

ABC Buys Consolidated Distributors ••• A Team
Thru '75: MGM, Kama Sutra, Spoonful & Koppleman-

Rubin ••• UA
To Handle Im-
mediate In U.S.,

Canada ••• CBS & A&M Expand Int'l Publish-
ing ••• Tony Hall Forms Indie Music Set-Up.
Complete Details On Czech Music Festival

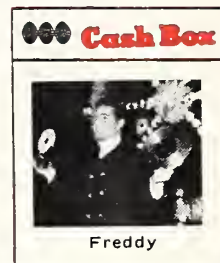
Part 1 of 2 Parts

July 8, 1967

Cash Box

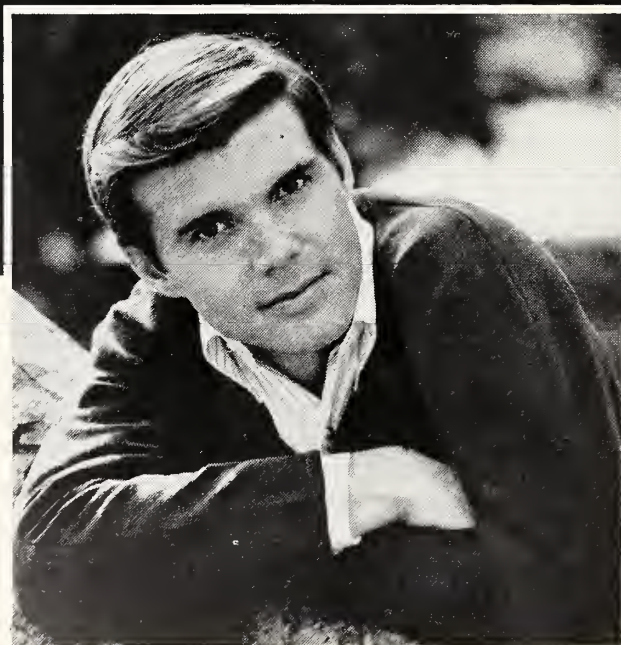
WINNING TEAM SIGNS LONG-TERM DEAL

Int'l Section Begins Pg. 47



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"If You Can Put That in a Bottle"

c/w "In the Sunshine Days" 4-44210

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On COLUMBIA RECORDS



Cash Box

Vol. XXVIII—Number 50 Part 1 of 2 Parts July 8, 1967

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The Second Front

English acts have opened up a second front in America. A whole new crop of favorites are now riding the charts in the company of their compatriots who erupted with sufficient force about three years ago to practically overhaul the concept of pop music and its performers. Some as colorful in their sounds and mode of dress as their predecessors, they have hit our market following a long breather in which a number of American acts emerged to do a little revolutionary work of their own.

The interesting aspect of this new invasion from England is that the wave of widely-accepted acts are not filling a vacuum, as did the older British names. The first front of British stars came, it should be recalled, when the American pop sound was somewhat stale and lacking in the kind of freshness and excitement that top spots on the Top 100 thrive on. At the moment, America can hold its own in the area of inventive and colorful disk attractions. There is today a healthier balance between hits from England and those coming from abroad, with, admittedly, the edge going to stateside successes.

There is a balance, too, in the type of material turning up from both factions. Both groups are seemingly out to outdo the other in the complexity of between-the-lines meaning of what

they are trying to bring across to their listeners (e.g. Procul Harum's "A Whiter Shade Of Pale," Jefferson Airplane's "White Rabbit"). This commonground also features a softer, more melodic approach, one that has also given rise to a general Top 100 acceptance of more ballad-type material from both stateside and English acts that may not be part of the "message song" generation.

Thus, the Top 100 is, in our view, a healthier reflection of musical tastes than the time the English onslaught first made its appearance. Taking what was basically American in origin, the acts from England, nevertheless, added a touch of originality that created a new excitement in the world of pop records. There is presently an inventive interplay between the English and American pop markets that has contributed to even more refreshing ideas, leading to even more new sounds of success. It has reached the point where one does not know what act from what country will emerge to offer a new precedent in hit-making ingenuity.

In any event, the new English stars are most welcome on our best-selling lists. They have a lot to live up to, and in recent months they have given their earlier counterparts every reason to be proud of them.

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Cash Box TOP 100

JULY 8, 1967

| | 7/1 | 6/24 | | 7/1 | 6/24 | | 7/1 | 6/24 |
|--------------------------------------|-----|------|--|-----|------|--|-----|------|
| 1 WINDY | | | 35 YOU MUST HAVE BEEN A BEAUTIFUL BABY | | | 68 THE HAPPENING | | |
| 2 A LITTLE BIT OF SOUL | 1 | 3 | 36 STEP OUT OF YOUR MIND | 37 | 44 | 69 LONELY DRIFTER | | |
| 3 CAN'T TAKE MY EYES OFF YOU | 4 | 5 | 37 MORE LOVE | 44 | 53 | 70 I'LL ALWAYS HAVE FAITH IN YOU | 73 | 83 |
| 4 SAN FRANCISCO—FLOWERS IN YOUR HAIR | 6 | 8 | 38 SOMEBODY TO LOVE | 40 | 49 | 71 GRADUATION DAY | 72 | 80 |
| 5 LET'S LIVE FOR TODAY | 7 | 11 | 39 MARY IN THE MORNING | 18 | 6 | 72 GIVE ME TIME (L'AMORE SE NE LA) | 75 | 81 |
| 6 SHE'D RATHER BE HERE WITH ME | 8 | 13 | 40 NEW YORK MINING DISASTER—1941 | 27 | 33 | 73 SUMMER AND SANDY | 83 | |
| 7 DON'T SLEEP IN THE SUBWAY | 2 | 2 | 41 SILENCE IS GOLDEN | | | 74 BLACK SHEEP | 54 | 61 |
| 8 GROOVIN' | 10 | 18 | 42 SOUND OF LOVE | 17 | 19 | 75 MR. PLEASANT | 78 | 82 |
| 9 COME ON DOWN TO MY BOAT | 3 | 1 | 43 RELEASE ME | 61 | 79 | 76 BLUE'S THEME | 82 | |
| 10 UP-UP AND AWAY | 13 | 16 | 44 FOR YOUR LOVE | 31 | 32 | 77 AIRPLANE SONG | 88 | 90 |
| 11 TRACKS OF MY TEARS | 19 | 23 | 45 I GOT RHYTHM | 23 | 7 | 78 LET THE GOOD TIMES ROLL & FEEL SO GOOD | 81 | 86 |
| 12 C'MON MARIANNE | 14 | 17 | 46 ALL I NEED | 53 | 73 | 79 DON'T BLAME THE CHILDREN | 84 | |
| 13 DING DONG THE WITCH IS DEAD | 16 | 21 | 47 SHAKE RATTLE & ROLL | 33 | 14 | 80 WASHED ASHORE (ON A LONELY ISLAND IN THE SEA) | 80 | 84 |
| 14 LIGHT MY FIRE | 12 | 12 | 48 THERE GOES MY EVERYTHING | 49 | 50 | 81 NOW I KNOW | 86 | |
| 15 ALFIE | 20 | 30 | 49 TRAMP | 58 | | 82 PICTURES OF LILY | 74 | 77 |
| 16 RESPECT | 15 | 15 | 50 BABY PLEASE COME BACK HOME | 36 | 29 | 83 YOU WERE ON MY MIND | 96 | |
| 17 I WAS MADE TO LOVE HER | 5 | 4 | 51 CHAPEL IN THE MOONLIGHT | 52 | 63 | 84 TO LOVE SOMEBODY | 93 | 96 |
| 18 7 ROOMS OF GLOOM | 24 | 37 | 52 YOU WANTED SOMEONE TO PLAY WITH | 63 | | 85 THE RIVER IS WIDE | | |
| 19 MERCY, MERCY, MERCY | 9 | 10 | 53 LOVE ME TENDER | 56 | 69 | 86 TAKE ME (JUST AS I AM) | 87 | |
| 20 HERE WE GO AGAIN | 25 | 46 | 54 SOMEBODY HELP ME | 59 | 70 | 87 CITY OF WINDOWS | 97 | |
| 21 SOCIETY'S CHILD | 26 | 40 | 55 IT'S COLD OUTSIDE | 60 | 71 | 88 TESTIFY | | |
| 22 SUNDAY WILL NEVER BE THE SAME | 28 | 31 | 56 HYPNOTIZED | 60 | 71 | 89 MAMMY | 79 | 85 |
| 23 WHITE RABBIT | 11 | 9 | 57 THE OOGUM BOOGUM | 55 | 56 | 90 MY WORLD FELL DOWN | | |
| 24 DO IT AGAIN A LITTLE BIT SLOWER | 45 | 59 | 58 JOY | 66 | 78 | 91 OUT & ABOUT | 95 | 100 |
| 25 DON'T GO OUT INTO THE RAIN | 21 | 22 | 59 SOOTHE ME | 47 | 43 | 92 I'LL DO IT FOR YOU | 100 | |
| 26 A WHITER SHADE OF PALE | 35 | 58 | 60 BOWLING GREEN | 71 | | 93 COME BACK WHEN YOU'RE GROWNUP | | |
| 27 JACKSON | 42 | 60 | 61 WOMAN LIKE THAT, YEAH | 65 | 76 | 94 BLUEBIRD | | |
| 28 FOR YOUR PRECIOUS LOVE | 39 | 51 | 62 WITH A GIRL LIKE YOU | 51 | 57 | 95 FOUR WALLS | | |
| 29 PAY YOU BACK WITH INTEREST | 30 | 39 | 63 SHOW BUSINESS | | | 96 DEEP IN THE HEART OF HARLEM | 98 | |
| 30 I TAKE IT BACK | 29 | 34 | 64 WHO'S LOVING YOU | 77 | | 97 HEY GRANDMA | 99 | |
| 31 CARRIE ANNE | 41 | 54 | 65 YOUR UNCHANGING LOVE | 67 | 74 | 98 GOOD FEELIN' TIME | | |
| 32 AIN'T NO MOUNTAIN HIGH ENOUGH | 43 | 55 | 66 I LIKE THE WAY | | | 99 DON'T LET THE RAIN FALL DOWN ON ME | | |
| 33 MAKE ME YOURS | 22 | 25 | 67 YOU GAVE ME SOMETHING | 76 | | 100 GROOVY SUMMERTIME | | |
| 34 SOUL FINGER | 33 | 47 | | | | 100 THERE MUST BE A WAY | | |

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

| | | | | | | | |
|--|----|--|-----|--|----|--|-----|
| A Little Bit O' Soul (Southern, ASCAP) | 2 | Don't Sleep In The Subway (Duchess, BMI) | 7 | Love Me Tender (Elvis Presley, BMI) | 53 | Soul Finger (East, BMI) | 34 |
| A Whiter Shade Of Pale (Essex, ASCAP) | 26 | Da It Again A Little Bit Slower (Earl Barton, BMI) | 24 | Make Me Yours (Cash Songs, BMI) | 33 | Sound Of Love (Jef Star, BMI) | 42 |
| Alfie (Famous, ASCAP) | 15 | For Your Love (Beechwood, BMI) | 44 | Mammy (Bourne, Donaldson, Warnock, BMI) | 89 | Step Out Of Your Mind (Blackwood, BMI) | 36 |
| Ain't No Mountain High Enough (Jobete, BMI) | 32 | For Your Precious Love (Sunflower, ASCAP) | 28 | Mary In The Morning (Pamco, BMI) | 39 | Summer & Sandy (Saturday, BMI) | 73 |
| Airplane Song (Hastings, BMI) | 77 | Four Walls (Megger, BMI) | 95 | Mercy, Mercy, Mercy (Zawinal, BMI) | 19 | Sunday Will Never Be The Same (Pamco, BMI) | 22 |
| All I Need (Jobete, BMI) | 46 | Give Me Time (Ponderosa, BMI) | 72 | More Love (Jobete, BMI) | 37 | Take Me (Just As I Am) (Fame, BMI) | 86 |
| Baby Please Come Back Home (Groovesville, BMI) | 50 | Goad Feelin' Time (Tennie Popper, BMI) | 98 | Mr. Pleasant (Noma, BMI) | 75 | Testify (Groovesville, BMI) | 88 |
| Black Sheep (Il Gratto, BMI) | 74 | Graduation Day (Travis, BMI) | 71 | My World Fell Down (Southern, ASCAP) | 90 | There Goes My Everything (Blue Crest, BMI) | 48 |
| Bluebird (Ten-East, Springala, BMI) | 94 | Groovin' (Slascar, BMI) | B | New York Mining Disaster 1941 (Abigail, BMI) | 40 | There Must Be A Way (Laurel, ASCAP) | 100 |
| Blue's Theme (Dijon, BMI) | 76 | Groovy Summertime (4 Star, BMI) | 100 | Now I Know (Helios, BMI) | 81 | Tracks Of My Tears (Jobete, BMI) | 11 |
| Bowling Green (Rae, BMI) | 60 | Happening (Jobete, BMI) | 68 | Oogum Boogum (Big Shot, ASCAP) | 57 | Tramp (Modern, BMI) | 49 |
| C'mon Marianne (Saturday & Seasons Four, BMI) | 12 | Here We Go Again (Dirk, BMI) | 20 | Out & About (Screen Gems, Columbia, BMI) | 91 | Up, Up And Away (Johnny Rivers, BMI) | 10 |
| Carrie Anne (Maribus, BMI) | 31 | Hey Grandma (After You, BMI) | 97 | Pay You Back With Interest (Maribus, BMI) | 29 | Washed Ashore (Catalogue, BMI) | 80 |
| Chapel In The Moonlight (Shapiro, Bernstein, ASCAP) | 51 | Hypnotized (Zira, BMI) | 56 | Pictures Of Lily (Essex, ASCAP) | 82 | White Rabbit (Copper Penny, BMI) | 23 |
| City Of Windows (Ten-East, BMI) | 87 | I Can't See Nobody (Nemperor, BMI) | 84 | Release Me (4 Star, BMI) | 43 | Who's Loving You (Jobete, BMI) | 64 |
| Come Back When You're Grownup (Painted Desert, BMI) | 93 | I Like The Way (Patricia, BMI) | 66 | Respect (East Time, Walco, BMI) | 16 | Windy (Irving, BMI) | 1 |
| Come On Down To My Boat (Picturetone & Goldstein, BMI) | 9 | I'll Do It For You (Su-Ma, BMI) | 92 | River Is Wide (Saturday, BMI) | 85 | With A Girl Like You (Slascar, BMI) | 62 |
| Deep In The Heart Of Harlem (January, BMI) | 96 | I Take It Back (Law-Sal, BMI) | 30 | San Francisco—Flower In Your Hair (Trausdale, BMI) | 4 | Woman Like That, Yeah (The, BMI) | 61 |
| Ding Dong The Witch Is Dead (Lea Feist, ASCAP) | 13 | I Was Made To Love Her (Jobete, BMI) | 17 | Shake, Rattle & Roll (Progressive, BMI) | 47 | You Gave Me Something (Myto, BMI) | 67 |
| Don't Blame The Children (Salaon Songs, BMI) | 79 | I'll Always Have Faith In You (Falart, BMI) | 70 | She'd Rather Be With Me (Chardon, BMI) | 6 | You Must Have Been A Beautiful Baby (Remick, ASCAP) | 35 |
| Don't Go Out Into The Rain (Unart, BMI) | 25 | It's Cold Outside (W.G.D., BMI) | 55 | 7 Rooms Of Gloom (Jobete, BMI) | 18 | Your Unchanging Love (Jobete, BMI) | 65 |
| Don't Let The Rain Fall Down On Me (Uganda, BMI) | 99 | Jackson (Bexhill, ASCAP) | 27 | Show Business (Raw-Lou, BMI) | 63 | You Wanted Someone To Play With (Edwin H. Morris, ASCAP) | 52 |
| | | Jay (Saturday, BMI) | 58 | Silence Is Golden (Saturday, BMI) | 41 | | |
| | | Let The Good Times Roll (Travis, BMI) | 78 | Society's Child (Dialogue, BMI) | 21 | | |
| | | Let's Live For Today (Dick James, BMI) | 5 | Somebody Help Me (Essex, ASCAP) | 54 | | |
| | | Light My Fire | 14 | Somebody To Love (Copper Penny, BMI) | 38 | | |
| | | Lanely Drifter (Hiale, BMI) | 69 | Soothe Me (Kags, BMI) | 59 | | |

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An R.I.A.A. Certified
GOLDEN ALBUM!



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KLP/KLPS-8050



KLP/KLPS-8051



KLP/KLPS-8054



KLP/KLPS-8058 ST*

Produced by Erik Jacobsen • A Product of Koppelman-Rubin Associates, Inc. for Kama Sutra Records, Inc. • * Also Available On Ampex Tape

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ED AMES follows up his current charter
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"Timeless Love"

c/w "Two for the Road" #9255

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Hit Team Continues Thru '75: MGM, Kama-Sutra, Spoonful, Koppelman-Rubin

NEW YORK—A long-term deal, through 1975, will maintain the winning combination of MGM Records, the Kama-Sutra label, its leading attraction, the Lovin' Spoonful, and Koppelman-Rubin Associates, the group's producers.

The deal, said to involve seven figures, will continue MGM's distribution agreement with Kama-Sutra's



FRONT COVER: (Standing, left to right): Eric Jacobsen, Charles Koppelman, Don Rubin, Mort Nasatir, Hy Mizrahi, Artie Ripp, Art Kass; (sitting on table, left to right): Bob Cavallo and Phil Steinberg.

singles and album output. Mort Nasatir, president of MGM, said that the extension of the original agreement marked the "faith MGM, Kama-Sutra and Koppelman-Rubin Associates have in one another's ability to keep pace with the Lovin' Spoonful as the group grows into the most creative musical force in American popular music." Nasatir also pointed to a "wealth of fine young talent" flowing through MGM distribution channels via Kama Sutra, including groups like Sopwith Camel, the Innocence and the Tradewinds.

On hand at the signing (see cut) were Kama Sutra toppers, Artie Ripp, Phil Steinberg, Hi Mizrahi and Art Kass, K-S comptroller; Charles Koppelman and Don Rubin, executive producer Eric Jacobsen and Spoonful manager Bob Cavallo.

The Spoonful were brought to the attention of Kama Sutra two years ago by Koppelman & Rubin. Since their first hit, "Do You Believe in Magic," their sales have reached 4½ million singles and more than 2 million albums. A single, "Summer in the City," is an RIAA-certified million-selling single.

John Sebastian is a member of the group who has emerged as a top writer, having penned the group's hit material and a soundtrack score, "You're a Big Boy Now."

ABC's Vertical Expansion Continues As Label Buys Consolidated Distributors

NEW YORK—ABC Records has continued its growth on a vertical level with the purchase of Consolidated Distributors, a large Seattle-based wholesale and retail operation.

Regarding it as the biggest record industry deal in 10 years, Larry Newton, president of the label, said that the acquisition, involving a multi-million dollar outlay, would add \$20 million in gross income to the company. Consolidated expects this billing for 1967, up from \$15 million for last year.

Effective July 6, the deal involves the acquisition of a distributorship, Stanley Distributing, C&C Distributing and Music Distributors; a rack operation, Gordon Sales, a retail disk outlet and a separate drive-in tape cartridge dealership, a distrib of toy, luggage and leather goods; and Admiral and Hamilton appliance distributorships. These companies cover the markets of Washington, Oregon, Alaska, Montana and Idaho.

Newton said that 10-leased disk departments in the area's Val-U-Mart discount chain would be spun-off back to Val-U-Mart.

Newton also said that the five principals of CD would remain in the organization. They are Lou Levinthal, vp and general manager, who will report to Newtown; Herb Rosen,

of Al Levine and Lou Klayman's New Deal wholesale operation. Newton indicated that further deals on this level, based on a company's profit picture and access to talented manpower, would continue to be considered by the label. It was pointed out that ABC Records had put up the money for these acquisitions, not its parent company, the American Broad-

ABC's 1/2 Year Income Up

NEW YORK—ABC Records' earnings for the first 24 weeks of 1967 increased to \$1,768,000 over the same period last year, reports Larry Newton, president. Income for the company for Jan.-June, 1966 was \$1,042,000. Gross sales of ABC Records and its affiliated companies during 1966 reached \$20 million. Newton said gross sales would double in 1967 to about \$43 million. This figure takes into account the acquisition of Consolidated Distributors (see separate story).

casting Co., and that the firms operate as subsidiaries of the label.

Previous Expansion Moves

Besides the acquisition of New Deal and now Consolidated, ABC has expanded its base with the acquisition of Dunhill Records, starring the Mamas & Papas, and a distribution deal with 20th Century Fox Records, which will realize such major soundtracks as "Dr. Doolittle," coming this fall, and in the future, "Hello, Dolly!," starring Barbra Streisand, and the pic bio of Gertrude Lawrence, "The Star," starring Julie Andrews, ABC's publishing unit Ampco is also publishing the Bob Merrill score for "Henry Sweet Henry," the musical version of the "World Of Henry Orient." The show, due on Broadway in Oct., will also be an ABC cast album.

Consolidated History

Stan Sulman and Lou Levinthal formed C & C Distributing in May, (Continued on page 32)

CBS Deals On Int'l Publishing Front

NEW YORK—CBS International has just completed negotiating deals with a number of major publishers, it was announced last week by Sol Rabinowitz, director of records acquisition and publishing operations for CBS Int'l. These deals will further expand the sub-publishing operations of CBS International's overseas publishing companies and will offer new exposure in many corners of the world to the various United States and foreign catalogs involved.

Heading the list is the deal Rabinowitz negotiated with Jay Morgenstern of Valando Music. Valando is one of the leading publishers of Broadway musical comedies, and as a result, CBS International gains sub-publishing rights to the scores of such box-office winners as "Fiddler on the Roof," "Cabaret," "The Apple Tree" and "Mr. Wonderful," plus the soon-to-open "Hellzapoppin' '68."

CBS International has also worked out an informal arrangement with Shapiro Bernstein for future exploitation of that company's extensive catalog throughout Latin America.

Yet another deal will give CBS International sub-publishing rights for the catalogs of three British publishing companies: Filmusic, Medallion Music and Pall Mall Music.

Other United States publishers whose entire catalogs will now be sub-published by CBS International

in various overseas countries include Dleif, Wartrain, Jowat, Nelchell, Bildo and Publin, and three folk music publishers, Cherry Lane, Cherry River and Deep Fork.

Rabinowitz has also negotiated for the sub-publishing of a number of songs from the catalogs of MacFay, Ananga-Ranga and Kangaroo Music.

In new deals for individual songs, CBS International has acquired overseas rights to sub-publish Mitch Leigh's "The Disadvantages of You," published here by Andrew Scott Music. Also, "Time, Time," a hit in the United States by Ed Ames and originally published by Editions Musicales Caravelle in France, will be sub-published by CBS International in all other English-speaking countries.

Rabinowitz also reports strong gains in strength by CBS International's overseas publishers. As an example, he cites Mexico's Mondo Musical, which has dominated the Mexican charts over the past few months with four to six songs in the Top 10 each week.

WB's Fiscal '67 Profits Nearing \$4.3 Mil Mark

NEW YORK—Warner Bros./Reprise Records' annual profit for fiscal 1967 is approaching a figure of \$4.3 million. In fiscal 1966 the firm showed a profit of \$3,309,000, which was over 33 times the net of two years before. If the \$4.3 million figure is reached, it will mean a gain of over 30% from last year and set another record for the firm.

Frank Sinatra owns one-third interest in WB/Reprise, and his share of the profits for the first half of the current fiscal year, which ended Feb. 25, came to \$704,000. His share for the first six months of fiscal '66 came to \$540,000 and his total share for '66 was \$1,103,000. This year, Sinatra's total share may come to almost \$1,435,000.

Jet Becomes ABS Sales

NEW YORK—ABC Records' wholly-owned distrib outlet in New York, Jet, is getting a change of name later this month. It will be called ABC Sales Corp. At the same time, the outlet will move into new quarters in Long Island City.

vp and head of the appliance section; Stan Jaffe, vp and head of sales & record dept.; Stan Sulman, vp of records; and Al Feurberg, vp and head of the toy dept.

ABC began a drive for vertical growth last year with the acquisition

UA Obtains Immediate For U.S., Canada

NEW YORK—Immediate Records, currently making an impact on the British best-seller lists, is being exclusively distributed in the United States and Canada by United Artists Records, according to Mike Stewart, president of UA.

Scheduled for immediate release nationally and in Canada are two Im-

mediate hits which are currently gracing the top of the British best-seller lists. These are "The First Cut Is The Deepest" by P. P. Arnold, and "Here Come The Nice" by Small Faces. Immediate product is being issued under its own banner and handled through United Artists' network of distributors and through the organization's sales, promotion, advertising and publicity staffs.

United Artists Records is anticipating a steady stream of recordings from Immediate in the weeks to come, encompassing both albums and singles. The UA label is enjoying success in recent months with artists from Great Britain, launching The Spencer Davis Group and The Easybeats as established stateside chart performers.

Stu Phillips Exits Epic

HOLLYWOOD—Stu Phillips has resigned after a year and a half as executive director on the west coast for Epic Records. He cited increasing motion picture, television and music publishing activities as the reasons. He reported to Screen Gems last week to begin his second year of composing and conducting background music for "The Monkees" TV series.

Phillips also is developing a soundtrack album based on his score for Fanfare Films' "Hells Angels On Wheels," and last month formed Irod Music Company.

Phillips, whose "Monkees Songbook" album presently is among Epic best-sellers, produced artists such as The Doodletown Pipers, Nancy Ames, Bobby Sherman and Bob Crane. His replacement was not named.

'La Mancha' A Gold LP

NEW YORK—Kapp Records has received a gold LP award for its original cast LP of the Off-Broadway smash, "Man Of La Mancha." The Record Industry Association of America (RIAA) made the certification, based on sales of \$1 million.

Biggest Directory Yet

NEW YORK—Cash Box is publishing this week the largest annual directory in its history. For the first time in the 25 year history of the publication, the directory is being published separately from the regular weekly issue. This was largely in response to many trade requests that two separate sections would make the Directory easier to handle in or out of the office.

**A&M Expands Int'l Publishing
Tony Hall Forms Indie Company
Czech Int'l Pop Festival
See Int'l News Report
Page 49**

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Epic Regional Meets Bow Summer Sales LP's

NEW YORK — Epic Records last week concluded a 10-day (June 19-29) series of city-by-city sales meetings. Two teams of Epic executives (Len Levy and Fred Frank comprising one team, Mort Hoffman and Nick Albarno the other) covered twenty-five major markets throughout the U.S. At the meetings, which carried the slogan, "Summer Is Where The Sales Are," 16 new albums were unveiled and Epic announced its entry into the 4 and 8 track stereo tape cartridge fields.

Summer A Big Season

Speaking at the official opening of the series, June 19, at the Waldorf Astoria, Levy, Epic's VP of sales and distribution, pointed to the label's departure from its usual mid-summer sales convention: "Although our conventions in the past have been successful, the set-up as such allowed for distributor owners solely to witness our product presentation. By going directly into individual markets, the entire distributorship sales force, as well as key buyers on the retail level rack operators, will be able to see first hand the line of product Epic is introducing for what we now know to be a big selling season, the summer months.

"Forms of entertainment have always changed to fit the mood of the times. This has been particularly noticeable during the summer months. People today are on the move. The traditional concert-in-the park has given way to transistorized portable phonographs and automobile cartridge units. More leisure time has created an increased need for entertainment and recorded music, whether at home, at the pool, at the beach or on the highway, in the most desirable and most available form of entertainment. And this means more business for you. No longer can July and August be considered slump periods. Today summertime means sales. If customers aren't waiting until fall to buy records, we see no reason to wait till then to announce new product. To

keep pace with the changing tempo of the times, we're breaking old habits and releasing a line of releases conceived and designed specifically for hot summer sales."

New Albums

Highlighting Epic's new album release are 7 pop LP's: "Those Wonderful Guys Of Stage, Screen And Radio," a 2-disk set featuring original recordings from the 1930's by Bing Crosby, Al Jolson, Frank Parker, Fred Astaire, Louis Armstrong, Rudy Vallee, Hoagy Carmichael and others; "You Got What It Takes," by the Dave Clark Five; "Little Games," by the Yardbirds; "Evolution," by the Hollies; "So Good," by Don and Goodtimes; "For The First Time," by Robert Cameron; and "Sing-Along '67," by the Doodletown Pipers.

Two classical packages are also included in Epic's new release. They are: "Granados: Goyescas/El Pelele/Escenas Romanticas," a 2-disk set by pianist Alicia De Larrocha; and "German Music For Harpsichord And Clavichord," by Igor Kipnis.

On Epic's Okeh label are 2 new LP's: "Little Richard's Greatest Hits," and "Two For The Price Of One," by Larry Williams and Johnny Watson.

Epic's Crossroads label is offering 5 new packages. 3 of these are 2-record sets: "Mahler: Symphony No. 9 In D Major," by the Czech Philharmonic Orchestra, Karel Ancerl, conductor; "Bach: The Art Of The Fugue" (transcribed for orchestra), by the Ars Rediviva, Milan Munclinger, conductor, and featuring Victoria Svihlikova on the harpsichord; and "Brahms: The Complete Quartets," by the Janacek Quartet. The two new single-disk LP's on Crossroads are "Mozart: Symphony No. 39 In E Flat/Symphony No. 41 In C Major, 'Jupiter,'" by the Japan Philharmonic, Peter Maag, conductor; and "Frank: Symphony In D Minor," by the Czech Philharmonic Orchestra,

(Continued on page 36)

NARA Finalizes Convention Dates

NEW YORK — Final preparations have been made for the annual convention of the National Association of Radio Announcers (NARA), Aug. 9-13. The event will be held at the Regency Hyatt Hotel in Atlanta, Georgia.

Highlight of the convention is the 12th annual NARA awards dinner, Aug. 12. Celebrities scheduled to attend the dinner include Harry Belafonte, Sidney Poitier, Bill Cosby and Jim Brown.

Senator Leroy R. Johnson of Georgia will deliver the welcoming address to the convention on Thursday, Aug. 10. Dr. Martin Luther King will speak on Friday evening, Aug. 11.

The theme of this year's NARA convention is "Responsibility Brings A

New Profile." "NARA is making every effort to bring the outstanding persons to help develop the seriousness of the theme," Del Shields, executive VP of NARA stated. Vice President Hubert H. Humphrey has been invited, and NARA has received word that "should no conflicting business keep the Vice President in Washington, he will appear." Vice President Humphrey is sending to the New York office of NARA a greeting that will appear in the program journal of the convention.

Senator Robert F. Kennedy of New York has also been invited, along with FCC chairman, Kenneth Cox, and Dr. Benjamin E. Mays, retired president of Morehouse College in Atlanta.

Kapp Confab Outlines July-Aug Product

NEW YORK — A full-program for upcoming July-Aug. LP product was outlined at a one-day exec sales meet conducted by Kapp Records at the Friar's Club, this city. Chaired by Sid Schaffer, vp in charge of sales, future product was sampled and the communications channels between home office and the field were discussed and suggestions for improvements were implemented, with label president Dave Kapp and national sales director Joe Berger actively participating.

Schaffer noted that the Kapp district sales managers now spend a full week in each town they hit, instead of one day, since this policy inaugurated last year proved so successful.

Country & Western was discussed extensively before the lunch break and Dave Kapp stressed that the company had never left off working in that field, with his own personal experience as a record man so heavily C&W-oriented. Paul Cohen, C&W director for Kapp, showed the new

Country Music Association film and outlined a general sales program highlighting the new country releases.

After luncheon at the Friars, there was a discussion of the expansion and contraction of the play lists of some top 40 stations, and a good deal of consideration given to the ultimate fate of the mono LP with much pro and con on the eventual elimination of the mono LP altogether. Schaffer stated his belief that the average record buyer will continue to buy mono out of years of habit. The question was posed of an eventual stereo hike creating two prices again, and generally discounted as improbable.

The Kapp men spent time in discussing at length the current market and formulated plans to continue singles and LP's for the ever-growing youth movement.

Before adjournment, plans for the forthcoming Kapp sales tour by top execs were outlined.

If This Is Not Your Copy Of CASH BOX

Then You Do Not Have Our

Information-Packed Annual Directory

Get One FREE

By Starting A Year's Subscription Now!



BEING RAIDED—Jim Valley, former member of Paul Revere & the Raiders, has been signed to an exclusive pact with Dunhill Records, both as a recording artist with the label itself, and as a composer-lyricist with the firm's affiliated pubbery, Trousdale Music. Shown in the photo above, (left to right) Dunhill's Marve Helfer, manager Billy James, Valley and label general manager Jay Lasker discuss future plans, which include an all-out promo campaign to build Valley into a major recording act.

According to Lasker, Dunhill is planning to place "an unlimited amount of money and promotional effort behind the new artist, not only because of the Company's belief in the hit potential of Valley's initial record, and the built-in acceptance from his previous fans, but also because of his great star-level personality and his outstanding capabilities as a writer and as a single artist."

The first release for Valley will be "Try, Try, Try," an original composition by the artist. The introductory single will be merchandised with a special color sleeve with biographical material and photos of the artist, Lasker said.

Valley and Dunhill's Marve Helfer start a nation-wide tour early in July, coinciding with the record release date, to meet with newspaper and magazine editors, deejays and distributors in such major markets as Philadelphia, Boston, New York, Baltimore, Washington, Cleveland, Detroit, Chicago and Pittsburgh.

He didn't write the song.
But he might well have
invented the phrase...

"SHOW BUSINESS"

LOU RAWLS



5491



IRMA THOMAS

CHEATER MAN

CHESS 2010

MAURICE & MAC

SO MUCH LOVE

CHECKER 1179

BOBBY MOORE

CHAINED TO YOUR HEART

CHECKER 1180

THE BYSTANDERS

ROYAL BLUE SUMMER SUNSHINE DAY

CHESS 2007

TOMMY TUCKER

I'M SHORTY

CHECKER 1178

CHESS
RECORDS



RADIO ACTIVE CHARTS

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO JUNE 28, 1967)

| % OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK | TITLE | ARTIST | LABEL | TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE |
|--|---|--------|-------|--|
| 48% | With A Girl Like You—Young Rascals—Atlantic | | | 48% |
| 47% | I Like The Way—Tommy James & Shondells—Roulette | | | 91% |
| 42% | Joy—Mitch Ryder & Detroit Wheels—New Voice | | | 77% |
| 40% | The Happening—Herb Alpert & Tijuana Brass—A&M | | | 40% |
| 39% | There Goes My Everything—Engelbert Humperdinck—Parrot | | | 96% |
| 37% | To Love Somebody—Bee Gees—Atco | | | 37% |
| 35% | Your Unchanging Love—Marvin Gaye—Tamla | | | 70% |
| 34% | Mammy—Happenings—B. T. Puppy | | | 34% |
| 31% | Somebody Help Me—Spencer Davis Group—United Artists | | | 79% |
| 30% | Chapel In The Moonlight—Dean Martin—Reprise | | | 67% |
| 28% | Show Business—Lou Rawls—Capitol | | | 75% |
| 26% | Let The Good Times Roll—Bunny Sigler—Cameo | | | 60% |
| 25% | Mr. Pleasant—Kinks—Reprise | | | 47% |
| 23% | Love Me Tender—Percy Sledge—Atlantic | | | 91% |
| 22% | Soothe Me—Sam & Dave—Stax | | | 58% |
| 21% | Take Me (Just As I Am)—Solomon Burke—Atlantic | | | 21% |
| 20% | Silence Is Golden—Tremeloes—Epic | | | 99% |
| 19% | Come Back—Bobby Vee—Liberty | | | 27% |
| 17% | For Your Love—Peaches & Herb—Date | | | 97% |
| 16% | Hypnotized—Linda Jones—Loma | | | 35% |
| 15% | Out & About—Tommy Boyce & Bobby Hart—A&M | | | 49% |
| 14% | Good Time Feeling—Yellow Balloon—Canterbury | | | 23% |
| 13% | Washed Ashore—Platters—Musicor | | | 33% |
| 12% | White Rabbit—Jefferson Airplane—RCA | | | 99% |
| 11% | Pictures Of Lily—The Who—Decca | | | 31% |
| 10% | City Of Windows—Stephen Monahan—Kapp | | | 10% |
| 10% | Jackson—Nancy Sinatra & Lee Hazelwood—Reprise | | | 98% |
| 10% | Give Me Time—Dusty Springfield—Philips | | | 63% |

LESS THAN 10% BUT MORE THAN 5%

Total % To Date

| | | |
|--|---|--|
| Don't Let The Rain Fall Down On Me Critters (Kapp) 9% | Groovy Summertime Love Generation (Imperial) 25% | Hey Grandma Moby Grape (Columbia) 8% |
| You Were On My Mind Crispian St. Peters (Jamie) 35% | Morning Glory Days Pleasure Fair (UNI) 17% | Society's Child Janis Ian (Verve/Folkway) 67% |
| I'll Do It For You Toussaint McCall (Ronn) 8% | My World Fell Down Sagittaris (Columbia) 21% | Bluebird Buffalo Springfield (Stax) 7% |

About The Will-O-Bees...

From the Bill Gavin report:

“...watch for Date to re-release their original.”

From Date Records:

“...re-release immediately the ORIGINAL version of the Screen Gems Music Publishing Co. HIT...”

“Shades of Gray”²⁻¹⁵⁴³

by

The Will-O-Bees

Lyrics vital for today's market.
A powerful reading of an important song.

 date

A Dunwich Production for Screen Gems—
Columbia Supervision—Bill Traut

© "DATE", MARCA REG. MADE IN U.S.A.

More Atlantic Gold

NEW YORK—Atlantic-Atco has continued its gold record streak with Arthur Conley's "Sweet Soul Music" on Atco. The disk has been certified by the RIAA as a million seller.

This marks the eighth gold record earned during June 1967 by Atlantic-Atco. The other million sellers were: Aretha Franklin's "Respect" and "I Never Loved A Man (The Way I Love You)"; the Young Rascals' "Groovin'"; Booker T. & the MG's "Green Onions"; Mr. Acker Bilk's "Stranger On The Shore"; and two LP's with one million dollars in sales: Aretha Franklin's "I Never Loved A Man The Way I Love You" and Mr. Acker Bilk's "Stranger On The Shore."

From the Paramount Picture

BAREFOOT IN THE PARK

NEAL HEFTI (Dot)

From the Paramount Picture

ALFIE

DIONNE WARWICK (Scepter)

From the Paramount Picture

"OH DAD, POOR DAD"

ONE LITTLE GIRL AT A TIME

ED AMES (RCA Victor)

(One Afternoon On)

CARNABY STREET

THE TAPESTRY (Compass)

OUT OF NOWHERE

FRANK IFIELD (Hickory)

HOLLYWOOD WHEELS

KEN ROGERS (National)

FAMOUS MUSIC CORPORATION

1619 BROADWAY, N.Y.C.

From the Paramount Picture

EL DORADO

NELSON RIDDLE (Epic)

JACK BARLOW (Epic)

KEN ROGERS (National)

I'M INDESTRUCTIBLE

JACK JONES (Kapp)

LITTLE BY LITTLE AND BIT BY BIT

RAY CHARLES SINGERS (Com'd)

ENSIGN MUSIC CORPORATION

1619 BROADWAY, N.Y.C.

VITAL STATISTICS

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

#62 WITH A GIRL LIKE YOU (2:46)

Young Rascals
Atlantic Records #2424
1841 Broadway, N.Y., N.Y.
PUBLISHER: Slacsar (BMI)
c/o Steingarten, Wedeen &
Weiss, 444 Madison Ave., N.Y.
WRITERS: Brigati & Cavaliere
ARRANGERS: Reif Mardin &
Felix Cavaliere
FLIP: "It's Love"

#66 I LIKE THE WAY (2:42)

Tommy James & The Shondells
Roulette Records #4756
1631 Broadway, N.Y., N.Y.
PRODUCER: R. Cordell B. Gentry
1631 Broadway, N.Y., N.Y.
PUBLISHER: Patricia Music (BMI)
1631 Broadway, N.Y., N.Y.
WRITER: Cordell
ARRANGER: Jimmy Wisner
FLIP: ("Baby) Baby I Can't
Take It No More"

#68 THE HAPPENING (2:25)

Herb Alpert & Tijuana Brass
A&M Records #860
1416 N. La Brea, Hollywood, Calif.
PRODUCER: Herb Alpert (A&M)
PUBLISHER: Jobete Music (BMI)
2648 W. Grand Blvd., Detroit, Mich.
WRITERS: Holland—Dozier—
Holland—DeVol
ARRANGER: Herb Alpert
FLIP: "Town Without Pity"

#84 I CAN'T SEE NOBODY (2:55)

Bee Gees
Atco Records #6503
1841 Broadway, N.Y., N.Y.
PRODUCER: Robert Stigwood—
Ossie Byrne
PUBLISHER: Nempor (BMI)
221 West 57th St., N.Y., N.Y.
WRITERS: R. Gibb—B. Gibb
FLIP: "Close Another Door"

#87 CITY OF WINDOWS (2:25)

Stephen Monahan
Kapp Records #835
136 E. 57th St., N.Y., N.Y.
PRODUCER: Charles Green—Brian
Stone—York Pala Prod.
7715 Sunset Blvd.
Hollywood, Calif.

PUBLISHER: Ten-East Music (BMI)
7715 Sunset Blvd.
Hollywood, Calif.
WRITERS: Monahan—Lazaros
ARRANGER: Don Peake
FLIP: "Lost People"

#89 MAMMY (2:45)

The Happenings
B. T. Puppy Records #530
c/o Jubilee
1790 Broadway, N.Y., N.Y.
PRODUCER: Bright Tunes Prod.
1697 Broadway, N.Y., N.Y.
PUBLISHER: Bourne
136 W. 52nd St., N.Y., N.Y.
Donaldson, 132 S. Rodeo Drive,
Beverly Hills, Calif.
Warock, 39 W. 54th St., N.Y., N.Y.
(ASCAP)
WRITERS: Donaldson—Lewis—Young
ARRANGER: Herb Bernstein
FLIP: "I Believe In Nothing"

#92 I'LL DO IT FOR YOU (2:43)

Toussaint McCall
Ronn Records #9
728 Texas, Shreveport, La.
PRODUCER: Scotty Moore
Music City Records
821 19th Ave., Nashville, Tenn.
PUBLISHER: Su-Ma (BMI)
728 Texas, Shreveport, La.
WRITER: McCall
ARRANGERS: Moore-McCall
FLIP: "The Toussaint Shuffle"

#93 COME BACK WHEN YOUR GROWNUP

(2:16)
Bobby Vee
Liberty Records #55964
6920 Sunset Blvd., Hollywood, Calif.
PRODUCER: Dallas Smith (Liberty)
PUBLISHER: Painted Desert Music
(BMI)
c/o Shapiro-Bernstein
1777 N. Vine St., Hollywood, Calif.
WRITER: Martha Sharp
ARRANGER: William Hood
FLIP: "Swahili Serenade"

#94 BLUEBIRD (1:59)

Buffalo Springfield
Atco Records #6499
1841 Broadway, N.Y., N.Y.
PRODUCER: York-Pala Prod.
7715 Sunset Blvd., Hollywood, Calif.

PUBLISHER: Ten East Springalo (BMI)
7715 Sunset Blvd., Hollywood, Calif.
Cotillion (BMI)
1841 Broadway, N.Y., N.Y.
WRITER: Stephen Stills
FLIP: "Mr. Soul"

#97 HEY GRANDMA (2:37)

Moby Grape
Columbia Records #44174
51 West 52nd St., N.Y., N.Y.
PRODUCER: David Rubinson
PUBLISHER: After You Pub. Co.
(BMI)
1725 Washington St.,
San Francisco, Calif.
WRITERS: J. Miller & D. Stevenson
FLIP: "Come In The Morning"

#98 GOOD FEELIN' TIME (2:19)

Yellow Balloon
Canterbury Records #C-513
9000 Sunset Blvd.,
Los Angeles, Calif.
PRODUCER: Yodar Critch
118 S. Weatherly,
Los Angeles, Calif.
PUBLISHER: Teenie Bopper Music
(BMI)
c/o James H. Ford
9076 St. Ives, Beverly Hills, Calif.
WRITERS: Don Grady—Gary Zekley
ARRANGER: Don Grady
FLIP: "I've Got A Feeling For Love"

#99 DON'T LET THE RAIN FALL DOWN
ON ME (2:43)

Critters
Kapp Records #838
136 East 57th St., N.Y., N.Y.
PRODUCER: Anders—Poncia (Kama
Sutra Prod.)
1650 Broadway, N.Y., N.Y.
PUBLISHER: Uganda Music (BMI)
WRITER: James Ryan
ARRANGER: Artie Butler
FLIP: "Walk Like A Man Again"

#100 GROOVY SUMMERTIME (2:22)

Love Generation
Imperial Records #66243
1556 N La Brea, Hollywood, Calif.
PRODUCER: Tommy Oliver (Imperial)
PUBLISHER: 4 Star Music (BMI)
9220 Sunset Blvd.,
Los Angeles, Calif.
WRITERS: Keith Colley—Tom Bahler
& Dick Ross
FLIP: "Playin' On The Strings On
The Wind"

Atlantic Sales Convention Set For July 6 In Miami

NEW YORK—The Atlantic-Atco sales convention kicks off at the Diplomat Hotel in Miami on Wednesday night, July 6. Convention will run through Saturday, July 8th with new LP product previewed for distributors on Friday, July 7th. The firm will introduce thirty-two (32) new albums at the convention including seven new jazz LPs on Atlantic, eight Atlantic pop releases, a new spiritual LP on Atlantic, and five Stax LPs. On the Atco label there will be nine new pop releases and two new releases on Volt. Several key new singles will also be previewed at the meeting.

Attending the convention will be Atlantic executives Ahmet Ertegun, Jerry Wexler, Nesuhi Ertegun, Bob Kornheiser, Len Sachs, Henry Allen, Juggy Gayles, Tom Dowd and Atlantic's field staffers Doug Cox, Ralph Cox, Joe Galkin, Gunter Hauer, Herb Kole, Dick Kline, Leroy Little and Arnold Theis. Frank Fenter, Atlantic label manager at Polydor Records in London is flying in for the convention.

Jim Stewart, head of Stax-Volt will be there as well as Stax-Volt promotion head, Al Bell. Producers of many of the labels associated with Atlantic will also be there including Rick Hall (Fame Records), Quin Ivy (South Camp and producer of Percy Sledge), Shadow Morton (producer of the Va-

ATCA Holds Seminar On Tape Cartridge

NEW YORK—At a dinner-seminar at the Waldorf-Astoria Hotel sponsored by the American Tape Cartridge Association on Tuesday, June 27, the leaders of the tape cartridge industry congregated to discuss the problems involved in spreading their product's message to the consumer.

George Esch, who was instrumental in the development of the tape cartridge, gave a brief rundown of the history of the product. He noted that Ray Rand, executive director of ATCA, aided in the production of the tape cartridge, and contributed constructive criticism at the time. RCA entered the field, citing its need for 1200 feet of tape on a continuous loop that would play for an hour. Later tape was used for background music and in the broadcasting industry. In 1960 or '61, Esch recalled, Earl Muntz got the tape cartridge started in the auto industry. It

nilla Fudge), Dick Simpson (producer of Atlantic's spiritual albums), and Ollie McLaughlin (Karen and Carla Records).

All Atlantic-Atco distributors from coast to coast will be present. Executives from Atlantic-Atco's Canadian distributor, Quality Records, will also attend the sales meeting. The Bee Gees are flying in to meet the Atco distributors at the convention.

Phil Ochs To Make Only One Summer PA In NY

NEW YORK—Topical song writer/singer Phil Ochs, who is currently in L.A. working on his first LP for A&M Records, will appear at the Rheingold Festival in Central Park on June 7. This will be his only concert in New York this summer. Ochs will return Oct. 1 for his third one-man concert at Carnegie Hall.

was Bill Lear, Esch stated, who sold Ford and RCA on the new product.

Ray Rand subsequently defined the nature of ATCA. ATCA, he said, cuts across all branches of the tape cartridge and associated industries. ATCA is "a need mechanism."

Jim Russell, director of marketing for Craig Panorama, emphasized the "cohesive element" necessary for the success of the tape cartridge. He focused on the importance of sales. "We are sound packagers," he said. "We're in the pleasure business." Russell also remarked on the educational responsibility inherent in the fledgling tape industry.

Jack Cummings, president of Universal Tape Decks, stated that "it is time to educate the consumer." He pointed out that the tape cartridge business was in direct competition with the record industry, and he stressed the need for a cooperative venture free of internecine squabbling.

Chris Montez has never failed *

CHRIS MONTEZ · FOOLIN' AROUND

B/W DINDI (JIN-JEE) A&M 855



***In your charts you know he's right**



LOOKING AHEAD

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

- | | | | |
|--|--|---|--|
| <p>1 MARTA (EB Marks—BMI) Bachelors (London 20027)</p> <p>2 YOU KEEP ME HANGING ON (Jobete—BMI) Vanilla Fudge (Atco 6495)</p> <p>3 OMAHA (After You—BMI) Moby Grapes (Columbia 44173)</p> <p>4 BROWN EYED GIRL (Web IV—BMI) Van Morrison (Bang 545)</p> <p>5 OUT OF NOWHERE (Famous—ASCAP) Frank Ifield (Hickory 1454)</p> <p>6 FINCHLEY CENTRAL (Southern—ASCAP) New Vaudeville Band (Fontana 1589)</p> <p>7 I'M ALL EARS (Gallico—BMI) Los Bravos (Press 60004)</p> <p>8 MORE MORE OF YOUR LOVE (Jobete—BMI) Bob Brady & Concord (Chariot 101)</p> <p>9 SLIPPIN' & SLIDIN' (Venus—BMI) Willie Mitchell (Hi 2125)</p> <p>10 HAPPY (Unart—BMI) Sunshine Company (Liberty 66247)</p> <p>11 UP, UP & AWAY (Johnny Rivers—BMI) Johnny Mann (Liberty 55972)</p> <p>12 HAPPY (Unart—BMI) Blades Of Grass (Jubilee 5582)</p> | <p>13 APPLES, PEACHES & PUMPKIN PIE (Phil Stcox, Act III—BMI) Jay & Techniques (Smash 2086)</p> <p>14 A THOUSAND SHADOWS (Neil Purple—BMI) Seeds (GNP Crescendo 394)</p> <p>15 ALL'S QUIET ON WEST 23RD (T.M.—BMI) Jet Stream (Smash 2095)</p> <p>16 DR. DO-GOOD (Pomona—BMI) Electric Prunes (Reprise 594)</p> <p>17 CREATORS OF RAIN (Forgiveness—BMI) Smoke & His Sister (Columbia 43995)</p> <p>18 THE JOKERS (Shamley—ASCAP) Peter & Gordon (Capitol 5919)</p> <p>19 SO SWEET MARTHA LORRAINE (Joyful, Wisdom—BMI) Country Joe & The Fish (Vanguard 35052)</p> <p>20 KATHERINE (Pronto, Milky Way—BMI) Ben E. King (Atco 6493)</p> <p>21 ONLY LOVE CAN BREAK A HEART (Arch—ASCAP) Margaret Whiting (London 108)</p> <p>22 HEAVEN AND HELL (Miller—ASCAP) Easy Beats (United Artists 50187)</p> <p>23 MORNING GLORY DAYS (Artemis—ASCAP) Pleasure Fair (Uni 55016)</p> <p>24 IT AIN'T HAPPENED (Burdette—BMI) Springfield Rifle (Jerden 815)</p> | <p>25 SHE MAY CALL YOU UP TONIGHT (World United—BMI) Left Banke (Smash 2097)</p> <p>26 39-21-46 SHOPE (Mimit—BMI) Showmen (Momit 32007)</p> <p>27 DEVIL'S ANGELS (Dijon—BMI) Arrows (Tower 341)</p> <p>28 BRAMBLE BUSH (Leo Feist—ASCAP) Trini Lopez (Reprise 0596)</p> <p>29 THE GREATEST LOVE (Lowery—BMI) Billy Joe Royal (Columbia 44103)</p> <p>30 IT'S THE LITTLE THINGS (Chris Marc, Cotillion—BMI) Sonny & Cher (Atco 6486)</p> <p>31 KEEP ON RUNNING (Essex—ASCAP) Telstars (Columbia 44141)</p> <p>32 SELF EXPRESSION (Rambled—BMI) Lou Christie (Columbia 44177)</p> <p>33 AGENES ENGLISH (Su-Mo—BMI) John Fred (Paula 273)</p> <p>34 I STAND ACCUSED (OF LOVING YOU) (Bob Yarcy Piote—BMI) Glores (Date 1553)</p> <p>35 TRY IT (Blackwood—BMI) Standells (Tower 310)</p> <p>36 BABY I LOVE YOU (Ragmar—BMI) Howard Tate (Verve 10525)</p> <p>37 LOVE IS (Unart—BMI) Bobby Goldsboro (United Artists 50138)</p> | <p>38 PEARL TIME (Polaris John L.—BMI) Andre Williams (Sport 4105)</p> <p>39 LIZBETH PEACH (Dandelion—BMI) Terry Knight (Cameo 62467)</p> <p>40 I'D RATHER GO TO JAIL (Saturday—BMI) Mitch Ryder (New Voice 824)</p> <p>41 YOU MAKE ME FEEL LIKE SOMEONE (Sea Lark—BMI) Babies (Dunhill 4085)</p> <p>42 MORE AND MORE (Sunbeam—BMI) Andy Williams (Columbia 44202)</p> <p>43 I COULD BE SO HAPPY (Sid-Lee—BMI) Magnificent Men (Capitol 5905)</p> <p>44 SO SHARP (Routeen—BMI) Dyke & Blazers (Original Sound 69)</p> <p>45 NIGHT OWL (Blackwood—BMI) Flying Machine (Rainy Day 8001)</p> <p>46 LOVIN' SOUND (M. Witmark & Son—ASCAP) Ian & Sylvia (MGM 13686)</p> <p>47 IT COULD BE WE'RE IN LOVE (Destination—BMI) Cryin' Shames (Columbia 44191)</p> <p>48 AND I DON'T WANT YOUR LOVE (Hill Range—BMI) Keepers of the Light (Steed 701)</p> <p>49 FOR ALL WE KNOW (Cromwell—ASCAP) Spinners (Motown 1109)</p> <p>50 YOU AIN'T READY (Emalou—BMI) Lou Courtney (Riverside 4591)</p> |
|--|--|---|--|

"ANGEL of the MORNING"

evie sands

CAMEO 475



CAMEO PARKWAY RECORDS
250 WEST 57th STREET, NEW YORK, N.Y. 10019

A TAYLOR-GORGONI
PRODUCTION



TRULY
RIGHT
THE TEDDY BEAR'S PICNIC
DIRTY BAND

TRULY RIGHT b/w
THE TEDDY BEAR'S PICNIC

55982 "Come on over to the Liberty Side"





RECORD REVIEWS

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

Pick of the Week

THANK THE LORD FOR THE NIGHT-TIME (2:55) [Tallyrand, BMI]
NEIL DIAMOND (Bang 547)

Neil Diamond should have another winning deck on his hands with this driving, thumping, rhythmic, pounding venture entitled, "Thank The Lord For The Night-Time." The side is a strong contender for spins and sales aplenty and is likely to get a lot of exposure. No information available on the flip side at this time.

DARLING BE HOME SOON (3:08) [Faithful Virtue, BMI—Sebastian]
HELLO SUNSHINE (2:20) [Argent, BMI—Darin]
BOBBY DARIN (Atlantic 2420)

Here's another winning stand from Bobby Darin, this one the John Sebastian-penned "Darling Be Home Soon." Another fine vocal effort from the songster on this chartbound side. On the flip, Darin comes up with a happy-go-lucky, old-timey self-penned called "Hello Sunshine."

MY MAMMY (2:45)
[Bourne, Donaldson, Warock, ASCAP—Donaldson, Lewis, Young]

I BELIEVE IN NOTHING (2:30)
[Bright Tunes, BMI—Margo, Margo, Medress, Siegel]

HAPPENINGS (B. T. Puppy 530)

Just coming off their "I Got Rhythm" smash, the Happenings should have no trouble conquering the charts again with "My Mammy." Side is a highly infectious, full-harmonied finger-snapper with unlimited potential. "I Believe In Nothing" is a blues-oriented toe-tapper.

IT'S A HAPPENING WORLD (2:34)
[Screen Gems, Columbia, BMI—Mann, Weil]

HOW NICE? (2:55)
[Bright Tunes, BMI—Margo, Margo, Medress, Siegel]

TOKENS (Warner Bros. 7056)

"It's A Happening World" could easily put the tokens into the slot at the top of the charts. The side is a melodic, bouncy, summertime effort that should see plenty of spins and sales. On the other side, "How Nice?" offers syncopated, light-hearted sounds.

TIMELESS LOVE (2:18) [Gypsy Boy BMI—Sainte-Marie]

TWO FOR THE ROAD (2:00) [Northridge, 20th Century
ASCAP—Mancini, Bricusse]

ED AMES (RCA VICTOR 9255)

Buffy Sainte-Marie's "Timeless Love" might easily prove a chart topper for Ed Ames. The side is a rich, gentle ode to Love that should generate plenty of consumer reaction. On the other side, "Two For The Road" offers soft, lush, romantic sounds.

HAPPY AND ME (2:30) [Burdette, Shingle, BMI—Overman]

IF YOU LOVE HER, CHERISH HER AND SUCH (2:15)
[Sea Lark, BMI—Haber]

DON & GOODTIMES (Epic 10199)

"Happy And Me" might easily prove a chart-bound rocket for Don and the Goodtimes. The lid is a pulsing, pounding, dancable, good-time romp that is bound to find favor with the teens. The undercut holds a soft, bouncy, gentle romancer entitled, "If You Love Her, Cherish Her And Such."

I TAKE WHAT I WANT (2:12)

[East Cotillion, BMI—Porter, Hodges, Hayes]

SIXTEEN TONS (2:27) [American, BMI—Travis]

JAMES & BOBBY PURIFY (Bell 680)

This driving, wailing, thumping, up-beat, pulsing R&B workout entitled "I Take What I Want" offers all kinds of spins and sales potential and may well result in an upper chart berth for James and Bobby Purify. On the flip is a groovy reworking of Merle Travis' "Sixteen Tons."

Pick of the Week

LONESOME ROAD (2:27)
[Nathaniel Shilkret, Paramount, ASCAP—Shilkret, Austin]

WONDER WHO? (Philips 40471)

The Wonder Who? is back with another bouncy, light-hearted, falsetto treatment of a folksy ditty, this time it's entitled "Lonesome Road." The side should generate plenty of excitement and decorate many a turntable. No information on the flip side at this time.

CALIFORNIA UP TIGHT BAND (2:22) [Newkeys BMI—Hall]

LAST TRAIN TO CLARKSVILLE (2:28)
[Screen Gems-Columbia BMI—Boyce, Hart]

LESTER FLATT & EARL SCRUGGS (Columbia 44194)

There's a heap of good music in this latest effort from the incomparable Lester Flatt & Earl Scruggs. Titling the ditty "California Up Tight Band," the boys let loose with an infectious, loping effort that works a reversal on the while-back "Nashville Cats" romp. The flip is an excellent treatment of the Monkees' "Last Train To Clarksville."

I'LL SEE YOU IN THE SUMMERTIME (2:42)
[Beechwood BMI—D'Amato]

AND NOW YOU WANT MY SYMPATHY (2:48)
[Beechwood BMI—King, Geraci]

OUTSIDERS (Capitol 5955)

Looks like another Top 100 position is in store for the Outsiders via "I'll See You In The Summertime." Side here is a groovy, easy-swinging summer sound that should soon have the crew on the inside. "And Now You Want My Sympathy" is a thumpin' rocker.

COME BACK WHEN YOU GROW UP (2:16)
[Painted Desert, BMI—Sharp]

SWAHILI SERENADE (2:08)
[Ivan Tors, ASCAP—David, Arnold]

BOBBY VEE & STRANGERS (Liberty 55964)

Bobby Vee and the Strangers should be in for a long chart ride with this outing. Tabbed "Come Back When You Grow Up," the side is a touching, teen-slanted ballad that's sure to pile up heaps of spins and sales. On the back, Vee, minus the Strangers, offers a dreamy, mid-tempo effort called "Swahili Serenade," from the Paramount flick, "Africa-Texas Style."

MAKE ME BELONG TO YOU (2:32) [Blackwood BMI—Vera, Taylor]

THE WAY OF THE WORLD (2:16) [Paragon BMI—Shapiro]

HELEN SHAPIRO (Tower 346)

Helen Shapiro has been away from the scene for a long spell, but could get right back into the swing of things with "Make Me Belong To You." Lark does a nice job on this throbbing, rhythmic pulser. Give it a listen. "The Way Of The World" is a swinging blues stanza.

Newcomer Picks

WE'LL SING IN THE SUNSHINE (2:17)
[Lutercalia ASCAP—Garnett]

MAN SHE'S MINE (2:46) [Beechwood BMI—McNeil]

AARON McNEIL (Tower 344)

Aaron McNeil could easily win an upper chart-berth with this pulsing, rhythmic, melodic treatment of the couple-years-back Gale Garnett effort. The side should see plenty of spins and sales. On the flip, "Man She's Mine" offers steady, thumping, driving, R&B sounds.

SUMMERTIME BLUES (2:21) [Metric BMI—Cochran]

(SUCH A) BAD BOY (3:12) [Destination BMI—Butler]

YOUNG CHICAGOANS (Destination 636)

"Summertime Blues" should prove a fast moving vehicle for the Young Chicagoans. The lid is a driving, frantic, thumping, wailing, frenetic re-working of the oldie, and is likely to get plenty of spins and sales. On the flip, "(Such A) Bad Boy" offers strong, thumping, bouncy, rhythmic sounds.

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WESTERN UNION

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6/26/67

DENNIS GANIM
LIBERTY RECORDS
6920 SUNSET BL., LOSA

BOBBY VEE'S "COME BACK WHEN YOU GROW UP" IS DEFINITELY THE SUMMER RECORD OF 1967, THE HOTTEST PHONE ITEM AT THIS STATION. A LISTENER STRENGTH POLL SHOWED AN 8 TO 1 MAJORITY DUG THE RECORD. ANY STATION NOT ON THIS ONE IS MISSING THE GROOVE STONE SMASH. ALL THE WAY TO #1.

BWANA JOHNNY
MUSIC DIRECTOR WUBE RADIO, CINCINNATI

San Francisco

BILL GAVIN'S RECORD REPORT # 653
WEEKLY SUMMARY

June 23, 1967

Sleeper of the week: COME BACK WHEN YOU GROW UP-Bobby Vee (Liberty)
#1 sales in Spartanburg & Charlotte, now breaking in Pittsburgh and Cincinnati.



COME ON OVER TO THE LIBERTY SIDE

"COME BACK WHEN YOU GROW UP" # 55964



RECORD REVIEWS

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

Newcomer Picks

CHEROKEE STRIP (2:44) [American BMI—G.&T. Spencer]

YOU REALLY KNOW HOW TO HURT A GUY (2:12)
[Combine BMI—Owens, Parton]

BOB BECKHAM (Monument 1018)

This wild, gentle, light-hearted, sprightly, C&W-flavored, lilting, humorous novelty ditty called, "Cherokee Strip" offers plenty of spins and sales potential that might easily result in an upper chart berth for Bob Beckham. The flip holds a bluesy effort entitled, "You Really Know How To Hurt A Guy."

THE SWEETEST THING THIS SIDE OF HEAVEN (2:55)
[Blackwood BMI—McCoy]

LOVE ME BABY (2:28) [Blackwood BMI—McCoy]

CHRIS BARTLEY (Vando 101)

Chris Bartley should have little trouble landing himself a berth on the charts with this smooth, melodic, summertimey R&B romancer entitled, "The Sweetest Thing This Side Of Heaven." The flip holds a slow, shuffling, pulser by the name of "Love Me Baby."

COMIC STRIP (2:35) [Beechwood, BMI—Conly, Emlin, Flye, Ford, King]

EVERY SINGLE WORD (2:05)
[Beechwood, BMI—Conly, Emlin, Weissman]

LOTHAR & HAND PEOPLE (Capitol 5945)

"Comic Strip" might very well prove a fun-filled trip to the upper reaches of the charts for Lothar & the Hand People. The lid is a pleasant, bouncy, fantasy romp into the world of the printed picture. "Every Single Word" offers more from the same bag on the flip.

NICE GIRL (2:27) [MRC, BMI—Hodgkins]

DROP DOWN SOMETIME (2:07) [MRC, BMI—Hodgkins]

GRAINS OF SAND (Philips 40469)

The Grains Of Sand should have no trouble scoring with "Nice Girl." The side is a light-hearted, bouncy, up-beat, pulsing, melodic, summertime romp that is likely to stir up plenty of consumer reaction. On the flip, "Drop Down Sometime" offers driving, wailing sounds.

SUMMER IN NEW YORK (2:36) [Trousdale BMI—Sloan, Barri]

I LOVE YOU WHEN YOU'RE MAD (2:10)
[Trousdale BMI—Sloan, Barri]

IMAGINATIONS (Dunhill 4092)

"Summer In New York" could easily prove a powerhouse deck for the Imaginations, especially in this current season. The side is a light, bouncy melodic venture for the romance-minded. On the flip side, "I Love You When You're Mad" offers more light-hearted, bouncy, romantic stuff.

Best Bets

BLADES OF GRASS (Jubilee 5582)

● HAPPY (2:20) [Unart, BMI—Michaels, Gormann] Could be a lofty chart berth awaiting the Blades of Grass as a result of this pleasant summer sound. Deck gets a nice treatment and deserves a listen.

(B+) THAT'S WHAT A BOY LIKES (2:20) [Pimpernel, Jerome, BMI—B./S. Jerome] Another soft, appealing sound on the flip.

ORLONS (ABC 10948)

● KISSIN' TIME (2:35) [Reliance, ASCAP—Mann, Lowe] Keep close tabs on this buoyant, lively knee-slapper. It could be a chart-destined item for the Orlons.

(B+) ONCE UPON A TIME (2:23) [Jay-Wis, KMK, BMI—Jackson, Wisner, Renzetti] Dynamic thumper on this side.

FENWYCK (Challenge 59369)

● I'M SPINNING (2:01) [4-Star, BMI—Robinson] Here's a groovy, full-harmonied rock session that could chalk up a sky-high sales figure for Fenwyck. Don't let this one out of your sight.

(B+) MINDROCKER (2:57) [4-Star, BMI—L. & K. Colley] Solid, discotheque-styled rocker on the back.

MOUSE & TRAPS (Fraternity 989)

● YA YA (1:54) [Frost, BMI—Dorsey, Lewis, Robinson] A contagious, medium-paced finger-snapper, this one could stir up a considerable amount of consumer interest. Should be especially popular with the teen set.

(B+) CRYIN' INSIDE (2:32) [Sunnybrook, BMI—Stanley, Weiss] Fast-paced wooser over here.

Best Bets

ROSCOE ROBINSON (Wand 1161)

● I GOTTA KEEP TRYING (2:36) [Scoe, Flomar, BMI—Robinson] Here's a plaintive, hope-filled love ode that might well develop into a fast-selling item for Roscoe Robinson. Stay with it.

(B+) JUST A LITTLE BIT (2:52) [Scoe, Flomar, BMI—Womack] Energetic toe-tapper for the romantically inclined.

KELLY BROS. (Excello 2286)

● YOU PUT YOUR TOUCH ON ME (2:40) [English, BMI—Emerson] Look out for this feelingful, love-oriented R&B ballad. It could make it.

(B+) HANGING IN HERE (2:09) [Red Seal, BMI—Kelly, Crume] Powerhouse rock stand on this side.

MAURICE & MAC (Checker 1179)

● SO MUCH LOVE (2:59) [Screen Gems-Columbia, BMI—King, Goffin] A potent, emotion-filled romance item, this one could send Maurice & Mac high on the charts. Winning performance by the duo.

(B+) TRY ME (2:15) [Chevis, BMI—Mc Allister, Vaill, Simmons] Contagious shouter over here.

GLORIA LYNNE (Fontana 1594)

● I CAN'T STAND IT (2:28) [Saturn, Staccato, BMI—McAllister] Gloria Lynne could make an enviable amount of coin with this stirring blueser. Don't take your eye off it.

(B+) FOOLISH DREAMER (2:45) [Staccato, Maureen, BMI—Redd] Undercut is a sincere, rhythmic love effort.

JOHN DAVIDSON (Columbia 44210)

● IF YOU CAN PUT THAT IN A BOTTLE (2:31) [Meager, BMI—Meshel] Might be a chart spot on tap for this outing. Side is a catchy bouncer with an imaginative lyric. Ought to be watched.

(B+) IN THE SUNSHINE DAYS (2:09) [Miller, ASCAP—Kusik, Snyder, Pekenikes] Tuneful, nostalgia-filled rocker.

TEE C. BEE (Lodestone 1850)

● BY THE RIVER (Part I) (2:06) [Fordell, BMI—Elliott, Ford] This one is a down-to-earth blues session that could pile up a sizeable number of spins and sales for Tee C. Bee. Listen closely.

(B+) BY THE RIVER (Part II) (1:53) [Fordell, BMI—Elliott, Ford] Harmonica and organ treatment of the flip.

ORIGINAL HAUNTED (Jet 4002)

● MONA (2:26) [Diddley] This one could turn out to be a big noisemaker for the group. Side is a funky, low-down pulser with a highly contagious beat. Keep tabs.

(B+) I'M GONNA BLOW MY LITTLE MIND TO BITS (3:38) [Burgess] Slow-paced number for the romance-minded.

NERVOUS BREAKDOWN (Take 6 1001)

● I DIG YOUR MIND (1:50) [Adam Sean, BMI—Evans] The Nervous Breakdown could beat a path to the charts with this wild rock romancer. Deserves attention. No flip info available at this time.

FLOCK (Destination 635)

● TAKE ME BACK (2:35) [Go-Mo, ASCAP—Stanley] Could be a nice amount of chart action in the cards for the Flock via this session. Side is an insistent, hard-driving foot-stomper with a real groovy sound.

(B+) EACH DAY IS A LONELY NIGHT (2:15) [Destination, BMI—Glickstein, Canoff] Flip is a thumping blueser.

HUGH MASEKELA (UNI 55024)

● BABY, BABY, BABY (2:58) [Fourteenth Hour, Pronto, BMI—White, Franklin] Slow-moving, blues-toned love-ode could make national noise for Hugh Masekela. The chanter really puts a lot of feeling into this one. Watch it.

(B+) LILY THE FOX (2:33) [Cherio, BMI—Masekela] Strong, rhythmic instrumental on the back.

O. V. WRIGHT (Back Beat 583)

● HEARTACHES-HEARTACHES (2:52) [JEC, BMI—Bryant] O. V. Wright could grab a solid foothold on the charts with this emotion-packed sobber. Give it a spin.

(B+) TREASURED MOMENTS (1:58) [Don, BMI—Jamison] Soulful, medium-paced R&Ber with a steady beat.

SCAM CITY WATER-BOYS (ABC 10950)

● DEDICATED TO THE ONE I LOVE (3:00) [Trousdale, BMI—Pauling, Bass] Groovy instrumental version of the Mama's & Papa's recent hit. Could be a big one for the Scam City Water-Boys.

(B+) SCAM CITY TEENY BOPPER (2:44) [Parkland, ASCAP—McFarland] Another nice instrumental back here.

SOUL, INC. (Boss 9920)

● STRONGER THAN DIRT (1:58) [Rayco, BMI—Williams, Busha] Could be a considerable number of spins on tap for this pounding, driving foot-stomper. Amusing lyric spoofs a well-known TV commercial.

(B+) 60 MILES HIGH (2:43) [Brownsboro, SESAC—Young, Settles] Flip is a pulsating rock effort.

SPARKY & FRIENDS (Jubilee 5581)

● TOY BALLOONS (Part I) (2:07) [Heatherfield, BMI—Mure] Happy-go-lucky bouncer here. Should sell well for child artist Sparky and his Friends. Circus-type music in background adds to disk's appeal.

(B+) TOY BALLOONS (2:07) [Heatherfield, BMI—Mure] Same tune done Chipmunks-style.



along
comes
mary
and she
never
sounded
so good

**BAJA
MARIMBA
BAND**



862

B/W WALL ST. RAG



RECORD REVIEWS

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

Best Bets

PERCY MAYFIELD (Tangerine 9977)

● **LONG AS YOU'RE MINE** (2:52) [Tangerine, BMI—Mayfield] Here's a brisk-moving toe-tapper that could earn spins aplenty for this deck. Groovy vocal by Mayfield.

(B+) **HA HA IN THE DAYTIME, BOO HOO ALL NIGHT LONG** (3:00) [Tangerine, BMI—Mayfield] Persuasive blues item on the back.

ADAM'S APPLES (Brunswick 55330)

● **DON'T TAKE IT OUT ON THIS WORLD** (2:03) [Wanessa, BMI—Allen, Merrell] Brisk-moving, energetic advice-ode here. Could make it for Adam's Apples.

(B+) **DON'T YOU WANT ME HOME** (2:50) [Wanessa, BMI—Allen, Merrell] Feelingful love effort on the back.

MARCIA STRASSMAN (UNI 55023)

● **THE GROOVY WORLD OF JACK AND JILL** (2:18) [Duchess, BMI—Goldstein, Regan] Marcia Strassman might well have a winning item on her hands with this touching, poetic ballad. Moving effort by the lark. No information on the flip side available at this time.

AMBASSADORS (Sound Stage 2588)

● **THERE'S SOMETHING ON MY BABY'S MIND** (2:25) [Cape Ann, BMI—Orange, McDaniels] The Ambassadors could see plenty of action with this outing. Side is a slow, soul-filled R&B love-ode, loaded with chart and sales potential.

(B+) **IF YOU DON'T KNOW** (2:31) [Cape Ann, BMI—Orange, McDaniels] Rhythmic finger-snapper.

MIKE JONES GROUP (Jet 4001)

● **EACH AND EVERY DAY** (2:21) [Hugg] Might be a chart spot waiting for this groovy, danceable rock item. Watch it closely.

(B+) **FUNNY FEELING** (1:58) [Campelone] Flip is an another strong rocker.

JAMES ROYAL (Columbia 44127)

● **CALL MY NAME** (2:38) [Mills, ASCAP—Murphy, Klaeyen] This one is a stirring, feelingful romancer that could send James Royal high on the charts. Striking date.

(B+) **WHEN IT COMES TO MY BABY** (2:49) [Flomar, BMI—Simpson, Ashford] More in a similar vein over here

MARSHMELLOWS (Columbia 44159)

● **KNOT TIER** (1:58) [Spectorious, Marshmellows, BMI—Mocko] Don't take your eyes off this imaginative, mid-tempo love ballad. It could be a winner.

(B+) **JUST YOU AND I** (2:47) [Spectorious, Marshmellows, BMI—Anander] Strange-harmonized, tempo-changing item on this side.

SMOKEY AND HIS SISTER (Columbia 44207)

● **A LOT OF LOVIN'** (2:25) [Forgiveness, BMI—Smokey] Could be a lot of sales attention in store for Smokey and His Sister via this outing. Side is highly infectious melody rocker that might well find favor with the teen set.

(B+) **WOULD YOU COME HOME** (2:26) [Forgiveness, BMI—Smokey] Tender love ode back here.

ANGIE HESTER (ABC 10943)

● **THE BUMP STEP** (2:40) [Pamco, Rayven, BMI—Chase] Freaky but groovy item about a dance step. Angie Hester whispers the lyrics, while repeated rhythms in the background mesmerize the listener. Could happen.

(B+) **A KISS WILL HAVE TO DO FOR NOW** (2:37) [Cycles, Pamco, BMI—Chase] Ghostly love ode on this side.

PEARLS BEFORE SWINE (ESP—Disk 4554)

● **DROP OUT!** (2:40) [United International, ASCAP—Rapp] A groovy, highly inventive rock ballad, this one could do good things for the Pearls Before Swine. Watch it go.

● **MORNING SONG** (2:33) [United International, ASCAP—Rapp] On this side, the group offers a slow haunting item that might be destined for a place on the charts. Give it a spin.

BOBBY SCOTT (Columbia 44198)

● **WE'RE DOING FINE** (2:39) [Leatherneck, Wellmade, BMI—Ott] Bobby Scott could grab a sizeable chunk of airplay with this cheerful R&B bouncer. Chart material.

(B+) **ANOTHER STRANGE TOWN** (2:50) [TM, BMI—Young] Blues-toned rock effort on the back.

CLIMAX (Patti Platters 1025)

● **LOVE WILL FIND A WAY** (2:10) [Kama Sutra, BMI—Troy] Hope-filled, romance-oriented could excite the enthusiasm of a large teen audience. Deserves attention.

(B+) **TOGETHER BY MYSELF** (3:10) [Kama Sutra, BMI—Troy] This one is a forceful, tempo-changing love rocker.

JERRY LEE LEWIS (Smash 2103)

● **IT'S A HANG-UP BABY** (2:16) [Unart, BMI—Reeves] Jerry Lee Lewis could make a trip to the charts with this powerful, mid-tempo woe session. Watch it move.

(B+) **HOLDIN' ON** (2:59) [Screen Gems-Columbia, BMI—Barton, Dyson] Slower item in a similar vein.

EMPERORS (Brunswick 78019)

● **KARATE BOOGALOO** [Anteresgeo, BMI—Moss, Brown] Thumping, infectious rock effort with a steady beat. Might be a noisemaker for the Emperors. No information available on the flip side at this time.

Best Bets

CARL DOUGLAS & BIG STAMP- EDE (Okeh 7287)

● **SOMETHING FOR NOTHING** (2:33) [Millwick, BMI—Tubbs] Watch out for Carl Douglas & the Big Stampede to pull in a sizeable pile of coin with this funky, blues-toned finger-snapper. Rousing performance by the group.

(B+) **LET THE BIRDS SING** (2:53) [Millwick, BMI—Douglas] Undercut is an inventive, hand-clapping swinger.

VIC MIZZY & ORCH. (Tower 350)

● **THE CAPER OF THE GOLDEN BULLS** (2:57) [Jos. E. Levine, ASCAP—Mizzy] Vic Mizzy and His Orchestra could realize a lot of spins and sales with this tuneful, bouncy instrumental. Side is from the original motion picture soundtrack album of the same name.

(B+) **SAD SAM SAMBA** (1:41) [Jos. E. Levine, ASCAP—Mizzy] Contagious Latin-flavored instrumental on this side.

GROWING SOCIETY (Dunhill 4093)

● **JUST FOR FUN** (2:30) [Mr. Bones, Trousdale, BMI—Howe] Keep a close watch on this stirring, building instrumental. It could develop into a moneymaker for the Growing Society.

(B+) **THE RED FUZZ** (2:29) [Mr. Bones, Trousdale, BMI—Howe] Undercut is a strong, thumping rock instrumental.

TOMMY AMBROSE (Fontana 1592)

● **THEY DON'T GIVE MEDALS** (2:45) [Blue Seas, Jac, ASCAP—Bacharach, David] This moving, emotion-charged ballad might well prove to be a fast-moving item saleswise. Striking performance by Ambrose.

(B+) **CASINO ROYALE** (2:35) [Colgems, ASCAP—Bacharach, David] Catchy treatment of the title tune from the Columbia flick.

OSCAR HAMOD & MAJESTICS (U.S.A. 878)

● **SOULFINGER** (2:30) [East, BMI—King, Jones, Cunningham, Cauley, Caldwell & Alexander] Here's a groovy, powerhouse rock stand that could earn an enviable number of spins for Oscar Hamod & the Majestics. Bears watching.

(B+) **GOT TO HAVE YOUR LOVIN'** (2:35) [Destination, BMI—Hamod] Driving, danceable foot-stomper over here.

SIMON DUPREE (Tower 347)

● **RESERVATIONS** (2:32) [E. H. Morris, ASCAP—Albert, Hammond] This one is a fast-moving, free-wheeling finger-snapper that could stir up considerable consumer interest. Teen-age listeners especially should find this session to their liking.

(B+) **YOU NEED A MAN** (2:28) [Robbins, ASCAP—Smith, King] Potent, rhythmic romancer on the back.

JAMES DARREN (Warner Bros. 7053)

● **DIDN'T WE** (2:27) [Madelon, BMI—Webb] Look out for James Darren to make some sales noise with this melodious, romantic, blues-filled ballad. Side is a potential charter and should get a healthy amount of airplay.

(B+) **COUNTING THE CRACKS** (2:18) [Richbare, Ercolani, BMI—Glasser, Darren] Similar doings on the back.

TRUE BLUES TRAVELING DANCE BAND (Project 31315)

● **SING FOR YOUR SUPPER** (2:10) [Chappell, ASCAP—Rodgers & Hart] Steady good-times treatment of this tune from the Rodgers & Hart musical, "The Boys From Syracuse." Should sell well.

(B+) **THE WORLD IS WAITING FOR THE SUNRISE** (2:07) [Chappell, ASCAP—Seitz, Lockhart] Lively version of this years-back Les Paul and Mary Ford smash.

WAYNE NEWTON (Capitol 5954)

● **SUMMER COLORS** (2:38) [April, ASCAP—Meyer, Mann] Here's a cheerful, sunny bouncer that should please Wayne Newton's numerous devotees. A highly enjoyable performance.

(B+) **DREAM STREET ROSE** (2:11) [Mills, ASCAP—Stewart, Langley] Sentiment-filled toe-tapper on this side.

STILLROVEN (Roulette 4748)

● **SUNNY DAY** (2:20) [Bertram, BMI—Dean, Howarth] Could be big things in store for the Stillroven as a result of this session. Side is a spirited, full-bodied rock venture that deserves a careful listen.

(B+) **HEY JOE** (2:32) [Third Story, BMI—Roberts] On the back, the group lets loose with a wild, shouting foot-stomper.

MAC TRUQUE (Capitol 5951)

● **ALONG CAME LOVE** (2:08) [Four Star Television, BMI—Gordon] This one is a thumping, wailing love effort that might well pull in a nice slice of the pop sales action for the Mac Truque. Powerpacked outing from start to finish.

(B+) **MICKEY'S MONKEY** (2:50) [Jobete, BMI—Holland, Dozier, Holland] Rousing version of this frequently heard rock number.

BOBBY MOORE (Checker 1180)

● **CHAINED TO YOUR HEART** (2:20) [Kama-Sutra, BMI—Kaye, Schwartz, Donald] Bobby Moore could have a chart entry in his possession with this solid, thumping R&B. Watch it move.

(B+) **REACHING OUT** (2:45) [Fame, BMI—Penn, Oldham] This one is a pounding soul item about a guy who wants to get married and settle down.

**A Message of Gratitude
to All
Radio and TV Personalities
THANKS AGAIN, AGAIN & AGAIN
To All of You
From
All of US**



The Five Americans

We Appreciate So Much What
You Are Doing for Our

"SOUND OF LOVE"

Thanks for Making It Our
4th Big Chart Buster
and
Please Accept Our Appreciation
for What YOU Are Doing for Our
New Album Entitled

"WESTERN UNION"

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RECORD RAMBLINGS

NEW YORK:

Jazz guitarist, Larry Coryell is the subject of a cover story by Philip Elwood in the current issue of Jazz Magazine. That publication lists him as being among "the first wave of the love generation's contributions to jazz." The same feature also notes that the jazzmen of the '70's will probably have gotten their early experience in rock groups, as opposed to the current stand of Jazz musicians, who frequently paid their first dues with a down home R&B unit or blandly blowing around the country-club-band circuit.



