by El & Chris performed by Ornella Vanoni (Ariston) and Marisa Sannia (Fonit-Cetra).

Once again a song penned by Aldo Caponi, alias Don Backy, singer and composer. Since the San Remo Festival rules provide that a composer can only present one song, the music of this composition is signed by La Valle, but it's easy to understand that it has been entirely penned by Don Backy due to his personal style. It's a ballad with an oriental characteristic and a classical inspiration. The arrangement is constructed on an organo and guitar ensemble on a marked rhythm of Bolero. It could have an international appeal. "There is a white house," the lyric says, "which I can't ever forget. This white house is deeply in my heart. This white house is called 'Youth.'" To be stressed are the good performances of Ornella Vanoni and Marisa Sannia.

"CHE VALE PER ME": lyrics by Marisa Terzi, Music by Carlo Alberto Rossi. Published by C. A. ROSSI. Performed by Eartha Kitt (CDI) and Peppino Gagliardi (DET Records).

It's a song wonderfully constructed on the basis of the best North American tradition. It could have been penned by Cole Porter or Irving Berlin. By the way, the composer, one of the best in Italy, has been always influenced by this North American style, and he is offering here the best of his possibilities. Lyrics say: "What's good for me, to have my eyes, and do not see you. What's good for me, to have my mouth, and do not speak to you, what's good for me to forget, if everything is speaking to me about you?"

Arrangements are extremely mod-

ern on a slow rhythm. The song should have been presented on the San Remo stage by top American vocalist Sarah Vaughn, but at the last minute she decided not to come to San Remo. Eartha Kitt substituted for her.

C. A. Rossi, was, of course, the composer of some wonderful top international hits. Among the recent ones are "E SE DOMANI," also presented on the San Remo stage.

"DA BAMBINO": Lyrics by Pradella, music by Angiolini. Published by El & Chris. Performed by I. Giganti (RI. FI) and Massimo Ranieri (CGD).

It's a rock ballad, which starts with a blues special and explodes in the middle in major flowing melodic phrases. The music is strictly tied with the atmosphere suggested by the lyrics themselves: "When we were children, ingenuousness was the biggest blessing. When it is gone, happiness is no more than a memory."

Arrangement is based on a chorus with a big orchestra, on a slow rhythm. Composer is Angiolini, who is making his debut on the San Remo contest scene.

"DEBORAH": Lyrics by Vito Pallavicini, Music by Conte. Published by RI. FI. Music. Performed by Fausto Leali (RI.FI.) and by Wilson Pickett (RI.FI.).

A rugged R&B number hardly to be believed of Italian origin. It starts with a slow rhythm and a large musical phrase, exploding into a double medium bounce with a melody more near to the Latin inspiration. Is one of the most original songs presented this year on the San Remo stage. Lyrics of course are devoted to Deborah: "Deborah, oh my Deborah, please let me speak: since you told me that you don't love me anymore, the entire world completely changed and I can't find my right place anymore."

Composer is Conte, a young musician who graduated as a lawyer, who is making his debut on the San Remo stage.

"GLI OCCHI MIEI": Lyrics by Mogol, music by Donida. Published by Gruppo Ricordi Musica Leggera. Performed by Dino (RCA Italiana) and Wilma Goich (Ricordi).

The names of Mogol and Donida, who have penned this song, are well known all around the world thanks to the international hit "AL DI LA." But it is really difficult to find in this number the style of these writers. It's a rumba rhythm automatically inspired by South-American musical constructions, with an easy and catchy melody, more closely associated with the Italian taste. The lyrics read: "Even if I never speak to you, my eyes are speaking for me. I can't keep a secret: you are able to read it in my eyes."

The colorful arrangement is also of South-American inspiration with brass orchestra. Mogol and Donida won the first prize of the San Remo Festival in 1961, with the above mentioned hit "AL DI LA."

"IL POSTO MIO": Lyrics by Alberto Testa, music by Tony Renis. Published by RCA Italiana. Performed by Tony Renis (RCA Italiana) and Domenico Modugno (RCA Italiana).

"It's a slow, melodic, romantic ballad of Italian traditional inspiration, more based on lyrics than on music. As a matter of fact the lyric writer is Alberto Testa, one of the best on the Italian musical scene, who frequently uses unusual words in his compositions. These lyrics say: "I would like to see another in my place, I don't know if he will do what I'm doing. I'm your bedside rug and when you open your eyes in the morning you step on me. I'm like a mirror, in which you are looking to yourself to be convinced that you are the only woman in the world." Arrangement puts an accent on the lyrics with special organ effect, growing little by little until the final.

The composer, Tony Renis, won a prize in San Remo in 1962, with his hit "QUANDO QUANDO QUANDO." He was the winner of the contest in

1963 with "UNO PER TUTTE" penned and sung by himself.

"IL RE D'INGILTERRA": Lyrics and music by Agostino Ferrari (Nino Ferrer). Published by Gruppo Editoriale Leonardi. Performed by Nino Ferrer (Riviera) and by Pilade (Clan).

Thanks to his hit "La Pelle Nera" which reached high positions on the Italian charts during the last year, Nino Ferrer is now making his debut on the San Remo stage in double capacity as singer and composer. The song is a "funky" R&B number with humorous lyrics: "The King of England declared war on the King of Peru. Mrs. Lina wishes to give the strychnine to her neighbor. Well it's really impossible to be tranquil in this world, in spite of the fact that the war is not so comfortable as somebody that I can't remember should have said."

Arrangement of course is accented with a strong rhythmic section.

"LA FARFALLA IMPAZZITA": Lyrics by Mogol, music by Battisti. Published by El & Chris. Performed by Johnny Dorelli (CGD) and Paul Anka (RCA Italiana).

Another R&B ballad of modern inspiration, build on a flowing catchy melody, which creates an enthusiastic atmosphere. Lyrics say: "I look into your eyes and I see only me and you, but after a short smile you are already very far from me. Little foolish butterfly, I almost caught her with my fingers, but now she is flying in the immensity. I know she will come back because she loves the sun and she will find it on my eyes, because I'm still in love with her."

Arrangement is based on a strong rhythm guitar section. Composer is Lucio Battisti who wrote one of the top 1967 hits "29 Settembre."

"LA SIEPE": Lyrics by Vito Pallavicini. Music by Pino Massara. Published by Belriver (EMI Italiana). Performed by Al Bano (EMI Italiana) and Bobbie Gentry (EMI Italiana).

Typical slow rock ballad, made expressly for Al Bano's style. It brings to mind other Bano numbers like "NEL SOLE" his top hit. "Mother," says the lyrics "you know that the world doesn't end at the hedge of our house. You taught me to walk, and now it is my time to go."

Arrangement is based on strings. Lyric writer Vito Pallavicini and composer Pino Massara, also have penned all other Bano numbers, such as "NEL SOLE" and "TUTTO L'ORO DEL MONDO."

"LA TRAMONTANA": Lyrics by Pace. Music by Panzeri. Published by Edizioni Arion (Sugar Music). Performed by Antonie (SAAR) and Gianni Pettenati (Fonit-Cetra).

It's an amusing song expressly made on Antonie's "Italian" style. Brazilian samba rhythm and melody are very popular, easy and catchy. It's a fresh song of direct folk inspiration. Lyrics stress the light musical atmosphere: "Whatever I will tell you, this is just to make you laugh even if it really is the truth: since the day is no more a day, since the sun is no more the sun, since the dawn is becoming strange, well, I have lost my bearings . . ." It's a nursery rhyme that recalls the style of Mario Panzeri, who is one of the best Italian lyric writers.

"LA VITA": Lyrics by Amurri, music by Canfora. Published by Curci. Performed by Elio Gandolfi (Cemed Carosello) and Shirley Bassey (Cemed Carosello).

A typical Italian ballad starting with slow and large musical phrases, which build to conclusion in an exploding refrain. "Life," says the lyrics, "what's better than life? We have to understand this. What can we expect from life, better than the life itself?"

Composer is Bruno Canfora. He also penned one of the top 1967 hits, "Stasera Mi Butto" which topped the charts in Italy for several weeks.

"LA VOCE DEL SILENZIO": Lyrics by Mogol, Limiti, music by Isola. Published by Edizioni La Turruta.

(Continued on page 64)

SONGS and SINGERS on the SANREMO Stage in 1968.

SONGS	PUBLISHERS	SINGERS	RECORD FIRMS
CANZONE (SONG)	Clan	Adriano Celentano Milva	Clan Ricordi
CANZONE PER TE (Song For You)	Usignolo (Fonit-Cetra)	Sergio Endrigo Roberto Carlos	Fonit-Cetra CBS Italiana
CASA BIANCA (White House)	El & Chris	Ornella Vanoni Marisa Sannia	Ariston Fonit-Cetra
CHE VALE PER ME (What's Good For Me)	C. A. Rossi	Eartha Kitt Peppino Gagliardi	CDI Det Records
DA BAMBINO (When We're Children)	El & Chris	I Giganti Massimo Ranieri	RI.FI CGD
DEBORAH	Ri. Fi Music	Fausto Leali Wilson Pickett	RI.FI RI.FI
GLI OCCHI MIEI (My Eyes)	Ricordi	Dino Wilma Goich	Rca Italiana Ricordi
IL POSTO MIO (My Place)	RCA Italiana	Tony Renis Domenico Modugno	RCA Italiana RCA Italiana
IL RE D'INGILTERRA (The King Of England)	Leonardi	Nino Ferrer Pilade	Riviera Clan
LA FARFALLA IMPAZZITA (The Foolish Butterfly)	El & Chris	Johnny Dorelli Paul Anka	CGD RCA Italiana
LA SIEPE (The Hedge)	EMI Italiana	Al Bano Bobbie Gentry	EMI Italiana EMI Italiana
LA TRAMONTANA (The Bearings)	Sugarmusic	Antoine Gianni Pettenati	SAAR Fonit-Cetra
LA VITA (The Lifo)	Curci	Elio Gandolfi Shirley Bassey	Cemed-Carosello Cemed-Carosello
LA VOCE DEL SILENZIO (The Voice Of Silence)	Sugarmusic GTA	Tony Del Monaco Dionne Warwick	CGD CGD
LE OPERE DI BARTOLOMEO (Bartolomeo's Works)	RCA Italiana	The Rokes The Cowsills	RCA Italiana Dischi MGM
LE SOLITE COSE (The Usual Things)	RCA Italiana	Tony Renis Domenico Modugno	RCA Italiana RCA Italiana
MI VA DI CANTARE (I Wish To Sing)	Equipe	Louis Armstrong Lara Saint Paul	CDI CDI
NO AMORE (No, My Love)	EMI Italiana	Giusy Romeo Sacha Distel	EMI Italiana EMI Italiana
PER VIVERE (To Live)	Ariston	Iva Zanicchi Udo Jurgens	RI.FI Durium
QUANDO M'INNAMORO (When I Fall In Love)	Sugarmusic	Anna Identici The Sandpipers	Ariston CGD
SERA (Evening)	Sugarmusic	Giuliana Valci Cigliola Cinquetti	CBS Italiana CGD
STANOTTE SENTIRAI UNA CANZONE (Tonight You'll Hear A Song)	Aberbach	Annarita Spinaci Yoko Kishi	Phonogram Fonit-Cetra
TU CHE NON SORRIDI MAI (You Who Never Smile)	C.A. Rossi Esedra	Orietta Berti Piergiorgio Farina	Phonogram BDM
UN UOMO PIANGE SOLO PER AMORE (A Man Only Cries Because of Love)	Ariston	Little Tony Mario Guarnera	Durium Ariston