MONIQUE VAN VOOREN



LOVIN' SPOONFUL



FRAN JEFFRIES



BEATLES



MARILYN MATTSON



BOBBY VINTON

Elektra's Steve Harris has just returned, with his wife Nicole and son Guy, from a 3-week sojourn to France. Having spent most of his time in and around the City of Light, Steve was greeted here by "Light My Fire" by the Doors.

The Doors have just completed a record shattering gig at Steve Paul's the Scene. . . . Liberty's Nitty Gritty Dirt Band is set for Fred Weintraub's Bitter End. . . . Every Mother's Son will play a concert with Dionne Warwick at Iona College and then splits for the coast. . . . Raun MacKinnon is set for a weekend gig at Patches' 20-Below in Timonium, Md. . . . Judy Collins and the Lovin' Spoonful just played a powerhouse night at the Forest Hills Tennis Stadium.

FLASH!!! Cash Box's own Marvin Goodman has returned from a 2-year gig with the U.S. Army.

Our East Coast Girl of the Week is Monique Van Vooren, who opened last week (26) with the St. Louis Municipal Opera Company's presentation of "Do I Hear A Waltz." Following that her summer will be taken up with summer stock and one nighters.

"Pray For Peace" is the title of the Rev. Charles K. Davis' current Sunset LP. Tom Rogan and Davis stopped up to the Cash Box offices for a visit last week.

Michael Goldstein has just returned from the coast where he attended the Monterey Pop Festival, as did Dominic Sicilia. . . . Rick Bolsom, of the Michael Goldstein office, was in Chicago last week for the NAMM convention. . . . During Dominic's absence, the Sicilia office was admirably handled by Eleanor Zadik.

There's a lot of activity at ESP-Disk. Chester Fox reports that the label has recently signed: Ivor Jerry Moore; Bruce Mackay & the Syrian Beehive; Sean Gagnier; Thelma Carpenter; Steve Miller's Blues Band; the Quicksilver Messengers; and the Holy Modal Rounders.

Off-quoted Nashville publicist Tandy Rice finally decided to visit Fun City and dropped up to the Cash Box offices while here.

Chad Mitchell is holding forth nightly at the Village Gate. . . . The Paul Butterfield Blues Band filled the Rheingold Festival July 30th on a double concert bill with the Charles Lloyd Quartet. . . . The Young Rascals/Len Chandler are set for two Rheingold concerts in Central Park on July 5th as are Phil Ochs/Spanky & Our Gang on July 7th. . . . The Vagrants played Newport this weekend.

Yes, that is an electronic organ on "A Whiter Shade Of Pale." The deck's producer, Denny Cordell, got that tone from careful experimenting with echo, Leslie speakers, baffles, and the like. Organist Matthew Charles Fisher of Procol Harum has most usually played under different conditions. . . . He's a student of classical organ at London's Royal Guildhall School of Music.

Pete Seeger played (along with many other folk musicians) at an open field folk fest in Garrison, N.Y. held by those residents (and interested parties) of the Hudson River Valley who want to promote the use of their river as something more pleasant than

a sewer. This includes the now almost forgotten pastime of sailing on the Hudson.

Fran Jeffries is shown relaxing in Monte Carlo after the first leg of an extensive European tour.

Phil Ochs sang his "I Ain't Marching Anymore" on the recent ABC-TV'er "Dissent Or Treason?"

Lester Flatt and Earl Scruggs, well known exponents of Bluegrass Music, have cut what looks like it may be a big pop/country/folk single for Columbia, it's called "The West Coast Up Tight Band." The ditty is a light-hearted examination of the influence C&W music has had on the current pop scene. The side is decorated by extremely good guitar and banjo work and sports a keen brand of humor throughout. The side is a reversal on the Lovin' Spoonful's "Nashville Cats" while-backer. The flip is a Bluegrass treatment of "Last Train To Clarksville."

Epic's Tremeloes have arrived in the United States. First on their agenda was a series of interviews in New York and then a trip to Ohio.

TRO's Al Brackman is planning to sail his Trident sloop up Long Island Sound to Newport for the Folk Festival.

MGM's Sol Handwerker reports sizable reaction to a new deck by Marvin's Circus entitled, "Come To Me." The deck is reportedly getting a lot of play.

Lark Valeri Jay was Miss Metropolitan in the Miss New York World Beauty Pageant held June 30th over WPIX-TV-New York. She is pacted to MGM.

Davie Allan & the Arrows' "Blues Theme" is, according to Hugh Dallas and Sal Licata, "number-one for the second week in Detroit and is breaking fast in Chicago, Baltimore, Washington, and Cleveland."

The Department of the Army recently presented silver trays to both Ray Charles and James Brown for their "voluntary contribution to the morale" of overseas-bound troops stationed at Ft. Eustis, Va. A horde of artists have donated their time for the troops at Ft. Eustis thus far, and all are being sent similar tokens of appreciation. Charles and Brown, whose acts have proven to cause the most excitement at the base, were the only ones to be presented the awards in person. As an interesting sidelight to the voluntary appearances at the base, the Army has been picking up the tab only for meals and transportation, but, in the case of Cadet's Ramsey Lewis, the popular

jazzman wouldn't even accept transportation costs from the Army. He footed the whole bill for he and his band by himself.

HOLLYWOOD:

Now that we've established an irrefutable fact that not one of the Beatles was anywhere near the Monterey fair grounds during that three day cycle of variegated vibratos and musical merriment (not even Keith Allison was there!) we can once again return to untangling the marvelous mystery of exactly how many cavities it takes to fill Albert Hall.

Liberty's Dick Peirce and Ed Barsky are both displaying new plaques in their respective offices, mementoes of the Charlie Barnet golf tournament in Palm Springs last week. . . . Bobby Vinton, following his successful engagement at the Copa in N.Y., is currently starring (along with Cathy King and Martha Val) at the Coconut Grove—booked for three weeks. . . . Lou Rawls is set for Fairmont in San Francisco for a similar stint beginning July 20. . . . Michael Rye tapped by "producer" Jack Levy of Liberty to narrate the special convention film for the label.

We've just been assigned the task of "judging" the I. Magnin-20th Century Fox contest on the music biz. Open to gals (15-18) in four states, they'll be offering, in 250 words or less, "What Music Means To Me." Winners get a date with the David, 20th's new hopes (current single "People Seeing, People Saying"). A&R director Jackie Mills will chaperone.

"West Coast Girl of the Week" is 18 year old, blonde haired, blue eyed Marilyn Mattson whose first single on Allied is "You Cheated" b/w "He Means So Much To Me." Marilyn has recently been cast for the lead in two forthcoming films—"Man Of The Mountain" starring Fabian and "Fear Town," both Allied Studio productions.

Incidentally, John Wegner, v.p. of Allied Records Company on East 57th in L.A., notes that his firm and affiliates do not have any association with the Allied Record label which released the Mattson and the Flower Children disks a few weeks ago. That firm is located at 4376 Sunset Drive.

July 6 is the booking date for the Animals at the Whiskey-A Go-Go (new spelling for the nitery) with Johnny Rivers and the 5th Dimension set for July 20. . . . H. B. Barnum's new Capitol single ("Searchin' for My Soul") was composed by producer Dave Axelrod with lyrics by Ben Raleigh. . . . Greene-Stone's newest uncovers are The Cake, a trio of teenage dolls. None has ever performed professionally before.

Norm Geller will be John Gary's pianist-conductor during his engagement at the Grove beginning July 8—Geller also backed Ed Ames at the Westside Room recently. . . . Takeo Hori, manager of the Spiders (Japan's top group), in L.A. this week to promote "Sad Sunset," their million seller in Japan.

Marty Paich in London this week to arrange and conduct Sammy Davis' "Dolittle" LP for Reprise. . . . A note

from Bob Leonard at Leonard Artists which reads, "It is most unusual to me that a group, Moby Grape, is being promoted to such a great extent by Columbia Records without any mention of the fact that Peter Lewis is Loretta Young's son. Is there any reason to keep this a secret?" Our reply—"please check with Columbia, Peter and Loretta and then let us know."

Currently Popping along the Pacific: "Happy" by the Sunshine Co. (Imperial) in San Francisco, "Hey Grandma" by the Moby Grape (Columbia) in San Diego, "The Happening" by Herb Alpert and the TJB (A&M) in

L.A. and "For Your Love" by Peaches and Herb (Date) in Seattle.

Beatles next single titled "Love Is All You Need." . . . Possible single (based on early reports from jocks), from the new Yellow Balloon LP on Canterbury, is "Can't Get Enough Of Your Love."

CHICAGO:

Just Rita's "Lullaby" single on Barrington label is garnering heavy airplay and sales along the eastern seaboard, according to Bill Simonini and Eva Dolin. . . . THE WILD SOUND: Roy Bourke, of Smash Records, revealed last week that Barney Pipp, the rapid-fire deejay at WCFL, just waxed a trumpet solo deck (wild!!) titled "You Can't Sit Down" with the Roving Kind (Smash). . . . Friend Sig Sakowicz (WGN, WGN-TV and WTAQ Radio & TV, will again emcee the Fourth of July Extravaganza in Soldier Field. His son Gregory will recite the Pledge of Allegiance. . . . RCA's Leslie Miller makes the deejay circuit in Windy City, July 6&7 to promote her latest, "Teach Me To Love." . . . Happy folks George Leaner and Annie du Conge, at One-Derful Records, are flippin' over the hefty action on Otis Clay's newie, "That's How It Is (When You're In Love)" One-Derful (!). . . . Mister Kelly swings into summer with the spirited song stylings of Chad Mitchell, July 16, according to our favorite host George Marienthal. Supplying the backup music are the Larry Novak Trio and the Dick Reynolds Trio. . . . Comin' up at the Regal Theater, July 7, will be Duke Records star Bobby Bland, Junior Walker and the All Stars, Freddie Scott, The Elgins, The Malabus, Vi Campbell and Brenda and the Tabulations, according to Hank Schwab. . . . Columbia Records' Rhetta Hughes and Tenison Stephens skedded a series of concerts in the Meadows Club, commencing July 6 (thru 9), also featuring the Abstractions (Barbra and Ben Farnandis), with Arlington Davis on drums, Dave Van Arsdale, bass; and the inimitable Tenison Stephens at the piano. . . . Genial Lenny Garmisa, of Garmisa Records Distribs, boasts the kind of golf scores we all wish we could attain. Lenny has been one of the better golfers in these parts for all these many years. . . . Lovely flack Audri Adams infos that Blackie Nelson and the Personalities open the Cantina of the posh Continental Plaza Hotel, July 10, for four weeks. Also, Bob Carroll returns to the Consort for a four weeker.



RAVI SHANKAR



theme from

PATHER PANCHALI

b/w GAT KIRWANI #77871



RAVI SHANKAR



MONO LP PRICE INCREASE

In answer to retailer and one-stop requests, Cash Box is providing data on those labels which have announced price increases of their mono LP's to the level of stereo. This section should be detached and placed where it can inform consumers of the price rise. Additions will be made when they arise. Cash Box urges labels not represented, but which have made similar moves to bring their moves to our attention.

ABC (BluesWays, Dunhill, Jerden & Tangerine):

Effective Date: June 19; Comments: Elimination of Command mono line.

A&M:

Effective Date: June 5

ATLANTIC:

Effective Date: June 9

AUDIO FIDELITY:

Effective Date: July 1; Comments: All \$3.79 LP's are now \$4.79; "Best Of" series, formerly \$2.98, is now \$4.79.

CBS (Columbia, Epic, Date):

Effective Date: June 5

CAPITOL (Angel):

Effective Date: July 1; Comments: Rise applies to pop & classics, "W" series.

CHESS-CHECKER-CADET:

Effective Date: June 12; Comments: Chess Sermon and Checker Spiritual LP's not included.

DECCA (Coral, Brunswick, LHI):

Effective Date: July 7

DISNEYLAND:

Effective Date: June 12; Comments: DQ series retail at \$1.89 for mono or stereo; Storytellers, formerly \$4.79 stereo, now \$3.79 stereo; Vista Fantasound \$4.79 mono or stereo; soundtracks on Vista \$5.79 for mono or stereo.

ELEKTRA:

Effective Date: June 9; Comments: Except 300 series at this time.

KAPP:

Effective Date: July 1

LAURIE:

Effective Date: June 26

LIBERTY (World Pacific, Pacific Jazz, Minit, Dolton, Blue Note, Soul City, & Robert Rheims):

Effective Date: June 12

LONDON:

Effective Date: July 3

MGM:

Effective Date: June 9

MTA:

Effective Date: July 15

MUSICOR (Dynamo):

Effective Date: Immediately

ORIGINAL SOUND:

Effective Date: July 1

RCA (Colgems):

Effective Date: June 1

ROULETTE:

Effective Date: June 25

SCEPTER-WAND:

Effective Date: June 12; Comments: Hob gospel series not included.

TOWER:

Effective: July 1; Comments: Albums by Justin Wilson are recorded in mono only and have carried a list price of \$4.79.

WARNER BROS. (Reprise, Loma):

Effective: June 19; Comments: All albums designated "R," "W," as well as those designated "RS," "WS," and "LS," indicating single albums on WB, Reprise and Loma, will bear a suggested list of \$4.79; All albums designated as "F," "B," "FS," and "BS," will carry a suggested list of \$5.79.

Warners Acquires Three Major Soundtracks

BURBANK, CALIF.—J. K. Maitland, president of Warner Bros. Records, has disclosed the acquisition of sound track album rights to three major motion pictures, "The Bobo," "Camelot," and "Finian's Rainbow."

"The Bobo," starring Peter Sellers, Britt Ekland and Rossano Brazzi, with music composed by Francis Lai, is expected to be released early this fall in conjunction with the release of the film.

"Both 'Camelot' and 'Finian's Rainbow' will represent major promotional and exploitation efforts for the company," Maitland declared, "with 'Camelot' to be released by the record company in the fall of 1967, while 'Finian's Rainbow' is scheduled for early next year."

The company has organized an extensive sales promotion campaign in conjunction with its studio counterpart, with Warners geared to exploit

the music from "Camelot" starting October 1st

"Virtually every area of the broadcast media will be blanketed," said Maitland, "with copies of the sound track album scheduled for airing on AM, FM and college radio stations."

In addition, Warners will wage an intensive in-store display and merchandising program, backed up by advertising in trade and consumer media. An elaborate "Camelot" press kit is being designed, containing story synopsis, copies of the album, and stills from the film, for music business press as well as entertainment editors throughout the country.

"Warner Bros. expects to pre-sell the album well in advance of the release of the film," said Maitland, "with elaborate plans presently being made for saturation in each city in which the film plays."

Jubilee Announces Net Sales Figures

NEW YORK—Jerry Blaine, president and chairman, has announced that in the first six months (October, 1966 thru March, 1967) of its current fiscal year, ending September 30, 1967, Jubilee Industries attained net sales of \$3,035,508 and net income of \$181,283, equivalent to 31¢ per share based on 585,462 shares currently outstanding. No comparison with the previous similar period is available.

Here are the figures for the six months ended March 31, 1967: net sales—\$3,035,508; net income—\$181,283; earnings per share—31¢; shares outstanding—585,462. No provision for federal income tax is required on net income. The figure is subject to year-end audit.

During the year ended September 30, 1966, Jubilee Industries reversed three years of losses to show net income of \$41,231 on net sales of \$4,959,684



JUST A MINIT—Pictured here (from the left) are: Minit Records' topper Ed Wright and artist-producer Jimmy Holiday, in a confab relative to the "I Wanna Help Hurry My Brothers Home" single. According to Wright, the R&B deck is busting wide open in most major markets. Holiday cocleffed the tune and is the featured artist on the disk, which is "dedicated to our armed forces serving in Vietnam."

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Five Plus One—

The Fifth Dimension, in town to tape a Johnny Carson TV'er and play the Action House, holds Cash Box in its lap in this pic Standing (l. to r.) are: Ron Townson; Tom Rogan, Liberty promo man; Lamont McLemore; and Billy Davis. Seated (from left) are: Florence LaRue and Marilyn McCoo.



LOVE YEARS COMING



#758

Produced by Johnny Rivers



Slay To Produce Freddy Cannon Disks

BURBANK, CALIF.—Joe Smith, vice president and general manager of Warner Bros. Records has announced that all future Freddy Cannon recordings, a long-time recording artist for Warner Bros. Records, will be produced by Frank Slay.

The Freddy Cannon/Frank Slay combine is responsible for such singles as "Abigail Beecher," "Tallahassee Lassie," "Palisades Park," and "Way Down Yonder In New Orleans."

Smith said, "These two artists obviously have a comfortable working relationship and we are extremely anxious to put them back in the studio together."



PLATTER SPINNER PATTER

Sounds Of New Orleans notes with amusement and alarm the FCC's June 2 "fairness doctrine" letter to WCBS-TV-New York. The letter indicates that radio and TV outlets carrying cigarette commercials must also devote time to warning their listeners of the hazards of smoking. SONO views this as a dangerous precedent, and runs down some of the possible results of this interpretation of the "fairness doctrine." Manufacturers of hard liquor could demand free time on stations carrying beer and wine advertising. Since they, too, sell alcoholic beverages they are being discriminated against by not being able to buy time. On outlets running spots for Preparation H a situation could arise where masochistic sufferers who enjoy the pain and discomfort could demand equal time to extoll the joys of suffering from hemorrhoids. Atheists could demand equal time to answer to many religious broadcasts on the air. A bright morning man could say "It's a beautiful day today," and the station could be deluged with hung-over listeners wanting to declare it's a lousy day. Or there's the chance of an hour a week documentary from San Quentin extolling the virtues of crime. As one can see, the possibilities are endless.

WMCA-New York pedaled into summer on June 21 by launching its newest on-the-air promotion, the "Good Guy Bike Race." At least two listeners a day win English racing bicycles. Throughout each broadcast day, the Good Guys are requesting listeners to send postcards to WMCA, listing their names, addresses, preference for a girl's or boy's bike, and desired bike size. The actual "races" began June 25. Five postcards are drawn for each race. The listeners' names and assigned post positions are announced. Then the race is run on the air with each winner receiving the bike of his or her choice. Losers receive a Good Guy Sweatshirt.

Help, help! Robert P. Sutton, general manager of KNX-Hollywood, plans to have the outlet do just that for motorists in distress. Presently KNX is arranging for jet-powered helicopters, called "KNX Help O'Copeters," to provide up-to-the-minute traffic alerts and to act as spotters for cars in trouble. KNX and Gulf Oil Stations will distribute huge signs with the word "HELP" lettered on them, which drivers may easily attach to the roof of their cars when they need assistance. In this way the "Help O'Copeter" pilots can locate cars in trouble and radio the necessary information to one of several "KNX Helpmobiles." These completely equipped service trucks will then speed to the location and help the troubled driver free of charge.

Is the garden you cultivate cursed with weeds? Do mushrooms flower where roses should bloom? Take heart, for KSFO-San Francisco has taken steps to make your weed garden the envy of the neighborhood. You're too late, as this issue goes to press, to qualify for this year's grand sweepstakes award, but hang on till next year. For KSFO, as part of its Second Annual Weed Contest on July 1, awarded prizes to lucky weed breeders for the biggest, ugliest, most artistic weeds. Garden expert Carter B. Smith offered the prizes in his Second Annual Coincidental Horticultural Competition at the 22nd Annual Marin Art and Garden Fair in Ross. The grand sweepstakes award was a KSFO Instant Garden: 600 square feet of Instant Sod, six months' supply Ortho Fertilizer and Insecticide, Wiss grass shears; 33 growing rose bushes, 57 varieties selected flower and vegetable seeds, Ortho Rose and Flower Care Systematic Pellets, and four hours of garden work when the first grass is up, courtesy of KSFO's Carter B.

WSL-Chicago has kicked off its giant "Super Summer" promotional campaign by selecting Connie Mack, 17, of Park Ridge, Ill., as "WLS Personality Page Girl." Chosen from over 2,000 entries, Miss Mack will become the outlet's official hostess; greeting visitors, conducting tours, and assisting the deejay staff. She will receive a complete wardrobe as a prize and will be paid a weekly salary. Miss Mack will be at the station on North Michigan Avenue in Chicago, every weekday afternoon when WLS is open to visitors. According to WLS program director Clark Weber, Miss Mack was selected from 15 finalists that appeared personally at the outlet on the basis of poise, personality, and neatness of appearance. A junior at Maine South High School, Miss Mack is active in the class council, Pep Club, the Girl's Club, and is a member of the Student Council.



BARRY GRAY AIRS FOUR ACES ON WMCA: Barry Gray (l.) is shown with four bright lights of the music industry after a discussion of pop music on the Barry Gray Show on WMCA-New York. They are (l. to r.): Sammy Cahn, James Van Heusen (seated with a copy of Cash Box), Charles Koppelman and Don Rubin. Oscar-winning song team Cahn and Van Heusen are currently represented with "Thoroughly Modern Millie." Red-hot producers Koppelman and Rubin are number 2 on the charts with "She'd Rather Be With Me," by the Turtles.

SPUTTERS — Klavan and Finch, WNEW-New York's morning team were honored for the fifth consecutive year at Monmouth Park Race Track on June 22. In their honor, the seventh race that day was named the Klavan and Finch Handicap. WMCA-New York Good Guy "Dandy Dan" Daniel served as master of ceremonies at the first concert of the 1967 Forest Hills Music Festival, featuring the Lovin' Spoonful and Judy Collins, at the Forest Hill Tennis Stadium on June 24.

VITAL STATISTICS—Frank Maruca, program director of WKNR and WKNR-FM-Dearborn, Detroit, has been promoted to the position of operations manager of the outlets. In the move, Paul Cannon was named program director for the stations. . . . Erwin Frankel, formerly "international" deejay for WABC-FM-New York, moves to WRFM-New York. . . . WBEE-Harvey, Ill. has added the Marty Faye Show for jazz followers, 7 to 9 A.M. Mondays through Saturdays. . . . Don Thomas, previously morning man at KPMB-San Diego has joined the staff of KDEO-San Diego in the same capacity. . . . Terrell L. Metheny, Jr., has been named a vice-president (programming) of Mid-America Broadcasting Corp., licensee of WKLO-Louisville. . . . Mike Shaw, former music man at WTOD-Toledo, now with brand new WVMO-Monroe, Mich., needs record service—rock or good music. Mailing address is: Mike Shaw, c/o WVMO Radio, P.O. Box 701, Monroe, Michigan 48161. . . . Tony Taylor, veteran air personality at WQXI-Atlanta, has been appointed operations manager of the outlet.

BIOS FOR DEEJAYS

American Breed



The American Breed, who made lots of noise with their debut single, "I Don't Think You Know Me," are currently represented on the charts with "Step Out Of Your Mind," which is number 36 this week. The group consists of Gary Liuzzo, Chuck Colbert, Alan Ciner, and Lee Anthony Graziano. Prior to their signing and recording for Acta Records, the boys had been spreading their message in the Chicago area—especially at dance dates. Since the demand for the American Breed grew rapidly it became necessary for the quartet to buy a bus to fulfill their many engagements. In 1967, after indie producer Bill Traut signed the group for a recording session, Kenny Myers, general manager for Acta was stuck in Chicago during a blizzard. Traut heard about this and cornered the captured Myers and played "I Don't Think You Know Me" for him. The American Breed was signed immediately and their first release kicked off the new label, which is a division of Dot Records. It looks like The American Breed is set to breed many a future hit.

Arrows



The Arrows, Tower Records recording artists, are comprised of Davie Allan, fuzz tone guitar; Drew, bass; Don Manning, drums, and Tony Allwine, rhythm guitar. The Arrows first gained public recognition via their popular recording of "Apache '65" a few years ago. The quartet is currently riding the charts with "Blue's Theme," which is number 76 this week. The Arrows performed most of the music in the American International Picture "The Wild Angels," which was scored by their producer Mike Curb. They also played on the sound track of Roger Corman's "Devil's Angels." That original soundtrack was recently released. The Arrows, who have been performing numerous concert dates throughout the country, performed on the sound track of American International Pictures' "Thunder Alley." They will be seen in the Omega production of Albert Peckinpaw's "Revenge," which may be released on Tower Records. The Arrows would seem to have been struck by movie magic.

2 NEW LP RELEASES

RECORDS GALORE

HE RADIANTS • DAVE 'BUBBY' CORTEZ • GUITAR GABLE • KELLY BROTHERS • TONY CLARK • WALLACE BROTHERS • THE CARTER BROTHERS • KNIGHT BROTHERS • LOWELL FULSON • BO KING • ROBBY POWELL • SEEN QUEENS • SLIM HARPO • BO DIDDLEY • THE GLADIATORS



A-BET 401



EXCELLO 8006

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EXCELLO 2286

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b/w

TURN ON YOUR LOVE LIGHT

BUTCH DAVIS &
THE CAPRIS

A-BET 9422

TIP ON IN

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The Hit Track

The Third Rail

'Run, Run, Run'

5-10191



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POP PICKS



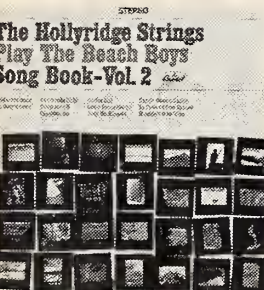
FLOWERS—Rolling Stones—London LL 3509/PS 509

Here come the Rolling Stones, riding the crest of the flower craze with an album titled, simply, "Flowers," which represents the flower of the Stones' hits. These smashes include "Ruby Tuesday," "Have You Seen Your Mother, Baby, Standing In The Shadow?" "Mother's Little Helper," and nine others. The set is certain to zoom up the charts posthaste.



INSIGHT OUT—Association—Warner Bros. W/WS 1696

The Association follows up its number 1 chart single, "Windy," with an album which includes, besides that tune, "Wasn't It A Bit Like Now (Parallel '23)," "When Love Comes To Me," "Never My Love," and "Requiem For The Masses." The group's hit sound is evident throughout the LP, and the set should soon begin climbing the charts.



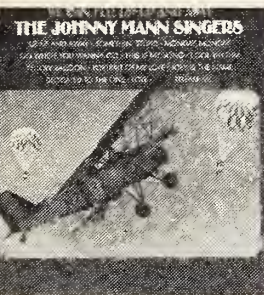
THE BEACH BOYS SONG BOOK—VOL. 2—Hollyridge Strings—Capitol T/ST 2749

The Hollyridge Strings play eleven songs which comprise the second volume of "The Beach Boys Song Book." The selections include "Good Vibrations," "California Girls," "Help Me, Rhonda," and "Wouldn't It Be Nice," chart-surfers all. The Hollyridge Strings interpret these tunes in a beguilingly lush way, and the LP figures to rack up impressive sales figures.



RHAPSODIES FOR YOUNG LOVERS/VOL. 2—Midnight String Quartet—Viva V 6008/V 36008

The Midnight String Quartet renders an album of pop songs. Included on the disk are "Born Free," "I Hear A Symphony," "Portrait Of My Love," and "My Cup Runneth Over." The Midnight String Quartet interprets the songs with classical instrumentation. The set should find fast favor with the good music, middle-of-the-road trade.



WE CAN FLY! UP-UP AND AWAY—Johnny Mann Singers—Liberty LRP 3523/LST 7523

The Johnny Mann Singers sing a tasty package of tunes which further complement the refreshing mood of their current noisemaker, "Up-Up And Away." Other ditties featured on the LP are "Portrait Of My Love," "Yellow Balloon," and "This Is My Song." The arrangements and the balance of the voices are superb. This one should be a chart contender in short order.



ONE NATION UNDERGROUND—Pearls Before Swine—ESP ESP 1054

Pearls Before Swine, an underground rock group, perform a package of poetic pop songs. The outings include "Another Time," "Ballad To An Amber Lady," "Morning Song," and "The Surrealist Waltz." The poetry of the soft, listenable tunes is a put-down of present day mores and anxiety-ridden living conditions. The disk should carry the group's message to a wide audience.



HOME AGAIN!—Doc Watson—Vanguard—VRS 9239/VSD 79239

Folk music fans will want to save a special spot on their shelves for this powerhouse LP by the great singer-guitarist, Doc Watson. Assisted by Merle Watson (2nd guitar) and Russ Savakus (string bass), Doc offers "Down In The Valley To Pray," "The Old Man Below," "Froggie Went A-Courtin'," "Rain Crow Bill," and ten others. Should sell well.



LIVE—Magnificent Men—Capitol T/ST 2775

The Magnificent Men are recorded in a live performance of a set of R&B-slanted ditties. Among the offerings are "I'm Gonna Miss You," "Doin' The Philly Dog," "You Don't Know Like I Know," and "Function At The Junction." The group socks out its material in energetic style, and the album should send many listeners to their record shops.



THE MUGWUMPS—Warner Bros. W/WS 1697

In 1964 the Mugwumps cut this album of nine songs. Today its members are integral parts of other acts. Cass Elliot and Denny Doherty are with the Mamas & the Papas; Zal Yanovsky was, until recently, with the Lovin' Spoonful; and Jim Hendricks is involved with the Lamp of Childhood. The songs, among them "Searchin'," "Here It Is Another Day," and "So Fine," should push the LP up the sales ladder.



TEST PATTERNS—Tommy Boyce & Bobby Hart—A&M SP 4126

Tommy Boyce and Bobby Hart perform a package of pop outings. Among the numbers are "I Should Be Going Home," "My Little Chickadee," "Sometimes She's A Little Girl," and "Girl, I'm Out To Get You." The duo rocks brightly along throughout the album, and the disk should stir plenty of consumer reaction.



ON THE SOUTH SIDE OF CHICAGO—Vic Damone—RCA Victor LPM/LSP 3765

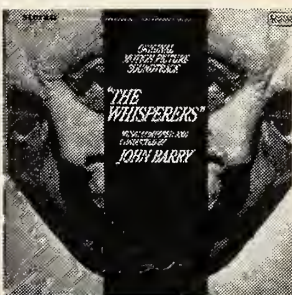
Vic Damone chants a collection of pop tunes, including music from the Broadway stage. Among the melodies are the title track, "On The South Side Of Chicago," "I'll Sleep Tonight," "It Makes No Difference," and "Stay." The artist's clarity and precision of phrasing are always present, along with a rich, versatile baritone. The LP should be a big hit with the chanter's fans.



LONELY HARPSICHORD ON A RAINY NIGHT—Jonathan Knight—Viva V 6006/V 36006

Jonathan Knight plays the harpsichord in a group of songs chosen for a mood of romance and subtle excitement. The sounds of a storm woven into the music further enhance this mood. Included on the disk are "Misty," "Dreams Of Yesterday," "What Now My Love," and "I Left My Heart In San Francisco." The LP should move well in good music circles, and should catch the fancy of mood music devotees.

POP BEST BETS



THE WHISPERERS—Original Soundtrack—United Artists UAL 4161/UAS 5161

An album which is the original soundtrack of the motion picture, "The Whisperers," starring Dame Edith Evans and Eric Portman. The disk includes the main title, "Nobody And Nothing Jazz," "We Danced Home Again," and "You're On Your Own Again." The music is evocative and mysterious and should be a hit with movie music buffs.



LOMBARDO COUNTRY—Guy Lombardo & Royal Canadians—Capitol T/ST 2777

Guy Lombardo and the Royal Canadians turn their mellow musical musings toward the country; Country & Western, to be exact. "The sweetest music this side of heaven" includes, on this LP, "Any Time," "Your Cheatin' Heart," "You Are My Sunshine," and "San Antonio Rose." Sure to be a favorite with Lombardo's followers, the set should also satisfy good music tastes in general.

The Excitement
of **Love** is on Tamla

MARVIN
GAYE

YOUR UNCHANGING LOVE

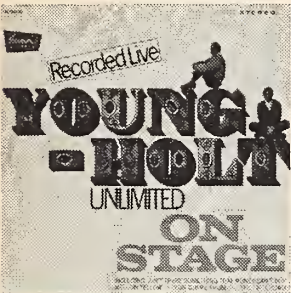
TAMLA 54153

SMOKEY ROBINSON
& THE MIRACLES

MORE LOVE

TAMLA 54142

POP BEST BETS



ON STAGE—Young-Holt Unlimited—Brunswick BL 54125/BL 754125

Young-Holt Unlimited is recorded live on stage at the Bohemian Cavern in Washington, D.C. Included on the set are "Mellow Yellow," the group's recent chart single, "Wack Wack," "Ain't There Something That Money Can't Buy," and "Lady Godiva." Young-Holt Unlimited's infectious, swinging music should insure the success of the album.



ENCORE—Jamie & J. Silvia Singers—ABC ABC/ABCS 592

Here's a album for people who like words with their music. Jamie and the J. Silvia Singers render a passel of pop tunes with flair and zest. The tunes include "Hold On Tight," "I've Grown Accustomed To Her Face," "You've Got Your Troubles," and "What Now My Love." The set should create lots of excitement in the marketplace.



RECORDS GALORE—Various Artists—A-Bet LP 401

An album of all time great sellers from Ernie's Record Mart in Nashville, Tennessee. The R&B tunes on this soul-packed set include "You Can't Judge A Book (By Looking At The Cover)," by Bo Diddley; "Little Darlin'," by the Gladiolas; "Baby, Scratch My Back," by Slim Harpo; and "Sweet Sixteen," by B. B. King. The package should prove a fast-moving sales item.



SOMETHING BLUE — Lightnin' Hopkins — Verve/Forecast FT/FTS 3013

Lightnin' Hopkins sings nine blues tunes. The songs include "Shaggy Dad," "Shake It Baby," "Goin' Back Home," and "Talk Of The Town." Hopkins displays a resonance in his tones, a flashing, urgent phrasing in his speech, and a brilliance in his guitar. The artist's great talents represent the best of the blues. The LP should be a strong seller.



SUBURBAN ATTITUDES IN COUNTRY VERSE—John D. Loudermilk—RCA Victor LPM/LSP 3807

John D. Loudermilk sings a selection of folksy tunes concerning life in the country that the singer-composer knows so well. Included on the set are "Then You Can Tell Me Goodbye," "The Wind Knows The Truth," "You're Taking My Bag," and "Do You." The album should sell well with the artist's followers.



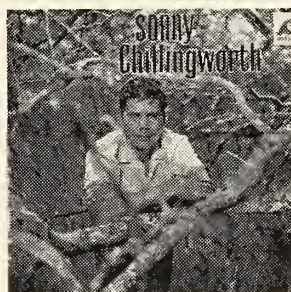
THE JAMES COTTON BLUES BAND—Verve/Forecast FT/FTS 3023

The James Cotton Blues Band performs a set of blues ditties. Among the tunes are "Good Time Charlie," "Don't Start Me Talkin'," "Knock On Wood," and "Blues In My Sleep." James Cotton plays the harp and sings with swinging vitality. The album should rivet the attention of blues fanciers everywhere.



HAWAIIAN MAGIC—Ken Griffin—Columbia CL 1062/CS 9444

Organist Ken Griffin plays the easy, dreamy ballads most often associated with Hawaii. The melodies include "Song Of The Islands," "A Song Of Old Hawaii," "Golden Sands And Silvery Sea," and "Red Sails In The Sunset." Griffin performs these lovely, charming tunes in expressive fashion, and the album should please listeners who enjoy atmospheric music.



SONNY CHILLINGWORTH—Makaha M 2014

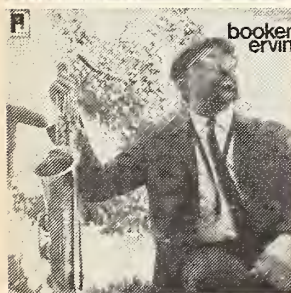
Sonny Chillingworth sings a selection of Hawaiian ditties. Included on the set are "Portuguese Washer Woman," "Aloha Ia O Wai 'Anae," "Nanakuli Blues," and "Planting Rice Song." The artist displays a warm, winning tone as he performs these summertime sounds, and the disk should go over big with those who dig Hawaiian music.

JAZZ PICKS



GREEK COOKING—Phil Woods—Impulse A/AS 9143

Saxist Phil Woods lays down a set of groovy jazz sessions, with Iordanis Tsomidis featured on buzukie. The numbers include the title tune, "Greek Cooking," "Zorba The Greek," "A Taste Of Honey," and "Theme From Samson & Delilah." Woods, Tsomidis and the other Greek musicians on the date all indeed cook. The LP should be a mover in jazz circles.



STRUCTURALLY SOUND — Booker Ervin — Pacific Jazz PJ 10119/ST 20119

Tenor saxist Booker Ervin plays eight exciting jazz sessions. He is supported by Charles Tolliver, trumpet; John Hicks, piano; Lenny McBrownie, drums; and "Red" Mitchell, bass. The warm, beautiful tracks include "Berkshire Blues," "Stolen Moments," "Boo's Blues," and "Take The 'A' Train." The set should get lots of spins from jazz enthusiasts.



PENNY LANE & TIME—Kai Winding—Verve V/V 6-8691

Trombonist Kai Winding is featured on an album of eleven jazz sessions. The instrumentation on the disk consists of four bass flutes, guitar, bass, and trombones. The set includes the two title tracks, "Penny Lane" and "Time," as well as "Eleanor Rigby" and "A Time For Love." The "new" music offered here should score successful sales with both jazz and pop aficionados.



I'LL REMEMBER APRIL—Roger Ram Trio—RCA Victor LPM/LSP 3740

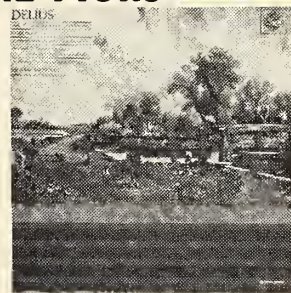
The Roger Ram Trio, comprised of Roger Ram, piano, George Duvivier, bass, and Ed Shaughnessy, drums, cook up a feast of jazz dishes, calculated to please the most discriminating taste. The offerings include the title track, "I'll Remember April," "Tender Frame," "Any Wednesday," and "A Smooth One." Should be sales aplenty for this package.

CLASSICAL PICKS



VIVALDI: 'LA CETRA': TWELVE CONCERTI OPUS 9—I Musici—Philips PHM 3-595/PHS 3-993

A three-record set which features I Musici, a twelve-member chamber orchestra, performing Antonio Vivaldi's "La Cetra Opus 9," a group of concertos for violin, strings, and continuo (organ). I Musici, playing without a conductor, exhibits brilliant style, musicianship, and technique. This package should be a delight for classical music lovers.



MUSIC OF DELIUS—Sir John Barbirolli/Halle Orchestra—Vanguard SRV 240 (SD)

A recording which contains music drawn from four of the six operas written by Delius. They are "Idyll: 'I Once Passed Through A Populous City,'" "Prelude To 'Irmelin,'" "Intermezzo" from "Fennimore And Gerda"; and "The Walk To Paradise Garden" from "A Village Romeo And Juliet." Sir John Barbirolli conducts the Halle Orchestra in a magnificent performance of the pieces. The LP should be popular with classical music fans.

**THE
LONELY
DRIFTER**

STORMED OUT OF THE SOUTH AND IS TAKING THE NATION

**PIECES
OF
EIGHT**

854



Crystal Appointed To UA Promo, Sales Post

NEW YORK—The appointment of Danny Crystal to the position of national coordinator of promotion and sales for United Artists Records has been announced by Mike Lipton, vice president in charge of marketing for the label.

In his new post, Crystal will be working closely with both the sales and promotion staffs of United Artists in the exploitation of specific album and single product and artists.



Danny Crystal is a youthful veteran of two decades in the entertainment industry. He began as a performer, but in recent years has been associated with such acts as Liberace, Le Poupee de Paris, Pat Boone, and Jackie Vernon. For Boone and Vernon, he served as road manager and musical coordinator.

Crystal begins work at UA at once and will headquarter at the organization's New York offices. He will report directly to Mike Lipton.

Koufax Hurls For Stereo 8

NEW YORK—The RCA Victor Record Division has announced that RCA Stereo 8 will co-sponsor the "Sandy Koufax Show" on "Monitor" for thirty-nine weeks beginning July 1, on the NBC Radio network. There are three five-minute shows per week, airing Saturday and Sunday, on which Koufax editorializes and interviews personalities on major sporting events of the period.

In announcing RCA Stereo 8 co-sponsorship of the show, a spokesman noted: "This is the first time we have employed network radio to advertise RCA Stereo 8 to the consumer, and we anticipate excellent results due both to the medium and the popularity of Sandy Koufax. Aimed at a prime audience of male prospects during the peak radio-listening season, this show will reach a total of over 8 million listeners per week."

Sandy Koufax, one of the most illustrious pitchers of all time, retired from baseball at the age of 31. In 1966, his last season, he pitched the Dodgers to their third National League pennant in four years. Now Koufax will be doing his pitching for RCA Stereo 8 cartridge tapes.

Kobrin Named Partner In Mike Merrick Co.

NEW YORK—Barry Kobrin, a vice president of the Mike Merrick Company, Inc., a public relations firm with offices in New York and Los Angeles, has been named a partner in the company, it has been announced by Mike Merrick, president.

Kobrin has been with the Merrick Company for three years and was named a vice president of the company in February of 1966. Prior to joining the firm he was on the staff of the late World Telegram and Sun and a senior executive for the public relation firms of Don Simmons and Associates and the John Roney Company.

The Mike Merrick Company was established in 1958 and some of its clients include Armstrong Circle Theater, Harry Belafonte, Robert Goulet, Alan King, Alan Jay Lerner, Steve Lawrence and Eydie Gorme, and several TV weekly series including "Dundee and The Culhane," "CBS Golf Classic" and "Dark Shadows."

ABC Buys Consolidated

(Continued from page 7)

1946. Initial lines were Mercury, Pan American, Exclusive and Excelsior. There was a total of four employees, including themselves, and a volume of approximately \$4,000 per month.

In 1950, Stan Jaffe joined the company as a full partner. In 1959, they formed Stanley Distributors to handle the numerous labels that were coming into existence and, for the same reason, formed Music Distributors a year later.

In 1961, Lavinthal, Sulman and Jaffe, in conjunction with Herb Rosen and Al Feuerberg of Allenherb Company, bought Gordon Sales Co., one of the most active record rack jobbers in the Northwest. At that time, Allenherb Company was a wholesaler of toys and luggage and had retail concessions in three large discount houses. Because of their allied interest in Gordon Sales Company, the principals decided to merge the various operations of Allenherb, Gordon Sales Company and the wholesale record companies, into one company called Consolidated Distributors, Inc. in February of 1964.

In 1966, they took on the Admiral line of radio, TV and appliance for the States of Washington and Alaska.

The company now employs approximately 250 people. It is completely computerized, both for sales analysis and all accounting procedures. It has its own complete print shop, plus a cabinet shop that builds all its fixture needs in addition to making record and tape fixtures for other accounts.

Among the 250 employees, 28 are salesmen and the record division has four full-time promotion men.

Stan Jaffe, at present, is the president of NARM and has been active in this organization for the past seven years.



TOP 50 IN R&B LOCATIONS

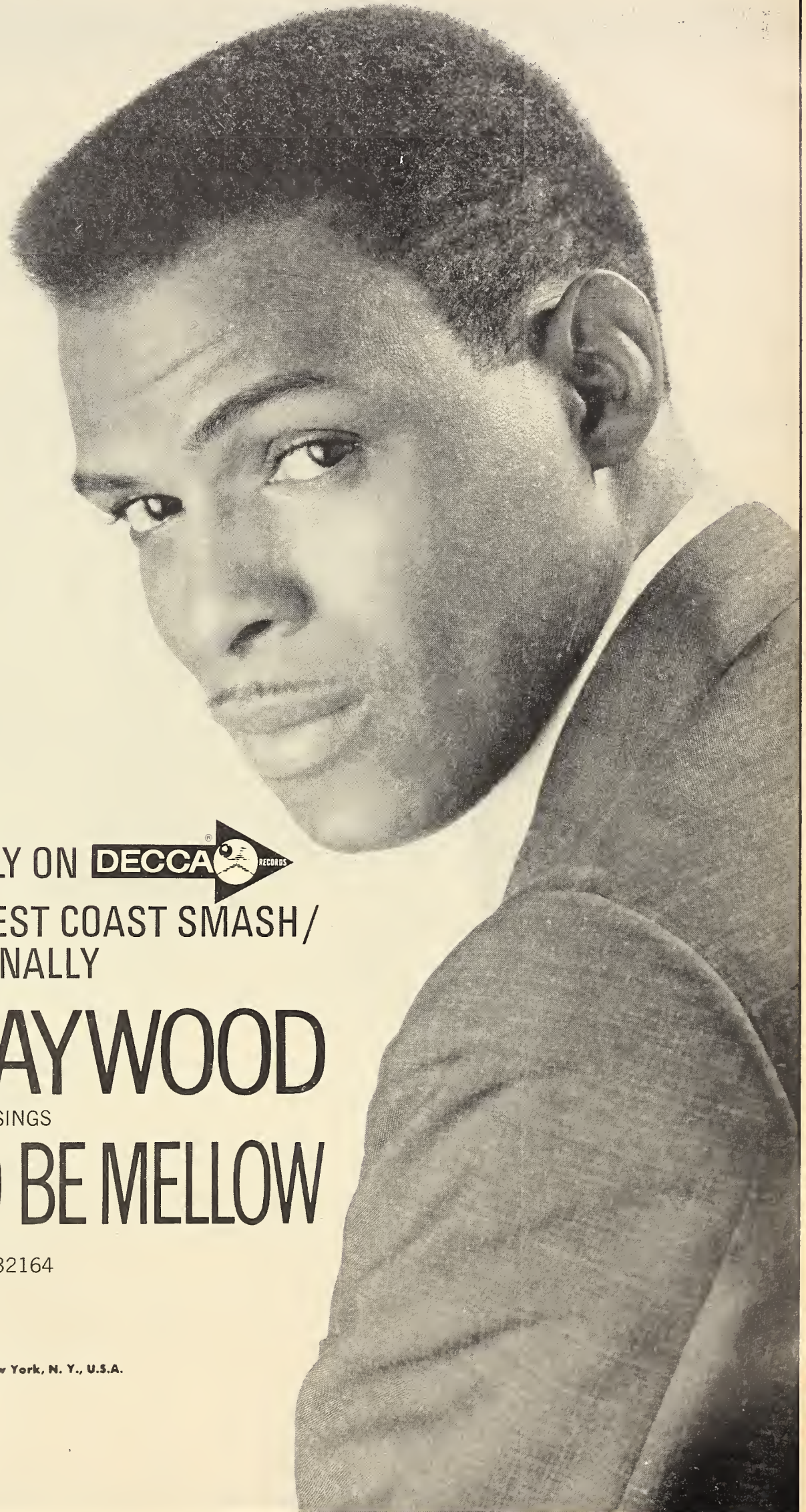
| | | | | | |
|----|--|----|----|---|----|
| 1 | FOR YOUR PRECIOUS LOVE Oscar Toney, Jr. (Bell 672) | 2 | 26 | LET YOURSELF GO James Brown (King 6100) | 25 |
| 2 | RESPECT Aretha Franklin (Atlantic 2403) | 1 | 27 | YOUR UNCHANGING LOVE Marvin Gaye (Tamla 54153) | 30 |
| 3 | I WAS MADE TO LOVE YOU Stevie Wonder (Tamla 54151) | 6 | 28 | FOUR WALLS J. J. Jackson (Calla 133) | 31 |
| 4 | MAKE ME YOURS Betty Swann (Money 126) | 5 | 29 | SOUL DANCE NO. 3 Wilson Pickett (Atlantic 2412) | 34 |
| 5 | SOUL FINGER Bar-Kays (Volt 148) | 7 | 30 | HEY LITTLE GIRL Norm West (MOC 664) | 32 |
| 6 | ALFIE Dionne Warwick (Scepter 12187) | 4 | 31 | SHOW BUSINESS Lou Rawls (Capitol 5941) | 38 |
| 7 | AIN'T NO MOUNTAIN HIGH ENOUGH Marvin Gaye & Tammi Terrell (Tamla 54149) | 9 | 32 | NEARER TO YOU Betty Harris (Sansu 466) | 42 |
| 8 | HERE WE GO AGAIN Ray Charles (ABC Paramount 10938) | 10 | 33 | FUNKY BROADWAY Dyke & Blazers (Original Sound 64) | 35 |
| 9 | ALL I NEED Temptations (Gordy 7061) | 3 | 34 | LOSIN' BOY Eddie Giles (Murco 1031) | 39 |
| 10 | HYPNOTIZE Linda Jones (Loma 2070) | 11 | 35 | I LOVE YOU PORGY James Brown (Bethlehem 3089) | 33 |
| 11 | 7 ROOMS OF GLOOM Four Tops (Motown 1110) | 8 | 36 | PEARL TIME Andre Williams (Sport 4105) | 43 |
| 12 | THE TRAMP Otis Redding & Carla Thomas (Stax 216) | 14 | 37 | DEEP IN THE HEART OF HARLEM Walter Jackson (Okeh 7285) | 40 |
| 13 | TESTIFY Parliaments (Revilot 207) | 15 | 38 | I'LL DO IT FOR YOU Toussaint McCall (Ronn 9) | 45 |
| 14 | MORE LOVE Miracles (Tamla 54152) | 16 | 39 | SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley (Vando 101) | 47 |
| 15 | EIGHT MEN & FOUR WOMEN O. V. Wright (Back Beat 580) | 13 | 40 | THREAD THE NEEDLE Clarence Carter (Fame 1013) | — |
| 16 | FOR YOUR LOVE Peaches & Herb (Date 1563) | 18 | 41 | UNTIL YOU WERE GONE Aretha Franklin (Columbia 44181) | — |
| 17 | GROOVIN' Young Rascals (Atlantic 2401) | 12 | 42 | TAKE ME (JUST AS I AM) Solomon Burke (Atlantic 2416) | 44 |
| 18 | SHAKE, RATTLE & ROLL Arthur Conley (Atco 6494) | 19 | 43 | WHITER SHADE OF PALE Procol Harum (Deram 7507) | — |
| 19 | TOGETHER Intruders (Gamble 205) | 17 | 44 | THE TRAIN Big John Hamilton (Minaret 124) | 48 |
| 20 | YOU GAVE ME SOMETHIN' Fantastic 4 (Ric Tic 128) | 20 | 45 | FOR SENTIMENTAL REASONS Willie Hightower (Capitol 5916) | — |
| 21 | I STAND ACCUSED Inez & Charlie Foxx (Dynamo 104) | 22 | 46 | TIP ON IN Slim Harpo (Excella 2285) | 46 |
| 22 | WHO'S LOVING YOU Brenda & Tabulations (Dionn 501) | 23 | 47 | SOOTHE ME Sam & Dave (Stax 218) | 49 |
| 23 | COME ON SOCK IT TO ME Syl Johnson (Twilight 100) | 26 | 48 | HIP-HUG-HER Booker T & The MG's (Stax 411) | 21 |
| 24 | I'LL ALWAYS HAVE FAITH IN YOU Carla Thomas (Stax 222) | 28 | 49 | TO BE A LOVER Gene Chandler (Checker 1165) | 24 |
| 25 | BABY PLEASE COME BACK HOME J. J. Barnes (Groovesville 1006) | 27 | 50 | OOH BABY BABY 5 Steps (Windy C 609) | 29 |

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Father O'Conner Elected President Of NY NARAS

NEW YORK—The New York Chapter of The National Academy of Recording Arts and Sciences (NARAS) last week announced the election of a new president, Father Norman J. O'Conner. Priest, author, musicologist, jazz expert, liner note writer, and master of ceremonies of the WCBS-TV "Dial 'M' for Music" show and his own radio program on WRVR, O'Conner was unanimously elected to the top spot by the new board of the New York governors at its first meeting on June 27th.

Selected to serve as officers with O'Conner were David Hall, 1st vice-president; Milt Okun, 2nd vice-president; Brad McCuen, secretary, and Billy Taylor, who was re-elected treasurer.

Indicating that he, like so many others in the field, "looked upon the recording industry with both pride and respect," O'Conner emphasized that he hopes to help the New York chapter in particular, and the Academy in general, in their continuous aim to bring greater recognition to the industry's artistic achievements. "We are still growing," he noted in his acceptance speech, "and that means we may still expect to experience growing pains as well as numerous ups and downs. But I feel that with the cooperation of our new board here—and I happen to think it's a great one that covers the entire field of recording—we should have some truly exciting activity."

Stressing the need for greater awareness of what the Academy can offer prospective members, O'Conner immediately appointed a new membership committee with Phil Ramone and John Simon as co-chairmen, and Marian McPartland and Joe Newman as members. Reflecting the feelings of the majority members of the board, O'Conner suggested to the new committee that it make a special effort to enroll "those who are making today's sounds. Up until now we have reached too few of these very productive people; they represent a vital part of our industry and as such they should have a vital voice in our affairs."

The initial meeting of the new NY board also saw the formation of a new activities committee, headed by

ASCAP Fetes Rodgers On 65th Birthday

NEW YORK — Thirty-nine stage scores, 1 play, 9 film scores, 3 TV scores and one ballet score later, Richard Rodgers was given a Happy 65th Birthday party on the stage of the Alvin Theatre in New York last week (28).

Since ASCAP was the host of the affair, time can also be measured in Rodgers' creative output, nearing the 50 year mark on a professional basis. More than 90 people attend the private box luncheon, including many stars of Rodgers' shows and New York Mayor John Lindsay. In his tribute to Rodgers, Stanley Adams, president of ASCAP, said that "in ASCAP, the 3 R's are not reading, 'riting and 'rithmetic—but Rodgers! Rodgers! Rodgers!"

Adams presented to Rodgers a piece of Steuben glass in the shape of a star, symbolic of the star stolen by Billy Bigelow in Rodgers & Hammerstein's "Carousel." The inscription read: "We stole a star, June 28, 1902, ASCAP."

Ever active, Rodgers is currently writing a new Broadway musical and a musical adaptation of "Androcles & the Lion" for television.

veteran record man Milt Gabler, with Ernie Altschuler, Will Holt and Norman Luboff selected to serve. In addition, Brad McCuen was selected to form and head a new publicity and publications committee, and David Hall was encouraged to proceed full-steam-ahead with his categories committee, which has been studying possible revisions of the new Grammy Awards set-up, and which, later during the summer, will make its final recommendation to the full board.

Why the sudden surge of committees? "I believe that by assigning specific tasks to specific committees, which can meet at their own convenience, we will be able to cover a great deal more ground and, I hope, to contribute more effectively to the Academy," opined the newly-elected chapter president.

David-Eden Moves To Larger Headquarters

NEW YORK—Ronnie Eden and Jon David, who recently formed a music business complex under the banner of David-Eden Associates, have announced the shifting of their offices to larger quarters. The new headquarters will be located in a five-story town house at 46 W. 94 St. in New York.

The two will concentrate their efforts on building a new talent roster for their indie production firm, Boutique Records, and have thus far signed the Boy Watchers, Pat Casino, Lee Darnell, the Moving Violations, who have just completed a stint at Harlow's, and the Ground Floor People, whose "Treat Me Better" is reportedly set for release on Mercury.

The firm has also expanded its staff with the addition of Glenn Elfman, who joined the operation to head the promotion-public relations segment for the firm's new artists.

In addition to the music operations, David-Eden Associates has its own modeling agency, Covermate, which has thus far been responsible for over 20 record album covers.

Luttman Success In First Six Months

NEW YORK—Ken Luttman sports the promo representation of 16 Top 100 sides over his first six months in business as Ken Luttman Enterprises. He represents such acts as the Turtles, Easybeats, Freddy Scott, the Doors, Jeff Beck, Dee Warwick and the Vanilla Fudge. He covers radio stations, one-stops in the Philly, New York, Hartford and Boston areas.

UA In Promo Campaign For 'King Of Hearts'

NEW YORK—Hard on the heels of the rave reviews garnered by Philippe De Broca's film production of "King Of Hearts," United Artists Records has opened a national promotional campaign on the original soundtrack album which the label has recently released. The promo push centers on the enthusiastic reception to the movie in New York and the fact that key national playdates will soon follow the Gotham premiere.

"King Of Hearts" was directed by Philippe De Broca and distributed by Lopert Pictures Corporation. Music was composed and conducted by Georges Delerue who composed the score the "Viva Maria," the Brigitte Bardot-Jeanne Moreau starrer of about a year ago. The international cast is headed by Alan Bates who appeared in "Zorba The Greek."



AT THE SIGNING—Vicentico Valdez (center) is flanked by Mike Lip-ton (left,) UA's vice president in charge of marketing, and Lloyd Leipzig, the label's director of creative services. Widely known as a Latin-American vocalist, Valdez has been signed to an exclusive, long-term contract by United Artists.



B'NAI B'RITH BLOWOUT—The Music and Performing Arts Lodge of B'nai B'rith held its third annual dinner dance June 11th, at the Americana Hotel in New York. In the top photo, Al Berman and Cy Leslie are shown receiving the Israel Bond award from Rita Chipkin on behalf of the Metropolitan Council of B'nai B'rith. In the center view, we see Jack Gilford, co-star of the "Cabaret" mainstemmer, accepting the 1967 Creative Achievement Award on behalf of Fred Ebb and John Kander, writers of the show (from the left, they are: Mrs. Ted Shapiro; Ted Shapiro, vice president of the lodge; Mrs. Al Berman; Gilford; Floyd Glinert, vice president/dinner chairman; and Mrs. Glinert. The bottom photo shows both Margaret Whiting and Buddy Hackett as they entertain the guests.

UPCOMING EVENTS

A Schedule of Major Industry Events in the Coming Months

| EVENT | DATE | PLACE |
|--------------------------|----------------------|-----------------------------------|
| NARA (DEEJAY) CONVENTION | AUG. 9-13 | REGENCY HYATT HOTEL, ATLANTA, GA. |
| NARM MID-YEAR MEET | SEPT. 5-8 | HOST FARM, LANCASTER, PA. |
| COUNTRY MUSIC WEEK | OCT. 19-21 | NASHVILLE, TENN. |
| MIDEM | JAN. 29-FEB. 3, 1968 | CANNES, FRANCE |
| NARM CONVENTION | MAR. 17-22, 1968 | DIPLOMAT HOTEL, HOLLYWOOD, FLA. |

- LONG LEGGED GIRL
ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.
- THAT'S SOMEONE YOU NEVER FORGET
ELVIS PRESLEY RCA VICTOR
Elvis Presley Music, Inc.
- WHEN I WAS YOUNG
ERIC BURDON & ANIMALS MGM
Stamina Music, Inc.
- A GIRL NAMED SANDOZ
ERIC BURDON & ANIMALS MGM
Stamina Music, Inc.
- THREE LITTLE FISHES
MITCH RYDER
& DETROIT WHEELS NEW VOICE
Anne-Rachel Music, Inc.
- DAYLIGHT SAVIN' TIME
KEITH MERCURY
Rumbalero Music, Inc.
Act Three Music, Inc.
- SHAKE, RATTLE AND ROLL
ARTHUR CONLEY ATCO
Progressive Music, Inc.
- HARRY RAG
THE KINKS REPRISE
Noma Music Inc.
Mondvies Music, Inc.
- MR. PLEASANT
THE KINKS REPRISE
Noma Music Inc.
Mondvies Music, Inc.
- SHE BELIEVES IN ME
SAMMY DAVIS, JR. REPRISE
Noma Music Inc.
Smooth Music, Inc.
- LOVE ME TENDER
PERCY SLEDGE ATLANTIC
Elvis Presley Music, Inc.
- WHAT AM I LIVING FOR
PERCY SLEDGE ATLANTIC
Progressive Music Pub. Co., Inc.
Tideland Music Pub. Co.
- UNTIL YOU WERE GONE
ARETHA FRANKLIN COLUMBIA
Hit & Range Songs, Inc.
- LEE CROSS
ARETHA FRANKLIN COLUMBIA
Noma Music, Inc.
- BABY IT'S YOU
GARY AND THE HORNETS SMASH
Dofit Music, Inc.
Mary Jane Pub. Co., Inc.
- SEARCHIN'
THE MUG WUMPS W.B.
TigerMusic, Inc.

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The Greeks have a word for it:

LYRA

Lyra Records. An Olympic catalog of the best composers, musicians and singers recorded in Greece. On the record label most respected by Greeks throughout the world.



LYRA

Now exclusively distributed
in the United States
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MGM Records is a division of Metro-Goldwyn-Mayer Inc.

**SOULA BIRBILI SINGS
THE GREAT HITS OF
MIKIS THEODORAKIS**



LYRA

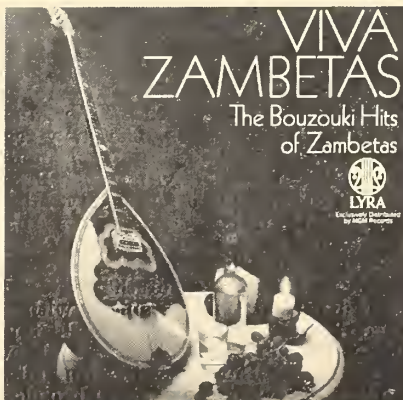


LY/LYS-1001

**VIVA
ZAMBETAS**
The Bouzouki Hits
of Zambetas



LYRA



LY/LYS-1002

**Bouzouki
Instrumental
Hits**



LYRA



LY/LYS-1003

**Traditional
& Folk songs
& Dances
of Greece**



LYRA



LY/LYS-1004

Blue Note; A Sound 1st Yr. Under Liberty

NEW YORK—The Blue Note label's first year of operation as an acquisition of Liberty Records has been marked by an expansion in the promotion and distribution of product.

Bernie Block was brought in as sales manager, leaving Alfred Lion and Frank Wolf to concentrate on the A&R phase of the diskery, a function they have directed for the past 25 years.

The initial moves were in the distributor changes in markets which have Liberty branch distributors. During the label's July 1966 convention, an outline of a concentrated method for the distribution of Blue Note product in these markets was made. Part of this outline was preparing a background of data on the product that would best suit Blue Note distributors designed to give all involved a better working knowledge of the Blue Note catalog.

Product Successes

"Reaction to the product released in the past 12 month period was of a very positive nature, and this was very evident in sales and promotion of albums such as 'Search For A New Land' by Lee Morgan, 'Got A Good Thing Goin'' by John Patton, 'Bucket' by the Incredible Jimmy Smith, and 'Indestructible' by Art Blakey and the Jazz Messengers," says Block. The release of "Rough 'N Tumble" by Stanley Turrentine indicated to the label that some of its product falls into the R&B category. Sales at the R&B level have increased to a degree which Blue Note had not experienced with Turrentine in the past. Blue Note's initial

year under the Liberty management team has also seen the re-unification of The Three Sounds with the Blue Note label. In their first offering back at the label, "Vibrations," a new sound was born for this group. The combination of organ and piano proved successful.

Pearson To A&R

Block says that Blue Note's direction this year is to become "more expansive in our sound." In this regard, artist-writer Duke Pearson has just been hired on a full time A&R basis. "I feel certain that his ideas and compositions will be another great tool in the continued success of Blue Note."

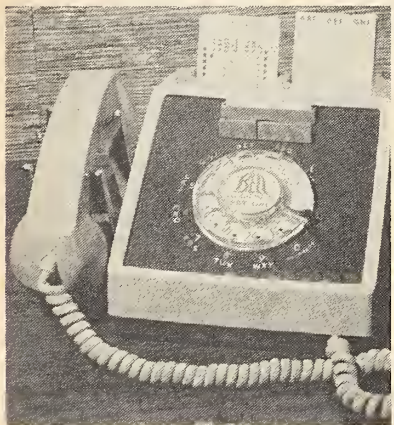
Two innovations at the label in the past year, Block feels, also contributed to the company's growing sales pattern. These included the release of the label's first Little LP product, filling, Block explains, "a pipeline sorely needed, to the juke box operator," the creation of Blue Note Jazz Classics, and a compilation of the best-selling 45's. Last April saw the release of a "Gems of Jazz" Limited Edition album, which exposed such talents as Horace Silver, Miles Davis, Art Blakey, Clifford Brown, Tadd Dameron, Milt Jackson, Jay Jay Johnson, James Moody, Fats Navarro, Thelonious Monk and Bud Powell. Also, Horace Silver's "The Jody Grind," introduced the Blue Note line to the double-fold package concept.

Other strong artists at the label are Lee Morgan, Ornette Coleman and Duke Pearson.

Bell Adopts Hot Line Concept Between Distributors

NEW YORK—Now there's a Hot Line phone twist in the disk business. Bell Records has installed direct phone service between its office in New York and its distrib outlets around the country.

According to sales manager Irv



BELL'S TELEPHONE

Biegel, the installation of these phones has eliminated the lengthy wait for operators and gives Bell an instant pulse of today's market.

Installed in the Bell offices are two card dialer telephones, one on President Larry Uttal's desk and the other on Biegel's. The phones are the same shade of blue as the Bell label and the corresponding phones at the distributors are also blue. Each is equipped with a Bell logo—"Bell Records Hot Line."

To place a call from Bell's offices, all that has to be done is to insert special cards supplied by the phone company. The phones are placed strategically in each distributor's office and only pre-designated personnel can answer these calls. Biegel says "these phones give us immediate access to key personnel at the distributorship such as the sales manager and promotion man. So far we've only tried this in 12 markets but the results have been so favorable that we are now in the process of having them installed in every market in the country."

First releases, available in both 4 and 8 track cartridges, include: "The Dave Clark Five's Greatest Hits; 'Mellow Yellow.' 'Sunshine Superman', both by Donovan; 'The Monkees Songbook,' by the Golden Gate Strings; 'Glenn Miller Time—1965,' by the Glenn Miller Orchestra, directed by Ray McKinley and starring Bobby Hackett; 'A Taste Of Honey,' by the Village Stompers; and 'Bobby Vinton's Greatest Hits'.

New Ad Program

A new advertising program was also unveiled by Hoffman at the sales meets. In addition to ads in the trade press and major national consumer publications, a coordinated newspaper and radio spot campaign has been planned which is specifically geared to the teen-age market. Epic has also designed a variety of ad mats for local use, as well as a variety of in-store displays.

Cook To Scout For Epic

NEW YORK—Epic Records last week announced that Dick Cook will act as talent scout for the label's West Coast A&R division. Based in San Francisco, Cook will be responsible to David Kapralik, Epic's VP of A&R, for bringing fresh talent to the label.



NEW CHART ADDITIONS

NEW TOP 100 ALBUMS

- | | |
|--|---|
| 91—LISTEN Ray Charles (ABC—ABC/ABC 595) | 122—DRY YOUR EYES Brenda & Tabulations (Dionn LPM 2000) |
| 93—BELAFONTE ON CAMPUS (RCA Victor—LPM/LPS 3779) | 125—A SPECIAL SOMETHING Roy Charles Singers (Command RS 914 SD) |
| 98—THE BEST OF JOHN GARY (RCA Victor—LPM/LPS 3730) | 129—EMANCIPATION OF HUGH MASEKELA Chisa M 101/S-4-101) |
| 99—THE HAPPIEST MILLIONAIRE Original Soundtrack (Vista BV 5001) | 131—FABULOUS IMPRESSIONS (ABC—ABC/ABC-606) |
| 111—JEFFERSON AIRPLANE TAKES OFF (RCA Victor LPM/LPS 3584) | 134—FREAKOUT Mothers of Invention (Verve V/VG-5005) |

NEW TO TOP 50 IN R&B

- | | |
|--|---|
| 40—THREAD THE NEEDLE Clarence Carter (Fame 1013) | 43—WHITER SHADE OF PALE Procol Harum (Deram 7507) |
| 41—UNTIL YOU WERE GONE Aretha Franklin (Columbia 44181) | 45—FOR SENTIMENTAL REASONS Willie Hightower (Capitol 5916) |

Jerry Ross Celebrates Successful Year at Merc.

NEW YORK—This week marks the first anniversary of Jerry Ross' association with Mercury Records. An association that has produced a more than substantial track record for the

In addition to compiling this enviable track record, Ross has established three new acts during the year: Keith, with "Ain't Gonna Lie," "98.6," "Tell Me To My Face," and "Daylight Saving Time"; Bobby Hebb, with "Sunny"; and Spanky & Our Gang, with "Sunday Will Never Be The Same." He also found success with "When Love Slips Away" and "I'm Gonna Make You Love Me" by Dee Dee Warwick as well as Jerry Butler's "I Dig You Baby."

Ross has three new albums in the offing, to come from Spanky & Our Gang, the Raves, and Keith. His current single efforts include: "Apples, Peaches, and Pumpkin Pie" by Jay and the Techniques; "Nobody Ever Loved Anybody The Way I Love You" by Jerry Butler; and "Theme From Caper Of The Golden Bulls" by Les McCann.

"When We Get Married" by the Dreamlovers established Ross as an indie producer. Prior to that he was a deejay at WFIL-Philadelphia and a promo man with the Cosnat distrib.



JERRY ROSS (left) & KEITH

producer, who has been frequently represented on the Top 100 for the past 52-weeks. This record includes a total of 12 charted decks, three of which were top 10 and one of which was number 1.



THIS IS THE FACTORY?—Johnny Tillotson (left) is shown with Tom Wilson, foreman of the "The Music Factory," just debuted June 24 over WABC-FM-New York. The show features MGM A & R exec Tom Wilson, who acts as a deejay and programs material highlighting today's popular sounds. The move represents the first Pop/Rock radio package ever produced by a record company in a major city. Hip and witty, Wilson is the producer of decks for such recording names as the Animals, the Mothers of Invention, the Velvet Underground & Nico, Simon & Garfunkel and Bob Dylan.

The behind-the-scenes, rock oriented deejay show spotlights MGM's own product, but 10-20% of the material will come from outside labels. The tight record format will be spiced with occasional, brief interviews, remotes from record studios around the world for between-the-take conversations with producers and artists and other such events. While recently out on the coast recording Eric Burdon & the Animals, Tom covered the Monterey Pop Festival taping interviews for future broadcast. The object of the show is to create a public airing in the most exciting manner possible of MGM, Verve, Verve/Forecast discs. DGG, Heliodor and the rest of the company's label's are also being used on the show.

Epic Sales Meets

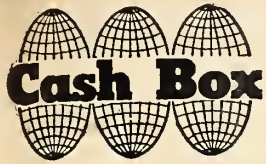
(Continued from page 8)

Sir John Barbirolli, conductor.

First Cartridge

Epic's entry into the 4 and 8 track stereo tape cartridge fields was announced at the sales meets by Mort Hoffmann, the label's director of sales and promotion. The 4 track cartridges will carry a suggested retail price of \$5.95. The 8 track cartridges will sell for \$6.95.

PAUL RUBIO AUTHOR OF THE SMASHING SPANISH LYRICS OF THE SONG ENAMORADO FIRST RECORDED BY KEITH COLEY, NOW BY THE SANDPIPERS ON A AND M, ANDY RUSSELL ON CAPITOL (USA), LOS YORCEYS (MEXICO) SARITA MONTIEL (EUROPE), WILL WRITE LYRICS IN ENGLISH FROM SPANISH, OR IN SPANISH FROM ENGLISH, OR WILL CO-WRITE. PAUL RUBIO, PRESIDENT OF PLAYBOY RECORDS IS LOOKING FOR MATERIAL, R AND ROLL BANDS ENGLISH OR SPANISH TO RELEASE. ALSO HAS MASTERS TO LEASE TO LABELS. FOR INFORMATION WRITE TO: PAUL RUBIO PLAYBOY RECORDS. 935 1/2 N. SYCAMORE. HOLLYWOOD 36, CALIF. PH. 213-939-5429.



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

- WITH A GIRL LIKE YOU**
YOUNG RASCALS Atlantic 2424
- I LIKE THE WAY**
TOMMY JAMES & SHONDELLS Roulette 4756
- THE HAPPENING**
HERB ALPERT & TB A&M 860
- PICTURES OF LILY**
THE WHO Decca 34770
- YOU WERE ON MY MIND**
CRISPIAN ST. PETERS Jamie 1310
- I CAN'T SEE NOBODY**
BEE GEE Atco 6487
- TAKE ME (JUST AS I AM)**
SOLOMON BURKE Atlantic 2416
- CITY OF WINDOWS**
STEPHEN MONAHAN Kapp 835
- MAMMY**
HAPPENING B.T. Puppy 530

Tremeloes Visit NY

NEW YORK—The Tremeloes, hot British group currently occupying the #41 spot on the Top 100 with their "Silence Is Golden" single, on the Epic label, flew to New York from London last week with their manager Peter Walsh for a short promotional visit prior to going on a 23-day performance tour of the U.S. and Canada. Cash Box interviewed the boys, who told us about their background, their current work and their plans for the future.

Three of the Tremeloes, Rick West (lead guitarist), Alan Blakely (rhythm guitarist) and Dave Munden (drummer) have been together for six years. Originally known as the Tremeloes, the group became Brian Poole and the Tremeloes for a while, and then the Tremeloes again when Poole left the group. Chip Hawkes (bass guitarist) is the newest member.

The Tremeloes do not want to limit themselves to performing any one type of music. They're after variety and like to do "a bit of everything." They admire Buddy Holly, and in their earliest days, they performed a lot of Everly Brothers numbers.

They enjoy doing live dates, feeling that their work has more immediacy on stage, but they also like recording and they usually record very quickly. Their first hit, "Here Comes My Baby," was cut in twenty minutes "as a joke." The boys never dreamed that it would become a world-wide smash.

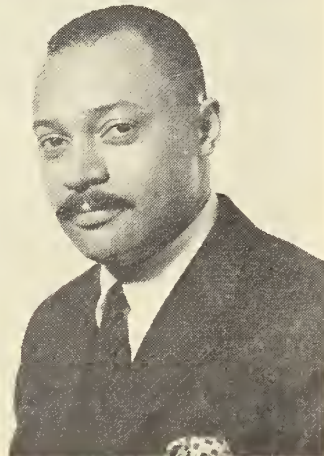
The Tremeloes have a new disk, "Even The Bad Times Are Good," coming out in England in about three weeks. The song appears on their first LP, but they have re-recorded it for release as a single.

The Tremeloes' tour of the U.S. and Canada will take them to Ohio, Pennsylvania, Massachusetts, Ontario, Michigan and Indiana. On Sept. 16 they begin a 21-date, packaged tour of the British Isles with the Hollies.

Fearing Upped At RCA

NEW YORK—John Fearing has just been appointed administrator of field promotion at RCA Victor Records. Fearing formerly worked in RCA's reel tape planning and merchandising dept. In his new position, he will report to Vito Blando, newly appointed manager of single sales and promotion for RCA's record division.

Fearing joined RCA in 1956 as a public relations representative at RCA Exhibition Hall in New York. In 1961 he was made international marketing



JOHN FEARING

analyst for the RCA international division. He joined the RCA Victor record division as a sales trainee in 1963, later moving into the prerecorded tape merchandising department and then the reel tape planning and merchandising department.

In his new position, Fearing will be responsible for the administration of the single record sales and promotion department, contacting the field force of radio and TV relations representatives and field sales representatives on radio play, record action and market information. He will also coordinate artists' promotion tours.

TALENT ON STAGE

NICK PALMER

NEW YORK—Nick Palmer is a former bassist-singer who decided to just sing for his supper not long before he signed a disk pact with RCA Victor Records last Jan. The rest is not history, at least until he opened at the (his first New York appearance) Copacabana last Thursday (29). Two singles have failed to spread the Palmer gospel to a wide record audience, and it was such success that the Copa booking had relied very heavily on. Anyone in the opening night audience who had seen Palmer perform during his RCA promo junket to key markets had to be impressed by his development over the past 180 days. The new Palmer method is totally committed to today's vocal demands, which can stretch from Schubert Row to Top 40. Now he can

swing for his supper in freer fashion, and his handling of the big ballad has a new intimacy, the difference between typing out a love letter and using one's own script. Darkly handsome, Palmer has a touch of the fog in his voice that brings to mind Tony Bennett, but the young performer's voice is not as brittle as the veteran singer's. The Palmer of six months ago is immediately cast aside with his opening guns, an exciting version of "It's Not Unusual." Other numbers include "This Is The Life," "Goin' Out Of My Head," "Fly Me To The Moon," "Call Me," "More," "I Will Wait For You" and other more or less recently established goodies. Nick Palmer is a 180 day wonder, during which time he has evidently found himself. And that could add up to quite a find for RCA.

DOORS

NEW YORK—Elektra's crack rock act the Doors has been filling Steve Paul's west side nitery, the Scene. Their act is every bit as strong as it sounds on the first LP, "Break On Through." Jim Morrison's strong, powerful vocals working in front of a guitar, drum, organ background, set the pace and drive each point home. The Doors have a funky, wailing, west coast type of sound not often heard live in these parts and it seems to be

just what the kids want.

The Doors' material hits high spots with "Break On Through" and "Light My Fire," their two singles to date. They occasionally slide into a Blues bag as well as doing things like Kurt Weill's "Alabama Song" from "Mahagonny."

The Doors are a particularly good live act and should be seen to be fully believed.

CHAD MITCHELL

NEW YORK—For the first five or six numbers of his performance Tuesday night, June 20, at the Village Gate, Chad Mitchell was, to this reviewer, too self-satisfied to be convincing. He did not really put anything of himself into his singing. He looked slightly bored, and that, added to his smugness, made his style seem bland. Indeed, we would be forced to say that his style is bland, were it not that as we were about to go to sleep Tuesday night, he suddenly came alive.

"Marieka," a powerful love ballad penned in French by Belgian singer/songwriter Jacques Brel, was the number that did the trick. With arms outstretched as though to embrace the girl for whom the song is named, Mitchell built to a peak of believable, if planned emotion. By the time he reached the climax of "Marieka," our opinion of his talent had altered considerably.

Following "Marieka," Mitchell per-

formed a medley from "Roar Of The Greasepaint, Smell Of The Crowd" in which he assumed first the character of an upper class Englishman and then the character of not-so-upper class Englishman. He was highly entertaining in both roles and showed himself to be an effective actor as well as a good singer.

Later on in the evening he lost us again, this time, surprise of surprises, by being gushy. He sang a syrupy, slowed-up version of Merle Travis' "Dark As A Dungeon" that would have irritated Travis no end if he had heard it.

Mitchell unquestionably has talent—polished, professional talent in fact. He has a strong voice, a facility for acting out a song, and he can convey emotion when he wants to. What he needs is sincerity, or, if he does not wish to be sincere, the illusion of sincerity. Maybe we saw him at a bad time. If so, we're sorry.

WB Hires New Umpire

NEW YORK—Augie Donatelli, National League umpire for seventeen years, has been contracted by Warner Bros./Reprise Records to perform radio promotion duties.

Donatelli, a Pennsylvanian who resides in St. Petersburg, Fla., will work with the Warner Bros./Reprise field promotion men as he visits various cities while traveling with the National League.

In announcing Donatelli's acquisition Marvin Deane, national promo mgr. for WB/Reprise, said, "Two years ago we signed Ed Runge, an American League umpire, in a similar capacity. We found him to be so effective we decided to be covered in both major leagues."

Liberty Signs Good Feeling

LOS ANGELES—The Good Feeling, a San Bernadino-based vocal-instrumental group, has been signed to a recording contract by Liberty Records' general manager, Bud Dain.

The group's first Liberty single, "I'm Captured," was produced by Bill Bellman and has just been released nationally.

Members of the Good Feeling include Paul Ballett, who plays organ, piano and tambourine; Gary Dalpiaz, lead vocal and bass; rhythm guitarist Ray Iodice; drummer Mike Kravitz; and lead guitarist Ken Myers, who wrote and arranged "I'm Captured."

Columbia Readies '67 Sales Confab

NEW YORK—The Diplomat Hotel in Hollywood, Florida will be the site of Columbia Records' 1967 sales convention, July 26-30. Over 500 persons are expected to attend this, one of the largest sales meetings in Columbia's history.

Among the convention highlights will be product presentations in all categories and the introduction of new equipment in the masterwork audio products line. In addition, the winners of the "sale aces" incentive contest will be announced during the convention. Prizes to be awarded in this contest include all-expense-paid trips to the Caribbean and prize points which winners may use in selecting a wide variety of merchandise.

Among those who will participate in the convention are Goddard Lieber-son, president of the CBS/Columbia Group; Clive Davis, vice president and general manager of CBS Records; Walter Dean, administrative vice president of CBS Records; Dick

Ascher, vice-president of business affairs; Bill Gallagher, vice president of Columbia Records A & R and special products; Albert Earl, vice president of operations for CBS Records; and Bill Farr, vice president of marketing for CBS Records, who will act as convention chairman.

Others active in the convention will be Jack Loetz, vice president of CBS Records marketing administration; Stan Kavan, vice president of planning and diversification for CBS Records; Don England director of Columbia label sales; J. J. Harris, director of audio products and accessories; Bruce Lundvall, director of merchandising; Dom Cerulli director of advertising; and Bob Cato, director of creative services.

The CBS international division will be represented at the convention by Harvey Schein, vice president and general manager, and by delegates from CBS International's numerous overseas subsidiaries.

London Releases 'Family Way' LP

NEW YORK — London Records has launched a solid drive in the field of motion picture music with two special releases. Major element of the new first quarter close-out LP merchandise is the original soundtrack from the new film "The Family Way," which stars John Mills and daughter Hayley.

Scored by Beatle Paul McCartney, the soundtrack album marks London's first property of major proportions in this area. At the same time, the "Family Way" score signals McCartney's debut as a movie score composer, aside from the music for the Beatles' own films.

On the movie side again, London has released the third volume of its highly successful series of lush instrumentals of James Bond motion picture themes, featuring the Roland Shaw Orchestra of England. Sporting a color cover festooned with Bond's favorite feminine friends the newest Bond edition contains themes from "Dr. No," "Goldfinger," "Thunderball," "From Russia With Love," and "You Only Live Twice," all of which featured Sean Connery in the role of James Bond. Also included are themes from the latest in the series, "Casino Royale," which stars a bevy of film's brightest stars.

With regard to "The Family Way" track set, London has blue-printed a powerful merchandising drive in asso-

Angel Issues July LP's

HOLLYWOOD — Angel Records' July album release consists of 4 packages, all of them by the Roger Wagner Chorale. The 4 LP's are: "The Magnificats," containing works so titled by composers Vivaldi, Morales and Monteverdi; "Echoes From A 16th Century Cathedral," an album of sacred music featuring works composed by Palestrina, Victoria and Des Pres; "Belshazzar's Feast," composed by William Walton; and a set including composer Ralph Vaughn Williams' "Mass In G Minor" and Bach's "Cantata No. 4" ("Christ Lay In The Bonds Of Death").

ciation with Warner Brothers Pictures. The picture, which opened to rave reviews in England earlier this year, opened on June 27 in the United States, at which time London and Warners kicked off a promotion drive encompassing all levels of exploitation.

A host of dealer windows have already been set in the New York area, making use of a vast assortment of posters, streamers, and display album jackets provided by London. Theater lobby tie-ins are also included in the campaign, in addition to a heavy distribution of album samples to AM and FM good music stations and Top 40 outlets. The same promo formula will be followed as the picture opens in other cities.

ALBUM PLANS

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

AUDIO FIDELITY

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

DUKE-PEACOCK

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

FORTUNE

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

GATEWAY

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

GNP CRESCENDO

15 albums free with purchase of 100 LP's \$3.79 and \$4.79 retail. Indefinitely.

JEWEL-PAULA

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

LITTLE DARLIN'

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

MONMOUTH-EVERGREEN

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

NASHBORO

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

ORIGINAL SOUND

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

PHILIPS

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

PRESTIGE

15% discount on all LP product until further notice.

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

SIMS

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

SMASH-FONTANA

Special discounts available through distribs. Expiration date not announced.

TAMLA-MOTOWN-GORDY

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

TOWER

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



TO HONOR AND BENEFIT ISRAEL—All proceeds from the just-released Columbia LP, "Israel's Finest Hour," will go to the Emergency Fund for the State Of Israel. The set contains the address to the United Nations by Abba Eban, Israel's Foreign Minister, given on June 6th (the LP was released on June 12th). Shown here standing with the album are: (from the left) Lou Weinstein, sales manager of Columbia Records sales; Tony Martell, regional sales manager of Columbia Records sales; Michael Arnon, Consul General of the State of Israel; and Frank Campana, Columbia's promotion manager.



Inking A Phenomenon

Stan Catron, general manager of Bornwin Enterprises, is shown seated with Charlie Fach (left), Mercury's director of recorded product, at the signing of the Northern Lights (rear). Bornwin will record the group for Smash.



TOP 100 Albums

JULY 8, 1967

| Pos. | Last Week | Album | Label | Pos. | Last Week | Album | Label | Pos. | Last Week | Album | Label | Pos. | Last Week | Album | Label |
|------|-----------|---|-------|------|-----------|---|-------|------|-----------|---|-------|------|-----------|--|-------|
| 1 | | SGT. PEPPER'S LONELY HEARTS CLUB BAND Beatles (Capitol T/TS 2653) | | 26 | | S.R.O. Herb Alpert & The Tijuana Brass (A&M LP 119/SP 4119) | | 51 | | DOUBLE TROUBLE Elvis Presley (RCA Victor LPM/LSP 3787) | | 76 | | THE SANDPIPERS A&M (LP 125/SP 4125) | |
| 2 | | MONKEES HEADQUARTERS (Colgems COM/COS 103) | | 27 | | COLLECTIONS Young Rascals (Atlantic M/S 8134) | | 52 | | GREATEST HITS FROM ENGLAND Various Artists (Parrot PA 61010/PAS 71010) | | 77 | | DYNAMIC DUO Jimmy Smith & Wes Montgomery (Verve V/VS 8678) | |
| 3 | | SOUNDS LIKE Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124) | | 28 | | TEMPTATIONS GREATEST HITS (Gordy GM/GS 919) | | 53 | | GOING PLACES Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112) | | 78 | | THAT'S LIFE Frank Sinatra (Reprise F/FS 1020) | |
| 4 | | SURREALISTIC PILLOW Jefferson Airplane (RCA LPM/LSP 3766) | | 29 | | HAPPY TOGETHER Turtles (White Whale WW 114/7114) | | 54 | | BEST OF ERIC BURDON & THE ANIMALS—VOL. II (MGM E 4454/SE 4454) | | 79 | | THE SUPREMES SING HOLLAND DOZIER HOLLAND 65 (Motown M/MS 650) | |
| 5 | | REVENGE Bill Cosby (Warner Bros. W/WS 1691) | | 30 | | THIS IS MY SONG Ray Conniff (Columbia CL 2676/CS 9476) | | 55 | | ROGER! Roger Williams (Kapp KL 1512/KS 3512) | | 80 | | CALIFORNIA DREAMING Wes Montgomery (Verve V/V6 8672) | |
| 6 | | BORN FREE Andy Williams (Columbia CL 2680/CS 9480) | | 31 | | I'LL TAKE CARE OF YOUR CARES Frankie Laine (ABC ABC/ABCS 604) | | 56 | | KING AND QUEEN Otis Redding & Carla Thomas (Stax (S) 716) | | 81 | | YOUNGER THAN YESTERDAY Byrds (Columbia CI 2642/CS 9442) | |
| 7 | | PAUL REVERE & THE RAIDERS GREATEST HITS (Columbia KCL 2662/KCS 9462) | | 32 | | THOROUGHLY MODERN MILLIE Original Soundtrack (Decca DL 1500/71500) | | 57 | | HIP-HUG-HER Booker T & MG's (Stax S-717) | | 82 | | MOBY GRAPE (Columbia CL2698/CS 9498) | |
| 8 | | DR. ZHIVAGO Soundtrack (MGM E/SE 6 ST) | | 33 | | EQUINOX Sergio Mendes and Brasil 66 (A&M LP 122/SP 4122) | | 58 | | MAN OF LA MANCHA Original Cast (Kapp KRL 4505/KRS 5505) | | 83 | | GOOD TIMES Original Soundtrack (Atco M/S 214) | |
| 9 | | I NEVER LOVED A MAN Aretha Franklin (Atlantic 8139/SD 8139) | | 34 | | THE MONKEES (Colgems COM/COS 101) | | 59 | | EVERY MOTHER'S SON (MGM E/SE 4471) | | 84 | | BORN FREE Matt Monro (Capitol T/ST 2730) | |
| 10 | | A MAN AND A WOMAN Soundtrack (United Artists UAL 4147/UAS 5147) | | 35 | | TEMPTATIONS LIVE (Gordy 921) | | 60 | | HOW GREAT THOU ART Elvis Presley (RCA Victor LPM/LSP 3758) | | 85 | | WILD ANGELS Volume II Original Soundtrack (Tower T/TS 5056) | |
| 11 | | MORE OF THE MONKEES (Colgems COM/COS 102) | | 36 | | WHIPPED CREAM Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110) | | 61 | | SUPER PSYCHEDELICS Ventures (Liberty LRP 2052/LST 8052) | | 86 | | WESTERN UNION Five Americans (Abnak ABLP 1967/ABST 2067) | |
| 12 | | THE MAMAS & THE PAPAS DELIVER (Dunhill D/S 50014) | | 37 | | NEW GOLD HITS 4 Seasons (Philips PHM 200-243/PNS 600-234) | | 62 | | DADDY'S LITTLE GIRL Al Martino (Capitol T/ST 2733) | | 87 | | ELECTRIC MUSIC FOR THE MIND & BODY Country Joe & Fish (Vanguard VRS/VSD 9244) | |
| 13 | | BOB DYLAN'S GREATEST HITS (Columbia KCL 2663/KCS 9463) | | 38 | | BEST OF EDDY ARNOLD (RCA Victor LPM/LSP 3565) | | 63 | | CABARET Original Cast (Columbia KOS 3040/KOL 6640) | | 88 | | FOR EMILY, WHENEVER I MAY FIND HER Glenn Yarbrough (RCA Victor LPM/LSP 3801) | |
| 14 | | SOUND OF MUSIC Soundtrack (RCA Victor LOCD/LSOD 2005) | | 39 | | THE SUPREMES SING RODGERS & HART (Motown 659) | | 64 | | WHAT NOW MY LOVE Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114) | | 89 | | THE MOVIE ALBUM Ramsey Lewis (Cadet LP/LPS 782) | |
| 15 | | CLAUDINE Claudine Longet (A&M LP 121/LPS 4121) | | 40 | | HERE WHERE THERE IS LOVE Dionne Warwick (Scepter M/S 555) | | 65 | | I THINK WE'RE ALONE NOW Tommy James & The Shondells (Roulette R/SR 25353) | | 90 | | WALKIN' IN THE SUNSHINE Roger Miller (Smash MGS 27092/SRS 67092) | |
| 16 | | THE DOORS The Doors (Elektra EKS 4007/EKS 74007) | | 41 | | HEADS UP Baja Marimba Band (A&M LP 123/SP 4123) | | 66 | | JAMES BROWN AT THE GARDEN (King 1018) | | 91 | | LISTEN Ray Charles (ABC ABC/ABCS 595) | |
| 17 | | CASINO ROYALE Original Soundtrack (Colgems COMO/COSO 5005) | | 42 | | LET'S FALL IN LOVE Peaches & Herb (Date TEM 3004/TEB 4004) | | 67 | | GEORGY GIRL Seekers (Capitol T/ST 2431) | | 92 | | NEW DIRECTIONS Gary Lewis & Playboys (Liberty LRP 3519/LST 7519) | |
| 18 | | THE BEST OF THE LOVIN' SPOONFUL (Kama Sutra KLP/KLPS 8056) | | 43 | | FRANCIS ALBERT SINATRA & ANTONIO CARLOS JOBIM Reprise (R/RS 1021) | | 68 | | BETWEEN THE BUTTONS Rolling Stones (London LL 3499/PS 499) | | 93 | | BELAFONTE ON CAMPUS (RCA Victor LPM/LPS 3779) | |
| 19 | | TOO MUCH Lou Rawls (Capitol T/ST 2713) | | 44 | | HAPPY JACK Who (Decca DR 74892/4892) | | 69 | | BORN FREE Roger Williams (Kapp KL 1501/KS 3501) | | 94 | | TIME, TIME Ed Ames (RCA Victor LPM/LSP 3834) | |
| 20 | | THE HOLLIES' GREATEST HITS (Imperial LP 9350/12350) | | 45 | | JANIS IAN (Verve Folkways FT/FTS 3017) | | 70 | | HERE COMES MY BABY Tremeloes (Epic LN 24310/BN 26310) | | 95 | | GRATEFUL DEAD Warner Brothers (W/WS 1689) | |
| 21 | | UP, UP AND AWAY 5th Dimension (Soul City SCM-91000/SCS-92000) | | 46 | | MY CUP RUNNETH OVER Ed Ames (RCA LPM/LPS 3774) | | 71 | | TIME & CHANGES Buckingham (Columbia CL 2669/CS 9469) | | 96 | | FIDDLER ON THE ROOF Original Cast (RCA Victor LOC/LSO 1093) | |
| 22 | | RELEASE ME Engelbert Humperdinck (Parrot PA 61012/PAS 71012) | | 47 | | WONDERFULNESS Bill Cosby (Warner Bros. W/WS 1634) | | 72 | | ABSOLUTELY FREE Mothers of Invention (Verve V 5013/V 6-5013) | | 97 | | ARETHA FRANKLIN'S GREATEST HITS (Columbia CL 2673/CS 9473) | |
| 23 | | REWIND Johnny Rivers (Imperial LP 9341/LSP 12341) | | 48 | | JUST FOR NOW Nancy Wilson (Capitol T/TS 2712) | | 73 | | SPRING! Letterman (Capitol T/ST 2711) | | 98 | | THE BEST OF JOHN GARY (RCA Victor LPM/LPS 3730) | |
| 24 | | THE YARDBIRDS' GREATEST HITS (Epic LN 24246/BN 26246) | | 49 | | THERE'S A KIND OF HUSH ALL OVER THE WORLD Herman's Hermits (MGM E/SE 4438) | | 74 | | YOU ONLY LIVE TWICE Original Soundtrack (United Artists UAL 4155/UAS 5155) | | 99 | | THE HAPPIEST MILLIONAIRE Original Soundtrack (Vista BV 5001) | |
| 25 | | HAPPINESS IS Dean Martin (Reprise R/RS 6242) | | 50 | | JIM NABORS BY REQUEST (Columbia CL 2665/CS 9465) | | 75 | | A MAN AND HIS SOUL Ray Charles (ABC 590-X/S) | | 100 | | ILLYA DARLING Original Cast (United Artists UAL 9101/UAS 9901) | |
| 101 | | FRESH CREAM Cream (ATCO 33-206 SD) | | 111 | | JEFFERSON AIRPLANE TAKES OFF (RCA Victor LPM/LPS 3584) | | 121 | | THE DIS-ADVANTAGES OF YOU Brass Ring (Dunhill D/DS 50017) | | 131 | | FABULOUS IMPRESSIONS ABC ABC/ABCS 606) | |
| 102 | | MR. SPOCK'S MUSIC FROM OUTER SPACE Leonard Nimoy (Dot DLP 3794/25794) | | 112 | | PROJECTIONS Blues Project (Verve Folkways FT/FTS 3008) | | 122 | | DRY YOUR EYES Brenda & Tabulations (Dionn LPM 2000) | | 132 | | FOUR TOPS LIVE! (Motown MM/MS 634) | |
| 103 | | FRIDAY ON MY MIND Easybeats (United Artists UAL 3588/UAS 6588) | | 113 | | EAST COAST/WEST COAST Don Ho (Reprise R/RS 6244) | | 123 | | SPANISH RHAPSODIES FOR YOUNG LOVERS Midnight String Quartet (Viva V 6004/VS 36004) | | 133 | | IN CASE YOU'RE IN LOVE Sonny & Cher (Atco 33-203/SD 33-203) | |
| 104 | | HOLD ME Bert Kaempfert (Decca DL 4860/74860) | | 114 | | SPANISH MOONLIGHT John Gary (RCA Victor LPM/LSP 3785) | | 124 | | LADY Jack Jones (Kapp KL 1511/KS 3511) | | 134 | | FREAKOUT Mothers of Invention (Verve V/V6-5005) | |
| 105 | | TOGETHER ON BROADWAY Steve Lawrence & Eydie Gorme (Columbia CL 2636/CS 9436) | | 115 | | ZODIAC COSMIC SOUNDS Electra (EK 4009/EKS 74009) | | 125 | | A SPECIAL SOMETHING Ray Charles Singers (Command RS 914 SD) | | 135 | | SERGIO MENDES & BRASIL '66 (A&M LP 116/SP 4116) | |
| 106 | | SOMETHIN' STUPID Lennon Sisters (Dot DLP 3797/25797) | | 116 | | HITS OF OUR TIME Lawrence Welk (Dot DLP 3790/25790) | | 126 | | SWEET SOUL MUSIC Arthur Conley (Atco 33-215/SD-215) | | 136 | | BUFFALO SPRINGFIELD (Atco M/S 33-200) | |
| 107 | | DANNY BOY Ray Price (Columbia CL 2677/CS 9477) | | 117 | | BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! (Warner Bros. W 1518) | | 127 | | THE SEA San Sebastian Strings (Warner Brothers W/WS 1670) | | 137 | | GRAND PRIX Soundtrack (MGM IE-83T/IE-83T) | |
| 108 | | SOMEWHERE MY LOVE Ray Conniff Singers (Columbia CL 2519/CS 9319) | | 118 | | THE MAMAS & THE PAPAS (Dunhill D/DS50010) | | 128 | | THAT'S LIFE Billy Vaughn (Dot DLP 3788) | | 138 | | SOCK IT TO ME Mitch Ryder & Detroit Wheels (New Volce NV/NVS 2003) | |
| 109 | | FIRE & FLEET & CANDLELIGHT Buffy Sainte-Marie (Vanguard VRS 9250/VSO 79250) | | 119 | | HALLELUJAH BABY Original Cast (Columbia KOL 6690/KOS 3090) | | 129 | | EMANICIPATION OF HUGH MASEKELA (Chisa M 101/S 4-101) | | 139 | | MAME Original Cast (Columbia KOL 6600/KOS 3000) | |
| 110 | | DIONNE WARWICK ON STAGE (Scepter SRM 559) | | 120 | | GIMME SOME LOVIN' Spencer Davis Group (United Artists UAL 3578/UAS 6578) | | 130 | | THE WILD ANGELS (Soundtrack Tower T/ST 5043) | | 140 | | THE WICKED PICKETT Wilson Pickett (Atlantic M/S 8138) | |

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.

MERCURY

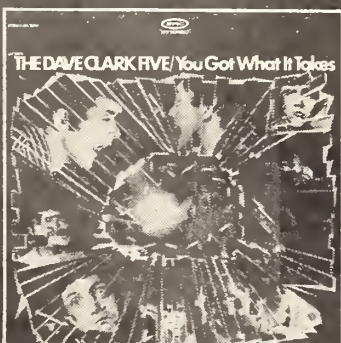
| | | |
|---------------------------------|--|------------------|
| The Platters | Encore of Golden Hits | MG20472/SR60243 |
| Patti Page | Golden Hits | MG20495/SR60495 |
| Eddy Howard | Golden Hits | MG20562/SR60562 |
| Frankie Laine | Frankie Laine's Golden Hits | MG20587/SR60587 |
| The Platters | More Encores of Golden Hits | MG20591/SR60252 |
| Eddy Howard | More Golden Hits | MG20593/SR60593 |
| Brook Benton | Golden Hits | MG20607/SR60607 |
| George Jones | George Jones' Greatest Hits | MG20621/SR60621 |
| Tiny Hill & Orch. | Golden Hits | MG20631/SR60631 |
| Tony Martin | Golden Hits by Tony Martin | MG20644/SR60644 |
| Sarah Vaughan | Sarah Vaughan's Golden Hits | MG20645/SR60645 |
| Sil Austin | Sil Austin Golden Saxophone Hits | MG20663/SR60663 |
| Royal Hawaiian | Hawaiian Golden Hits | MG20693/SR60693 |
| Guitars | | |
| Ted Weems | Ted Weems' Golden Hits | MG20708/SR60708 |
| Brook Benton | Golden Hits Vol. II | MG20774/SR60774 |
| Clyde McPhatter | Clyde McPhatter's Greatest Hits | MG20783/SR60783 |
| Smothers Brothers | The Smothers Brothers At The Purple Onion | MG20611/SR60611 |
| Johnny Mathis | Sweetheart Tree | MG21041/SR61041 |
| Smothers Brothers | Tour De Farce | MG20948/SR60948 |
| Johnny Mathis | Tender Is The Night | MG20890/SR60890 |
| Horst Jankowski | The Genius of Jankowski | MG20993/SR60993 |
| Dinah Washington | What A Difference A Day Makes | MG20479/SR60158 |
| Smothers Brothers | Aesop's Fables The Smothers Bros. Way | MG20989/SR60989 |
| Johnny Mathis | Love Is Everything | MG20991/SR60991 |
| Horst Jankowski | More Genius of Horst Jankowski | MG21054/SR61054 |
| Sil Austin | Sil Austin Plays Pretty For The People | MG20424/SR60096 |
| Lesley Gore | My Town, My Guy And Me | MG21042/SR61042 |
| Moms Mabley | Now Hear This | MG21012/SR61012 |
| The Mitchell Trio | Typical American Boys | MG20992/SR60992 |
| Original Soundtrack | The Sandpiper | MG21031/SR61031 |
| Sarah Vaughan | The New Scene | MG21079/SR61079 |
| Miriam Makeba | The Magnificent Miriam Makeba | MG21082/SR61082 |
| Louis Armstrong | Louis | MG21081/SR61081 |
| Dinah Washington | This Is My Story—Vol. I | MG21078/SR61078 |
| Dinah Washington | This Is My Story—Vol. II | MG20789/SR60789 |
| Billy Eckstine | Golden Hits of Billy Eckstine | MG20796/SR60796 |
| Xavier Cugat | Cugat's Golden Goodies | MG20798/SR60798 |
| Leroy Van Dyke | Greatest Hits of Leroy Van Dyke | MG20802/SR60802 |
| Mike Nichols & Elaine May | The Best of Nichols & May | MG20997/SR60997 |
| Lesley Gore | Golden Hits | MG21024/SR61024 |
| Various Artists | Country & Western Golden Hits—Vol. II | MG21034/SR61034 |
| Dave Dudley | Dave Dudley's Greatest Hits | MG21046/SR61046 |
| Faron Young | Faron Young's Greatest Hits | MG21047/SR61047 |
| George Jones | George Jones' Greatest Hits—Vol. II | MG21048/SR61048 |
| Roy Drusky | Roy Drusky's Greatest Hits | MG21052/SR61052 |
| Patti Page | Patti Page Sings Country & Western Golden Hits | MG20615/SR60615 |
| Smothers Brothers | Think Ethnic | MG20777/SR60777 |
| Smothers Brothers | It Must Have Been Something I Said | MG20904/SR60904 |
| Smothers Brothers | Two Sides Of The Smothers Brothers | MG20675/SR60675 |
| Smothers Brothers | Curb Your Tongue Knave | MG20862/SR60862 |
| Dave Dudley | Lonelyville | MG21074/SR61074 |
| Roy Drusky & Priscilla Mitchell | Together Again | MG21078/SR61078 |
| Johnny Mathis | The Shadow Of Your Smile | MG21073/SR61073 |
| Horst Jankowski | Still More Genius of Jankowski | MG21076/SR61076 |
| Smothers Brothers | Mom Always Liked You Best | MG21051/SR61051 |
| Smothers Brothers | Golden Hits Of The Smothers Brothers | MG21089/SR61089 |
| Miriam Makeba | All About Miriam | MG21095/SR61095 |
| Blues Magoos | Psychedelic Lollipop | MG21096/SR61096 |
| Roy Drusky | If The Whole World Stopped Lovin' | MG21097/SR61097 |
| Dave Dudley | Free and Easy | MG21098/SR621098 |
| Johnny Mathis | So Nice | MG21091/SR61091 |
| Faron Young | Unmitigated Gall | MG21110/SR61110 |
| Hugh Masekela | GRR | MG21109/SR61109 |
| Tony Randall | Vo-Vo-De-Oh-Doe | MG21109/SR61108 |
| Johnny Mathis | Johnny Mathis Sings | MG21107/SR61107 |
| Jerry Butler | Soul Artistry | MG21105/SR61105 |
| Keith | 98.6/Ain't Gonna Lie | MG21102/SR61102 |
| | Chuck Berry's Golden Hits | MG21103/SR61103 |

MERCURY (Cont'd.)

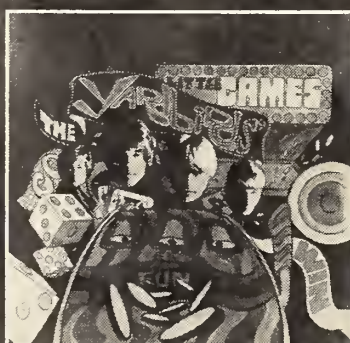
| | | |
|--|--|-------------------|
| Dee Dee Warwick | I Wanna Be With You/ | MG21100/SR61100 |
| Shangri-La's Golden Hits | I'm Gonna Make You Love Me | MG21099/SR61099 |
| Friar Tuck | Friar Tuck And His Psychedelic Guitar | MG 21111/SR 61111 |
| Mort Sahl | Anyway . . . Onward | MG 21112/SR 61112 |
| Dave Dudley | My Kind Of Love | MG 21113/SR 61113 |
| Motion Picture Track | Eric Soya's "17" | MG 21115/SR 61115 |
| Sarah Vaughn | Sassy Swings Again | MG 21116/SR 61116 |
| Dinah Washington | Dinah Discovered | MG 21119/SR 61119 |
| Lesley Gore | California Nights | MG 21120/SR 61120 |
| | MGM | |
| Original Sound Track | Doctor Zhivago | 1E/S1E6ST |
| The Animals | The Best Of The Animals | E/SE-4324 |
| Herman's Hermits | The Best Of Herman's Hermits | E/SE-4315 |
| The Animals | Animalization | E/SE-4384 |
| Hank Williams | The Very Best of Hank Williams | E/SE-4168 |
| Connie Francis | The Very Best Of Connie Francis | E/SE-4167 |
| Herman's Hermits | Both Sides Of Herman's Hermits | E/SE-4386 |
| The Animals | Animal Tracks | E/SE-4305 |
| Herman's Hermits | Herman's Hermits On Tour | E/SE-4295 |
| Herman's Hermits | Introducing Herman's Hermits | E/SE-4282 |
| Hank Williams, Jr. | Hank Williams' Life Story | E/SE-4260 |
| Hank Williams | Hank Williams' Greatest Hits | E/SE-3918 |
| Hank Williams | 14 More Of Hank Williams' Greatest Hits, Vol. 2 | E/SE-4040 |
| Judy Garland & Orig. Cast. | The Wizard Of Oz | E/SE-3996 ST |
| Original Cast Album | The Fantasticks | E/SE-3872 OC |
| MGM Sound Track | Gigi | E/SE-3641 ST |
| The N.Y. Production | Kurt Weill's The Threepenny Opera | E/SE-3121 OC |
| With Lotte Lenya (In English) | | |
| Connie Francis | More Greatest Hits | E/SE-3942 |
| Hank Williams | 14 More of Hank Williams' Greatest Hits, Vol. 3 | E/SE-4140 |
| Johnny Tillotson | Talk Back Trembling Lips | E/SE-4188 |
| Hank Williams | The Very Best Of Hank Williams, Vol. 2 | E/SE-4227 |
| The Animals | The Animals | E/SE-4264 |
| Hank Williams, Sr. & Hank Williams, Jr. | Hank Williams, Sr. & Hank Williams, Jr. | E/SE-4276 |
| The Animals | The Animals On Tour | E/SE-4281 |
| Hank Williams | Hank Williams Sings Kaw-Liga And Other Humorous Songs | E/SE-4300 |
| | Born Free—Music From The Sound Track | E/SE-4368 |
| Music Composed & Conducted By John Barry | | |
| Hank Williams | The Legend Lives Anew | E/SE-4377 |
| With Strings | | |
| Hank Williams | Movin' On—Luke The Drifter | E/SE-4380 |
| Hank Williams | The Hank Williams Story | E-4267-4 |
| Sam (The Man) Taylor | Blue Mist | E-3973 |
| Hank Williams | Hank Williams On Stage | E-3999 |
| Hank Williams | On Stage—Vol. 2 | E/SE-4109 |
| Hank Williams | The Spirit Of Hank Williams | E-3955 |
| Tommy Edwards | Tommy Edwards' Greatest Hits | E/SE-3884 |
| Hank Williams | I Saw The Light | E-3331 |
| Lainie Kazan | Right Now | E/SE-4340 |
| Lainie Kazan | | E/SE-4385 |
| Connie Francis | Live At The Sahara | E/SE-4411 |
| The Animals | Animalism | E/SE-4414 |
| Herman's Hermits | Best Of Herman's Hermits, Vol. 2 | E/SE-4416 |
| Sam The Sham And Pharaohs | Best Of Sam The Sham And Pharaohs | E/SE-4422 |
| Eric Burdon And Animals | Eric Is Here | E/SE-4433 |
| Herman's Hermits | There's A Kind Of Hush All Over The World | E/SE-4438 |
| Original Cast | "You're A Good Man, Charlie Brown" | 1E/S1E90c |
| Ian & Sylvia | Lovin' Sound | E/SE4388 |
| Connie Francis | On Broadway Today | E/SE4472 |
| Best of Eric | Burdon & Animals—Vol II | E/SE4454 |
| Stoneman Family | Those Singin', Swingin', Stompin', Sensational Stonemans | E/SE4363 |
| | Stoneman's Country | E/Se4363 |



TOTAL LOCATION INVENTORY



The Dave Clark Five—
You Got What It Takes
LN 24312/BN 26312*



The Yardbirds—
Little Games
LN 24313/BN 26313*



Don And The Goodtimes—
So Good
LN 24311/BN 26311*



The Hollies—
Evolution
LN 24315/BN 26315*

*Stereo



COUNTRY ROUND UP

Every year about this time, Cash Box conducts a deejay poll to determine, as best we can, which artists are the most programmed in various categories. A quick glance at the list of poll winners (see accompanying Directory Issue) shows such names as Buck Owens, Loretta Lynn, Jack Greene, Lynn Anderson, the Browns, Chet Atkins, the Buckeroos, and Lloyd Green topping their respective classifications, while honorary mentions are in order for David Houston, Eddy Arnold, Nat Stuckey, Waylon Jennings, Tammy Wynette, Jeannie Seely, the Wilburn Bros., the Hardin Trio, Floyd Cramer, Roy Clark, the Brazos Valley Boys, the Texas Troubadors, Jimmie Bryant and Jerry Reed. Our congratulations to all who received their votes from deejays throughout the country.

The Stonemans blasted into Chattanooga's Lake Winnepesaukee amusement area and set an all-time attendance mark, according to park talent agent Gene Goforth, who also produces the group's popular TV series. Crowds of about 8,000 people shoe-horned their way into the park for the three performances, while TV crews shot the action in color. Tapes will be used late this summer on the Stonemans video show.

In last week's column we went on at length regarding the newly-written tune, "Elusive Dream," but we were somewhat lax in our duties when we neglected to mention that the co-writer of the song was Billy Sherrill. Sherrill, who is no slouch when it comes to writing hit material, also shares half the responsibility for one of the other numbers we mentioned in the same article, "Almost Persuaded" (and before we get in trouble again, we'd better mention that his partner in that one was none other than the Wild One, Glenn Sutton. The same two have also been responsible, in the last few months, for David Houston's "Loser's Cathedral" and "With One Exception," not to mention Tammy Wynette's "Your Good Girl's Gonna Go Bad,").

An interesting sidelight to the whole "Elusive Dreams" episode is in the fact that, while one of the writers (Curly Putman) recorded one version, a competitive David Houston-Tammy Wynette version was produced by the other writer (Billy Sherrill).

At any rate, we ask Mr. Sherrill's indulgence for our oversight.

After a month of personal appearance dates, booking and publishing operations, Dick Flood has just released his second single on his Totem label. Side contains "Sure Gets Dark When The Sun Goes Down" b/w "I Didn't See You Standing There." Flood has just taken off on another tour, this one taking him through Georgia, the Carolinas, Florida, Delaware, N.J., Alabama and Tennessee.

The Newkeys Music and Key Talent staff has been expanded with the recent addition of John Tally, well-known to Nashville folk through his WENO airwaves role. John tells us that his new position will be that of promotion and general sales manager for the firm's label, Rice Records. The first new artist to be signed to the label is Billy Grammer, who joins Linda Manning and Al Terry on the roster.

WJRZ's Bob Lockwood has begun packaging a "Summer Festival Of Stars," to be staged at Wiseglass Stadium in Staten Island, N.Y. The lineup thus far includes Dave Dudley, Johnny Dollar, Van Trevor, Elton Britt, Rose Lee Allen, Smokey Warren, Dottie Mae and Tex Barton, as well as 14 other acts, including 3 bands. The festival is set to go off on Jul. 23.

Hank Snow has recently completed Phase I of the "Hank Snow Centennial Show, a special three-part, 60-day tour of Canada, which Hank designed himself to pay tribute to his native land. Highlighted by Snow and the Rainbow Ranch Boys, Waylon Jennings & the Taylors and Dottie West & the Heartaches, the first segment was completed on Jan. 18, and, according to the Moeller Talent stable, which handled the bookings for the entourage, it represented one of the most successful turns in the agency's history. The second and third phase of the tour are set for the Fall, with concentration aimed at Maritime and West Coast concert.

Marvin Hoerner has been signed on a management pact with the Midwest TV package "The Possum Holler Opry," according to the show's producer Toby Dick Ellis. Hoerner will also take over management of Ellis, Al Harvey, Lenora Ellyn and others associated with the show. In addition, he will assist in the booking of guest artists for the program, and will be active in the filming and distribution of the show, slated for this fall. The video segment, which has received a number of awards, recently was given a citation from President Johnson for its work with youth.

Johnny and Jonie Mosby have just signed a recording pact with Capitol, with their first session due out about mid-July. The pair will be appearing at the big Navy Fourth of July picnic along with Billy Mize, then they're off for a week tour at Vandenberg A.F. Base. . . . Roy Clark knocked off two weeks at the Top Hat in Windsor, Ontario and Angelo's Supper Club in Omaha, and zipped down to L.A. on June 30 to headline the Disneyland Show with Jerry Naylor. Into Safford, Ariz. until Jul. 4, Roy then heads for Mr. Lucky's in Phoenix (5-7) and the Albuquerque Civic Center (8). . . . Smiley Wilson tells us that he recently signed Bobby "Down Came The World" Barnett to a pact with the Wil-Helm agency. . . .

Buck Owens and crew have just finished their annual swing thru Texas, with packed houses all along the route. . . . Jack Reno has just cut his first formal session, under the direction of Buddy Killen. A deejay with WXCL—Peoria, Reno was also recently signed as an exclusive writer with Tree Music. . . . Dave Dudley and the Roadrunners have been added to the list of names for the world-renowned Newport Folk Festival, set to kick off on July 15. . . . Claude Gray and the Graymen have just left Music City for a tour which will run through Aug. 7. During the junket, the boys will do a week-long gig at

(Continued on page 42)

An Epic Meet

The recent Epic sales meeting in New York was highlighted by the appearance of David Houston and manager Tillman Franks, who were in town with their respective wives for a business-vacation combination. Shown in the photo right, taken during the meeting, Houston and wife make with the smiles with Cash Box president George Albert (center), Epic sales and distribution vp Len Levy (second from right) and Tillman Franks.



Tex Ritter Named Chairman Of NCRA

NASHVILLE—One of the well-known names in the field of entertainment, Tex Ritter has been appointed Nashville chairman of the National Committee for the Recording Arts. The recently-formed assemblage of recording artists and producers is supporting a proposed copyright law amendment that would provide performance fees for recording artists, arrangers, musicians and record producers.

Handling the national chairman role in NCRA is Stan Kenton, while Nashville names such as Chet Atkins, Boots Randolph, Floyd Cramer, Red Foley and Brenda Lee are also backing the bill.

In a statement made concerning the amendment, Ritter was quoted as saying, "Commercial users of recorded music can well afford, and should, as a matter of right, pay the performers for the use of their talents. The copyright law has not been revised since 1909 and probably will not see another wholesale revision for the coming fifty years. The reason that performers on sound recordings were not included in the present law is obvious. The phonograph was in its infant stages and there were no vast radio and juke box industries that exist today. There was no protection in 1909 because it was not needed. But this is 1967 and now the correction is urgently needed to correct this injustice."



COMMENDABLE PERFORMANCE—The Southern Gentleman, Sonny James, who has been known to recruit some country fans is seen above accepting a certificate of commendation from Air Force Sgt. Crosson as a result of the songster's help in making programs for recruiting Air Force personnel.

Peer-Southern Label Bows

NEW YORK—Peer-Southern, one of the most well-known publishers on the current scene, has recently formed its own record label, also known as Peer-Southern, with the first deck, "Big Wheel Cannonball" by Dick Todd, already released.

Todd, whose past hits include "Daddy's Little Girl," "Bumming Around" and "Penny Serenade," is backed on the record by the Appalachian Wildcats. The tune was written by Vaughn Horton, whose track record includes such giants as "Mockin' Bird Hill," "Sugar Foot Rag," "Choo Choo Ch' Boogie" and "Teardrops In My Heart," among others.

Capitol's Top C&W Names Sked For Hollywood Bowl

LOS ANGELES — The Hollywood Bowl has been slated for a giant country extravaganza as a power-packed of Capitol Records artists has been set to appear on July 7 for the first Family Special of the Bowl's 46th season.

The lineup for the show includes Buck Owens & the Buckaroos, Glen Campbell, Merle Haggard & the Strangers, Bonnie Owens, Ferlin Husky, Wynn Stewart & the Tourists, Tex Ritter and the Geeszinlaw Bros., all of whom record for Capitol Records.

Houston-Wynette 'Dreams' Nears 100,000 Sales Mark

NEW YORK—The David Houston-Tammy Wynette recording of "My Elusive Dreams" is not so elusive in disk form, having come close to the 100,000 sales mark after only ten days on the market. In a recent announcement by Epic Records vp in charge of sales and distribution Len Levy, it was stated that heavy reorders have already started coming in, with strong action pop and good music areas, as well as the expected country outlets.

Produced by the tune's co-writer Billy Sherrill, the deck marks the first time that the two artists have recorded together, although both have been scoring extremely well of late as solo acts. Reaction to the single has been such that the label has cut a duet LP with the two, featuring "Elusive Dreams," and is preparing the album for a rush-release.

His New Album "COUNTRY... THE WRIGHT WAY"



DL 4846

DL 74846

GOLD STAR HITS! Two Winners From THE FIVE WILLIAMSON BROS. "WHY UNCLE SAM CALLED FOR ME"

GS 202 "I'VE GOT A BEAD ON YOU BABY"

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FRANKLIN IVEY "DROWNING MY SORROWS IN WINE" GS 203

GOLD STAR RECORDS Rt 1, Evergreen, N.C. 28438



NAGASAKI CATS—It ain't Flatt & Scruggs, and it ain't Homer & Jethro. It's a young Japanese team called the Osaki Okies, who were discovered by Buck Owens during his tour of the Far East and were taken along on the Tiger's recent shot at the Santa Clara County Fair. Word has it that they really wowed American audiences with their Yokahama yodel.



COUNTRY TOP 50



TOP COUNTRY ALBUMS

| | Pos. | Last Week | | Pos. | Last Week |
|----|--|-----------|----|--|-----------|
| 1 | | | 26 | | |
| 1 | MISTY BLUE | 1 | 26 | SNEAKIN' ACROSS THE BORDER | 21 |
| | (Talmont—BMI) | | | (Hardin—BMI) | |
| | Eddy Arnold (RCA Victor 9182) | | | Hardin Trio (Columbia 44069) | |
| 2 | WITH ONE EXCEPTION | 3 | 27 | YOUR FOREVERS | 31 |
| | (Gallico—BMI) | | | (Central Songs—BMI) | |
| | David Houston (Epic 101054) | | | Jean Shepard (Capitol 8899) | |
| 3 | ALL THE TIME | 5 | 28 | IN THE JAILHOUSE NOW | 28 |
| | (Cedarwood—BMI) | | | (Peer Int'l—BMI) | |
| | Jack Greene (Decca 32123) | | | Ernest Tubb (Decca 32123) | |
| 4 | IT'S SUCH A PRETTY WORLD TODAY | 2 | 29 | DON'T SQUEEZE MY SHARMON | 38 |
| | (Freeway—BMI) | | | (Four Star—BMI) | |
| | Wynn Stewart (Capitol S81) | | | Charlie Walker (Epic 10174) | |
| 5 | YOUR GOOD GIRL'S GONNA GO BAD | 4 | 30 | THE PRIVATE | 35 |
| | (Al Gallico—BMI) | | | (Tree—BMI) | |
| | Tammy Wynette (Epic 10134) | | | Del Reeves (United Artists S0157) | |
| 6 | MAMA SPANK | 6 | 31 | CINCINNATI, OHIO | 43 |
| | (4 Star Sales—BMI) | | | (Moss-Rose Publications—BMI) | |
| | Liz Anderson (RCA Victor 9163) | | | Connie Smith (RCA Victor 9214) | |
| 7 | RUTHLESS | 8 | 32 | LOUISIANA SATURDAY NIGHT | 41 |
| | (Tree—BMI) | | | (New Keys—BMI) | |
| | Staitler Bros. (Columbia 44070) | | | Jimmy Newman (Decca 32130) | |
| 8 | IF YOU'RE NOT GONE TOO LONG | 9 | 33 | YOU CAN STEAL ME | 33 |
| | (Sure-Fire—BMI) | | | (Jack—BMI) | |
| | Loretta Lynn (Decca 32127) | | | Bonnie Guitar (Dot 17007) | |
| 9 | TONIGHT CARMEN | 15 | 34 | PRETTY GIRL, PRETTY CLOTHES PRETTY SAD | 36 |
| | (Mojave, Noma—BMI) | | | (Wilderness—BMI) | |
| | Marty Robbins (Columbia 44128) | | | Kenny Price (Boone 1056) | |
| 10 | WALKIN' IN THE SUNSHINE | 7 | 35 | COME KISS ME, LOVE | 44 |
| | (Tree—BMI) | | | (Melody Trails—BMI) | |
| | Roger Miller (Smash 2081) | | | Bobby Bare (RCA Victor 9191) | |
| 11 | ROARING AGAIN | 13 | 36 | WORLD'S BIGGEST WHOPPER | 42 |
| | (Sure-Fire—BMI) | | | (Peach—SESAC) | |
| | Wilburn Bros. (Decca 32117) | | | Junior Samples (Chart) | |
| 12 | I CAN'T GET THERE FROM HERE | 17 | 37 | I THREW AWAY THE ROSE | 16 |
| | (Glad, Blue Crest—BMI) | | | (Blue Book—BMI) | |
| | George Jones (Musicor 1243) | | | Merle Haggard (Capitol S844) | |
| 13 | I'LL NEVER FIND ANOTHER YOU | 25 | 38 | HOW LONG WILL IT TAKE | 47 |
| | (Chappel—ASCAP) | | | (Page Boy—SESAC) | |
| | Sonny James (Capitol S914) | | | Warner Mack (Decca 32142) | |
| 14 | DIESEL ON MY TAIL | 14 | 39 | VIN ROSE | 48 |
| | (Francis Marvin, Silver Star—BMI) | | | (Acuff-Rose—BMI) | |
| | Jim & Jesse (Epic 10138) | | | Stu Phillips (RCA Victor 9219) | |
| 15 | LITTLE OLD WINE DRINKER ME | 18 | 40 | MENTAL REVENGE | 39 |
| | (Moss-Rose—BMI) | | | (Cedarwood—BMI) | |
| | Robert Mitchum (Monument 1006) | | | Waylon Jennings (RCA Victor 9146) | |
| 16 | IF I KISS YOU | 10 | 41 | SOMETHING FISHY | 51 |
| | (Greenback-Yonah—BMI) | | | (Combine—BMI) | |
| | Lynn Anderson (Chart 1430) | | | Dolly Parton (Monument 1007) | |
| 17 | POP A TOP | 23 | 42 | DANNY BOY | 9 |
| | (Nelson, Port—ASCAP) | | | (Boosey & Hawkes—ASCAP) | |
| | Jim Edward Brown (RCA Victor 9191) | | | Ray Price (Columbia 44042) | |
| 18 | I KNOW ONE | 20 | 43 | BECAUSE OF HIM | 52 |
| | (Jack—BMI) | | | (Forest Hills—BMI) | |
| | Charley Pride (RCA Victor 9162) | | | Claude Gray (Decca 32122) | |
| 19 | JUKEBOX CHARLIE | 11 | 44 | DOWN CAME THE WORLD | 49 |
| | (Mayhew—BMI) | | | (Freeway—BMI) | |
| | Johnny Paycheck (Little Darlin' 0020) | | | Bobby Barnett (K-Ark 741) | |
| 20 | PROMISES & HEARTS | 24 | 45 | ALL MY TOMORROWS | 26 |
| | (Barmour—BMI) | | | (Su-Mo—BMI) | |
| | Stonewall Jackson (Columbia 44121) | | | Nat Stuckey (Paula 267) | |
| 21 | DOWN AT THE PAWN SHOP | 27 | 46 | CHET'S TUNE | 55 |
| | (4-Star—BMI) | | | (Delmore—ASCAP) | |
| | Hank Snow (RCA Victor 9188) | | | Some Of Chet's Friends (RCA Victor 9229) | |
| 22 | SAM'S PLACE | 12 | 47 | HE'S LOSING HIS MIND | 56 |
| | (Blue Book—BMI) | | | (Sybilla, Summerhouse—ASCAP) | |
| | Buck Owens (Capitol S865) | | | Van Trevor (Band Box 374) | |
| 23 | JUST BEYOND THE MOON | 19 | 48 | LONG-LEGGED GUITAR-PICKIN' MAN | 46 |
| | (Central Songs—BMI) | | | (Perkins—SESAC) | |
| | Tex Ritter (Capitol S839) | | | Johnny Cash & June Carter (Columbia 44158) | |
| 24 | LOVE ME AND MAKE IT ALL BETTER | 29 | 49 | HE THOUGHT HE'D DIE LAUGHING | 53 |
| | (Barmour—BMI) | | | (Mayhew—BMI) | |
| | Bobby Lewis (United Artists S0161) | | | Bobby Helms (Little Darlin' 0030) | |
| 25 | BLACK JACK COUNTY CHAIN | 34 | 50 | THE STORM | — |
| | (Tree—BMI) | | | (Tuckahoe—BMI) | |
| | Willie Nelson (RCA Victor 9202) | | | Jim Reeves (RCA Victor 9238) | |
| 51 | MY ELUSIVE DREAMS | | 56 | KANGAROO OF LOVE | |
| | Curly Putman (ABC Paramount 10934) | | | Margaret Lewis (SSS Int'l 704) | |
| 52 | YOU'RE SO COLD | | 57 | HE'S NOT FOR REAL | |
| | Hugh Lewis (Kapp 830) | | | Priscilla Mitchell (Mercury 72681) | |
| 53 | NO ONE'S GONNA HURT YOU ANYMORE | | 58 | I'M IN NO CONDITION | |
| | Bill Anderson (Decca 32146) | | | Hank Williams Jr. (MGM 13730) | |
| 54 | MY ELUSIVE DREAMS | | 59 | I'M THE MAIL SHE'S WAITING FOR | |
| | David Houston & Tammy Wynette (Epic 10194) | | | Chuck Wood (SSS Int'l 703) | |
| 55 | TRUCKER'S PRAYER | | 60 | I'LL HOLD YOU IN MY HEART | |
| | Dave Dudley (Mercury 72697) | | | Freddie Hart (Kapp 820) | |

| | | | | | |
|----|--|----|----|---|----|
| 1 | BEST OF EDDY ARNOLD | 2 | 16 | SINGING AGAIN | 26 |
| | (RCA Victor LPM/LSP) | | | Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872) | |
| 2 | NEED YOU | 3 | 17 | PATSY CLINE'S GREATEST HITS | 13 |
| | Sonny James (Capitol 2703) | | | (Decca DL 4854/74854) | |
| 3 | WALK THROUGH THIS WORLD | 1 | 18 | YOUR GOOD GIRL'S GONNA GO BAD | 15 |
| | George Jones (Musicor MM 2119/MS 3119) | | | Tammy Wynette (Epic LM 24305/BN 26305) | |
| 4 | BUCK OWENS AND HIS BUCKAROOS IN JAPAN | 6 | 19 | TOUCH MY HEART | 20 |
| | (Capitol T/ST 2715) | | | Ray Price (Columbia CL 2 6066/CS 9 4066) | |
| 5 | DON'T COME HOME A-DRINKIN' | 4 | 20 | DRIFTING APART | 19 |
| | Loretta Lynn (Decca DL 4842/7 4842) | | | Warner Mack (Decca DL 4883/74883) | |
| 6 | LONELY AGAIN | 5 | 21 | IT'S SUCH A PRETTY WORLD TODAY | 21 |
| | Eddy Arnold (RCA Victor LPM/LSP 3753) | | | Wynn Stewart (Capitol T/ST 2737) | |
| 7 | I'M A LONESOME FUGITIVE | 7 | 22 | AMERICA'S MOST WANTED BAND | 14 |
| | Merle Haggard (Capitol T/ST 2702) | | | Buckaroos (Capitol T/ST 2722) | |
| 8 | ALL THE TIME | 18 | 23 | EVEN WHEN IT'S BAD IT'S GOOD | 24 |
| | Jack Greene (Decca DL 4904/DL 4904) | | | Ray Pillow (Capitol T/ST 2738) | |
| 9 | GEORGE JONES GREATEST HITS | 8 | 24 | HEART WE DID ALL WE COULD | 22 |
| | (Musicor MM 2116/MS 3116) | | | Jean Shepard (Capitol T/ST 2690) | |
| 10 | MY KIND OF COUNTRY | 10 | 25 | RIDE, RIDE, RIDE | 25 |
| | Marty Robbins (Columbia CL 2645/CS 9445) | | | Lynn Anderson (Chart LP/LPS 1000) | |
| 11 | DANNY BOY | 9 | 26 | 15TH ANNIVERSARY ALBUM | 27 |
| | Ray Price (Columbia CL 2677/CS 9477) | | | Slim Whitman (Imperial LP 9342/LSP 12342) | |
| 12 | LOSER'S CATHEDRAL | 11 | 27 | IT'S A GUITAR WORLD | — |
| | David Houston (Epic LN 24303/BN 36303) | | | (Chet Atkins (RCA Victor LPM/LSP 3728) | |
| 13 | COLD HARD FACTS OF LIFE | 17 | 28 | LOVE MAKES THE WORLD GO AROUND | 30 |
| | Porter Wagoner (RCA Victor LPM/LSP) | | | Kitty Wells (Decca DL 4857/74857) | |
| 14 | THERE GOES MY EVERYTHING | 12 | 29 | WALKIN' IN THE SUNSHINE | — |
| | Jack Greene (Decca DL 4845/7 4845) | | | Roger Miller (Smash MGS 27092/SRS 67092) | |
| 15 | ANOTHER STORY | 16 | 30 | DIESEL ON MY TAIL | — |
| | Ernest Tubb (Decca DL 4867/74867) | | | Jim & Jesse (Epic LM 24314/BN 26314) | |

COUNTRY ROUNDUP

(Continued from page 41)
the Golden Nugget in Las Vegas. . . . Chet Atkins goes high-tone once again this week (7 & 8) when he teams up as a guest performing artist with the New Orleans Symphony Orchestra in New Orleans. . . . Vern Stovall and Janet McBride recently headed up the bill at Tommy Trent's Fun Barn in Little Rock, Ark., then continued on to the Flame Club in Minneapolis for a week and on to Nashville where they spent two days recording. . . . Tex Clark has added 16 newspapers for his columns, "13 Top Songs" and "From Hollywood To Hicksville," bringing the total of papers carrying the items to 34. The columns hit on country, pop and folk-rock acts. . . . Red Steed and Earl Rothgeb have spent the beginning of the month promoting Red's new Major Records disk, "If The Tables Of The World (Were Turned Around)" b/w "The Hurt," throughout the middle Eastern states. Deejays needing copies may obtain them by writing to P.O. Box 208, Luray, Va. 22835. . . . The Liberty International musical, "What Am I Bid?" with LeRoy Van Dyke, Kristin Nelson, Stephanie Hill, Bill Craig, and special guest stars, Al Hirt, Tex Ritter, Johnny Sea and Faron Young, will have its world premiere at the Capri Cinerama in Dallas on Aug. 27 and at the Paramount Theatre in Nashville, Tenn. on Aug. 28. Emerson Film Enterprises, which is handling the release of the film, has sold the color movie to General Cinema Circuit for simultaneous release in four Houston first-run houses on Sept. 10.

A new label, Tawes Records, has opened its doors at 526 W. Russell Ave., in Flint, Mich., and will have an open door policy for the next few weeks. Label prexy Harry Chester announced that all radio stations are asked to write for placement on

the company's mailing list for all present and future releases.

Earl Hart at WFOR cables that the station has just gone C&W and is in desperate need of records. Disks should be sent to him at 2414 W. 7th St., Hattiesburg, Miss. . . . WWVA—Wheeling proclaimed the month of June as "Jimmy Newman Month," highlighted by the songster's appearance on the WWVA Jamboree on June 24. . . . KCIN—Victorville, Calif. recently held its second annual western Fun-A-Rama for Victor Valley Chrysler-Plymouth, with 1300 fans turning out to see Jeannie Gayland, Wild Bill Langley, the Shy Ones, Them There Kids and George Stoner. The festivities also included prizes, such as vacation trips to Las Vegas and a color TV set. . . . Anchorage, Alaska will have its first C&W station when 5,000-watt KYAK kicks off the new sound on July 8, according to co-owner and general manager Bob Fleming. Bobby Wooten, program director at KAYO—Seattle has been engaged as programming consultant and will take complete charge of programming. Records, I.D.'s, station breaks, etc. can be sent to the station at P.O. Box 1808, Anchorage. . . . KTUF—Tempe, Ariz., formerly KYND, has gone country with a bang and announces an exclusive "Buck Owens Show," Monday thru Friday, with the Tiger hosting his own record and conversation segment. Station manager under the new setup is Joe Thompson, formerly of KRDS—Phoenix, and national sales manager will be Jerry Sawyer, formerly with KHAT—Phoenix. . . . KRAK—Sacramento has added Bruce R. Wilson to its staff, where he will be working in research and development with the outlet's national and local sales dept. Wilson is currently attending Sacramento State College as a business administration major.

BILL ANDERSON

has a brand new Decca double play

**“NO ONE’S
GONNA
HURT YOU
ANymore”**

C/W

“PAPA”

32146



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COUNTRY REVIEWS

● Best Bet
B+ very good B good

THE CASH BOX BULLSEYE



AMERICAN POWER [Kitty Wells BMI—Anglin]

JOHNNY WRIGHT (Decca 34477)

Although Johnny Wright is just beginning to stir up some action with his recently-released deck of "Why" and "Ole Honky Tonk," Decca has released a brand new, but powerful piece of material by the songster, tabbed "American Power." This message about racial unrest has the earmarks of a giant. Watch it.

I JUST WANT TO BE ALONE (2:20) [Jack BMI—Irwin]

I LIKE A WHOLE LOT (2:19) [Novachaminjo BMI—Mann]

RAY PILLOW (Capitol 5953)

Ray Pillow's latest bid for chart honors is another ballad session, and should stand him in good stead with his many followers. Top side, "I Just Want To Be Alone," is a blues-filled effort that gets a nice treatment by the songster. "I Like A Whole Lot" is a breezy bouncer.

TOO MUCH OF YOU (2:20) [Peach, SESAC—Hood]

IF THIS IS LOVE (2:14) [Yonah BMI—Anderson]

LYNN ANDERSON (Chart 1475)

Lynn Anderson slows down the pace after riding up the charts with two gallopers in a row, and comes across with a lovely ballad titled "Too Much Of You Still On My Mind." The fine performance on this side makes it a good bet to skyrocket. "If This Is Love" is a twangy tale of a battling couple.

I FORGOT TO CRY (2:30) [Hill and Range BMI—Owens]

DRIVE ME OUT OF MY MIND (2:25) [Five L's BMI—Thompson]

CHARLIE LOUVIN (Capitol 5948)

Following right behind "On The Other Hand," Charlie Louvin serves up "I Forgot To Cry," a sentimental, feelingful ballad that's bound to see Top 50 action. Lots of spins in store for this one. "Drive Me Out Of My Mind" is a swaying, waltz-tempo stanza.

SOMEBODY KNOWS MY DOG (2:19) [Southtown BMI—Crysler]

THE END OF THE ROAD (2:08) [Starday BMI—King, Dean]

WILLIS BROS. (Starday 812)

A winning followup to their recent chart stand of "Bob," this latest effort by the Willis Brothers should be an equally hot sales piece. Side to watch, "Somebody Knows My Dog," is a light, tongue-in-cheek ode about a cheatin' wife. Looks good. "The End Of The Road" is a thunkin' ditty with a cute sound.

THROUGH THE EYES OF LOVE (2:28)

[Jack, BMI—Clement, Addington]

SHE LOVED THE WRONG MAN (2:57) [Glaser, BMI—Glaser]

TOMPALL & GLASER BROS. (MGM 13754)

Tompall and the Glaser Brothers have a real sweet sound in "Through The Eyes Of Love." A pretty, warmhearted side, this one shouldn't be overlooked by programmers. "She Loved The Wrong Man" is a funky, low-key ode also with a nice sound.

WEST CANTERBURY SUBDIVISION BLUES (2:32)

[Jack, BMI—Clement]

THE THREE CENT OPERA (2:34) [Jando, ASCAP—Malloy]

STONEMANS (MGM 13755)

Those Swingin' Stonemans made a good bit of noise with "Back To Nashville, Tennessee," and should do even better with "West Canterbury Subdivision Blues." Bound to be a lot of pop action in store for this loping ditty. "The Three Cent Opera" is a cute stanza also worth an extra listen.

I WASHED MY FACE IN THE MORNING DEW (2:40)

[Newkeys, BMI—Hall]

A PICTURE OF YOUR MOTHER (2:43) [Newkeys, BMI—Hall]

TOM T. HALL (Mercury 72700)

There's a strong message in this self-penned offering from Tom T. Hall. Tabbed "I Washed My Face In The Morning Dew," the song decries man's injustice to his fellow man. Bears watching. "A Picture Of Your Mother" is a sentimental, emotion-filled ballad.

(Continued on page 46)

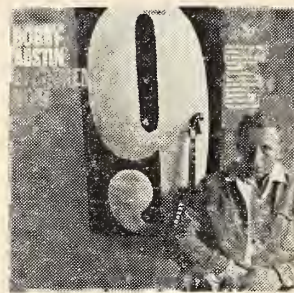


COUNTRY LP REVIEWS



RUBY, DON'T TAKE YOUR LOVE TO TOWN—Johnny Darrell—United Artists UAL 3594/UAL 6594

Johnny Darrell hit big with his "Ruby, Don't Take Your Love To Town" single, and this album of the same name stands a good chance of becoming an equally fast-moving item. Leading off the package with the title track, Darrell goes on to sing eleven other selections including "Mental Revenge," "Heaven Help Your Soul," and his while-back smash, "Green Green Grass Of Home." Striking set.



APARTMENT NO. 9—Bobby Austin—Capitol T/ST 2773

Titled after his hit single, "Apartment No. 9" (on the Tally label), Bobby Austin's first Capitol album might well be a big winner for him. In addition to the title tune, the set includes such selections as "One More Time Around," "I Don't Want To Love Again," and "I'm Not Looking For An Angel." Give this one a careful listen.



MY DIRTY, LOWDOWN, ROTTEN, COTTON-PICKIN' LITTLE DARLIN'—Geezinslaw Bros.—Capitol T/ST 2771

Here's a zany, fun-filled package of comedy ditties that's bound to go over big with the Geezinslaw Brothers' many fans. Among the numbers on the set are "S.W.A.K.," "Don't Blow Your Horn," "Someone To Love," and of course "My Dirty, Lowdown, Rotten, Cotton-Pickin' Little Darlin'." Could be a considerable number of sales on tap for this one. Watch it.



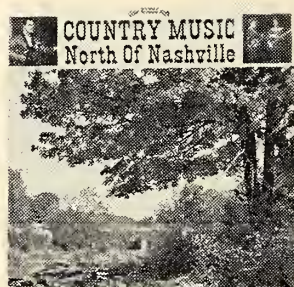
THE PO' BOYS PICK AGAIN—Po' Boys—Decca DL 4884/74884

For this, their second album, the Po' Boys have cooked up a tempting batch of country ballads and toe-tappers that could earn them loads of sales attention. Among the numbers on the set are "Sunny-Gem," "The Gods Were Angry With Me," "Before I Met You," and "Nickels, Quarters And Dimes." Should do nicely.



MARGIE BOWES SINGS—Margie Bowes—Decca DL 4816/74816

Margie Bowes could garner heaps of spins and sales with this spirited album. The lark lends her considerable talents to a dozen country tunes, notably "Big City," "Get Your Lie The Way You Want It," "It's Enough To Make A Woman Lose Her Mind," and "That Completely Destroys My Plans." Keep tabs on this one. It could go far.



COUNTRY MUSIC NORTH OF NASHVILLE—Various Artists—Wedge SR 1023

A highly interesting collection of performances by country artists from such states as Delaware, Maryland, Pennsylvania, Virginia and West Virginia, this set could prove to be popular with a wide variety of listeners. Top tracks include "When You Came In My Life," by Ralph Johnson; "Anything," by Joan Smallwood; and "You Tore My World Apart," by Kenneth Cross & the Carroll County Four. Excellent production.

Kapp Sees Booming Country Business

NEY YORK—Paul Cohen, director of Kapp Records country A&R department stated recently in New York that "country and western music has mushroomed sky-high in recent months and is continuing to boom." Accompanied by the label's C&W promotion director Chuck Chellman, Cohen was in N.Y. for Kapp's national sales meeting, at which time it was announced that the label was planning to release four new country LPs for its July-August release, including those by Bob Wills, Hugh X. Lewis,

Mel Tillis and Cal Smith. Nine more (including 3 or 4 religious country albums) are planned for the following months, bringing to 15 the total of country sets to be released by the label before the end of the year.

It was also announced that the label is contemplating signing 2 or 3 additional "name" artists to supplement the firm's roster. Represented on the Cash Box country charts with two singles, Hugh X. Lewis' "You're So Cold" (52) and Freddie Hart's "I'll Hold You In My Heart" (60), Kapp will soon be releasing a new single by Becki Bluefield, as well as a duet deck with Bob Wills and Mel Tillis.

*"American Power needs all its citizens help
We only please our enemies when we fight among ourselves
Let old hates of yesterday be gone with the wind
We must stick together or be destroyed from within."*

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*proudly announces the release
of a moving and meaningful record*

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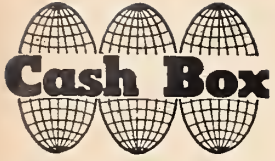
JOHNNY WRIGHT

"AMERICAN POWER"

32162

*Never before has a recording captured in music and lyric a
performance with so timely a message.*

*Listen to it! We sincerely believe it is one of the most
important records of our time!*



COUNTRY REVIEWS

● BEST Bet
B+ very good

B good
C+ fair

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

(Continued from page 44)

Newcomer Picks

- BIG BROTHER (2:61) [Jack, BMI—Clement, Lee, Reynolds]
BIG SHOT, THE POOL SHARK (2:35) [Jack, BMI—Matthews]
MURV SHINER (MGM 13704)

Could be lots of action in store for Murv Shiner as a result of "Big Brother." This one is a warm, plaintive stanza that has lots of twin-market appeal. "Big Shot, The Pool Shark" is a ramblin' ditty with a pleasant flavor.

- DIAMONDS FOR PEARL [Peach, SESAC—Hood]
THE WORST IS YET TO COME [Yonah, SESAC—L./C. Anderson]
BOB JENNINGS (Chart 1470)

Bob Jennings has come close in the past and could break out with "Diamonds For Pearl." Lid is a pleasant, waltz-time effort which may catch on with spinners and buyers. Flip is a melancholy woeer tabbed "The Worst Is Yet To Come."

- LAURA (What's He Got That I Ain't Got) (2:32)
[Al Gallico, BMI—Ashley, Singleton]
WITH THE HELP OF THE WINE (2:25)
[Ashmar, BMI—Ashley, Singleton]
LEON ASHLEY (Ashley 2003)

Leon Ashley delivers a story filled with bitterness in "Laura (What's He Got That I Ain't Got)." Bad news awaits the heroine in this one, but it could well be good news for Ashley. "With The Help Of The Wine" is a mid-tempo, traditionally-oriented blueser.

Newcomer Picks

- KATY (2:15) [Mayhew BMI—Buzzeo]
OR IS IT LOVE (2:00) [Mayhew BMI—Buzzeo]
LINWOOD PRYCE (Little Cowboy 3002)

Could be a good spot in the limelight for Linwood Pryce via this walloper dubbed "Katy." An infectious sound with a highly danceable rhythm, the lid may spring Pryce into the big time. "Or Is It Love" is a feelingful romancer.

- BOBBY FISCHER (Jab 9006) ● THE GIRL I LEFT BEHIND (3:18) [Tree, BMI—Fischer] Bobby Fischer puts a lot of feeling into this poignant, shuffling ballad. Could go far.
(B+) SOME KIND OF LOVE (2:05) [Ally, BMI—Fischer] Romance-oriented swinger on this side.
- JIMMY PAYNE (Epic 10173) ● WOMAN, WOMAN (3:12) [Glaser, BMI—Glaser, Payne] Watch out for this plaintive, heart-rending sobber. It could catch on.
(B+) MONEY CANNOT MAKE THE MAN (2:51) [Glaser, BMI—Glaser] More in a similar vein over here.

- JAMEY RYAN (Columbia 44169) ● YOU'RE LOOKIN' FOR A PLAYTHING (2:19) [Glehi, BMI—Crockett] This one is a fast-moving, woes-slanted toe-tapper that could attract a king-sized crowd of country buyers. Eye it.
(B+) GROWIN' PAINS (2:13) [Window, BMI—Johnson] Flip is a plaintive sobber.

- CATHY CASS (Wayside 1003) ● WANTED, A MAN WITH A PLAN (2:29) [Backbay, BMI—Casella] Could be loads of attention in store for Cathy Cass via this outing. Side is a tuneful toe-tapper about a gal who longs for adventure.
(B+) CARELESSLY I CRY (2:30) [Backbay, BMI—Casella] Flip is a sincere, slow-paced weeper.

- EARL AND AUDIE (K-Ark 753) ● BLUE, BLUE'S IN GREEN (2:15) [Cedarwood, BMI—Westberry] Earl and Audie could make a name for themselves with this tear-stained item about a soldier who wonders whether his girl back home is still waiting for him. Keep tabs.
(B+) SLIGHTLY USED ENGAGEMENT RING (1:55) [Stringtown, BMI—Rae] Medium-paced heart-tugger over here.

- DICK TODD & APPALACHIAN WILDCATS (Peer-Southern 125303) ● BIG WHEEL CANNONBALL (2:59) [Southern, ASCAP—Horton] Don't take your eye off this powerful, contagious finger-snapper. It could go far.
(B+) RETURN OF THE DOUBLE EAGLE (2:30) [Southern, ASCAP—Roland] Dick Todd sits out on this side as the Appalachian Wildcats perform an energetic, brisk-paced instrumental.

- "LITTLE" JIMMY DEMPSEY (ABC 10955) ● RHODE ISLAND RED (2:23) [Mose Rose, BMI—Calvard] Lively, infectious instrumental could earn spins aplenty for guitarist "Little" Jimmy Dempsey. Groovy sound.
(B+) BUT FIRST A WORD FROM OUR SPONSOR (2:10) [Dempsey, BMI—Dempsey] Another catchy instrumental on the back.

- SMILEY MONROE (Toppa 1115) ● TEMPTATION'S GOT A HOLD ON ME (2:08) [Mixer, BMI—J. & J. Mosby] This one is a stirring, remorse-filled blueser that could make this deck a sought-after item in the country marketplace. Memorable session.
(B+) DON'T LET IT HAPPEN TO ME (2:55) [Mixer, BMI—J. & J. Mosby] Poignant, shuffling ballad on this side.

- WADE JACKSON (Starday 809) (B+) I'LL TAKE YOU BACK (2:45) [Starday, BMI—Jackson] Emotion-packed romance effort.
(B) A BIG WING DING (1:53) [Starday, BMI—Jackson] Buoyant, happy-go-lucky swinger.

- MARTY SMITH (Amigo 6769) (B+) THE OLD SOLDIER (2:11) [Amigo, ASCAP—Smith] Touching item about an old soldier who wants to join his son in Vietnam.
(B) COLD COLD RIVER (2:35) [Rex Zario, BMI—Smith, Vernik] Regret-filled bouncer.

- BILL BLOUGH (Destination 634) (B+) NASHVILLE SOUNDS COME TO TOWN (1:52) [Destination, BMI—Fisher] Groovy finger-snapper in praise of the "Nashville Sound."
(B) ON THE CRYIN' LINE (2:20) [Fab, BMI—Fisher, Willis] Woes-laden outing with an infectious beat.

- HAL WAYNE (Nugget 260) (B+) HURTING ME IS ONLY HURTING YOU (2:20) [Lonzo & Oscar, BMI—Wilson, Wayne] Pain-wracked love ballad.
(B) LOOKING FOR SOMEONE (1:52) [Lonzo & Oscar, BMI—Wilson, Wayne] Blues-oriented outing for the romantically inclined.

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Cash Box



July 8, 1967



Polydor's legendary star Freddy Quinn is seen here with his 10th Gold Disk for his million selling single "Freddy Auf Hoher See." Earlier this year he was awarded the MIDEM trophy as the best selling artist in Germany. Freddy is currently appearing in the smash musical "Heimweh Nach St. Pauli" (Homesick For St. Pauls) which has broken box office records in Hamburg, Vienna and Berlin. Hit song from the show "Junge Komm Bald Wieder" (Son, Come Home Soon) was also a million seller. His current charter is the Bert Kaempfert composition "Morgan Beginnt Die Welt" (The World Begins Tomorrow).



GREAT BRITAIN

Since Pye Records started their system of direct distribution way back in 1959, depots have been set up in Mitcham, Birmingham, Manchester, Leeds and Glasgow. The sixth and final depot, servicing Bristol, South Wales and the West Country, was opened at Bristol last week thus giving the company blanket distribution throughout the United Kingdom, excluding Northern Ireland. A 24-hour, nationwide service is provided by a fleet of 49 sales vans. To mark the opening of the Bristol depot parties were held in Bristol and Plymouth attended by Managing Director Louis Benjamin, General Manager Les Cocks and Sales Controller Tom Grantham.

Louis Benjamin, Managing Director of Pye Records, recently back from Japan—a market he considers to be potentially, if not already, one of the greatest record markets in the world. He met representatives of all Japanese record companies with regard to the future of Pye Records in that territory. However, he told Cash Box that it was not a record company but an artist, Don Ho, who made the biggest impression on him. He saw Don Ho (who records for Reprise) in Honolulu, and after watching his 1½ hour performance, Benjamin considered him to be one of the world's great entertainers—on a par with Sinatra, Sammy Davis, Jr., etc.—and is convinced that he will become an international star.

CBS report that Mahler's Symphony No. 8 (The Symphony Of A Thousand) recorded by the London Symphony Orchestra conducted by Leonard Bernstein and released in December, 1966, has been one of their best-ever classical sellers. Bernstein, who has already recorded Mahler's 2nd, 3rd, 5th, 7th and 8th Symphonies, recently completed the cycle by recording the 1st, 6th and 9th. The first of the three new recordings to be issued will be the 6th early in 1968. During a recent visit to Vienna to conduct a series of three concerts to commemorate Bruno Walter's 90th birthday, Bernstein was awarded the Gold Medal of the International Gustav Mahler Society. He returns to Vienna in April, 1968, to conduct the new production of Strauss' "Der Rosenkavalier" at the Staatsoper and give further concerts with the Vienna Philharmonic.

Mrs. Monique Peer-Morris, President of the Peer-Southern Organization, and David Morris in England on a business-cum-pleasure trip had meetings with Tom Ward and Bob Kingston and heads of departments at the London office. The London company is riding high in Britain with "Finchley Central" by the New Vaudeville Band and in the American Top 100 with "Little Bit Of Soul" by Music Explosion. The number was penned by Carter-Lewis, the team responsible for "My World Fell Down" by the Sagittarius which looks like being a big hit.

Walt Disney Productions, Ltd., presented the European preview of "The Happiest Millionaire" starring Tommy Steele. The film, which had its world premiere in Hollywood on June 23rd attended by Steele (who is now filming in California), will not be seen in London until October and on the continent early 1968. The British preview was attended by many top European record executives including Gramitto Ricci and David Matalon of Editions Curci (Italy); W. Jung from Electrola (Germany); Lucien Ades of Disques Ades (France); Gerry Oord of Bovema (Holland); Vidal Sapater of Hispavox (Spain), Anders Holmstedt of EMI (Sweden) and Stephen Gottlieb of EMI (Denmark). From Walt Disney Productions U.S.A. came Roy Disney and Jimmy Johnson. A strong delegation from EMI London attended the preview headed by Chairman Sir Joseph Lockwood. Following the preview, all delegates attended meetings held by Frank Weintrop, of Walt Disney's London office, to discuss plans for the British and continental release of the picture.

Immediate Records are planning an international expansion program for their artists. The first of a series of continental personal tours is already underway featuring the Small Faces, P. P. Arnold, Chris Farlowe and Twice As Much. Receptions to meet the local press, radio & TV personnel have been lined up in all countries to be visited—these include Germany, Luxembourg, Holland, Belgium, France and Switzerland. Immediate TV spectaculars will also be planned for later screening. A second tour in July will cover Scandinavia and a third package taking in Italy and Spain is now being lined up. Immediate have a current chart entry with the Small Faces "Here Come The Nice" published by Avakak/Immediate as well as P. P. Arnold's "The First Cut Is The Deepest" published by Cat.

Track Records' Jimi Hendrix starred with Ferre Grignard (Belgium) and German group the Original Exrays in "Hamburg Swings," the latest in a series of Nord Ring concerts and networked throughout Norway, Sweden, Denmark, Holland, Germany, Belgium and Great Britain.

British Group the Troggs have announced a split with Larry Page and Page One Records for another, as yet unnamed, label. A spokesman for Page One stated that the matter is in the hands of solicitors. The Troggs' first hit for Page One "Wild Thing" was issued on Fontana and consequent charts for Page One have included "I Can't Control Myself," "Anyway You Want Me" and currently "Night Of The Long Grass."

Top British folk singer Bert Jansch has renewed his contract with Nathan Joseph's Transatlantic label, the company who set him on the road to success. Jansch's first single "Life Depends On Love" was issued on Transatlantic's Big series last week. The new contract runs until 1970. Jansch recently formed a new electric group the Pentangle which also features another British folk artist John Renbourn. The group will also record for Transatlantic, and a single and album are planned for September. The Jansch-Renbourn-Pentangle disk sales were boosted following their Festival Hall concert in May, and they will appear at the Windsor Jazz & Blues Festival in August to be followed by a six-day tour of Denmark including concerts, radio and TV.

Another newly formed band the Fleetwood Mac headed by Peter Gunn (former guitarist for the Bluesbreakers Band) will make their debut at the Windsor Jazz & Blues Festival. They are contracted to and record for Blue Horizon Records who are setting up their R & B releases for English blues bands. Blue Horizon disks are distributed by Keith Prowse.

Matt Monro back in London from the U.S.A. promoting his latest Parlophone single "What To Do." Radio and TV dates include a 45 minute TV Spectacular "Matt Monro Meets Nelson Riddle" for which the American bandleader is flying in specially to accompany Matt.

Jimmy Miller, producer of the Traffic's "Paper Sun" smash planes to America in August where he will record for United Artists rhythm tracks featuring American R & B musicians for use on forthcoming Jimmy Cliff and Wynder K. Frogg recordings.

Quickies: Pye hosted reception to launch new singer Tony Crane "Anonymous Mr. Brown" . . . The Beatles appeared on BBC TV's "Our World" June 24th viewed by world wide audience of over 600,000,000 . . . Polydor rush-releasing Atlantic L.P. by Arthur Conley tagged after his "Sweet Soul Music" single smash . . . Brian Hutch of the Noel Gay Organization in New York for three weeks while Jean Powell of the Richard Armitage Agency accompanies Janis Ian on a West Coast Tour . . . Shirley Bassey starts another season at Talk of the Town July 3rd . . . John Barry plays his score from the James Bond film "You Only Live Twice" issued on CBS . . . Promoter Don Arden makes own record debut on Decca with "Sunrise, Sunset" . . .



FRANCE

AZ artist "Les Troubadours" are the winners of the "Rose De France De La Chanson" which took place in Antibes-Juan Les Pins. Their song "Le Vent Et La Jeunesse" is published by La Compagnie. Unfortunately the Festival was not as great a success as hoped, as no really "top" artists were among the participants.

Since her return from Las Vegas, Line Renaud was not in too great a hurry to record in a French studio again. But she decided to do so and her record company, Line Records, Inc., just released four new titles, 3 of which already seem to be well on the way to success. Said record has been recorded in the new Louis Gasté studio in Paris, the same studio used by the American vocal group, the What's New, discovered in the States by Line Renaud and Loulou Gasté.

Concerning the What's New, their second record will be released in the States and Great Britain and will be controlled by Bunny Lewis. One of the titles composed by one of the four What's New (Colin Scot) has just been acquired by Dick James for one of his groups.

Famous French soprano sax player Claude Luter has been awarded "Grand Prix Du Disque 1967 Du Jazz Club De France" for his Vogue EP with four tunes written by Claude and Sidney Bechet a few years ago. Titles are: "Le Vieux Bateau," "Cabalistique," "Je Suis Né En 1897," "Alpes Suisse." A few days after this record's release, Claude Luter presented a new EP with his own versions of Dutronc's "J'aime Les Filles" and of Sandie Shaw's "Puppet On A String."

Through the Ducretet Thompson label, Pathé Marconi presents this week four album of French folk music. The series is titled "En Passant Par." It concerns four great French provinces: Bearn, Aveyron, Bresse, Franche Comté.

Philips Records, will produce an important promotion broadcast on Radio Luxembourg every day from 3 p.m. to 4:30 p.m. from July 24th until August 19th. This live broadcast will be presented from a yacht in the port of Cannes. At this occasion, André Asséo, who manages the Philips public relations department and who will direct the broadcast, tells us Philips will soon launch a new LP series of mood music: "Super Stereo Sound." Original soundtrack from the Jacques Demy musical, "Les Demoiselles De Rochefort," is now on release in England in the French and the English versions.

Mr. Itoh, Victor Company of Japan manager, visited Leon Meyerstein (who manages Philips that Victor distributes in Japan). Itoh announced that French young artist Dainele Denin already sold 30,000 singles in Japan with her song "Poupées, Ballons, Chocolats." Michel Legrand is also a great success in that country with his LP album, "Michel Legrand chante Michel Legrand."

Vogue is doing a hard promotion job to win the annual battle of the "Song Of The Summer." This firm is the first to promote the new dance called the "Skate." First "Skate" record is the Nancy Sinatra new hit "Jackson." Jean Georgieff, of Vogue, tells us he will also strongly promote "Come Back Girl" by J. Edwards, "Alfie" by Dionne Warwick, "Lady" by Jack Jones, "He Said She Said" by Don Randi Trio, "Daddy's Home" and "Don't Go" by C. Jackson and M. Brown.

French EP TOP TEN

- 1 A Whiter Shade Of Pale (Procul Harum) Essex-Deram
- 2 Notre Roman (Adamo) EMI; Pathé-Marconi
- 3 C'est Ma Chanson (Petula Clark) Vogue; SEMI
- 4 Un Tout Petit Pantin (Sandie Shaw) Vogue-Pye; Tutti
- 5 Ballade En Novembre (Anne Vanderlove) Pathé-Marconi
- 6 J'aime Les Filles (Jacques Dutronc) Vogue; Alfa
- 7 Le Roi Des Fourmis (Michel Polnareff) AZ; SEMI
- 8 Adieu A La Nuit (Mireille Mathieu) Barclay
- 9 Le Téléphone (Nino Ferrer) Riviera; Beuscher
- 10 Adios Amor (Sheila) Philips-Carrère

Great Britain's Best Sellers

| This Week | Last Week | Weeks On Chart | Title | Artist |
|-----------|-----------|----------------|-----------------------------|---|
| 1 | 1 | 6 | *A Whiter Shade Of Pale | Procul Harum (Deram) Essex |
| 2 | 2 | 4 | There Goes My Everything | Engelbert Humperdinck (Decca) Burlington |
| 3 | 4 | 3 | Carrie Anne | The Hollies (Parlophone) Galto |
| 4 | 3 | 7 | *Waterloo Sunset | The Kinks (Pye) Davray |
| 5 | 5 | 9 | Silence Is Golden | The Tremeloes (CBS) Ardmore and Beechwood |
| 6 | 10 | 3 | *Okay | Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn |
| 7 | 6 | 7 | The Happening | The Supremes (Tamla-Motown) Carlin |
| 8 | 9 | 3 | Groovin' | Young Rascals (Atlantic) Sparta |
| 9 | 8 | 5 | *Finchley Central | New Vaudeville Band (Fontana) Meteor |
| 10 | 14 | 3 | *Don't Sleep In The Subway | Petula Clark (Pye) Welbeck |
| 11 | 16 | 2 | She'd Rather Be With Me | The Turtles (London) Robbins |
| 12 | 13 | 6 | Sweet Soul Music | Arthur Conley (Atlantic) Cop Con |
| 13 | 12 | 7 | Then I Kissed Her | Beach Boys (Capitol) Carlin |
| 14 | — | 1 | *Here Come The Nice | The Small Faces (Immediate) Avakak |
| 15 | 7 | 11 | Dedicated To The One I Love | Mamas & Papas (RCA) Peter Maurice |
| 16 | 19 | 2 | If I Were A Rich Man | Topol (CBS) Valando |
| 17 | 20 | 2 | *What Good Am I? | Cilla Black (Parlophone) Carlin |
| 18 | — | 1 | Take Me In Your Arms | Gladys Knight (Tamla-Motown) Carlin |
| 19 | — | 1 | It Must Be Him | Vikki Carr (Liberty) Metric |
| 20 | — | 1 | Alternative Title | The Monkees (RCA) Screen Gems |

*British Copyright.

Top Ten LP's

- | | |
|--|---|
| 1 Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone) | 6 Release Me—Engelbert Humperdinck (Decca) |
| 2 Are You Experienced? — Jimi Hendrix (Track) | 7 Best Of The Beach Boys—Beach Boys (Capitol) |
| 3 The Sound Of Music—Soundtrack (RCA) | 8 Green Grass Of Home—Tom Jones (Decca) |
| 4 More Of The Monkees — The Monkees (RCA) | 9 Evolution—The Hollies (Parlophone) |
| 5 Fiddler On The Roof — London Cast (CBS) | 10 Monkees—The Monkees (RCA) |

Tony Hall Exits Decca To Form Indie Disk-Promo Firm

LONDON—Tony Hall has left Decca Records as head of exploitation to set-up his own organization, Tony Hall Enterprises, which will create and record new talent and establish an indie disk promotion unit for disks from other sources. Hall, with Decca for the past 13 years, is credited with being largely responsible for the success of Decca's Deram label, which

includes the world-wide hitmakers, Procum Harum.

Hall plans an "open house" policy for singers, groups, arrangers, composers and producers and especially the British counterpart of America's "underground movement." Staff appointments will be announced shortly. Meanwhile, Hall is on a short holiday.

RCA Italiana Opens Color TV Co.

ROME—The color TV era in Italy has been opened by RCA Italiana with the announcement of the formation of a new company, associated with RCA Italiana Records, called RCA Color. Announcement of the new company was announced by Robert Sarnoff, president of the Radio Corporation of America, parent company. Giuseppe Ornato, managing director of RCA Italiana, will have the same title at RCA Color.

The new company will immediately start construction of a new factory near Rome. The estimated production of color sets for the end of 1968 has been fixed at about 300,000 units. By

1970, this quantity will be increased to 2 million, with a total of 3.5 million by 1975. Units will be exported to all member countries of the European Common Market.

As the main center of RCA's European color TV operations, Italy is expected to benefit through a retention of a favorable balance of foreign trade, which took the country out of an economical crisis earlier this year.

While Italy's state-owned radio-TV company is prepared to start immediate color transmissions, the Government has decided to postpone the start of color programs until 1970.

Sir Edward Lewis Earns Albert Medal

LONDON—The gold Albert Medal of the Royal Society of Arts for 1967 has been awarded to Sir Edward Lewis, Chairman of Decca Ltd., for his contribution to the electronics industry.

Sir Edward Lewis, who is 67, has been a member of the London Stock Exchange since 1925.

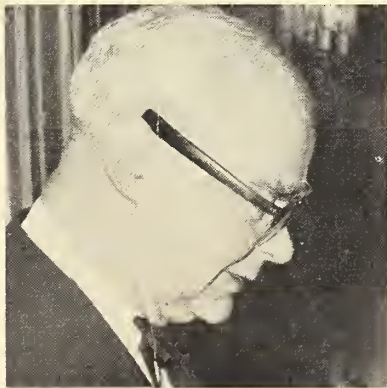
The society noted: "It may fairly be claimed that the Decca Group of Companies owes its survival and growth into a national asset to his vision, tenacity and enthusiasm. He was closely concerned in the formation of the nucleus of the group, then operating solely within the gramophone industry, in 1929, and guided it through the acute financial difficulties of the years which followed. In the 1930's he promoted the firm's establishment in the United States. It was Sir Edward, again, who encouraged the initial scientific research which eventually produced the revolutionary Decca navigating equipment, first employed in the closing stages of the Second World War, and now, in its perfected form, used by ships and aircraft all over the world. Decca Marine Radar has also followed a pattern of continuous development since its introduction in 1949. More than 90% of the output of this equipment is exported from the U.K., and the Decca Radar Com-

pany has twice received The Queen's Award for export achievement."