SANREMO '68



TONY RENIS
il posto mio

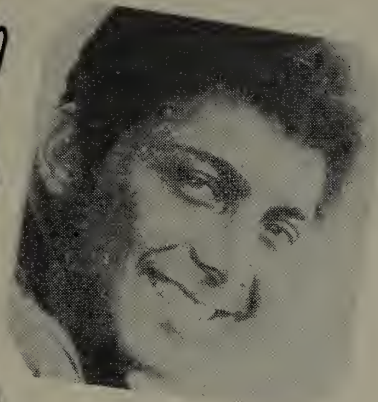


THE ROKES

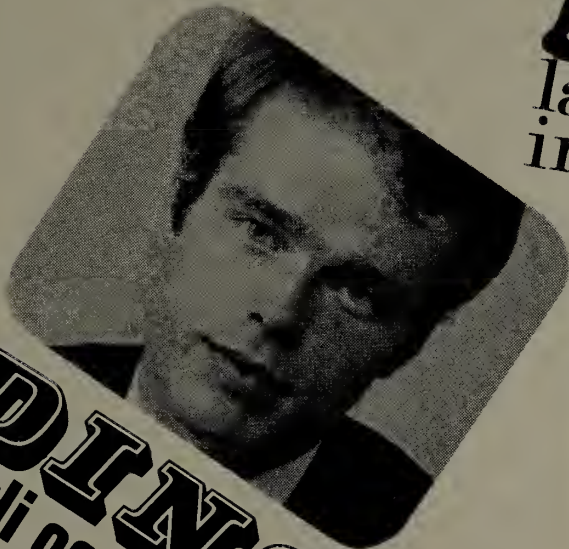
le opere
di Bartolomeo

PAUL ANKA

la farfalla
impazzita



DOMENICO MODUGNO
il posto mio



DINO
gli occhi
miei



RCA ITALIANA



Scandinavia

Denmark

Soviet-born pianist Vladimir Ashkenazy, now living in London, noted great success with his recent tour in Denmark where he gave concerts in Copenhagen's Radio Building Jan. 11th, the Scala in Aarhus the 15th and the Odd Fellow Palace, Copenhagen, Jan. 17th. NPA (Nordisk Polyphon Akts.) took advantage of the tour by a special promotion campaign for his Decca recordings. In the pop music field, NPA is the strongest of the record manufacturers at the moment with six of the ten top records at the charts being on the Polydor label. Recent releases include "2000 Light Years From Home" with Rolling Stones on Decca, "Monterrey" with Eric Burdon and Animals on MGM, "Turn On Your Love Light" with Jerry Lee Lewis on Philips, and "Frisco Bay" with State of Micky and Tommy on Mercury.

Finland

Hottest selling LP albums at the moment include "13 Smash Hits" by Tom Jones and "Their Satanic Majesties Request" with Rolling Stones, both on Decca, reports Osmo Ruuskanen of Finnlevy Oy. Local artist Irwin Goodman on Philips just had a new EP from the same company with two of the titles being available as singles for a time. New titles are "Kun ei rahat riita" (Short of Money) and Kiertotaki" (Prohibition).

Norway

Recent releases from Arne Bendiksen A/S include Margrethe Toresen who has done "Il Ragazzo della Via Gluck" in Norwegian, here titled "Lykkelige-gate." Flip side is "Jamaica Farewell," Kjell Grunnteig, also on Triola, has done "The Last Waltz" in Norwegian. Finally, Kirsti Sparboe, also on Triola, has done "You're My World" in Norwegian b.w. "Walking In The Sunshine," also in Norwegian. On Artistslottet, Jahn Teigen with Enemies has done "Let It Be Me" b.w. "A Blind Man's Memory," the latter being his own competition.

Recent releases from A/S Nera include local group 1-2-6 with a new single on RCA Victor and seven LP albums, such as "Clambake" with Elvis Presley, "My Cathedral" with Jim Reeves, etc.

A/S Nor-Disc has noted a giant seller with Swedish nightingale Anna-Lena Lofgren on Metronome with "Lyckliga gatan" (Il Ragazzo della Via Gluck), this week topping the charts here, jumping from nowhere to a first spot about one week after its release. A Silver Disc is within sight, since not less than 20,000 records were sold the first week. It was in fact the quantity imported from Metronome in Sweden, but the latter was unable to supply with more Swedish-pressed copies, since the same record also is topping the charts in Sweden, where a Gold Disc after 100,000 sold is within sight. A/S Nor-Disc is now busy pressing the record in Norway.

(Continued on Page 65)

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	6	Hello Goodbye	(Beatles/Parlophone) Multitone A/S	
2	3	5	Romeo und Julia	(Peggy March/RCA Victor) Sweden Music	
3	2	5	Magical Mystery Tour	(Beatles/Parlophone) Multitone A/S	
4	4	11	*Tryllesangen	(Pusle Helmuth/Polydor) Multitone A/S	
5	6	4	Sussy Moore	(Lollipop/Polydor) No publisher	
6	5	4	Daydream Believer	(Monkees/RCA Victor) Screen Gems Musikforlag AB, Sweden	
7	7	3	World	(Bee Gees/Polydor) Dacapo Musikforlag, Denmark	
8	—	1	La Bostella	(Melody Mixers/Polydor)	
9	8	16	Gyngerne og karusellen	(Gungorna och Karusellen) (Preben Uglebjerg/Polydor) Wilhelm Hansen, Musik-Forlag	
10	10	12	Massachusetts	(Bee Gees/Polydor) Dacapo Musikforlag	

Norway's Best Sellers

1	—	1	Lyckliga gatan	(Il Ragazzo della Via Gluck) (Anna-Lena Lofgren/Metronome) Sonet Music AB, Sweden
2	1	7	Hello Goodbye	(Beatles/Parlophone) Sonora Musikforlags
3	3	13	Onskebrunnen	(Sven-Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
4	2	6	Daydream Believer	(Monkees/RCA Victor) Screen Gems Musikforlag AB, Sweden
5	4	6	Magical Mystery Tour	(Beatles/Parlophone) Sonora Musikforlags AB, Sweden
6	8	2	World	(Bee Gees/Polydor) Sonora Musikforlags AB,
7	6	11	Du ar den ende	(Romance d'amore) (Lill Lindfors/Polydor) Sonora Musikforlags AB, Sweden
8	—	1	Susannah's Still Alive	(Dave Davies/Pye)
9	11	11	The Last Waltz	(Engelbert Humperdinck/Decca) Wilhelm Hansen, Musik-Forlag, Denmark
10	—	1	Something's Gotten Hold Of My Heart	(Gene Pitney/CBS)

Sweden's Best Sellers

1	2	4	Lyckliga gatan	(Il Ragazzo della Via Gluck) (Anna-Lena Lofgren/Metronome) Sonet Music AB, Sweden
2	1	7	Hello Goodbye	(Beatles/Parlophone) Sonora Musikforlags AB, Sweden
3	3	5	Magical Mystery Tour	(Beatles/Parlophone) Sonora Musikforlags AB, Sweden
4	8	2	World	(Bee Gees/Polydor) Sonora Musikforlags AB
5	5	8	*Maria Therese	(Robban Broberg/Columbia) Edition Odeon
6	—	1	*Hambostinta i kort-kort	(Mona Wessman/RCA Victor) Sonora Musikforlags AB, Sweden
7	—	1	Spicks And Specks	(Bee Gees/Polydor) Sonora Musikforlags AB, Sweden
8	7	13	*Onskebrunnen	(Sven-Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
9	4	15	Mot okant land	(Four Strong Winds) (Hep Stars/Olga) Gehrmans, Sweden
10	6	5	Daydream Believer	(Monkees/RCA Victor) Screen Gems Musikforlag AB, Sweden

*Local copyright.

San Remo - Songs Con't

Performed by Tony Del Monaco (CGD) and Dionne Warwick (CGD).

It's a large flowing melody, which it its arrangement, based on strings, reflects a classical influence. It could be called a "symphonic" song. The lyrics say: "I would like to stay alone and to think, but there is a voice inside of me. It's the voice of silence, telling me that there is something that I need. There are things in the silence that I thought I had forgotten forever. In this silence, silence, I found you again, my love."

The composer is Isola: He is a good musician, and his name has been well known in the musical field in Italy for years. He is taking part for the first time in the San Remo song contest this year.

"LE OPERE DI BARTOLOMEO": Lyrics by Bardotti, music by Cini. Published by RCA Italiana. Performed by The Rokes (RCA Italiana) and The Cowsills (Dischi MGM).

It's a folk ballad; the music works closely with the lyrics: when the number starts, the lyrics tell about the monotonous work of a certain Mr. Bartolomeo and the music is also very monotonous, particularly in its rhythm. When Bartolomeo's dream is making a poet of him, the music suddenly becomes melodic and romantic in a manner reminiscent of Puccini. The lyrics say: "Mr. Bartolomeo is doing very monotonous work: 1114 holes in this iron blank. But working, he dreams. He is a poet now, he will be the author of books and poems, and he will attain glory with "Bartolomeo's Works."

Composer is Cini who also presented last year on the San Remo scene the song called "Bisogna Saper Perdere."

"LE SOLITE COSE": Lyrics by Vito Pallavicini, music by Pino Donaggio. Published by Curci. Performed by Pino Donaggio (EMI Italiana) and Timi Yuro (Belldisc Italiana).

This is another song with a classical influence, penned in the usual Pino Donaggio style. It has a large, flowing, romantic melody well-stressed by a piano and string arrangement. It's a "concert" number. Lyrics refer to the "usual things": "If you leave me, what will I do all the time I'm alone? I can say that something someday will change, but I know these are the usual things I'm telling myself. I already know that if you leave me, I will lose all the world, all my happiness." Pino Donaggio is well known both as a singer and as a composer. For many years he has participated in the San Remo contest. One of his top international hits, presented on the San Remo stage in 1965, is "Io Che Non Vivo."

"MI VA DI CANTARE": Lyrics by Bertero and Bonassisi, music by Valleroni. Published by Edizioni Equipe. Performed by Louis Armstrong (CDI) and Lara Saint Paul (CDI).

This song was expressly written for "Satchmo." It's an easy, catchy melody which sometimes recalls his latest hit, "Hello Dolly." Of course the song is elaborated in the old New Orleans Jazz style. It's an unusually enchanting song, very well rendered. The words say: "You are with me tonight, 'Bambina,' and this is the reason I wish to sing. You are with me, and you remind me of long ago. Thank you for being here, thank you for making me sing."

The song was written and composed by three journalists, Bonassisi, Bertero and Valleroni. First two made their debut as lyric writers on the San Remo scene with the song, while Aldo Valleroni is already well known. He has taken part in the contest before.

"NO AMORE": Lyrics by Vito Pallavicini. Music by Enrico Intra. Published by Edizioni Belriver (EMI Italiana). Performed by Giusy Romeo (EMI Italiana) and Sacha Distel (EMI Italiana).