Sir Edward's Comment

Following the award, Sir Edward said that he felt "greatly honored to join the distinguished company of men who have received the Albert Medal over the past 103 years. Decca's achievement is thanks to the loyalty, ability and hard work of all those whom I have been privileged to lead."

The Albert Medal was instituted by the Society in 1864 to commemorate the Presidency of the Prince Consort, and is awarded annually for distinguished merit in promoting arts, manufactures or commerce. It is interesting to recall that in 1867 the Medal was awarded to Sir W. Fothergill Cooke and Sir Charles Wheatstone for their joint efforts in establishing the first electric telegraph.



Maxin To London

NEW YORK—Arnold Maxin, vice-president and general manager of The Big 3 (Robbins-Feist-Miller) arrives in London this week to discuss music in the upcoming MGM film production "Far From The Madding

Crowd." Maxin will meet with producer Joseph Janni, director John Schlesinger and Richard Rodney Bennett who scored the picture. He will also confer with Big 3 publishing affiliates in London to set exploitation patterns for future global music drives.

Wide Interest Shown In This Year's Czech Int'l Festival Of Pop Songs

CZECHOSLOVAKIA—The presence of Sandie Shaw at the International Festival of Pop Songs of Bratislava secured world wide interest to the Slovak contest. In fact, as winner of the Eurovision Song Contest, her participation evidenced the importance that the Western world places upon this Festival.

The second Bratislava Festival took place from June 14 to 17, the first two days being devoted to the selection of five songs, each out of ten, to compete in the finals. The evening of June 17th was then devoted to the Intervention Contest. According to the foundations of the Festival, its aim is to choose the three best songs from twenty previously selected new songs, awarding them in order a Gold, Silver and Bronze Lyre. On June 17 in the wide theatre hall, overlooking the Danube, the first prize went to Czechoslovakia for "Requiem" performed by Eva Pilarova and written by B. Ondracek and J. Schneider. Second prize went to Yugoslavia with "Bokel Night" sung by Vice Vukov and written by H. Hegedusic and M. Perfileva and third prize to Finland for "I Cannot Forget You" sung by Laila Kikunen and written by V. Laitinen and T. Valkama.

TV Audience: 350 Million

After each evening's contest a gala took place featuring international artists which widened the main feature of the Bratislava Festival with a cosmopolitan sparkling outlook. Peter and Gordon, Inge Bruck, Bill

Ramsey, Nancy Holloway, Guy Mardel and Gigliola Cinquetti stole the scene on the first two nights but the peak was really reached on June 16th when, after the Choir Horst Jankowski, Sandie Shaw electrified the Slovak audience. A line-up of top pop artists from Yugoslavia, USSR, Hungary, Poland, Finland, East Germany, Bulgaria, Romania and Czechoslovakia took place on June 17th. Through the Intervention and partly via Eurovision the Bratislava Festival had a TV audience of some 350 million people.

See Photos p. 55

It can truly be said of the Bratislava Festival that West met East commercially. For Western representatives it was a proper chance to assess the still little known Eastern markets.

Czech Disk Expansion

Dr. Pavel Smola, Director of Artia—the Czech state owned body dealing with all foreign cultural affairs—told Cash Box that the Czechoslovakian record industry is undergoing major expansion. Its Supraphon label is represented in Great Britain by Paul Hamlyn; Western Germany, Austria and Switzerland by Deutsche Grammophon Gesellschaft; Scandinavia by the Sonet Group; Benelux by Supra-

(Continued on page 57)

A&M Sets Up Foreign Publishing Deals

HOLLYWOOD—A&M Records has moved quickly to establish the international operation of its music publishing companies, reports Chuck Kaye, head of the label's publishing operation.

Almo and Irving, now have their own publishing organizations in England, Rondor Music Ltd.—Carlin Music Corporation; in Australia, Rondor Music Australia, Pty. Ltd.—Belinda Music Australia; in Mexico, Rondor Music S.A.—Grever International S.A.

Publishing affiliations for A&M companies have been set up during the past six months under Kaye's direction with companies in Germany, Sweden, France, Spain and Italy.

Kaye also revealed completion of arrangements with Charles Hanson, head of Hanson Publications, for production and distribution of A&M's

sheet music and folios. Herb Alpert's Tijuana Brass folios are currently being distributed in Britain, Sweden, France and Spain.

Within the A&M complex, under the overall direction of Kaye, assisted by Dave Hubert and Joel Sill, are the following companies: Irving Music (BMI), Almo Music (ASCAP), owned by A&M; Good Sam (BMI) and La Brea (ASCAP), administered by A&M; Rondor, Inc., which handles international arrangements for the other four.

Kaye stated: "We set out to build a strong international publishing operation knowing in front that the publishing field was an exciting area, ripe for development. We now feel we have diversified with strength in standards, chart hits, country and folk, plus jazz."



ARIOLA-LIBERTY DEAL—The new German organization of Liberty Records has signed a long term contract for pressing and distribution with Ariola-Eurodisc for this market. The contract goes into effect on July 1. This will mean that top artists such as Johnny Rivers, Gary Lewis & The Playboys, etc. will now be handled for promotion and production independently by Liberty, with Ariola taking over distribution chores. Liberty will also handle wholesaler and juke box sales alone. Seen at the signing are Standing (L-R) Ron S. Kass, director of overseas operations—Liberty, Ariola export manager Hans-Georg Ehmke, business manager of Liberty Germany, Jerg Bronner and Heinz Kirchsberg of the Sonopress pressing plant for Ariola. Seated: Dr. Werner Vogel-sang, managing director of Ariola-Eurodisc and Siegfried Loch, managing director of German Liberty Records.



ITALY

Three top events of Italian musical life are scheduled here the first fifteen days of July. First is the final night of the International Light Music Show of Venice which will be televised via Eurovision throughout Europe with many top Italian and International talents taking part. Caterina Caselli (CGD) will be awarded this year the "Golden Gondola" for her top selling disc of "Perdono."

Second event is the final night of the top contest "Cantagiuro" which will take place on July 8th in Fiuggi (resort near Rome). The contest is of particular interest this year thanks to the participation of top Italian stars such as Adriano Celentano (Clan), Rita Pavone (RCA) and Little Tony (Durium).

Last but not least is the "Festival of Naples" on July 13th, 14th and 15th, all three nights to be televised.

Curci has already confirmed their participation in the Neapolitan contest with 6 songs. First in the list is the tune "O Vesuvio" which will be sung by Domenico Modugno (Cemed Carosello) and Sergio Bruni (EMI Italiana). Sergio is the winner of last year's contest with another Curci song: "Bella."

Second song of the group is "A Canzone" sung by Robertino (Cemed Carosello) and Bruno Venturini (Italdisc). The other tunes are "Angelica" interpreted by Memo Remigi (Cemed Carosello) and Nunzio Gallo (Vis Radio), "L'Arca 'E Noe" performed by Gianni Meccia (Cemed Carosello) and Paolo Gualdi (Italdisc), "Ma Comme Va" sung by Lalla Leone (Italdisc) and Luisa Casali (Italdisc) and "Te Faje Desidera" performed by Ann German and Lara Saint Paul (both under agreement with CDI).

Phonogram has announced the arrival in Italy of the New Vaudeville Band for a concert tour throughout Italy from July 7th until July 19th. The New Vaudeville Band is currently very popular here thanks to their hit "Winchester Cathedral."

Carisch SpA. is introducing in Italy the new French talent of Philippe Olivier. The young singer, originally grooving under the Odeon label, has just recorded his first Italian single: "Il Solo Amore" and "Tu Ridevi Di Me." The promotional schedule of this new talent includes several personal appearances on our TV screens, the first scheduled for the end of July.

Ricordi has informed that the song "E' Dall'Amore Che Nasce L'Uomo," interpreted by the top group Equipe 84, will serve as leit-motiv of the Italian motion picture "La Ragazza Tutta D'Oro" (The Complete Golden Girl).

Don Backy, one of the leading artists of Clan Celentano, has just made his debut as a film actor, taking part in the film "L'Immensita'," derived, of course, from the San Remo hit.

CGD, Compagnia Generale Del Disco, has confirmed their participation in the International Light Music Show of Venice. The artists and songs they will present on the San Marco scene on the final night are: Lola Falana who will perform "Scrivimi Il Tuo Nome;" Gene Pitney will sing "Amico Ascoltami;" Caterina Caselli will present her hit "Sono Bugiarda" (I'm A Believer); Gigliola Cinquetti will introduce two songs, her "Summer" hit "La Rosa Nera" and "Una Storia D'Amore;" the young Brazilian artist Roberto Carlos will introduce to the European public the song penned by him "La Donna Di Un Amico Mio," Italian translation of "Namoradinha De Un Amigo Meu."

A big promotion now being conducted by Ariston on the name of Ornella Vanoni. The Italian star will take part in a series of TV shows. Also confirmed is her participation in the International Light Music Show of Venice where she will introduce another Brazilian song entitled "Tristeza." Also confirmed is her participation in the next "Festival Of Roses" in Rome, scheduled for next October.

Dischi Parade has just pacted the top talent of Fausto Cigliano. The well known artist, presently the star of the TV weekly series "Chitarra Club," will record a first LP entitled "Chitarra Club" (Guitar Club) including all the songs presented by him on this TV transmission.

Award 'Edisons' For Classical Music

AMSTERDAM—A week after the announcement of this year's popular Edison-Awards winners (see International News Report in last week's Cash Box), the C.C.G.C. announced the Edison-Awards winners in the classical and "serious" categories.

In the category "Concert And Instrumental Solomusic With Orchestra," winners are August Wenzinger for his conducting of Händel's complete organconcertos (Archiv) and Vladimir Ashkenazy for his Mozart piano concertos nr. 8 and 9 and Rondo K.V. 386 (Decca). Ashkenazy also got special credit for the sonatas and waltzes by Schubert.

In the second category, "Symphonic Music," an Award will be given to Otto Klemperer for his conducting of Mahler's "Das Lied Von Der Erde" (His Master's Voice); Klemperer got special credit for the "Missa Solemnis" by Beethoven (H.M.V.).

Third category, "Music For Chamber Orchestra" has conductor Jean François Paillard as prize winner. Under his direction "Symfonietta Of Roussel" by Honegger and a piece by Schmitt were recorded (Erato). Paillard also got a special credit for the "Concerti Grossi" by Händel (Erato).

Kees Otten gets the Award in the category "Chambermusic" for the performance of the "Anthology Of Early Music" (1350-1475) (Columbia). Second Edison in this category goes to I Musici for their perform-

ance of the "Brandenburg Concertos" by Bach (Philips).

"Solo-Recitals Instrumental" winners are Wilhelm Kempff for the complete Piano Sonatas by Beethoven (D.G.G.) and Dutch organist Willem Talsma for his Organrecital recorded in the Bonifatius church in Medemblik (Disco-Nederland).

"Opera"-Edisons were given to Leonard Bernstein for Verdi's "Falstaff" (CBS), Karl Boehm for Wagner's "Tristan Und Isolde" (D.G.G.) and Georg Solti for Wagner's "Die Walküre" (Decca).

In the "Choirmusic"-category Edisons are to be presented to Hendrik Czyz for his performance of Penderecki's "Lukas Passion" (Harmonia Mundi) and to Colin Davis for Händel's "Messiah" (Philips).

The "Contemporary Music" was awarded by granting an Edison to producer Dr. Werner Goldschmidt for the series "Studio-Reihe Neuer Musik" (Wergo). Henk Van Ulsem gets an Edison in the category "Drama" for the Philips-production of "Diary Of A Madman" by Gogolj. Without category-mention, producer Garcin gets an Edison Award for the Erato series "Collection Châteaux Et Cathedrales."

The jury was formed by L. Hanekroot, Ralph N. Degens, D. S. van der Meer, Joop Schrier and W. F. Strietman.



SCANDINAVIA

DENMARK

Skandinavisk Grammophon A/S, the EMI distributor here, changes the company after July 1, and for the future it will be Electric & Musical Industries (Dansk-Engelsk) A/S, with same address and phone number. Since this announcement reached this office too late to be included in the Directory Issue, Cash Box readers are kindly requested to make a note in their copies.

Just released here at the Sonet label is the Dubliners with "Seven Drunken Nights." In addition, Sonet also introduces a new local talent, Flemming Arleth, just out with first recording, a Danish version of "Release Me." Other Sonet releases include Clidows, Maia & Per Dich and the American group Seeds. Dansk Grammofonpladeforlag is also out with Stevie Winwood's Traffic on Island with "Paper Sun" and a number of LP albums on Island, Sue, Saga, Pan, Eros, Epic, Hilltop and Pickwick labels.

NORWAY

"Somethin' Stupid" with Nancy & Frank Sinatra, this week at second spot at the charts here, is published in Norway by Arne Bendiksen A/S.

Recent releases from Norsk Phonogram A/S includes the New Formula on Pye with "Do It Again A Little Bit Slower," Dusty Springfield on Phillips with "Give Me Time," and Ray Conniff on CBS with "The World Will Smile Again."

Gjermund Eggen, wellknown ski-runner in this country of famous ski-runners, recently made his debut as record artist with two songs written for him by Vidar Sandbeck. His debut record appears at the Troll label.

Cool Cats have a single at Triola just released: "Machines" and "I Love You." Arne Bendiksen A/S, who handles Triola, is also distributing the label Galaxy Blink, where Arnie & Silver Strings have done "In The Forests Of Alaska" b.w. "Gone Is My Valley." Normally, there is a very strong market in Norway for country-and-western tunes.

Norway's Best Sellers

| This Week | Last Week | Weeks On Chart | Title |
|-----------|-----------|----------------|---|
| 1 | 4 | 5 | Jag Ringer På Fredag (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden |
| 2 | 2 | 10 | Somethin' Stupid (Nancy & Frank Sinatra/Reprise) Arne Bendiksen A/S, Norway |
| 3 | 2 | 11 | Puppet On A String (Sandie Shaw/Pye) Musikk-Huset A/S, Norway |
| 4 | 7 | 4 | Silence Is Golden (Tremeloes/CBS) Edition Odeon, Sweden |
| 5 | 5 | 7 | Ha! Ha! Said The Clown (Manfred Mann/Fontana) Sonora Musikförlags AB, Sweden |
| 6 | — | 1 | Livet Er Herlig (Kirsti Sparboe/Triola) |
| 7 | 6 | 3 | Waterloo Sunset (Kinks/Pye) |
| 8 | 8 | 3 | Jag Tror På Sommaren (Mats Olin/Polar) Polar Music AB, Sweden |
| 9 | — | 1 | Then I Kissed Her (Beach Boys/Capitol) Belinda (Scandinavia) AB, Sweden |
| 10 | — | 1 | Love A Go Go (Wenche Myhre/Triola) |

Sweden's Best Sellers

| | |
|----|---|
| 1 | Malaika (Hep Stars/Olga) Hep House AB, Sweden |
| 2 | *Jag Tror På Sommaren (Mats Olin/Polar) Polar Music AB, Sweden |
| 3 | *Jag Ringer På Fredag (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden |
| 4 | Theme from 'The Monkees' (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |
| 5 | Baby Talk (Dee Jays/Hep House) No publisher |
| 6 | Ha! Ha! Said The Clown (Manfred Mann/Fontana) Sonora Musikförlags AB, Sweden |
| 7 | Then I Kissed Her (Beach Boys/Capitol) Belinda (Scandinavia) AB, Sweden |
| 8 | Sprattelgumma (Puppet On A String) (Siw Malmkvist/Metronome) Thore Ehrling Musik AB, Sweden |
| 9 | En Sång, En Gång För Längesen (Green, Green Grass Of Home) (Jan Malmsjö/CBS) Palace Music (Sweden) AB, Sweden |
| 10 | The Lion Sleeps Tonight (Hounds/Gazell) Reuter & Reuter AB, Sweden |

*Local copyright.

Italy's Best Sellers

| This Week | Last Week | Week On Chart | Title |
|-----------|-----------|---------------|--|
| 1 | 2 | 10 | A Chi Fausto —Leali/R.I.F.I. Published by Curci |
| 2 | 1 | 8 | *Stasera Mi Butto—Rocky Roberts/Durium Published by Curci |
| 3 | 3 | 10 | *29 Settembre—Equipo 84/Ricordi Published by Ricordi L & Chris |
| 4 | 9 | 2 | *La Coppia Piu' Bella Del Mondo—Adriano Celentano/Clan Published by Clan |
| 5 | 4 | 7 | Sono Bugiarda (I'm A Believer)—Caterina Caselli/CGD, The Monkees/RCA Published by Sugarmusic |
| 6 | 5 | 17 | *Un Mondo D'Amore—Gianni Morandi/RCA Published by Mimo |
| 7 | 12 | 2 | *La Mia Serenata—Jimmy Fontana/RCA Published by RCA Italiana |
| 8 | — | 1 | *Se Stasera Sono Qui—Wilma Goich/Ricordi Published by Ricordi |
| 9 | 6 | 18 | Winchester Cathedral—The New Vaudeville Band/Phonogram Published by Southern |
| 10 | — | 1 | *La Rosa Nera—Gigliola Cinquetti/CGD Published by Sugarmusic |
| 11 | — | 19 | *L'Immensita'—Johnny Dorelli/CGD Published by Sugarmusic |
| 12 | 7 | 2 | Inch'Allah—Adamo/EMI Italiana Published by EMI Italiana |
| 13 | — | 1 | *Nel Sole—Al Bano/EMI Italiana Published by Sidet |
| 14 | 13 | 3 | La Danza Delle Note—Sandie Shaw/RCA Published by Sugarmusic |
| 15 | — | 1 | *Corriamo—Isabella Iannetti/Durium Published by Durium/Leonardi |

*Denotes Original Italian Tunes



JIMMY FONTANA

winner
of the Italian
national radio-television
contest

"A DISK FOR THE SUMMER 1967,"

with

LA MIA SERENATA

(published by Edizioni Musicali RCA ITALIANA)

a follow-up of
the international smash
hit

IL MONDO





AUSTRALIA

A rather unusual situation has arisen in relation to the new single by Australia's hot international group the Easybeats. The record is called "Heaven And Hell" (at least that is so in Australia) and it has now become available for air play. However, when United Artists issue the deck in the United States, it will be known simply as "Heaven" and the line in the introduction reading "Finding someone else in your bed" has been changed to "Discovering that her love has gone dead" for American consumption. Apparently U/A insisted on the change to conform with the anticipated requirements of the American broadcasting authorities. The original line remains in the version being released in both England and Australia. Cash Box is aware of a couple of stations who have introduced their own self-imposed ban on playing the record. The song was written by members of the Easybeats, George Young and Harry Vanda. It is published by J. Albert & Son Pty. Ltd., and is issued in this territory by EMI on their Parlophone label. The disc was produced by Glynn Johns in England on behalf of Albert Productions who have the Easybeats on contract.

Southern Music have issued the following sheet copies recently: "Arnold Layne" (as recorded by Pink Floyd), "Finchley Central" (New Vaudeville Band), "We Must Be Doing Something Right" (Grantley Dee), "No, No, No, No, No" (Marty Rhone) and the local composition "Strange Things" as recorded by the Composers on Festival.

Radio Station WERE in Cleveland, Ohio, are showing a keen interest in Australian-produced records, and Cash Box has started the ball rolling by arranging for some samples to be sent. It is a great opportunity for Australian diskeries to get some American action which could in turn lead to a release Stateside. Record companies interested in servicing WERE should send samples (three of each if possible) care of Miss Marilyn Mervar.

George Cooper, managing director of Boosey & Hawkes (Australia) Pty. Ltd., will be back in New York on a business trip from July 5 to July 14. He can be contacted at the B & H office in New York City.

Abigail Music (Australia) Pty. Ltd., have (through APRA) placed a broadcast restriction on all titles on the first English-produced album by the Bee Gees, another Australian group who have won international stardom. The album, called "The Bee Gees First" (which isn't quite accurate when applied to this country), contains both sides of the group's new single, "To Love Somebody" c/w "Close Another Door", both of which fall under the restriction also. Abigail Music is headed up by Norman Whiteley who was formerly associated with the Belinda Music office here.

New locally produced product from the Festival group brings Bill and Boyd with "If I Were A Rich Man" from "Fiddler On The Roof" c/w "Little Miss Sorrow, Child Of Tomorrow" on the Sunshine label. Robby Snowden is on the Clarion banner with "Shiela" and "What Do You Want To Make Those Eyes At Me For," and the Lourie Allen Revue (Festival) have "Beautiful Brown Eyes" and "Saved."

Hottest new entry into our national best-seller list this issue is "Pictures Of Lily" by the Who on the Polydor label through the Phonogram organization in this country; publishing rights are held by Essex Music. Still at the top of the heap is Petula Clark with "This Is My Song." "The Happening" re-appears this week in equal ten spot for the Supremes. Joining it at ten at its first appearance is "Creque Alley" for the Mamas and Papas . . . publishing is held by Associated Music, the subsid of RCA of Australia.

The Procol Harum is well on its way to having a giant smash in this part of the world with "A Whiter Shade Of Pale." It's receiving big, big action on air and sales are about to explode. Publishing is in the hands of Essex Music who already have the sheet copy out . . . it makes Barry Kimberley a very happy man.

There is an interesting local album on Festival. It is entitled "Nature Walk-about" and it carries the original soundtrack music from the national television show of the same title. The score was written and conducted by Sven Libaek.

From RCA comes the original soundtrack album from the highly-touted movie "Casino Royale." With the inclusion of the title track by Herb Alpert & the Tijuana Brass, and the Dusty Springfield version of "The Look Of Love," the package should be a blockbuster in sales. Also from RCA comes local television identity John Mellion with "Hot Pie And Tomato Sauce" c/w "We're A Weird Mob."

Jack Argent, boss of the Leeds Music group of publishing companies, has now returned from his latest tour of the pop music centers of the world. First thing Jack did when he got back was to call Cash Box to report on the growing world interest in Australian records and talent. Through this column, Jack Argent says thanks to all those friends and associates who helped make his trip such a pleasant event.

Saw one of our favorite people and one of the most versatile talents in the country on television recently . . . we refer to Frankie Davidson. For some reason or other Frankie just hasn't made the grade on discs, but we hear tell that a major company could be interested in signing him. Frankie is very popular in the trade, and most people are keen to see him break-out with a hit.

Newies from EMI include "You Must Have Been A Beautiful Baby" by the Dave Clark Five, "More Love" from Smokey Robinson, "Windy" by the Association, and "Here Come The Nice" by the Small Faces. An interesting album from EMI comes in the form of the new set by the Shadows called "Jigsaw." It carries a fine instrumental version of the Easybeats' while back click "Friday On My Mind." The Shadows recently completed a successful club stint in Sydney.

Australia's Best Sellers

- 1 This Is My Song (Petula Clark—Astor) Leeds Music
 - 2 The Girls In Paris (Lee Hazlewood—MGM) Boosey & Hawkes
 - 3 When I Was Young (Eric Burdon & Animals—MGM) A.J.S. (Schroeder Pty.)
 - 4 Pictures Of Lily (The Who—Polydor) Essex Music
 - 5 Puppets On A String (Sandie Shaw—Astor) J. Albert & Son
 - 6 Groovin' (The Young Rascals—Festival) J. Albert & Son
 - 7 New York Mining Disaster 1941 (Bee Gees—Spin) Abigail Music
 - 8 *Minnie The Moocher (The Cherokees—Go!) J. Albert & Son
 - 9 Don't Blame The Children (Sammy Davis, Jr.—Reprise) M.C.P.S.
 - 10 The Happening (The Supremes—Tamla/Motown) Belinda Music
 - 10 Creeque Alley (Mamas & Papas—RCA) Associated Music
- *Indicates locally produced record.

5KA Awards Aussy's Talent Awards

AUSTRALIA—At a special ceremony in the Star Room of the Hotel Australia last week (26), the general manager of 5KA, K. R. Parham, presented the third series of awards for outstanding talent in the Australian record industry in the 5KA Top Talent Awards.

The awards were chosen by a select panel comprising 5KA management, executives and disc jockeys, from all Australian record releases up to and including May 31, 1967, and covered the following categories: 1—best male vocal: Johnny Young, for his recording of "Kiss Me Now" (Clarion); 2—best female vocal: Bev Harrell, for her recording of "What Am I Doing Here With You?" (H.M.V.); 3—best Australian composition: George Young and Harry Vanda of the Easybeats, for their composition "Friday On My Mind" (Parlophone); 4—best vocal group: The Twilights, for their recording of "Needle in a Haystack" (Columbia); 5—best instrumental: The Aulton Mob, for their recording of "March of the Mods" (Kommotion); 6—The Listeners' Award: The Masters Apprentices, for their record-

ing of "Undecided" (Astor); 7—the most promising artist: Cheryl Gray, for her recording of "You Made Me What I Am" (H.M.V.); 8—The Gold Award: Johnny Young, for his recording of "Stepback" (Clarion).

Paddy McCartney of the Twilights accepted the award on behalf of the Group; Bev Harrell, Cheryl Gray, Pat Aulton on behalf of the Aulton Mob; Johnny Young and Tony Geary on behalf of The Easybeats; and Mick Bower on behalf of the Masters Apprentices received their awards from K. R. Parham.

Johnny Young and the Easybeats were unable to be present to receive their awards personally due to overseas engagements.

The General Manager of 5KA, K. R. Parham, addressed the gathering of record industry executives, record retailers, advertising executives and press and TV representatives about the significance of the 5KA top talent awards.

C. Barlow, manager of EMI Records (Australia) replied on behalf of the record industry.

Japan's Best Sellers

ALBUMS

| This Week | Last Week | ALBUMS |
|-----------|-----------|---|
| 1 | 2 | Adamo Delux—Adamo (Odeon) |
| 2 | 4 | Kimikoso Waga Inochi—Sam Taylor (Polydor) |
| 3 | 3 | Claude Chiali Delux—Claude Chiari (Odeon) |
| 4 | 1 | Andy Williams Delux—Andy Williams (CBS) |
| 5 | 5 | The Sun Ain't Gonna Shine Anymore—The Walker Brothers (Philips) |

LOCAL

| This Week | Last Week | LOCAL |
|-----------|-----------|---|
| 1 | 1 | Koyubi No Omoide—Yukari Itoh (King) |
| 2 | 2 | Negai-Boshi, Kanai-Boshi—Teruhiko Saigo (Crown) |
| 3 | 6 | Kimino Tameni—Yuzo Kayama (Toshiba) |
| 4 | 4 | Yogiriyo Konyamo Arigato—Yujiro Ishihara (Teichiku) |
| 5 | 3 | Shinjuku Blues—Hiroko Ohgi (Columbia) |
| 6 | 5 | Tsuretette—Mari Sono (Polydor) |
| 7 | — | Makka-Na Taiyo—Hibari Misora (Columbia) |
| 8 | 10 | Taiyo-No Aitsu—The Johnnys (Victor) |
| 9 | 9 | Koi—Akira Fuse (King) |
| 10 | — | Itoshi-No Max—Ichiro Araki (Victor) |

INTERNATIONAL

| This Week | Last Week | INTERNATIONAL |
|-----------|-----------|---|
| 1 | 1 | Let's Go Shake—The Bunnys (Seven Seas) Publisher/Seven Seas |
| 2 | 2 | Noi No Hallelujah—Jun Mayuzumi (Capitol) Publisher/Ishihara |
| 3 | 10 | Seaside Bound—The Tigers (Polydor) Publisher/Watanabe |
| 4 | 3 | Blue Chateau—The Blue Comets (CBS) Publisher/Watanabe |
| 5 | 6 | Music To Watch Girls By—Andy Williams (CBS) Sub-Publisher/Pacific |
| 6 | 5 | Yuhi To Tomoni—The Wild Ones (Capitol) Publisher/Watanabe |
| 7 | 4 | Boku No Mary—The Tigers (Polydor) Publisher/Watanabe |
| 8 | 8 | I Really Don't Want To Know—Andy Williams (CBS) Sub-Publisher/Aberback Tokyo |
| 9 | 7 | Taiyo No Tsubasa—The Spiders (Philips) Sub-Publisher/Shinko |
| 10 | 13 | It Must Be Love—The Rainbows (CBS) Publisher/Shinko |
| 11 | 15 | Everything Under The Sun—The Walker Brothers (Philips) Sub-Publisher/Toshiba |
| 12 | 11 | Land Of 1000 Dances—The Walker Brothers (Philips) Sub-Publisher/Shinko |
| 13 | 9 | Somethin' Stupid—Frank Sinatra & Nancy Sinatra (Reprise) Sub-Publisher/— |
| 14 | 14 | Balla Balla—The Rainbows (CBS) Publisher/Shinko |
| 15 | 12 | Nobara Saku Michi (The Wild Roses)—Somegoro Ichikawa (Capitol) Publisher/Shinko |



MEXICO

Jimmie Nicol, "the 5th Beatle," leaves for Los Angeles at the end of the month to promote his latest RCA Victor (Mexico) release "Estoy En La Onda" (I Got The Feeling). The drum, star singer and arranger, plans to get international "break out" for Mexico in the pop record market. With him will go Eddy Quinn, partner in Nicolquinn which has come up with "Baroc Pop." RCA Victor (Mexico) plans to release a single and LP of Nicolquinn Baroc Pop. Nicolquinn have also composed and arranged the music for a new Mexican experimental movie, "The Cruellest Month," and have agreed to write the music for another.

RCA is already pressing the new Monkees' album, "The Monkees Headquarters," which includes songs like "For Pete's Sake," "I Can't Get Her Off My Mind," "You Told Me," etc.

Carlos Lico, a singer that started his career as soloist at the age of 34, is becoming the most popular singer of popular music. Carlos began to sing first with trios; later with the vocal groups Los Pao and Las Vegas. With this last group, he performed in famous American TV shows as Ed Sullivan, Andy Williams, Danny Kaye, Bob Hope and many others.

(Continued on 2nd Column)

Mexico's Best Sellers

- 1 Yo Soy Aquel—Raphael (Gamma)—Carlos Lico (Capitol)—Martin Roca (Philips)
- 2 Celoso—Los Panchos (CBS)—Marco Antonio Muñoz (RCA)—Johnny Albino (Peerless)—Hnos. Ferrandiz (Musart)—Hnos. Carrión (Orfeon)—Lorenza Lori (Cisne)—Jose Feliciano (RCA)—Olga Guillot (Musart)—Rubén Zepeda Novelo (Musart)
- 3 Perdamos—Chucho del Muro (Philips)—Chelo Silva (CBS)
- 4 No—Carlos Lico (Capitol)—Antonio Prieto (RCA)—Gloria Lasso (Musart)—Angélica María (Musart)—Trio Romántico (Cisne)—Magda Franco (CBS)—Carmita Jimenez (CBS)—Olga Guillot (Musart)—Hnos. Castro (RCA) (Emmi)
- 5 Un Hombre Y Una Mujer (A Man And A Woman)—Original Sound Track (Gamma)—Hnos. Castro (RCA)—Los Dominic (Polydor)—Sonia Furió (CBS)—Ferrante & Teicher (Gamma)—David McCallum (Capitol) Bob Crewe (Capitol)—Walter Wanderlay (Verve)—Lorenza Lori (Cisne)—Frank Hunter (CBS)—Andy Williams (CBS)—Gloria Lasso (Musart)—Los Aragón (Musart) (Campei)
- 6 Adoro—Carlos Lico (Capitol)—Armando Manzanero (RCA)—Manny Bolaños (Musart)—Enrique Guzmán (Acuario)—Sonia (RCA)—Los Kuarto (Tizc)—Carmita Jiménez (CBS)
- 7 Creo Que Estamos Solos (I Think We're Alone)—Tommy James (Roulette)—Los Hitters (Orfeon)—Enrique Guzmán (Acuario)
- 8 Algo Tonto (Something Stupid)—Frank and Nancy Sinatra (Reprise)—Silvia Pinal & Enrique Guzmán (Acuario)—Johnny & Francis Laboriel (Musart)—Hnos. Carrión (Orfeon)
- 9 Tema De Los Monkees (Monkees Theme)—The Monkees (RCA)—Los Monkey's (Orfeon)—Los Shippys (Capitol) (Mumusa)
- 10 Aunque Te Olvides De Mi—Sonora Santanera (CBS)

Argentina's Best Sellers

| This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | Quando Tu No Estas (Fermata) Raphael (Music Hall) |
| 2 | 3 | *Tendras Un Altar (Popular) Herman Figueroa Reyes, Cuatro Hermanos Salteños (CBS); Los Cruceños (RCA); Julia Elena Davalos (Philips); Los Arrieros (Quinto); Ramona Galarza (Odeon); Los Ariscos (London) |
| 3 | 2 | *Que Sera (Relay) Palito Ortega (RCA); Los Tahures (Odeon) |
| 4 | 6 | Puppet On A String (Fermata) Caravelli (CBS); Sandie Shaw (Music Hall) Susanita Ramos (Odeon) |
| 5 | 5 | Hablemos Del Amor (Fermata) Raphael (Music Hall); Siro San Roman (Microfon) |
| 6 | 4 | Namoradilha De Un Amigo Meu (Fermata) Roberto Carlos (CBS); Freddy Tadeo (RCA); Ely Arcoverde (Fermata); Los Veneto's (Disc Jockey) |
| 7 | 7 | Propiedad Privada (Not Published) Rosamel Araya (Disc Jockey) |
| 8 | 8 | Amor De Pobre Miltoninho (Odeon Pops); Pepito Perez (Disc Jockey) |
| 9 | 9 | Cuore Matto (Fermata) Juan Ramon (RCA); Little Tony, Mario Zelinotti (Music Hall); Archibald & Tim, Franco Tozzi (Fermata); Gino, Las Cuatro Voces (CBS); Morita Sabahat (CBS); Los Tios Queridos (Odeon); Los Veneto's (Disc Jockey); Pedrito Rico (Music Hall) |
| 10 | — | Estoy Enamorado De Ti Roberto Carlos (CBS) |
| 11 | 15 | There Is A Kind Of Hush Herman's Hermits (Odeon); Popsingers (CBS); Claude Francois (Philips) |
| 12 | 12 | A Little Bit You, A Little Bit Me (Melograf) The Monkees, Palito Ortega (RCA) |
| 13 | 13 | Amo (J'Aime) Raphael (Music Hall); Adamo (Odeon) |
| 14 | 11 | Un Meche De Cheveux Adamo (Odeon); Frank Pourcel (Odeon) |
| 15 | 10 | Paris Brule-T-11? (Neumann); Paul Mauriat (Philips); Frank Pourcel (Odeon); Cyril Stapleton (Music Hall); Maurice Jarre (CBS); Mireille Mathieu, Christian Gaubert (Disc Jockey) |
| 16 | 16 | Batijugando (Melograf) Los Wawanco (Odeon); Charanga del Caribe (CBS); |
| 17 | 17 | I'm A Believer (Melograf) The Monkees (RCA) |
| 18 | 14 | The End Of A Love Blue Comets (CBS) |
| 19 | — | *Por Un Caminito Leo Dan (CBS) |
| 20 | 20 | *Se Quema El Rancho Coco Diaz (Odeon) |
| 20 | — | Y La Lluvia Caera Los Iracundos (RCA) |

*Local

MEXICO (Continued)

In January of this year, he released his first single as a soloist on Capitol, and since then has succeeded with such songs as "No," "Adoro," "Con Estas Manos." Now Capitol has just released Lico's first album including the songs aforementioned and others as "Yo Sin Ti," "Yo Soy Aquel."

Gamma records cut the new Nancy Sinatra extended play which contains the songs "Jackson," "Summer Wind," "You Only Live Twice" and "It Ain't Me Babe," accompanied by her composer Hazlewood. Another EP is done by the McCoys with "Beat The Clock," "Stagger Lee," "Everyday I Have To Cry" and "Like You Do To Me." On the Warner Bros. line, Gamma released "Bossa Nova 67" with recordings made by Jobim, Marcos Valle, Dorival Caymmi and Quartet Em Cy.

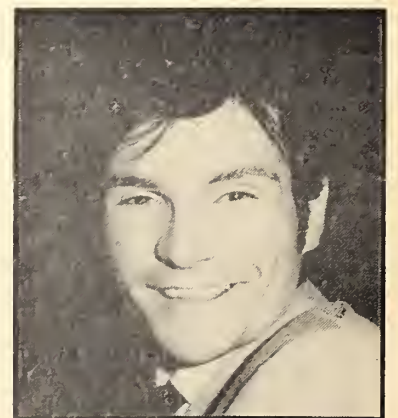
next time you are in Spain....

.... you can check on EMI's claims about global ramifications—about recording and manufacturing facilities in every part of the world—about sales organisations which get into every conceivable outlet—about unique connections with the most active retail establishments everywhere—and about the way EMI artists are promoted here, there and everywhere to give them a truly international stature.

The EMI representation in Spain is:—

Compañia Del Gramofono-Odeon S.A.E. Urgel 234, Barcelona II, Spain: Tel: Barcelona 230.22.05

Bruno Lomas is one of the many EMI artists who enjoy good sales in Spain.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

It was announced that the Grand Gala du Disque Populaire now definitely will be postponed until February or March 1968. Mr. Piet Beishuizen, director of the C.C.G.C., has already entered in negotiations with various artists. Furthermore, he is looking for a big star who is able to be the "vedette" of the programme.

Unfortunately, our list of Edison award winners '67, published in last week's Cash Box, was incomplete due to an incomplete official report to the press. In addition to the already mentioned winners Beach Boys, Beatles, John Coltrane, Donovan, Frank Sinatra, Boudewijn de Groot, Ramses Shaffy, Cuby & The Blizzards and Boy's Big Band the following artists will get an Edison '67 award: Jean Ferrat (for his LP "Jean Ferrat"), the Four Tops (for their LP "The Four Tops-Live!") and the artists performing in "Zo Zingt De Jordaan" (Willy Alberti and Ensemble), "Bah . . . September" and "Op Schoolreis."

DURECO, Amsterdam reports that Gerard de Vries, Veronica's well known C & W Deejay produced the first Dutch C & W LP "Nashville In Holland" for their Omega label. In Germany, Metronome will release three brand new Omega LP's viz. "14 Marches by the Johan Willem Friso Kapel," "Songs From Israel" by Tova Ben Zvi and "Ukrainian Folksongs" by the Utrecht Byzantine Choir. About a year ago Johnny Hoes recorded a Dutch vocal group De Heikrekels. "Waarom, Waarom" (Why, Why) is today a very hot single in the Dutch charts. Within a very short time De Heikrekels can expect their gold record for this single. A very strong seller is Luis Bordon's super stereo LP "Tropical" on the Metronome Label. Dureco is expecting high sales from the latest Bordon single: "Upa Upa." This month Dutch most popular female Telstar artist is 10 years in show business, more than 1,000,000 records found their way and the "Zangares Zonder Naam" ("Songstress Without Name") is still going strong.

John Mayall came to Holland on June 29th to congratulate his Dutch friends Cuby & the Blizzards upon the occasion of their winning an Edison Award. On this date, the new C & B LP will be released: "Praise The Blues" (Philips). This LP features American blues-singer and boogie woogie pianist Eddy Boyd. Boyd was so impressed last year by the "Desolation" LP that he decided to travel to Holland and have himself accompanied by these young Dutch blues musicians (18 to 21 years of age!) for recordings in Holland.

Herb Alpert recordings (the Tijuana Brass) keep up a steady turnover in Holland with high single peaks like "Wade In The Water," "Mame," "Flamingo," "What Now My Love" and "Tijuana Taxi." Of the albums, "S.R.O." and "Whipped Cream" are the most popular. Fans here keep complaining about Alpert not coming to Holland for a live show which might lead to a decline in sales this winter. Phonogram insists upon strong dealer-promotion and is releasing sales potential singles at regular intervals. A personal appearance by Alpert's band in combination with a direct publicity campaign might easily produce Golden Record sales figures.

Charles Chaplin's new movie "The Countess Of Hong Kong," featuring Sophia Loren, has its Amsterdam premiere the first week of July. Phonogram has released the soundtrack on Decca LP in stereo. The title song is also very popular here in Harry Secombe's version. The recent personal appearance in Holland of Dave Dee, Dozy, Beaky, Mick & Tich on TV has caused their "Okay!" recording (Fontana) to jump up the Dutch hit parade. Jumping up too is "Night Of The Long Grass" on Fontana by the Troggs, as popular a group here as Dave Dee's.

When "She'd Rather Be With Me" by the Turtles (London) was released here, a tin of turtle soup and a letter explaining why was sent to the leading deejays. The effect was instantaneous and far from watery.

Among rush releases in single hits by Phonogram we noticed "I Feel Like Crying" on Brunswick, a sweet souler by Sam and Bill. From Philips "Holiday For Clowns" by Brian Hyland and from Philips France: "Toute La Vie" by Claude François.

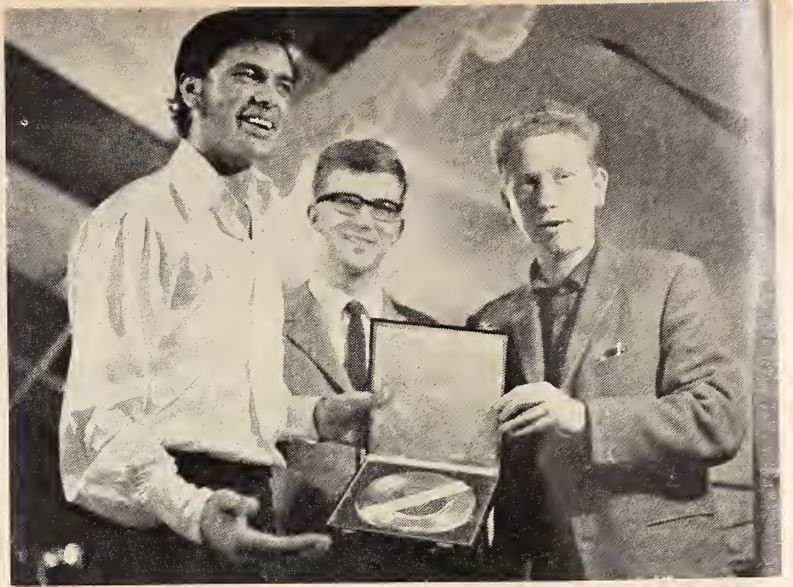
Two new local productions in the single field are De Zingende Zeeman (The Singing Sailor) with "Jij Hebt Mij Verleid" and Tante Bep: "Lieve Moeder." CBS has high hopes for the first CBS barrel organ album entitled "International Melodies" with greetings from Holland. With the second single by the Tremeloes "Silence Is Golden," CBS just released their sensational first album entitled "Here Come The Tremeloes" which no doubt will make quite an impact on the local market. CBS rush-released the British version of "Do It Again A Little Bit Slower" by Val & the V's, coupled with "For A Rainy Day." Already high on the U.S. charts, this single will most likely hit our market as well. New CBS additions to the classical LP field are following albums: Mahler's "Das Lied Von Der Erde" with Lili Chookasian (Mezzo) and Richard Lewis (Tenor) and the Philadelphia Orchestra conducted by Eugene Ormandy; a record by the famous French singer Andre Pernet containing arias of Rossini, Wagner, Gounod, Delibes, Moussorgski, Massenet and Offenbach.

Bospel Music's Managing Director Joop Gerrits reported to Cash Box that his publishing company got the Dutch rights of "Seven Drunken Nights"; a Dutch version by Joop Van De Marel was made for the Dureco Label. Bospel Music also got the rights for the Netherlands of "Yes, We Have No Bananas" and the Fats Waller classic "La-De-De La-De-Da."

Dominating the Dutch charts today are two Essex-Basart copyrights: the amazing newcomers Procol Harum reached the first position in one run and reportedly sold 35,000 records in ten days after release! High position is firmly held by the Who with "Pictures Of Lily." New entries in the charts of Basart controlled copyrights include "Groovin'" by the Young Rascals, "Okay!" by Dave Dee c.s., "The Wind Cries Mary" by Jimi Hendrix and the newly discovered local songstress Bojoura with "Everybody's Day." Basart's v.p. Ferry Wienneke recently visited London where mutual business matters were discussed with top execs of the various publishing firms Basart represents in Holland and the Benelux territories. Furthermore, interesting new contracts were established in the publishing as well as in the record field and various important deals are presently being negotiated. Benelux rights were acquired from Mark Pasquin to current chartrider David Garrick's "A Certain Misunderstanding."

Negram-Delta released three brand new Eurodisc LP's last week. The first is featuring world famous tenor Rudolf Schock, accompanied by Die Berliner Symphoniker directed by Robert Stolz. This LP is called "Dein Ist Mein Ganzes Herz." "Ein Leben Für Die Musik" is featuring fourteen of the most famous songs written by Robert Stolz, sung and played by Rudolf Schock, Melitta Muszely, Margit Schramm, Renate Holm, Die Berliner Symphoniker directed by the composer, a.o. The third new Eurodisc release is a record with four Concerts for horn and orchestra by Mozart.

New Reprise singles released this week include "What Now My Love" by Frank Sinatra and "You Only Live Twice" by Nancy Sinatra. "You Only Live Twice" will be backed by a special promotion campaign in cooperation with Tuschinski and publishing company Altona. Newly released LP's on the same label are "Serenade To Sweden" by Alice Babs & Duke Ellington, "Happiness



RELEASING THE GOLD— Engelbert Humperdinck received a Gold deck for the turnover of more than 100,000 copies of "Release Me" in the Benelux. The lid was number one in Belgium for 14-weeks. The gold record was a joint presentation of Fonior Belgium and Phonogram Holland. In this view (reading from the left) are: Engelbert Humperdinck; M. Hoiting, promotion manager for Decca Holland; and Jacques Verdonck, promotion manager of Decca Belgium.



SUMMIT MEETING IN FRANKFURT—The top-guns of CBS/Columbia recently met in Frankfurt to discuss plans. Shown in this view are (from the left): Peter De Rougemont, vice president of international operations; CBS/Columbia president Goddard Lieberson; Bernhard Mikulski, director of CBS-Germany; and Harvey Schein, vice president in charge of international operations.

Is" by Dean Martin and a marvelous rousing R&B album by the sensational Electric Prunes. On Warner Bros., Negram-Delta released this week a very good song by the Harpers Bizarre, written by Van Dyke Parks and called "Come To The Sunshine." The tune is given a lot of airplay on Radio Veronica, on Radio 227 and Hilversum III. Released on the same label is the LP "The Best Of Peter, Paul and Mary" including world famous songs, such as "Blowin' In The Wind," "Don't Think Twice," "Puff, The Magic Dragon" and "500 Miles."

The new single by Dutch singer Bob Smit and his Duke City Sextet is expected to become the summer hit of the year. The song, "De Laatste Keer," has already been given a lot of air play and is rush-released on the Delta Label. Negram-Delta introduced this week a very useful three record set with 133 Authentic Sound Effects to the Dutch market. This important Elektra release will supply a want. A progressive new Elektra LP, very well received by the local press, is "What's Shaking." The record features the Paul Butterfield Blues Band with five previous unreleased tracks, four tracks by the Loving Spoonful, two songs by Al Kooper and Tom Rush and three tracks by Stevie Winwood, Eric Clapton and the Powerhouse. One week after the release of the record, sales were already beyond expectation. On the very successful Hispavox Label, Negram-Delta released two more EP's by Los Hermanos Reyes: "Sevillanas De La Feria," Volume 2 & 3. The budget line of French Vogue, Mode, was extended this week with three great operas by George Bizet: "Mireille," "Carmen" and "The Pearl Divers," enormous sales are expected.

"Sweet Pea" already in the Dutch charts by Manfred Mann, is done in a very original version by Roger Williams on Kapp. The song is released this week together with "Love Me Forever." Another new Kapp release is "I'm Indestructible" by the one and only Jack Jones. New records in the soul field this week include "No Good To Cry" by Jimmy James and the Vagabonds on Pye, "Bright Shiny Colors" by the Shirelles on Scepter and "Daddy's Home" by the famous couple Chuck Jackson and Maxine Brown, also on Scepter.

Holland's Best Sellers

| This Week | Last Week | |
|-----------|-----------|--|
| 1 | 1 | A Whiter Shade Of Pale (Procol Harum/Deram) (Essex Holland-Basart/Amsterdam) |
| 2 | 4 | The Wind Cries Mary (Jimi Hendrix/Polydor) (Schroeder-Basart/Amsterdam) |
| 3 | 2 | Waterloo Sunset (Kinks/Pye) (Belinda/Amsterdam) |
| 4 | 3 | Then I Kissed Her (Beach Boys/Capitol) (Belinda/Amsterdam) |
| 5 | 6 | New York Mining Disaster 1941 (Beegees/Polydor) |
| 6 | 5 | Ha Ha Said The Clown (Manfred Mann/Fontana) (Altona/Amsterdam) |
| 7 | 8 | Sweet Soul Music (Arthur Conley/Polydor) (Basart/Amsterdam) |
| 8 | 7 | Pictures Of Lily (Who/Polydor) (Essex-Basart/Amsterdam) |
| 9 | 10 | Mr. Pleasant (Kinks/Pye) (Belinda/Amsterdam) |
| 10 | — | Okay (Dave Dee, Dozy, Beaky, Mick & Tich/Fontana) (Impala-Basart/Amsterdam) |



GERMANY

The German record stars went all out for the Israel Red Cross and did two benefit concerts in Hamburg and Munich. The stars who gave their talents included Philips toppers Esther & Abi Ofarim, Polydor's Belina, Ariola's Udo Jurgens, the popular cabaret stars the Lach & Schiessgesellschaft, Helmut Lohner, Sammy Molcho, Maria Wimmer and Ernst Stankowski. Over 19,000 dollars were raised through the two concerts.

Liberty Records have signed the pact for distribution with Ariola and pressing for their product by the Ariola press "Sono-Press." Siegfried Loch, German director of Liberty, has offices in Munich 33, Faerbergraben 1, telephone number 265093.

Sigert Publishing who put out the trade paper "Automaten-Markt" and "Musik-Informationen" are putting out the first weekly trade paper for the music industry. Called "Promo" the paper will give a weekly report on new releases, picks on LP's and singles and reports on the industry from reporters in the 5 major music capitals of Germany. Cost for the paper is 52 German marks for 52 weeks (about a quarter a week).

Journalist Hansi Hoffmann had a huge reception for his wedding held in Frankfurt last week. Representatives of all major record firms were on hand as were D.J.'s and stars to see the press reporter tie the knot. A real switch for a promotion journalist!

Electrola reports that over 100,000 copies of the "Sgt. Pepper's Lonely Hearts Club Band" LP by the Beatles have been sold in Germany. A new sales record for a group that's used to breaking sales records. The 100,000 LP's were sold in 7 days!

Speaking of sales records, "Dr. Schivago" is also setting records of another sort with the MGM single of the title song already over the 300,000 mark and the LP also over 100,000 in sales here.

Peer Music and Theo Seeger have a couple of hot goodies on their hands with "Little Bit O' Soul" from the Music Explosion, "Arnold Layne" with the Pink Floyd and "I Want You" in German from the McKinlay Sisters.

The German record industry in their annual meeting decided against publishing an official LP sales "Hit-Parade." The reason given is that singles are dependent on chart positions to make sales, but LP's have a different buyer circle who do not check out popularity of a record before buying.

The summer season came in with a bang with sales soaring for a couple of top hits including "Puppet On A String" by Sandie Shaw and "Meine Liebe Zu Dir" from Roy Black, both of which have passed the 1/4 million sales mark and sales souring for the rest of the market. Things look pretty dim for this summer with no pop music festival to rack up attractive leaders and a new tax which will probably increase the price or deminish the profits of records in the near future. Singles sales are slumping and LP sales continue to boom but the low price field is also taking the cake right now so that dollar volume is also not increasing. German language records are selling for a couple of artists, but sales of over 20,000 are the exception in this market today.

Rolf Budde reports that his publishing house has a stack of hits on the "push" list including "The Magic Book" from the Gibsons, "Night Of The Long Grass" by the Troggs, "Pineapple Market" an original German number played by Billy Vaughn, "Carrie Anne" from the Hollies, "I Got Rhythm" from the Happenings, "Kaiser Bill's Batman" and, of course, the entire LP of "Sgt. Pepper's Lonely Hearts Club Band" from the Beatles.

Ralph Maria Siegel is swinging publishing wise with an handful of top hits including "Funny Familiar, Forgotten Feeling" from Tom Jones, "It's All Over" from Cliff Richard, the German version of "Communication Breakdown" from Helmut Schmidt, his son Ralph Siegel, Jr.'s, first German waxing (self-composed) for Electrola and some German goodies as well.

Philips has teamed up Greek star Nana Mouskouri with German Gerhard Wendland for a new duo and their first LP is being released in the next few days.

Ariola star Udo Jurgens had a big time in Budapest as 7,000 fans turned out to see the German artist. It was the most exciting concert ever held in the city according to authorities who had already presented such world favorites as Gilbert Beaud, Louis Armstrong and Juliette Greco.

Horst Jankowski left his Stuttgart home to hit the trail for a 36 concert tour of South and Southwest Africa. Sammy Davis, Jr., picked up a 50,000 buck fee for a 60 minute TV special made by German TV of Sammy's European tour. Karl Heinz Muenchow has signed his Mondial label to Metronome for distribution. The start program is 3 LP's and 4 singles. Rudolf Petry who left the Polydor production department last August to work with Tutti-Lorna Music has taken over the EMI house publishing firm Edition Accord. Rudy follows Otto Demler who is now with the Polydor house publishing outfit Abarbach Music.

That's it for this week in Germany.

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

| This Week | Last Week | Weeks On Chart | Title |
|-----------|-----------|----------------|--|
| 1 | 1 | 5 | Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music |
| 2 | 2 | 5 | *Morgen Beginnt Die Welt (The World Begins Tomorrow) Freddy—Polydor—Edition Doma/Kaempfert |
| 3 | 3 | 5 | Somethin' Stupid—Nancy & Frank Sinatra—Reprise—Chappel Music/A. Seith |
| 4 | 4 | 3 | I Was Kaiser Bill's Batman—Whistling Jack Smith—Deram Mills Music |
| 5 | 5 | 2 | Ha! Ha! Said The Clown—Manfred Mann—Fontana—Edition Fanfare/P. Kirsten |
| 6 | 6 | 5 | Das Schönste Mädchen Der Welt (The Most Beautiful Girl In The World) Peter Orloff—Coronet—Hans Gerig Music |
| 7 | 7 | 8 | *Lord Leicester Aus Manchester—Manuela—Telefunken—Edition Intro/Meisel |
| 8 | 8 | 2 | Denk' Ich Immer Nur Daran (I Always Thing About It) Ivo Robic—Polydor—Edition Doma/Kaempfert |
| 9 | 9 | 2 | *S.O.S.—Herz In Not (S.O.S.—Heart In Danger) Michael Holm—Hansa—Edition Intro/Meisel |
| 10 | 10 | 5 | Please Mr. Moving Man—David Garrick—Deutsche Vogue—Melodie Der Welt/Michel |



CZECHS HOLD POP FEST AT BRATISLAVA—These views of the recently-held Bratislava Song Festival show Britain's Sandie Shaw (at the top) singing her "Puppet On A String" Eurovision winner, in her usual barefoot manner. The lark was backed by an 80-piece orchestra. The winners (Eva Pilarova of Czechoslovakia, Vice Vukov of Yugoslavia, and Laila Kikkunen of Finland) are shown from the left in the center photo. The bottom view is of a party given by Supraphon at the conclusion of the Bratislava Festival. Pictured (from left to right standing) are: Dr. L. Doruzka, a Czech journalist; Paul Gyongy, Hungary; Hans R. Beierlein, Germany; Claude Pascal, France; Stewart Reid, Great Britain; Jan Hanus, Czechoslovakia; Oskar Drechsler and Prof. Vlad Seljan (seated) Karel Vlacj, Norrie Paramour, and Dr. Jaraslov Seda. (Continued on page 57)

GERMANY—RECORD MANUFACTURERS SALES

(Courtesy "Schallplatte")

| This Week | Last Week | Weeks On Chart | Title |
|-----------|-----------|----------------|---|
| 1 | 1 | 8 | Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music |
| 2 | 3 | 3 | *Meine Liebe Zu Dir (My Love For You)—Roy Black—Polydor Riva Music |
| 3 | 5 | 3 | Ha! Ha! Said The Clown—Manfred Mann—Fontana—Edition Fanfare/P. Kirsten |
| 4 | 7 | 4 | I Was Kaiser Bill's Batman—Whistling Jack Smith—Deram—Mills Music |
| 5 | — | 1 | Okay—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmühle |
| 6 | 6 | 10 | Schivago—Melodie—Maurice Jarre—MGM—Hans Gerig Music |
| 7 | 10 | 3 | *Dein Herz Das MuB Aus Gold Sein (Your Heart Must Be Made Of Gold) Anna—Lena—Metronome—Edition Intro/Meisel |
| 8 | — | 1 | Pictures Of Lily—The Who—Polydor—Hans Gerig Music |
| 9 | 8 | 9 | *LaB Die Sonne Wieder Scheinen (Let The Sun Shine Again) Ronny—Telefunken—Edition Maxim |
| 10 | 4 | 6 | My Friend Jack—The Smoke—Metronome—Metorion Music/A. Schacht |

*Original German Copyright



CANADA

Canus Records, fledgling firm headed up by Tony Roman, appears all set for a large size hit. "The Look Of Love" has been waxed by Nanette, and, if she sings as good as she looks, the song'll be top ten in no time at all. American distribution is by Bell. The song has been making chart noise for Dusty Springfield on Philips, although that company is plugging hard for the flip by Dusty. Song is featured in "Casino Royale," and that won't hurt its chances one bit.

Best commercial waxing in a long time is out now on Yorkville. "Canada" by the Sugar Shoppe is going to take the Bobby Gimby song right back to the top of the charts. Arc's man in Winnipeg, Ron Legge, claims a #30 listing on CHUM-Toronto for the Sugar Shoppe outing, and reports that the Winnipeg pop outlet, CKRC, is also on the song in a big way. It's "Canada" alright, but this time it's extremely commercial and won't need any advanced degree of patriotism to put it over.

Peter Slywka reports that the new record by the Fifth on London is selling very well in the group's hometown, Winnipeg. A #30 listing on the CKRC has resulted from the disc's good showing on the station's voice your choice segment. Already Winnipeg sales on the release have passed to 1,000 mark.

Daniel Lazare of Gamma Records in Montreal tells C.B. that a recently released LP, "The Singer-Composers Of Quebec," has begun to show up nicely on the best seller lists throughout French-Canada. The set contains, among other selections, "La Manic" by Georges Dor, the most popular song in French-Canada in 1967. Also included in the strong selling LP are several selections by Claude Gauthier, Pauline Julien and others. Canada-wide and American distribution is now in the formative stage.

Paul Clark has the Yellow Balloon all over Toronto airwaves with their newest Canterbury outing, "Good Feelin' Time." An import from Barbados, a new album by the Merry Men, is expected to do well in Canada following P.A.'s by the group in Toronto (6/28) and at Expo's Garden Of Stars, July 2-15.

Gaston Careau, RCA Victor promo man in Montreal, tells C.B. of a recent accolade for Jen Roger. The great French-Canadian vocalist has just been named "Mister Radio-TV" for French-Canada, 1967. The vet chanter has been with the RCA Victor organization for sixteen years, and his total sales of LP's and singles now rapidly approach the magical million mark.

Quality Records have one of their biggest ever record promotions under way. A new LP series, the Quality International Series—a line of outstanding LP releases from foreign companies, will shortly debut with Quality distribribs across Canada. To highlight the new LP series, the firm is releasing, with considerable fanfare and heavy concentrated plug efforts at the broadcast level, a single by Tommy Brennan and the Monarchs. "The Dying Rebel" is expected to take the country by storm in much the same fashion as Andy Stewart's "Scottish Soldier" did several years ago. The first six LP's in the new Quality International Series originate in The Netherlands and Ireland. Harold Winslow tells C.B. that the firm is most interested in adding titles to the new series. Any interested firms, world-wide, should get in touch with Quality's Toronto H. Q. as soon as possible.

Al Mair's compo branches are up to their ears in orders for the red hot American, R&B single, "Make Me Yours" by Bettye Swann from Money Records in the U.S. Chartbuster in the States should do likewise in short order in Canada. "I'll Forget Her Tomorrow" by Witness Inc., is a strong regional seller in Canada's west. Ditto, "Walking Mary Home" by the Nomads on Damon. Both could develop national breakouts.

Adrian Bilodeau at London reports terrific sales action on two singles by artists with weird names. The Procol Harum world-wide smash on Deram, "A Whiter Shade Of Pale," practically owns all the Canadian charts from coast to coast, while "There Goes My Everything" by Englebert Humperdinck on Parrot is heard at every turning of the dial on just about every type of broadcast format in the Country. The LP by Humperdinck is being played, and sold, only in very slightly less quantities than the aforementioned single, also included in the new Parrot album.

London-distributed artists are very much on the Canadian P.A. trail this summer. Buddy Rich and his big band made the Palais Royale scene in Toronto (7/3). The Rich LP on Liberty, "Big Swing Face" enjoyed considerable exposure and promotion as a result of the band's P.A. Canada's biggest outdoor attractions this summer, The Calgary Stampede and Expo '67, have both booked artists that do very well on London-distributed lines. The T-Bones head for Calgary, while the Four Seasons do July 12th and 13th dates at Expo. The Mariachi Brass also are set for Expo '67 come July 10th through 15th. The Blues Magoos begin a string of one niters in Vancouver early in August and the Fifth Dimension appears in the west coast city later in that month.

Adrian reports that London will distribute Jet Records, latest project of Montreal musi-biz vet, Don Wayne. The fast approaching London Convention, (7/17-22) at The Mont Gabriel Lodge in The Laurentians near Montreal, will play host to all branch managers and salesmen and their wives from across Canada. In addition, numerous big names from the London family around the world will be present for the important gathering. From London in New York will come Herb Goldfarb, D.H. Toller-Bond, Terry McEwen and Walt McGuire. Expected from Decca-England: Marcel Stellman. From France, the convention will play host to Jacques Caillart from Philips. Other Philips men from the world wide organization to attend the London convention will be: Jack Boverstock, Tony Van de Haar and John Sippel of Mercury in Chicago. One-time Canadian record exec, Lee Mendell, will represent Liberty records. All of the above gentlemen are scheduled to address the gathering on their respective lines and new product.

Blocker's Tapp Acquires Bailey International

HOLLYWOOD—Don Blocker's Tapp firm, which performs administrative and national sales and promotion functions for independent labels and producers throughout the United States, has acquired Jim Bailey International. The latter is a one year old firm founded by Jim Bailey, who recently left to join the international department of RCA-Victor.

A new firm, Tapp International, will be established by Blocker which will now operate the foreign services

formerly handled by Bailey. These include the representation of several foreign labels for the placement of their catalogs, masters and copyrights with companies in the United States. In addition Tapp International will place domestic catalogs, masters and copyrights with the foreign licensees it represents.

Present clients include Hispavox, Spain; Gamma, Mexico; Astor, Australia; Quality, Canada and Gallo (Continued on page 57)



ARGENTINA

TV producer Ricardo Kleinman, is no longer allowing dubbing in his "Modart No. 1" program on Channel 7, a move they, if followed, may help to solve the problem created by the bad dubbing of several chanters and groups which causes discomfort in the audience and has been widely criticized through the press and reviews. Kleinman is also negotiating an arrangement between Channels 7 and 2 to simultaneously air his program which would allow better producing facilities for his show.

RCA's Palito Ortega will be back in Buenos Aires at the end of July or the first week of August, it was reported. After the successful run of "Que Sera," the label is releasing a second single culled from the chanter's latest album, "Magnetism," recorded in Nashville. Palito is currently in Spain shooting a film with cinema star Rocio Durcal and will jet afterwards to Rome for recording sessions at the RCA studios in that city.

Music Hall reports the release of the new album cut by Frank Sinatra with Antonio Carlos Jobim. The diskery is also preparing the first records by French lark and artist Marie Laforet who records for Festival, represented here by the Selasco-Calvo diskery. MH is also constantly increasing its Difusion Musical budget series, both with classical and pop releases. This time there are folk albums by Arsenio Aguirre, Los Hermanos Simon and Los Hermanos Aramayo, and a tango LP by Los Modernos.

Odeon has released the much discussed "Let's Spend The Night Together," by the Rolling Stones coupled with "Ruby Tuesday," as well as a single by newcomer (for this market) Rolf Harris singing "Fijian Girl" and "You Got What It Takes," and a Brazilian single by Sergio Reis, "Paper Heart," considered a potential hit. The diskery has launched a campaign under the logo "Odeon Promotes Argentine Music Through the World" with a press conference to explain the idea and the steps to be taken.

Fermata reports that Billy Bond has recorded a cover version of "Ruby Tuesday," sung in Spanish for Music Hall coupled with "Sunny." The Breachers, for the same diskery, cut "Magdalena Fue Al Mar" and "Mi Refran" (both penned by visiting star Chico Buarque), and Violeta Rivas (for RCA) has also waxed "Meu Refran." The Record Division reports the marketing of an album by French chanter Christophe and the second volume by the Troggs: "Troglodynamite."

CBS reports top promotion for the Tremeloes whose new single, "Silence Is Golden" is being put on air this week. Also coming on strongly is "Casno Royale," cut by local instrumentalist Mr. Trombone. Incidentally, the film's premiere in Buenos Aires is due soon which will mean strong promotion for all the versions of the Niven-Sellers-Bond flick. The label is also pushing strongly the Andy Williams version of "Music To Watch Girls By" which may turn into another smash.

Phonogram's Hugo Persichini feels happy with the "Martin Fierro" award received by the "Argentina Canta Asi" TV program in 1966 from the Association of TV and Radio Journalists, an equivalent of the U.S. "Emmy." The company is planning to give strong impulse to the local recordings handled under the Polydor Label which are distributed in the rest of the world by DGG. Philip's current top LP seller is "Modart En La Noche," named after Kleinman's successful radio program.

Surco has released an interesting album by U. S. duet Sonny & Cher under the Atlantic logo, "The World Of Sonny And Cher" which under proper circumstances could open a wide market for these artists. There are also an album by the Shodows of Knight ("Back Door Men"), also under the Atlantic trade mark, and a single by French lark Francoise Hardy who will reportedly visit soon, "Rendezvous d'Automne."

Disc Jockey expects a lot from the new Rosamel Araya album which presents a selection of the artist's greatest hits during his 9-year career. The record was presented at a widely attended party and is already selling strongly. Another good bet is the first record by French chanter Monty in Spanish ("Mais la-Bas") which is selling strongly in the provinces of Cordona and Mendoza.

Julio Korn Publishers report the control over seven of the "Un Disco Per L'Estate" contest including "La Rosa Nera," "Tanto Tanto Caro," "Tu Che Sei L'Amore" and others. The pubbery has also the rights to the winning song of the recent Odol Song Festival, "Pastor de Nubes," penned by Fernando Portal and Castilla.

Microfon expects good sales from its top melodic artist, Vicentico Valdes, whose version of "Strangers In The Night" is in the market along with his first album. The diskery has also released a Compact 33 by teen chanter Johnny Allon and LP's by the Vienna Symphonic Orchestra (recorded by Audio Fidelity) and jazz musician Art Tatum.

BGM's news include this week a single by Tonia under the Magenta label: "Tu te Souviendras de Moi" coupled with "Je T'Adore" and recorded with the Benny Couroyer group; a Sonet single by Ola & the Janglers ("Land Of A Thousand Dances"); and another one by Claude Lombard: "Avant-Ampres" flipped by "Tout Fou Tout Doux."



RACKING UP PLENTY OF SALES—Ernst Mosch and his Egerlander Orchestra have sold more than 6-million records for Teldec in Germany since joining the firm. At the special presentation shown here, Teldec production chief Kurt Richter (seated right) awarded Ernst Mosch (seated left) and his musicians the Diamond-Disk award for sales totaling 6-million.

Cash Box TOP 100 LABELS

| | |
|----------------|-------------------|
| A.B.C. | 20, 52 |
| Abnak | 24, 42 |
| ACTA | 36 |
| A&M | 68, 69, 91 |
| Atco | 40, 47, 84 |
| Atlantic | 8, 16, 53, 62, 86 |
| Bell | 28 |
| B. T. Puppy | 45, 89 |
| Calla | 95 |
| Canterbury | 98 |
| Capitol | 39, 63 |
| Columbia | 19, 90, 97 |
| Date | 44, 71 |
| Decca | 82 |
| Deram | 26 |
| Diann | 64 |
| Dial | 61 |
| Double Shot | 57 |
| Dunhill | 5 |
| Elektra | 14 |
| Epic | 31, 35, 41 |
| Gordy | 46 |
| Groovesville | 50 |
| Imperial | 11, 29, 93, 100 |
| Jamie | 83 |
| Jubilee | 13 |
| Kapp | 81, 87, 99 |
| Laurie | 2, 77 |
| Loma | 56 |
| Mercury | 22, 73 |
| MGM | 9, 25, 30, 74 |
| Mira | 85 |
| Money | 33 |
| Motown | 18 |
| Muscor | 80 |
| New Voice | 58 |
| Ode | 4 |
| Okeh | 96 |
| Parkway | 78 |
| Parrot | 43, 48 |
| Philips | 3, 12, 72 |
| RCA Victor | 23, 38 |
| Reprise | 27, 51, 75, 79 |
| Revilot | 88 |
| Ric Tic | 67 |
| Ronn | 92 |
| Roulette | 55, 66 |
| Scepter | 15 |
| Soul City | 10 |
| Stax | 49, 59, 70, 94 |
| Tamla | 17, 32, 37, 65 |
| Tower | 76 |
| United Artists | 54, 100 |
| Verve Folkways | 21 |
| Volt | 34 |
| Warner Bros. | 1, 7, 60 |
| White Whale | 6 |

Czech Pop Fest

(Continued from page 49)
phon-Holland and Italy by Master Records. Supraphon itself represents for Czechoslovakia and all countries of the Eastern bloc the labels of Deutsche Grammophon Gesellschaft; Columbia U.S.A. (and CBS for Europe), Barclay, France and a deal has just been signed with Palette Records of Belgium. Negotiations are also under way with Atlantic Records. Last year's Bratislava Festival originated interest in Western countries for two Czech artists—Karel Gott and Hanna Hegerova—who are today contracted to Polydor and Philips Ton. The second edition of the Festival has started similar negotiations for five more Czechoslovakian artists—Waldemar Mutuska, Vaclav Neckar, Marta Kubisova, Helena Vondrackova and Eva Pilarova.



BRAZIL

Preparations for the "Second International Festival of Popular Song of Rio de Janeiro" are being publicized lately in the local press. We had the first contact with the organizer and Director of the Fest, Augusto Marzagão, who announced that Nelson Riddle will take part as Member of the Jury, while Quincy Jones will be the composer from the United States who will represent the country. Among others, Duke Ellington and Henry Mancini will be guests of honor. Marzagão will soon go to the United States where he will confirm several invitations to top personalities. Much talked about it the possibility that Frank Sinatra will be invited as President of the international jury.

Enrique Lebendiger, Prexy of the Fermata Organization will soon return from one of his successful Latin American and U.S. tours on which he has been doing special promotion for the Brazilian music of his pubbery and diskeries (Fermata, RGE and Som/Maior). He will probably await in Argentina a star composer Chico Buarque De Hollanda whose numbers "A Banda" and "Funeral Do Lavrador" were in top positions on the charts.

It seems that something has gone wrong between the partners of the newly founded label AU (Artistas Unidos)—several changes are to be expected in the near future.

New chattrress of "a different teen-music," De Kalafe, celebrated her birthday in a cocktail party/show attended by many of her followers. The AU artist is being requested by other countries, and it is possible that several of her numbers will be included in an album made by a U.S. disk man who wants to show the world the type of music being done here by local artists and composers who are not imitating the Liverpool or U.S. sounds.

We have been receiving lately a growing number of letters from all over the world asking info about Brazilian music, a sound proof that it is becoming more and more well known, as we predicted after release of the album by Sinatra/Jobim, Sergio Mendes, Walter Wanderley and Astrud Gilberto. And more are still to come...

Brazil's Best Sellers

| This Week | Last Week | Title | Artist |
|-----------|-----------|---|---|
| 1 | 1 | *O Bom Rapaz (Embi) | Wanderley Cardoso/Copacabana |
| 2 | 3 | *Coração De Papel (Fermata) | Sérgio Reis/Odeon |
| 3 | 2 | *A Praça (Edclave) | Ronnie Von/Polydor; Francisco Petronio/Continental; Wilson Simonal/Odeon |
| 4 | 4 | Sunny (Fermata) | Chris Montez/Fermata; Bobby Hebb/Philips; The Mustangs/RCA; Bobby Vee/RCA |
| 5 | 5 | *So Vou Gostar De Quem Gosta De Mim (Ed. RCA) | Roberto Carlos/CBS |
| 6 | 6 | Ciao Amore Ciao (Ed. RCA) | Luigi Tenco/RCA |
| 7 | 8 | *Faça Alguma Coisa Pelo Nosso Amor (Ed. Genial) | Os Vips/Continental |
| 8 | 7 | Penny Lane (Fermata) | The Beatles/Odeon |
| 9 | 13 | Somethin' Stupid/Coisinha Estupida (Ed. RCA) | Nancy & Frank Sinatra/Reprise; George Freedman/RCA |
| 10 | 10 | *Coisa Linda (Ed. Samba) | Eduardo Araujo/Odeon |
| 11 | 14 | *Arueira (Ed. Disparada) | Geraldo Vandré/Odeon |
| 12 | 19 | I'm A Believer (Mundo Musical) | The Monkees/RCA |
| 13 | 9 | Never Never (Fermata) | The Shakers/Fermata |
| 14 | — | Quando Dico Che Ti Amo (Ed. RCA) | Tony Renis/RCA |
| 15 | 11 | Piange Con Me (Ed. RCA) | The Rokes/RCA |
| 16 | 20 | Eu Sou O Alguem (Fermata) | Luiz Aguiar/AU |
| 17 | — | *Não Quero Voltar Atraz (Ed. RCA) | Roberto Barreiros/Chantecler |
| 18 | — | *O Charreteiro (n.p.) | Jacinto Figueira Jr./Continental |
| 19 | — | Quem Te Viu, Quem Te Ve (Fermata) | Chico Buarque de Hollanda/RGE; Nera Leão/Philips |
| 20 | 15 | Last Train To Clarksville (Mundo Musical) | The Monkees/RCA |

Brazil's Top Ten LP's

| | | |
|----|----|--|
| 1 | 1 | Ronnie Von—Ronnie Von/Polydor |
| 2 | 2 | As 14 Mais, Vol.19—Several Brazilian Artists/CBS |
| 3 | 4 | Francis Albert Sinatra & Antonio Carlos Jobim—/Reprise |
| 4 | 3 | The Monkees—The Monkees/RCA Victor |
| 5 | 5 | Roberto Carlos, Vol.6—Roberto Carlos/CBS |
| 6 | 6 | Obrigado Querida—Agnaldo Timóteo/Odeon |
| 7 | 8 | Fortissimo—Several Italian Artists/RCA |
| 8 | 9 | O Bom—Eduardo Araujo/Odeon |
| 9 | 7 | Edição Extra—The Jordans/Copacabana |
| 10 | 10 | Um Embalo—Renato & Seus Blue Caps/CBS |

Top Five Double Compacts

| | | |
|---|---|---|
| 1 | 1 | Coração De Papel—Sérgio Reis/Odeon |
| 2 | 3 | Tributo A Martin Luther King—Wilson Simonal/Odeon |
| 3 | 2 | Noir C' Est Noir—Johnny Halliday/Philips |
| 4 | 4 | Roberto Carlos, Vol.2—Roberto Carlos/CBS |
| 5 | — | Poor Side Of Town—Johnny Rivers/RCA |

Blocker's Tapp Acquires Bailey International

(Continued from page 56)

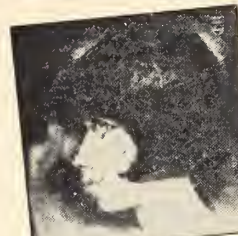
(Africa) Ltd. in South Africa. Negotiations are now under way with Cosdel, Japan, Hong Kong, Singapore and the Philippines and labels and licensees in various other foreign countries.

Tapp, USA has been in business for the past year.

Once the independent label or producer who is a client of Tapp has

finished his product it is turned over to Blocker who then assumes complete control of sales, promotions, merchandising and distribution. This leaves the producer free to concentrate on the production of new product without concerning himself with business details. Currently Blocker is performing these services for Billy Vaughn's new Zar label and Milton Berle's Embassy Records among others.

THE MOST FAMOUS BRAZILIAN ARTISTS!



R 765.006 L (PHILIPS DE LUXE)
NARA LEÃO
Quem te viu, quem te vê
O circo and others...



P 765.001 P (PHILIPS DE LUXE)
ELIS REGINA
Roda Lunik 9 and others...



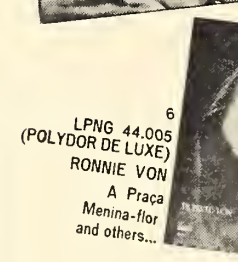
P 765.004 P (PHILIPS DE LUXE)
JAIR RODRIGUES
Disparada A Rita and others...



R 765.005 L (PHILIPS DE LUXE)
GILBERTO GIL
Louvação Proissão and others...



P 765.010 P (PHILIPS DE LUXE)
CLAUDETTE SOARES
E agora Ciúmes and others...



LPNG 44.005 (POLYDOR DE LUXE)
RONNIE VON
A Praça Menina-flor and others...

NARA LEÃO

ELIS REGINA

JAIR RODRIGUES

GILBERTO GIL

CLAUDETTE SOARES

RONNIE VON

ARE EXCLUSIVE ARTISTS OF



COMPANHIA BRASILEIRA DE DISCOS
AVENIDA RIO BRANCO, 311 - 4 - ANDAR
RIO DE JANEIRO BRASIL



Editorial

Cooperation — Formula For Success

The Florida Amusement and Music Associations' successful solution regarding the recent controversy between the operators and the State Beverage Department, is an impressive one, indeed. The entire dispute emerged when parents began to object to children playing on coin-operated pool tables in locations where alcoholic beverages were being consumed.

Under the very capable leadership of executive director Julius Sturm, the FAMA met in Tampa to discuss the controversy. After a reasonable and earnest discussion by members of both sides, an applicable solution was arrived at.

The first step in "nipping the bud" came from the State Beverage Director, Don Meiklejohn, when he issued directives to his enforcement agents in the field as to the legalities of free-play and pool table activity.

The free-play directive read as follows: "In the opinion of the Director, no pin ball machine is illegal or prohibited, merely because it allows or awards additional chances or uses, or 'free-play', provided it meets the following criteria: If it is not designed nor used for gambling; if there is sufficient skill required by the player so that the machine qualifies as an amusement device under the (Florida) Supreme Court holding in **Deeb V. Stoutmire**, 1951, 53 So.2d 873; if there is no arrangement whereby 'free plays' can be removed from the indicator on the machine or device, other than by bona fide play and if it is not used in such a manner as to constitute a nuisance."

The pool table directive read as follows: "A coin-operated pool table can be located on a licensed premises, but it is the opinion of the Director and the policy of this Department that Florida Statutes 849.06 permits a person under 21 to play pool or billiards on a pool table (minature, coin-operated, etc.) in a licensed establishment if, and only if, said minor is: accompanied by a parent, guardian, or; currently on active duty with the armed services of the United States, or married."

The association, in a letter to Meiklejohn from the president of FAMA, James Mullins and Leonard Pepper, FAMA Counsel, met the directives in a most intelligent manner. It was stated in the letter that, "we appreciate your problems in getting your field men 'educated' to the proper control of the legal operations of these machines, as distinguished from those which might not be legal. In any event in which there is a problem in the field which is brought to our attention, we will (as we have been advised) bring the matter to your attention for a final determination of the matter. We will cooperate in any way with your field men to see that the law is maintained."

The impressive thing in this Florida situation is the reasonable way members from both sides met it before it had a chance of getting out of hand and, very possibly, creating another "Illinois" crisis.

Trade Events

N.Y. Servicemen

Runyon Sales Company, Springfield, New Jersey, will host a vendor to 100 mm brands, Thursday, July 6, 1967 at 7 P.M. Lou Di Palma will instruct. Be sure to advise your servicemen to attend.

N.Y. State Operators

The regular meeting and dinner of the New York State operators Guild will be held at the Nelson House, Poughkeepsie, N.Y. on July 19, 1967 at 7:30 P.M.

Illinois Operators

The Illinois Coin Machine Association will hold their summer meeting at the Holiday Inn East in Springfield, July 15-16.

Montana Operators

Montana Music Operators Association members will meet at an undetermined place, to be announced at a later date, on July 22, 1967, at West Yellowstone, Montana.

South Carolina Operators

Members of the South Carolina Operators are reminded that the new date for their meeting at the Ocean Forest Hotel at Myrtle Beach is July 29-30th. Reservation confirmations are in the mail.



Visiting Cash Box last week was Marcel Grosch, prominent Belgian importer of U.S. music and amusement equipment, during his wide tour of key cities in the American market. (Left to right, Ed Adlum, Marcel and Ben Jones.)

July 14 Deadline For MOA Exhibit Space

CHICAGO—Fred Granger, executive vice president and managing director of Music Operators of America (MOA), recently sent out via mail options to exhibitors who wish to select the same space they had during last year's convention and trade show, October 28-30, in the Pick-Congress Hotel. The deadline, Granger explained, is July 14. Upon immediate notification MOA's headquarters in this city will then send formal contracts out to the exhibitors for the

forthcoming MOA Convention and Trade Show, October 27-29, in the Pick-Congress. In the event that exhibitors fail to notify MOA by July 14 the space being considered will then be made available to other exhibitors. "We cannot stress too strongly," Granger asserted, "the need for haste in making these decisions, especially if the same space is desirable. It will certainly simplify matters if the same choice is made, and tend to keep us on a healthy time schedule."

THE HOT BOX

this week's big stories

| | |
|---|----|
| Deadline for MOA exhibit space | 58 |
| Wurl. Dirs. name new V-P | 59 |
| Lee Corp. Named Dist. for Fischer | 59 |
| Profile on Norm Goldstein | 59 |
| Bilotta hosts ser. class | 63 |

Thirty-Two Technicians Attend New Orleans Service School



The selector system is explained by Karel Johnson (center, rear) while the students consider the selector panels which create the musical program.

NEW ORLEANS—C. B. Ross, Harry Gregg and Karel Johnson once again were "the professors" at a service school held at the Jung Hotel in New Orleans, Louisiana from June 12th thru the 16th. Robert G. DuPuy, Manager of the Wurlitzer Factory Branch in New Orleans was host to the thirty-two operator service technicians.

Due to the large number attending, several classrooms were utilized, with time devoted to the electrical/electronic components, mechanical tear down and build up, and general trouble shooting on the new Wurlitzer Americana Phonograph and other coin-operated equipment. A complete course covering correct schematic interpretation, so necessary for technicians servicing games and vending equipment as well as phonographs, was also given.

To explain the National Dollar Bill Acceptor available as optional equipment on the Americana, E. Carl Williams, National Rejectors Representative, was in attendance. Carl went over the mechanism of the Bill Acceptor, in detail, for the assembled service technicians, and also covered the slug rejector. "His attendance was appreciated by all, and added greatly to the meeting," said Ross.

An interesting point was that this was one of the very few times a woman attended the full classes. "E. S. Varcaris of Louis Amusement, Jackson, Mississippi was a very attentive student and an excellent service technician," stated Ross.

Spindel Urges Ops To Get Location Insurance

CHICAGO—Manfred (Spin) Spindel, president of Spindel Insurance Agency, Inc., a longtime insurance advisor to the coin machine distributors and operators, last week injected a timely bit of advice to the smaller operating companies throughout this country that as a result of the recent unfortunate wave of tornadoes and racial disturbances they would have been considerably more secure with their losses in damaged equipment if they had been fully covered on risk insurance for vending, games and music equipment on location.

"The big national operating companies," he continued, "naturally avoid these frightening losses by always maintaining full coverage. The smaller, independent distributor is not using good business sense in passing up this opportunity for proper insurance coverage."

Spindel Insurance Agency, Inc. has paid death claims to distributors on the lives of operators who died during 1966 in excess of \$400,000 on Credit Life Insurance, according to Spindel.

The firm, which is licensed nationwide, covers Casualty, Bonds, Fire, Group Life, Pension Trust, Profit Sharing and Automobile Insurance.

Operator principals and service personnel came from five states to attend this seminar. In attendance were: Anthony V. Rinaldo of Bruno Novelty Company, Canastota, New York; Clifford K. Krull of Great Lakes Distributors, Inc., Buffalo, New York; George D. Ferrell of Brady Distributing Company, Charlotte, North Carolina; Al Boozer of Fort Worth Vending Company, Fort Worth, Texas; Lloyd E. Felder of Gulf Coast Distributing Company, Houston, Texas; Amos G. Flores of United Vending Machine Company, Port Lavaca, Texas; Don R. Starns of Texas Amusement Inc., Houston, Texas; Benny G. Thompson of Port Lavaca, Texas; Gary L. Fremin of

(Continued on page 63)

Wurlitzer Directors Elect Herleman Company President

CHICAGO—W. N. Herleman was recently elected president of the Chicago based musical instruments division of the Wurlitzer Company, by the company's board of directors. Herleman is the former vice president and succeeds R. C. Roling, who will continue as chairman and chief operating officer.

C. M. Ingold was elected vice president and treasurer. His former position was secretary and treasurer. A Donald Arsem of engineering and research, was advanced from vice president to senior vice president.

Other new positions filled were: R. G. Myrland, vice president and will continue as manager of the Elkhart, Indiana division; Ago Koerv, secretary and designated assistant controller; and C. H. Banks, assistant secretary and controller for the Dekalb, Illinois, division of the company.

Morris Bayer, Coin Pioneer, Passes Away

PHILADELPHIA—Morris Bayer, a pioneer in the coin machine business, passed away on June 16th, at the age of 56 after a prolonged illness. Bayer is survived by his wife and a daughter.

For the past seven years, he was a sales executive at David Rosen, Inc. in Philadelphia. During the thirty years he has been active in the coin machine industry, he has been identified with distributing firms. Before joining the Rosen firm, where he was assistant to Joseph Wasserman, vice president in charge of sales, he was associated with Joe Ash's Active Amusement Co. and Banner Specialty.

Lee Corp. Named Houston Distrib. For Fischer

TIPTON, MO.—Frank Schroeder, director of sales for Fischer Manufacturing Company, announced the appointment last week of the Lee Corporation in Houston, Texas to handle distribution of Fischer's line of coin-operated pocket pool tables and accessories in the wide Houston area.

Lee Corp., headed by Lee Siegel, a longtime veteran in the billiard business, is located at 2438 Rice Boulevard, in Houston, and can be reached by telephone at (area code 713) 524-9253.

Izzie Getlan Passes Away At 56

WHITE PLAINS, N.Y.—Isadore Getlan, an amusement machine operator for over thirty years, died June 25th in White Plains Hospital of cancer. He was 56.

Getlan, a true pioneer in the coin machine industry, was described last week by his close friend Johnny Bilotta, as: "the man who brought the coin chute into locations where they'd never been before". Among those spots in which Getlan pioneered amusement operation were the Adventurers Inn chain and Nathan's Famous Restaurants.

Iz Getlan's operation is now being run by his sons Melvin and Ronald. He is also survived by his wife, Beatrice, a daughter and six grandchildren. He was interred at Mt. Zion Cemetery in Masbeth, L.I.



PROFILE ON:

NORM GOLDSTEIN — THE OHIO BUCKEYE

The Cash Box Profile Series aimed its pencil at one of the most self-educated businessmen in the coin machine industry this week and obtained an insight into the business life of articulate and soft spoken, Norman Goldstein, president of the Monroe Coin Machine Exchange in Cleveland, Ohio. Norman is also the president of the National Coin Machine Distributors Association. Durnig his preside late George George, Goldstein has been steadily expanding the firm's sales activity and in 1965 opened a branch office in Dayton to offer greater flexibility and convenience to Ohio operators.

How long have you been in the coin machine business?

I started in this business twenty-one years ago, in 1946.

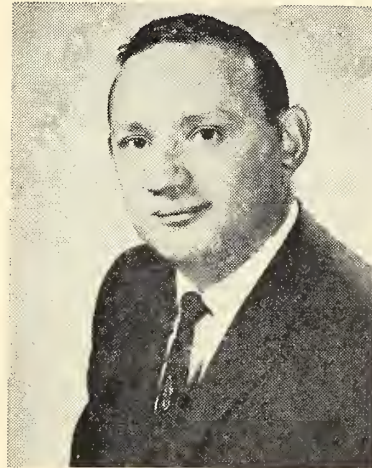
How did you get started in the business?

I began as a service man covering a route of coin-operated equipment.

Did you choose the profession by choice or did it choose you?

It was a fifty-fifty proposition. I was young and the economy wasn't in complete balance, there was World War II and other contributing factors. The business was good to me so I stuck with it. I wasn't college trained, therefore it would have been difficult to obtain a better opportunity in another field.

Do you think the coin machine industry could use young blood with new ideas?



NORM GOLDSTEIN

Absolutely, there is a definite need for young men with ideas that correspond to present methods of business. Those companies not having young minds within their organization are virtually at a standstill. When the old timers brought their sons into the business, the majority of them failed to orientate their offspring in the values of following modern business methods. Dad's traditional methods of operating a business were carried on by the son for posterity's sake and the new methods were ignored. I can see tremendous growth in all directions if only the people in the business will open up their eyes to the common denominator called "progress."

What line of equipment seems to have the greatest growth in Ohio?

There is no great quantity of sales in any of the equipment lines. Although, there has been a definite growth in the vending industry.

To what extent has the old line business and games operator gotten into the vending trade?

The old line hasn't. The vending growth has been a result of the new faces entering the vending segment of our industry. There have been a few of the older music and games operators who have moved over to the cigarette vending business. That's the extent of it.

Where do you place the emphasis on your sales technique, would it be in the field, over the phone, thru the mail or in the display room?

You touched on all of them. Sales within the state of Ohio are handled primarily by calling on customers personally. Naturally, the out of state sales are made by phone and thru the mail.

What is the long range outlook for the Ohio coin machine industry, has it shown any definite advances over the years?

The outlook in Ohio is very promising. As you know, Ohio is a progressive, industrial orientated, state and has shown tremendous growth over the years. There have been advances noted in our industry and there will be more rapid advances as the prospects of better businessmen coming into the trade are evident. Naturally, there is more competition in the trade now than twenty years ago, and, while competition is the motivating force that compels us to push forward, we welcome it.

C LLECTOR'S

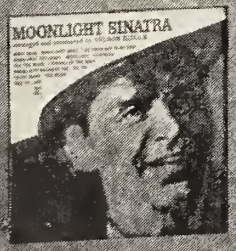
STANDARD SELECTIONS 1 PLAY DIME OR 2 NICKELS 3 PLAYS QUARTER

SPECIAL SELECTIONS 1 PLAY QUARTER

Rowe AMI

RHYTHM & BLUES

| | | | | |
|----|-----------------------------------|-------|---|-----|
| SO | KEEP ON DANCING THE GENTRYS | LA 67 | LET'S HANG ON FOUR SEASONS | |
| MI | MAKE UP YOUR MIND | MB | ON BROADWAY NIGHT | VE |
| MI | I HEAR A SYMPHONY THE SUPREMES | NC 67 | SOME ENCHANTED EVENING JAY & THE AMERICANS | |
| MI | WHO COULD EVER DOUBT MY LOVE | PD | GIRL | VE |
| MI | TREAT HER RIGHT ROY HEAD | QE 67 | 1-2-3 LEN BARRY | |
| MI | SO LONG, MY LOVE | RF | BULLSEYE | DVE |
| MI | HANG ON SLOOPY RAMSEY LEWIS | SG 67 | TREAT HER RIGHT ROY HEAD | |
| MI | MOVIN' EASY | TH | SO LONG, MY LOVE | |
| MI | RESCUE ME FONTELLA BASS | UJ 67 | A LOVER'S CONCERTO THE TOYS | |
| MI | SOUL OF THE MAN | VK | THIS NIGHT | DVE |



THE WALL-ETTE

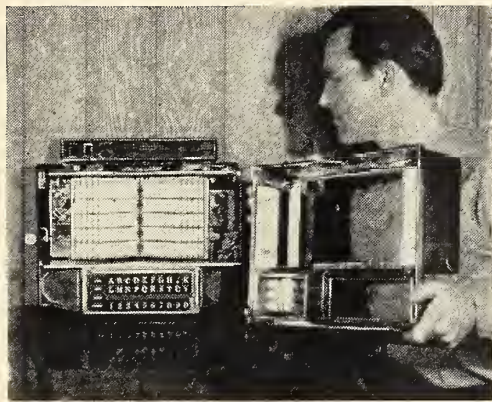
HIGH
MED
LOW
service

| | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| A | B | C | D | E | F | G | H | J | K |
| L | M | N | P | Q | R | S | T | U | V |
| 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 0 |

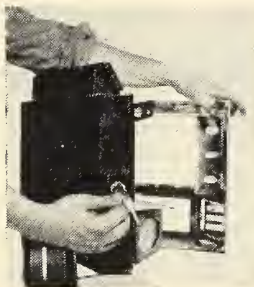
ITEM

Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

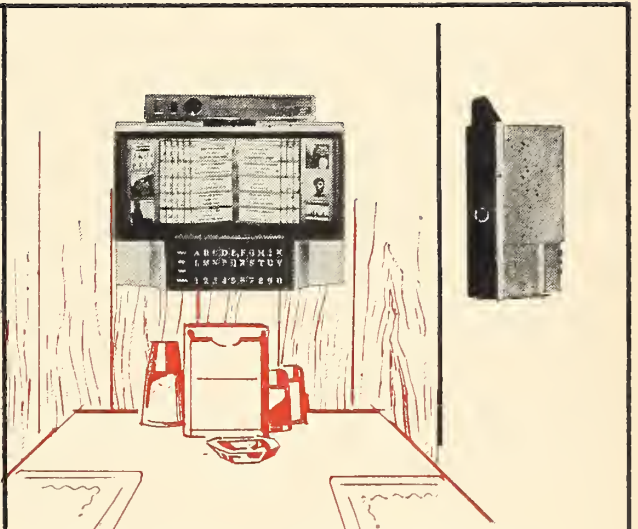
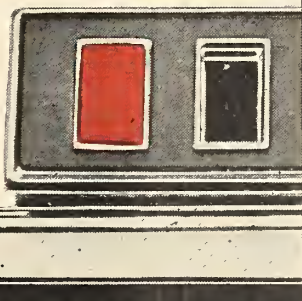
On the other side of the coin . . . the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!



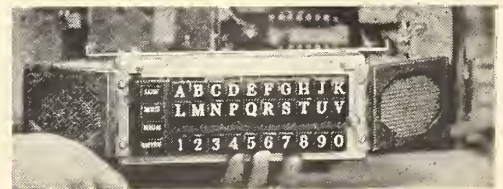
Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.



Winking waitress call-to-service light she can't ignore.



Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.



30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

Rowe®

MANUFACTURING

Troy Hills Road, Whippany, New Jersey

*U. S. Patent No. 3,153,120





THANKS FROM U.J.A.—The generous contributions of equipment and gifts, which were raffled off at Teddy Blatt's recent UJA testimonial, were formally acknowledged by Sam Hausman, honorary chairman of the board of UJA of Greater New York in a letter of thanks to those generous members of our trade who responded. In addition to the phonograph manufacturers, who donated jukeboxes, letters were received by Irv Kaye of the Irving Kaye Co. and Art Daddis of United Billiards, Inc. The latter two were among those who answered the emergency call and doubled their pledge—in this case, two tables from each. The equipment was sold to operators and the proceeds given over to UJA. May we add our sincere thanks to all those who answered the call.

THE REALLY BIG MOVE—United Billiards prexy Art Daddis will be presiding over the move of his company's production material from the three Newark plants to a brand new complex on Prospect St. in Union, N.J. during the next few weeks. Although the move presents a monumental task for the pool table firm, Art has been planning many weeks in advance to insure that there be no slowup in table production during the hiatus to Union.

GO, GO, GO—AMI's marketing exec Fred Pollak and his promotion consultant Chuck Harrington had the pleasant task of shooting location posters from the PhonoVue spots around the country. We say pleasant 'cause the subject of these posters was a score of New York's prettiest Go-Go girls secured by Chuck from some of big town's finest clubs. Nice work if you can get it. Meanwhile, production on PhonoVue product con-

tinues unabated with several film companies solidly in the program.

THE INDUSTRY ADJUSTS—As the 100mm cigarette captures the fancy of more and more Americans, more and more of the vending manufacturers are converting to larger sized columns. Rowe's Riviera machine is now available with the longer column. Likewise, Johnny Bilotta is offering his upstate customers converted Smokeshops. Vendo's 100mm has been cooking for well over four weeks now, being one of the first available. Many distributors have capitalized on the overnight demand by converting much of their used cig machine inventory into 100mm capacity units. The ingenuity of coinbiz.

PUT ANOTHER QUARTER IN—The slow, sure and relatively unpublicized move to two-for-a-quarter jukebox play on the part of many operators is a welcome sign of the times. The changeover is long past due and we hear from more than a few ops these days that no problems in any respect have been encountered wherever they made the transition. Bill Rosebloom, Davis Distributing's promotion exec out of the Syracuse office, has been quietly pushing for the increase with marked results. Bernie Inge down at Southeastern is another distrib on the "two tunes for two bits" bandwagon. But more on this when the air over D.C. clears a bit more.

NEW DIGS FOR C-S—We dropped in on Color-Sonics chief Hank Schwartz over at the new C-S headquarters at 724 Fifth Ave. and got a sneak preview of things to come. In a word, Wow! Meanwhile, film product is being steadily minted by C-S sister firm Official Films. The 2600 model, we understand, continues to reap fine coins at tavern and lounge locations

around town.

SHUFFLIN' OFF TO LAURELS—George Holtzman, NYSCMA veep and chairman of this year's combined associations convention due to unfold Sept. 22-24 at Laurels Country Club in Monticello, N.Y., would like all operators interested in making the big weekend to return the reservation blanks they received last week as quickly as possible. "We expect a capacity turnout so don't delay," advises George. Meanwhile, MONY exec Ben Chicofsky is hard at work preparing the convention journal and info's he's getting excellent response from the record companies. Speaking of journals, the Cash Box crew put out their 25th annual coin directory this week (if you subscribe to the book, you have your copy). If you don't . . . shame!

THE JERSEY SIDE—"They're terrific, they're moving big," boasts Oscar Parkoff of the dual release by Williams of the 'Apollo' 1 pl. pin and 'Coronado' big ball bowler. . . . Meanwhile, Bert Betti over at Betson Enterprises in North Bergen, is eyeing up prospects for new ChiCoin ski ball soon to be released. "We're already doing a fine job with the Riviera shuffle alley," says Bert. . . . Nick Melone at American still grumbling a bit over loss of softball game at recent outing. "He shouldn't have taken Lipkin out in the 5th inning," advises Mike Bozza, with a smile and a wink at Sol.

HERE AND THERE—Two Floridians making the New York scene recently were Jupiter's Sam Taran and Mar-Tab's Sol Tabb. . . . Musical Distributors' Harold Kaufman delighted with movement on new amusement piece Helicopter Trainer, invites games ops to take a trial spin on the unit. . . . Dave Koenigsberg of State Sales & Service in Baltimore is back on the job after mild heart attack. "Looks and feels great," says partner Sam Weisman of his good friend and colleague.

UPPER MID-WEST MUSINGS

Art Berg, Fairmont, in town for the day buying records and parts. . . . Joe Totzke formerly in the operating business in Fairmont for many years is seriously ill. . . . Roy Foster, Sioux Falls, in the cities over the week end visiting his children. . . . Gordon Wornson and Clayt. Norberg, Manakato, in the cities for the day on a buying trip and buying records and parts. . . . The Jim Stears from Minot, returned last week from Houston, Texas where they vacationed for a few weeks. . . . Mr. & Mrs. Richard Hames on a vacation up North last week. Dick heads the credit dept. at Lieberman's. . . . Mr. & Mrs. Ike Sundem in town for a few days on a little vacation. . . . Our deepest sympathy to Mrs. Julius Koers and family. Julius passed away Monday June 12th death caused from cancer. Julius was a partner in the Rushmore Vending Company, Rapid City, So. Dakota. . . . Vern, Billy, and Terry Boerger in town for the day making the rounds. . . . Earl Ackley, Trego, spent the past week in Milwaukee at the postmasters convention. . . . Jim Donatell opens his Supper Club on the 29th one month behind schedule. . . . I. Alpert and a group of men have bought the Lake-Aire motel and are re-furbishing it from top to bottom. . . . Mr. & Mrs. Earl Berkovich, Superior, are spending the week-end in Minneapolis visiting their children. . . . Hank Kreuger in town for the day buying records and parts. . . . Shelley Berman at the Manor.

HAPPY ANNIVERSARY TO US . . . Since we don't get a chance to celebrate our 25th anniversary more than once in 25 years (that does make sense doesn't it?) we figure that there's no better time than the present to congratulate ourselves. For those on phonorow this not only marks our birthday but also the halfway point in the 67 year. For some it has been a time of prosperity for others things have been rather slow, but we are all looking forward to the summer season as one in the sales department.

WELCOME HOME CHARLIE ROBINSON . . . Home after his seven week cruise around the world, and so it's back to work with some mighty pleasant memories of a most enjoyable trip. Getting back to reality, Charlie is huddling with Al Bettelman and Hank Tronick, analyzing business for the first half of the year, and planning to keep the second half as good, if not better! Hank tells us that based on preliminary inquiries, and orders on hand, they are doubling their initial order of the new 8 ft Valley magnetic pool table, which are scheduled for delivery in the very near future. Hank also reports that Midway's "Space Gun" continues to amaze operators with some of the best collections ever on any gun game in many a year. Hear that Al B. took off for a day of relaxation and fishing in the "beautiful blue?" Public (which happens to be closer to a mossy shade of green). Al came back with sackful of fish, a terrific suntan (we're green with envy), and on top of all that, he won the jackpot for catching the biggest fish.

SECOND SHIPMENT OF MAGIC BASEBALL ARRIVES AT SIMON DISTRIBUTING . . . George reports that he is very pleased with the response that this game has been getting from operators and looks forward to doing as well with his second shipment as he did with the first. He tells us that the game is even better due to the fact that the bat has been made bigger and better. We can hardly wait to get over there and try it out for ourselves. We're told that a shipment of phonographs just departed for the Far East. While at the same time Isao Kodai of Japan, was shopping and visiting with George.

FROM THE RECORD RACKS . . . Spoke with "bubbling" Buddy Robinson who informed us of the fact that "no news is good." We don't quite go along with that line of reasoning but Buddy did manage to tell us that Herb Alpert and the Tijuana Brass are "Happening" with a disk of the same name. Don and the Goodtimes follow-up to "I Could Be So Good To You," is a deck called "Happy and Me," looks like a real winner. The Tremeloes tell us that "Silence is Golden" Peaches and Herb's newest single for Columbia "For Your Love" is getting some heavy action. Top L.P.'s are as usual, "Sgt. Peppers Lonelyhearts Club Band" by the Beatles, and the "Doors" album.

HERE AND THERE . . . Hopefully Gary Sinclair of Wurlitzer, is back in town for the 4th of July, after finishing up his tour of Japan. Clayton Ballard informs us that over seventy-five thousand seniors took part in the Disneyland Gradnite parties that took place during the last couple of weeks in June. Speaking of gradnite, we hear that Clayton's daughter, Peggy, graduated from Hoover High School in Glendale. For Peggy's work with the choral groups at Hoover, she received a cash scholarship which will help her to continue her education at Glandale City College. We're told that Kip Marin and her husband have left for Costa Rica and in her place they have hired Cecilia Marks.

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Chicago Chatter

July 15 is the day the Illinois Coin Machine Operators Association and his multitude of friends in all walks of life bid farewell here to a staunch supporter of coinbiz in these environs — Lou Casola. Scene of the gala testimonial dinner honoring Lou will be the Holiday Inn East in Springfield, commencing at 7:30 p.m. CHICAGO CHATTER reminds you of this now so that you can get your checks for \$10.00 per plate in to Francis Roper, of Mid-West Distributing Co., 212 North Madison Street, in Rockford. NOTE: Anyone desiring to pay at the door is welcome to do so. Roper is chairman of the committee, which consists of Orma Johnson, of Rock Island; Chick Henske, Jacksonville; and vice prexy Harry Shaffner, of Alton Working very diligently on the committee is Lou's old buddy Charlie Marik, of Star Music in Rockford; as well as Reno Sandona, Bill Morris, and our favorite State Legislator, Zeke Giorgi, who has represented coinbiz so ably in the General Assembly. Jim Winning, ICMOA's legal counsel, will also be seated on the dais with his lovely wife, Fred Granger, executive vice pres. of MOA, will handle the emcee chores. Happily we report that Clint and Marie Pierce, of Pierce Music in Brodhead, Wisconsin, will have honor status at the Lou Casola Testimonial Dinner.

We were tickled recently to read in Cash Box that old buddy Bob Portale purchased the Los Angeles Advance Automatic Distrib from Lou Wolcher. We join all his friends throughout this country in wishing Bob the very best in his new status as prexy at Advance. . . . Art Weinand and his lovely Kay are bubbling over these days with all the happy tidings in the Weinand household. Sister Denis, whom we still fondly refer to as "Ginger," receives her R.N. on July 8 at Little Company of Mary Hospital. Alice Weinand receives her B.A. at Northeastern Illinois State College, August 16, and will be a full fledged teacher. Incidentally, she was on the dean's list throughout her college career. Son George, who works on the line at Williams Electronics during the summer hiatus, is a speech major at DePaul University. A proud family, indeed. . . . Chet Gore, of Exhibit Supply, had stars in his eyes when he told us about his 1½ year old granddaughter, Noel (she was born at Christmas Eve). Proud parents, Carol and Ronald, and Bob Gore, helped Chet and his wife, Lucille, celebrate 31 years of wedded bliss on June 20.

As we close the book on a fiscal year and plunge right into the new period we look forward to many strides in Coinbiz International. This, it appears, is the area where the greatest growth potential is. As the burgeoning of advances in communications continues to shrink the world at break neck pace business on the international level increases by leaps and bounds. Another consideration worth noting is the ever continuing mushrooming of vending and coinbiz state and regional associations. Cash Box salutes all trade associations no matter the size, scope or locale. . . . Each year at anniversary (fiscal) time our great, countless host of friends extend that much desired, lusty handshake of greetings. May we, at this time, turn the table and express our fervent wish that this fine mutual association (with all our friends in manufacturing, distribution and in operating) continues unabated for many productive, happy years.

AROUND THE HORN IN COIN-ROW: Heaviest concentration now is on the scheduling of vacation periods in the factories and distrib. Most factories will, of course, shutdown for vacation, rather than go into a complicated, costly staggering program. . . . Ross Scheer is already a "human buzzsaw" in his office at Midway Mfg. Co., in suburban Schiller Park. The firm boasts quite a capable line-

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up of execs in Marc Wolverton, Hank Ross, Art Rapacz and Bob Jonesi, as well as Ross. And, while you're there don't forget Louis "Cyclone" Imre (the human tornado!)

Best wishes to the new slate of officers of the Florida Amusement & Music Assn., which was elected at the recent Tampa convention. The slate includes: James Mullins (pres.), Miami; Fred Deeb (v.p.), Tallahassee; Sol (the inimitable Tabb (v.p.), Miami; Frank Pell (v.p.), Orlando; Gleason Stambaugh, Jr. (v.p.), West Palm Beach; Simon Wolfe (v.p.), Jacksonville; Harvey Duckett (v.p.), Tampa; Buster Fallin (sec.), Layton; and James F. Tolisano (treas.), and prexy of Music Operators of America (MOA), of Clearwater. Julius Sturm is the executive director of FAMA.

All that excitement in Tipton is centered around the recent groundbreaking at the edge of town of another huge Fischer Mfg. plant building. We look forward to watching the rapid development of this newest Fischer building. And, of course, extend our sincerest best wishes to Ewald and Margaret Fischer, Mr. & Mrs. Marve Mertes, Frank and Maryann Schroeder, the Lou Wermers and Charles Baileys. The thing that surprises us most is that golf, which has hogged the limelight in Tipton, is now playing second fiddle to a vastly burgeoning production and shipping schedule of Fischer pool tables. . . . Another reminder: Illinois operators, don't forget to rush your checks in to Francis Roper's office in Rockford for the gala Lou Casola Testimonial Dinner. Also, the big general ICMOA meeting will be held on Sunday afternoon, July 16, in the Holiday Inn East.



JUKE BOX OPS' RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

*THE HAPPENING

Herb Alpert & TB (A&M 860)

THERE GOES MY EVERYTHING

Engelbert Humperdinck (Parrot 40015)

CAN'T TAKE MY EYES OFF YOU

Frankie Valli (Philips 40449)

*GIVE ME TIME

Dusty Springfield (Philips 40465)

CHAPEL IN THE MOONLIGHT

Dean Martin (Reprise 0601)

MARY IN THE MORNING

Al Martina (Capitol 5904)

TRACKS OF MY TEARS

Jahny Rivers (Imperial 66244)

DON'T SLEEP IN THE SUBWAY

Petula Clark (Warner Brothers 7049)

WINDY

The Association (Warner Bros. 7041)

WASHED ASHORE

Platters (Musicar 1251)

C'MON MARIANNE

Four Seasons (Philips 40460)

THERE MUST BE A WAY

Jimmy Roselli (United Artists 50179)

I WAS MADE TO LOVE HER

Stevie Wonder (Tamla 54151)

*I LIKE THE WAY

Tammy James & Shandells (Roulette 4756)

SAN FRANCISCO FLOWERS IN YOUR HAIR

Scott McKenzie (Ode 103)

YOU WANTED SOMEONE TO PLAY WITH

Frankie Laine (ABC 10946)

(* indicates first week on chart)

Bilotta Hosts Service Class



Johnny Bilotta, (far left) is shown here with operator service personnel from the mid-state area.

NEWARK, N.Y. — Thirty-two operators and servicemen were in attendance at a service school refresher course conducted by Hank Peteet, Wurlitzer Field Service Engineer, at Bilotta Enterprises, Newark, New York on Wednesday, May 31st. Seven mid-state cities were represented by the group who listened intently as Peteet brought them up-to-date on the engineering innovations which

have been incorporated into the Wurlitzer Americana.

John Bilotta acted as host at a luncheon during the break in the training session.

Said Hank Peteet, "These fellows put in more time learning than they do in a regular working day. Seldom have I seen a group more dedicated in applying the knowledge of their equipment to actual route operation."

New Orleans Service School

(Continued)

Delta Music Company, Thibodaux, Louisiana; Stewart P. Martinez of Delta Music Company, Thibodaux, Louisiana; Tommy Kister Jr. of John Haley Music Company, Canton, Mississippi; Kermit L. Applewhite of New Orleans, Louisiana; Richard L. Williams of B. A. R. Amusement Inc., Metairie, Louisiana; Ronnie Lapeyrouse of Delta Music Company, Thibodaux, Louisiana; and Tommy N. Cuevas of Alston Amusement Company, Gulfport, Mississippi.

Also attending were: Glenn E. Pittman of Lake Charles, Louisiana; Jack Singleton of Kenner, Louisiana; Raymond D. Shive of Yazoo Novelty

Company, Yazoo City, Mississippi; Gus E. Ruschewski of Yazoo Novelty Company, Yazoo City, Mississippi; Woodrow T. Simmons of Bogalusa, Louisiana; John R. Bolling of Gulf Amusement Company, Gulfport, Mississippi; Wayne B. Neyland II of State Novelty Company, Inc., Baton Rouge, Louisiana; Merlin P. Guidry of Kenner, Louisiana; Leon J. Keating of Twin City Music Company, Morgan City, Louisiana; L. J. Peshier of Melody Music Company, Lake Charles, Louisiana; Mrs. E. S. Varvaris of Louis Amusement, Jackson, Mississippi; Herman Bustamante of Herman Enterprises, New Orleans.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

ROWE AMI MUSIC MACHINES
D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
D-120, '53, 40 Sel.
D-120, '53, 80 Sel.
D-120, '54, 40 Sel.
D-120, '54, 80 Sel.
D-120, '55, 120 Sel.
D-120, '55, 120 Sel.
D-120, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
1-100M, '58, 100 Sel.
1-200M, '58, 200 Sel.
1-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
K-120, '59, 120 Sel.
K-200, '60, 200 Sel.
K-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.
L-200, '60, 100 Sel. '62-63
M-200 Tropicana '63-64
N-200 Diplomat '65
O-200 Bandstand '65

ROCK-OLA
1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Camet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess
408, '63, 160 Sel. Rhapsody I
404, '63, 100 Sel. Capri I
418-SA, '64 160-Sel.
Rhapsody II
414, '64, 100 Sel. Capri II
425, '64 Grand Prix 160 Sel.

SEEBURG
M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel.
Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY1005, '61, 160 Sel.
AY1005, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.
LPC-1, '63, 160 Sel.
LPC-480 '63, 160 Sel.
Electra '65, 160 Sel.

WURLITZER
1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel. 45 or 78 RPM
1500, '52, 104 Sel., 45 or 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 48 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.
2700, '63, 200 Sel.
2710, '63, 100 Sel.
2810 Stereo-Mono., 100 Sel.
2800 Stereo-Mono., 100 Sel.
2900, '65, 200 Sel.

PINGAMES BALLY
Acapulco (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Barrel-O-Fun '62 (11/61)
Beauty Contest (1/60)
Bongo 2P (3/64)
Baunty (Bingo) (10/63)
Bus Stop 2P (1/65)
Campus Queen 4PL (8/66)
Can-Can (10/61)
Circus Queen (2/61)
Cue-Tease 2P (7/63)
Funspar '62 (11/62)
Flying Circus 2P (6/61)
Folies Bergeres Bingo (11/65)
Grand Tour 1P (7/64)
Happy Taur 1P (7/64)
(Add-A-Ball Model)
Golden Gate (6/62)
Harvest 1P Pin (10/64)
Hay Ride 1P Pin (10/64)
(Add-A-Ball Model)
Haatenany (Pin) 1P (11/63)
Laguna Beach (3/60)
Lida (2/62)
Lite-A-Line (2/61)
Mad World 2P (5/64)
Monte Carlo 1P (Pin) (2/64)
Moonshot (3/63)
Queens (Bch., Is.) (3/60)
Roller Derby (6/60)
Ship-Mates 4P (2/64)
Shoot-A-Line (6/62)
Silver Sails (11/62)
Sky Diver 1P (4/64)
Star Jet (Pin) 2P (12/63)
3-In-Line 4P (8/63)
Touchdown (11/60)
Twist (11/62)
2 in 1 2P (8/64)
Trio 1P (11/65)
Band Wagon 4P (5/65)
Sheba 2P (3/65)
Border Beauty Bingo (2/65)
Bullfight 1P (1/65)
Magic Circle 1P (6/65)
50/50 2P (8/65)
Beauty Beach Bingo (5/65)
Aces High 4P (9/65)
Discoteq 2P (10/65)
Big Chief 4P (10/65)

CHICAGO COIN
Far Galf (9/65)
Gold Star Shuffle (7/65)
Big League Baseball 2P (4/65)
Preview Bowler (9/65)
Sun Valley (8/63)
Firecracker 2P (12/63)
Bronca 2P (5/64)
Royal Flash 2P (8/64)
Mustang 2P

GOTTLIEB
King of Diamonds 1P (1/66)
Mayfair 2P (6/66)
Central Park 1P (4/66)
Masquerade 4P (2/66)
Ice Review (1P) (12/65)
Ice Show (Add-A-Ball-Model)
Aloha 2P (11/61)
Bank-A-Ball 1P (9/65)
Big Casino 1P (7/61)
Big Tap 1P (1/64)
Bonanza 2P (6/64)
Bowling Queen 1P (8/64)
Buckaroo 1P (6/65)
Captain Kidd 2P (7/60)
Corral (9/61)
Cover Girl 1-Playr. (7-62)
Cow-Poke 1P (5/65)
Diamond Jack, Add-A-Ball
Dancing Lady 4P (11/66)
Dneg. Dolls 1P (6/60)
Dadge City (4P) 7/65
Egg Head 1P (12/61)
Fashion Show 2P (6/62)
Flipper 1P (11/60)
Flipper Claw (4/62)
Flipper Cowboy 1-P (10/62)
Flipper Fair 1P (11/61)
Flpr. Parade (5/61)
Flipper Pool 1P (11/65)
Flying Circus (6/61)
Fola Finish 1P (1/61)
Flying Chariots 2P (10/63)
Gauchu 4P (1/63)
Gigi 1P (12/63)
Happy Clown 4P (11/64)
Hi Dolly 2P (5/65)
Kewpie Doll 1P (10/60)
Sky Line 1P (1/65)
Lancer 2P (8/61)
Liberty Belle 4P (3/62)
Lite-A-Card 2P (3/60)
Majorettes 1P (8/64)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Anabelle 1P (8/59)
North Star 1P (10/64)
Oklahoma 4P (2/61)
Olympics 1P (9/62)
Paradise 2P (11/65)
Preview 2P (8/62)
Rack-A-Ball 1P (12/62)
Sea Shore 2P (9/64)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Super Score 2p, (3/67)
Kings & Queens 1P (3/65)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Sunset 2-player (11/62)
Sweet Hearts 1P (9/63)
Swing Along 2P (7/63)
Texan 4P (4/60)
Thoro-Bred 2PL (2/65)
Wld. Beauties 1P (2/60)
World Fair 1P (5/64)

KEENEY
Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Rainbow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

MIDWAY
Radea 2P (10/64)
Premier Puck Shuffle (4/66)
Mystery Score, (8/65)
(Novelty Game)

WILLIAMS
A-Go-Go 4P (5/66)
Alpine Club 1P (3/65)
Aztec Bowler (9/66)
Beat The Clock (12/63)
Big Chief 4P (10/65)
Big Daddy 1P (9/63)
Big Deal 1P (2/63)
Black Jack 1P (1/60)
Bowl-A-Strike 1P (12/65)
Caquette (4/62)
Darts 1P (6/60)
Eager Beaver 2P (5/65)
El Toro 2P (8/63)
Four Roses 1P (12/62)
Full House 1P (3/66)
Gldn. Gloves 1P (1/60)
Heat Wave 1P (7/64)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingpin (9/62)
Lucky Strike 1P (8/65)
Shag Town 1P (2/67)
Magic City (11/67)
Mardi Gras 4P (11/62)
Merry Widow 4P (10/63)
Moulin Rouge 1P (6/65)
Music Man 4P (8/60)
Nags 1P (3/60)
Oh, Boy 2P (2/64)
Palooka 1P (5/64)
Riverboat 1P (9/64)
San Francisco 2P (5/64)
Soccer 1P (3/64)
Serenade 2P (5/60)
Skill Pool 1P (6/63)
Soace Ship 2P (12/61)
Teacher's Pet 1P (12/65)
Tom-Tam 2P (1/63)
Tap Hand 1P (5/66)
Trade Winds (6/62)
Twenty-One 1P (2/60)
Valiant 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)
Whoopee 4P (10/64)
Winn-Ding 1P (12/64)
Zig-Zag 1P (12/64)

SHUFFLES—BOWLERS BALLY Shuffles
ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)
1965 Bally Bowler
All The Way (10/65)

Ball Bowlers
ABC Bowl, Lane (1/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Big 7 Shuffle (9/62)
Super 8 (4/63)
Deluxe Bally Bowler (1/64)

CHICAGO COIN Shuffles
Top Brass Shuffle (4/65)
Triple Strike (2/55)
Arrow (2/55)
Cr. Cross Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
Explorer Shuffle (6/58)
ReBound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin Pro (2/61)
Starlite (5/62)
Citation (10/62)
Strike Ball (5/63)
Spotlite (11/63)
DeVille (8/64)
Triumph (1/65)
Bel Air Puck Bwlr.

Ball Bowlers
Super-Sonic Bowler (3/65)
Bowling League (2/57)
Ski Bowl 6P (11/57)
Classic (7/57)
TV Bowling Lg. (11/57)
Lucky Strike (1/58)
TV (w/1 rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
Official Spare Lite (9/63)
Cadillac Bwlr (1/64)
Majestic Bowler (8/64)
Tournament (12/64)
Imperial (9/66)

SHUFFLES—BOWLERS UNITED Shuffles
Encore Puck Shuffle (9/66)
Amazon Bowler (3/66)
Blitzer Shuffle (6/66)
Tango Shuffle (2/66)
Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55)
Deluxe model
Top Natch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
Viking 2P (10/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Tarquette (5/63)
Astro (6/63)
Ulra (8/63)
Skippy (11/63)
Jill-Jill (11/63)
B'nk Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pncer (4/64)
Orbit (8/64)
Mambo (12/64)
Cheetah Shuffle (3/65)
Pyramid (6/65)
Corral Shuffle (10/65)

Ball Bowlers
Bawling Alley (11/56)
Jumba Bowler (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo 5-Star Bowling (5/61)
Classic (6/61)
Alamo (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)
Fury (8/63)
Futura (12/63)
Tornado (3/64)
Thunder (6/64)
Polaris (8/64)
Galleon (3/65)
Bowl-A-Rama (7/65)

WILLIAMS Ball Bowlers
Maverick Bowler (11/65)
Oasis Bowler (6/65)
Roll-A-Ball 6P (12/56)
Matador Bowler (12/64)

UPRIGHTS
AB Circus (5/56)
AB County Fair (3/57)

AB Circus Wagon
Wheels (12/58)
AB Gallaping Dominos
AB Circus Play Ball (4/59)
AB Magic Mirror
Haroscope (11/59)
AB Mermaid (3/60)
Aquatl Prod. Squoits (11/57)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumba (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Raupnd (3/59)
K Little Buckaroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Ten
Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)

ARCADE
ABT 6 Gun Rifle Range
Air Football
Air Hackey
Aur Photo Model 9
Amer. Shuffle Situation (5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpshooter (2/61)
B Golf Champ (8/58)
B Bat Practice (8/59)
B Skill Roll (B 3/58)
B Moon Raider (7/59)
B Target (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Scare (6/60)
B Skill Derby (10/60)
B Del Skill Parade (4/59)
B Table Hockey (2/63)
B Spinner (2/63) Novelty
B Bank Ball (1/63)
B Fun Phane (3/63)
Capital Midget Movies
CC Bullseye Baseball
CC Barkeball Champ
CC 4-Player Derby
CC Ga-lee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Claw
CC Stm. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express (4/60)
CC Rav Gun (10/60)
CC Wild West (5/61)
CC Long Range Rifle Gallery (1/62)
CC All-Star Baseball (1/63)
CC Big Hit (10/62)
CC Pro Basketball (6/61)
CC Riot Gun (6/63)
CC Champion Rifle Range (1/64)
CC PopUp (10/64)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal. (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ex Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54)
Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fi Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)

Ge Gun Fair (5/58)
Ge Spce Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland DeLuxe model
Ke Renqer (3/58)
Deluxe Model (3/55)
Grnd Slam Baseball (2/64)
Ke League Leader (4/58)
Ke Sportland
Ke Twa-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Jaker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)
Mid. Del. Baseball (5/62)
Mid. Flying Turns (9/64) 2P
Play Ball 1P
Mid. Little League B13 (1966)
Mid. Target Gallery (7/62)
Mid. Carn. Tgt. Gtry. (2/63)
Mid. Slugger BB (3/63)
Mid. Rifle Range (6/63)
Mid. Raceway (10/63)
Mid. Winner 2P (12/63)
Mid. Tap Hit BB (3/64)
Mid. Trophy Gun BB (6/64)
Captain Kid Rifle (9/66)
Mills P. narama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu A'omic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Mu'a Lard's Prayer
Mu Pho'a (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Mu'o Voice-O-Graph Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Roma (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Southland's Speedway (6/63)
Southland Fast Draw '63
Southland Time Trials (9/63)
Telenuz
Un Junle Gun
Un C-rn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Str. Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirote Gun (10/56)
Un Y-nkee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Palar Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Chcmp (5/61)
Wm. Extra Inning (5/62)
Wm. World Series (5/62)
Wm. Road Racer (5/62)
Bally Champion Horse
Bally Moon Ride
Bally Space Ship
Bally Speed Boat
Bally Thrive. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlybird (3/61)
B.L. Moon Rocket (3/61)
Capital Donald Duck
Capitol Elsie
Capitol Palomina Horse
C-pi. Ol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Spce Rnnger
Exhibit Big Broncho
Exhibit Mus ang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

KIDDIE RIDES
Bally Champion Horse
Bally Moon Ride
Pony Twins
Bally Space Ship
Bally Speed Boat
Bally Thrive. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlybird (3/61)
B.L. Moon Rocket (3/61)
Capital Donald Duck
Capitol Elsie
Capitol Palomina Horse
C-pi. Ol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Spce Rnnger
Exhibit Big Broncho
Exhibit Mus ang
Exhibit Sea Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

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WANT

WANTED TO BUY—HOCKEYS, ALL STARS, Circus Rifles, also Playland and other rifles. Must be in good condition. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

EXPERIENCED MECHANIC WANTED: PIN, bowlers, rifles, baseball. Good pay, truck, hospitalization, relocate in Los Angeles area. Send complete resume with picture. GENERAL GOLF, P. O. Box 6444, Glendale, Calif. 91204.

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RECORDS, 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

USED 45 RPM RECORDS. WE PAY freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

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

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904 PHONE: UN-1-7500 or JA-1-5121.

WANTED—4 BAGGERS, 57 BASEBALLS, SEEBURG KD-200—Rock-Ola Princess 1493, 425, 426, Add-A-Balls of all types. CLEVELAND MACHINE EXCHANGE, Inc., 2029 Prospect, Cleveland, Ohio, To. 1-6715.

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WANT TO BUY USED AND NEW PINBALL JAMES ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 4to, MILANO (ITALY).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

WANT—BASEBALLS, POOL TABLES, Shuffleboard Scoring Units, Shuffleboards with anti-cheats, Guns, Bear Guns, Coon Hunts, Arcade Equipment, Personal Music. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 TALBOT ST., ST. THOMAS, ONTARIO, CANADA. Area 519-631-9550.

SELL YOUR SURPLUS 45'S TO THE NATION'S largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire or phone for quick deal. NATIONAL BAG-O-TUNES, 725 SHORE ROAD, SOMERS POINT, NEW JERSEY 08244, A.C. 609-927-5512.

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WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEUROP/BRUSSELS.

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WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

BALLY SHOOT-A-LINES, LOTTA FUNS, BARREL-O-FUNS, any other six card machines, Venus, el Ranchos, Old Plantations, Uprights, any kind. Write or call, Monroe-Brandt, rear 829 E. Market St., York, Pa. A.C. 717-848-1386.

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FOR SALE

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IF WE DON'T HAVE IT—WE'LL GET IT! YOU name it. Jennings and Mills fruit machines. Complete line of parts. Bally and Keeney Consoles, pinballs and bingos. Exporters. ATOMIC COIN, BOX 4321, N. LAS VEGAS, NEVADA. PHONE: 642-3847.

UPRIGHTS, BINGOS, ONE-BALLS: TWIN WILD CAT, TWIN RED ARROW, TWIN TIM BUC TOO. All Bingos—ALL BINGOS—TURF KINGS, ONE BALLS AND CLAW MACHINES. NEW ALL ELECTRIC HOPPER PAYOUT FRUIT (SLOT) MACHINES. Write: CROSS-DUNHAM & CO., 255 Wright Ave. "F", Greatna, La. Tel 367-4365.

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WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

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WE HAVE A LARGE SELECTION OF USED pingames, bowlers, arcade equipment, vending and phonographs. Direct overseas shipment from Port of Detroit. MARTIN AND SNYDER COMPANY, 13200 W. WARREN DEARBORN., MICHIGAN 48126 PHONE LU 2-2300.

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CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ Below wholesale cost. Original Microscope Punching Bag A-1 \$250.00; Dawney Johnson Coin Counter—Complete \$150.00. Complete stack new & used Guns —Phonos—Pool Tables—Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. PICO, LOS ANGELES, CALIF., PHONE: 749-7351.

FIVE EXHIBITS: BIG BRONCO HORSE \$150.00 each, 1 Six-Shooter Gin, \$75.00 and 1 Gun Patrol Exhibits \$75.00. CENTRAL MUSIC CO., 407 EAST AVENUE, D.P.O. BOX 284, KILEEN, TEXAS.

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PINGAMES: 1 GOTTLIEB EGG-HEAD, \$95.00 1 Gottlieb Corral, \$110.00; 1 Gottlieb Lancer \$135.00—1 Williams Valiant, \$125.00. TRI-STATE DISTRIBUTING CO., BOX 615, ROME, GA. 30161.

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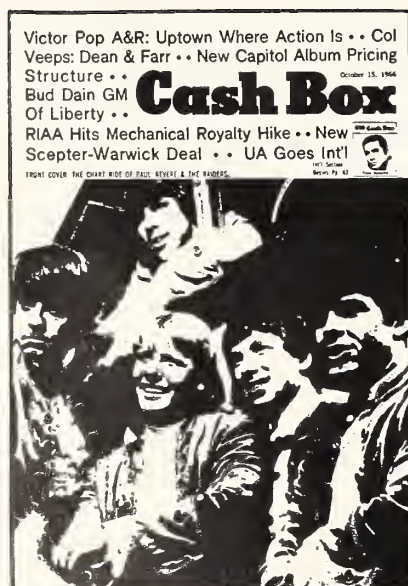
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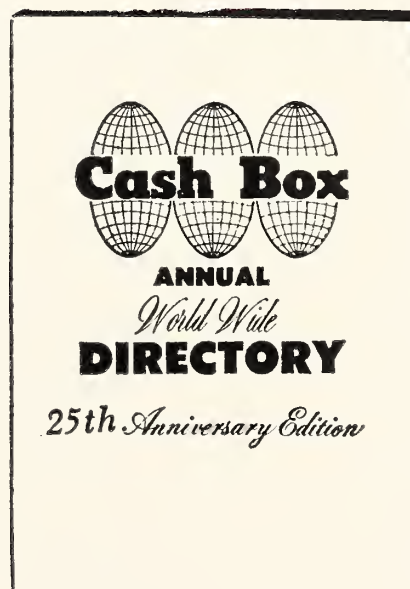
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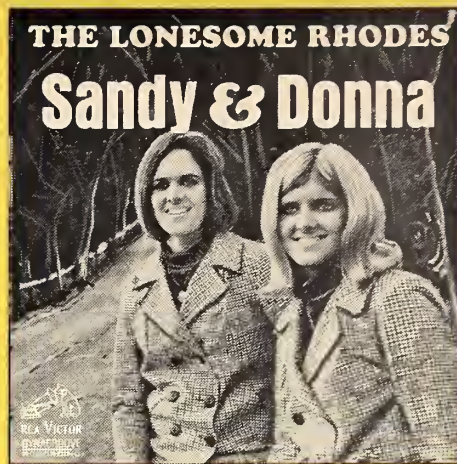


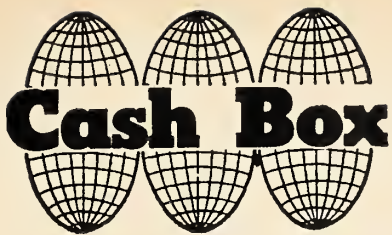
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from the desk of . . .

GEORGE ALBERT
OF



July, 1967

Dear Friends:

This is a particularly notable year for many music firms. A number of companies are celebrating in 1967 anniversaries that span 25, or 20 or 10 years in business. We, too, are in this worthy company, for this year marks our Silver Anniversary as a publication dedicated to serving the music industry in its many shapes and forms. All of you, especially those who have reached the aforementioned milestones, are well aware of the profound changes over the past 25 years that have realized tremendous growth (and new challenges) within the world of records. Yet, the very foundations of success in this business remain essentially the same as ever: an assessment of public taste so as to create, in responsible terms, a product that can be marketed with skill.

CASH BOX, we proudly feel, has always attempted to measure the needs of the music business and translate them into a publication designed to inform the trade, also in responsible terms, of important trade developments and to comment, when necessary, on their impact. This credo has done us in good stead for 25 years, and shall continue to guide us in the exciting years ahead. The entire staff of CASH BOX and I thank you for the support that has enabled us to serve and grow within the great world of music.

President and Publisher

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FROM OUR GROUP



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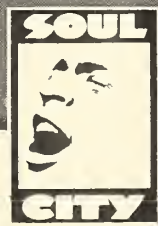
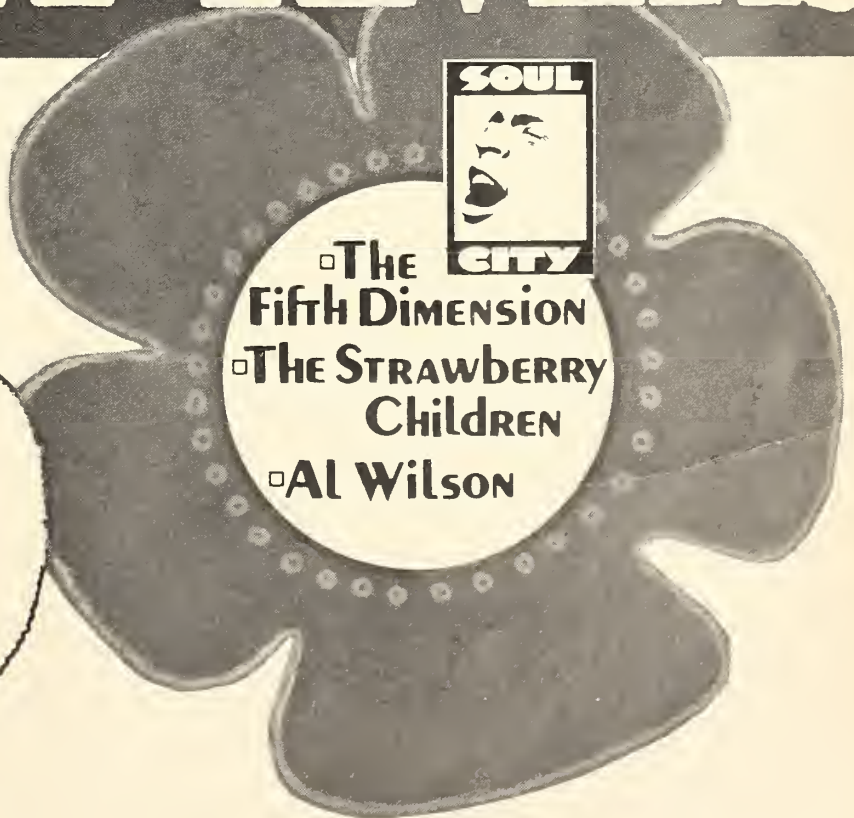
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JOHNNY RIVERS

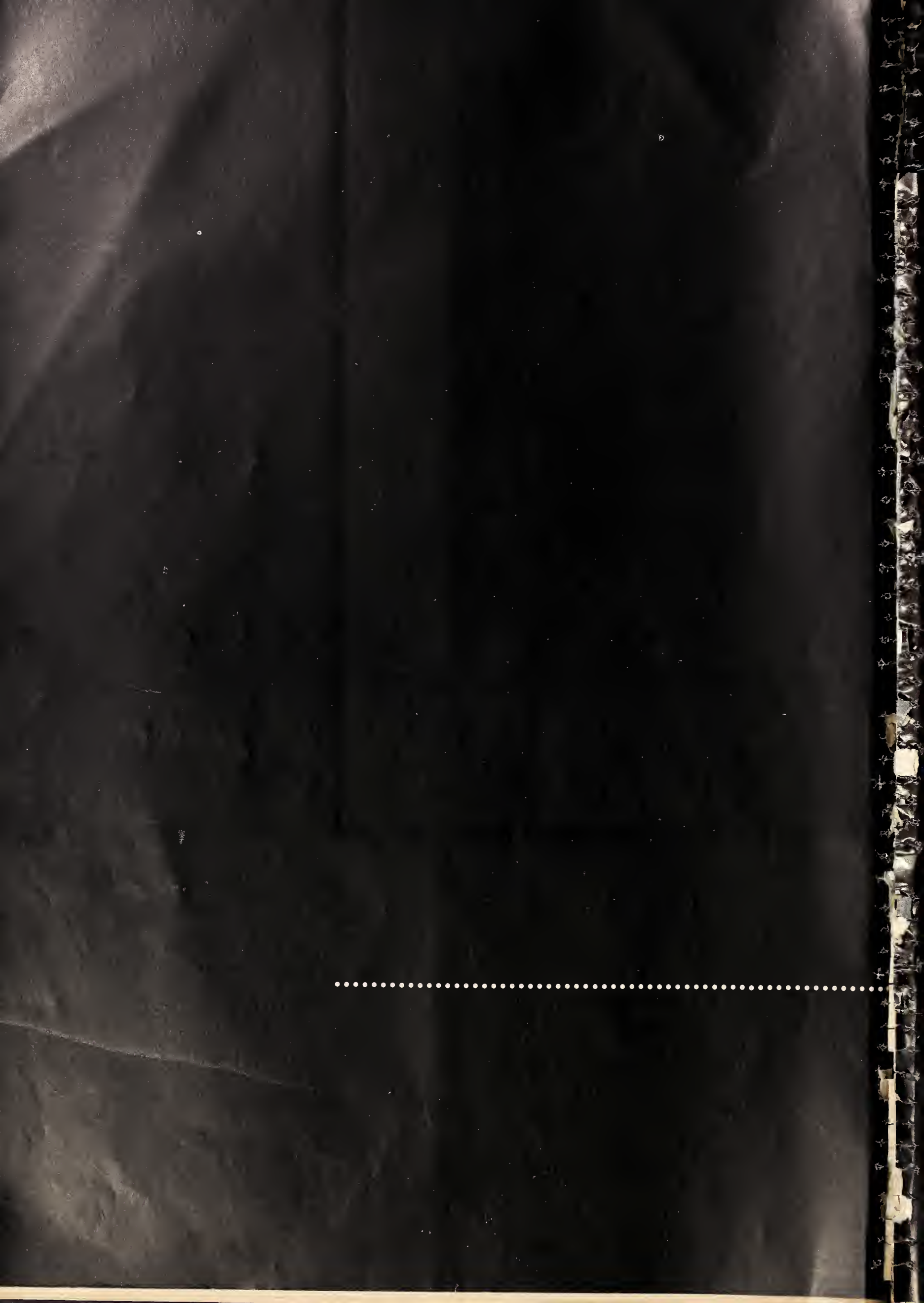


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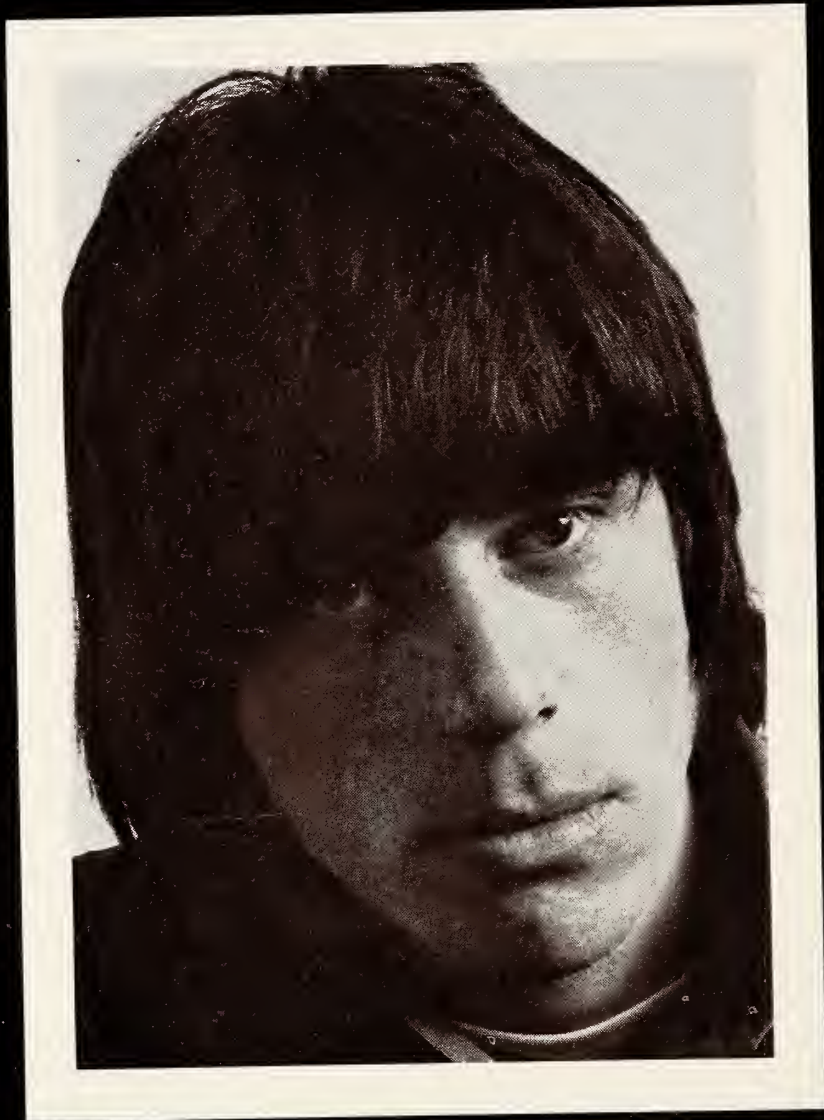
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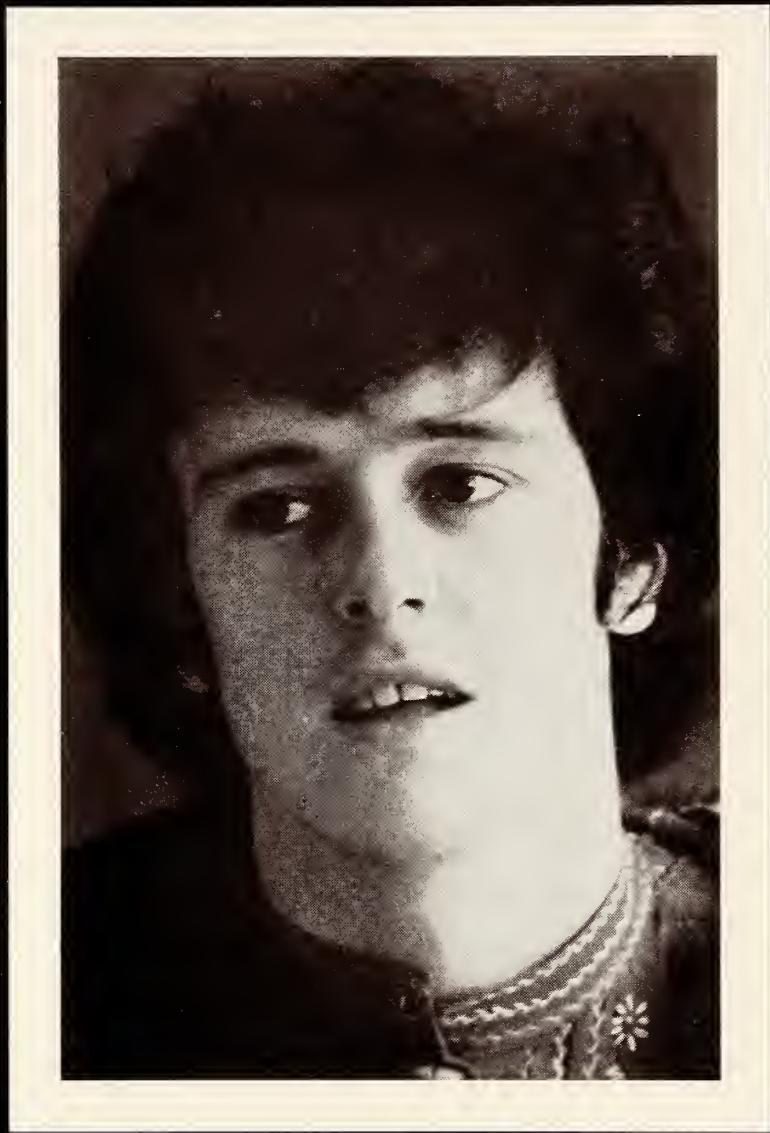


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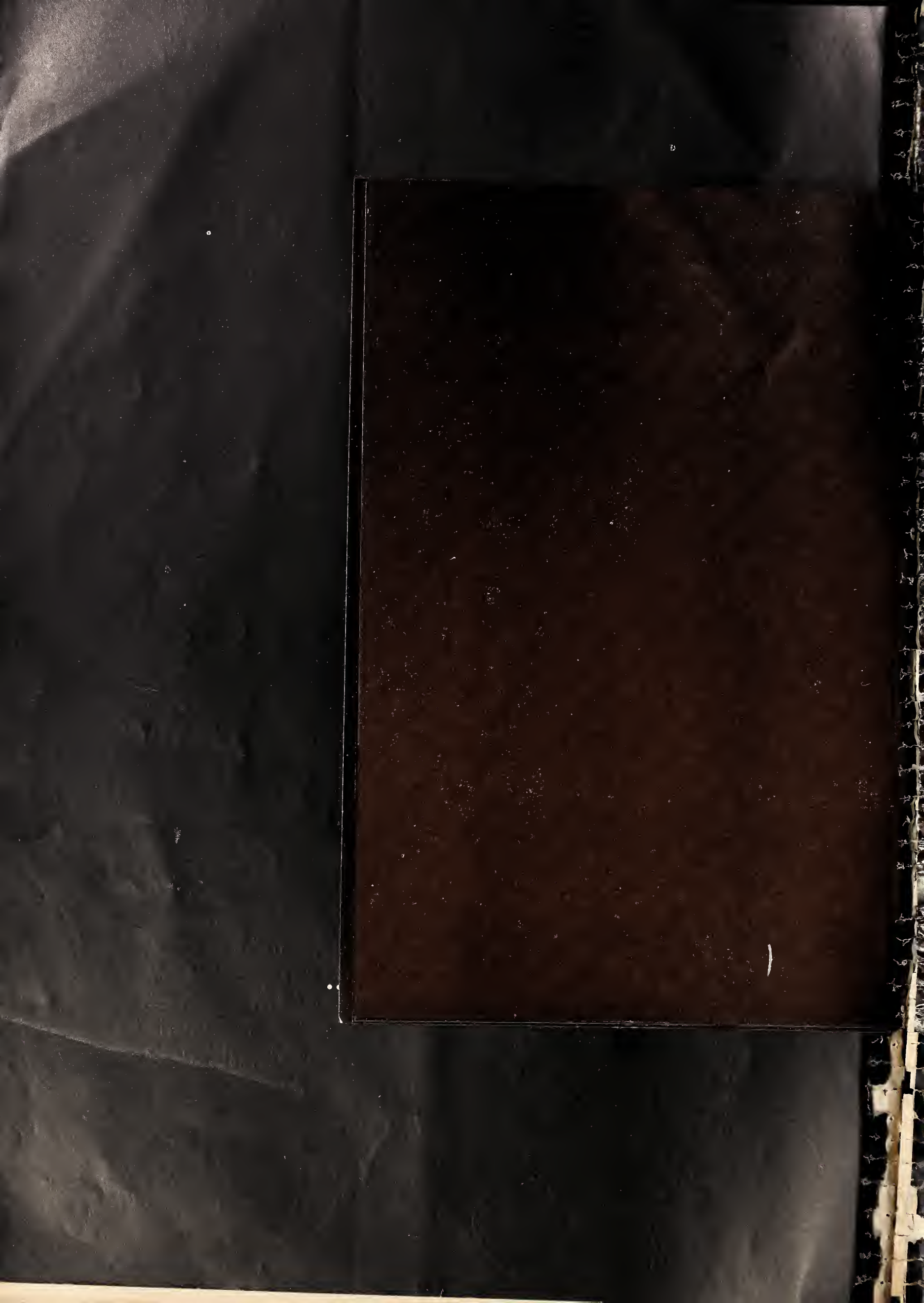


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MOST PROGRAMMED RECORD

- Tie {
1. I'm A Believer—Monkees—Colgems—Screen Gems—Columbia (BMI)
 1. Strangers In The Night—Frank Sinatra—Reprise—Champion—Roosevelt (BMI)
 2. Winchester Cathedral—New Vaudeville Band—Fontana—Southern (ASCAP)
 3. Born Free—Roger Williams—Kapp—Screen Gems—Columbia (BMI)

MOST PROGRAMMED ALBUM

1. More Of The Monkees—Colgems
2. The Monkees—Colgems
3. SRO—Herb Alpert & Tijuana Brass A&M

MOST PROGRAMMED MALE VOCALIST

1. Frank Sinatra-Reprise
2. Andy Williams-Columbia
3. Neil Diamond-Bang

MOST PROMISING MALE VOCALIST

1. Neil Diamond-Bang
2. Ed Ames-RCA Victor
3. John Davidson—Columbia

MOST PROGRAMMED VOCAL GROUPS

- Tie {
1. Supremes-Motown
 1. Monkees-Colgems
 2. Mamas & Papas-Dunhill
 3. Ray Conniff Singers-Columbia

MOST PROGRAMMED INSTRUMENTALISTS

1. Roger Williams-Kapp
2. Al Hirt-RCA Victor
3. Ramsey Lewis Trio-Cadet

MOST PROGRAMMED ORCHESTRA

1. Herb Alpert-A&M
2. Henry Mancini-RCA Victor
3. Bert Kaempfert-Decca

MOST PROGRAMMED FEMALE VOCALIST

- Tie {
1. Petula Clark-Warner Bros.
 1. Nancy Sinatra-Reprise
 2. Nancy Wilson-Capitol
 3. Eydie Gorme-Columbia

MOST PROMISING UP & COMING FEMALE VOCALIST

1. Sandy Posey-MGM
2. Aretha Franklin-Atlantic
3. Claudine Longet-A&M

MOST PROMISING UP & COMING VOCAL GROUP

1. Buckingham-Columbia
2. Sadler & Young—Capitol
3. Happenings-B. T. Puppy

MOST PROMISING UP & COMING INSTRUMENTALISTS

1. Walter Wanderly-Verve
2. Rubin Mitchell-Capitol
3. Whistling Jack Smith-Deram

MOST PROMISING UP & COMING ORCHESTRA

1. Bob Crewe Generation-Dyno-Voice
2. Baja Marimba Band-A&M
3. Brass Ring-Dunhill

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MOST PROGRAMMED ALBUMS

- TIE: I'M A BELIEVER
STRANGERS IN THE NIGHT
2. WINCHESTER CATHEDRAL
3. BORN FREE
- 4 My Cup Runneth Over
- 5 Cherish
- 6 Last Train To Clarksville
- 7 That's Life
- 8 These Boots Are Made for Walking
- 9 Happy Together
- 10 Sugar Town
- 11 Good Vibrations
- 12 Georgy Girl
- 13 Something Stupid
- 14 Poor Side Of Town
- 15 I Think We're Alone Now
- 16 Snoopy VS The Red Baron
- 17 Penny Lane
- 18 Love Is Here & Now You're Gone
- 19 Reach Out And I'll Be There
- 20 Kind Of A Drag
- 21 Eleanor Rigby
- 22 Yellow Submarine
- 23 You Can't Hurry Love
- 24 What Now My Love
- 25 California Dreamin'

- THE MONKEES
- FRANK SINATRA
- NEW VAUDEVILLE BAND
- ROGER WILLIAMS
- Ed Ames
- The Association
- The Monkees
- Frank Sinatra
- Nancy Sinatra
- The Turtles
- Nancy Sinatra
- The Beach Boys
- The Seekers
- Nancy & Frank Sinatra
- Johnny Rivers
- Tommy James & The Shondells
- The Royal Guardsmen
- The Beatles
- The Supremes
- The 4 Tops
- The Buckingham
- The Beatles
- The Beatles
- The Beatles
- The Supremes
- Herb Alpert & The TJB
- Mamas & Papas

- 1 MORE OF THE MONKEES
- 2 THE MONKEES
- 3 SRO
- 4 Strangers In The Night
- 5 What Now My Love
- 6 Whipped Cream
- 7 Revolver
- 8 Going Places
- 9 That's Life
- 10 Born Free
- 11 Sugar
- 12 Mamas & Papas Deliver
- 13 Mamas & Papas
- 14 Sinatra At the Sands
- 15 Georgy Girl
- 16 Brazil '66
- 17 Guantanamo
- 18 Don't Go To Strangers
- 19 In The Arms Of Love
- 20 Rubber Soul
- 21 Spanish Eyes
- 22 Somewhere My Love
- 23 Boots
- 24 Rhapsodies For Young Lovers

- THE MONKEES
- THE MONKEES
- HERB ALPERT & THE TJB
- Frank Sinatra
- Herb Alpert & The TJB
- Herb Alpert & The TJB
- The Beatles
- Herb Alpert & The TJB
- Frank Sinatra
- Roger Williams
- Nancy Sinatra
- Mamas & Papas
- Mamas & Papas
- Frank Sinatra
- The Seekers
- Sergio Mendes & The Brazil '66
- The Sandpipers
- Eydie Gorme
- Andy Williams
- The Beatles
- Al Martino
- Ray Conniff
- Nancy Sinatra
- The Midnight Strings

MOST PROGRAMMED MALE VOCALIST

1. FRANK SINATRA
2. ANDY WILLIAMS
3. NEIL DIAMOND
4. Dean Martin
5. Johnny Rivers
6. Ed Ames
7. Jack Jones
8. Ronnie Dove
9. Percy Sledge
10. Al Martino
11. Tony Bennett
12. Tom Jones
13. Elvis Presley
14. Tommy Roe
15. Mitch Ryder

16. Matt Monro
17. Wilson Pickett
18. Eddy Arnold
19. Bobby Darin
20. Steve Lawrence
21. Jerry Vale
22. Bobby Vinton
23. Robert Goulet
24. Sammy Davis, Jr.
25. Brian Hyland
26. Otis Redding
27. Nat Cole
28. James Brown
29. Donovan
30. John Gary
31. Johnny Mathis

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1. BUCKINGHAMS
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3. HAPPENINGS
4. Sergio Mendes & Brasil '66
5. Tommy James & Shondells
6. Gunther Kallman
7. Sandpipers
8. Jefferson Airplane
9. Arbors
10. Spencer-Davis Group
11. Fifth Dimension
12. Pozo-Seco Singers
13. Seekers
14. Buffalo Springfield
15. Cyrkle
16. Kissing Cousins
17. Casinos
18. Blues Magoos
19. Easybeats
20. Five Americans
21. James & Bobby Purify
22. Left Banke
23. The Who

MOST PROGRAMMED INSTRUMENTALISTS

1. ROGER WILLIAMS
2. AL HIRT
3. RAMSEY LEWIS
4. Floyd Cramer
5. Chet Atkins
6. Boots Randolph
7. Walter Wanderly
8. Peter Nero
9. George Shearing
10. Ventures
11. Booker T & MG's
12. Pete Fountain
13. Horst Jankowski
14. Charlie Byrd
15. Richard "Groove" Holmes

MOST PROMISING UP & COMING INSTRUMENTALIST

1. WALTER WANDERLY
2. RUBIN MITCHELL
3. WHISTLING JACK SMITH
4. Mike Sharp
5. Cannonball Adderly
6. Sergio Mendez
7. Burt Bacharach
8. Boots Randolph
9. Pee Wee Spitalera
10. Booker T & MG's
11. Howard Roberts
12. Wes Montgomery
13. George Benson Trio
14. Arrows
15. Jimmy Bryant

MOST PROGRAMMED ORCHESTRA

1. HERB ALPERT
2. HENRY MANCINI
3. BERT KAEMPFFERT
4. Billy Vaughn
5. Ray Conniff
6. Si Zentner
7. Count Basie
8. Lawrence Welk
9. Bob Crewe Generation
10. Les & Larry Elgart
11. Percy Faith
12. Baja Marimba Band
13. Jackie Gleason
14. Mantovani
15. Enoch Light
16. Hollyridge Strings
17. Glenn Miller
18. Johnny Keating

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3. EYDIE GORME
4. Dusty Springfield
5. Barbra Streisand
6. Brenda Lee
7. Sandy Posey
8. Peggy Lee
9. Dionne Warwick
10. Lesley Gore
11. Connie Francis
12. Jane Morgan
13. Ella Fitzgerald
14. Marilyn Maye
15. Cher
16. Aretha Franklin
17. Carla Thomas
18. Jackie DeShannon
19. Margaret Whiting
20. Barbara Lewis
21. Lainie Kazan
22. Connie Smith

MOST PROMISING UP & COMING FEMALE VOCALIST

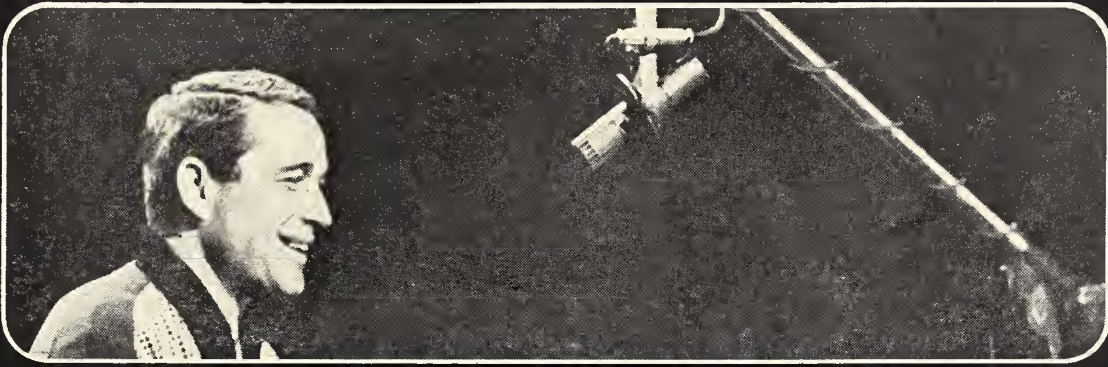
1. SANDY POSEY
2. ARETHA FRANKLIN
3. CLAUDINE LONGET
4. Marolyn Maye
5. Grace Markey
6. Lainie Kazan
7. Carla Thomas
8. Susan Barrett
9. Jackie DeShannon
10. Nancy Ames
11. Laura Nyro
12. Lana Cantrell
13. Janis Ian
14. Bobbe Norris
15. Michelle Lee
16. Brenda Holloway

MOST PROGRAMMED VOCAL GROUPS

1. TIE: SUPREMES
MONKEES
2. MAMAS & PAPAS
3. RAY CONNIFF SINGERS
4. Beatles
5. Johnny Mann Singers
6. Lettermen
7. Ray Charles Singers
8. Seekers
9. Four Tops
10. Sergio Mendes & Brasil '66
11. Rolling Stones
12. Lovin' Spoonful
13. Anita Kerr Singers
14. Four Seasons
15. Four Freshmen
16. Mitch Ryder & Detroit Wheels
17. Beach Boys
18. Herman's Hermits
19. Temptations
20. New Christy Minstrels
21. Norman Luboff Choir
22. Sandpipers
23. Association
24. Peter, Paul & Mary

MOST PROMISING UP & COMING ORCHESTRA

1. BOB CREWE GENERATION
2. BAJA MARIMBA BAND
3. BRASS RING
4. Buddy Rich New Band
5. Sergio Mendes & Brasil '66
6. Raymond LeFevre
7. David McCallum
8. Mariachi Brass
9. Milton DeLugg
10. King Richard's Flugel Knights
11. New Vaudeville Band
12. Burt Bacharach
13. George Wilson
14. Paul Mauriat
15. Midnight Strings
16. Ralph Carmichael
17. Mystic Moods



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MOST PROGRAMMED RECORD

1953—Till I Waltz Again With You—Teresa Brewer—Coral
 1954—Secret Love—Doris Day—Columbia
 1955—Melody Of Love—Billy Vaughn—Dot
 1956—Sixteen Tons—Tennessee Ernie Ford—Capitol
 1957—Don't Be Cruel—Elvis Presley—RCA Victor
 1958—All The Way—Frank Sinatra—Capitol
 1959—Tom Dooley—Kingston Trio—Capitol
 1960—Mack The Knife—Bobby Darin—Atco
 1961—Exodus—Ferrante & Teicher—United Artists
 1962—Moon River—Henry Mancini—RCA Victor
 1963—I Left My Heart In San Francisco—Tony Bennett—Columbia
 1964—I Want To Hold Your Hand—Beatles—Capitol
 1965—Downtown—Petula Clark—Warner Bros.
 1966—Satisfaction—Rolling Stones—London/Ballad Of The Green Berets—Barry Sadler—RCA Victor (Tie)
 1967—I'm A Believer—Monkees—Colgems/Strangers In The Night—Frank Sinatra (Tie)

MOST PROGRAMMED ALBUM

1956—Wee Small Hours—Frank Sinatra—Capitol
 1957—Songs For Swinging Lovers—Frank Sinatra—Capitol
 1958—Come Fly With Me—Frank Sinatra—Capitol
 1959—Come Dance With Me—Frank Sinatra—Capitol
 1960—Come Dance With Me—Frank Sinatra—Capitol
 1961—G. I. Blues—Elvis Presley—RCA Victor
 1962—Modern Sounds In Country & Western Music—Ray Charles—ABC Paramount
 1963—First Family—Cadence
 1964—Meet The Beatles—Capitol
 1965—Beatles '65—The Beatles—Capitol
 1966—Whipped Cream & Other Delights—Herb Alpert & The Tijuana Brass—A & M/Rubber Soul—Beatles—Capitol (Tie)
 1967—More of the Monkees—Colgems

MOST PROGRAMMED MALE VOCALIST

1953—Eddie Fisher—RCA Victor
 1954—Eddie Fisher—RCA Victor/Perry Como—RCA Victor (Tie)
 1955—Perry Como—RCA Victor
 1956—Perry Como—RCA Victor

1957—Frank Sinatra—Capitol
 1958—Frank Sinatra—Capitol
 1959—Frank Sinatra—Capitol
 1960—Frank Sinatra—Capitol
 1961—Frank Sinatra—Capitol/Reprise
 1962—Frank Sinatra—Reprise/Elvis Presley—RCA Victor (Tie)
 1963—Frank Sinatra—Reprise
 1964—Frank Sinatra—Reprise
 1965—Elvis Presley—RCA Victor
 1966—Frank Sinatra—Reprise
 1967—Frank Sinatra—Reprise

MOST PROGRAMMED FEMALE VOCALIST

| | |
|--------------------------------|--------------------------------|
| 1953—Patti Page—Mercury | 1961—Connie Francis—MGM |
| 1954—Patti Page—Mercury | 1962—Connie Francis—MGM |
| 1955—Rosemary Clooney—Columbia | 1963—Connie Francis—MGM |
| 1956—Jaye P. Morgan—RCA Victor | 1964—Connie Francis—MGM |
| 1957—Doris Day—Columbia | 1965—Barbra Streisand—Columbia |
| 1958—Patti Page—Mercury | 1966—Petula Clark—Warner Bros. |
| 1959—Connie Francis—MGM | 1967—Petula Clark—Warner Bros. |
| 1960—Connie Francis—MGM | Nancy Wilson—Capitol |

MOST PROGRAMMED VOCAL GROUP

1953—Four Aces—Decca
 1954—Four Aces—Decca/Hilltoppers—Dot (Tie)
 1955—Four Aces—Decca/McGuire Sisters—Coral (Tie)
 1956—Four Lads—Columbia
 1957—Four Lads—Columbia
 1958—Four Lads—Columbia
 1959—Four Lads—Columbia/Four Freshmen—Capitol (Tie)
 1960—Kingston Trio—Capitol
 1961—Kingston Trio—Capitol/Everyly Bros.—Cadence (Tie)
 1962—Kingston Trio—Capitol
 1963—Four Seasons—Vee Jay/Kingston Trio—Capitol (Tie)
 1964—Beatles—Capitol
 1965—Beatles—Capitol
 1966—Beatles—Capitol
 1967—Supremes—Motown/Monkees—Colgems (Tie)

#2 Most Promising Instrumentalist

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JOHNNIE TAYLOR Stax
WILLIAM BELL Stax
MABLE JOHN Stax
THE MAR-KEYS Stax

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THE BAR-KAYS Volt
THE MAD LADS Volt
JUDY CLAY Volt
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1953—Ralph Flanagan—RCA Victor
1954—Ray Anthony—Capitol
1955—Ralph Marterie—RCA Victor
1956—Benny Goodman—Various Labels
1957—Les Brown—Columbia
1958—Ray Anthony—Capitol
1959—Ray Anthony—Capitol
1960—Les Elgart—Columbia
1961—Lawrence Welk—Dot
1962—Henry Mancini—RCA Victor/
Billy Vaughn—Dot/
Lawrence Welk—Dot/
Si Zentner—Liberty (Tie)
1963—Lawrence Welk—Dot
1964—Henry Mancini—RCA Victor
1965—Henry Mancini—RCA Victor
1966—Herb Alpert & The Tijuana Brass—A&M
1967—Herb Alpert & Tijuana Brass—A&M

MOST PROGRAMMED STUDIO ORCHESTRA INSTRUMENTALIST

1956—Les Baxter—Capitol
1957—Hugo Winterhalter—RCA Victor
1958—Billy Vaughn—Dot
1959—Ray Conniff—Columbia
1960—Percy Faith—Columbia
1961—Billy Vaughn—Dot
1962—Billy Vaughn—Dot
1964—Billy Vaughn—Dot
1958—Roger Williams—Kapp
1959—Duane Eddy—Jamie/Guyden
1960—Duane Eddy—Jamie/Guyden
1961—Duane Eddy—Jamie/Guyden
1962—Floyd Cramer—RCA Victor/
Ferrante & Teicher—United Artists (Tie)
1963—Duane Eddy—RCA Victor
1964—Al Hirt—RCA Victor
1965—Al Hirt—RCA Victor
1966—Herb Alpert & The Tijuana Brass—A&M
1967—Roger Williams—Kapp

MOST PROMISING MALE VOCALIST

1953—Bob Manning—Capitol
1954—Lou Monte—RCA Victor
1955—Sammy Davis, Jr.—Decca
1956—Pat Boone—Dot
1957—Johnny Mathis—Columbia/Tommy Sands—Capitol (tie)
1958—Jimmie Rodgers—Roulette
1959—Bobby Darin—Atco/Brook Benton—Mercury (tie)
1960—Jimmy Jones—Cub/Adam Wade—Coed (tie)
1961—Adam Wade—Coed
1962—Jack Jones—Kapp/George Maharis—Epic (tie)
1963—Jack Jones—Kapp/Bobby Vinton—Epic (tie)
1964—Jack Jones—Kapp
1965—Tom Jones—Parrot
1966—Bob Lind—World Pacific/Frankie Randall—RCA Victor (tie)
1967—Weil Diamond—Bang

MOST PROMISING FEMALE VOCALIST

1954—Kitty Kallen—Decca
1955—Jaye P. Morgan—RCA Victor
1956—Gogi Grant—Era
1957—Betty Johnson—Bally
1958—Connie Francis—MGM
1959—Dodie Stevens—Crystalette
1960—Connie Stevens—Warner Bros.
1961—Linda Scott—Canadian American
1962—Joanie Sommers—Warner Bros.
1963—Little Peggy March—RCA Victor
1964—Barbra Streisand—Columbia
1965—Petula Clark—Warner Brothers
1966—Nancy Sinatra—Reprise
1967—Sandy Posey—MGM

MOST PROMISING VOCAL GROUP

1954—Four Knights—Capitol
1955—Hi-Lo's—Trend/DeCastro Sisters—Abbott (tie)
1956—Platters—Mercury
1957—Hi-Lo's—Trend/Columbia
1958—Four Preps—Capitol
1959—Kingston Trio—Capitol
1960—Brothers Four—Columbia
1961—Limelites—RCA Victor
1962—Lettermen—Capitol
1963—J's & Jamie—Columbia
1964—Serendipity Singers—Philips
1965—Seekers—Capitol
1966—Mammas & the Pappas—Dunhill/Lovin' Spoonful—Kama Sutra (tie)
1967—Buckinghams—Columbia

MOST PROMISING ORCHESTRA

1954—Les Elgart—Columbia
1955—Richard Maltby—VIK
1956—Dick Jacobs—Coral
1957—Ray Conniff—Columbia
1958—Ray Conniff—Columbia
1959—Henry Mancini—RCA Victor
1960—Si Zentner—Liberty
1961—Bert Kaempfert—Decca
1962—Si Zentner—Liberty
1963—Joe Harnell—Kapp
1965—Sounds Orchestral—Parkway
1966—Herb Alpert & the Tijuana Brass—
1967—Bob Crewe Generation—Dyna Voice

MOST PROMISING INSTRUMENTALIST

1958—Champs—Challenge
1959—Dave "Baby" Cortez—Clock
1960—Bill Black's Combo—Hi
1961—Jorgen Ingmann—Atco
1962—Mr. Acker Bilk—Atco
1963—Chantays—Dot/Bill Pursell—Columbia (tie)
1964—Pete Drake—Mercury
1965—Horst Jankowski—Mercury
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1967—Walter Wanderly—Verve

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| Lovin' Spoonful | Opportunity—Mandala |
| Don't Make Promises—Tim Hardin | ★★ Rain On The Roof—Lovin' Spoonful |
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| House Of Kicks—Cat's Meow | ★ Two In The Afternoon—Dino Desi & Billy |
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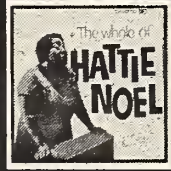
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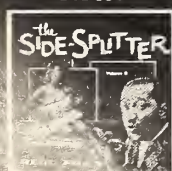
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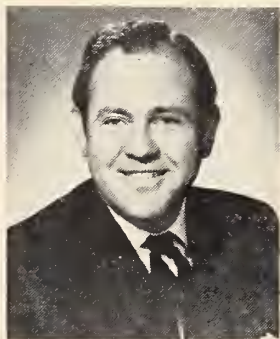
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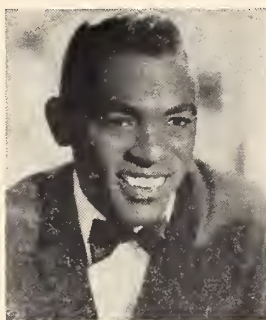
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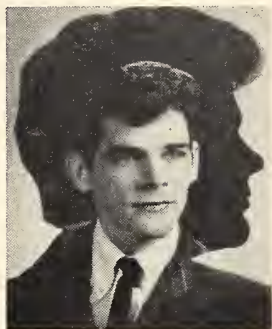
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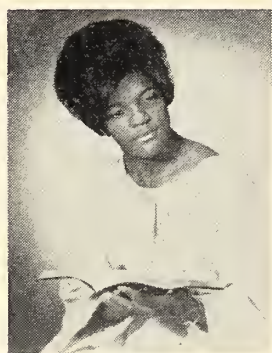
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LARGO
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See Le Grand

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Flossmoor, Ill. 60422

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L'ELGANT
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90019

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See Little Walt

MENORAH
257 E. Broadway, N.Y.