This is a song which derives its inspiration directly from the fox trot-styled tunes of the late '20's, and we think that this kind of music will create a new "old" fashion. The arrangement, even if it is modern in its elaboration, stresses the atmosphere of the Dixieland style. "No my love" the words say, "I have to say no, even when you look at me so deeply . . . but how difficult is to say 'no' when the heart is full of 'yes!'"

Composer Enrico Intra is one of the best known Italian jazz men. He presented other hits in past San Remo editions.

"PER VIVERE": Lyrics by Nisa Music by Umberto Bindi. Published by Ariston. Performed by Iva Zanicchi (R.I.F.I.) and Udo Jurgens (DURIUM).

An easy flowing melody penned in the usual Bindi style. For this reason it's possible to find a classical flavor in this number. It's another "concert" song, with a catchy musical phrase well underscored by a string arrangement. Lyrics say: "Now that you have left, what shall I do to live? The sun is not keeping me enough warm, as you did. The sun can't make me live. I know, the world is still alive even without you, but to make me live, I need only you."

As stated above the song is penned by Umberto Bindi, who is responsible for top International hits like "Our Concert" and "You're My World." He also is one of the usual protagonists of the San Remo contest.

"QUANDO M'INNAMORO": Lyrics by Panzeri, Music by Pace and Livraghi. Published by Edizioni Fiera (Sugar Music). Performed by Anna Identici (Ariston) and The Sandpipers (CGD).

A typical Italian song, even if a little old fashioned. It is an easy flowing and catchy melody constructed in a kind rhythm very similar to the "tarantella." By the way it was inspired by Panzeri, a lyric writer and composer who belongs to the "old" school of the Italian music world. The song is agreeable and amusing and the lyrics say: "When I'm falling in love, I will give my heart to whomever is loving me. There is nothing to do, I can't change it. It's from love that life is born and my life is devoted to love." Arrangement is constructed on a string basis with a soft rhythm.

As reported, the composer and lyricists are Panzeri, Pace and Livraghi. Together they have been responsible for several other top San Remo entries.

"SERA": Lyrics by Vecchioni. Music by Lo Vecchio. Published by Edizioni Tiber (Sugar Music). Performed by Giuliana Valci (CBS Italiana) and by Gigliola Cinquetti (CGD).

An old fashioned romantic ballad, with a slow rhythm. It's a flowing melody highlighted by a special string arrangement. The words say: "Evening put its hands on our love. Please, be kind, evening, and don't wake me up: let me dream, let me believe that I'm here with him."

Composer is Andrea Lo Vecchio, a young song writer and singer, who is making his debut on the San Remo stage.

"STANOTTE SENTIRAI UNA CANZONE": Lyrics by Queirolo. Music by Bracardi. Published by Aberbach (Rome). Performed by Annarita Spinaci (Phonogram) and Yoko Kishi (Fonit-Cetra).

It's another typical Italian song even if a little old fashioned. It's constructed on a flowing melody, and it starts with a grandiose musical phrase, then goes into a catchy refrain in a fast waltz tempo. Lyrics: "Tonight you will hear a song. A song devoted to you, by a woman who still loves you. This will be the last time that you will hear that song, then I will leave you. But I'm sure, that on all your life the notes of this song will be kept deeply inside of you, and when you will be alone, you will hear them again and again."

(Continued on Page 65)

Spanish O and O TV Station has announced the singer who will represent Spain in the Eurovision Song Contest. The artist is Juan Manuel Serrat, a singer-composer with tremendous popularity among the Catalan speaking people (North East of Spain). Juan Manuel originally recorded only in Catalan for Edigsa but now he will record in Castellano (the official Spanish language) for Zafiro and probably also in French and Italian. Title of the song that will represent Spain in Eurovision is not yet known.

Vergara Records has contracted Duo Dinamico who now call themselves Manolo Y Ramon and also famous folk singer Peret while Discophon Records has signed Bruno Lomas.

Biggest news last week concerned the visit of Diana Ross & the Supremes to Madrid for recording two TV programs. RCA Espanola (who distributes Tamla Motown here) will release "In And Out Of Love" at the same time the programs are aired.

Hispavox has released their first 20th Century Fox record ("Doctor Dolittle" original soundtrack). 20th Century Fox was previously distributed by Tempo, a company now defunct. Festival records, also previously distributed by Tempo, is now handled by Vergara.

Sonoplay is going to release first Barclay recording "Le cabotin" by Charles Aznavour. Barclay was previously distributed by Spanish Columbia. Also from Sonoplay comes Astro Disco, records with the horoscope of every Zodiac symbol.

English company Music Festival Promotions Ltd. and its managing director Victor Marks announced in Madrid the production of a festival at Palma de Mallorca from July 22nd-27th. During the six day fest famous jazz and pop artists will appear at the Coliseo Balear. First contract was signed in Madrid with Los Pekenikes. Other artists mentioned but not confirmed include Georgie Fame, Bee Gees, Who, Ella Fitzgerald, Long John Baldry.

Spain's Best Sellers

- 1 *Aranjuez Mon Amour (Richard Anthony)—HMV
 - 2 *Callate Niña (Pic-Nic)—Hispavox
 - 3 Massachusetts (Bee Gees)—Polydor
 - 4 Hello Goodbye (Beatles)—Odeon
 - 5 *Digan Lo Que Digan (Raphael)—HMV
 - 6 Le Neon (Adamo)—HMV
 - 7 *A Dos Niñas (Juan & Junior)—Novola
 - 8 The World We Knew (Frank Sinatra)—Hispavox Reprise
 - 9 *Los Chicos Con Las Chicas (Bravos)—Columbia
 - 10 Soul Finger (Bar Kays)—Hispavox Atlantic
 - 11 *Tres Cosas (Los Stop)—Belter
 - 12 *Cuando Sali De Cuba (Sandpipers)—Hispavox AM
 - 13 12.30 (Mama's And Papa's)—RCA Victor
 - 14 San Francisco (Scott McKenzie)—CBS
 - 15 Magical Mystery Tour (Beatles)—Odeon
 - 16 The Last Waltz (Engelbert Humperdinck)—Decca
 - 17 Baby, Now That I Have Found You (Foundations)—Hispavox Pye
 - 18 Mulino A Vento (Little Tony)—Vergara Durium
 - 19 The Letter (Box Tops)—Stateside
 - 20 I'll Never Fall In Love Again (Tom Jones)—Decca
 - 21 *Nadie Te Quiere Ya (Brincos)—Novola
 - 22 I'm Coming Home (Tom Jones)—Decca
 - 23 *La Morena De Mi Copla (Manolo Escobar)—Belter
 - 24 Even The Bad Times Are Good (Tremeloes)—CBS
 - 25 Homburg (Procol Harum)—Stateside
 - 26 Vivir Para Vivir (Original Soundtrack)—Hispavox United Artists
 - 27 Acuarela Del Rio (Raphael)—HMV
 - 28 *Corelli (Pekenikes)—Hispavox
 - 29 Baby I Love You (Aretha Franklin)—Hispavox Atlantic
 - 30 *La Tieta (Joan Manuel Serrat)—Edigsa
- * Denotes local copyright.

Tony Bennett To Tour Eng. In Mar.

NEW YORK — Tony Bennett has been set for an extensive personal appearance and television tour of England during March 9-19. Buddy Rich and his orchestra will accompany Bennett. The schedule includes Royal Festival Hall, Odeon, New Victoria, London; Manchester; Leeds and Glasgow.

He will guest on "The Palladium TV Show," March 10; tape one-hour BBC-Special with Rich on March 15.

Following his return to the states in late March, Tony opens at the Latin Casino in Camden, N.J., March 29-April 4. He opens at New York's Copacabana for one week, May 23-June 5. In June Tony appears at Detroit's Rooster Tail, and Caesar's Palace, Las Vegas, June 27-July 10. Columbia has released the latest Bennett album, "For Once In My Life."

Scandinavia — Sweden Con't

Maurice Chevalier coming to Stockholm for concerts at the Concert Hall Jan. 27th and 28th, and another at the Circus in Gothenburg Jan. 31st. AB Philips-Sonora has rushed out a new CBS LP album with the popular show biz veteran. Other actual negotiations going on with artists include Georgie Fame, who might be here for a TV show, and eventually also a radio show next Feb. 24th. Long John Baldry, Pye recording artist might come here next spring. Andy Williams, CBS recording artist might be here next May or June, depending upon the result of the visit and negotiations done by Alan Bernard (his manager), Jerry Perenchio (his agent) and Sheldon Saltman (his press representative, who plan to arrive in Stockholm Jan. 23rd to discuss the planned Andy Williams tour.

Piero Bonino, the Italian impresario in charge of the Festival Of The Latin Song which will be held in Buenos Aires the beginning of April, has just left for his tour of South American countries to finalize all details pending concerning the show. According to news received, it seems that all top talents of Latin American countries will take part in the event. We have been informed that among the Italian participators will be Tony Renis (RCA Italiana) and Little Tony (Durium).

Arietta Berti is recording the French version of her top hit "Solo Tu," an Italian original song that will serve as her promotion on the French market. The song "Solo Tu" has been a big success on the English market via the interpretation by Cliff Richards. English title is "All My Love." Original publisher is the Phonogram pubbery, Edizioni Esedra, while the copyright has been assigned in England to Shapiro Bernstein.

Annarita Spinaci has been invited to Spanish TV for a 30 minute show devoted entirely to her life and career. This will mark the start of a strong promotional campaign on this artist in Spain by Phonogram. Annarita is also recording French and English versions of her San Remo song to be released and promoted on those markets.

Just released this week by Cemed Carosello the top hit by the Spencer Davis Group entitled "Mr. Second Class."

Italy's Best Sellers

This Last Weeks
Wk. Wk. On Charts

- | Wk. | Wk. | On Charts | Title |
|-----|-----|-----------|--|
| 1 | 1 | 8 | L'Ora Dell'Amore/Homburg: I Camaleonti/CBS Italiana, Procol Harum (RCA Italiana) Ricky Gianco (Ricordi). Published by Sugarmusic |
| 2 | 2 | 8 | Due Minuti Di Felicita': Sylvie Vartan (RCA Italiana). Published by RCA Italiana |
| 3 | 4 | 13 | San Francisco: Scott McKenzie (CBS Italiana) Bobby Solo (Ricordi). Published by Ricordi |
| 4 | 3 | 6 | L'Ultimo Valzer (The Last Waltz): Dalida (RCA Italiana) Engelbert Humperdinck (Decca). Published by RCA Italiana |
| 5 | 10 | 8 | Il Sole E' Di Tutti: Stevie Wonder (RCA Italiana). Published by RCA Italiana |
| 6 | 5 | 7 | *Tenerezza: Gianni Morandi (RCA Italiana). Published by RCA Italiana |
| 7 | 6 | 16 | *Poesia: Don Backy (Clan). Published by El & Chris |
| 8 | 12 | 7 | Io Ti Amo Tu Mi Ami: Alberto Lupo (Fonit Cetra) Anthony Quinn (EMI Italiana). Published by EMI Italiana |
| 9 | 8 | 5 | Massachusetts: The Bee Gees (Phonogram). Published by Sugarmusic |
| 10 | 13 | 4 | *Nel Cuore E Nell'Anima: Equipe 84 (Ricordi). Published by Ricordi |
| 11 | — | 1 | Dan Dan Dan: Dalida (RCA Italiana). Published by RCA Italiana |
| 12 | 7 | 2 | *Se Perdo Te: Patty Pravo (RCA Italiana). Published by RCA Italiana |
| 13 | — | 1 | *30 Donne Del West: Adriano Celentano (Clan). Published by Clan |
| 14 | 9 | 13 | Mama: Dalida (RCA Italiana). Published by Ricordi |
| 15 | 14 | 3 | *Pippo Non Lo Sa: Rita Pavone (Ricordi). Published by Sugarmusic. |

* Denotes Original Italian copyrights.

San Remo Songs - Con't

Both lyric writers and composer of this song are quite unknown in the Italian musical field. They are making their debut on the San Remo scene. Arrangement is based on strings.

"CHE NON SORRIDI MAI": Lyrics by Marisa Terzi. Music by Sili. Published by C. A. Rossi and Esedra. Performed by Orietta Berti (Phonogram) and Piergiorgio Farina (BDM).

An old fashioned medium-paced, bouncy ballad, with a typical Italian melodic phrase. The arrangement is based on chorus and organ. "You who never smile" says the lyric, "if really you wish me, you have to smile: love only bears from a smile!"

Composer is Sauro Sili, well known as an arranger and orchestra conductor. With this song he is debuting on the San Remo stage as a song writer.

"UN UOMO PIANGE SOLO PER AMORE": Lyrics by Gaspari. Music by Marocchi. Published by Ariston and Durium. Performed by Little Tony (Durium) and Mario Guarnera (Ariston).

With a piano overture, we are put in the middle of a classically styled composition. The song is in a minor key with a far reaching musical design on a very slow rock rhythm. Arrangement is based on piano and strings. At the conclusion the piano once again plays the theme in a "sonata" atmosphere.

"A man cries only because of love, says the poet, while children can cry because of hunger, a mother can cry when she prays, a man, a man can cry only because of love."

Composer is Marocchi, who being responsible for some other hits in the past, is now making his debut on the San Remo scene.

Conclusion: It's impossible to give with words, a clear idea about a musical composition, any way we hope that this short description of the songs presented on the San Remo stage this year, can give to our readers some identification with the 24 numbers presented.

It is to be said that the quality of the material, from the point of view of the composition itself, as well as for the arrangements and the performances is very high.

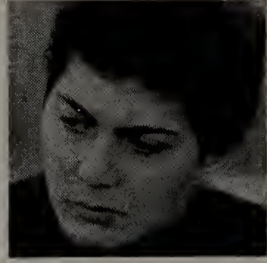
It is to be stressed that thanks to the San Remo promotion's enormous power, all the Italian musical industry is concentrating its efforts in this big show that seems to become bigger and bigger every year.

It is easy for foreign operators, whether they are interested or not in Italian music, to find material here that can be a hit in any country of the world. Really, San Remo pushes the "art" of pop music a little ahead every year, and this is the big value of this manifestation.

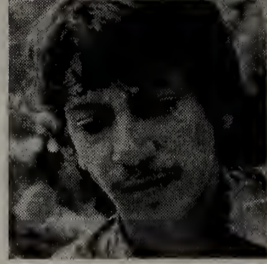
ARTISTS ON THE STAGE OF SAN REMO 1968



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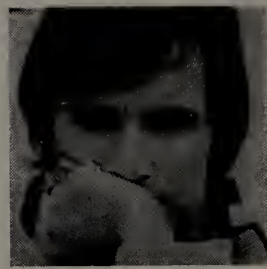
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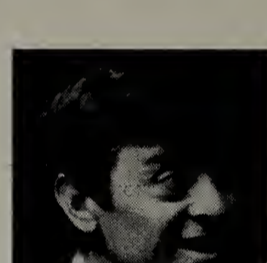
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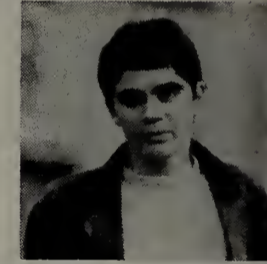
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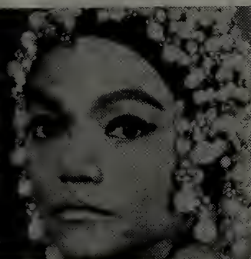
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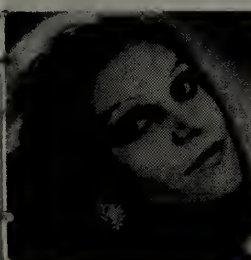
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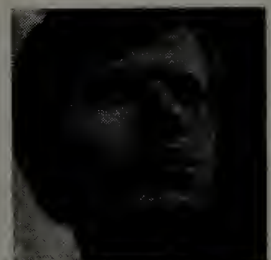
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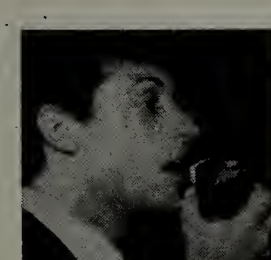
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1. AL BANO (EMI ITALIANA)
2. PAUL ANKA (RCA ITALIANA)
3. ANTOINE (SAAR)
4. LOUIS ARMSTRONG (CDI)
5. SHIRLEY BASSEY (CEMED CAROSELLO)
6. ORIETTA BERTI (PHONOGRAM)
7. ROBERTO CARLOS (CBS ITALIANA)
8. ADRIANO CELENTANO (CLAN)
9. GIGLIOLA CINQUETTI (CGD)
10. THE COWSILLS (DISCHI MGM)
11. TONY DEL MONACO (CGD)
12. DINO (RCA ITALIANA)
13. SACHA DISTEL (EMI ITALIANA)
14. PINO DONAGGIO (EMI ITALIANA)
15. JOHNNY DORELLI (CGD)
16. SERGIO ENDRIGO (FONIT-CETRA)
17. PIERGIORGIO FARINA (BDM)
18. NINO FERRER (RIVIERA)
19. PEPPINO GAGLIARDI (DET RECORDS)
20. ELIO GANDOLFI (CEMED CAROSELLO)
21. BOBBIE GENTRY (EMI ITALIANA)
22. I GIGANTI (RI. FI)
23. WILMA GOICH (RICORDI)
24. MARIO GUARNERA (ARISTON)
25. LIONEL HAMPTON (CDI)
26. ANNA IDENTICI (ARISTON)
27. UDO JURGENS (DURIUM)
28. YOKO KISHI (FONIT-CETRA)
29. ERTHA KITT (CDI)
30. FAUSTO LEALI (RI. FI)
31. LITTLE TONY (DURIUM)
32. MILVA (RICORDI)
33. DOMENICO MODUGNO (RCA ITALIANA)
34. GIANNI PETTENATI (FONIT CETRA)
35. WILSON PICKETT (RI. FI)
36. PILADE (CLAN)
37. MASSIMO RANIERI (CGD)
38. DOMENICO MODUGNO (RCA ITALIANA)
39. THE ROKES (RCA ITALIANA)
40. GIUSY ROMEO (EMI ITALIANA)
41. LARA SAINT PAUL (CDI)
42. THE SANDPIPERS (CGD)
43. MARISA SANNIA (FONIT-CETRA)
44. ANNARITA SPINACI (PHONOGRAM)
45. GIULIANA VALCI (CBS ITALIANA)
46. ORNELLA VANONI (ARISTON)
47. DIONNE WARWICK (CGD)
48. TIMI YURO (BELLDISC ITALIANA)
49. IVA ZANICCHI (RI. FI)



Editorial

Brand X

In this editorial space, we normally try to present a concise, often opinionated report on a specific blessing or a pressing problem facing coin machine operators. Usually we do not address our remarks to include the few manufacturers and their distributors serving our business. Subjects dealt with, very often, are the obvious: a promising new machine idea—that's **good**; laws that tell a man he can't operate certain machines in certain places are **bad**; getting a signature on a location contract is **good**; spending an excess of money for that security is **bad**; It's pretty easy to take a stand on these issues. This time it's a little different. Let's talk about **Brand X**.

What's Brand X? First off, let's describe the traditional brand . . . the classical buy and sell pattern of the music and games industry. A factory builds an electrical unit . . . call it a coin machine. A distributor buys it, turns around and sells it to the operator. The operator "rents space" at a tavern or a restaurant or whatever and plops that machine onto it, earning his income and part of the storekeeper's from the money deposited into that machine by the public. It's a chain of buying and selling that's served our industry for several decades . . . has served other industries even longer. It has been, in fact, the best way. We've always thought so, anyway.

But whether the rank and file operator is aware of it or even cares about it, a certain percentage of equipment is sold directly to his colleagues by the factory, bypassing the distributor. Again, a certain percentage of equipment is sold directly to the location . . . and by all three factors in this business—the factory, the distributor and, yes, the operator.

Brand X, direct selling, is a curious, pragmatic method of trading with whoever wants to buy . . . an almost clandestine dispensation of equipment to the top bidder. The phrase is repugnant to veterans in this business, but nevertheless accounts for a fair portion of the annual sales. With the price of equipment going up, the loans and the bonuses robbing the operator from

sufficient capital money to adequately reinvest in updating the route and the constant temptation from location owners dropping into showrooms willing to pay top list price, the possibility that increased direct selling just might be the unfortunate wave of the future. Surely, it's common knowledge that an overwhelming percentage of our distributors are also operators or have a financial stake in a route. Factories need distributors (just like the Ford Co. needs car dealers) to efficiently parcel out machines, but they also need sales. That is why quotas are normally enforced on distributors, that is why machine lines have been granted to large operators over the years, thereby making them distributors with a certain amount of sales guaranteed by their own interests.

Brand X can be any method of selling apart from the traditional three level pattern. In some cases, it can be more logical for new factories to go directly to operators to avoid the surcharge charged by the distributor. New machines, very often, are tested right in a location and afterward sold to the owner, partly out of gratitude, partly out of consideration for the dollars. Short and simple, the changing times and shrinking dollars might bring some radical changes in our classic sales picture. Should direct selling to locations ever become the vogue, everybody's dead but the factory. Even the factory, in the long run, would learn it sold less equipment per annum because storekeepers like to hold onto machines for abnormally long periods.

All this simply means that manufacturers, distributors and operators alike have a responsibility to the financial solvency of each other to improve profits all 'round and safeguard the traditions of coinbiz. This can be done by a more stringent pressure exerted to keep bonuses to a minimum, by sound merchandising plans issued by factories and distributors to get each operator a better deal on location, by factory representatives holding periodic financial seminars with ops in addition to service sessions, by urging a higher price per-play, and by numerous other avenues of cooperation.

Servomation, Inc. Has Taken On Music & Tables

In 6 Western States Thru Route Purchases

LOS ANGELES—After a good deal of trade speculation about the number of music and games location which have passed into the control of the national vending companies, a little reportorial digging has narrowed it all down to a West Coast phenomenon that is decidedly dominated by Servomation, Inc.