MER-BRI
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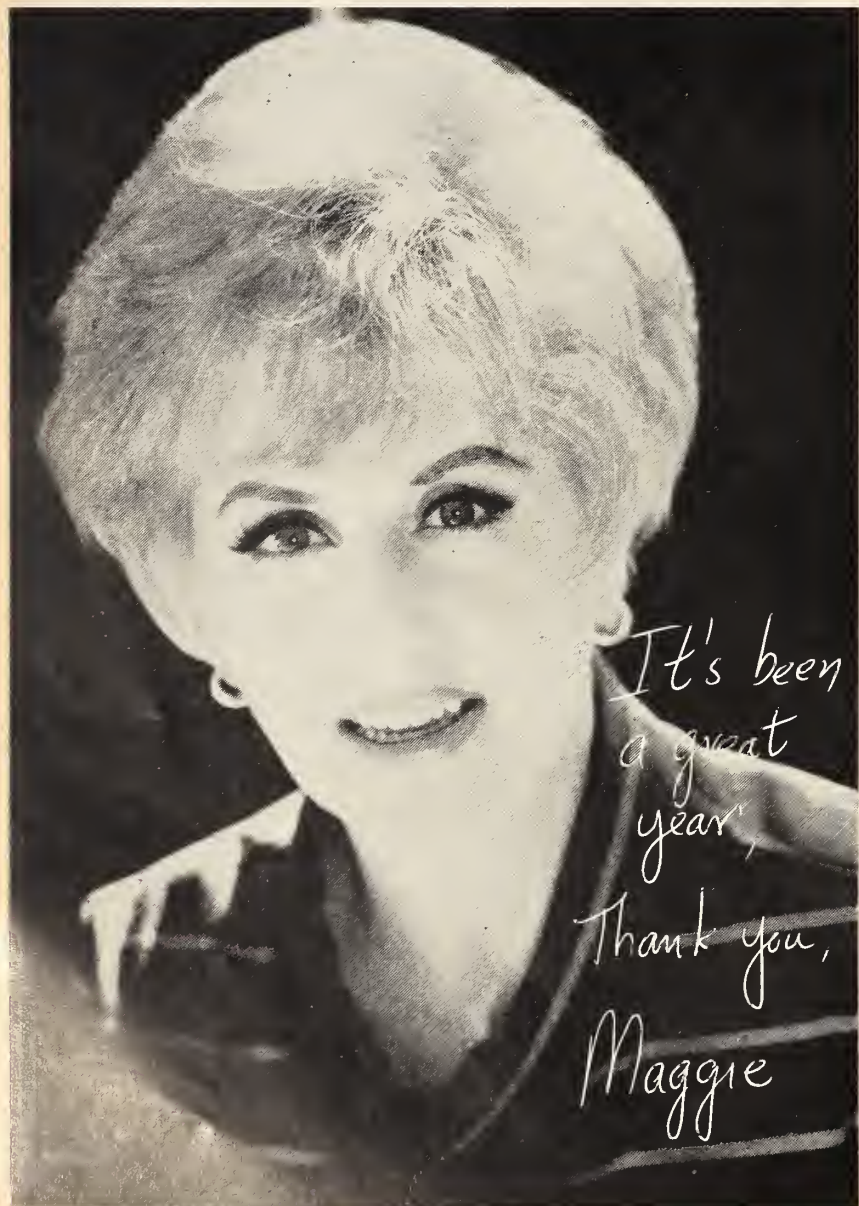
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35 E. Wacker Dr.
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MERRY-GO-ROUND
1650 Broadway, N.Y.C.

MESA
7101 University Ave.
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LATIN
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(Continued on page 56)



THANK YOU!



JOHNNY MATHIS

WOW!!

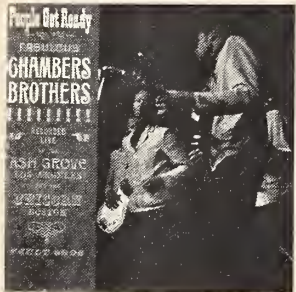
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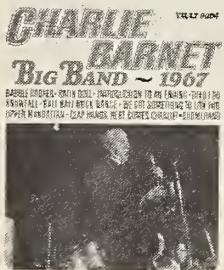
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- PACIFIC JAZZ**
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(Continued on page 55)

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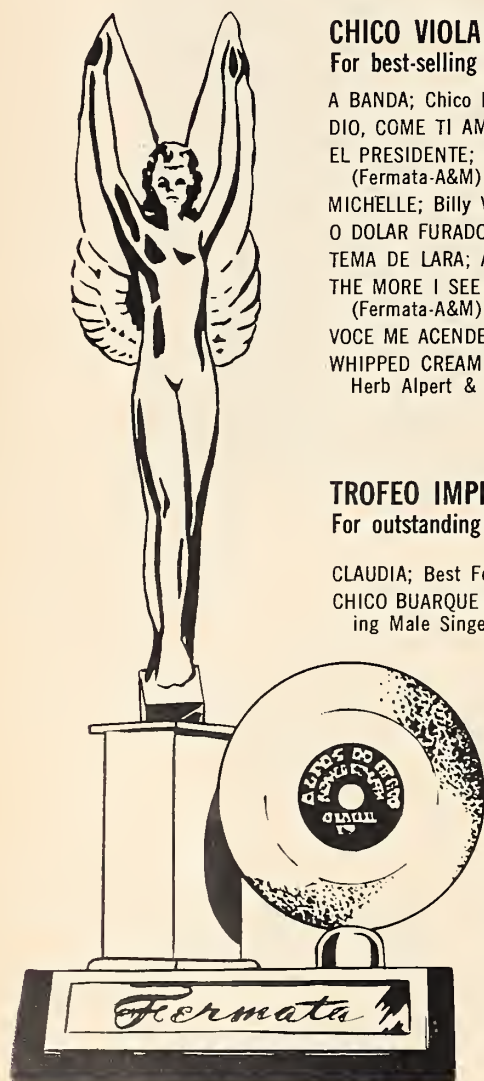
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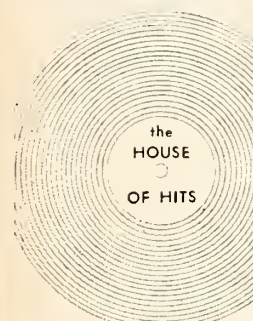
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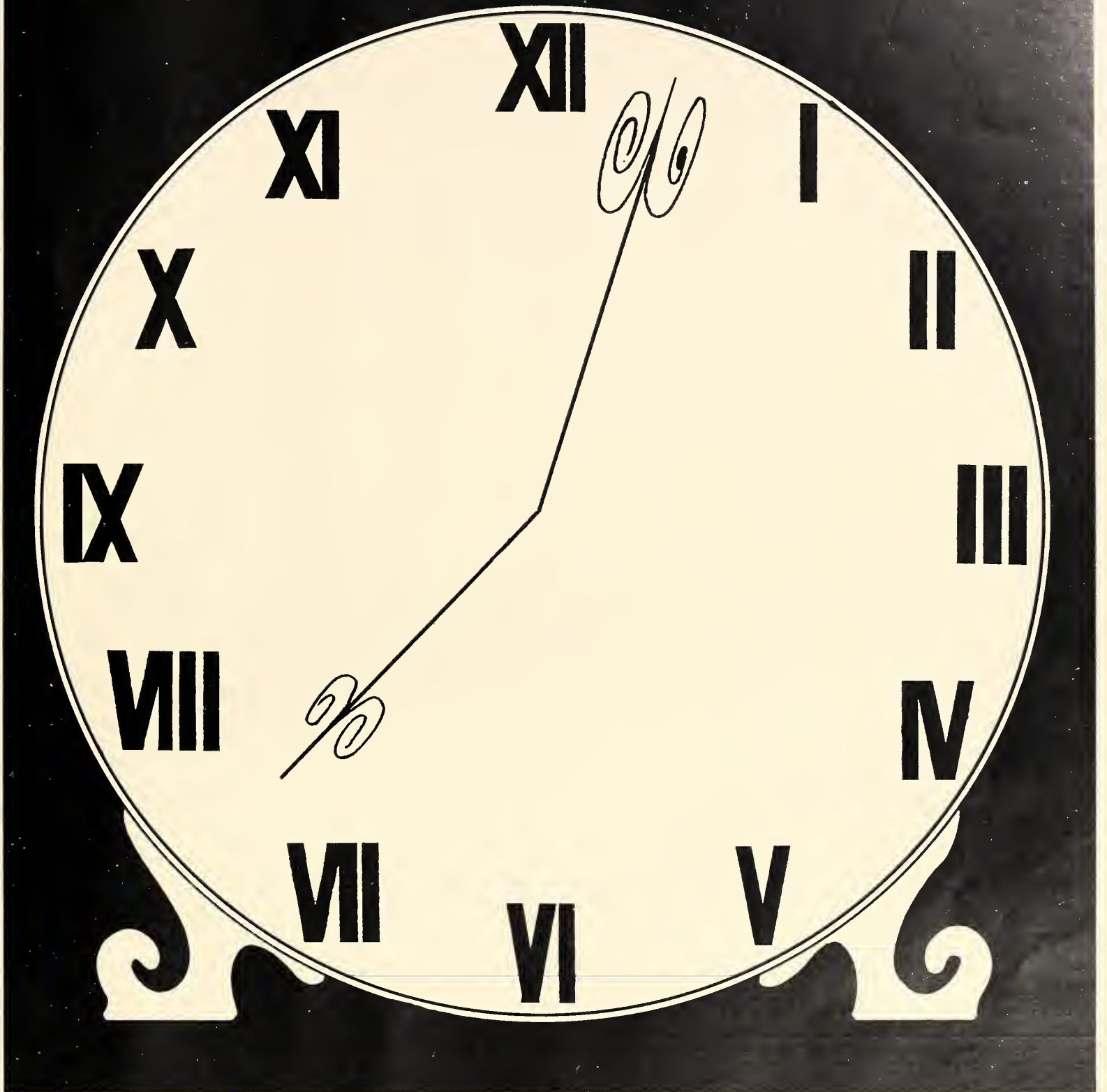
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(Continued on page 70)

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(Continued on page 72)



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Fairmont, Hi, Impulse, Jerden, Kama Sutra, Good-
time, Korate, London, Little Darlin', Lucky Eleven,
MGM, Marlin, MTA, Parrot, Press, Solid State, Se-
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MASSACHUSETTS

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(Continued on next page)



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(Continued on next page)

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(Continued on next page)

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Go Go, Starday, Nashville, Galaxy, Deesu, Nola, Parlo, Double Shot, Arctic, Like Chart, Phillies, Calla, M.M.O., Walco, Lost Nite, Relic, Catamount, Snowflake, Amber, Taurus, Galaxy)

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J-S Record Dist., Inc.
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Joseph Spence—489-5446
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RTA Distributors, Inc.
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Joe Paone—HO 5-7346
(RCA Victor, RCA Camden)

Leonard Smith, Inc.
Shaker Park (Lotham)
L. Smith—758-1350
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Tony Geno—289-4349
(Ascot, Beacon, Bethlehem, Dance A Long, Dynamo, Dionne, Excello, Fantasy, Fontana, Federal, Galaxy, Gordy, Jamie, Motown, Musicor, Mark Two, Nashboro, Smash, Soul, Solid State, Tamla, United Artists, V.I.P., Veep)

BUFFALO—(716)

Action One Stop, Inc.
875 Main Street
Jerry Meyers—883-2555
(Barrington, Black Pearl, Drew, GJM, Ivanhoe, Jowar, Krishna, LaSalle, SSS International, Stop, Sound)

Bert Record Distributors, Inc.
959 Main St.
Leonard Silver—882-0427
(Alco, Bang, Cameo Parkway, Crescendo Crusader, Challenge, Diamond, Disneyland, Dunhill, Epic, Golden World, Jamie, Jubilee, King, Kapp, Nashboro, Phillies, Red Bird, Roulette, Scepter Wand, Sarcay, Pure Soul, White Whale and others)

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Argus Record Dist., Inc.
160 W. 46th St.
Rose Soggio—765-2585
(Aries, Book, Buff, Continental, Cottillion, Criterion, Dapt, Gospel Recording, Johnson, Monmouth, Evergreen, Pa-Dik, Prince, Riccio, Tapes, Cartridges)

• Beto Record Dist., Inc.
599 Tenth Ave.
John Holonko, Ed Kleinbaum—CH 4-3744
(Abnak, Barry, Brent, Alegre, Calla, Cesto, Co & Ce, Cotique, Diamond, Dooto, Duke, Fanra, Fleetwood, Fantasy, Fonseca, Fairmont, Fraternity, Golden Crest, Hob, Golden Records, Impact, Jamie, Kent, Laurie, Nola, Marvelous, Jazzland, Peacock, Parlo, Riverside, Tico, Roulet'e, Rust, Roost, Scepter, Wand, Windy C, Wanderland, Villa, U.S.A., Wheelsville)

Bruno-New York, Inc.
460 West 34th St.
Phil Silverman—564-3062
(RCA Victor Records & Tapes, RCA Camden Records & Tapes, Buena Vista Stereo-8 Cartridge Tapes, Kopp Stereo-B Cartridge Tapes, Diamond Stereo-B Cartridge Tapes, Scepter Stereo-B Cartridge Tapes, Prestige Stereo-8 Cartridge Tapes, Wand Stereo-B Cartridge Tapes)

Conol Record Distributors, Inc.
50 Conol St.
Saul Korp—925-9010
(Famous, Gale, Rotona, Vision and Sound)

• Capitol Records Dist. Corp.
1290 Avenue of the Americas
Charles Nuccio—765-0890
(Capitol, Angel, Seraphim, Phonographs and Accessories, B Track Tape Decks and B Track Cartridges)

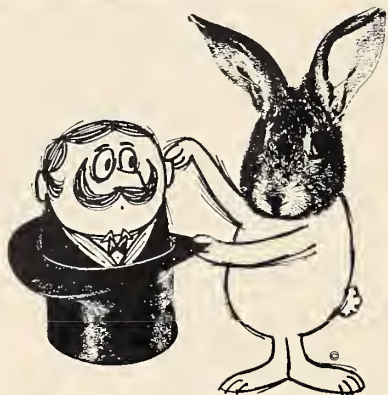
• Columbia Record Soles
545 Madison Avenue
Tony Martell—HA-1-4700
(Columbia, Harmony, Date, Ode)

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1122 Rhineland Ave.
Al Vee—892-8092
(DiVenus, Domino, Famm, Baby)

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Phil Goldberg—375-2517
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(Continued on next page)



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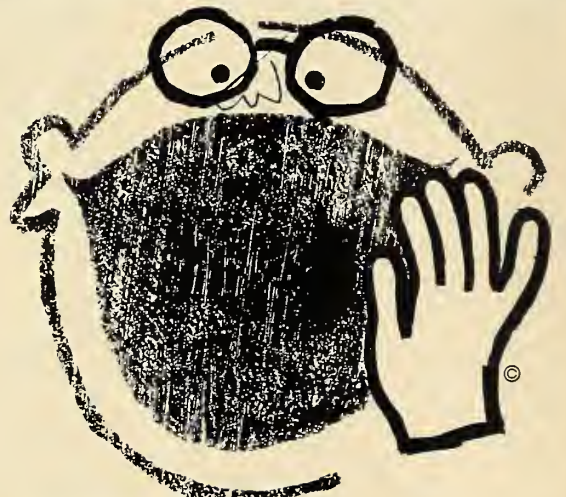
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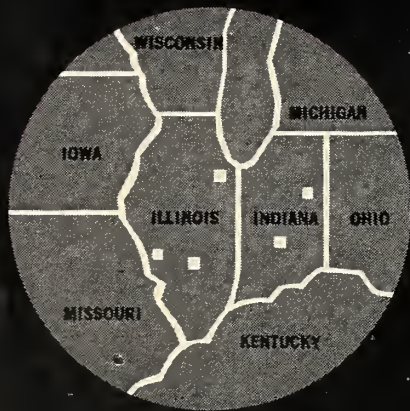
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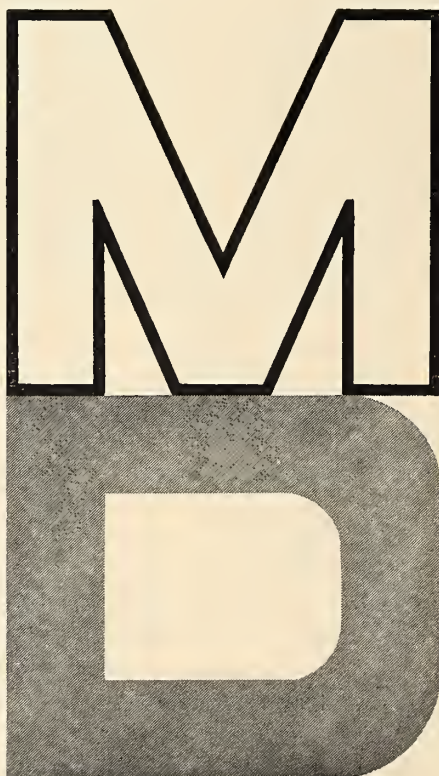
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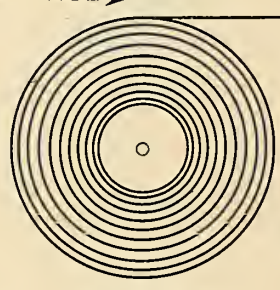
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1967

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 JUST LIKE US—Paul Revere & The Raiders—Columbia CL 2451/CS 9251
 MORE OF THE MONKEES—Colgems—COM/COS 102
 S.R.O.—Herb Alpert & The Tijuana Brass—A&M LP 119/SP 4119
 GOT LIVE IF YOU WANT IT—Rolling Stones—London LL 3493/PS 493
 TILL—Roger Williams—Kapp KL/KS 1081
 SONGS OF THE FABULOUS FIFTIES, PART 1—Kapp KL 1209/KS 3209
 SONGS OF THE FABULOUS FIFTIES, PART 2—Kapp KL 1210/KS 3210
 ROGER WILLIAMS GREATEST HITS—Kapp KL 1260/3260
 YAKETY SAX—Boots Randolph—Monument
 THAT'S LIFE—Frank Sinatra—Reprise F/FS 1020
 LOU RAWLS LIVE—Capitol T/ST 2459
 THE TWO SIDES OF THE SMOTHERS BROS.—Mercury MG 20675/SR 60675
 BETWEEN THE BUTTONS—Rolling Stones—London LL 3499/PS 499
 MIDNIGHT RIDE—Paul Revere & The Raiders—Columbia CL 2508/CS 9308
 THOROUGHLY MODERN MILLIE—Original Soundtrack—Decca DL 1500/71500
 THE BEST OF MANCINI—Henry Mancini—RCA Victor LPM/LSP 2693
 AN EVENING WITH BELAFONTE—Harry Belafonte—RCA Victor LPM/LSP 3415
 BEST OF THE BEACH BOYS—Capitol T/DT 2545
 WINCHESTER CATHEDRAL—Lawrence Welk—Dot DLP 3774/DLP 25774
 SPIRIT OF '67—Paul Revere & The Raiders—Columbia CL 2595/CS 9395
 MAMAS & PAPAS DELIVER—Dunhill D/S 50014
 BORN FREE—Roger Williams—Kapp KL 1501/KS 3501
 MAME—Original Cast—Columbia KOL 6600/KOS 3000
 HEADQUARTERS—Monkees—Colgems COM/COS 103
 MY CUP RUNNETH OVER—Ed Ames—RCA Victor LPM/LPS 3774
 STRANGERS ON THE SHORE—Mr. Acker Bilk—Atco

1966

DEAN MARTIN HITS AGAIN—Reprise R 6146/RS 6146
 BOOTS—Nancy Sinatra—Reprise R/RS 6202
 BOBBY VINTON'S GREATEST—Epic LN 24098/BN 26098
 LITTLE DEUCE COUPE—Beach Boys—Capitol T/ST 1998
 SHUT DOWN, VOL. 2—Beach Boys—Capitol T/ST 2027
 WINCHESTER CATHEDRAL—New Vaudeville Band—Fontana SRE 67560/MGF 27560
 SPANISH EYES—Al Martino—Capitol T/ST 2435
 SUMMER DAYS—Beach Boys—Capitol T/ST-2354
 GOLDEN HITS—Roger Miller—Smash 27073/67073
 BALLADS OF THE GREEN BERETS—S/Sgt Barry Sadler—RCA Victor LPM-3547/LSP-3547
 ROY ORBISON'S GREATEST HITS—Monument—8000/18000
 LIVING LANGUAGE SPANISH—Young People's—
 LIVING LANGUAGE FRENCH—Young People's—
 COLOR ME BARBRA—Barbra Streisand—Columbia CL-2478/CS-9278
 I'M THE ONE WHO LOVES YOU—Dean Martin—Reprise—6170/S-6170
 BIG HITS (HIGH TIDE & GREEN GRASS)—The Rolling Stones—London LP-1
 OLIVER—Original Cast—RCA Victor LOCD/LSOD-2004
 SOUTH OF THE BORDER—Herb Alpert's Tijuana Brass—A&M LP/SP-108
 THE LONELY BULL—Herb Alpert's Tijuana Brass—A&M LP/SP-101
 WHAT NOW MY LOVE—Herb Alpert's Tijuana Brass—A&M LP-114/SP-4114
 HERB ALPERT'S TIJUANA BRASS, VOL. 2—A&M LP/SP-103
 MY WORLD—Eddy Arnold—RCA Victor LPM/LSP-3466
 SOUTH PACIFIC—Original Cast—Columbia OL-4180/OS-2040
 IF YOU CAN BELIEVE YOUR EYES AND EARS—Mamas & Papas—Dunhill D/DS 50006
 YESTERDAY & TODAY—Beatles—Capitol T/ST 2553
 THE BEST OF JIM REEVES—RCA Victor LPM/LSP 2890
 THE BEST OF THE ANIMALS—MGM E/SE 4324
 DANG ME—Roger Miller—Smash MFS 27049/FRS 67049
 GOLD VAULT OF HITS—Four Seasons—Philips PHM 200-196/PHS 600-196
 AFTERMATH—Rolling Stones—London LL 3476/PS 4776
 DR. ZHIVAGO—Soundtrack—MGM E/SE 6 ST
 THINK ETHNIC—Smothers Bros.—Mercury MG 20777/SR 60777
 STRANGERS IN THE NIGHT—Frank Sinatra—Reprise F/FS 1017
 REVOLVER—Beatles—Capitol T/ST 2576
 THE DAVE CLARK FIVE'S GREATEST HITS—Epic LN 24185/BN 26185
 SOMEWHERE MY LOVE—Roy Conniff Singers—Columbia CL 2519/CS 9319
 THE SHADOW OF YOUR SMILE—Andy Williams—Columbia CL 2499/CS 9299
 THE BEST OF AL HIRT—RCA Victor LPM/LSP 3309
 I STARTED OUT AS A CHILD—Bill Cosby—Warner Bros. W/WS 1567
 WONDERFULNESS—Bill Cosby—Warner Bros. W/WS 1634
 WHY IS THERE AIR—Bill Cosby—Warner Bros. W/WS 1606
 BILL COSBY IS A VERY FUNNY FELLOW, RIGHT!—Warners Bros. W/WS 1518
 JEANNETTE MAC DONALD & NELSON EDDY FAVORITES—RCA Victor LPM/LSP 1738
 PERRY COMO SINGS MERRY CHRISTMAS MUSIC—Camden CAL/CAS 660
 THE MONKEES—Colgems COM/COS 101
 ELVIS PRESLEY—RCA Victor LPM/LSP 1254
 ELVIS' GOLD RECORDS, VOL. 2—RCA Victor—LPM/LSP 2075
 ELVIS' GOLD RECORDS, VOL. 3—RCA Victor—LPM/LSP 2765
 JOAN BAEZ, VOL. 2—Vanguard—VRS 9094/VSD 2097
 JOAN BAEZ—Vanguard—VRS 9078/VSD 2077
 JOAN BAEZ IN CONCERT—Vanguard—VRS 9112/VSD 2122
 SOUL AND INSPIRATION—Righteous Brothers—Verve V/V-6 5001
 MAMAS AND PAPAS—Dunhill D/S 50010
 THE MONKEES—Colgems—Com/Cos 101
 MY NAME IS BARBRA, TWO—Barbra Streisand—Columbia CL-2409/CS-9209
 THE BEST OF HERMAN'S HERMITS—MGM 4315/S-4315
 DECEMBER'S CHILDREN—The Rolling Stones—London 3451/451
 SEPTEMBER OF MY YEARS—Frank Sinatra—Reprise 1014/S-1016
 A MAN & HIS MUSIC—Frank Sinatra—Reprise 1016/S-1016

1965

GLAD ALL OVER—Dove Clark Five—Epic LN-24093/BN-26093
 PETER, PAUL & MARY IN CONCERT—Warner Bros. 1555/S-1555
 EVERYBODY LOVES SOMEBODY—Dean Martin—Reprise R-6130/RS-6130
 WONDERLAND OF GOLDEN HITS—Andre Kostelanetz—Columbia CL-2039/CS-8839
 BARBRA STREISAND/THE THIRD ALBUM—Columbia CL-2154/CS-8954
 RING OF FIRE—Johnny Cash—Columbia CL-2053/CS-8853
 BEACH BOYS IN CONCERT—Capitol TAO-2198/STAO-2198
 ALL SUMMER LONG—Beach Boys—Capitol T-2110/ST-2110
 SUGAR LIPS—Al Hirt—RCA Victor LPM-2965/LSP-2965
 PEOPLE—Barbra Streisand—Columbia CL-2215/CS-9015
 THE SOUND OF MUSIC—Soundtrack—RCA Victor LOCD-2005/LSOD-2005
 TRINI LOPEZ AT P.J.'S—Reprise R-6093/RS-6093
 GETZ/GILBERTO—Stan Getz—MGM/Verve 8545/68545
 BEATLES VI—Capitol T-2358/ST-2358
 DEAR HEART—Andy Williams—Columbia CL 2338/CS 9138
 HELPI—The Beatles—Capitol MAS-2386/SMHS-2386
 INTRODUCING HERMAN'S HERMITS—MGM 4282/S-4282
 HERMAN'S HERMITS ON TOUR—MGM 4295/S-4295
 MORE ENCORE OF GOLDEN HITS—The Platters—Mercury 20591/60252
 RETURN OF ROGER MILLER—Smash 27061/67061
 GREAT SONGS FROM MY FAIR LADY—Andy Williams—Columbia CL-2205/CS-9005
 GUNFIRE BALLADS & TRAIL SONGS—Marty Robbins—Columbia CL-1349/CS-8158
 LOOK AT US—Sonny & Cher—Atco 177
 THE BEACH BOYS TODAY—Capitol T-2269/ST-2269
 THE PINK PANTHER—Henry Mancini—RCA Victor LPM-2795/LSP-2795
 OUT OF OUR HEADS—The Rolling Stones—London 3429/429
 FIDDLER ON THE ROOF—Original Cast—RCA Victor LOC-1093/LSO-1093
 SURFER GIRL—The Beach Boys—Capitol 1981/ST-1981
 SURFIN' USA—The Beach Boys—Capitol T-1890/ST-1890
 SINATRA'S SINATRA—Frank Sinatra—Reprise 1010/9-1010
 WELCOME TO THE LBJ RANCH—Capitol W-2423/WS-2423
 MY NAME IS BARBRA—Barbra Streisand—Columbia CL-2336/CS-9136
 THE DOOR IS STILL OPEN TO MY HEART—Dean Martin—Reprise 6140/S-6140
 GOING PLACES—Herb Alpert's Tijuana Brass—A&M LP-112/SP-4112
 WHIPPED CREAM & OTHER DELIGHTS—Herb Alpert's Tijuana Brass—A&M LP/SP-110
 RUBBER SOUL—The Beatles—Capitol T-2442/ST-2442

1964

MY FAIR LADY—Original Cast—Columbia OL 5090/OS 2015
 JOHN FITZGERALD KENNEDY—A MEMORIAL ALBUM—Premier CXF 402099
 CAROUSEL—Film Soundtrack—Capitol W 694/SW 694
 THE KING AND I—Film Soundtrack—Capitol—W 74/SW 740
 RAMBLIN' ROSE—Nat "King" Cole—Capitol T 1793/ST 1793
 MEET THE BEATLES—The Beatles—Capitol T 2047/ST 2047
 HONEY IN THE HORN—Al Hirt—RCA Victor LPM 2733/LS 2733
 THE BEATLES' SECOND ALBUM—The Beatles—Capitol T 2080/ST 2080
 THE SECOND BARBRA STREISAND ALBUM—Barbra Streisand—Columbia CL 2045/CS 8854
 HELLO, DOLLY!—Original Cast—RCA Victor LCO 1087/LSO 1087
 HELLO, DOLLY!—Louis Armstrong—Kapp 1364/3364
 THE WONDERFUL WORLD OF ANDY WILLIAMS—Columbia CL-2137/CS-8937
 CHRISTMAS HYMNS & CAROLS—Robert Shaw—RCA Victor LM-2139/LSC-2139
 VICTORY AT SEA, Vol. 1—Robert Russell Bennett—RCA Victor LM-2335/LSC-2335
 SOMETHING NEW—The Beatles—Capitol T-2108/ST-2108
 THE BEST OF THE KINGSTON TRIO—Capitol T-1705, 2280/ST-1705, 2280
 UNFORGETTABLE—Nat King Cole—Capitol T-357/DT-357
 RAMBLIN'—New Christy Minstrels—Columbia CL-1596/CS-8855
 THE BARBRA STREISAND ALBUM—Columbia CL-2007/CS-8807
 FUNNY GIRL—Original Cast—Capitol VAS-2059/SVAS-2059
 JOHNNY HORTON'S GREATEST HITS—Columbia CL-1596/CS-8396
 COTTON CANDY—Al Hirt—RCA Victor LPM-2917/LSP-2917
 THE ANDY WILLIAMS CHRISTMAS ALBUM—Columbia CL-2087/CS-8887
 CALL ME IRRESPONSIBLE—Andy Williams—Columbia CL-2171/CS-8971
 MY FAIR LADY—Soundtrack—Columbia KOL-8000/KOS-2600
 BEATLES '65—Capitol T-2228/ST-2228
 THE BEATLES STORY—Capitol TBO-2222/STBO-2222
 MARY POPPINS—Soundtrack—Vista 4026/S-4026

1963

WEST SIDE STORY—Original Soundtrack—Columbia OL-5670/OS-2070
 GLORIOUS SOUND OF CHRISTMAS—Eugene Ormandy—Philadelphia Orchestra—Columbia ML-5769/MS-6369
 1812 OVERTURE-TSCHAIKOVSKY—Antal Dorati and The Minneapolis Symphony—Mercury MG-50054/SR-90054
 EXODUS—Original Soundtrack—RCA Victor LOL-1058/LSO-1058
 CALYPSO—Harry Belafonte—RCA Victor LPM-1248/LSP-1248
 G. I. BLUES—Elvis Presley—RCA Victor LPM-2256/LSP-2256
 SEASON'S GREETINGS FROM PERRY COMO—Perry Como—RCA Victor LPM-2066/LSP-2066
 VIVA—Percy Faith—Columbia CL-1075/CS-8038
 THE MUSIC MAN—Soundtrack—Warner Bros. B-1459/BS-1459
 TIME OUT—Dave Brubeck Quartet—Columbia CL-1397/CS-8192
 I LEFT MY HEART IN SAN FRANCISCO—Tony Bennett—Columbia CL-1869/CS-8669
 ELVIS' CHRISTMAS ALBUM—Elvis Presley—RCA Victor LOC-1035/LPH-1951
 GIRLS, GIRLS, GIRLS—Elvis Presley—RCA Victor LPM-2621/LSP-2621
 BELAFONTE RETURNS TO CARNEGIE HALL—Harry Belafonte—RCA Victor LOC-6007/LSO-6007
 BELAFONTE—Harry Belafonte—RCA Victor LPM-1150
 JUMP-UP-CALYPSO—Harry Belafonte—RCA Victor LPM-2388/LSP-2388
 MOVIN'—Peter, Paul & Mary—Warner W/WS 1473
 EXODUS—Mantovani—London LL-3231/PS-224

(Continued on page 104)

ROULETTE AROUND THE WORLD

FALL 1967
SUPPLEMENTARY CATALOG AND NEW RELEASES

| INVENTORY | | CATALOG NUMBER | TITLE & ARTIST | ORDER | |
|-------------------------------|--------|----------------------|--|-------|--------|
| MONO | STEREO | | | MONO | STEREO |
| ROULETTE | | | | | |
| | | (S)R-25351 | Spanish Spoken Here — Johnny Richards Orchestra | | |
| | | (S)R-25352 | Songs Of My People (Yiddish and Hebrew Folk Songs) — Tova Ronni | | |
| | | (S)R-25353 | I Think We're Alone Now — Tommy James And The Shondells | | |
| | | (S)R-25354 | Parallel-A-Stitt — Sonny Stitt | | |
| | | (S)R-25355 | Somethin' Special! — The Best of Tommy James And The Shondells | | |
| ROULETTE COMEDY SERIES | | | | | |
| | | | Dedicated To Our Armed Forces — Marty Allen And Steve Rossi | | |
| TICO | | | | | |
| | | (S)LP-1152 | Joe Cuba Presents The Velvet Voice of Jimmy Sabater — Joe Cuba Sextet | | |
| | | (S)LP-1153 | Mi Mundo (My World) — Hugo Leonel Vaccaro | | |
| | | (S)LP-1154 | El Rey Y Yo (The King And I) — Tito Puente and La Lupe | | |
| | | (S)LP-1156 | What Now My Love — Shawn Elliott / Tito Puente | | |
| | | (S)LP-1157 | Bravo Celia Cruz Recorded in Mexico) — Celia Cruz | | |
| | | (S)LP-1158 | Con Todos Los Hierros! (Everything But The Kitchen Sink!) — Rafael Cortijo & Ismael Rivera | | |
| ALEGRE | | | | | |
| | | LPA-855 SLPA-8550 | I Like It Like That / A Mi Me Gusta Asi — Pete Rodriguez | | |
| | | LPA-856 SLPA-8560 | El Celio De Siempre — Celio Gonzalez | | |
| | | LPA-857 SLPA-8570 | Jala Jala & Boogaloo — Ricardo Ray | | |
| | | LPA-858 SLPA-8580 | Either You Have It Or You Don't (Hay Que Estar En Algo) — Charlie Palmieri | | |
| | | LPA-859 SLPA-8590 | Concierto De Amor / Concert of Love — Gilberto Monroig | | |

DEALER _____

DATE _____

ADDRESS _____

SALESMAN _____

CITY _____ STATE _____

DIST. _____

GOLDEN ALBUMS

DAYS OF WINE & ROSES—Andy Williams—Columbia CL-2015/CS-8815
 MOON RIVER & OTHER GREAT MOVIE THEMES—Andy Williams—Columbia CL 1809/CS 8609
 HANDEL'S MESSIAH—Eugene Ormandy & Philadelphia Orch.—Columbia M2L 263/M2S 607
 CHRISTMAS WITH CONNIFF—Ray Conniiff—Columbia CL 1390/CS 8185
 THE LORD'S PRAYER—Mormon Tabernacle Choir—Columbia ML 5386/MS 6068
 PORGY AND BESS—Original Sound Track—Columbia OL 5410/OS 2016
 FOLK SONG SING ALONG—Mitch Miller—Columbia CL 1316/CS 8118
 IN THE WIND—Peter, Paul & Mory—Warner Bros. WB 1507/WS 1507
 SINGING NUN—Soeur Sourire—Philips PCC 203/PCC 603

1962

PARTY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1331/LS-8138
 MORE JOHNNY'S GREATEST HITS—Johnny Mathis—Columbia CL-1344/LS-8150
 WEST SIDE STORY—Original Cast—Columbia OL-5230/OS-2001
 CAMELOT—Original Cast—Columbia KOL-5620/KOS-2031
 FLOWER DRUM SONG—Original Cast—Columbia OL-5350/OS-2009
 THEME FROM A SUMMER PLACE—Billy Vaughn—Dot 3276/25276
 BLUE HAWAII—Billy Vaughn—Dot 3165/25165
 SAIL ALONG SILVER MOON—Billy Vaughn—Dot 3100/25100
 BOB NEWHART BUTTON DOWN MIND—Bob Newhart—Warner Bras. W-1379/WS-1379
 SATURDAY NIGHT SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1414/CS-8211
 MEMORIES SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1542/LS-8342
 SENTIMENTAL SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1457/LS-8251
 STAR CAROL—Ernie Ford—Capitol T-1071/ST-1071
 NEARER THE CROSS—Ernie Ford—Capitol T-1005/ST-1005
 FRANK SINATRA SINGS FOR ONLY THE LONELY—Frank Sinatra—Capitol W-1053
 NICE 'N' EASY—Frank Sinatra—Capitol W-1417
 SONGS FOR SWINGIN' LOVERS—Frank Sinatra—Capitol W-653
 STRING ALONG—Kingston Trio—Capitol T-1407
 MUSIC, MARTINIS AND MEMORIES—Jackie Gleason—Capitol W-509
 MUSIC FOR LOVERS ONLY—Jackie Gleason—Capitol W-352
 JUDY AT CARNEGIE HALL—Judy Garland—Capitol WBO-1568
 HAPPY TIMES SING ALONG—Mitch Miller—Columbia CL-1568/CS-8368
 MEMORIES ARE MADE OF THIS—Ray Conniiff—Columbia CL-1574/CS-8374
 CONCERT IN RHYTHM—Ray Conniiff—Columbia CL-1163/CS-8022
 'S MARVELOUS—Ray Conniiff—Columbia CL-1074/CS-8037
 MODERN SOUNDS IN COUNTRY & WESTERN MUSIC—Roy Charles—ABC Paramount ABC-410/ABCS-410
 BREAKFAST AT TIFFANY'S—Henry Mancini—RCA Victor LPM-2362/LSP-2362
 THIS IS SINATRA—Frank Sinatra—Capitol T-768
 BOUQUET—Fercy Faith Strings—Columbia CL-1322/CS-8124
 SO MUCH IN LOVE—Ray Conniiff—Columbia CL-1720/CS-8520
 FAITHFULLY—Johnny Mathis—Columbia CL-1422/CS-8219
 SWING SOFTLY—Johnny Mathis—Columbia CL-1165/CS-8023
 OPEN FIRE, TWO GUITARS—Johnny Mathis—Columbia CL-1270/CS-8056
 PETER, PAUL AND MARY—Peter, Paul and Mary—Warner Bros. W-1449/WS-1449
 MY SON THE FOLK SINGER—Allan Sherman—Warner Bros. W-1475/WS-1475
 THE FIRST FAMILY—Voughn Meader—Codence CLP-3060

1961

CALCUTTA—Lawrence Welk—Dot DLP-3359/ST-25359
 COME DANCE WITH ME—Frank Sinatra—Capitol W-1069/WS-1069
 SOLD OUT—Kingston Trio—Capitol T-1352/ST-6352
 GLENN MILLER STORY—Glenn Miller Orchestra—RCA Victor LPM-1192
 CHRISTMAS CAROLS—Mantovani—London LL-913/PS-142
 THEATRE LAND—Mantovani—London LL-1219/PS-125
 FILM ENCORES VOL. I—Mantovani—London LL-1700/PS-124
 GEMS FOREVER—Mantovani—London LL-3032/PS-106
 STRAUSS WALTZES—Mantovani—London LL-685/PS-118
 SPIRITUALS—Ernie Ford—Capitol T-818
 ELVIS' GOLDEN RECORDS—Elvis Presley—RCA Victor LPM-1707
 BELAFONTE AT CARNEGIE HALL—Harry Belafonte—RCA Victor LOC-6006/LSO-6006
 TCHAIKOVSKY CONCERTO—Von Cliburn—RCA Victor LM-2252/LSC-2252
 ENCORE-GOLDEN HITS—The Platters—Mercury MG-20472/SR-60243
 BLUE HAWAII—Elvis Presley—RCA Victor LPM-2426/LSP-2426
 HOLIDAY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1701/LS-8501

1960

STUDENT PRINCE—Mario Lanzo—RCA Victor LM-1837
 60 YEARS OF MUSIC—Honoring 30 Great Artists—RCA Victor LM-6074
 ELVIS—Elvis Presley—RCA Victor LPM-1382
 PAT'S GREAT HITS—Pat Boone—Dot 3071/25071
 KINGSTON TRIO AT LARGE—Kingston Trio—Capitol T-1199
 KINGSTON TRIO—Kingston Trio—Capitol T-996
 MORE SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1243/CS-8043
 HEAVENLY—Johnny Mathis—Columbia CL-1351/CS-8152
 WARM—Johnny Mathis—Columbia CL-1078/CS-8039
 LOVE IS THE THING—Nat King Cole—Capitol W-824
 HERE WE GO AGAIN—Kingston Trio—Capitol T-1258
 FROM THE HUNGRY I—Kingston Trio—Capitol T-1107
 SOUND OF MUSIC—Original Cast—Columbia KOL-5450/KOS-2020
 MERRY CHRISTMAS—Johnny Mathis—Columbia CL-1195/CS-8021
 CHRISTMAS SING ALONG—Mitch Miller—Columbia CL-1205/CS-8027
 STILL MORE SING ALONG—Mitch Miller—Columbia CL-1283/CS-8099

1959

HYMNS—Ernie Ford—Capitol T-256
 JOHNNY'S GREATEST HITS—Johnny Mathis—Columbia CL-1133
 MUSIC MAN—Original Cast—Capitol WAO/SWAO-990
 SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1160/CS-8004
 SOUTH PACIFIC—Rodgers & Hammerstein—RCA Victor LOC/LSO 1032
 PETER GUNN—Henry Mancini—RCA Victor LPM/LSP 1956

1958

OKLAHOMA—Gordon MacRoe—Capitol WAO-595

MILLION-SELLERS

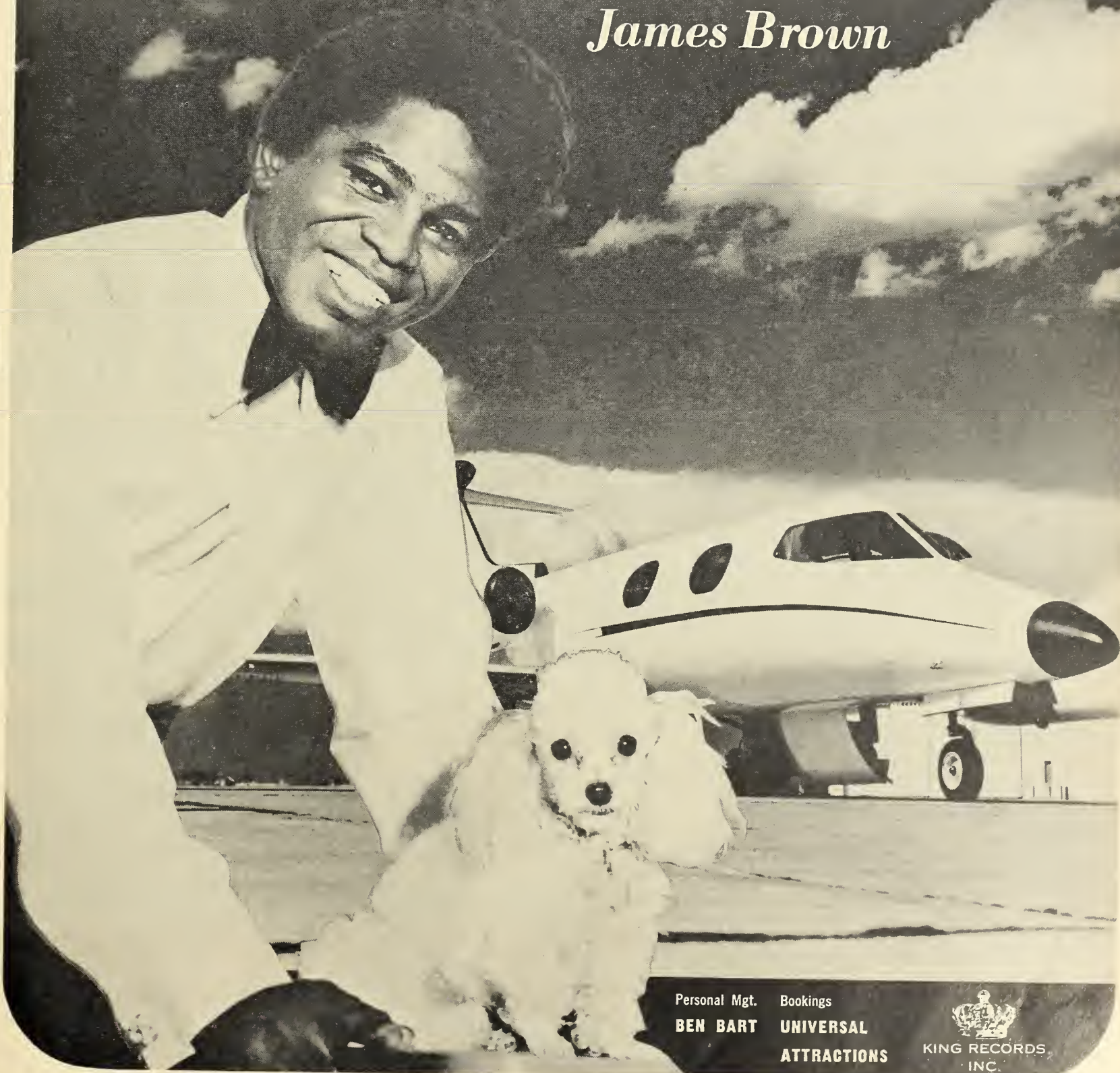
SINGLES THAT HAVE SOLD A MILLION OR MORE COPIES
 *SIGNIFIES RIAA-CERTIFIED MILLION SELLER

| | | | | | |
|---------------------|--------------------------------|-----------------|--------------------|---------------------------------|-------------------|
| Ames Brothers | Sentimental Me (Rag Mop) | Coral 1950 | Booker T & MG's | *Green Onions | Stax 1962 |
| Anderson, Leroy | You You You | Victor 1953 | Boone, Pat | Ain't That A Shame | Dot 1955 |
| Andrews Sisters | Blue Tango | Decca 1951 | | I'll Be Home | Dot |
| | Rum And Coca-Cola | Decca 1944 | | Friendly Persuasion | Dot |
| Anka, Paul | I Can Dream, Can't I | Decca 1949 | | Remember You're Mine | Dot |
| | Diana | ABC Par 1957 | | I Almost Lost My Mind | Dot 1956 |
| | Lonely Boy | ABC Par 1960 | | Love Letters In The Sand | Dot 1957 |
| Association | *Cherish | Valiant 1966 | | Don't Forbid Me | Dot 1957 |
| Austin, Gene | Ramona | Victor 1928 | | Why, Baby, Why | Dot 1957 |
| Autry, Gene | Silver Haired Daddy | Columbia 1939 | | April Love | Dot 1958 |
| | Rudolph The Red-Nosed Reindeer | Columbia 1950 | Boyd, Jimmy | I Saw Mommy Kissing Santa Claus | Columbia 1952 |
| Avalon, Frankie | Venus | Chancellor 1958 | Brewer, Teresa | Till I Waltz Again With You | Coral 1952 |
| | | | | Ricochet | Coral 1953 |
| Baker, LaVern | I Cried A Tear | Atlantic 1959 | Britt, Elton | There's A Star-Spangled Banner | Victor 1942 |
| Barber, Chris | Petite Fleur | Laurie 1959 | | Waving Somewhere | Columbia 1945 |
| Barron, Blue | Cruising Down The River | MGM 1949 | Brown, Les | Sentimental Journey | Victor 1959 |
| Barton, Eileen | If I Knew You Were Comin' | | Browns | Three Bells | Luniverse 1956 |
| | I'd Of Baked A Cake | National 1950 | Buchanan & Goodman | Flying Saucer | Warner Bros. 1959 |
| Baxter, Les | Poor People Of Paris | Capitol 1956 | Byrnes, Edd | Kookie Lend Me Your Comb | |
| Beatles | *I Want To Hold Your Hand | Capitol 1964 | | | |
| | *Can't Buy Me Love | Capitol 1964 | | | |
| | She Loves You | Swan 1964 | Calloway, Cab | Jumpin' Jive | Columbia 1939 |
| | *A Hard Day's Night | Capitol 1964 | Channel, Bruce | Hey Baby | Smash 1962 |
| | *I Feel Fine | Capitol 1964 | Cannon, Freddie | Way Down Yonder In New Orleans | Swan 1959 |
| | *Help! | Capitol 1965 | Cavallaro, Carmen | Polonaise (by Chopin) | Decca 1945 |
| | *Eight Days a Week | Capitol 1965 | Champs | Tequila | Challenge 1958 |
| | *Yesterday | Capitol 1965 | Charles, Ray | *I Can't Stop Loving You | ABC Par 1962 |
| | *We Can Work It Out | Capitol 1966 | Checker, Chubby | The Twist | Parkway 1960 |
| | *No Where Man | Capitol 1966 | | Let's Twist Again | Parkway 1961 |
| | *Paperback Writer | Capitol 1966 | | Limbo Rock/Popeye | Parkway 1962 |
| | *Yellow Submarine | Capitol 1966 | Chordettes | Mr. Sandman | Cadence 1954 |
| | *Penny Lane | Capitol 1967 | Christie, Lou | *Lightnin' Strikes | MGM 1966 |
| | *Good Vibrations | Capitol 1966 | Clark, Petula | *Downtown | Warner Bros. 1965 |
| Beach Boys | Because Of You | Capitol 1966 | Clooney, Rosemary | Come On-A My House | Columbia 1951 |
| Bennett, Tony | Cold Cold Heart | Columbia 1952 | | Hey There | Columbia 1954 |
| | Rags To Riches | Columbia 1952 | Coasters | Searchin' | Atco 1957 |
| | Stranger In Paradise | Columbia 1953 | | Yakety Yak | Atco 1958 |
| | It's Just A Matter Of Time | Columbia 1954 | | Charlie Brown | Atco 1959 |
| Benton, Brook | *Stranger On The Shore | Mercury 1959 | | Poison Ivy | Atco 1959 |
| Bilk, Mr. Acker | Smokie | Atco 1962 | | Topsy (Part II) | Love 1958 |
| Black's Combo, Bill | White Silver Sands | Hi 1959 | | Nature Boy | Capitol 1948 |
| | Josephine | Hi 1960 | | Mona Lisa | Capitol 1949 |
| Black, Jeanne | He'll Have To Stay | Hi 1960 | | Too Young | Capitol 1951 |
| Bonds, Gary U. S. | Quarter To Three | Capitol 1960 | | Ramblin' Rose | Capitol 1962 |
| | | Legrand 1962 | | | |

(Continued on page 106)

*To my closest friends
the DJs, Distributors,
Rack Dealers and all
who helped make
this...*

A WONDERFUL YEAR
James Brown



Personal Mgt. Bookings
**BEN BART UNIVERSAL
ATTRactions**


**KING RECORDS
INC.**

MILLION-SELLERS

• RIAA-Certified Million-Seller

| | | | | | |
|----------------------|-------------------------------|----------------|-----------------------|---------------------------|---------------|
| Como, Perry | Temptation | Victor 1945 | Dalhart, Vernon | Prisoner's Song | Victor 1924 |
| | Hubba Hubba | Victor 1945 | Damone, Vic | You're Breaking My Heart | Mercury 1949 |
| | Till The End Of Time | Victor 1945 | Danny & Juniors | At The Hop | ABC-Par 1958 |
| | Prisoner Of Love | Victor 1946 | Darin, Bobby | Splash Splash | Atco 1958 |
| | When You Were Sweet Sixteen | Victor 1947 | | Dream Lover | Atco 1959 |
| | Because | Victor 1948 | | Queen Of The Hop | Atco 1959 |
| | Don't Let The Stars Get In | | | Mack The Knife | Atco 1960 |
| | Your Eyes | Victor 1952 | Day, Bobby | Rockin' Robin | Class 1958 |
| | Wanted | Victor 1954 | Day, Doris | Secret Love | Columbia 1954 |
| | Hot Diggity | Victor 1956 | | Whatever Will Be, Will Be | Columbia 1956 |
| | Papa Loves Mambo | Victor 1956 | Dean, Jimmy | *Big Bad John | Columbia 1961 |
| | Round And Round | Victor 1957 | Dee, Joey & Starlites | The Peppermint Twist | Roulette 1961 |
| | *Catch A Falling Star | Victor 1958 | Del-Vikings | Come Go With Me | Dot 1957 |
| | Do You Love Me | Gordy 1962 | Denny, Martin | Quiet Village | Liberty 1959 |
| | You Send Me | Keen 1958 | Diamonds | Little Darlin' | Mercury 1957 |
| | *Sweet Soul Music | Atco 1967 | | The Stroll | Mercury 1958 |
| | Tea For Two Cha Cha | Decca 1958 | Dinning, Mark | Teen Angel | MGM 1960 |
| | Last Date | 1961 | Dion | Runaround Sue | Laurie 1961 |
| | Sh-Boom | Mercury 1954 | Doggett, Bill | Honky Tonk | King 1956 |
| | That'll Be The Day | Brunswick 1957 | Domino, Fats | The Fat Man | Imperial 1948 |
| | Silent Night | Decca 1942 | | Goin' Home | Imperial 1952 |
| | Sunday, Monday, Or Always | Decca 1943 | | You Said You Loved Me | Imperial 1953 |
| | I'll Be Home For Christmas | Decca 1943 | | Please Don't Leave Me | Imperial 1953 |
| | Swinging On A Star | Decca 1944 | | Going To The River | Imperial 1953 |
| | Too-Ra-Loo-Ra-Loo-Ral | Decca 1944 | | Love Me | Imperial 1954 |
| | I Can't Begin To Tell You | Decca 1945 | | All By Myself | Imperial 1955 |
| | Dear Hearts And Gentle People | Decca 1946 | | I Can't Go On | Imperial 1955 |
| | New San Antonio Rose | Decca 1946 | | Ain't That A Shame | Imperial 1955 |
| | MacNamara's Band | Decca 1946 | | I'm In Love Again | Imperial 1956 |
| | Sweet Leilani | Decca 1946 | | Bo Weevil | Imperial 1956 |
| | White Christmas | Decca 1946 | | Blue Monday | Imperial 1956 |
| | Now Is The Hour | Decca 1948 | | Blueberry Hill | Imperial 1956 |
| | Galway Bay | Decca 1948 | | It's You I Love | Imperial 1957 |
| with Andrews Sisters | Pistol Packin' Mama | Decca 1943 | | | |
| | Jingle Bells | Decca 1943 | | | |
| | Don't Fence Me In | Decca 1944 | | | |
| | South America, Take It Away | Decca 1946 | | | |
| with Gary Crosby | Play A Simple Melody | Decca 1950 | | | |
| with Grace Kelly | True Love | Decca 1950 | | | |
| with Fred Waring | Whiffenpoof Song | Capitol 1957 | | | |

(Continued on page 108)

ADVERTISEMENT

Criterion Music Continues Hit Pace In 1967

Criterion Music has had four songs in the Top 100 this year, continuing more than 20 years of keeping pace with the trends and tastes of the popular music scene under the guidance of prexy, Michael H. Goldsen, Lee Hazelwood, contract writer, scored with three in the Top 20 with SUGAR TOWN, SUMMER WINE & LOVE EYES, all disked by Nancy Sinatra for Reprise Records. Leon Prober clefted TINY BUBBLES, the "new wave" Hawaiian hit for Don Ho, also of Reprise, which is the all-time best selling record for island artists. Currently "LET THE GOOD TIMES ROLL" is breaking with the Bunny Sigler disk on Cameo.

Since the firm opened its doors in 1943, Criterion has turned out hits consistently, meeting the challenge of every trend and style. Johnny Mercer, one of Goldsen's former partners, was responsible for the all-time standard, DREAM. The '40's also saw these other famous titles reach top popularity: ACROSS THE ALLEY FROM THE ALAMO; DREAMS ARE A DIME A DOZEN; INVITATION TO THE BLUES; IT'S A GOOD DAY; MANANA; TAMPICO; LAZY MOOD; MOONLIGHT IN VERMONT; MOUNTAIN HIGH, VALLEY LOW; MY SUGAR IS SO REFINED; PRETENDING; SAVE THE BONES FOR HENRY JONES; SHOO FLY PIE AND APPLE PAN DOWDY; STUFF LIKE THAT THERE; WHAT MORE CAN A WOMAN DO?; etc.

During the '50's, the catalogue kept building in the pop field with such great tunes as: OFF SHORE; THE END; M.T.A. (The Boston Subway Song); QUIET VILLAGE; WHEN THE WORLD WAS YOUNG; (Have I Stayed) TOO LONG AT THE FAIR; IT HAPPENED ONCE BEFORE; NOW YOU KNOW; SONG OF INDIA; (Johnny Mercer lyric); LA LA COLLETTE; EVENING RAIN; THE HOUSE OF BAMBOO; etc.

The 1960's have been most productive with the signing of such successful writers as Lee Hazelwood, Joey Cooper, Red West, and Leon Prober. The resulting chart hits included: THESE BOOTS ARE MADE FOR WALKIN'; HOW DOES THAT GRAB YOU, DARLIN'?; HOUSTON; FRIDAY'S CHILD; SO LONG, BABE; NOT

THE LOVIN' KIND; REBEL KIND; BAJA; MOVIN'; SUGAR TOWN; SUMMER WINE; IN OUR TIME; LOVE EYES and other great ones by Hazelwood. Others were: I'M A FOOL; SO MANY WAYS; LOOK IN MY EYES; WHO DO YOU THINK YOU ARE?; THE POWER OF LOVE; PEARLY SHELLS; & the Elvis Presley Christmas hit, IF EVERY DAY WAS LIKE CHRISTMAS; etc.

A well-rounded catalogue, Criterion has some of the biggest island hits of all times in its hundreds of titles. Besides TINY BUBBLES, Prober's PEARLY SHELLS is now firmly entrenched as a world-wide hit. Others in the select circle of standards are WAIKIKI; MAPUANA; SEA BREEZE; NO HUH; VINI VINI (from Tahiti); SINGING BAMBOO; KAINOA; (There Goes) KEALOHA; BEYOND THE RAINBOW; FAREWELL; LOVELY HULA GIRL; TIARE; SILHOUETTE HULA; THAT'S THE HAWAIIAN IN ME; THERE'S NO PLACE LIKE HAWAII; E MALIU MAI (Hawaiian Love Call); & many more which are island favorites.

Among the Latin hits were MANANA; TAMPICO; MARINA; HIS FEET TOO BIG FOR DE BED; MOONSTRUCK IN MADRID; QUANDA LA LUNA; WALK TO THE BULL RING; and Laurindo Almeida tunes like THE NAKED SEA, a picture title song.

The exotic field is led by Les Baxter's QUIET VILLAGE & BANGKOK COCKFIGHT, plus dozens of exciting tunes in his best selling L.P.'s.

Jazz, blues and dixieland included such great ones as: HE'S A REAL GONE GUY; GEE, BABY AIN'T I GOOD TO YOU; HURRY ON DOWN; LET THE GOOD TIMES ROLL; etc. Instrumental favorites are ROBBIN'S NEST; THE CHAMP; Charlie Parker's CONFIRMATION, MOOSE THE MOOCHE & 28 other Parker tunes; BERNIE'S TUNE; JUMPIN' WITH SYMPHONY SID; INTERMISSION RIFF; Gerry Mulligan's WALKIN' SHOES & dozens more of his tunes; and such dixie favorites as TAILGATE RAMBLE; THE BIG PARADE (In New Orleans); etc.

The country and folk field are well represented with Woody Guthrie's PHILADELPHIA LAWYER & OKLAHOMA HILLS. Many of the

other oatuens are such hits as COW TOWN; DEAR JOHN (I Sent Your Saddle Home); I LEARNED TO LOVE YOU TOO LATE (My Darling); I'M A-BRANDIN' MY DARLIN' WITH MY HEART; I'M GONNA LEAVE YOU LIKE I FOUND YOU; A LITTLE TOO FER; LONG TIME GONE; LOVE ME NOW; THAT'S WHAT I LIKE ABOUT THE WEST; THE TOUCH OF THE MASTER'S HAND; WHEN YOU LEAVE, DON'T SLAM THE DOOR; etc.

The organization is world-wide with California as the headquarters at 6124 Selma Avenue, Hollywood; the New York office at 150 West 55th Street is under the helm of Joe Goldfeder. Internationally, the hub is in Paris where Jack Robinson heads the European scene at 27 Boulevard des Italiens, c/o Enoch & Cie. Representatives handle the British Isles, Japan, Australia & New Zealand, & Central & South America. THESE BOOTS ARE MADE FOR WALKIN' was number one in 14 countries throughout the world.

The activities include supplying recorded tapes for background music, television shows, songs for feature films, and national commercial product tie-ups. In addition, Criterion has published more than 75 books and folios in its extensive publication department. Its sales, production, and promotion in this field have attracted other publishers who use these facilities. Some of the latest are Antonio Carlos Jobim's firm, IPANEMA MUSIC, which publish many of his current hits with lyrics by Ray Gilbert, his business partner; also, Barney Kessel's fabulous book, THE GUITAR, printed under his Windsor Music. As a selling agent for songs, it handles MUSIC TO WATCH GIRLS BY, MY KIND OF TOWN, NO MATTER WHAT SHAPE (Your Stomach's In), & many more.

The various companies that comprise the Criterion Music organization are Michael H. Goldsen, Inc.; Granite Music Corp.; Atlantic Music Corp.; Tex Ritter Music; and Tyler Music. Affiliated with Criterion are four record labels which help launch tunes and artists. In the pop field there are PRINCE and CRITERION. For Hawaiian, the Banner is PALM; while for Tahitian albums, it is REO TAHITI.

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| | | | | | |
|------------------------------|--|---------------------|----------------------------------|---|-------------------|
| Donovan | I'm Walkin' | Imperial 1957 | Impalas | Sorry (I Ran All The Way Home) | Cub 1959 |
| Dorsey, Jimmy | I Still Love You | Imperial 1957 | Ink Spots | To Each His Own | Decca 1946 |
| | Whole Lotta Lovin' | Imperial 1960 | | The Gypsy | Decca 1946 |
| | *Mellow Yellow | Epic 1967 | James, Harry | Ciribiribin | Columbia 1939 |
| | Maria Elena | Decca 1946 | | One O'Clock Jump | Columbia 1941 |
| Dorsey, Tommy | Green Eyes | Decca 1946 | James, Joni | You Made Me Love You | Columbia 1946 |
| | So Rare | Fraternity 1957 | | Why Don't You Believe Me | MGM 1953 |
| | Marie | Victor 1937 | James, Sonny | Your Cheating Heart | MGM 1953 |
| Draper, Rusty | Boogie Woogie | Victor 1938 | | Have You Heard | MGM 1954 |
| Drifters | There Are Such Things | Victor 1942 | James, Tommy & the Shondells | Young Love | Capitol 1957 |
| | Gambler's Guitar | Mercury 1953 | Jenkins, Gordon with The Weavers | *Hanky Panky | Roulette 1966 |
| | There Goes My Baby | Atlantic 1960 | Jolson, Al | Maybe You'll Be There | Decca 1947 |
| | True Love, True Love/Dance With Me | Atlantic 1960 | | Goodnight, Irene | Decca 1950 |
| Duke Of Earl | Save The Last Dance For Me | Atlantic 1961 | | April Showers b/w Swanee | Decca 1945 |
| | Duke Of Earl | Vee Jay 1962 | | California Here I Come b/w Rockabye Your Baby | Decca 1946 |
| Eckstine, Billy | I Apologize | MGM 1951 | | You Made Me Love You b/w Ma Blushin' Rosie | Decca 1946 |
| Edwards, Tommy | It's All In The Game | MGM 1958 | | Sonny Boy b/w My Mammy Anniversary Song | Decca 1946 |
| Elegants | Little Star | APT 1958 | Jones, Jimmy | Handy Man | Decca 1946 |
| Eva, Little | The Loco-Motion | Dimension 1962 | | Good Timin' | Cub 1960 |
| Everly Bros. | Bye Bye Love | Cadence 1957 | Jones, Spike | Cocktails For Two | Cub 1960 |
| | Wake Up Little Susie | Cadence 1957 | | All I Want For Christmas | Victor 1944 |
| | All I Have To Do Is Dream | Cadence 1958 | Jordan, Louis | Choo Cho Ch'Boogie | Victor 1948 |
| | Bird Dog/Devoted To You | Cadence 1958 | Justis, Bill | Raunchy | Decca 1946 |
| | Cathy's Clown | Warner Bros. 1960 | | Wonderland By Night | Phillips Int 1958 |
| Fabric, Bent | Alley Cat | Atco 1962 | Kaempfert, Bert | When | Decca 1961 |
| Faith, Percy | The Song From Moulin Rouge | Columbia 1953 | Kalin Twins | Little Things Mean A Lot | Decca 1958 |
| | *Theme From A Summer Place | Columbia 1960 | Kallen, Kitty | Wolverton Mountain | Decca 1954 |
| Ferrante & Teicher | Exodus | Un. Artists 1961 | King, Claude | Strip Polka | Columbia 1962 |
| Fiedler, Arthur | Jalousie | Victor 1938 | King, Pee Wee | Who Wouldn't Love You | Victor 1951 |
| Fisher, Eddie | Anytime | Victor 1951 | Kingston Trio | Woody Woodpecker | Capitol 1958 |
| | I'm Walking Behind You | Victor 1953 | Knight, Evelyn | | Decca 1948 |
| | Oh My Pappa | Victor 1953 | Kyser, Kay | | Columbia 1941 |
| | I Need You Now | Victor 1954 | | | Columbia 1942 |
| Fitzgerald, Ella & Ink Spots | Into Each Life Some Rain Must Fall | Decca 1944 | | | Columbia 1942 |
| Fleetwoods | Come Softly To Me | Dolton 1959 | | | Columbia 1942 |
| | Mr. Blue | Dolton 1959 | | | Columbia 1942 |
| Fontane Sisters | Hearts of Stone | Dot | | | Columbia 1942 |
| Ford, Tennessee Ernie | Sixteen Tons | Capitol 1955 | | | Columbia 1942 |
| Four Aces | Tell Me Why | Decca 1951 | | | Columbia 1942 |
| | Love Is A Many-Splendored Thing | Decca 1955 | | | Columbia 1948 |
| Four Lads | Moments To Remember | Columbia 1955 | Laine, Frankie | That's My Desire | Mercury 1947 |
| | No Not Much | Columbia 1956 | | Shine | Mercury 1948 |
| Four Seasons | Sherry | VeeJay 1962 | | Mule Train | Mercury 1949 |
| | Big Girls Don't Cry | VeeJay 1962 | | Lucky Ol' Sun | Mercury 1949 |
| | *Rag Doll | Philips 1964 | | Jezebel | Columbia 1951 |
| Francis, Connie | Who's Sorry Now | MGM 1958 | La Rosa, Julius | I Believe | Columbia 1953 |
| | My Happiness | MGM 1959 | Lanza, Mario | Moonlight Gambler | Columbia 1957 |
| | Among My Souvenirs | MGM 1959 | | Eh Cumpari | Cadence 1953 |
| | Mama/Teddy | MGM 1960 | Lawrence, Steve | Be My Love | Victor 1950 |
| | Everybody's Somebody's Fool/Jealous Of You | MGM 1960 | Lee, Brenda | Loveliest Night of the Year | Victor 1951 |
| | Together | MGM 1961 | Lee, Peggy | Go Away Little Girl | Columbia 1963 |
| | Many Tears Ago | MGM 1961 | Lewis, Jerry | I'm Sorry/That's All You Gotta Do | Decca 1960 |
| | Where The Boys Are | MGM 1961 | | Manana | Capitol 1948 |
| Franklin, Aretha | *Respect | Atlantic 1967 | | Rock-A-Bye Your Baby With A Dixie Melody | Decca 1956 |
| Freberg, Stan | *I Never Loved A Man | Atlantic 1967 | | *This Diamond Ring | Liberty 1967 |
| | St. George And The Dragonet | Capitol 1953 | | Great Balls Of Fire | Sun 1957 |
| Gibbs, Georgia | Kiss Of Fire | Mercury 1952 | Lombardo, Guy | Whole Lot of Shakin' Going On | Sun 1958 |
| | Tweedle Dee | Mercury 1955 | | Third Man Theme | Decca 1944 |
| | Dance With Me Henry | Mercury 1955 | | Humoresque | Decca 1946 |
| | *Sugar Shack | Dot 1963 | | Easter Parade | Decca 1947 |
| Gilmer, Jimmy & Fireballs | Beer Barrel Polka | Victor 1938 | with Andrews Sisters | Christmas Island | Decca 1946 |
| Glahe, Will | Melancholy Serenade | Capitol 1938 | London, Julie | Cry Me A River | Liberty 1955 |
| Gleason, Jackie | Too Fat Polka | Columbia 1947 | London, Laurie | *He's Got The Whole World | Capitol 1958 |
| Godfrey, Arthur | Suddenly There's A Valley | Era 1955 | Long, Johnny | Shanty Town | Decca 1940 |
| Grant, Gogi | Wayward Wind | Era 1956 | Lovin' Spoonful | *Summer In The City | Kama Sutra 1966 |
| | | | Lowe, Jim | Green Door | Dot 1957 |
| | | | Luke, Robin | Susie Darlin' | Dot 1958 |
| | | | Lund, Art | Mam'selle | MGM 1947 |
| | | | Lynn, Vera | Auf Weidersehn | London 1955 |
| Haley, Bill | Shake, Rattle And Roll | Decca 1955 | Maddox, Johnny | Crazy Otto | Dot |
| | Rock Around The Clock | Decca 1955 | Mamas & Papas | *California Dream | Dunhill 1966 |
| Hamilton IV, George | A Rose And A Baby Ruth | ABC-Par 1958 | | *Monday, Monday | Dunhill 1966 |
| Harris, Phil | The Thing | Victor 1950 | Mangano, Sylvana | Anna | MGM 1953 |
| Harrison, Wilbert | Kansas City | Fury 1959 | Marterie, Ralph | Caravan | Mercury 1952 |
| Hayes, Bill | Davy Crockett | Cadence 1955 | | Pretext | Mercury 1953 |
| Haymes, Dick | You'll Never Know | Decca 1943 | Martin, Dean | That's Amore | Capitol 1953 |
| | Little White Lies | Decca 1948 | | Memories Are Made Of This | Capitol 1955 |
| Hebb, Bobby | *Sunny | Phillips 1966 | Martin, Freddy | *Everybody Loves Somebody | Capitol 1964 |
| Heidt, Horace | Deep In The Heart Of Texas | Columbia 1941 | | Piano Concerto in B Flat | Victor 1941 |
| Helms, Bobby | My Special Angel | Decca 1957 | | White Christmas | Victor 1942 |
| Herman, Woody | Laura | Columbia 1945 | Martindale, Wink | Deck Of Cards | Dot 1960 |
| | Woodchopper's Ball | Decca 1947 | Marvelettes | Please Mr. Postman | Tamla 1960 |
| Herman's Hermits | Mrs. Brown You've Got A Lovely Daughter | MGM 1965 | | Chances Are | Columbia 1957 |
| | *I'm Henry VIII, I am | MGM 1965 | Mathis, Johnny | It's Not For Me To Say | Columbia 1957 |
| | *There's Kind Of Hush | MGM 1967 | McGuire, Sisters | Sincerely | Coral 1955 |
| | Michael | United Artists 1961 | | Sugartime | Coral 1958 |
| Highwaymen | P.S. I Love You | Dot | McPhatter, Clyde | A Lover's Question | Atlantic 1958 |
| Hilltoppers | Paggy Sue | Coral 1958 | | American Patrol | Victor 1939 |
| Holly, Buddy | Alley-Oop | Lute 1960 | Miller, Glenn | In The Mood | Victor 1939 |
| Hollywood Argyles | *Battle Of New Orleans | Columbia 1959 | | Little Brown Jug | Victor 1939 |
| Horton, Johnny | To Each His Own | Mercury 1946 | | Sunrise Serenade | Victor 1939 |
| Howard, Eddy | 12th Street Rag | Capitol 1951 | | Pennsylvania 6-5000 | Victor 1940 |
| Hunt, Pee Wee | Oh | Capitol 1953 | | Tuxedo Junction | Victor 1940 |
| | Young Love | Dot 1957 | | | |
| Hunter, Tab | Itsy Bitsy Teenie Bikini | Kapp 1960 | | | |
| Hyland, Brian | | | | | |

(Continued on page 110)



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| | | | | | |
|----------------------------|---|---|--------------------------------------|--|---|
| Miller, Mitch | Chattanooga Choo Choo Kalamazoo Yellow Rose Of Texas | Victor 1941 Victor 1942 Columbia 1955 | Rolling Stones | Kisses Sweeter Than Wine Secretly Oh-Oh I'm Falling In Love Again | Roulette 1958 Roulette 1958 Roulette 1958 |
| Miller, Roger | *King Of The Road | Smash 1965 | Rooftop Singers | *Satisfaction | London 1965 |
| Mills Brothers | You Always Hurt The One You Love Paper Doll The Glow-Worm | Decca 1944 Decca 1948 Decca 1952 | Rose, David | *Ruby Tuesday | London 1967 |
| Mitchell, Guy | My Heart Cries For You Singing The Blues | Columbia 1950 Columbia 1957 | Royal Guardsmen | Walk Right In | Vanguard 1963 |
| Modugno, Domenico | Nel Blu Dipinto Di Blu (Volare) | Decca 1958 | Rydell, Bobby | The Stripper | MGM 1962 |
| Monkees | *Last Train To Clarksville *I'm A Believer A Little Bit Me, A Little Bit You | Colgems 1966 Colgems 1966 Colgems 1967 | S Sgt. Barry Saddler | Snoopy Vs The Red Baron | Laurie 1967 |
| Monroe, Vaughn | Racing With the Moon There I've Said It Again Ballerina Riders In The Sky Pepino Four Leaf Clover | Victor 1941 Victor 1945 Victor 1947 Victor 1949 Reprise 1963 MGM 1948 Decca 1949 Capitol 1952 Decca 1946 | Sam The Sham & The Pharoahs | Wild One/Little Bitty Girl | Cameo 1959 |
| Monte, Lou | Cruising Down The River | | Sakamoto, Kyu | *Ballad Of The Green Berets | RCA Victor 1966 |
| Mooney, Art | Blacksmith Blues | | Sam The Sham & The Pharoahs | Suki-yaki | Capitol 1963 |
| Morgan, Russ | Sugar Blues | | Sands, Tommy | *Wooly Bully | MGM 1965 |
| Morse, Ella Mae | | | Santo & Johnny | *Lil' Red Riding Hood | MGM 1966 |
| McCoy, Clyde | | | Scott, Jack | Teen Age Crush | Capitol 1957 |
| Nelson, Ricky | Teenager's Romance Stood Up Be Bop Baby Poor Little Fool/Lonesome Town Believe What I Say It's Late/Never Be Anyone Else But You Travelin' Man/Hello Mary Lou | Verve 1957 Imperial 1957 Imperial 1958 Imperial 1958 Imperial 1958 Imperial 1959 Imperial 1961 Fontana 1966 | Seville, David | Sleepwalk | Can-Am 1959 |
| New Vaudeville Band | *Winchester Cathedral | | Shannon, Del | My True Love/Leroy | Carlton 1958 |
| Orbison, Roy | Only The Lonely *Oh, Pretty Woman Tennessee Waltz Mockingbird Hill I Went To Your Wedding Doggie in the Window Changing Partners Cross Over the Bridge Allegheny Moon Tonight You Belong To Me *Hey Paula How High The Moon Mockin' Bird Hill The World Is Waiting For the Sunrise Vaya Con Dios Earth Angel Sea Of Love Monster Mash Only You The Great Pretender My Prayer Twilight Time Smoke Gets In Your Eyes Beep Beep Cherry Pink And Apple Blossom White *Patricia Heartbreak Hotel I Want You, I Need You, I Love You Love Me Tender All Shook Up Don't Be Cruel/Hound Dog Too Much Teddy Bear/Loving You Jailhouse Rock Wear My Ring Around Your Neck Don't I Got Stung *Hard Headed Woman A Fool Such As I Stuck On You It's Now Or Never Are You Lonesome Tonight Surrender *Can't Help Falling In Love Good Luck Charm Return To Sender Running Bear Stagger Lee Personality | Monument 1960 Monument 1964 Mercury 1950 Mercury 1950 Mercury 1952 Mercury 1952 Mercury 1953 Mercury 1954 Mercury 1956 Liberty 1956 Philips 1960 Capitol 1947 Capitol 1949 Capitol 1949 Capitol 1953 Dooto 1957 Mercury 1959 Garpax 1962 Mercury 1955 Mercury 1955 Mercury 1956 Mercury 1958 Mercury 1959 Roulette 1958 Victor 1955 Victor 1958 Victor 1956 Victor 1956 Victor 1956 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1958 Victor 1958 Victor 1958 Victor 1959 Victor 1959 Victor 1960 Victor 1960 Victor 1960 Victor 1961 Victor 1961 Victor 1962 Victor 1962 Mercury 1960 ABC Par 1959 ABC Par 1959 | Shaw, Artie | What In The World's Come Over You Witch Doctor Chipmunk Song Alvin's Harmonica Runaway Mashed Potato Time Begin The Beguine Star Dust Summit Ridge Drive Soldier Boy Buttons And Bows Get A Job *Sounds Of Silence Young At Heart *These Boots Are Made For Walking *Sugartown | Top Rank 1960 Liberty 1958 Liberty 1958 Liberty 1959 Bigtop 1961 Cameo 1962 Victor 1938 Victor 1940 Victor 1940 Scepter 1962 Columbia 1948 Ember 1958 Columbia 1966 Capitol 1954 Reprise 1966 |
| Page, Patti | | | Shirelles | *When A Man Loves A Woman | Reprise 1967 Reprise 1967 |
| Patience & Prudence | | | Shore, Dinah | I Got You Babe | Atlantic 1966 |
| Paul & Paula | | | Silhouettes | Rose O'Day | Atco 1965 |
| Paul, Les & Mary Ford | | | Simon & Garfunkel | Temptation | Columbia 1941 |
| Penguins | | | Sinatra, Frank | Make Love To Me | Capitol 1948 |
| Phillips, Phil | | | Sinatra, Nancy | It's In The Book | Columbia 1954 |
| Pickett, Bobby Platters | | | Nancy & Frank Sinatra | Wheel Of Fortune | Capitol |
| Playmates | | | Sledge, Percy | Rock And Roll Waltz | Capitol 1952 |
| Prado, Perez | | | Sonny & Cher | Pink Shoelaces | RCA Victor 1955 |
| Presley, Elvis | | | Smith, Kate | Moonglow & Picnic Theme | Crystalette 1958 |
| | | | Stafford, Jo | I Hear You Knockin' | Decca 1956 |
| | | | Standley, Johnny | To Know Him Is To Love Him | Dot |
| | | | Starr, Kay | Chanson D'Amour | Dore 1958 |
| | | | Stevens, Dodie | *The Lion Sleeps Tonight | Era 1957 |
| | | | Stoloff, Morris | *A Lover's Concerto | Victor 1961 |
| | | | Storm, Gale | Oh, Johnny | Dynavoice 1965 |
| | | | Todd, Art & Dotty | *Happy Together | Columbia 1939 |
| | | | Tokens | It's Only Make Believe | White Whale 1967 |
| | | | Toys | Lonely Blue Boy | MGM 1958 |
| | | | Tucker, Orrin | Donna | MGM 1960 |
| | | | Turtlse | Melody Of Love | Del-Fi 1958 |
| | | | Twitty, Conway | Sail Along Silv'ry Moon | Dot 1956 |
| | | | Valens, Ritchie | Broken Hearted Melody | Dot 1957 |
| | | | Vaughn, Billy | Take Good Care Of My Baby | Mercury 1959 |
| | | | Vaughan, Sarah | *Roses Are Red | Liberty 1961 |
| | | | Vee, Bobby | Primrose Lane | Epic 1962 |
| | | | Vinton, Bobby | Stardust | Challenge 1960 |
| | | | Wallace, Jerry | 'Twas The Night Before Christmas Baby (You Got What It Takes) | Liberty 1957 |
| | | | Ward, Billy | On Top Of Old Smoky | Decca 1942 |
| | | | Waring, Fred | Let Me Go Lover | Mercury 1960 |
| | | | Washington, Dinah & Benton, Brook | Heartaches | Decca 1950 |
| | | | Weavers, The | *Calcutta | Dot 1961 |
| | | | Weber, Joan | Whispering | Victor 1920 |
| | | | Weems, Ted | Three O'Clock In The Morning | Victor 1922 |
| | | | Welk, Lawrence | Cara Mia | London 1966 |
| | | | Whiteman, Paul | The Tree In The Meadow | Capitol 1948 |
| | | | Whitfield, David | Slipping Around | Capitol 1949 |
| | | | Whiting, Maggie with Jimmy Wakely | Indian Love Call | Imperial 1951 |
| | | | Whitman, Slim | Secret Love | Imperial 1953 |
| | | | Williams, Billy | Rose Marie | Imperial 1954 |
| | | | Williams, Roger | I'm Gonna Sit Right Down | Coral 1957 |
| | | | Williams, Tex | Autumn Leaves | Kapp 1955 |
| | | | Willis, Chuck | Smoke, Smoke, Smoke | Capitol |
| | | | Wilson, Jackie | What Am I Living For | Atlantic 1958 |
| | | | Winterhalter, Hugo | Night/Doggin' Around | Brunswick 1960 |
| | | | Wooley, Sheb | Canadian Sunset | Victor 1956 |
| | | | Young Rascals | Purple People Eater | MGM 1958 |
| | | | | *Groovin | Atlantic 1967 |



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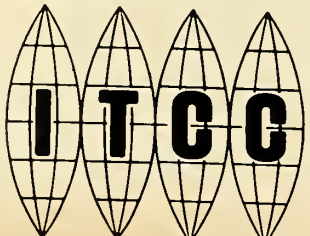
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(Continued on page 121)

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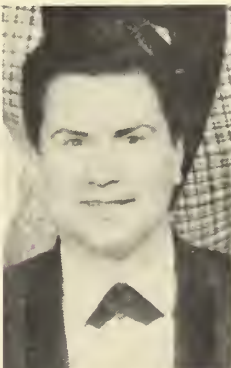
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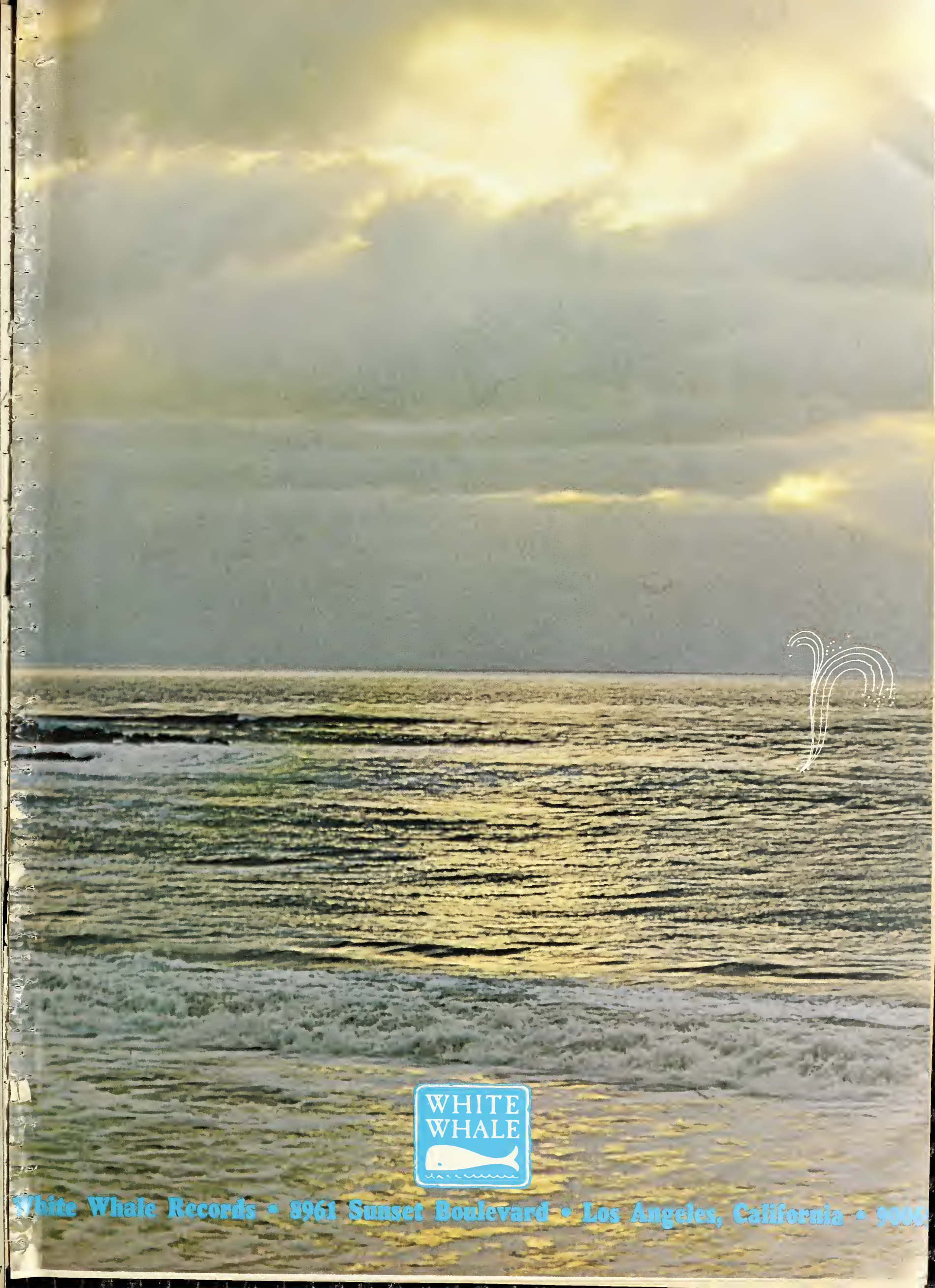
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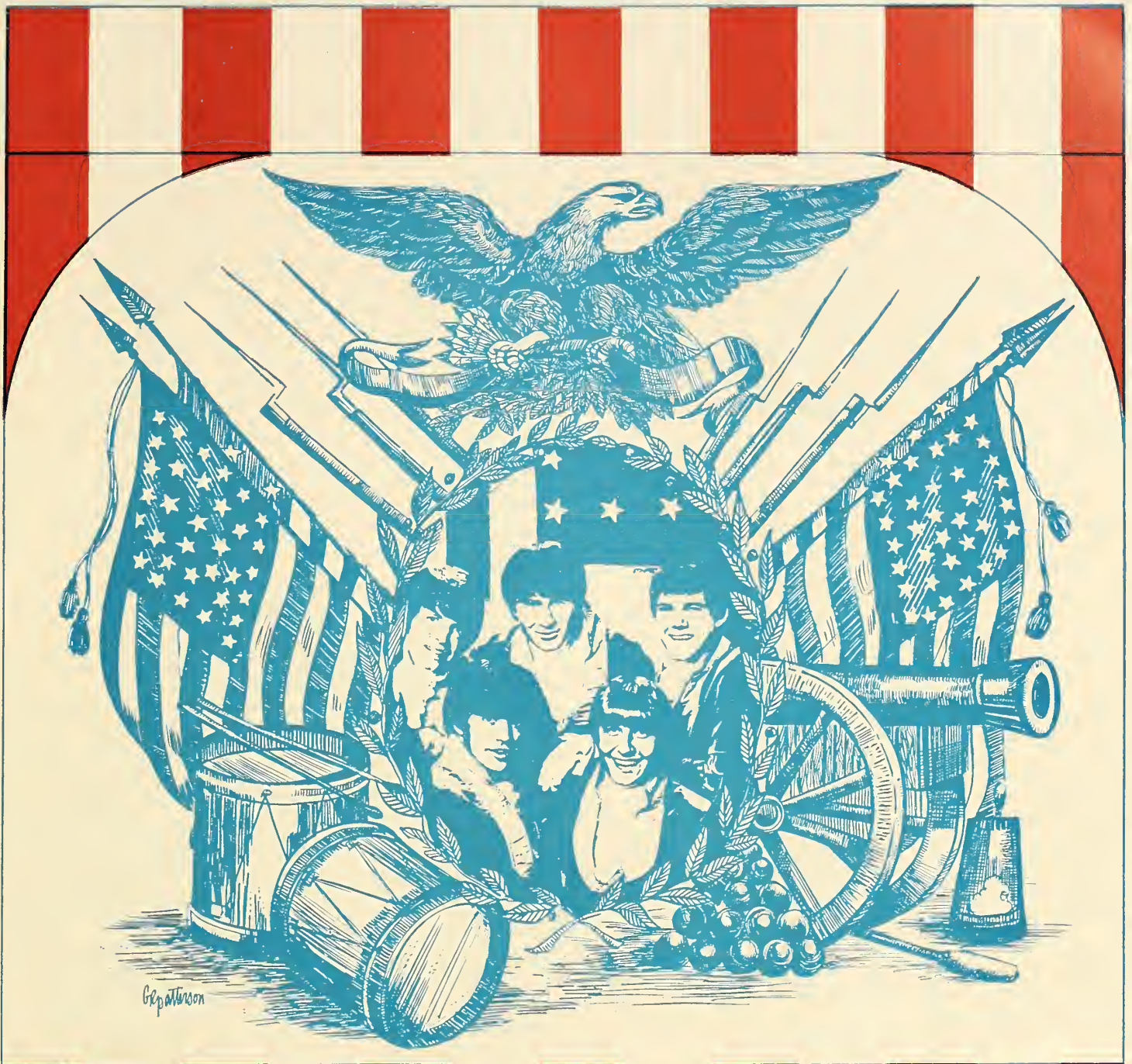
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(Continued from page 122)

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Rite Records Productions, Inc.
3930 Spring Grove Ave.
Cincinnati 23, Ohio

Rockhill Recording
18 East 50th St.
New York, N. Y.