Russell Alberding, New York based public relations director of the giant complex of regional vending companies, advised that Servomation is first and foremost in the food and refreshment business with an 80% accent on commodity vending in institutional and in-plant locations. He revealed that selected locations, acquired through their regular purchase of vending routes about the country,

have included several music and games spots; but in the broad national picture of Servomation, they account for a very small portion of the annual profit.

However, the day to day functioning of the firm's individual branches is fairly much an autonomous operation, directed by the branch managers, in respect to acquisition of additional locations and purchase of machines and supplies. In this regard, the firm's Western Division, under the supervision of vice president and one of Servomation's founding members—Ted Nicolay—is decidedly interested in music and games operation. Here the policy is active solicitation of potential street spots, which, over the past few years, has added up to a consider-

able number of phonograph and pool table locations covering roughly six Western states.

Nicolay, whose headquarters is located in San Bernadino, revealed that music and tables are operated by six companies out of the 19 under his direct supervision which cover California, Oregon, Washington, New Mexico, Texas and Colorado as well as Alaska. His present policy rules out pins, shuffles and the other standard location amusement games.

Nicolay has found phonographs and tables as profitable, if not more so, than vending machines in public places. "Years back, we were disinterested in this part of the business," he stated. "While it is obviously related to vending, our focus centered

on cigarettes, candy, on up to full line installations in schools and factories. To say why we changed our thinking, I'd have to give a variety of reasons, one of which would be to protect our cigarette street spots from competitive music operators. Another, and perhaps the most important, was the recognition of consistent profits coming from those music and games we acquired through vending route purchases. We've found it immensely more effective for one of our location salesmen to call on a prospective storekeeper with the offer of a complete, full package which would include everything he'd need . . . jukebox, cigarette machine and pool table. This is our present policy here and I'm hoping . . .

(Continued on Page 69)

WILLIAMS SLIDES HOME WITH RELEASE OF 'BALL PARK' — 2-P

CHICAGO—Getting the jump on the coming baseball season last week, Williams Electronics when they debuted the Williams "Ball Park" two-player baseball game to the trade.

Billy DeSelm, of the Chicago-based Williams factory, said, "the new game will be available both as a regular and novelty model."

"The game's new cabinet design with the fluorescent lighted playfield, combined with the running animated base creates the real live atmosphere of being right there in a major league ball park," DeSelm added.

Features

The variety of pitches (fast ball, curve and knuckle ball), offered by "Ball Park" is sure to enlighten the hearts of both players and spectators of America's favorite sporting event.

With the new style home run ramp, players slamming homers to left, center or right field receives a Special or Extra Inning. Grand Slam home runs also score a Special or Extra inning and are carried over from game to game. Extra innings can also be obtained by striking the targets and special scores are offered for high scores.

Features of the cabinet and me-



Williams 'Ball Park' 2-P

chanisms include a stainless steel front door and side moulding; plastic laminated playfield and front moulding; optional single, double or triple coin chutes; and new individual lift out coin trays.

Servomation, Inc. (Continued from page 68)

ing it might provide the lead for the rest of the vending industry," he further advised. "I believe all companies proficient in cigarette operation can be just as proficient in music and games . . . the same skills apply."

Asked about his methods for attacking the ills of the music and games industry, Nicolay said the granting of advances to street locations is really nothing new to him, or as he says, "to anyone else with a history in cigarette operation. It is, however, something to be checked or kept to a reasonable level wherever possible because it siphons off an enormous amount of money that could better be spent on equipment and service to the location."

Nicolay, whose own personal history is rooted in full line vending, is very strong on service to the storekeeper and demands that his route managers and collectors keep in constant communication with their spots to see which records might be requested for the music machine and check for merchandising possibilities toward keeping the earning level of each location

at its peak. When questioned on the subject of this industry's so-called "black eye," Nicolay replied: "You know, years ago we thought pretty much like the rest of the public . . . that some undesirable element was involved in phonographs and amusement machines. Well, after spending several years in this business, I can truthfully tell you I've yet to see any sign of that 'undesirable element.'"

The Servomation executive discounted the possibility that a rush trend might be in the offing, bringing more national vendors into the music and amusement picture, principally because the majority of these organizations operate in the "captive" locations such as hospitals and factories and have little experience in public places. He conceded the possibility that a continuing diversification of previously vending-only operators into phonographs and games is quite likely. "A big company has a lot to offer, especially since an established public company breeds its own good will," he stated.

CashBox INTERNATIONAL CAPSULES

LONDON — During a recent visit to Britain, Walter W. Reed, director of public relations for the National Automatic Merchandising Association, was invited to speak before a gathering of vending industry people where he praised the British industry for its great forward progress. "From what I've seen, I'm convinced that we Americans can learn quite a lot from the British vending industry," Reed said.

New Gaming Laws

The new gaming bill which was recently introduced in Parliament by Home Secretary, James Callaghan, will cover the abuse and exploitation of gambling thruout England.

The Home Secretary will have powers to make regulations governing conditions under which any game may be played and in effect therefore he will control the rule books. It will be possible for any fresh abuses to be stamped out as soon as they appear.

The legislation aims at purging gaming of its criminal elements, cutting out excessive profits and insuring that gaming is honestly conducted in decent surroundings.

Where to in 1970?

John Singleton, the man who headed up the recent A.T.E. at the Alexandra Palace, spoke, in view of the proposed demolition of the Palace, "There seems to be no other hall in London that is suitable for our needs, but, of course there are many other trades in the same boat and steps have been taken along with other Palace exhibitors for a campaign to keep the exhibition hall open until alternative arrangements can be made. The ideal solution would be for the building of a new proposed exhibition hall to be completed on the Palace site before the old hall is demolished. In this way the exhibitions would keep their 'home' and the G.L.C. would lose no revenue."

British Humor

A customer of an operator who made a special feature of a "twenty-four" hour service was somewhat surprised when reporting a mechanical failure at 3:45 in the morning only to be told, "I'm sorry sir, but we can't help you."

"But you offer a twenty-four hour service."

"Yes, but not at that time of day . . ."

WURLITZER SATELLITE RESTYLED

□ Album display panel gives phono new appeal

NORTH TONAWANDA, N.Y.—Is it a console? Is it a wallbox? Is it a juke box? Well, it's all of these things. It is the Wurlitzer Satellite with a new top display panel which holds five album covers behind a protective glass, framed with aluminum extrusions. The Satellite, as you may know, was introduced last year as a companion sound module to be used with the Americana Phonograph.

In actuality, the Satellite is a sound center which operates on the same theory as a wallbox taking its music from a juke box in another part of the location and recreating the music in stereophonic, high-fidelity through six speaker cones. Music emanating from the Satellite has a response of from 50 to 16,000 hertz, same as the output of the Wurlitzer Americana.

The Satellite has other similarities. Its styling and width and height approximates that of the full size phonograph. The depth of this unit is 17" because it contains no record changing mechanism. Title strips display the complete musical program offered in either 100 or 200 selection models. Selection is made from numeral and letter buttons in the same manner as on any coin-operated phonograph. In addition, the Satellite has its own coin acceptance system for nickels, dimes, quarters and half-dollars. With the Wurlitzer Playrak, it can also be adjusted for a specific number of plays per coin which need not necessarily match the play-coin mechanism on the phonograph.

Why the Satellite? First, because it is a space saver. 17" in depth against 24" in depth on the photograph. Second, because having no mechanism, it costs less money, yet has the same visual appeal as a juke box. Third, it can be installed in a section of a location not used continually and provide music for private parties, special events, etc., without requir-



Restyled Satellite will carry five album covers for greater appeal.

ing a complete record library. Fourth, it produces the same music which a juke box would produce and is not activated until selections from the Satellite are made and transmitted to the juke box in another portion of the location. From thereon, patrons playing the Satellite will hear the music until the juke box runs out of money and shuts off.

"Some people say the Wurlitzer Satellite is the world's biggest wallbox. Well, maybe it is. But you never saw a wallbox that sat on the floor give the tonal effect of a full size juke box and earned enough money to make its installation as valuable as the average phonograph," according to Wurlitzer's Bob Bear.

Any Wurlitzer distributor will be happy to tell you how the Satellite fits into the top locations of your operation. Are you missing something maybe?

Phila. 'Man Of The Year Award' Will Go To Joseph J. Levin



Joseph J. Levin

PHILADELPHIA—On February 12, 1968, the Coin Operators & Vending Association of Philadelphia are going to present "The Man of The Year Award" to Joseph J. Levin, president of Blue Ribbon Vending Co., also chairman of the board of this asso-

ciation, board member of MOA of America and NAMA.

The award will be presented at the Locust Club by Joseph Silverman, executive director of A.M.A.O.P., a lifelong friend of the honoree.

Joe Levin entered into the coin operated vending and amusement and music business in 1947, and from a humble beginning has built a business that does in excess of five million dollars a year.

Success has never gone to his head, and he has devoted most of his time in charitable and other fund raising drives, regardless of race, color or creed.

To say the least, he has been a shining example of a successful operator trying to do his utmost in helping everybody achieve success.

Last year he moved into a new building at 7400 Oxford Ave., and is the first in our field to computerize his entire operation, so that he knows in minutes what it would take other operators weeks to find out just where they are going.

Merchandisers Handbook No. 23

Hey, what's news in Joe's Bar? Bar talk is probably the most popular thing to do in a bar or tavern, except (we hope) to play the jukebox. People like to talk, especially about other people. So why not give them a hand. Go down to the local stationery store and pick up a few cheap Bulletin Boards. Get out the 'ol paint can and a signboard . . . paint your firm name and the name of the tavern (whichever order you prefer) and hang the Bulletin Board and sign over the juke for the location's customers to post notices and news items of interest to the regulars. You might want to call it "Joe's Gossip Column," or some other bloody name. You might be surprised how many times a crowd will gather 'round and its a sure bet that at least one of the crowd will play his favorite tune. Give it some thought . . . THEN DO IT.

On The Audio-Viz Concept—"Needs New Ideas That Would Open Up New Locations"

The American Biograph Company, (later to become the International Mutoscope, Inc. of Long Island City, New York), was founded by three partners in 1895, one of them being movie baron, Louis Mayer. The firm produced flip cards for the movies and are generally acknowledged as the 'founders of movies'.

Mayer, with a penchant for making movies, later went west with one of the three original partners to make hollywood movies. Mayer and another film producer, Sam Goldwyn, merged with Metropolitan Producers to form what is known today as Metro-Goldwyn-Mayer (MGM).

Time passed, and in 1939, a young fellow by the name of Larry Galenti joined the firm as a tool room clerk. The firm was making their famous nickel play arcade movie machine, 'Peep Show.' Galenti was aggressive with good solid ideas and after spending three (3) years in the service (1941-1945), he came back to International Mutoscope working in the sales department with Al Blendow. Then, in 1951, took over sales management under William Robkin.

During the years before 1960, the firm experienced some financial problems, went into Federal Chapter 11 and in 1960, Galenti took it out of Chapter 11 and took over as president.

Since Larry Galenti took over the firm, they have continued to produce photo and film machines for the vari-

ous markets, and have become internationally famous as an exporter, manufacturer of photo studios and, in some instances, an operating firm. We asked Galenti a variety of questions and if you want to hear some interesting answers . . . read on!

When was your Photo Studio first produced?

It all started back in 1928, when the first Photomatic Studio was produced. It sold for \$650.00. Instead of taking the usual photo print, the picture was developed on a button that was one and one-half inches in diameter. The picture took one minute to develop and cost 10¢ a picture.

What is your prime market for these machines?

Nearly every arcade has one, they're very profitable for the arcade operator. You can also find them in department stores, all types of terminals, several state prisons have them as does the New York City department of Correction.

We also supply the U.S. Government with photo studios for identification purposes . . . the ones sent to the government have the automatic push button system. We're the only manufacturer of this system. A lot of the photo machines are also located in P.X's.

Mustoscope is famous for its nickel play arcade movie machines. When did they first come out and do you still produce them?



Larry Galenti

The first 'Peep Show' was made around 1900 and we discontinued them in 1956.

Where did the film subjects come from and do you still make them?

Well, we quit making the films about ten years ago, but will make them on request only.

We have accumulated a tremendous amount of film footage over the years. Footage such as Tom Mix, Hoot Gibson, Laurel & Hardy, then in 1947, we obtained the exclusive rights to the Hans Christain Anderson and the Edward G. Robinson series. We have some excellent footage. Many times, we get requests from charitable organizations or hospitals asking us to loan them some old films and we're more than happy to.

What other types of coin equipment has the company manufactured over the years?

We've made amusement games, the Automatic Recording Studios, Lords Prayer Machine, K. O. Boxers, The Gypsy and Horoscope units (Grandmother Machines) and one of our greatest machines was the old sit-down driving machine.

Ever produce non-coin machines?

The biggest was the photo machine for private institutions and government agencies. Then we do some specialty items. We made a machine for Readers Digest that would dispense their magazine. We also made a greeting card dispenser and we make a paperback book dispenser. You can find them in motels like the Holiday Inns and we even have them out at Kennedy International Airport.

Do you ever export any equipment?

Yes, we just sent out an order to Saudi Arabia. We ship to Australia, Italy, Japan . . . all over the world. The most popular machine going overseas is the Recording Studio.

Would it still be possible for a beginner to establish a route of Photo Studios in this country?

Absolutely, there's a large field out there and anyone with the ability to go into business for himself could conduct a route of these machines. We offer complete orientation . . . the types of locations that are suitable for the machines . . . what the communication structure is. Everything, he needs to know, we're prepared to tell him and if we don't know . . . we'll find out. We also instruct him on all phases of servicing the machines from beginning to end. There is no problem with parts because we have all the components right here.

They're a lot of people who are actually afraid to go into this business because of the chemicals and photo paper involved. Actually, it's very simple . . . people think it is technical and a technical or photographic background is needed, but really . . . it's very simple. The paper comes on spe-

cial rolls and the chemicals come in liquid form so there's no mixing involved. All you have to do is equip the machine and the customer looks into the lens and zip! That's it!

Where could a potential customer get your machines?

Direct from us or thru one of our distributors.

What other personnel at Mutoscope today bear mentioning?

Well, we have our vice-president, Mr. Frank Swan, who is an engineer and been with the company since 1936. Then, there's our secretary-treasurer, Joe Bertolowti who has been with the firm for 17 years.

How long has Mutoscope been manufacturing out of the Long Island City plant?

We've been here since 1960. We're right across the street from where we used to be.

Do you find the coin machine business, specifically the arcade business, static, growing or shrinking?

The arcades are not growing as much today as they were just a few short years ago. We've had reports from all over the country that city, state and federal legislation, taxing procedures, the fact that operators are being brought before licensing departments and the passage of new bills, are prohibiting the growth of the business.

Do you believe direct sales to certain locations is more preferable for your factory than through a distributor?

Primarily, we try to deal through the distributor. They serve a much needed requirement . . . they can serve the operator on the spot, while giving them the benefit of long and qualified experience. A Distributor is much more preferable.

What is your opinion on the possibilities on the audio-visual machines which have been placed on the market during the last three or four years for earning money for the operator?

They definitely have a place in the industry. I think they will be the big thing to come. It may not replace the jukebox as we know it today, but the equipment being manufactured gives the operator the opportunity to catch a lot of quarters he's missing out on now. The earnings are excellent. The biggest problem with the audio-visual concept is the sex stigma that it's creating. What we need is a progressive mind to come up with a fresh new idea that would open up new locations.

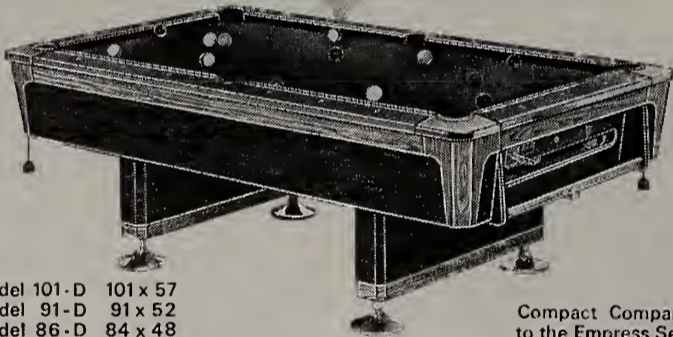
Do you think the direction of the music and games operating business is consolidation toward fewer operators with larger routes or should the business stay fairly much the same as we know it today?

Well this is sort of a touchy situation, but the larger operators are slowly buying out the smaller ones. It's good for the larger guys, but not the business. The greater number of operators the better the state of the business. You have to have competition.

What is the future picture for Mutoscope?

We have an excellent future. We're presently manufacturing two new games, due to be released in the spring, which will be aimed at the games operator. All I can tell you at the present time is that they are small counter games that can be operated in taverns, bars and clubs. Everyone is familiar with the subject. They're small enough to be placed on the corner of the bar where the bulk of the traffic passes. They will be sold through our distributors and sales representatives.

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by Fischer



Model 101-D 101 x 57
Model 91-D 91 x 52
Model 86-D 84 x 48

Compact Companion
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2-PLAYER**

ALL STARS

**IT PAYS TO
WAIT FOR IT!**



Programming
Suggestions

Jay Jay Releases Discs Suitable For Polish Locations

CHICAGO—Two new singles releases on the Jay Jay label out of Chicago warrants a look-see by those operators with Polish ethnic locations.

Jay Jay release number 343 is taken from a previous LP recorded by Li'l Wally. Side 'A' has 'Johnnie, Johnnie Where Are You,' while side 'B' features "Loving Mom."

The other Jay Jay release features the "Lawrence Welk Polka" and "Mini Skirt," also taken from a previous LP recorded by Li'l Wally.

It would behoove any operator with Polish locations to listen to these and all other ethnic tunes released by the recording industry. While you may well be making a good profit now, any industrious businessman knows very well that merchandising a product to a particular social grouping can increase profits unimagined theretofore. So, listen and watch for new releases that qualify to be incorporated into your music program.

Walker & All Stars, Foundations, Human Beinz On PhonoVue

WHIPPANY, N. J.—George Klersey, director of the Rowe AMI PhonoVue/record pairings service for operators has released pairings for the week ending February 3, 1968.

"Baby Now That I've Found You" by The Foundations, on Uni 55088 has been matched with "Ship Ahoy" (L-2906U), "Wheel Of Fortune" (L-2909N), and "St. Peter's Spa" (L-2908X).

"Nobody But Me" by the Human Beinz on Capitol 5990 has been matched with "Sextet In Black" (L-2970K) and "Wild Bikini" (L-2911L).

"Come See About Me" by Jr. Walker and The All Stars is matched with "Cocktail Party" (L-2908B), "Sweet Shoppe" (L-2907G), "Dream Girl" (L-2906S) and "Fashion Model" (L-2906Y).

Jr. LP Selections With Ray Charles, B. Black, W. Mitchell

CHICAGO — Bob Garmisa, director of the little LP product for Chicago-based Garwin Sales has released five new Jr. LP's to the nation's operators.

Check the following list for programming info. "Ray Charles Invites You To Listen," to 7:50 of playing time as he presents on #1198, "Yesterday" and "People." The flip side has 8:41 of playing time with "Here We Go Again" and "I'll Be Seeing You."

"Groovin' With The Soulful Strings," #1207, features, on side 'A,' "Burning Spear," "All Blues" and "Our Day Will Come." Flip: "What Now My Love," "Groovin'" and "Comin' Home My Baby."

"The Montovani Touch" on #1208, hits you with "Release Me," "Puppet On A String" and "What Now My Love." Flip side: "Days Of Wine And Roses," "A Man And A Woman" and "The Impossible Dream."

"Bill Black's Combo"—"Bill Black's Beat," on #1209, offers "The Beat Goes On," "Ode To Billy Joe" and "Let The Good Times Roll." Flip: "Funky Broadway," "The Letter" and "A Whiter Shade Of Pale."

"Willie Mitchell Live" on #1210, grooves with "20-75," "My Girl" and "Mustang Sally." Flip: "Tequila," "Honky-Tonk" and "Pin Head."



JUKE BOX OPS' TOP 100 CHART GUIDE

Hot Spot Thank You Very Much Scaffold (Bell 701)

The Following Records, Selected from
The CASH BOX TOP 100,
Represent tunes and performances which
appear to be especially suitable for music routes.

WE CAN FLY
Cowsills (MGM 13886)

WORDS
Bee Gees (Atco 6548)

HEY LITTLE ONE
Glen Campbell (Capitol 2076)

I THANK YOU
Sam & Dave (Stax 242)

THE DOCK OF THE BAY
Otis Redding (Volt 157)

GUITAR MAN
Elvis Presley (RCA 9425)

**EVERYTHING THAT TOUCHES
YOU**
Association (Warner Bros. 7163)

PERSONALITY-CHANTILLY LACE
Mitch Ryder (Dyno Voice 905)

GET OUT NOW
Tommy James & Shondells (Roulette 7000)

* **WALK AWAY RENEE**
Four Tops (Motown 1119)

* **HI HEEL SNEAKERS**
Elvis Presley (RCA 9425)

* **HERE COMES THE RAIN, BABY**
Eddy Arnold (RCA 9437)

* **JUST DROPPED IN**
First Edition (Reprise 0655)

* **LOOK HERE COMES THE SUN**
Sunshine Company (Imperial 66280)

* **NIGHT FO' LAST**
Shorty Long (Soul 35040)

* **CAB DRIVER**
Mills Brothers (Dot 17041)
(* indicates first week on chart)

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5. Hit All Targets for Extra Inning.
6. Score Special for High Scores.