(Continued on page 128)

**SO WHAT'S
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Birmingham, Ala.

Victory Record Service
1028 N. 1st. Ave.
Birmingham, Ala.—Joe Vetrano

Dixie Record Service
700 North Conception St.
P.O. Box 1192
Mobile, Ala.
Floyd E. Hall—Ed Farver

Reliable Records
1018 Christopher Ave.
Gadsden, Ala.—C. R. O'Neal

M&F Record Suppliers
4008 Dophin Island Parkway
Birmingham, Ala.—Fred Filippone

Music City
567 Houston St.
Mobile, Ala.—Albert Pardo

ARIZONA

•Arizona Sundries Co.
2949 N. 30th Ave.
Phoenix, Ariz. 85017—
George Souvall

•Associated Distributors
2350 W. Comelback Rd.
Phoenix, Ariz. 85015—
Leonard Singer

•Record Service, Inc.
3036 N. 30th
Phoenix, Ariz.—Jack Sharpe

ARKANSAS

•Siebert's News Agency
6301 Forbing Road
Box 4375 Asher Station
Little Rock, Ark.—Sieg Siebert

CALIFORNIA

•Rapid Merchandising Co.
1802 American St.
Anaheim, Calif.—Herbert Sondel

Pic-A-Tune
P.O. Box 8004
Emeryville, Calif. 94608—
John Edgerton

•Western One Stop
1461 Pork Ave.
Emeryville, Calif.

•Record Service Co.
116 Goodman St.
Bakersfield, Calif.—Sam Castro-Vinci

•M&M Records
295 N. Hartz Ave.
Danville, Calif.—Gordon C. George

Western News Supply
461 North Weber
Fresno, Calif.—Bob Tenscher

Mel-Q-Disc Record Co.
16228 South Boll St.
Gardena, Calif.—Charles Burk

•Bertel Distributing Co.
5414 West Washington Blvd.
Los Angeles, Calif. 90016—
Herb Siegel

Julian Brown Enterprise
9106 S. Western Ave.
Los Angeles, Calif.
Lorin Wilson—Lloyd Thompson

•Cal Raks, Inc.
1499 West Washington Blvd.
Los Angeles, Calif. 9007—
George Hortstone—Ben Bortel

•California Record Rack
2933 W. Pico Blvd.
Los Angeles, Calif.—Sam Ricklin

•Laurel Record Sales
1845 South Orchard
Los Angeles, Calif.—Morty Gobler

•Leader Sales
3416 West Pico Blvd.
Los Angeles, Calif. 90019—
Len Silver

M&M Record Distributors
7070 Waring Ave.
Hollywood, Calif.
Donville, Calif.—Milt Levine

•Merchandise Promotions of America
1348 Venice Boulevard
Los Angeles, Calif.—Mildred Miller

•Music City Records Racks Inc.
10711 Venice Blvd.
Culver City, Calif.
Los Angeles 27, Calif.
Glen C. Becker—Stuart Burnat

•New Deal Record Rock Service
3660 W. Pico Blvd.
Los Angeles, Calif.—Richard Susser

•Record Rack Service, Inc.
5873 Rodeo Road
Los Angeles 29, Calif.—Ed Mason

•Record Service
911 East 59th St.
Los Angeles, Calif.—Larry Nunes

Canterbury Records
805 East Colorado
Pasadena, Calif.

Central Valley Record Stocks
Alhambra Jay Bldg. Suite #70
Sacramento, Calif. 95816—
Russell Solomon

•Pic-A-Tune
2147 Borstow St. Bldg. B
Sacramento, Calif. 95815—
John LeCompte

•Tip Top Music Co.
1224 North "B" St.
Sacramento, Calif.—Bob Ferrero

•Record Rack Service
1340 E. St.
San Diego, Calif.

•Record Service Co.
3736 University
San Diego, Calif.—Bob Jones

•Colectron, Inc.
33 Cough St.
San Francisco, Calif.—Merritt B. Kirk

•Nor Cal
233 Utah Ave.
So. San Francisco, Calif. 94080—
Lee Hortstone, Don Ayers

Rapid Merch. Co.
640 Army St.
San Francisco, Calif.

Record Supply Dist.
154 S. Van Ness Ave.
San Francisco, Calif.

•Tip Top Music Co. Inc.
900 Minnesota St.
San Francisco, Calif.—Monroe Goodma
(Continued on page 130)

RECORDING STUDIOS

(Continued)
Roi Recording
821-19th Avenues
Nashville, Tenn.

Ronson Recording
1521 Texas Ave.
Lubbock, Texas

Rossi Ent.
2005 W. 8th St.
Brooklyn 23, N.Y.

Sombo Sound Studio
9912 Taylorsville Road
Louisville, Kentucky 40299

Sanders Rec. Studios, Inc.
167 West 48th St.
New York, N. Y.

Sara Sound Studios
123 Water St.
Sauk City, Wisc.

Seely John Associates
1717 N. Highland
Los Angeles, Calif.

Sheldon Recording Studios
1725 N. Wells
Chicago, Ill.

Shelley Products
220 Broadway
Huntington Station, L. I., N. Y.

Fletcher Smith Studios
259 S.W. 21st Terrace
Ft. Lauderdale, Fla.

Sonic Arts
333 N. Michigan
Chicago, Ill.

Sonico Recording Studios
319 7th Ave.
Nashville, Tenn.

Sound City
1705 West Seventh St.
Ft. Worth, Texas 76102

Sound Makers
6 W. 57th St.
New York, N. Y.

Sound Studios
230 N. Michigan
Chicago, Ill.

Sound Unlimited
906 Lynn Drive
Valley Stream, New York

Soundings Recording Service
215 East 12th St.
New York, N. Y.

Spectra-Sound, Inc.
6110 Santa Monica Blvd.
Hollywood, California 90038

Star Production
398 Main St.
Orange, N. J.

Stark Records
628 South St.
Mount Airy, N. C.

Starday Sound Studios
Dickerson Rd.
Madison, Tenn.

Stea-Phillips
781 7th Ave.
New York, N. Y.

Stereo Masters
5538 Melrose
Los Angeles, Calif.

Stereo-Sonic
226 S. Wabash
Chicago, Ill.

Stereo Sound Studios
238 East 26th St.
New York, N. Y.

Studio & Artists
6087 Sunset Blvd.
Hollywood, Calif.

Studio Center
1721 B'way
N.Y.C.

Studio F
6021 W. Sunset
Los Angeles, Calif.

Studio 3 Inc.
146 East 57th St.
New York 22, N. Y.

Sumet Sound Studios
5652 Daniels Ave.
Dallas, Texas

Sunset Sound Recorders
6650 Sunset Blvd.
Los Angeles, Calif.

Swallow Studios
434 E. Main, Box 506
Ville Platte, La.

Talentmasters
126 West 42nd St.
New York, N. Y.—Erni Adono
Ter-Mar Recording Studios
2120 S. Michigan
Chicago 16, Ill.

Texas Sound Studios
506 W. Hildebrand Ave.
San Antonio 12, Texas

Titra Sound Corp.
1600 Broadway
New York, N. Y.

Todd Recording
1719 Westend Ave.
Nashville, Tenn.

Tommy Allsup
Box 6406, 5600 E. Country Rd.
Odessa, Texas

Topper Music
1587 Highland
Detroit, Mich.

Tower Sound Studios
1697 Broadway
New York, N. Y.

David Trimble
205 West 57th St
New York, N. Y.

True Tone Rec. Co.
160 West 73rd St.
Studio 4-F
New York, N. Y.

Ultimate Sound Recorders
7619 W. Sunset Blvd.
Hollywood, Calif.

United Recording Co. of Nevada
3143 Industrial Rd.
Los Vegas, Nev.

United Recording Corp.
6052 Sunset Blvd.
Hollywood, Calif.

United Rec. Labs, Inc.
681 Fifth Ave.
New York, N. Y.

Universal Recorders
6757 Hollywood Blvd.
Hollywood, Calif.

Universal Recording
46 E. Walton
Chicago, Ill.

Variety Sound Corporation
225 West 46th St.
New York 36, N.Y.

Vault Recording Studio
2525 West Ninth
Los Angeles, Calif. 9606

Virtue Recording Studio
1618 N. Broad St.
Phila., Pa.

Wally Heider Recording
6373 Selma Ave.
Hollywood, Calif.

WG Records
66 Elmwood Ave.
Holyoke, Mass. 01040

WTTW Recording Services
5400 North Saint Louis
Chicago, Ill.

Webb Recording
812 N. Dearborn
Chicago, Ill.

Wedge Recording
3308 Eastern Ave.
Baltimore, Md. 21224

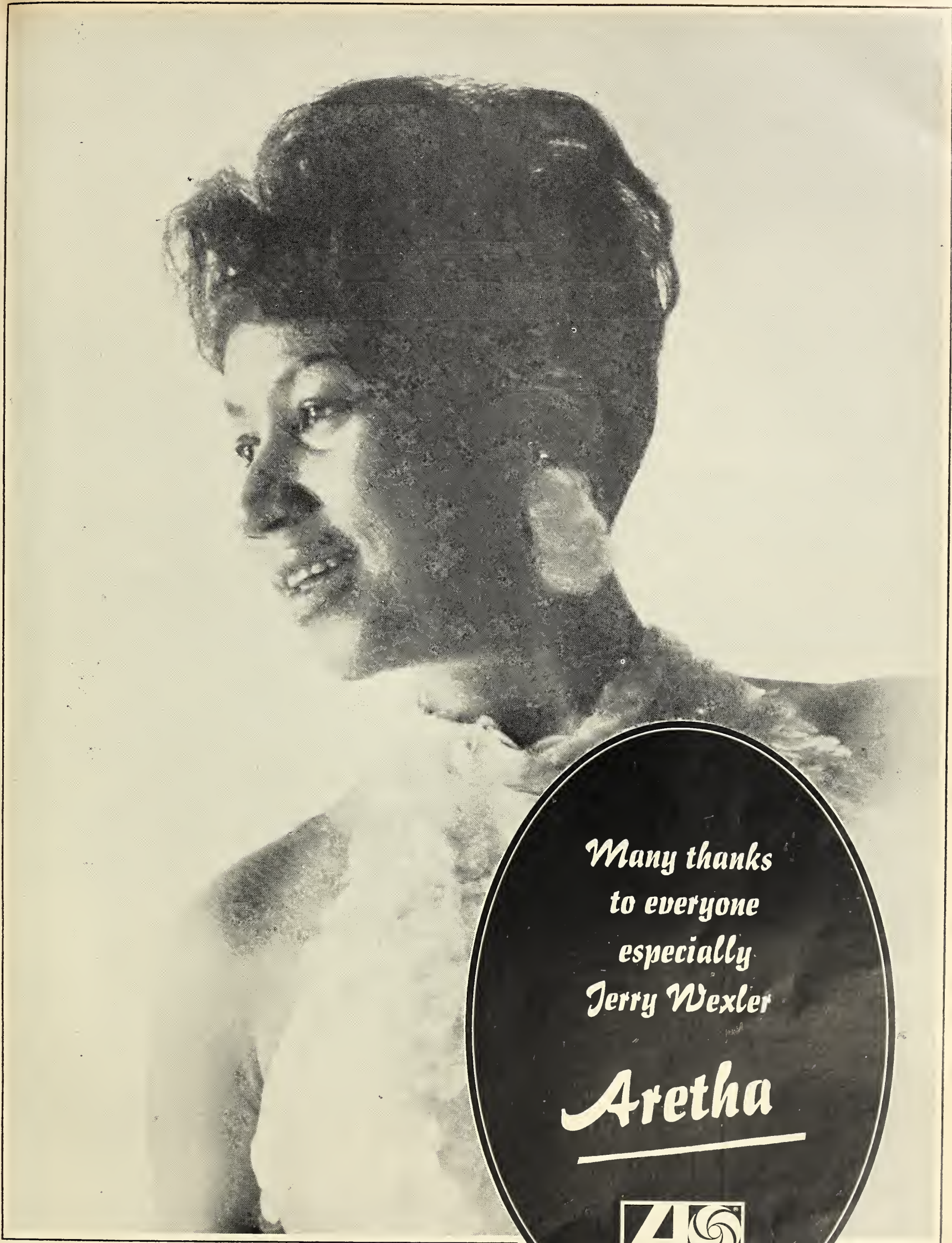
West Coast Sound
1721 N. Vermont
Los Angeles, Calif.

Western Recorders
6000 Sunset Blvd.
Hollywood, Calif.

Woodlond Sound Studio
1001 Woodland St.
Nashville, Tenn.

World Artists United
1595 Broadway
New York, N. Y.

World Pacific Studio
8175 W. 3rd
Los Angeles, Calif.



*Many thanks
to everyone
especially
Jerry Wexler*

Aretha



Personal Management:
TED WHITE
1721 Field Street
Detroit, Michigan 48214

RACK JOBBERS

• NARM Member

Western Tape Dist.
2160 Palou
San Francisco, Calif. 94124—
Mike Daniels

•Tip Top Music Co.
2855 Florence Ave.
San Jose, Calif.—Ed Hartman

•Barbary Coast
612 South Railroad Ave.
San Maeo, Calif.

COLORADO

Gorman Dist. Co.
1303 Harlan St.
Denver (Lakewood), Colo.
Jim Gorman

Le Mac Distribution Corp.
451 East 58th Ave.
Denver, Colo.—Lee Cantrell

•Mershaw Midwest
3990 Grape St.
Denver, Colo. 80207—Paul Marcus

J. L. Racks
77 Kalamath St.
Denver, Colo. 80223

Jay Record Co.
945 East Evans
Pueblo, Colo.—Herb & Max Martin

•Music Merchandisers Of
Denver
3825 Newport
Denver, Colo. 80207—
Bill Turner

Pan American Record Supply
77 Kalamath St.
Denver, Colo.

Tip Top Music Co.
817 Broadway
Denver, Colo.—Dale Williams

Western Merchants Wholesale
6265 E. Evans St.
Denver, Colo.—Robert Baker

CONNECTICUT

Music City Co.
959 State St.
Bridgeport, Conn.—Bill Bileca

Beacon Records
76½ Tolland St.
East Hartford, Conn.

•Park Record Dist.
275 Park Ave.
East Hartford, Conn. 06108—
Ed Stein

Trinity Records
477 Park Ave.
East Hartford, Conn.—Ed Di Nallo

Thompson Records, Inc.
Box 101
Quinebaug, Conn.

DELAWARE

Delaware News Agency
9th & Locust St.
Wilmington, Delaware—Stanley Borne

DISTRICT OF COLUMBIA

•District Records, Inc.
2146 24th Place NE
Washington, D.C.—Jay Jacobs—
James Schwartz

Richray Dists., Inc.
2400 17th St., N.W.
Washington 9, D.C.
D. Custer

Stacey Distributing Co.
1100 "F" Street N.W.
Washington, D.C.—Ed Fitch

FLORIDA

Rack Merchandising
413 Coral Drive
Cape Coral, Fla. 33904—
Frederick Benton

•Recordwagon
684 North Edgewood Ave.
Jacksonville, Fla. 32205—
Louis Rice

Budisco One Stop
280 N.W. 29th St.
Miami, Fla.

•Mershaw Dist.
8160 N.W. 36th Ave.
Miami, Fla.—Ed Chapman

•Gold State Record Dist.
4500 N.W. 36th Ave.
Miami, Fla.—Marvin Lieber, Allan Wol

Hicks News Agency
1316 N. Palm Ave.
Ocala, Fla.—Clarence Hicks

•Record Supply Co.
2634 Taft St.
Orlando, Fla.—R. Stultz

Orange News Co.
122 Canal St.
Tallahassee, Fla.

Tampa Records
P. O. Box 5524
Tampa, Fla. 33605—S. Delgado

D & M Post Cards & Records
5011 Georgia Ave.
West Palm Beach, Fla.—Don Ebbert

GEORGIA

All Purpose Service Co.
1456 Northside Drive N.W.
Atlanta 18, Ga.—Peter Paris

•Gate City Record Service
1231-D Collier Road N.W.
Atlanta, Ga. 30318—
Gerald Friedman & Ted Pousman

Sound Marketing, Inc.
1319 Spring St. NW
Atlanta, Ga.—Don Comstock

Budget Merchandising
207 Walker St. SW
Atlanta, Ga.

•L & F Record Service
720 14th St. N.W.
Atlanta, Ga. 30318—Jack Geldbart

Clarksville Record Sales
P.O. Box 198, Washington St.
Clarksville, Ga.—Peter Roseffy

Joe Head Prod.
P.O. Box 291
Mableton, Ga.—Joe Head

•Carmichael Enterprises
P.O. Box 388
Norcross, Ga. 30071

Southeast Record Sales
138 East 5th St.
Tifton, Ga.—Gus Statras

HAWAII

Music-Hawaii, Inc.
474 Ena Road
Honolulu 15, Hawaii

Rack Service Hawaii
1354-A Kapiolano Blvd.
Honolulu, Hawaii—Bill Shipman

ILLINOIS

•Ali Tapes Distributing
1400 S. Michigan Ave.
Chicago, Ill. 60605—
Kent Beauchamp, Ed Yalowitz

Brason Associates
512 S. Peoria
Chicago, Ill.—Dave Lande

•Car Tapes, Inc.
2017 S. Michigan Ave.
Chicago, Ill.—Harry Beckerman

Chicago Drug Co.
1335 W. Altgeld
Chicago 14, Ill.—Moe Handleman

Consolidated Record Sales
101 S. Cicero Ave.
Chicago 44, Ill.

•Hit Records
10614 S. MacKinaw
Chicago, Ill. 60617—Charles Stevens

•James H. Martin Co.
2419 S. Michigan Ave.
Chicago, Ill.—James H. Martin

•Mid-America Specialty Dist.
752 N. Milwaukee Ave.
Chicago, Ill.—Howard Rosen

•Musical Isle Record Corp.
1550 S. State St.
Chicago, Ill.—Victor Faraci

•New Deal Record Service
1414 S. Michigan Ave.
Chicago, Ill.—Irv Rothblatt

Randolph Enterprises
1130 E. Eldorado
Decatur, Ill.—Harvey Randolph

•Rak Sales
312 N. Water St.
Decatur, Ill.

•R & R Record Dist.
7059 W. Addison St.
Chicago, Ill.—Richard Sundling

•Tape Distributors of America, Inc.
1450 S. Michigan Ave.
Chicago, Ill.—Paul Glass, Lee Howard

Illinois News Service
507 N. Franklin
Peoria, Ill.

Paul Allen Rack Sales
111 Sun Valley Ct.
Peoria, Ill. 61614

•R&R Record Distributors
313 Franklin St.
Peoria, Ill.—Ronald Salpietro

The Record Bar
109 N. Glendale Ave.
Peoria, Ill.

INDIANA

Midwest Dist.
123 McKinnie
Fort Wayne, Indiana 46806

Associated Distributors, Inc.
210 South Meridian St.
Indianapolis, Ind.—L. E. Randle, Jr.

•Rak Sales, Inc.
2027 East Minnesota
Indianapolis, Ind.

Tri-State Dist.
933 Nuttman Ave.
Fort Wayne, Ind.
Indiana Merchandise Co.

IOWA

Iowa News
115 7th St. S.E.
Cedar Rapids, Iowa—Stanley Seidler

Mid-State Dist.
1501 First Ave. S.E.
Cedar Rapids, Iowa—Bob Pockrandt

•Major Record Corp.
1212 Grand Ave.
Des Moines, Iowa 50309—
Jack Silverman

Mars Sales Corp.
1630 Locust St.
Des Moines, Iowa—Jack Mishler

•Quality Record Service Co.
1234 Harding Road
Des Moines 14, Iowa
Ralph Anderson

KANSAS

•Rak Sales
609 Quincy St.
Topeka, Kansas

•Pioneer Dist. Co.
2955 S. Kansas
P.O. Box 517
Wichita, Kansas 66106—
Alvin M. Driscoll

KENTUCKY

A. J. Eyi Co.
Industry Road
Lexington, Ky.

Handleman Co.
1023 S. 21st St.
Louisville, Ky.

Joy Record Co.
P.O. Box 126
Midway, Ky. 40347—Bill Buster

Peyton's Inc.
716 W. Main St.
Louisville 2, Ky.

LOUISIANA

Top Rak Record Service
524 Lafayette St.
Gretna, La.

Record Rack Sales
P.O. Box 10386
Jefferson Parrish, La.

•Modern Record Service
P.O. Box 3727
Lafayette, La. 70501—George Berry

Hel-lo Record Co., Inc.
710 Aris Ave.
Metairie, La.—Vincent Lafoso

Record Rack Service
108 Frisco Ave.
Metairie, La.

•Modern Record Service
755 Central Ave.
New Orleans, La. 70121—Geo. Berry

MAINE

•The Boyd Corp.
84 W. Cove St.
Portland, Maine 04101—C. Roy Rice

Caron Co.
73 India St.
Portland, Maine—Jules Abramsor

Diamond Corp.
212 Anderson St.
Portland, Maine

•Portland Records
84 West Cove St.
Portland, Me. 04101—C. Roy Rice

MARYLAND

B & D Music
2342 E. Monument St.
Baltimore, Md.—Bill Gerhardt

•D&H Dist. Co. Inc.
2025 Worchester St.
Baltimore, Md.—
Julius Rainess, Lester Pyle

Jalen Amusement Co., Inc.
1215 South Howard St.
Baltimore, Md. 21230—J. Jones

Ellis Distributing Co.
5216 Fairlawn Ave.
Baltimore, Md.—Edgar Ellis

•New Deal Record Service
1601 Guilford Ave.
Baltimore, Md.—Ronnie Ballon

Stacey Distributing Co.
2275 Reiserstown Road
Baltimore, Md.—Ed Fitch

Interstate Record Distributors
116 North Potomac St.
Hagerstown, Md.—
Melvin & Richard Greenwald

Coronet Music
4724 Bonnie Brae Rd.
Pikesville, Md. 21208—Sam Anoff


MASSACHUSETTS

Boston Record Dist.
450 Harrison Ave.
Boston 18, Mass.

•Disco Inc.
141 Milk St.
Boston, Mass. 02109—Fred Traub

Boyd Corp.
33 Moulton St.
Cambridge 38, Mass.—James Boyd II

•Record Wholesalers of New Eng.
157 Washington St.
Dorchester, Mass. 02121—Fred Furfey
(Continued on page 132)

- 
- A black and white photograph of Wilson Pickett performing on stage. He is wearing a light-colored shirt and a dark vest, with his right arm raised and his left hand holding a microphone. He has a joyful expression with his eyes closed and a wide smile. The background is dark with some stage lights visible.
- *Land Of 1000 Dances*
 - *Mustang Sally*
 - *Everybody Needs Somebody To Love*
 - *I Found A Love*
 - *Soul Dance Number Three*

Thanks for a great year...

Wilson Pickett



Personal Management:
JAMES EVANS
200 West 57th Street
New York, N.Y. (CO. 5-3553)

RACK JOBBERS

•NARM MEMBER

Temple Sales
4 Gordon St.
Jamaica Plain, Mass.—Myer Tannenba

•Somerset Corp.
203 Plymouth Ave.
Fall River, Mass. 02722—
Louis Freedman

U. S. Records
185 Riverside Ave.
Somerset, Mass.—Dan Gittleman

•Recordwagon Inc.
30 Nashua St.
Woburn, Mass. 01801—Cecil H. Steen

Alan Sales Co.
45 Stoughton Ave.
Webster, Mass. 01570—John Stularczy

Thompson Record Dist. Co.
Perryville Road
Webster, Mass.—H. Hammond

MICHIGAN

Cornell Records
13380 Capital Ave.
Oak Park, (Detroit), Mich.

•Consolidated One Stop, Inc.
13254 Linwood
Detroit, Mich. 48238—
Charles Gray, Thomas Mutter

Handleman Co.
670 E. Woodbridge
Detroit 26, Mich.
David Handleman—David Strome

Ludington News
1600 E. Grand Boulevard
Detroit, Mich.—Joe Sandifer

•New Deal Record Service
15329 Livernois Ave.
Detroit, Mich.—Dave Lasher

•Monroe Dist. Co.
2431 Clyde Park S.W.
Grand Rapids, Mich. 49509—
Herman Rubin

Keego Dist.
12866 Woodward Ave.
Highland Park, Mich.

•Canfield Supply
210 Mill St.
Lansing, Mich.—Robert R. Canfield

Handleman Co.
1307 Turner St.
Lansing, Mich.

McGregor News
212 W. Michigan
Mount Pleasant, Mich.

Publisher News
U. S. at Grand Beach
New Buffalo, Mich.

Cornell Records
13380 Capital Ave.
Oak Park (Detroit), Mich.—Harry Levin

MINNESOTA

Dasco, Inc.
410 12th Ave. N.
Minneapolis, Minn.—Ken McGowan

•Dart Records
730 Lyndale Ave. N.
Minneapolis, Minn.—Jack Taylor

•J. L. Marsh Co.
7600 Wayzata Blvd.
Minneapolis, Minn. 55426—
Dan & Amos Heilicher

•Rapid Merchandising Co.
8175 Lewis Road
Minneapolis, Minn. 55427—
Noel Korengold

•Sam Sales, Inc.
321 Plymouth Ave. North
Minneapolis, Minn. 55411—
David Lieberman—Richard Moerbitz

MISSISSIPPI

Record Rak, Inc.
110 Rear Cedars of Lebanon Road
Jackson, Miss.—John Reeves

MISSOURI

Top Notch Record
1415 Bobolink Place
Brentwood 17, Mo.

•K. C. Rak Sales, Inc.
3230 Roanoke Road
Kansas City, Mo.

Kansas City News Dist.
4231 E. 75th Terrace
Kansas City, Mo. 64132

Reco Dist. Co.
4931 S. Benton
Kansas City, Mo.

Bootheel Music
203 S. Main St.
Kennett, Mo.—
Dick Hillburs, John McMullan

•Decatur Rak Sales
2721 Pine St.
St. Louis, Mo.
John Pohl

•Missouri Discs
1906 Washington Ave.
St. Louis, Mo.—
Robert & Norman Hausfater

•Rak Sales Inc.
2549 Sullivan Ave.
St. Louis, Mo. 63107—Ed Ockel

MONTANA

Playhouse Inc.
1015 Poplar
Helena, Montana—Ben Hopkins

NEVADA

Music City Racks Of Nevada
5409 Gypsy Ave.
Las Vegas, Nevada—Alex Fox

•Record Service Co.
3127 Industrial Rd.
Las Vegas, Nev.—Gene Hotchkins

Pic-A-Tune (Ranchito)
1524 Matley Lane
Reno, Nevada—D. Jones

NEW HAMPSHIRE

Sullivan News
9 Odd Fellows Ave.
Concord, N. H.

Verham News
75 Main St.
W. Lebanon, N. H.

NEW JERSEY

A. L. Fairbanks Co.
818 High St.
Burlington, N. J.
A. L. Fairbanks

Record Distributors
1050 Sherman Ave.
Elizabeth, N. J.—Frank Arace

Cleopatra Records Inc.
4 Mason Dr.
Hazlet, N.J. 07730

Metropolitan Supermarket Services
1601 W. Edgar Rd.
Linden, N.J.—Charlie McAllister

•National Merchandising Services
Stokes Road
Medford, New Jersey 08055—
Larry Coughan, Bill Brown

Market Merchandisers Inc.
14-20 Wharton St.
Newark, N.J.

Garden State Record Dist.
68 West Passaic St.
Rochelle Park, N.J. 07662—
Stanley M. Sterling

NEW MEXICO

•Mershaw
4115 Silver S.E.
Albuquerque, N.M. 87108—
Sandy Kahn

•Record Service Co.
828 San Mateo Blvd.
Albuquerque, New Mexico—
E. D. Shaffer

NEW YORK

•Mershaw Of America
100 Watervliet St.
Albany, N.Y.—12206—
Charles Schlang

•Almor Playtime Co. Inc.
P.O. Box 111
Amsterdam, N.Y.—Albert Hyman

All Record Dist.
35-05 Broadway
Astoria, L.I.C., N.Y.—Michael Lajacoma

Gemini
2364 Legion St.
Bellmore, N.Y. 11104—Norm Seeman

G&G Record Dist.
3 Bellevue Heights
Binghamton, New York 13905—
Ken Glassman

R.O.C. Record Co.
1309 E. L. Grant H'way
Bronx, N.Y. 10452—S. Sahler

B&R Record Dist.
1029 East 163rd St.
Bronx, N.Y.—Jack Baum

Kaco Ent.
2444 Throop Ave.
Bronx, N. Y.

Tiechner & Co.
70 Strong St.
Bronx 68, N. Y.

Akorn Housewares Corp.
502 Flushing Ave.
Brooklyn 5, N. Y.

Candy Stripe Records
674 Midwood St.
Brooklyn, N. Y. 11203—Bernard Kell

Fine Tone Audio Prod.
7111 20th Ave.
Brooklyn, New York—Stuart Mont

Met Richmond Record Sales
723 E. 81st St.
Brooklyn 36, N.Y.—David Last

Rack Profits
24 E. 52nd St.
Brooklyn, N. Y.—Sy Friedman

•Discerles Inc.
861 Washington St.
Buffalo, N.Y. 14203—Carl Glazer

Transcontinent Record Sales
961 Main St.
Buffalo, N. Y.—
Leonard Silver, Steve Brodle

National Bag-O-Tunes, Inc.
224-09 Linden Blvd.
Cambria Heights 11, N. Y.

Tak-A-Toy Inc.
102-05 Northern Blvd.
Corona, N. Y.—Jack Israel

Bocar Sales
124 W. 10th St.
Deer Park, L. I., N. Y.
William Bernstein

Guy Barry Ent.
13 Wesley Drive
East Rockaway, N.Y.

Service Housewares
102 4th Ave.
Garden City Park, L. I., N. Y.

American Album & Tape
850 7th Ave.
New York, New York 10019—
David King

•Steadman
200 So. 14th Ave.
Mt. Vernon, New York 10550—
Lenny Book, Sam Weiss

Arovax Record Corp.
620 West 51st St.
New York City, New York—
Marty Schesinger

Arrow Record Services
P.O. Box 316 Times Sq. Sta.
New York, N. Y. 10036—George Kurtz

Eastern Record Sales & Dist. Inc.
751 Tenth Ave.
New York 19, N. Y.

Independent Record Promotions
259 W. 18th St.
New York, N. Y. 10011—Larry Guttentag

•Interstate Record Dist.
1290 Ave. of Americas
New York, N.Y. 10019—Manny Wells

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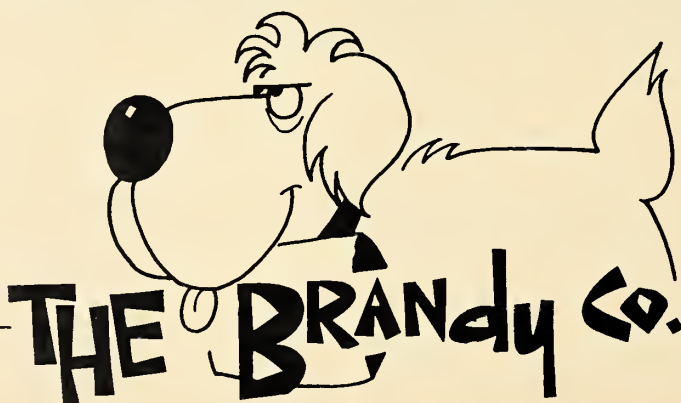
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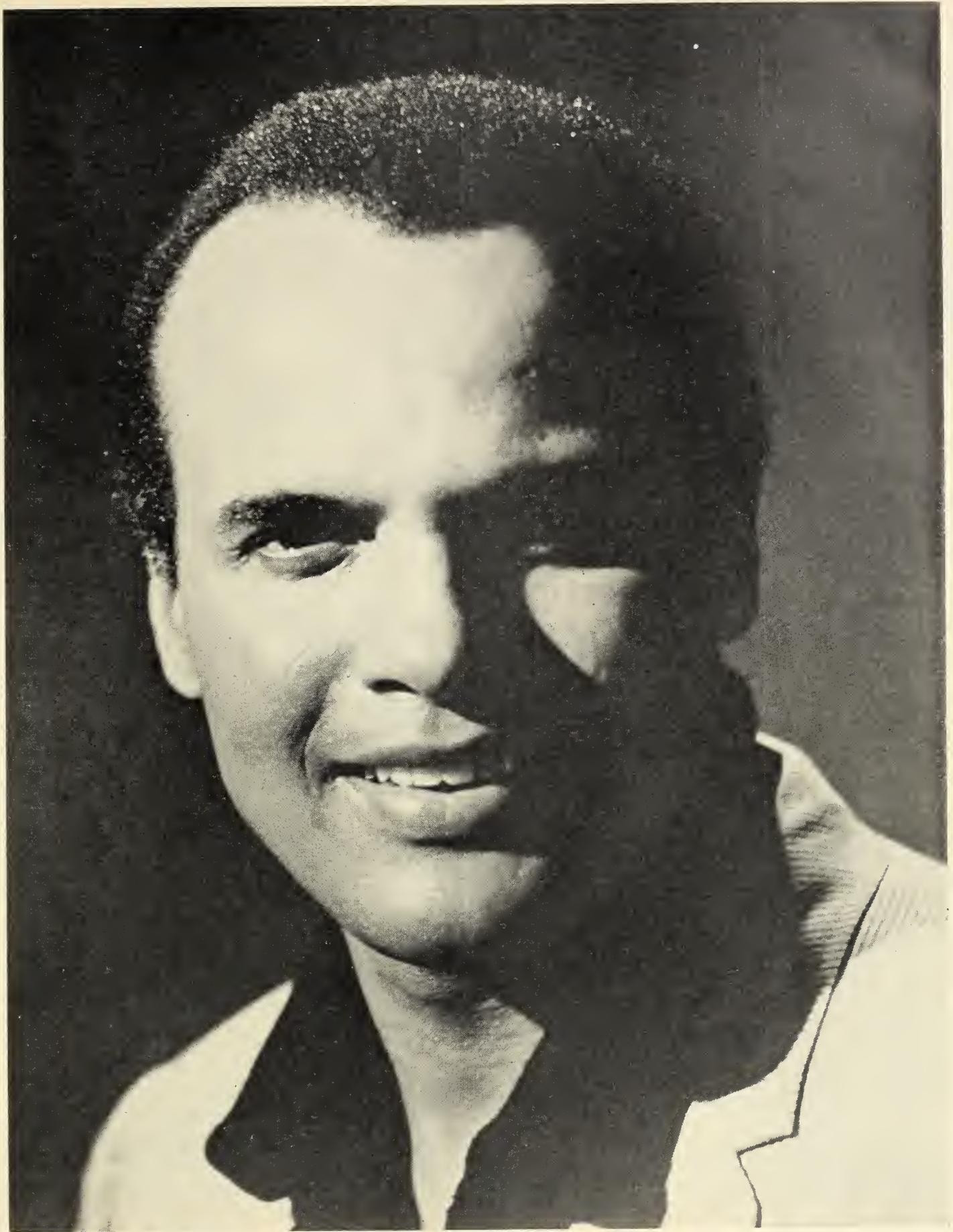
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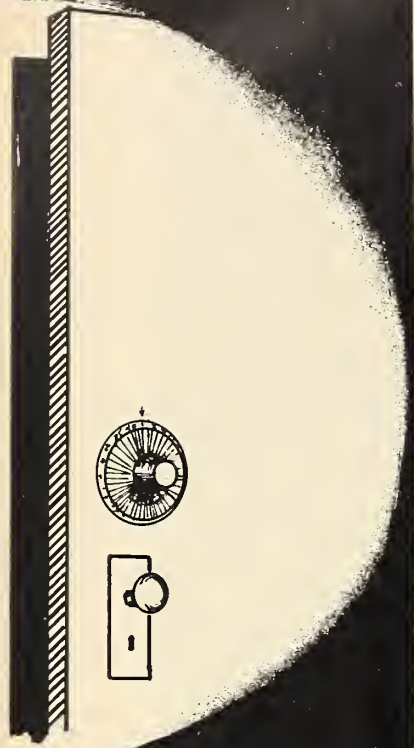
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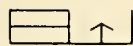
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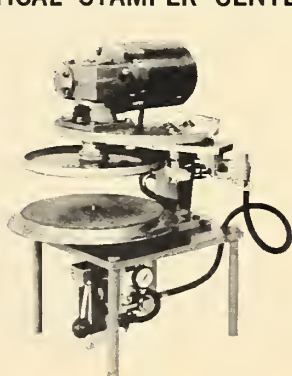
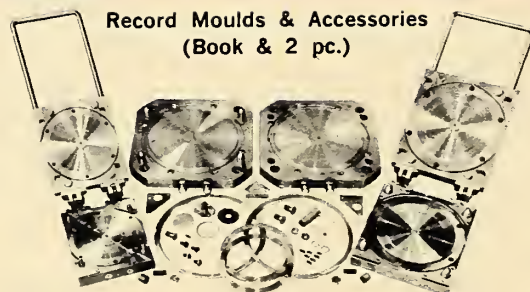
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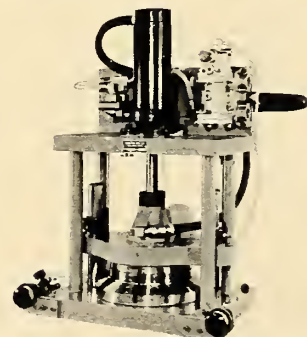
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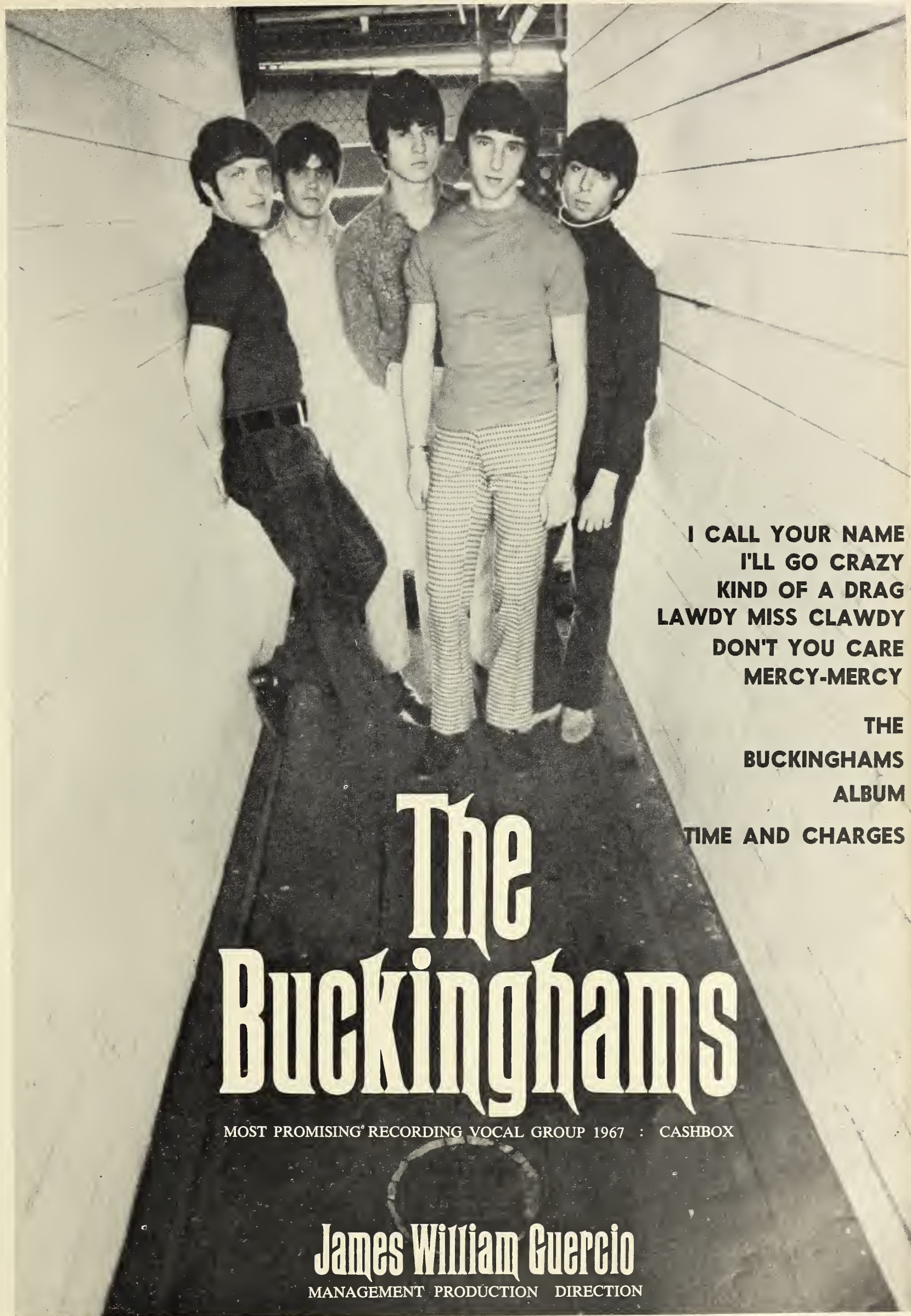
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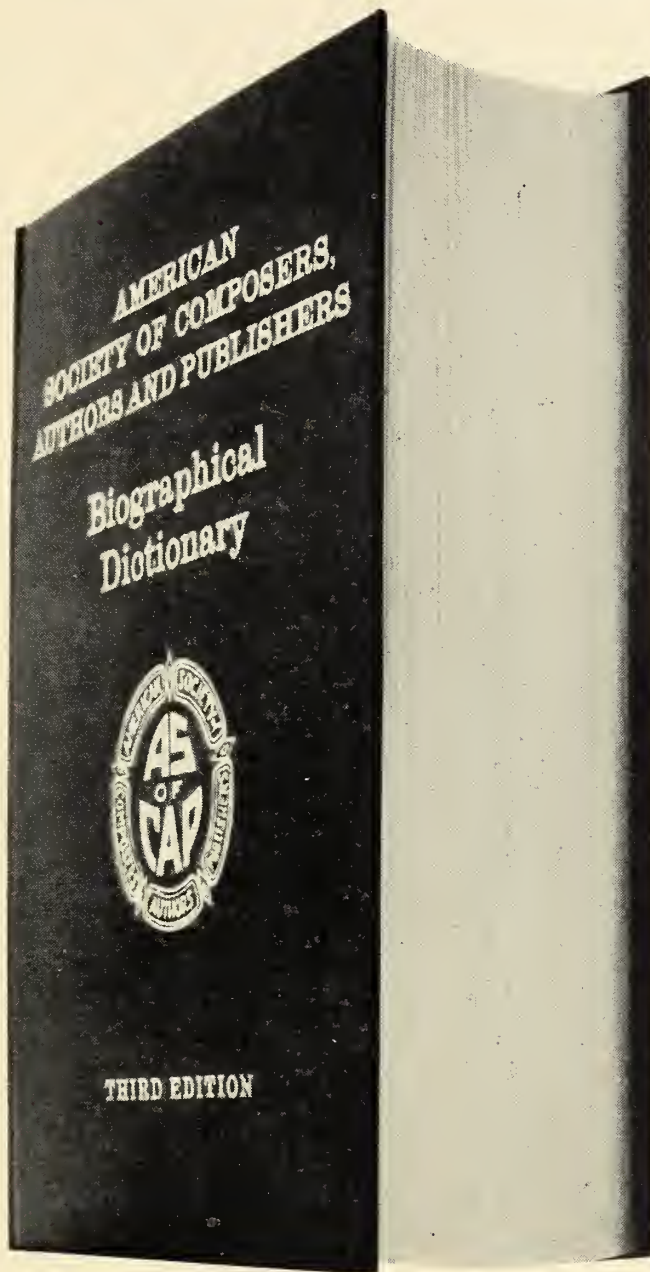
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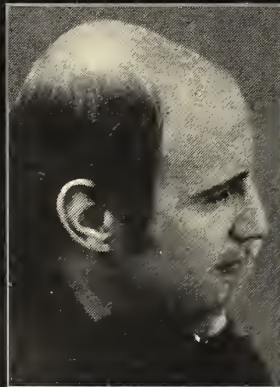
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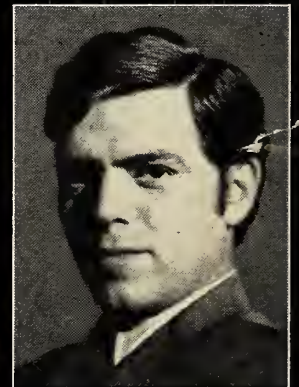
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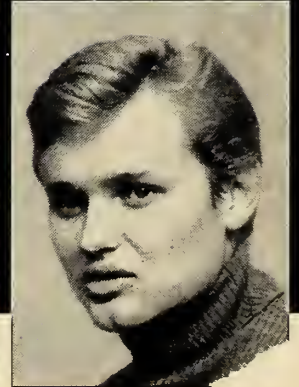
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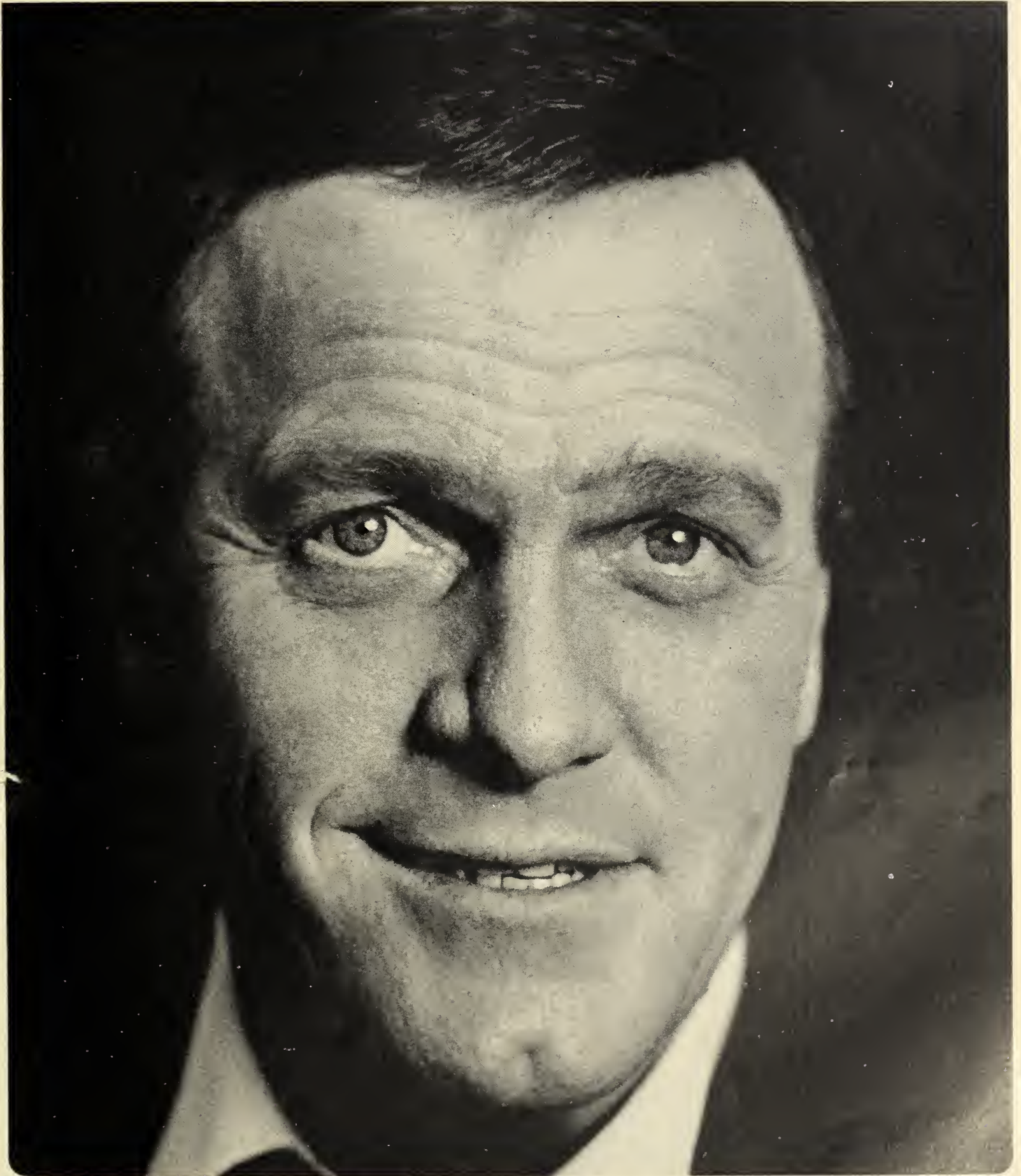
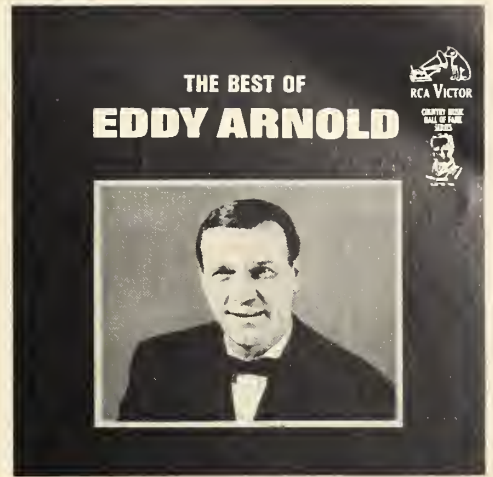
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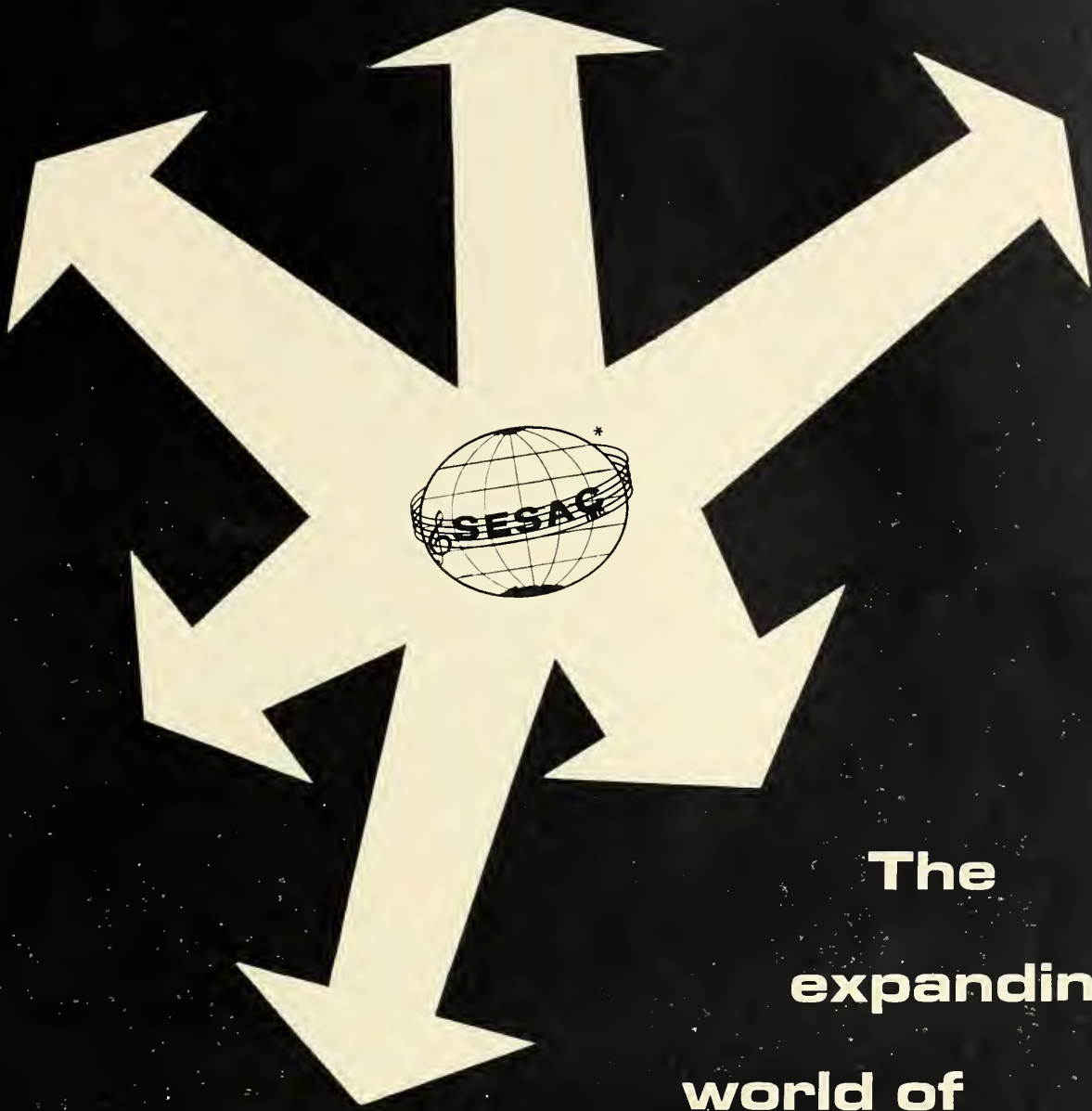
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- 2 ALBUM OF THE YEAR (Awards to the Artist and A & R Producer) SINATRA: A MAN & HIS MUSIC—Frank Sinatra—A & R Producer: Sonny Burke (REPRISE)
- 3 SONG OF THE YEAR (This is a Songwriters' Award) MICHELLE—Songwriters: John Lennon, Paul McCartney (CAPITOL)
- 4 BEST INSTRUMENTAL THEME (This is a Composer's Award) BATMAN THEME—Composer: Neal Hefti (RCA)
- 5 BEST VOCAL PERFORMANCE—FEMALE—IF HE WALKED INTO MY LIFE (Single)—Eydie Gorme (COLUMBIA)
- 6 BEST VOCAL PERFORMANCE—MALE—STRANGERS IN THE NIGHT (Single)—Frank Sinatra (REPRISE)
- 7 BEST INSTRUMENTAL PERFORMANCE (OTHER THAN JAZZ)—WHAT NOW MY LOVE—Herb Alpert & the Tijuana Brass (A & M)
- 8 BEST PERFORMANCE BY A VOCAL GROUP—A MAN AND A WOMAN—Anita Kerr Singers (WB)
- 9 BEST PERFORMANCE BY A CHORUS—SOMEWHERE MY LOVE (Lara's Theme from "Dr. Zhivago")—Ray Conniff & Singers (COL)
- 10 BEST ORIGINAL SCORE WRITTEN FOR A MOTION PICTURE OR TELEVISION SHOW (This is a Composer's Award) DR. ZHIVAGO—Composer: Maurice Jarre (MGM)
- 11 BEST SCORE FROM AN ORIGINAL CAST SHOW ALBUM (This is a Composer's Award; plaque to the A & R producer; MAME (Original Cast)—Composer: Jerry Herman—A & R Producer: Goddard Lieberson (COL)
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- 17 BEST ORIGINAL JAZZ COMPOSITION (This is a Composer's Award) IN THE BEGINNING GOD—Composer: Duke Ellington (RCA)
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- 32 BEST ENGINEERED RECORDING—NON-CLASSICAL (This is an Engineer's Award) STRANGERS IN THE NIGHT (Frank Sinatra)—Engineer: Eddie Brackett (REPRISE)
- 33 BEST ENGINEERED RECORDING—CLASSICAL (This is an Engineer's Award) WAGNER LOHENGRIN—Leinsdorf cond. Boston Symphony, Pro Musica Chorus & Soloists—Engineer: Anthony Salvatore (RCA)
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- 35 BEST ALBUM COVER, GRAPHIC ARTS (Award to the Art Director & Graphic Artist) REVOLVER—The Beatles—Graphic Artist: Klaus Voorman (CAP)
- 36 ALBUM OF THE YEAR (Awards to Artist and A & R Producer) IVES: SYMPHONY NO. 1 IN D MINOR—Morton Gould cond. Chicago Symphony Orchestra—A & R Producer: Howard Scott (RCA)
- 37 BEST PERFORMANCE—ORCHESTRA—MAHLER: SYMPHONY NO. 6 IN A MINOR—Erich Leinsdorf cond. Boston Symphony Orchestra (RCA)
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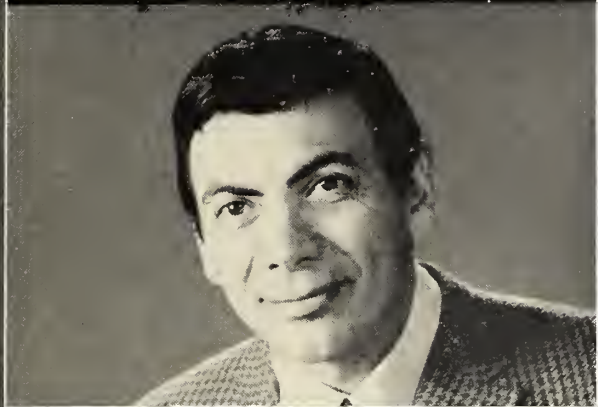
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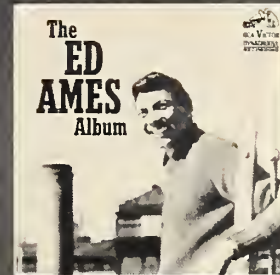
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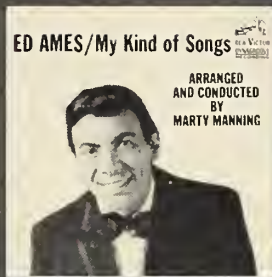
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| SATURDAY | SATURDAY | SATURDAY | SATURDAY | SATURDAY | SATURDAY | SATURDAY |
| | | | | 1 "A LOVER'S CONCERTO" | 2 "RAG DOLL" | 3 "CAN'T TAKE MY EYES OFF YOU" |
| 4 "C'MON MARIANNE" | 5 "SOCK IT TO ME!" | 6 "CALIFORNIA NIGHTS" | 7 "DAWN" (Go Away) | 8 "THE SUN AIN'T GONNA SHINE ANYMORE" | 9 "CONCRETE AND CLAY" | 10 "JENNY TAKE A RIDE" |
| 11 "LET'S HANG ON" | 12 "NAVY BLUE" | 13 "WORKIN' MY WAY BACK TO YOU" | 14 "SILENCE IS GOLDEN" | 15 "SUMMER AND SANDY" | 16 "TELL IT TO THE RAIN" | 17 "RONNIE" |
| 18 Remind my wife that today is Father's Day! | 19 Phillip's birthday! | 20 "WALKIN' MY CAT NAMED DOG" | 21 "OPUS 17" | 22 "SAVE IT FOR ME" | 23 "BEGGIN'" | 24 "GOODBYE GIRL" |
| 25 | 26 Betty's birthday! | 27 "I'M GONNA CHANGE" | 28 "BYE BYE BABY" | 29 | 30 4 day weekend | |



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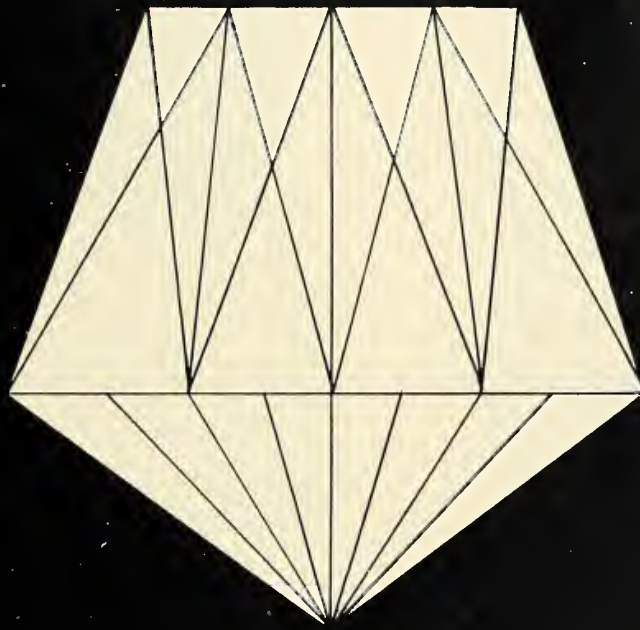
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Morgan-Shelley 226 Capitol Blvd., Nashville, Tenn.
Morkane 3906 Mary Ellen, Studio City, Calif.
Morning Sun 608 Fifth, N.Y.C.
Morro 1733 Broadway, N.Y.C.
Morton 565 Fifth, N.Y.C.
Moss Rose 806-16th. Ave. So., Nashville, Tenn.
Mother Bertha 440 E. 62nd, N.Y.C.
Motion 1631 Broadway, N.Y.C.
Mount Royal 1549 N. Vine, Hollywood
Mount Rushmore 1607 N. El Centro, Hollywood
Mountain City Dome Building, Chattanooga, Tenn.
Mountain 1595 Crossroads of World, Hollywood
Mr. Wigzles 1823 Hull St., Richmond, Va.
Mundial 6710 Nording St. Houston, Texas
Munson 2 W. 45th., N.Y.C.
Muse 1256 So. Orange, Glendale, Cal.
Music Development 101 W. 55th., N.Y.C.
Music International 1619 Broadway, N.Y.C.
Music Maestro's 1674 Broadway, N.Y.C.
Music Mill 5890 Hollywood Blvd., Hollywood
Music Row 117 West 46 St. N.Y.C.
Music of Today 119 W. 57th., N.Y.C.
Music Products 1501 Broadway, N.Y.C.

Music World 6087 Sunset, Hollywood
Musicians 6087 Sunset, Hollywood
Musictime U.S.A. 9 Rockefeller Plaza, N.Y.C.
Musoonic 458 Cornish Dr., Nashville, Tenn.
Myo 2307 Edison, Detroit, Mich.

N

Nagy 785 West End Ave., N.Y.C.
Najac 1631 Broadway, N.Y.C.
Najo 5840 Second Blvd., Detroit, Mich.
Nam 511 Fifth Ave., N.Y.C.
Nancoz 1270 Sixth, N.Y.C.
Narwood 40 E. 49th., N.Y.C.
Nash-Beau 888 Pearl St., Beaumont, Texas
Nasta 8497 Sunset, Hollywood
Natchez Trace 2911 Harlin Dr., Nashville, Tenn.
Nathan 1650 Broadway, N.Y.C.
Navajo 1800 N. Argyle, Hollywood
Navarre 1721 Broadway, N.Y.C.
Near North 35 East Wacker Dr., Chicago
Neenah Nemasha 916 Kearny St., San Francisco, Cal.
Neil 9165 Sunset Boulevard, Los Angeles, Cal. 90069 (see Purple Bottle)
Herbert Nelson 250 W. 57th., N.Y.C.
Nestor 156 W. 44th., N.Y.C.
New Approach 40 W. 55, N.Y.C.
New Chamber 461 Sixth Ave., N.Y.C.
New Christy 1614 N. Argyle, Hollywood
New Colony 630 Walden Rd., Winnetka, Ill.
New Lyric 46 East Superior St., Chicago
New Era 322 W. 48th., N.Y.C.
New Hope 150 W. 58th., N.Y.C.
New Keys Box 507, Nashville, Tenn.
New Ventures 390 W. 57th., N.Y.C.
New Wave 1619 B'way, N.Y.C.
Bob Newhart 79 W. Monroe, Chicago
Newmark 1639 Broadway, N.Y.C.
Newroads 119 W. 57th., N.Y.C.
Niagara 320 W. 55, N.Y.C.
Nibs 1639 Broadway, N.Y.C.
Tom Neilsen 1416 N. New Hampshire
Nicolet 328 East 58th St. N.Y.C.
Ninny 205 W. 84th., N.Y.C.
Nite-Life 2090 Seventh, N.Y.C.
Nobil 150 W. 58th., N.Y.C.
Nocturne 1674 Broadway, N.Y.C.
Nola Box 52287, New Orleans, La.
Nole 720 N. Michigan, Chicago
Nom c/o Patricia Music, 1631 Broadway, N.Y.C.
Noma 1619 Broadway, N.Y.C.
Non-Stop 19 East 76th St., N.Y.C.
Nor Va Jak Music, Inc., 1313 W. Seventh, Clovis, N.M., and 50 West 57th St., N.Y.C.
Norad 3510 Hampton, Nashville, Tenn.
Norbay 185 Wabash, Chicago
Nor-Cliff 521 Fifth, N.Y.C.
Norlan 9 E. 40th., N.Y.C.
Norles 1501 Broadway, N.Y.C.
Norman 1353 N. Highland, Hollywood
Norman-Leonard 442 W. 57th., N.Y.C.
North Star 1936 University, St. Paul, Minn.
Northeastern 1650 Broadway, N.Y.C.
Nosruc 140 E. 7th., N.Y.C.
Nottingham 6381 Hollywood Blvd., Hollywood
Novel 419 Boylston St., Boston, Mass.
Nu-Dey Musical 17823 Collins, Encino, Cal.
Nubia 616 Exchange Building, Nashville
Nuca 1697 B'way, N.Y.C.
Nugget 1414 Commerce Title Bldg., Memphis, Tenn.
Numart 6757 Hollywood Blvd., Hollywood
Nu-Star 298 Brown, Nashville, Tenn.
Nu-Way 1650 Broadway, N.Y.C.

O

Oak Route #2, Box 60, Elm City, N.C.
Oakcrest 1126 Jeanette St., Abilene, Texas
Oakhurst 366 No. Camden Dr., Beverly Hills, Cal.
Oakwood 2809 West Linden Ave., Nashville, Tenn.
Obie 1650 Broadway, N.Y.C.
Obyte 175 Fifth, N.Y.C.
Oceanic 58 W. 48th., N.Y.C.
Odeon 200 W. 57th., N.Y.C.
Odile 1607 No. El Centro, Hollywood, Cal.
Off Beat 146 Seventh Ave., Nashville, Tenn.
Ogram 247 West 72nd. St., N.Y.C.
Okra 35 W. 53, N.Y.C.
Okun P.O. Box 2605, Hollywood, Cal.
Olbert 1650 Broadway, N.Y.C.
Old Beachcomber 6639 San Vicente, Compton, Cal.
Old Judge 1458 Getwell, Memphis, Tenn.
Old Lyne 101 W. 55th., N.Y.C.
Oleto (see Blue Bird)
Sy Oliver 400 Madison, N.Y.C.
Olowola 664 West 163rd St., N.Y.C.
Olrap 728 Camp St., New Orleans, La. 70130
Otto Norman Olsen 1239 Gordon, Hollywood, Cal.
Omanid 1952 South Muskego, Milwaukee, Wis.
Omni 817 16th Ave. Sq., Nashville
Omnibus 50 W. 8th., N.Y.C.
One O'Clock 225 W. 57th., N.Y.C.
One, Two, Three 128 Thompson, N.Y.C.
One-Way 1206 Sudekum Bldg., Nashville, Tenn.
Onko 6612 N. Lightfoot, Chicago, Ill.
Opal 6308 Sunset Blvd., Los Angeles, Cal.
Open Road P.O. Box 128, Madison, Tenn.
Optimist 13325 Victory Blvd., Van Nuys, Cal.
Opus 200 W. 57th., N.Y.C.
Orange 18 E. 50th., N.Y.C.
Orbey 3044 Winnemac Ave., Norridge, Ill.
Orbit 4014 W. Olympic, L.A., Cal.
Orchard Box 408, G.P.O., N.Y.C.
Ordell 1619 Broadway, N.Y.C.
Origitunes 10333 East Beach, Bellflower, Cal.
Original 1721 Broadway, N.Y.C.
Orjae 6514 So. San Pedro St., L.A., Cal.
Orman 1258 Gordon St., Hollywood, Cal.
Orpheus 2 S. Clarks, N.Y.C.
Orquidia 928 Orme, Los Angeles, Cal.
Ortega 9034 Sunset Blvd., Los Angeles, Cal.
Orvin 534 W. 150th., N.Y.C.
Osborne 2076 Union Ave., Memphis, Tenn.
Oscar 745 Fifth, N.Y.C.
Othello 365 West 20th., N.Y.C.
Johnny Otis 1631 Broadway, N.Y.C.
Outpost 6277 Selma Avenue, Hollywood, Cal.
Oval 15 Central Park West, N.Y.C.
Ovation 2019 St. Charles, New Orleans
Overland 2 West 45th St., N.Y.C.
Overtone 119-33 147th., Jamaica, L.I., N.Y.
Overture 428 Gretna Green, Los Angeles, Cal.
Owaisa 14536 Roscoe, Panorama City, Cal.
Owen P.O. Box 842, Bakersfield, Cal.
Don Owens 219 Adams, Memphis, Tenn.
Owl Music 32 West Randolph St., Chicago, Ill.
Ozy 137 W. 52, N.Y.C.