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- b. Plastic Laminate Playfield and Front Molding.
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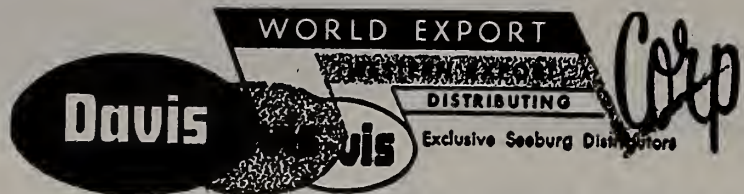
Seeburg LPC-480	\$845
Seeburg DS160	575
Seeburg AY160	475
Seeburg AQ160	375

WURLITZER

Wurlitzer 3100—Like New	\$850
Wurlitzer 2810	495
Wurlitzer 2500	295
Wurlitzer 2300	225
Wurlitzer 2310	225
Wurlitzer 2200	135
Wurlitzer 2150	95

WALLBOXES

Seeburg	
3WA . . . 160 or 200 Sel.	\$ 39
3WI . . . 100 Sel.	15



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'Round the Route

Eastern Flashes

ON THE AVE., TENTH AVE.—Strolling down New York's coinrow early Monday morning, you'd expect to find the distribs suffering the Monday morning blues after a real fine weekend weather-wise. Not so! Stopped by Murray Kaye at Atlantic New York who says the new Seeburg 'Spectra' phono is making considerable inroads into the big city locations, after excellent initial outbreak in the upstate and Conn. terrains. Murray says the two-plays for 25 cents pricing is boosting income for the ops. Very little agitation at the location, he says, and none at all from the storekeeper after he sees the upped earnings. "Just to give you an example," says the K, "one music operator was grossing around \$140 a week in one of his bars—pretty good spot. Anyway, he put in a 'Spectra' and the first two weeks, he grossed over \$200—that's for each week. And it keeps up," he added. . . . Down to Harold Kauman's new digs on the Avenue, ace road salesman Miltie Tucker presided with Dave Freed. Miltie info's quite a number of new faces are entering the business up in Westchester and over in Rockland, much more so than in the city. Musical Distribs enjoyed a superb year with the Wurlitzer 'Americana' in '67 and Milt is doing all he can to equal or better that record with the glamorous 'Americana II' . . . Abe Lipsky moving a goodly amount of used juke and cig units these days, looking forward to getting the 1968 UJA campaign underway at Feb. meet. . . . Over at Runyon, headman

from extensive world tour which took him to Europe, Japan and points in between.

MONDIAL NAMES DISTRIBS—Dick Sarkisian at the palacial Mondial offices in the Empire State Bldg. is in the mood questions and answers these days, with their 'Prof. Quizmaster' unit creating an operator sensation up and down the Eastern Seaboard. Asked where the fellows may look a Quizzer over, Dick readily replied with an impressive list of distribs which includes: Irving Morris, Inc., Sutherland Dist., Banner Specialty Co., Cleveland Coin, Miller-Newmark, and Bilotta Enterprises.

FROM PHILLY—Genial Joe Ash of Active Amusement jokes that he has to put a guard over showroom sample of Gottlieb's 'Royal Guard' single-player pin, the game's that popular with Philly area games ops. Rock-Ola's new 'Princess DeLuxe' continues to be "the most popular lady on the street," Joe says, as the compact juke are off the trailer and on the route truck before you can blink an eye. Joe's got a fine window display facing N. Broad and guess what's the center of attraction? The Princess, Natch! . . . Jim Ginsburg over at Banner Specialty awaiting shipment of United Billiards tables, continues doing land office biz with used shuffles and pins. . . . Dave Rosen, whose style is first class, nothing less, ran a welcome home ad in the Inquirer for comedian-actor-singer Bill Cosby on the occasion of the entertainer's return to Philly. Dave's a distributor for Warner Bros., which produces Cosby's popular albums.

EAST HARTFORD HOEDOWN—Charlie Brinkman's J. & C. Corp. held well attended open house Jan. 11th & 12th to celebrate opening of branch office in E. Hartford and get acquainted with old friends and new customers from Conn. and W. Mass. Brinky, who is 100% owner of the Wurlitzer Dist., and sales representative Johnny Colgan said the comments of the open house guests indicated they're very happy to have a Wurlitzer outlet and service center so conveniently located in E. Hartford and equally happy with J. & Co.'s fine lineup of games and pool tables.

Ransom White, director of marketing for the computer Quiz is busy these days rounding up distributors and is expected to release a list of them shortly . . . while Bill Nutting, president of the busy firm carries out executive duties, Nutting said, "to date, we've rounded up quite a list of impressive distribs."

ALL SET FOR SPRING RUSH . . . Larry Galanti (see Profile) expects to deliver two new counter type games by next Spring. Galanti, president of International Mutoscope, says, "our new counter games will be small enough to place on the end of a bar, but big enough to hold a lot of nickels."

Nate Feinstein, genial head of World Wide Distribs. plans a 'special showing' of the new line of vending equip. on Feb. 11th. On hand with Nate to greet visitors will be Irv Ovitz, who heads up the vending div., along with Frank Gumma, Jules Millman, Howard Freer and W.W.'s complete sales staff and service personnel. The mfgs. and their technical staffs will be on hand to give out informative data essential to the products. This is an all-day affair and buffet refreshments will be served . . . Word comes from Morty Wax that the Serendipity Singers is set for a Florida State University engagement on February 13th in Tallahassee. Johnny Tillotson will tour military bases in Europe for two weeks to entertain our troops. He leaves March 1st. Neil Diamond will be at the Embassy Tavern up in Toronto, Ontario Feb. 26th to March 2nd.



Abe Green joined us in one very exciting round of 'World Cup,' Bally's new soccer game. The action on this game is extremely fast, requires a considerable amount of skill to master and should certainly carve out a solid number of sales on tavern locations. Going at 25 cents per play (the game is adjustable), 'World Cup' should provide games ops with a fine vehicle for additional earnings. . . . Al D'Inzillo and Harry Koepfel at Albert Simon, Inc., trying to make the big sales over the din of buzz saws and hammers as the carpenters continue the expansive facelift to the showroom. The adjacent games room and parts dept. (under the able aegis of Larry Feigenbaum) is completed and looks terrific. When the new offices are finally finished a month or so from now, they'll sport mica-clad beams, glass partitions, carpeting and offer one of the classiest coin emporiums in the country. . . . Mike Munves himself greeted us at his fabled arcade equipment outlet and his good friends will enjoy hearing he's in the very pink of condition. Several new pieces on the Munves showroom floor include Taito's 'Basketball' and 'Periscope,' both of which are "excellent machines," according to Mike (and who should know better?). Joe Munves, meanwhile, has returned

WE ARE NOW DELIVERING ATLAS TILT TEST COUNTER GAMES

MUSIC

Wurlitzer Model 2200	\$175	Continental 2-200	350
2300	225	JAL	350
2500	325	JEL	375
2510	325	JEM Tropicana	520
Seeburg HF 100 R	200	JBN Diplomat	720
AQ 160	400	JBO Band Stand	770
AY 160	475		
DS 160	500		
Rock Ola Model 1455	180		
Wall 1464	175		
Princess 1493	375		
AMI H-200	250		
I-200	260		
J-200	300		
K-200	350		

PIN GAMES

Gottlieb Central Park	\$325
North Star	250
World Fair	175
Cover Girl	175
Williams Skl Club AB	\$245
Pot O Gold	365
Full House	325
Top Hand	325

WANT

1454 Rock Ola
Seeburg V & VL
KD-200
AMI H, I, J, K-200
Continental 2-200
WQ-200 Wall Boxes with Accumulators
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'Round The Route

Chicago Chatter

Something's brewing out at Chicago Dynamics. The only clue we could get out of Mort Secore is that there is a new baseball game in the offing and he can't wait to start making deliveries. The new piece will be ready next week, so watch for it! . . . Bob Garmisa of Garwin Sales just issued a new batch of Little LP product releases (see separate story) . . . More good news from Bally Sales manager, Paul Calamira, on the heels of last week's announcement that 'World Cup' has been approved for license in Chicago, Paul informs us that New York has climbed aboard with license approval in that city and he's expecting other cities to follow suit. Singer's One-Stop is expanding their facilities at 1812 W. Chicago Avenue. We talked with Gus Tartol out there and got the lowdown on some hot jukebox singles. Among them are: Paul Mauriate's "Love Is Blue" (Philips), "Until It's Time For You to Go," by Nick Noble (Date), "Redwine" by Ross Bagdasarian (Liberty), "Bottle of Wine," by the Fireballs on Atco, "The World I Used to Know" by Eddy Arnold (RCA) . . . Atlas Music Company reports "busy as usual last week." All routemen are covering their respective territories while Eddie Ginsberg and crew are keeping customers happy on the home front. At Williams Electronics all eyes are focused on the new "Ball Park" 2-player baseball game which is on its way to the firm's distributors thru-out the country . . . Got the word from Howard Ellis that the C.O.I.N. general membership meeting was confirmed for February 18th. Place is the Indian Hills Motel in Omaha, Neb. Featured speaker will be MOA executive vice-president Fred Granger. Howard anticipates a big turnout—weather permitting. The actual meeting is scheduled for mid-day to be followed by a banquet and funfest with door prizes in the evening . . . Enjoyed a brief visit with Steve Polcyn of NAMA when he stopped by the Cash Box offices last week . . . Among operators visiting at National Coin Machine Exchange this past week: Gene Smith, of Smith & Elliot in Peoria, Ill., Cy Case of Case & Blazer in Kankakee, Ill., Larry Stover of Morton, Ill. and Ralph Winqvist of Rockford, Ill. . . . "Princess Deluxe," continues to reign supreme at Rock-Ola Mfg. keeping Dr. David Rockola, Ed Doris and George Hincker exceptionally busy . . . Had a nice chat with Frank Schroder of Fischer Mfg. out Tipton, Miss. way. The firm's Lou Werners, Charlie Baiely and Carol Speaker will be heading for Chicago Feb. 4 to participate in the Sporting Goods Show at Navy Pier. Fischer's non-coin line will be displayed, prey Ewald Fischer is making the golfing and fishing scene in Florida.

More than 11,200 high and grade schools in the United States are estimated to offer their students some type of refreshment, snack or food service through vending machines, according to a study recently completed by the National Automatic Merchandising Association (NAMA).

Based on a nationwide survey of its members, the vending industry trade association said that 54 per cent of the respondents have operated vending machines in schools in recent years. Projected for the whole vending industry, some 3,300 of the more than 6,000 American vending service companies are estimated to have operated machines for high school and grade school accounts.

A large portion of the schools now offering snacks, food or beverages from vending machines have installed them within the past 5 years.

Although vended products offered in schools range from beverages to complete food vending cafeterias, the majority of vending machine installations features only cold beverages and snacks, the association said.

Milwaukee Mentions

Bob and Bev Rondeau (Empire in Menominee) were Chicago visitors last week. Bob wanted a look at the new IBM system recently installed at Empire's Chicago headquarters. Very impressive, we understand! . . . Big question among Wisconsin ops is whether or not Jim Stansfield is pleased with his new chair! Jim heads up the huge Stansfield Novelty operation in LaCrosse. Let's hear from ya, Jim! . . . Gordon Pelzek of Record City spotlights the following singles as extremely active with local operators: "Here Comes The Rain Baby" by Eddy Arnold, "Bottle Of Wine" by The Fireballs and "Don't Monkey With Another Monkey's Monkey" by Johnny Paycheck . . . Milwaukee group, Tony's Tygers, are reportedly making some noise with their current single titled "Little By Little" on the Teen Town label . . . We hear Rube Jenner is doing quite well with her antique shop, located adjacent to hub-by-Ray's Jenner Coin establishment in Waupaca. Customers' wives get a big kick out of browsing and BUYING!

California Clippings

WEEK LONG SERVICE SCHOOL HELD LAST WEEK . . . Wurlitzer held a week long western regional factory service seminar at the Hollywood Roosevelt. The servicemen that attended were all put up at a hotel for the week. The classes were instructed by C. B. Ross, Harry Greg and Leonard Hicks for forty of the top servicemen in the western part of the United States. The classes, which were for the 3200 "Americana II" phonograph culminated with a graduation banquet on Thursday. We hear that it was a tremendous success and much of the credit goes to Johnny Morris and Clayton Ballard. Speaking of Clayton, he reports that everyone is getting ready for inventory.

NEW MIDWAY'S TO ARRIVE AT C.A.R. AND CO. . . . Hank Tronick tells us that after much anxious anticipation, the good news finally came thru from Midway Manufacturing Company. They announced the shipment of two new games. The first one is "Basketball" which, according to Hank, should prove to be the novelty game of the year. The other game is the "Regulation" shuffle ally, a standard for all types of locations. Living up to their promise, Midway has priced both games very realistically, to beat the rising costs of operating in our inflationary market. "For this Midway is deserving of praise from operators and distributors alike," Hank said. "If 1968 is supposed to be an indecisive year, in so far as business is concerned, it certainly hasn't affected the January sales. Scrutiny of the months sales discloses that January was one of the top months in the long history of C. A. Robinson. We certainly hope that this is the beginning of a trend that will continue throughout the whole year. Mike Hall, service manager back home after flying back to his home in West Virginia on personal business.

FROM THE RECORD RACKS . . . According to Jerry Barish of California Music Elvis may have a big one with his latest single for RCA entitled, "Guitar Man." Tommy James and the Shondells are coming on very heavy with "Get Out Now" on Roulette. Looks like big things are again coming from the 5th Dimension with "Carpet Man" on Soul City. The two biggest records happening on the coast have to be first, "Everything that Touches You" by the Assication on Warner Brothers and "Sitting on the Dock of the Bay" by Otis Redding on Volt. As record to watch for is the title song from "Valley of the Dolls" waxed by Dionne Warwick for Scepter. It has really started to happen in San Francisco.

Gottlieb's 1-Player

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Special Report: 24th Amusement Trades Exhibition,



It's a happy 'business is good' look on the faces of Michael Green (left) and Gordon Marks (right) pictured on their elaborate Phonographic Equipment stand.



Well known German coin man Lars Skriver and his wife pictured here with John Shelly on the AMF International stand.



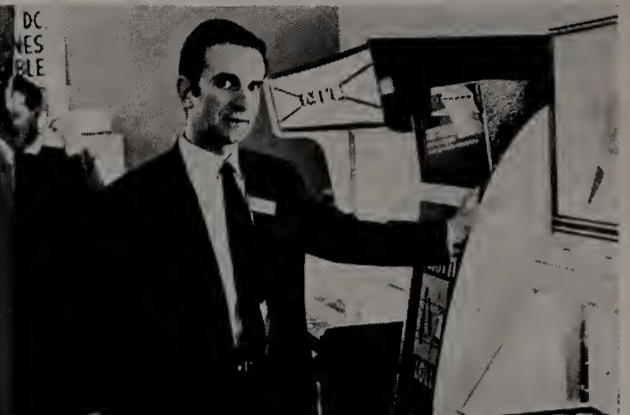
Gordon Walker of Ruffler and Walker is pictured here on the Ruffler & Walker stand looking on as some of his customers inspect his machines.



Tony White (left) Managing Director of Mar-Matic Sales Ltd. demonstrates a point to his Chairman Maurice Sykes who flew in from the States specially for the A.T.E. show.



Madame Ehrlich of Rally (France) explains details of Rally machines and prices to prospective customers at the London coin show.



Derek Kraft who heads up Kraft's Automatics is pictured here with his 1d play machine on the well laid out Kraft Automatic stand at this year's A.T.E.

The 24th Annual Amusement Trades Exhibition, organized by Amusement Trades Exhibitions Ltd. and sponsored by The Amusement Caterers' Association and the Amusement Trades Association, surmounted the fiscal gloom which currently clouds leisure spending in the U.K. Trade amongst the coinmen was generally brisk, particularly in arcade equipment, but a consensus indicated that club machines in which sales generally have been leveling off, were being moved well up to expectations, too. The fete itself was brimfull of ideas, modifications, innovations and devices all geared to attract the club or arcade paragon, and the collective impact of more than 90 exhibitors embellished the 26,000 square foot Great Hall of Alexandra

Palace with a bright, bustling and business-like atmosphere. According to the organizers, headed by John Singleton and his key aide Alan Willis, attendances were well up on last year's exhibition held in November. In their view, the ATE was this year, more than ever before, attractively presented by the participants. Most people, they felt, had impressively presented their equipment to foreign and domestic buyers and where equipment was not revolutionary, it gave the impression of being of good quality.

Whilst there was a great variety of hardware on display, probably the most significant trend to emerge was towards simple machines with money on display. "Pusher" type exhibits, loaded with pennies, abounded and

provided a big attraction for arcade operators. At the other end of the scale, and a significant development in the amusement industry's quest to be new, exciting and different, there was a considerable leaning towards reality. This applied particularly in the shooting games.

Phonographic Equipment (Distributors) Ltd. for instance, prominently displayed on their impressive and imposing stand, a torpedo shoot with realistic sound effects and working parts, and a tank battle game which simulated the atmosphere of mini-warfare.

Ruffler and Walker, in the process of linking with Phonographic, already the biggest distributors in the country, were also right up to the minute with these games. And, according to Gordon Walker, export business this year is way up on previous semesters. Intermingled with the simple approach and the sophisticated realism, there was evidence of a development towards futuristic amusements also. Phonographic, right up front again, had an impressive flying saucer amongst its more traditional array of slot machines, pin tables, jukeboxes, consoles and assorted arcade equipment.

A new and smaller exhibitor, Hatton & Bass Ltd., made its impact with a small hovercraft, which is obviously going to develop into major amusement mobile toys.

Around the stands, there was much in the way of improved mechanisation. Ainsworth Consolidated Industries (G.B.) Ltd., manufacturers of the widely distributed Aristocrat 'Grosnevor,' 'Olympic' and 'Arcadian' ranges of slot machine, had on show four new models for the 1968 season in the Arcadian range plus a slim line change dispenser for all coins.

The fast spreading motor racing craze, coming into the realism bracket, was amply catered for by AMF International Ltd. with the Roadracer, Speedway and Little Indy games displaying obvious player appeal. The company has also developed a mini-soccer machine which would suit any location. AMI executive John Hardy explained that this year AMI's de-

cision to exhibit only its own product in the jukebox range was an attempt to a more precise focus of business. AMI's tasteful presentation served to unveil some new lines such as the "Deluxe Cadette" a 100-selection phonograph produced specially for the British market. Another eye catcher was the "Phono-Vue" which combines color film with sound. Ideas for smaller sites included the "Hide-a-Way" and the "Walette."

Another major phonograph maker, The Ditchburn Organisation, strongly featured three 1968 Wurlitzers—including the dazzling Americana 3200 which allows a 200-record selection.

A strong showbiz tinge was deftly exploited by the Edwin Hall company which exhibited coin-operated kiddie rides. A top exporter, the company scored at the amusement fete with childmobiles derived from various top kid television series such as BBC's "Doctor Who" (Daleks), "Magic Roundabout" (assorted puppets) and "Pinky and Perky" (puppet pigs).

Jubilee Products, meantime, catering for a more adult trade, demonstrated a glossy line of penny machines and four new Riviera slots in the "Tic Tac Toe"; "Go 7"; "Casino Belle" and "Lucky 7" ranges with updated streamlining. Attracting interest, too, were the International models in "Tic Tac Toe" and "777" combinations which have, over the years, proved top sellers and a money-spinner.

Derek Kraft of Kraft Automatics is one exhibitor who is convinced that the simple formula of showing the customer the money will be the style in 1968 and he has his share of attractive penny players. But he was displaying also new wall machines, new multi-play consoles plus some of his most lucrative proven lines such as the five-slot wall machines "Suprafruit"; "Jockey Club"; "Rondo" and "La Ronde." About 50% of the Kraft product this year was new.

The bustling Mar-Matic stand, which displayed a wide variety of coin games was significantly bolstered by the range of Jennings and Keeney product for which they are sole distributors throughout the world. Harold T. Baker, product manager with J. H.

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The Taito Trading Co. of Japan exhibited at the ATE for the first time and the personnel pictured from left to right are Philip Lee, Tony Thompson and (seated) Sioux Lyson (of the London office) with Mr. H. Yamada of Tokyo.



R. W. Mosinger (right) of Lowen Automaten chats to visitor Mr. Foster.



Ray Seabrook (foreground) and G. Gilbert of Symplay Ltd. seen here demonstrating their Symplay Baby Kart to customers at the A.T.E. show.

Keeney & Co., was over from the States and hosted the stand with Mar-Matic Chairman Maurice Sykes. Baker opined the trip here was worthwhile because Britain was a fast growing market in spite of the fact that the club trade has leveled off. "More towns are opening up amusement arcades and the tavern trade is still wide open," Sykes said.

Mills Bell-O-Matic Ltd. proffered a half dozen quality lines including "Club King"; "The Mery Monarch" and "Merrymaker" slots. And in the rides field Robinson Partners (London) Ltd. impressed with its full score of lines including the Space Ship, Circus, Speedboat, Fire Chief, Racing Car, Submarine and others. Philip Shefras attractively presented a wide variety of wall and floor amusements and was making a determined pitch for the arcade, tavern and club trade with items like the Casino Master, a club slot machine coming in three different styles.

In the mobile sectors, Symplay's successful novelty "Baby Karts" introduced last year, were augmented with a deluxer with elaborate seats and shock absorbers. These provided a big hook for visiting coinmen who were then introduced to Symplay's range of slots and phonographs including in the latter category the transistorized Harting M140.

Foreign exhibitors, who tend to acknowledge that London is becoming the center of the amusement trade industry, comprised Etablissements Rally from France, in for the third year, with updated versions of the "Fliptronic Pingames"; Loewen-Automaten, a familiar visitor with a range of NSM-Serenade-Discotheque" music boxes plus NSM Bowling Big Strike, a new amusement machine without a pay-out which can be utilized without a license and Taito Trading Company from Japan, where it is one of the largest manufacturers of amusement machines. Taito's move-in on the British scene finds the company keen to establish a good image and create goodwill. Japanese technicians were imported for the trade fete in order to answer questions on the range of Taito games. But of all the foreign layouts, Etablissements Rally scored most heavily with visitors. The impactful stand was under the personal surveillance of Madame Erlich who flew in specially for the occasion—her first visit to the ATE. Familiar visitor to the ATE was Herr Lars Skriver from Germany who, as usual, was most impressed by the A.T.E. commenting that this year he noticed the development of a lot of new amusement games. Reaction to the exhibition among visitors was good and forewarnings of a new Gaming Act and further cuts in personal spending being demanded by the Exchequer, did not daunt business from either domestic or foreign sources. The event has found a sound home here at Alexandra Palace and unquestionably, the January timing appears to be the most appropriate.

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