P

P & M 48 W. 53rd. St., N.Y.C.
P-G 4648 S. Cottage Grove, Chicago, Ill.
P.N.P. 1695 Broadway, N.Y.C.
P.P.X. 1650 Broadway, N.Y.C.
Paberne 756 7th. Ave., N.Y.C.
Pace 117 W. 48, N.Y.C.
Pacemaker 1780 Broadway, N.Y.C.
Pacific Coast P.O. Box 38631, Hollywood, Cal.
Pacific-International 16427 Harvard, Gardena, Cal.
Padre 407 West 40th., St., N.Y.C.
Padua 5004 Melrose Ave., Hollywood, Cal.
Page 523 W. 6th., Los Angeles, Cal.
Paget Time & Life Bldg., N.Y.C.
Pagoda 6035 Le Doux Rd., Los Angeles, Cal.
Painted 666 Fifth, N.Y.C.
Pal 928 Western, Broad & Chestnut, Phila., Pa.
Palisades 11 West 60th St., N.Y.C.
Palladium 6229 Sunset, Hollywood, Cal.
Tommy Palm 85 Second, Brooklyn, N.Y.
Palmer 5101 Matilija, Sherman Oaks, Cal.
Palmina 1703 Jackson St., Phila., Pa.
Palmina N.W. Cor. 8th & Fitzwater Sts., Phila., Pa.
Pam 1650 Broadway, N.Y.C.
Pamasons 6022 Bay Parkway, Brooklyn, N.Y.
Pamco 1330 Ave. of Americas, N.Y.C.
Pamela 588 Alston, Memphis, Tenn.
Pamlee 1323 S. Michigan, Chicago, Ill.
Pamper 119 Two Mile Pike, P.O. Box 96, Goodlettsville, Tenn.
Pan 242 N. Canon Drive, Beverly Hills, Cal.
Pandora (See Lois)
Panfa 1757 N. Serrano, Hollywood, Cal.
Pan-World 1543 S. Canfield Dr., Los Angeles, Cal.
Papaleo 1639 Broadway, N.Y.C.
Paper 8462 Sunset Blvd., Los Angeles
Parade 120 South Valley, Burbank, Cal.
Param 1501 B'way, N.Y.C.
Parasol 3011 Beach 40th B'klyn., N.Y.
Park 351 East 58th., N.Y.C.
Barry Parker 1710 Ave., Brooklyn, N.Y.
Charlie Parker 8 East 48th., N.Y.C.
Johnny Parker 15 W. 84th., N.Y.C.
Park-Lane 2043 Wellington, Westbury, N.Y.
Gene Parson 7023 Oxford, Oaklawn, Ill.
Partita 1780 Broadway, N.Y.C.
Pasadena 148 N. Pasadena, Pasadena, Cal.
Pasca National Bank Bldg., Market St., Phila., Pa.
Paskal 7561 Waring, Los Angeles, Cal.
Paso 100 No. La Salle, Chicago, Ill.
Pastel 112-25 34th., Corona, L.I.
Paator 1790 Broadway, N.Y.C.
Pat 2 Wayland Rd., Plainville, N.Y.
Patlow 18475 Evergreen Rd., Detroit, Mich.
Patmar 6233 Wilshire, Los Angeles, Cal.
Patone 237 Chestnut St., Westville, N.J.
Patricia 1631 Broadway, N.Y.C.
Patsy Ann 224 West 49th., N.Y.C.
Pattern 16 20th Broad, Phila., Pa.
Jack Patton 1924 W. 7, Hollywood, Cal.
Paty 618 So. Western, Los Angeles, Cal.
Paula 5420 Corbin, Tarzana, Cal.
Paulette South Rd., Harrison, N.Y.
Paulus 654-560 Chelsea, Memphis, Tenn.
Paul-Marc 1607 North El Centro, H'wood, Cal.
Paulric 6623 Ridge, Brooklyn, N.Y.
Pavilion 1010 Cadillac Tower, Detroit, Mich.
Pawnee 137 Riverside, N.Y.C.
Paxwin 1619 Broadway, N.Y.C.
Peach Box 115, Madison, Tenn.
Peanuts 150 West 55th., N.Y.C.
Peargay 11622 Canton Pl., Studio City, Calif.
Pearl 1619 Broadway, N.Y.C.
Pearlford 4163 Central Ave., Los Angeles, Cal.
Pearson 729 S. Western, Los Angeles, Cal.
Peele 1220 N. Broad, Phila., Pa.
Peer Int'l. 1619 Broadway, N.Y.C.
Peerless 3547 Dahlia, Los Angeles, Cal.
Pegasus 1607 North El Centro, Hollywood, Cal.
Pel Music 612 Patterson, Chicago, Ill.
Pelican 912 Front St., P.O. Box 444, Morgan City, La.
Pelton 1650 Broadway, N.Y.C.
Pemora 1619 Broadway, N.Y.C.
Pen 507 Fifth Ave., N.Y.C.
Pendularis P.O. Box 41, Old Town, Fla.
Pendarum 499 N. Canon, Beverly Hills, Cal.
Penguin 210 W. 79th., N.Y.C.
William Penn 150 W. 55th St. N.Y.C.
Penny 130 So. 4th., St., Las Vegas, Nev.
Penobscot 250 Prospect, Revere, Mass.
Penrose 5911 South Broadway, L.A., Cal.
Pep 5462 Pelleur St., Compton 2, Cal.
Perception 524 Poinsettia Place, L.A., Cal.
Perdue & Perdue 1735 Seward 3D, Detroit, Mich.
Perfection 1429 Hawthorne, Pittsburgh, Pa.
Peri-Lee 22 W. 670 Sidney, Glen Ellyn, Ill.
Periscope 89 Hollingsworth Boston, Mass.
Pernie 11 East Delaware Pl., Chicago
Perry P.O. Box 131, 500 Adams, Vidalia, Ga.
Personality 1055 N. El Centro, L.A., Cal.
Petat Pal 128 E. 65th., N.Y.C.
C. F. Peters 373 Park Ave., S., N.Y.C.
Petko 1141 North Highland Ave., H'wood, Cal.
Petone 25 W. 56, N.Y.C.
Max Pfeffer 45 W. 45th St., N.Y.C.
Philadelphia 550 Fifth Ave., N.Y.C.
Philaine 628 W., Los Angeles, Cal.
Phoebe 1170 Broadway, N.Y.C.
Phoenix 50 West 57th., N.Y.C.
Piccadilly 135 W. 50, N.Y.C.
Pickford 107 W. 43rd. St., N.Y.C.
Pico 1332 S. Flower, L.A., Cal.
Picturone 1650 Broadway, N.Y.C.
Hilda Pihel 54 W. Randolph, Chicago, Ill.
Pierre 2659 Milwaukee, Chicago, Ill.
Pillittere P.O. Box 9429, Rochester, N.Y. 14604
Pinebrook 1650 Broadway, N.Y.C.
Pine Knob 45 W. 56, N.Y.C.
Pinelawn 756 Seventh Ave., N.Y.C.
Pink Lady 6235 N. Lowell, Chicago, Ill.
Pinpoint Crestview, Nashville, Ind.
Pioneer 8665 Wilshire, Beverly Hills, Cal.
Pionette 2222 So. Western, Los Angeles, Cal.
Pitfield See January
Pitote c/o Richard H. Roemer, Esq., 400 Madison Ave., N.Y.C.
P.S. Pitts 1415 E. 18th. St., Los Angeles, Cal.
Pixie 123 Toluca Lake, Hollywood, Cal.
Place 565 Fifth, N.Y.C.
Plainview 119 West 57th St., N.Y.C.
Platter 1650 Broadway, N.Y.C.
Plaudit 1841 S.W. 29th Miami, Fla.
Play 1501 Broadway, N.Y.C.
Playette 401 West 42nd, N.Y.C.
Playmate 616 Laverne Wilmette, Ill.
Play-Mor 52-87 79th Elmhurst, L.I., N.Y.
Playnote 306 51st, N.Y.C.

Playrite 201 W. 49th, N.Y.C.
Pleasant Valley 14143 Chandler Van Nuys, Cal.
Pleasure 2936 Baker St., Baker, Ore.
Plectrum 6087 Sunset Hollywood, Cal.
Neely Plumb 6463 Firmament Van Nuys, Cal.
Pluto 1518 Wilton Pl. Los Angeles, Cal.
Podium 10935 Mc Vine Sunland, Cal.
Podler 1104 Roscomare Los Angeles, Cal.
Polka Towne 23 Marian La., Jericho, L.I., N.Y.
Pokvan 150 W. 55th St., N.Y.C.
Poochum 4515 W. 29th St., Los Angeles
Poodle 161 W. 54 N.Y.C.
Practical 538 So. Berendo, #4, Los Angeles
Potomac 2103 Penn. Ave. N.W., Wash. D.C.
Power X Music 1650 Broadway, N.Y.C.
John Lowell Pratt 232 Madison, N.Y.C.
Premier Albums 356 West 40th St., N.Y.C.
Premium 1600-10 S. LaSalle Chicago, Ill.
Elvis Presley 1619 Broadway, N.Y.C.
Press 827 Thomas Memphis, Tenn.
Prestige 203 S. Washington Bergenfield, N.J.
Presto 6223 Selma Ave. Hollywood, Cal.
Pretty 611 South 11th Las Vegas, Nev.
Price & Associates 48 W. 138th St., N.Y.C.
Henry Price 2058 Watsonia Terrace Hollywood, Cal.
Prigan 608 Fifth Ave., N.Y.C.
Primary 1501 Broadway, N.Y.C.
Prince 111-35 76th Forest Hills, N.Y.
Princeton 4402 Vineland N. Hollywood, Cal.
Prin-El 2639 East Broadway Long Beach, Cal.
Pringle 11125 Sarah St., Hollywood, Cal.
Prior 129 Front St., N.Y.C.
Prism 6920 Sunset Hollywood, Cal.
Pritchett P.O. Box 2908 Hollywood, Cal.
Private Library 35 West 53rd St., N.Y.C.
Prix 235 46th St., N.Y.C.
Pro Musica 1215 Fifth Ave., N.Y.C.
Process 114 N. Front Franklin, Pa.
Profile 218 W. 47th N.Y.C.
Progressive 1619 Broadway, N.Y.C.
Prolific 841 E. 25th Los Angeles, Cal.
Prologue 15 Park Row, N.Y.C.
Promar 1842 Dudley Phila., Pa.
Promotions Of Memphis 1496 Mink Memphis, Tenn.
Prompt 5835 So. San Pedro Los Angeles, Cal.
Pronto 1841 Broadway, N.Y.C.
Prop-er 833 E. Parkway Brooklyn, N.Y.
Prosser 768 Broad St., Newark 1, N.J.
Proven 1585 Broadway, N.Y.C.
Prytania P.O. Box 5053, Chicago, Ill.
Pub 1650 Broadway, N.Y.C.
Pulse 1360 North Lakeshore Chicago, Ill.
Pure Gold 297 N. Main Memphis, Tenn.
Pure 185 N. Wabash Chicago, Ill.
Purple Bottle 9165 Sunset Boulevard, Los Angeles, Cal. 90069 (see Neil)
Purple Flamingo 220 W. 13th St., N.Y.C.
Pussy Cat P.O. Box 12281 Norfolk, Va. 23502

Q
Quan P.O. Box 42115 Los Angeles, Cal.
Quasimodo P.O. Box 2122, Williamsburg, Va.
Queensbury 1631 Broadway, N.Y.C.
Quest 9 Lorraine New City, N.Y.
Quilted 1755 York Memphis, Tenn.
Quinn 5100 Calenda Woodland Hills, Cal.
Quintet 1619 Broadway, N.Y.C.

R
R.A.O. 5420 Melrose Hollywood, Cal.
R & R 214 Tower Life Bldg., San Antonio, Texas
R & S 137-59 70th Flushing, N.Y.
R & T 2341 18th Vero Beach, Fla.
R.E.T.J. 121 E. Olive Monrovia, Cal.
R.F.T. 150 W. 46th St., N.Y.C.
R.G. 45 W. 45th N.Y.C.
R.G.A. 410 1/2 N. Palm Beverly Hills, Cal.
R.P.D. 100 W. 42nd N.Y.C.
RSVP 1650 Broadway, N.Y.C.
R-T (See Lois)
RTD 537 Dunn Pittsburgh, Pa.
RTL 1962 West 29th Los Angeles, Cal.
R-V 6600 N. Broad St., Phila., Pa.
Rachel 8665 Wilshire Beverly Hills, Cal.
Radcliffe 855 Treat San Francisco 10, Cal.
Radiant 185 N. Wabash Chicago, Ill.
Radio Active P.O. Box 558 N. Hollywood, Cal.
Radio 150 W. 55th N.Y.C.
Radon 173 W. Madison Chicago, Ill.
Ragmar 41 W. 72, N.Y.C.
Rags 450 W. 24th N.Y.C.
Rainbow 1975 Davidson, N.Y.C.
Raleigh 345 W. 58th N.Y.C.
Ra-Len 3021 Carmona Los Angeles, Cal.
Ralkeaw 4155 Mary Ellen Ave., N. Hollywood, Cal.
Ralla 12 Warren St., N.Y.C.
Ram 250 E. 116th N.Y.C.
Rama 650 N. Bronson Ave., Hollywood, Cal.
Rambled 1320 Vine St., Phila., Pa.
Ramitray 1740 B'way, N.Y.C.
Ramms Box 1606 Mc Allen, Texas
Rampart 902 Pine Winnetka, Ill.
Al Randolph 2588 Seventh N.Y.C.
Random 9350 Wilshire Beverly Hills, Cal.
Rangel 505 W. Commerce San Antonio, Texas
Ranger-Lee P.O. Box 322 N. Hollywood, Cal.
Rapture 2943 Western Los Angeles, Cal.
Rare 1716 Tisinger Dallas, Texas
Raskind 155 W. 46th N.Y.C.
Rave 1253 N. Laurel Los Angeles, Cal.
Raybird 49 W. 57th N.Y.C.
Rawson 4712 S. Penn., Okla. City, Okla.
Ray-Dor 1153 1/2 N. Edgemont Los Angeles, Cal.
Ray-Gee 1650 Broadway, N.Y.C.
Raymar 345 W. 58th N.Y.C.
Raymon 631 No. Morada West Covina, Cal.
Raytray 9503 Broadmore Pleasanton, Cal.
Rayven 1650 Broadway, N.Y.C.
Razor Sharp, c/o Kenneth Gamble, 5412 Osage Ave., Phila., Pa.
Reach 1528-30 Overington St., Phila., Pa.
Reba
Reben 60 E. 42nd Room 4106 N.Y.C.
Rebus 335 West 11th St., N.Y.C.
Racco 320 E. 54th St., N.Y.C.
Robert Recker (E.B. Marks)
Recordo 6359 Selma Hollywood, Cal.
Red Ball 3914 Hamilton Fort Worth, Texas
Red River 1001 N. Lincoln Burbank, Cal.
Red Seal 801 17 Ave. S., Nashville, Tenn.
Red Stick 100 Spain P.O. Box 2306 Baton Rouge, La.
Red, White & Blue P.O. Box 5314 San Diego, Cal.
Reddev 801 N. Labrea, Los Angeles, Cal.
Redheads 119 W. 57th St., N.Y.C.
Redstone 9163 Sunset Blvd. Los Angeles, Cal.
Redwal 535 Cotton Ave., Macon, Georgia
(Continued on page 198)

Vogue Records
Congratulates
PET CLARK
For Her Selection As
No.1
FEMALE
VOCALIST
1966-67



WARNER BROS.
RECORDS

EXCLUSIVE REPRESENTATION



PUBLICITY: JAY BERNSTEIN

MONTHLY RECAP OF 1967's BIGGEST HITS

Because Cash Box is continually asked to supply a list of the year's leading hits to A&R men, producers, radio stations, etc., Cash Box is introducing a continuing feature that will list the year's Top 50 titles as of the date the feature appears. The feature will be published in the last issue of each month and is compiled from the Cash Box Top 100 Sales Chart. Point system operates as follows: For each week a song is #1 on the Top 100 it receives 136 points. Each #2 record is awarded 124 points. No. 3 gets 123. No. 4 gets 122. No. 5 gets 121. the line till the No. 50 song which gets 51 points. Only the top fifty titles of any given week are included in

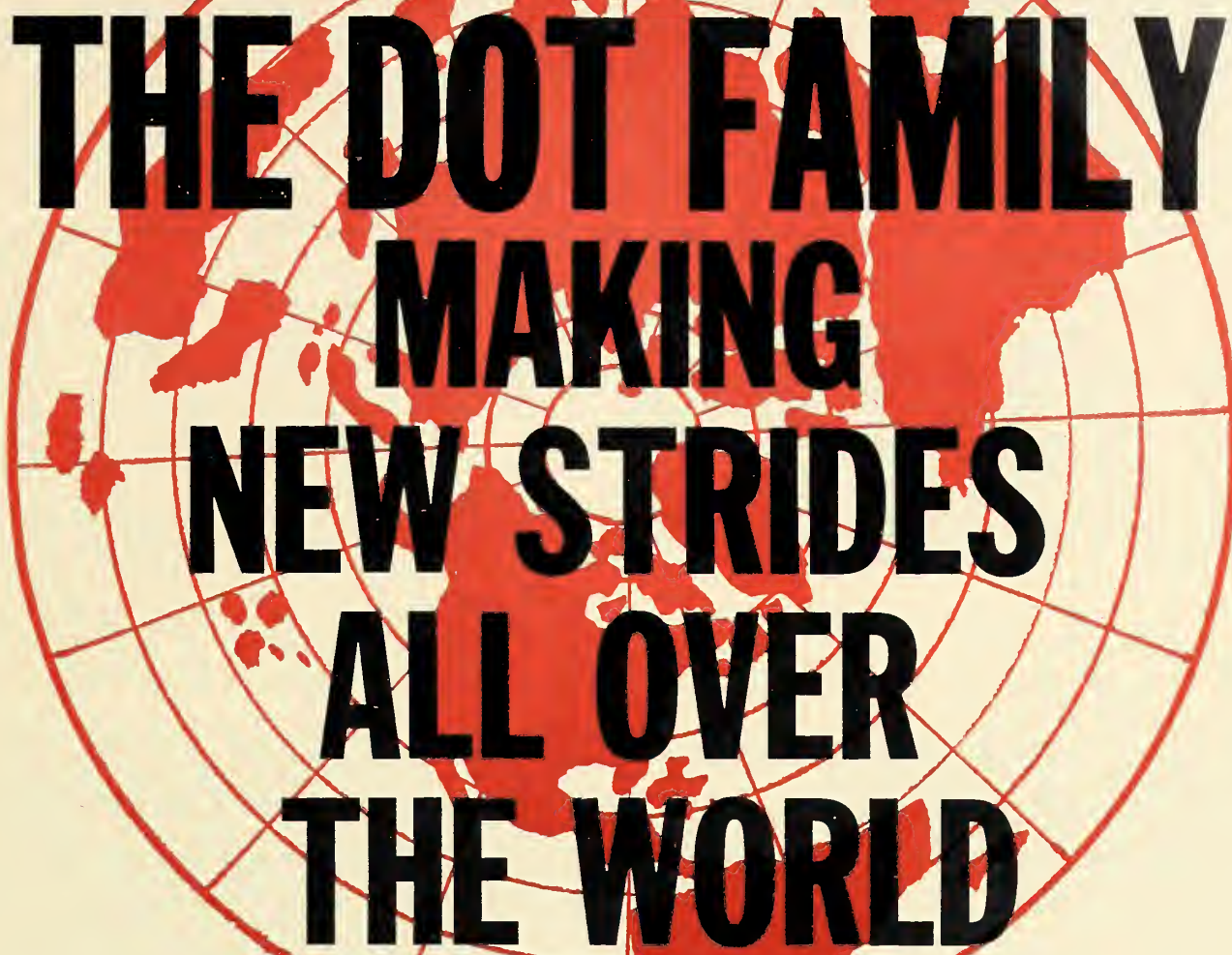
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TOP HITS AS OF JAN.

| | TOTAL POINTS |
|---|--------------|
| 1. I'M A BELIEVER—Monkees—Colgems | 540 |
| 2. SNOOPY VS THE RED BARON—Royal Guardsmen—Laurie | 496 |
| 3. TELL IT LIKE IT IS—Aaron Neville—Parlow | 491 |
| 4. GOOD THING—Paul Revere & Raiders—Columbia | 475 |
| 5. SUGAR TOWN—Nancy Sinatra—Reprise | 449 |
| 6. WORDS OF LOVE—Mamas & Papas—Dunhill | 434 |
| 7. COMING HOME SOLDIER—Bobby Vinton—Epic | 417 |
| 8. WINCHESTER CATHEDRAL—New Vaudeville Band—Fontana | 412 |
| 9. GEORGY GIRL—Seekers—Capitol | 404 |
| 10. THAT'S LIFE—Frank Sinatra—Reprise | 397 |
| 11. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 383 |
| 12. NASHVILLE CATS—Lovin' Spoonful—Kama Sutra | 361 |
| 13. STANDING IN THE SHADOW OF LOVE—Four Tops—Motown | 353 |
| 14. MELLOW YELLOW—Donovan—Epic | 350 |
| 15. TELL IT TO THE RAIN—4 Seasons—Philips | 348 |
| 16. EAST WEST—Herman's Hermits—MGM | 330 |
| 17. I'VE PASSED THIS WAY BEFORE—Jimmy Ruffin—Soul | 327 |
| 18. (I KNOW) I'M LOSING YOU—Temptations—Gordy | 320 |
| 19. TRY A LITTLE TENDERNESS—Otis Redding—Volt | 313 |
| 20. COLOR MY WORLD—Petula Clark—Warner Bros. | 311 |
| 21. WHERE WILL THE WORDS COME FROM—Gary Lewis—Liberty | 305 |
| 21. 98.6—Keith—Mercury | 305 |
| 21. STAND BY ME—Spyder Turner—MGM | 305 |
| 22. MUSTANG SALLY—Wilson Pickett—Atlantic | 297 |
| 23. (I'M NOT YOUR) STEPPING STONE—Monkees—Colgems | 291 |
| 24. TALK TALK—Music Machine—Original Sound | 275 |
| 25. KNIGHT IN RUSTY ARMOUR—Peter & Gordon—Capitol | 266 |
| 26. KIND OF A DRAG—Buckinghams—USA | 257 |
| 27. HOW DO YOU CATCH A GIRL—Sam The Sham & Pharaohs—MGM | 255 |
| 28. PAPA WAS TOO—James Brown—King | 252 |
| 29. SINGLE GIRL—Sandy Posey—MGM | 251 |
| 30. GOOD VIBRATIONS—Beach Boys—Capitol | 234 |
| 31. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—DynoVoice | 233 |
| 32. CRY—Ronnie Dove—Diamond | 232 |
| 33. BORN FREE—Roger Williams—Kapp | 223 |
| 34. A PLACE IN THE SUN—Stevie Wonder—Tamla | 213 |
| 35. DEVIL WITH THE BLUE DRESS ON & GOOD GOLLY MISS MOLLY—Mitch Ryder & Detroit Wheels—New Voice | 202 |
| 36. I NEED SOMEBODY—?(Question Mark) & Mysterians—Cameo | 201 |
| 37. HELP ME GIRL—Animals—MGM | 192 |
| 38. HELLO, HELLO—Sopwith Camel—Kama Sutra | 180 |
| 39. BLUE AUTUMN—Bobby Goldsboro—United Artists | 176 |
| 40. GALLANT MEN—Senator Dirksen—Capitol | 169 |
| 41. I FOOLED YOU THIS TIME—Gene Chandler—Checker | 164 |
| 42. ANOTHER NIGHT—Dionne Warwick—Scepter | 161 |
| 43. THERE'S GOT TO BE A WORD—Innocence—Kama Sutra | 159 |
| 44. WILD THING—Senator Bobby—Parkway | 147 |
| 45. GREEN GREEN GRASS OF HOME—Tom Jones—Parrot | 137 |
| 45. LADY GODIVA—Peter & Gordon—Capitol | 137 |
| 46. MAME—Herb Alpert & Tijuana Brass—A&M | 135 |
| 47. HAPPENINGS TEN YEARS AGO—Yardbirds—Epic | 134 |

TOP HITS AS OF FEB.

| | POSITION LAST MONTH | TOTAL POINTS |
|--|---------------------|--------------|
| 1. I'M A BELIEVER—Monkees—Colgems | 1 | 1054 |
| 2. 98.6—Keith—Mercury | 23 | 1018 |
| 3. GEORGY GIRL—Seekers—Capitol | 10 | 911 |
| 4. SNOOPY VS. THE RED BARON—Royal Guardsmen—Laurie | 2 | 909 |
| 5. TELL IT LIKE IT IS—Aaron Neville—Parlow | 5 | 891 |
| 6. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 12 | 837 |
| 7. GOOD THING—Paul Revere Raiders—Columbia | 3 | 749 |
| 8. KIND OF A DRAG—Buckinghams—U.S.A. | 30 | 745 |
| 9. STANDING IN THE SHADOWS OF LOVE—Four Tops—Motown | 4 | 706 |
| 10. STAND BY ME—Spyder Turner—MGM | 22 | 640 |
| 11. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—DynoVoice | 34 | 630 |
| 12. NASHVILLE CATS—Lovin' Spoonful—Kama Sutra | 13 | 616 |
| 13. SUGAR TOWN—Nancy Sinatra—Reprise | 6 | 608 |
| 14. WORDS OF LOVE—Mamas & Papas—Dunhill | 7 | 605 |
| 15. WINCHESTER CATHEDRAL—New Vaudeville Band—Fontana | 9 | 551 |
| 16. KNIGHT IN RUSTY ARMOUR—Peter & Gordon—Capitol | 27 | 537 |
| 17. GREEN GREEN GRASS OF HOME—Tom Jones—Parrot | 47 | 533 |
| 18. RUBY TUESDAY—Rolling Stones—London | — | 506 |
| 19. HELLO HELLO—Sopwith Camel—Kama Sutra | 41 | 493 |
| 19. TELL IT TO THE RAIN—4 Seasons—Philips | 15 | 493 |
| 21. LOVE IS HERE & NOW YOU'RE GONE—Supremes—Motown | — | 492 |
| 22. COMING HOME SOLDIER—Bobby Vinton—Epic | 8 | 483 |
| 23. THAT'S LIFE—Frank Sinatra—Reprise | 11 | 464 |
| 24. COLOR MY WORLD—Petula Clark—Warner Bros. | 21 | 456 |
| 25. WHERE WILL THE WORDS COME FROM—Gary Lewis—Liberty | 24 | 443 |
| 26. GIMME SOME LOVIN'—Spencer Davis Group—United Artists | — | 435 |
| 27. PRETTY BALLERINA—Left Banke—Smash | — | 432 |
| 28. THE BEAT GOES ON—Sonny & Cher—Atlantic | — | 423 |
| 29. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity | — | 410 |
| 30. I HAD TOO MUCH TO DREAM LAST NIGHT—Electric Prunes—Reprise | — | 407 |
| 31. WILD THING—Senator Bobby—Parkway | 46 | 403 |
| 32. SINGLE GIRL—Sandy Posey—MGM | 16 | 395 |
| 33. I'VE PASSED THIS WAY BEFORE—Jimmy Ruffin—Soul | — | 392 |
| 34. TRY A LITTLE TENDERNESS—Otis Redding—Volt | 20 | 382 |
| 35. MERCY, MERCY, MERCY—Cannonball Adderley—Capitol | — | 374 |
| 36. MELLOW YELLOW—Donovan—Epic | 14 | 350 |
| 37. LET'S SPEND THE NIGHT TOGETHER—Rolling Stones—London | — | 348 |
| 38. IT'S NOW WINTERS DAY—Tommy Roe—ABC | — | 333 |
| 39. EAST WEST—Herman's Hermits—MGM | 17 | 330 |
| 40. ARE YOU LONELY FOR ME BABY—Freddie Scott—Shout | — | 327 |
| 41. HOW DO YOU CATCH A GIRL—Sam The Sham & Pharaohs—MGM | 31 | 322 |
| 42. (I KNOW) I'M LOSING YOU—Temptations—Gordy | — | 320 |
| 43. PAPA WAS TOO—Joe Tex—Dial | 32 | 316 |
| 44. (I'M NOT YOUR) STEPPING STONE—Monkees—Colgems | 25 | 301 |
| 45. MUSTANG SALLY—Wilson Pickett—Atlantic | 26 | 297 |
| 46. BRING IT UP—James Brown—King | — | 293 |
| 47. GO WHERE YOU WANNA GO—5th Dimension—Soul City | — | 287 |
| 48. TALK TALK—Music Machine—Original Sound | 28 | 275 |
| 49. INDESCRIBABLY BLUE—Elvis Presley—RCA | — | 265 |
| 50. THERE'S GOT TO BE A WORD—Innocence—Kama Sutra | 29 | 259 |



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MONTHLY RECAP OF 1967's BIGGEST HITS

TOP HITS AS OF MARCH

| | POSITION LAST MONTH | TOTAL POINTS |
|--|------------------------|-----------------|
| 1. I'M A BELIEVER—Monkees—Colgems | 1 | 1373 |
| 2. GEORGY GIRL—Seekers—Capitol | 2 | 1259 |
| 3. KIND OF A DRAG—Buckingham—U.S.A. | 7 | 1149 |
| 4. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 5 | 1059 |
| 5. RUBY TUESDAY—Rolling Stones—London | 18 | 1010 |
| 6. SNOOPY VS. THE RED BARON—Royal Guardsmen—Laurie | 3 | 972 |
| 7. LOVE IS HERE & NOW YOU'RE GONE—Supremes—Motown | 21 | 963 |
| 8. TELL IT LIKE IT IS—Aaron Neville—Parlow | 4 | 960 |
| 9. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity | 29 | 880 |
| 10. GREEN, GREEN GRASS OF HOME—Tom Jones—Parrot | 17 | 862 |
| 11. 98.6—Keith—Mercury | 8 | 856 |
| 12. THE BEAT GOES ON—Sonny & Cher—Atco | 28 | 785 |
| 13. GOOD THING—Paul Revere & Raiders—Columbia | 6 | 749 |
| 14. GIMME SOME LOVIN'—Spencer Davis Group—United Artists | 26 | 725 |
| 15. STANDING IN THE SHADOWS OF LOVE—4 Tops—Motown | 9 | 706 |
| 16. SOCK IT TO ME BABY—Mitch Ryder & Detroit Wheels—New Voice | — | 703 |
| 17. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—DynoVoice | 11 | 700 |
| 18. PRETTY BALLERINA—Left Banke—Smash | 27 | 682 |
| 19. STAND BY ME—Spyder Turner—MGM | 10 | 640 |
| 20. NASHVILLE CATS—Lovin' Spoonful—Kama Sutra | 12 | 616 |
| 21. I HAD TOO MUCH TO DREAM LAST NIGHT—Electric Prunes—Reprise | 30 | 611 |
| 22. SUGAR TOWN—Nancy Sinatra—Reprise | 13 | 608 |
| 23. WORDS OF LOVE—Mamas & Papas—Dunhill | 14 | 605 |
| 24. BABY I NEED YOUR LOVIN'—Johnny Rivers—Imperial | — | 604 |
| 24. EPISTLE TO DIPPY—Donovan—Epic | — | 604 |
| 26. MY CUP RUNNETH OVER—Ed Ames—RCA | — | 602 |
| 27. MERCY, MERCY, MERCY—Cannonball Adderley—Capitol | 35 | 577 |
| 28. THERE'S A KIND OF A HUSH—Herman's Hermits—MGM | — | 572 |
| 29. WINCHESTER CATHEDRAL—New Vaudeville Band—Fontana | 15 | 551 |
| 30. THE HUNTER GETS CAPTURED BY THE GAME—Marvelettes—Tamla | — | 538 |
| 31. KNIGHT IN RUSTY ARMOR—Peter & Gordon—Capitol | 16 | 537 |
| 32. I'VE BEEN LONELY TOO LONG—Young Rascals—Atlantic | — | 536 |
| 33. PENNY LANE—Beatles—Capitol | — | 530 |
| 34. HAPPY TOGETHER—Turtles—White Whale | — | 495 |
| 35. TELL IT TO THE RAIN—4 Seasons—Philips | 19 | 493 |
| 36. HELLO HELLO—Sopwith Camel—Kama Sutra | 19 | 493 |
| 37. YOU GOT TO ME—Neil Diamond—Bang | — | 489 |
| 38. COMING HOME SOLDIER—Bobby Vinton—Epic | 22 | 483 |
| 39. FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic | — | 482 |
| 40. LET'S SPEND THE NIGHT TOGETHER—Rolling Stones—London | 37 | 469 |
| 41. THAT'S LIFE—Frank Sinatra—Reprise | 23 | 464 |
| 42. INDESCRIBABLY BLUE—Elvis Presley—RCA | 49 | 459 |
| 43. DARLIN' BE HOME SOON—Lovin' Spoonful—Kama Sutra | — | 457 |
| 44. COLOR MY WORLD—Petula Clark—Warner Bros. | 24 | 456 |
| 45. DEDICATED TO THE ONE I LOVE—Mamas & Papas—Dunhill | — | 449 |
| 46. WHERE WILL THE WORDS COME FROM—Gary Lewis—Liberty | 25 | 443 |
| 47. STRAWBERRY FIELDS FOREVER—Beatles—Capitol | — | 405 |
| 48. WILD THING—Senator Bobby—Parkway | 31 | 403 |
| 49. ARE YOU LONELY FOR ME BABY—Freddie Scott—Shout | — | 395 |
| 49. SINGLE GIRL—Sandy Posey—MGM | 32 | 395 |

TOP HITS AS OF APRIL

| | POSITION LAST MONTH | TOTAL POINTS |
|---|------------------------|-----------------|
| 1. I'M A BELIEVER—Monkees—Colgems | 1 | 1373 |
| 2. GEORGY GIRL—Seekers—Capitol | 2 | 1259 |
| 3. RUBY TUESDAY—Rolling Stones—London | 5 | 1224 |
| 4. KIND OF A DRAG—Buckingham—U.S.A. | 3 | 1220 |
| 5. HAPPY TOGETHER—Turtles—White Whale | 34 | 1133 |
| 6. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity | 9 | 1087 |
| 7. THERE'S A KIND OF A HUSH—Herman's Hermits—MGM | 28 | 1062 |
| 8. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 4 | 1059 |
| 9. LOVE IS HERE & NOW YOU'RE GONE—Supremes—Motown | 7 | 1038 |
| 9. SOCK IT TO ME BABY—Mitch Ryder & Detroit Wheels—New Voice | 16 | 1038 |
| 10. PENNY LANE—Beatles—Capitol | 33 | 995 |
| 11. DEDICATED TO THE ONE I LOVE—Mamas & Papas—Dunhill | 45 | 994 |
| 12. SNOOPY VS. RED BARON—Royal Guardsmen—Laurie | 6 | 972 |
| 13. FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic | — | 966 |
| 14. TELL IT LIKE IT IS—Aaron Neville—Parlow | 8 | 960 |
| 15. MY CUP RUNNETH OVER—Ed Ames—RCA | 26 | 954 |
| 16. I THINK WE'RE ALONE NOW—Tommy James & Shondells—Roulette | — | 905 |
| 17. GREEN GREEN GRASS OF HOME—Tom Jones—Parrot | — | 862 |
| 18. THE BEAT GOES ON—Sonny & Cher—Atco | — | 585 |
| 19. 98.6—Keith—Mercury | 11 | 856 |
| 20. THIS IS MY SONG—Petula Clark—Warner Bros. | — | 800 |
| 21. I'VE BEEN LONELY TOO LONG—Young Rascals—Atlantic | 32 | 760 |
| 22. CALIFORNIA NIGHTS—Leslie Gore—Mercury | — | 756 |
| 23. GOOD THING—Paul Revere & Raiders—Columbia | 13 | 749 |
| 24. STRAWBERRY FIELDS FOREVER—Beatles—Capitol | 47 | 738 |
| 25. GIMME SOME LOVIN'—Spencer Davis Group—U.A. | 14 | 725 |
| 26. JIMMY MACK—Martha & Vandellas—Gordy | — | 718 |
| 27. STANDING IN THE SHADOWS OF LOVE—4 Tops—Motown | 15 | 706 |
| 28. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—Dyno Voice | 17 | 700 |
| 29. I NEVER LOVED A MAN (THE WAY I LOVE YOU)—Aretha Franklin—Atlantic | — | 687 |
| 30. PRETTY BALLERINA—Left Banke—Smash | 18 | 682 |
| 31. A LITTLE BIT ME, A LITTLE BIT YOU—Monkees—Colgems | — | 672 |
| 32. EPISTLE TO DIPPY—Donovan—Epic | 24 | 670 |
| 33. SOMETHIN' STUPID—Frank & Nancy Sinatra—Reprise | — | 666 |
| 34. BERNADETTE—4 Tops—Motown | — | 651 |
| 35. STAND BY ME—Spyder Turner—MGM | — | 640 |
| 36. WESTERN UNION—Five Americans—Abnak | — | 636 |
| 37. NASHVILLE CATS—Lovin' Spoonful—Kama Sutra | 20 | 616 |
| 38. I HAD TOO MUCH TO DREAM (LAST NIGHT)—Electric Prunes—Reprise | 21 | 611 |
| 39. BEGGIN'—Four Seasons—Philips | — | 608 |
| 39. SUGAR TOWN—Nancy Sinatra—Reprise | — | 608 |
| 40. WORDS OF LOVE—Mamas & Papas—Dunhill | 23 | 605 |
| 41. HUNTER GETS CAPTURED BY THE GAME—Marvelettes—Tamla | — | 603 |
| 42. 59TH STREET BRIDGE SONG—Harpers Bizarre—Warner Bros. | — | 595 |
| 43. MERCY, MERCY, MERCY—Cannonball Adderley—Capitol | 27 | 577 |
| 44. WINCHESTER CATHEDRAL—New Vaudeville Band—Fontana | 29 | 551 |
| 45. KNIGHT IN RUSTY ARMOUR—Peter & Gordon—Capitol | — | 537 |
| 46. UPS & DOWNS—Paul Revere & Raiders—Columbia | — | 527 |
| 47. RETURN OF THE RED BARON—Royal Guardsmen—Laurie | — | 524 |
| 48. SWEET SOUL MUSIC—Arthur Conley—Atco | — | 493 |
| 48. TELL IT TO THE RAIN—4 Seasons—Philips | — | 493 |
| 48. HELLO HELLO—Sopwith Camel—Kama Sutra | 36 | 493 |
| 49. YOU GOT TO ME—Neil Diamond—Bang | 37 | 489 |
| 50. PUCKERUP BUTTERCUP—Jr. Walker—Soul | — | 484 |

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MONTHLY RECAP OF 1967's BIGGEST HITS

TOP HITS AS OF MAY

| | POSITION LAST MONTH | TOTAL POINTS |
|---|------------------------|-----------------|
| 1. HAPPY TOGETHER—Turtles—White Whale | 5 | 1409 |
| 2. I'M A BELIEVER—Monkees—Colgems | 1 | 1376 |
| 3. GEORGY GIRL—Seekers—Capitol | 2 | 1259 |
| 4. I THINK WE'RE ALONE NOW—Tommy James & Shondells—Roulette | 16 | 1257 |
| 5. RUBY TUESDAY—Rolling Stones—London | 3 | 1224 |
| 6. KIND OF A DRAG—Buckingham—USA | 4 | 1220 |
| 7. SOMETHIN' STUPID—Frank & Nancy Sinatra—Reprise | 33 | 1124 |
| 8. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity | 6 | 1087 |
| 9. A LITTLE BIT ME, A LITTLE BIT YOU—Monkees—Colgems | — | 1083 |
| 10. THERE'S A KIND OF A HUSH—Herman's Hermits—MGM | 7 | 1062 |
| 11. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 8 | 1059 |
| 11. DEDICATED TO THE ONE I LOVE—Mamas & Papas—Dunhill | 11 | 1059 |
| 12. THIS IS MY SONG—Petula Clark—WB | — | 1041 |
| 13. LOVE IS HERE & NOW YOU'RE GONE—Supremes—Motown | 9 | 1038 |
| 14. SOCK IT TO ME BABY—Mitch Ryder & Detroit Wheels—New Voice | 9 | 1038 |
| 15. PENNY LANE—Beatles—Capitol | 10 | 995 |
| 16. JIMMY MACK—Martha & Vandellas—Gordy | 26 | 982 |
| 17. SWEET SOUL MUSIC—Arthur Conley—Atco | 48 | 978 |
| 18. SNOOPY VS THE RED BARON—Royal Guardsmen—Laurie | 12 | 972 |
| 19. FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic | 13 | 966 |
| 20. TELL IT LIKE IT IS—Aaron Neville—Parlow | 14 | 960 |
| 21. MY CUP RUNNETH OVER—Ed Ames—RCA | — | 954 |
| 22. THE HAPPENING—Supremes—Motown | — | 874 |
| 23. GREEN GRASS OF HOME—Tom Jones—Parrot | 17 | 862 |
| 24. BEAT GOES ON—Sonny & Cher—Atco | 18 | 858 |
| 25. 98.6—Keith—Mercury | 19 | 856 |
| 26. DON'T YOU CARE—Buckingham—Columbia | — | 843 |
| 27. I NEVER LOVED A MAN (THE WAY I LOVE YOU)—Aretha Franklin—Atlantic | 29 | 837 |
| 28. BABY I NEED YOUR LOVIN'—Johnny Rivers—Imperial | — | 831 |
| 29. WESTERN UNION—Five Americans—Abnak | 36 | 789 |
| 30. BERNADETTE—4 Tops—Motown | 34 | 777 |
| 31. I'VE BEN LONELY TOO LONG—Young Rascals—Atlantic | 21 | 760 |
| 32. CALIFORNIA NIGHTS—Lesley Gore—Mercury | 22 | 756 |
| 33. GOOD THING—Paul Revere & Raiders—Columbia | — | 749 |
| 34. STRAWBERRY FIELDS FOREVER—Beatles—Capitol | 24 | 738 |
| 35. ON A CAROUSEL—Hollies—Imperial | — | 731 |
| 36. GIMME SOME LOVIN'—Spencer Davis Group—UA | 25 | 725 |
| 37. STANDING IN THE SHADOWS OF LOVE—Four Tops—Motown | — | 706 |
| 38. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—Dynavoice | 28 | 700 |
| 39. PRETTY BALLERINA—Left Banke—Smash | 30 | 682 |
| 40. EPISTLE TO DIPPY—Donovan—Epic | 32 | 670 |
| 41. BEGGIN—4 Seasons—Philips | 39 | 668 |
| 42. I'M A MAN—Spencer Davis Group—UA | — | 658 |
| 43. YOU GOT WHAT IT TAKES—Dave Clark Five—Epic | — | 648 |
| 44. WITH THIS RING—Platters—Musicor | — | 644 |
| 45. STAND BY ME—Spyder Turner—MGM | — | 640 |
| 46. NASHVILLE CATS—Lovin' Spoonful—Kama Sutra | 36 | 616 |
| 47. I HAD TOO MUCH TO DREAM (LAST NIGHT)—Electric Prunes—Reprise | 38 | 611 |
| 48. SUGAR TOWN—Nancy Sinatra—Reprise | — | 608 |
| 49. WORDS OF LOVE—Mamas & Papas—Dunhill | — | 605 |
| 50. HUNTER GETS CAPTURED BY THE GAME—Marvelettes—Tamla | — | 603 |

TOP HITS AS OF JUNE

| | POSITION LAST MONTH | TOTAL POINTS |
|---|------------------------|-----------------|
| 1. HAPPY TOGETHER—Turtles—White Whale | 1 | 1409 |
| 2. I'M A BELIEVER—Monkees—Colgems | 2 | 1373 |
| 3. GEORGY GIRL—Seekers—Capital | 3 | 1259 |
| 4. I THINK WE'RE ALONE NOW—Tommy James & Shondells—Roulette | 4 | 1257 |
| 5. SOMETHIN' STUPID—Frank & Nancy Sinatra—Reprise | 7 | 1252 |
| 6. SWEET SOUL MUSIC—Arthur Conley—Atco | 17 | 1232 |
| 7. RUBY TUESDAY—Rolling Stones—London | 5 | 1224 |
| 8. KIND OF A DRAG—Buckingham—USA | 6 | 1220 |
| 9. THE HAPPENING—Supremes—Motown | 22 | 1138 |
| 10. THEN YOU CAN TELL ME GOODBYE—Casinos—Fraternity | 8 | 1087 |
| 11. A LITTLE BIT ME, A LITTLE BIT YOU—Monkees—Colgems | 9 | 1083 |
| 12. THERE'S A KIND OF A HUSH—Herman's Hermits—MGM | 10 | 1062 |
| 13. WE AIN'T GOT NOTHIN' YET—Blues Magoos—Mercury | 11 | 1059 |
| 13. DEDICATED TO THE ONE I LOVE—Mamas & Papas—Dunhill | 11 | 1059 |
| 13. I GOT RHYTHM—Happenings—B. T. Puppy | — | 1059 |
| 14. DON'T YOU CARE—Buckingham—Columbia | 26 | 1056 |
| 15. THIS IS MY SONG—Petula Clark—WB | 12 | 1041 |
| 16. GROOVIN'—Young Rascals—Atlantic | — | 1038 |
| 16. LOVE IS HERE & NOW YOU'RE GONE—Supremes—Motown | 13 | 1038 |
| 16. SOCK IT TO ME BABY—Mitch Ryder, Etc.—New Voice | 14 | 1038 |
| 17. FOR WHAT IT'S WORTH—Buffalo Springfield—Atlantic | 19 | 966 |
| 18. PENNY LANE—Beatles—Capitol | 15 | 955 |
| 19. JIMMY MACK—Martha & Vandellas—Gordy | 16 | 982 |
| 20. SNOOPY VS THE RED BARON—Royal Guardsmen—Laurie | 18 | 972 |
| 21. TELL IT LIKE IT IS—Aaron Neville—Parlow | 20 | 960 |
| 22. MY CUP RUNNETH OVER—Ed Ames—RCA | 21 | 954 |
| 23. RESPECT—Aretha Franklin—Columbia | — | 936 |
| 24. SOMEBODY TO LOVE—Jefferson Airplane—RCA | — | 904 |
| 25. RELEASE ME—Englebert Humperdinck—Parrot | — | 896 |
| 26. GREEN GRASS OF HOME—Tom Jones—Parrot | 23 | 862 |
| 27. BEAT GOES ON—Sonny & Cher—Atco | 24 | 858 |
| 28. 98.6—Keith—Mercury | 25 | 856 |
| 29. I NEVER LOVED A MAN (THE WAY I LOVE YOU)—Aretha Franklin—Atlantic | — | 837 |
| 30. BABY I NEED YOUR LOVIN'—Johnny Rivers—Imperial | — | 831 |
| 31. CLOSE YOUR EYES—Peaches & Herb—Date | — | 802 |
| 32. GIRL, YOU'LL BE A WOMAN SOON—Neil Diamond—Bang | — | 797 |
| 33. ON A CAROUSEL—Hollies—Imperial | 35 | 796 |
| 34. WESTERN UNION—Five Americans—Abnak | 29 | 789 |
| 35. BERNADETTE—4 Tops—Motown | 30 | 777 |
| 36. CREEQUE ALLEY—Mamas & Papas—Dunhill | — | 772 |
| 37. I'VE BEEN LONELY TOO LONG—Young Rascals—Atlantic | 31 | 760 |
| 38. CALIFORNIA NIGHTS—Lesley Gore—Mercury | 32 | 756 |
| 39. GOOD THING—Paul Revere & Raiders—Columbia | 33 | 749 |
| 40. STRAWBERRY FIELDS FOREVER—Beatles—Capitol | 34 | 738 |
| 41. GIMME SOME LOVIN'—Spencer Group—UA | 36 | 725 |
| 42. STANDING IN THE SHADOWS OF LOVE—Four Tops—Motown | 37 | 706 |
| 43. HIM OR ME WHAT'S IT GONNA BE—Paul Revere & Raiders—Columbia | — | 701 |
| 44. MUSIC TO WATCH GIRLS BY—Bob Crewe Generation—Dynavoice | 38 | 700 |
| 45. HERE COMES MY BABY—Tremloes—Epic | — | 694 |
| 46. HAPPY JACK—The Who—Decca | — | 693 |

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CREST—BMI
3. DON'T COME HOME A-DRINKIN'—LORETTA
LYNN—DECCA—SURE FIRE—BMI

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CAPITOL
3. TOUCH MY HEART—RAY PRICE—COLUMBIA

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2. DAVID HOUSTON—EPIC
3. EDDY ARNOLD—RCA VICTOR

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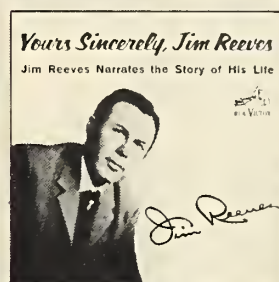
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 Sundown 3035 W 38th Chicago, Ill.
 sunno 150 W. 58th N.Y.C.
 Sunny 439 S. Wabash, Chicago, Ill.
 Sunnyside 1619 Broadway, N.Y.C.
 Sunnyside 1650 Broadway N.Y.C.
 sunrise 1619 Broadway N.Y.C.
 Sunshine 408 N. Rodeo Beverly Hills, Cal.
 Sun-Vine 1507 N. Vine Hollywood, Cal.
 Sure 1619 Broadway N.Y.C.
 Sure-Fire 801 16th Ave. S., Nashville, Tenn.
 Surf Music 21 W. Illinois Chicago, Ill.
 Surimi 1479 Vine Hollywood, Cal.
 Susan 79 W. Monroe Chicago, Ill.
 Suto 1135 S. Beverly Dr. Los Angeles, Cal.
 Sutter 756 7 Ave., N.Y.C.
 Suwal 150 W. 55th N.Y.C.
 Sweco 1780 Broadway, N.Y.C.
 Sweet & Swing 9655 S. Prairie Ave., Chicago
 Sweeteen 1650 Broadway N.Y.C.
 Sweetheart 1650 Broadway N.Y.C.
 Swing & Tempo 1560 Broadway N.Y.C.
 Swingin 150 W. 55th N.Y.C.



COUNTRY POLL WINNERS

(Continued from page 198)

MOST PROGRAMMED MALE VOCALIST

BUCK OWENS—CAPITOL
 DAVID HOUSTON—EPIC
 EDDY ARNOLD—RCA VICTOR
 Merle Haggard—Capitol
 Jim Reeves—RCA Victor
 George Jones—Musicor
 Sonny James—Capitol

Jack Greene—Decca
 Bill Anderson—Decca
 Ray Price—Columbia
 Porter Wagoner—RCA Victor
 Willie Nelson—RCA Victor
 Waylon Jennings—RCA Victor

MOST PROGRAMMED FEMALE VOCALIST

LORETTA LYNN—DECCA
 CONNIE SMITH—RCA VICTOR
 DOTTIE WEST—RCA VICTOR
 Norma Jean—RCA Victor
 Kitty Wells—Decca

Wilma Burgess—Decca
 Jean Shepard—Capitol
 Wanda Jackson—Capitol
 Liz Anderson—RCA Victor
 Jeannie Seely—Monument

(Continued on page 202)

BMI PUBLISHERS

Sycamore P.O. Box 1654 Hollywood, Cal.
 Sylvia 1650 Broadway N.Y.C.
 Symbol 1055 N. El Centro, Los Angeles, Cal.
 Symbolic 320 W. 76th N.Y.C.
 Syndicate 6869 1/2 Fountain, Hollywood, Cal.

T-C 1614 N. Cherokee Hollywood, Cal.
 T. M. 101 W. 55th N.Y.C.
 T N T 1422 W. Poplar San Antonio, Texas
 TPA 555 Madison N.Y.C.
 Tait 1644 Veteran Los Angeles, Cal.
 Taffy 1670 N. Gower Hollywood, Cal.
 Taggie 119 W. 57th N.Y.C.
 Tailormade 1788 S. La Cienega, Los Angeles,
 Cal.
 Tajal 200 W. 57th N.Y.C.
 Tal 1919 S. Tenth Phila., Pa.
 Talcoa Hollywood Knickerbocker Hotel, Holly-
 wood, Cal.
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 Tallyrand c/o Marshall & Vigoda, 130 W. 57,
 NYC
 Talmont 4411 Gra-Mar Dr., Nashville, Tenn.
 Tamasa 343 W. 58th N.Y.C.
 Tamkoda 5004 Melrose Hollywood, Cal.
 Tampico 1170 Broadway, N.Y.C.
 Tangerine 100 W. 42nd N.Y.C.
 Tangier 1674 Broadway N.Y.C.
 Tani-Lori P.O. Box 2331 Hollywood, Cal.
 Tannin 850 Seventh N.Y.C.
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 Irving Tanz 836 Eastern Pkwy., Bklyn., N.Y.
 Taps 1619 Broadway N.Y.C.
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 Tempus 423 1st Natl. Bank Bldg., Peoria, Ill.
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 Tenor 248 Sherer Blvd., Franklin Sq., N.Y.C.
 Tentap 527 Madison N.Y.C.
 Tepajo 19 Arlington St., Boston
 Teresa 1479 N. Vine Hollywood, Cal.
 Terese 200 E. Superior Chicago, Ill.
 Tereve-Laen 35 E. Wacker Chicago, Ill.
 Terp 1001 Garden Hwy., N. Sacramento, Cal.
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 Lou Terrasi 254 W. 47th N.Y.C.
 Terry-Wilkins 152 W. 49th N.Y.C.
 Tetlon 1243 N. Virgil Los Angeles, Cal.
 Tex 9028 Sunset Blvd., Los Angeles, Cal.
 Textical 962 N. Ardmore Hollywood, Cal.
 Thalia 804 E. Imperial Highway, L.A., Cal.
 Tharpe 1619 Broadway N.Y.C.
 Thayer 2031 Thayer Los Angeles, Cal.
 Theatre 1619 Broadway N.Y.C.
 Thelma's 8040 Dexter, Detroit, Mich.
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 Ray J. Thomas 846 N. Cahuenga, H'wood, Cal.
 Thomas-Cole 117 W. 48th N.Y.C.
 Thompson 2836 W. Harrison Chicago, Ill.
 Thornwood 11 Charlton N.Y.C.
 Thoroughbred 2429 Hawthorne Ave., Louis-
 ville, Ky.
 Three Boys 1270 Ave of Americas, N.Y.C.
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 Three Star 143 W. 51st N.Y.C.
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 Thunder 3013 Wingate, Nashville, Tenn.
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 Tibor 200 W. 57th N.Y.C.
 Tickson 9000 Sunset Blvd, Los Angeles

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 Tincalun 22821 Hayden Rd., Farmington,
 Mich. 48024
 Tipton 200 W. 57th N.Y.C.
 Tippy 408 W. 57th N.Y.C.
 Tirod 729 Seventh N.Y.C.
 Titan 3020 Hollyridge Hollywood, Cal.
 Titanic 706 1/2 W. Florence, Los Angeles, Cal.
 Tito 826 7 Ave., N.Y.C.
 Tivador 1064 E. 12th Jacksonville, Fla.
 T.M., 1619 Broadway, N.Y.C.
 Toby 3121 Castle Heights, Los Angeles, Cal.
 Tobbi-Ann 1650 Broadway N.Y.C.
 To-da 202 Hirst, E. Lansdowne, Pa.
 Todd 1719 W. End Nashville, Tenn.
 Toig 6920 Taylor Rd., Cincinnati, O.
 Tojan 335 E. 10th N.Y.C.
 Toland 5 So. 60th Phila., Pa.
 Toles 60 E. 42nd N.Y.C.
 Toluca 10058 Valley Spring Lane, N. Holly-
 wood, Cal.
 Tomac 200 W 108, N.Y.C.
 Tom Cat P.O. Box 121 Abbeville, Ala.
 Tomahawk 98 Scobey Nashville, Tenn.
 Tomboy Petroleum Center San Antonio, Texas
 Tomkins 1075-5 Lynch Jackson, Miss.
 Tomm 2360 S. Beverly Glen Los Angeles, Cal.
 Tommy 15 W. 84th N.Y.C.
 Tomorrow's 353 E. 50th N.Y.C.
 Tom-Tom Post Office Box 4734 Compton, Cal.
 Tone 511 Fifth N.Y.C.
 Tone-Craft 2709 Germantown Phila., Pa.
 Tonecraft 12412 Ventura Blvd, Studio City,
 Calif.
 Tonto 11735 Hatteras, N. Hollywood, Calif.
 Toole 500 E. 33 1906 Chicago, Ill.
 Top Flight 3823 Grove Oakland, Cal.
 Top Talent 617 Exchange Building, Nashville
 Top Ten 231 Lincoln New Rochelle, N.Y.
 Topaz 9171 Wilshire Beverly Hills, Cal.
 Topper 6619 Northumberland, Pittsburgh, Pa.
 Tornado 525 W. Vernon Los Angeles, Cal.
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 Town and Country 756 Seventh N.Y.C.
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 Tracey 1451 Madison Memphis, Tenn.
 Trade Mark 4707 Broadway Chicago, Ill.
 Traff 916 Kearny San Francisco, Cal.
 Tragan 6332 Brynhurst Los Angeles, Cal.
 Trail 3921 McComas Fort Worth, Texas
 Trails End 146 7th Ave N., Nashville, Tenn.
 Tramer P.O. Box 5314 San Diego, Cal.
 Tranco 742nd Acwron, Zapata Afsta, Zapata,
 Texas
 Trans-America 474 Daniels Beverly Hills, Cal.
 Trans-Music 1619 Broadway N.Y.C.
 Trans-Pacific 1619 Broadway N.Y.C.
 Trans-World 1719 W. End Nashville, Tenn.
 Transglobal 56 West 45th St., N.Y.C.
 Trauma 6122 Delongpre Hollywood, Cal.
 Travis 1556 No. LaBrea, L.A., Cal.
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 20795
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 Tredlew 200 W. 57th N.Y.C.

(Continued on page 202)



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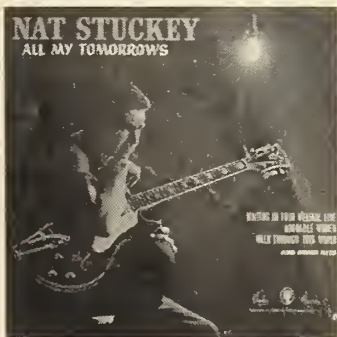
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1967



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(Continued from page 200)

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JACK GREENE—DECCA
NAT STUCKEY—PAULA
WAYLON JENNINGS—RCA VICTOR
Charlie Pride—RCA Victor
Johnny Paycheck—Little Darlin'
Kenny Price—Boone

Johnny Darrell—United Artists
Van Trevor—Band Box
Bobby Wright—Decca
Bobby Lewis—United Artists
Ed Bruce—RCA Victor

MOST PROMISING FEMALE VOCALIST

LYNN ANDERSON—CHART
TAMMY WYNETTE—EPIC
JEANNIE SEELY—MONUMENT
Wilma Burgess—Decca
Lorene Mann—RCA Victor

Dolly Parton—Monument
Kay Adams—Tower
Cheryl Pool—Paula
Donna Fargo—Ramco

MOST PROGRAMMED VOCAL GROUPS

BROWNS—RCA VICTOR
WILBURN BROS.—DECCA
HARDIN TRIO—COLUMBIA
Stonemans—MGM
Statler Bros.—Columbia

Flatt & Scruggs—Columbia
Willis Bros.—Starday
Tompall & Glaser Bros.—MGM
Jim & Jesse—Epic
Carter Family—Columbia
(Continued on page 204)

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(Continued from page 200)

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Tri-City 225 W. 57th N.Y.C.
Trickle 14812 Saticoy Van Nuys, Cal.
Tri-Dec State Bank-Haines City, Fla.
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Trim 81 Spring Valley Paramus, N.J.
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Vamp 963 First National Bldg., Detroit, Mich.
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Van Doe 5909 Melrose Hollywood, Cal.
Van Houton 6500 Charlesworth, N. Hollywood
Van Lee 1343 E. Harvard St. Glendale, Cal.
Van Winkle & Darian 1549 N. Vine Hollywood, Cal.
Vanadore 1537 McGavock Pike Nashville Tenn.
Vanguard 6087 Sunset Hollywood, Cal.
Vanjo Box 516 Goodlettsville, Tenn.
Van-Nauert 1620 Margate Rd., Palos Verdes, Cal.
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Vapac 1829 S. Michigan Chicago, Ill.
Variety 145 Linn Yonkers, N.Y.
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Varsity 2643 South Third Phila., Pa.
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Stuart Vavrin 2119 W. 54th Chicago, Ill.
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Vector 823 Cammack Court, Nashville, Tenn.
Veda 1724th N.Y.C.
Vedco 2721 A. E. 6th Long Beach, Cal.
Vedel 209 Fourth, W. Hendersonville, N.C.
Vegas 3788 Paradise Rd., Las Vegas, Nev.
Vejac 8462 Sunset, Hollywood, Cal.
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Vellore P.O. Box 38530, Hollywood, Calif.
Venetia 1501 W. Cortland Chicago, Ill.
Venice 8300 Santa Monica Hollywood, Cal.
Verbo 2751 McConnell Los Angeles, Cal.
Vernal 240 Central Park So., N.Y.C.
Vertigo 727 N. Kedzie Chicago, Ill.
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Vicki 850 7th Ave., N.Y.C.
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Vidor 1001 N. Lincoln Burbank, Cal.
Vier P.O. Box 723 Hollywood, Cal.
View 1570 N. Edgemond Los Angeles, Cal.
Vijay 2215 Edison Detroit, Mich.
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Vince Rago P.O. Box 691, Wilmington, Del.
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Viola 522 Patterson Nashville, Tenn.
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Volo 1650 Broadway N.Y.C.
Voltage 8230 Hollywood, Hollywood, Cal.
(Continued on page 204)

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LORETTA LYNN

STEREO

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**#1 MOST PROGRAMMED
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STEREO



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(Continued from page 202)

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 Vondart 887 Chatwood Memphis, Tenn.
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- W. W. 11360 Dona Dorotea, Studio City, Cal.
 Wabbit 5880 Hollywood, Hollywood, Cal.
 Wade 20 Beekman N.Y.C.
 Wajoma 157 W. 57th N.Y.C.
 Wakabe 271 Madison N.Y.C.
 Walaine 8912 Firestone Plaza Los Angeles.
 Walbridge 154 W. 57th N.Y.C.
 Harold Wald 146 W. 54th N.Y.C.
 Ed Waller 13603 S. Avalon Los Angeles, Cal.
 Wallis 4450 N. Jefferson Miami Beach, Fla.
 Walnut 148 W. 125th N.Y.C.
 Wal-rich 3351 W. 43rd Pl. Los Angeles, Cal.
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 Wanellen 850 7 Ave. N.Y.C.
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 Clara Ward 3800 N. 18th Phila., Pa.
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 Warden Box 8061 Nashville, Tenn.
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 Welden and Weiss 8833 Sunset Blvd., L.A.
 Welland 6311 Yucca St, Hollywood
 Wellesley 1050 Fifth Ave., N.Y.C.
 Maurice O. Wells 3816 N. Clark Chicago, Ill.
 Welton Music 2847 Effie Los Angeles, Cal.
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 Werber 608 Fifth Ave. N.Y.C.
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 Westwind 8510 Sunset Hollywood, Cal.
 Wheel of Fortune 6100 Afton Hollywood, Cal.
 Whimsy Box 1415 Hollywood, Cal.
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 Elmore White 1650 Broadway N.Y.C.
 Mack White 1026 Market San Francisco, Cal.
- Whiteman 1520 N. Hayworth, Hollywood, Cal.
 Wian 511 Fifth N.Y.C.
 Wil 14318 Wilfred Detroit, Mich.
 Wilberton 203 W. 126th N.Y.C.
 Wilbur's 55 W. 19th N.Y.C.
 Wildcat 1619 Broadway N.Y.C.
 Wilderness 913-17th Ave, So. Nashville
 Wildon 2 Park N.Y.C.
 Wildrick & Miller 630 Fifth N.Y.C.
 Wildwood 30 W. 60th N.Y.C.
 Wiley 1650 Broadway N.Y.C.
 Wilkay 1650 Broadway N.Y.C.
 Slim Willet 9109 Sunset Hollywood, Cal.
 Dootsie Williams 9512 S. Central Los Angeles.
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 Ralph Williams 203 N. Wabash Chicago, Ill.
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 Willstar 521 East Fifth St., # 18, N.Y.C.
 Wilshire 10558 Lauriston W. Los Angeles, Cal.
 Wincop P.O. Box 972 Hollywood, Cal.
 Window 720 17th Ave. S., Nashville, Tenn.
 Wine & Roses 3529 Silsby Rd., Cleveland, O.
 44118
 Wing Ding 1650 Broadway N.Y.C.
 Winlyn 200 W. 57th N.Y.C.
 Winneton 1619 Broadway N.Y.C.
 Winona Box 7256, Nashville
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 Wolverine Box 5054 Detroit, Mich.
 Wonderland 500 S. Buena Vista Burbank, Cal.
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 Worart 550 Grant St., Pittsburgh, Pa.
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 Wrath 270 N. Canon Beverly Hills, Cal.
 Wren 715 E. 111th Pl. Los Angeles, Cal.
 Mac Wright 200 W. 57th N.Y.C.
 Peter Wright 143 W. 54th Los Angeles, Cal.
 Wright-Gerstl 7118 Coldwater Canyon, N. Hol-
 lywood, Cal.
 Wrist 8215 Romaine Los Angeles, Cal.
 Wyndham 200 W. 57th N.Y.C.
 Wynmar 114 W. 70th N.Y.C.
 Wynne 1619 Broadway N.Y.C.
- The X Plus Y 271 W. 125th N.Y.C.
 X-L 607 S. Commonwealth Los Angeles, Cal.
 Xenophon 4264 S. Central Los Angeles, Cal.
- Yanden 3494 Obion Dr., Memphis
 Yeldem 6359 Selma Ave., Hollywood, Cal.
 90028
 Yellow Sand 3852 N Euclid Tucson, Ariz.
 Yenom 1781 Hauser Blvd, Los Angeles, Calif.
 Yonah P.O. Box 425 Louisville, Ga.
 Bob Yorey, c/o Universal Attractions, 200 W.
 57, N.Y.C.



COUNTRY POLL WINNERS

(Continued from page 202)

MOST PROGRAMMED INSTRUMENTALISTS

- | | |
|-------------------------|----------------------------|
| CHET ATKINS—RCA VICTOR | Joe Maphis—Mosrite |
| FLOYD CRAMER—RCA VICTOR | Del Wood—Columbia |
| ROY CLARK—CAPITOL | Merle Travis—Capitol |
| Pete Drake—Smash | Lloyd Green—Little Darlin' |
| Boots Randolph—Monument | Bill Monroe—Decca |
| Jimmie Bryant—Imperial | |

MOST PROGRAMMED ORCHESTRAS

- | | |
|--|--------------------------|
| BUCKAROOS—CAPITOL | Flatt & Scruggs—Columbia |
| HANK THOMPSON'S BRAZOS | Wagonmasters—RCA Victor |
| VALLEY BOYS—WARNER BROS. | Blue Boys—RCA Victor |
| TEXAS TROUBADORS—DECCA | Jones Boys—Musicor |
| Leon McAuliffe's Cimarron Boys— Capitol | Texas Playboys—Kapp |

MOST PROMISING INSTRUMENTALIST

- | | |
|---------------------------|--------------------------|
| LOYD GREEN—LITTLE DARLIN' | Curly Chalker— |
| JIMMIE BRYANT—IMPERIAL | Glen Campbell—Capitol |
| JERRY REED—RCA VICTOR | Larry Butler— |
| Jerry Smith— | Weldon Myrick—RCA Victor |
| Phil Baugh—Longhorn | |

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| Yuki 4182 Farndale, N. Hollywood, Cal. | Ze-rott 114-17 145 St., Ozon Park, N.Y. |
| Yvonne 9328 S. Parnell Chicago, Ill. | Bob Zieff 2477 Cheremoy Hollywood, Cal. |
| | Zim Music 236 W. 55th N.Y.C. |
| Z-12 5211 Santa Monica Hollywood, Cal. | Zira c/o I. La Charles Harper, P.O. Box 53, Manhattanville P.O., N.Y. |
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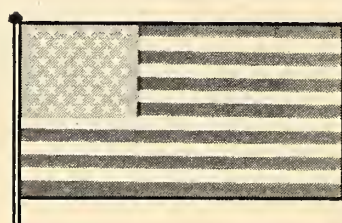
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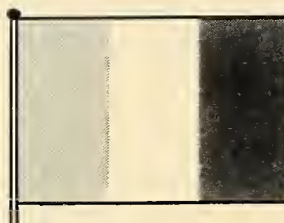
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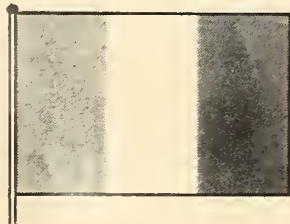
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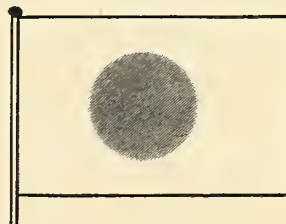
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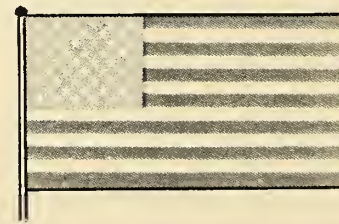
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GREAT BRITAIN—THE PAST 12 MONTHS

During its 25 years' existence, *Cash Box*—like the music industry it serves—has grown from strength to strength, and many changes and advances have been made.

Nowhere have the changes been more sweeping than in the international field, which *Cash Box* entered in 1959. The timing was right. *Cash Box*, and the music industry in Britain and in Europe, was raring to go—able and willing to experiment and expand. Much has been achieved in the ensuing years. The countries of Europe, far from losing their individuality, have preserved and protected it. By creating their own artists and sounds, they have contributed much to the previously American-dominated scene.

All in all, the first half of the decade has seen a tremendous advance internationally, thus bringing nearer and nearer the realization of a "one world concept." Few will deny that Britain and The Beatles will go down in history as the trend-setters of the sixties—leading and revolutionizing the musical world over the past five years. However, as the hysteria of Beatlemania dies away, and the group scene begins to fade, the time is ripe to take a general look at the British market as it is today.

Dramatic Changes

The shape of Britain's record industry is changing dramatically as the second half of the decade develops. At every level there are signs of new techniques, new personalities, new processes and, not least, new major manufacturing forces.

EMI and Decca continue to control the largest shares of the market, but their pre-eminent positions are slowly decreasing. First it was Philips Records and then Pye Records that became substantial rivals. CBS, after purchasing Oriole, launched its own British operation two years ago. Though its progress—particularly in the areas of chart records has been slower than many industry personalities expected, its vast American catalogues of classical and show material, plus such world "greats" as Andy Williams and Tony Bennett, have brought it far more business than the hit parade would suggest.

Label Standings

Despite an expensive excursion into the British talent market by securing Georgie Fame, it has been the recent success of the Tremeloes, four years on the scene as a backing group, which has brought CBS its first real singles chart excitement. This, coupled with the British original cast album of "Fiddler on the Roof", has created the sales impact which the business expected CBS to generate.

More spectacular has been the recent emergence of Polydor, the British arm of the German giant Deutsche Grammophon. For some years, its great classical catalogue had given the firm a small but respected place on the British market. Two years ago a decision was made to widen the scope of the British operation. Roland Rennie was brought back from New York as its head. It has now been set up as a widely-based operation involved in every field of record activity.

A great part of Polydor's success has been due to the acquisition of the Atlantic line. This coincided with a great awakening interest in soul music, which also showed in EMI's great success with the Tamla-Motown catalogues.

Although continuing within the terms of its licensing deal with Decca, RCA has expanded its own interests substantially. It now has a record operation in miniature functioning in the creative and marketing areas backing Decca's efforts and paving the way for possible new forms of trading on the British market.

The second half of 1967 sees the launching of independent marketing operations by both Liberty and MGM,

who had previously licensed through EMI. Disney broke away similarly at the turn of the year.

Coupled with these manufacturer-licensee upheavals, have been the emergence of successful independent labels, breaking the long-held belief that individuals could not compete in this area in Britain. The Andrew Oldham/Tony Calder Immediate operation, now nearly two years old, repeatedly makes its presence felt. So does Chris Blackwell's Island Records. Dick James and Larry Page have successfully launched Page One, and Robert Stigwood the Reaction label. Latest in the line is Phil Solomon's Major-Minor Records and Kit Lambert and Chris Stamp's Track label.

While all these changes have been vastly increasing the competition among manufacturers, there have been even bigger and more fundamental marketing changes. Until the summer of 1966, dealers had a vast choice of source of supply at distributor level. For many years both EMI and Decca were supplying dealers with not only each other's product, but that of other manufacturers, too.

Pye had pioneered direct distribution of much of its product, and in 1965 Philips decided that it would supply its whole range direct. EMI and Decca followed last summer, ending a vast area of wasteful competition. CBS chose to use EMI's distribution, and Polydor shared Philips'. Most independents aligned with one or the other of the majors, often supplementing them by using the remaining handful of independent wholesalers whose main business remained specialist lines.

At the same time, most majors reinstated applying surcharges to small orders to meet fast-rising distribution costs. This placed a greater onus on to record dealers to maintain closer stock control.

With returns generally limited to five per cent of turnover, careful ordering became more essential than ever. Tax, which was raised from 25% to 27½% of wholesale price, had to be paid by the dealer on delivery and also inhibited over-ordering.

Stocking Problem

All sections of the industry have been looking at this stocking problem. Manufacturers want the greater part of their catalogues in the shops. Retailers, though more heavily penalized than ever before for over-stocking, still want to be able to supply from their shelves. Greatest hope lies in the elimination of the need to stock both stereo and mono LPs. Over the year, it has become accepted that there is no possibility of a compatible disk. Therefore, the standard disk must become the stereo one. Britain has been slow to adapt the stereo concept, even though disks are sold for the same price as mono. The problem has been to convince the equipment industry that it should make pick-ups suitable for stereo disks, even on otherwise mono equipment. This is gradually becoming a reality. In the past year both Pye and the Saga budget line experimented with stereo-only releases and abandoned them. Philips and Polydor have had some success with limited releases. The biggest lead came this summer from EMI, which has decided, with the knowledge that some sales may be lost temporarily, though not it expects, in the long term, to issue classical releases in stereo only. It is felt that classical buyers are likely to have the best playback equipment, even if mono-only. If successful, this move will have wide-reaching effects on production and distribution as well as stocking at both manufacturer and retailer level. However, Britain's manufacturers rely extensively on export sales (about 15 per cent in 1966) and mono pressings may have to continue for some time to meet demands of

slower developing overseas countries and the territories where stereo brings a premium.

Price Maintenance

As it adjusts to these changes and opportunities, the British industry is faced with the possible end of fixed retail prices. Price maintenance as such, has already been abolished, but a special case can be made out for continuance by application to the High Court. The record industry has taken that course, but until the case is heard—perhaps late in 1968—it is able to maintain fixed prices. The case is being led by EMI and Decca, with support from Philips and Pye. Saga is making its own application.

There is considerable hope that a case will be established following the precedent set by the book trade, with which the record industry has many similarities, including the creative, manufacturing, distributing, marketing and retailing functions.

These fundamental changes have been taking place in a period of general economic depression, brought about by the national balance of payment crisis of 1964, and the stringent measure taken by the Government in the summer of 1966 to counter it.

These included both a prices and wages freeze, and the imposition of a selective employment tax, which, though benefiting manufacturing enterprises, has penalized the vast majority of the industry. It has been a severe handicap to retailers, particularly those relying on part-time staff.

While increasing costs, these economic measures have undoubtedly lessened consumer demand. Capital equipment sales were badly hit, but record sales have been hurt too. On the first half year's performance it seems unlikely that the 1967 figures will be maintained.

Manufacturer sales to the home market reached a peak of \$63 million in 1964. This was on the crest of the boom instituted by the Beatles. As production dropped back, it was felt that domestic demand was adjusting to a more normal level. The 1966 home sales reached almost \$60 million, which was 11% ahead of 1963, and 2.8 times that of ten years earlier.

Exports worth 10.5 million in 1966 were the highest ever recorded. The previous peak was \$10.2 million of 1957 after which they fell to a low of \$7.5 million in 1961 and have since been steadily climbing back.

Although the total number of disks produced by manufacturers, 84.9 million, showed a substantial drop compared with the 93.7 million of 1965, and the peak 101.3 million of 1964, it was in a large degree made up by LP production which reached an all-time high of 33.3 million. Album production is growing rapidly, being double that of 1960 and nearly triple that of 1956.

British manufacturers continue to produce a small number of 78s (400,000 in 1966). These are virtually all for export, mainly to Africa and Asia. Taking production of 78s and 45s together (51.6 million in 1966) this section of the market is at about the level of ten years ago in unit turnover.

The EP, which though never a big item, had been responsible for a substantial amount of turnover, has virtually died away. Its death was hastened by the introduction in 1965 of budget albums selling at about \$1.75 (almost the same as EPs) by EMI, Pye and Philips who joined such budget manufacturers as Saga and Pickwick. The budget album is now accepted as part of the British record business. Many dealers stock them, although most lines are racked, usually by the manufacturer.

One of the more controversial changes of the year was EMI's decision to introduce a full-price racking operation. This began with a handful of outlets in the fall of 1966. Although it has been expanded now, it is still regarded as an experimental

operation. It introduced for the first time in Britain, heat-shrunk film wrapping of records.

In the classical field, the revival in interest of baroque music has continued, and Decca has imported from Teldec, Germany, a notable series "Das Alte Werk". Decca has also finished its recording of "The Ring" cycle. EMI is placing great faith in its recording of a new pianist, Daniel Barenboim.

Classical recordings have greatly increased their share of the market according to many industry figures, but the basis of the record business remains in the "pop" and popular fields.

The "pop" market is undoubtedly handicapped by the lack of suitable exposure media. The TV miming ban sponsored by the Musicians' Union in the summer of 1966 had the effect of enormously increasing the budgets of television beat show productions. Only the larger stations could afford to continue and most of these cut back. For most of this year there has not been a program on network featuring new records.

Pirate Broadcasters

The pirate broadcasters face the threat of elimination by the Government. Legislation before Parliament will make it difficult for them to continue. The shipborne stations in particular, feel it will be possible although they will have to go outside Britain for support and sustenance.

Though most industry leaders feel that the pirates have helped reduce singles sales, the offshore broadcasters have undoubtedly been a big influence in the introduction and development of new artists. Most of the stations operate on a playlist formula. This year it became possible for time to be bought on Radio Caroline for the promotion of disks outside the station's playlist. The pirate broadcasters have undoubtedly won themselves big audiences. The Government has authorized the BBC to begin a new radio network which will carry a national pop music program. This will start in the autumn, and will cover most of the country from the outset.

However, the BBC's contract with the record companies both limits the amount of time given to airplay of disks and the frequency of broadcasting of an individual disk. So Top 40 broadcasting, as developed in America and used by several of the pirate broadcasters, will not be possible. Most of the air time will have to be filled by live broadcasts by pop artists and groups, dancebands and orchestras, presented in a disk jockey format. This technique has been thoroughly developed by the BBC which increasingly subjected it to scientific audience research and application.

Little of the broadcasting is truly "live"—most of it is pre-recorded and the opportunity is usually taken for a second take if the artist or producer is dissatisfied with the sound obtained. So there is opportunity for disk promotion without disk play by local artists. It will become even more important for the successful introduction of American artists for them to visit this country for in-person promotion, to take advantage of this type of broadcasting as well as television and club and theatre dates which may be available.

Cassettes

The biggest technical innovation of the year has undoubtedly been the introduction by Philips of the Musicassettes. After two years' experience on the continent, the system was launched here last fall with what was probably the biggest marketing campaign ever mounted for a record project in this country.

The launch began with stereo cassettes. As they are suitable for play-

(Continued on page 8)

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GREAT BRITAIN—THE PAST 12 MONTHS

(Continued from page 5)

back with mono equipment, they became the first true compatible sound carriers yet seen in this country. Early this year, Philips' London duplicating plant came fully into production.

The economic recession handicapped sales of equipment but the concept is already widely accepted. CBS and Pye assigned both their catalogue and licensed repertoires to Philips for distribution. EMI and Polydor are marketing their own musicassettes. Several independent labels, including Immediate and Page One, have also arranged for their repertoire to be available on musicassettes.

The only major firm not active in marketing the concept is Decca, which has always avoided becoming involved in tape records in this country, although its repertoire is available in tape form in the U.S. and many other countries.

There has now been some activity by RCA, Muntz and ITCC preparatory to launching the cartridge systems here, but so far there has been no substantial campaign. So much for the general scene, now let's examine more closely the activities of Britain's record companies and music publishers over the past twelve months.

RECORD COMPANIES

EMI

For EMI, one of the major events of the year under review, came at the very beginning, when in July 1966 the company commenced sole distribution for its own labels, and those it represents in the United Kingdom. The results have brought a better control over promotional and advertising activities from factory to consumer. It also enabled the sales force to devote all their energy to the EMI lines, and to speed up delivery which has benefited the dealer by faster turnover of stock.

Overall, U.K. and Northern Ireland distribution is now undertaken from three major depots—Hayes, Manchester and Belfast. At the beginning of 1965, the company's interim report for the half year ending 31st December 1966 announced group profits before taxation of £5,767,000 as against £7,307,000 for the same period the previous year. During the half year, 65% of the profits before tax were earned by EMI's overseas companies, compared with 75% for the corresponding period in 1965.

A successful year is assured, due to the hits by The Seekers, Vince Hill, Lulu, Cliff Richard, The Hollies, Cilla Black, The Easybeats, Herman's Hermits, Rolf Harris, Ken Dodd, and of course, bringing this year to an exciting climax, The Beatles burst on the scene again with their latest album, "Sargeant Pepper's Lonely Hearts Club Band". The album sold 130,000 in its first day on release, excluding export orders. During the year, the Beatles also renewed their contract with EMI for a further nine years.

The year has been notable for EMI chart successes, with many American artists including the final tremendous breakthrough of the Tamla-Motown sound. Palpable hits were scored by The Four Tops, The Supremes, The Temptations, Jimmy Ruffin, and Marvin Gay and Kim Weston.

Other Americans to do well in the singles charts were Gene Pitney, Lee Dorsey and the Royal Guardsmen. In the album field, one of the year's biggest hits was the "Zihivago" sound track LP, selling around 70,000 copies. Amongst the many artists who enjoyed LP chart entires during the year were The Beach Boys, The Beatles, Georgie Fame, The Seekers, Cliff Richard and The Four Tops.

New talents to emerge during 1966/67 included The Pink Floyd with "Arnold Laine", Jeff Beck with "Hi

Ho Silver Lining", Australian group The Easybeats with "Friday On My Mind" which was also a resounding hit in the United States. New signings included Billy Fury and Kathy Kirby, both ex Decca, Lulu ex Decca, who went straight into the charts with "The Boat that I Row".

In the classical field, turnover to June 1967 showed an increase of approximately 8% on the same period last year. Highlights of the year's classical sales included Klemperer's "Missa Solemnis", an album of popular Sibelius works conducted by Sir John Barabroli, and an album by the Menuhin family of "Mozart's Triple Concerto". Another good classical seller was Mahler's "Song of the Earth" which sold 5,500 copies within three months of release, the album conducted by Klemperer. Another outstanding record was Sir Adrian Boult's recording of Holst's "Planets" selling 4,300 in its first month. Another highlight was the Gerald Moore "Farewell Concert" at the Festival Hall.

Major classical signings of the year included soprano Janet Baker, pianist Daniel Barenboim, and cellist Jacqueline du Prez.

Breaking through the sound barrier, EMI announced that as from 1st July new classical albums would be issued in stereo only, thus becoming the first British company to follow the trend already set by Germany and Scandinavia.

New labels acquired during the year include Jubilee and Associated labels, and contracts were renewed with ABC Paramount until 1971 and EMI also renewed their Tamla-Motown contract. During the year, Liberty went independent, and later this year it is expected that MGM will follow suit.

In April this year, EMI acquired majority interest in Gerry Oord's Bovema record company of Holland. Also during the year EMI appointed Jugoton of Yugoslavia as their licensee in that territory, thus gaining an entry into the vast market in Eastern Europe.

The major organizational changes within EMI came early in 1967 with the appointment of Ken East as Managing Director of EMI Records.

During the year, EMI Chairman Sir Joseph Lockwood, visited South Africa, United States and Mexico. Another major event of the year was the takeover of the Grade organization.

The EMI-Paul Hamlin "Music for Pleasure" series of budget price LPs sold over 5 million records from the commencement in October 1965 to March 1967, thus exceeding all expectations. The year has also seen EMI's entry into the field of Musicassettes, and a considerable amount of EMI repertoire is now available on the Philips' system.

Decca

For Decca Records, the highlight of the year has undoubtedly been the launching of the Deram label, primarily promoted and guided to success by Exploitation Manager Tony Hall. The label, launched in October 1966 had an immediate hit with Cat Stevens' "I Love My Dog", followed by "Mathew & Son", "Gonna Get Me a Gun", and his first album which also rated chart success "Mathew & Son". Cat Stevens has also emerged as a prolific songwriter, penning not only his own material, but supplying hits for other artists as well. He gave "The Move" two chart entries on Deram with "Night of Fear" and later, "I Can Hear the Grass Grow". The label also scored with "I Was Kaiser Bill's Batman" by Whistling Jack Smith. The most recent Deram success has been the Number One Smash "A Whiter Shade of Pale" by Procul Harum, which turned out to be Deram's first big international success. Other artists for whom Tony Hall and Deram have high hopes are Denny Laine (ex Moody Blues mem-

ber) and The Warm Sounds, who made a promising debut with "Birds and Bees". Most of the Deram material comes from indie producers New Breed Productions headed by Denny Cordell, and Smash Productions headed by Mike Hurst. Deram is the first major label to open its doors to indie producers and release masters within the confines of a major label. On the Decca label, the company had huge success via Tom Jones' "Green Green Grass of Home" and Engelbert Humperdinck's "Release Me". These two artists held the Number One spot for eleven weeks, and during the year under review the Decca Group held the Number One spot for no less than twenty-three weeks. Other artists to boost the Decca year have been The Small Faces, Val Doonican, and Alan Price, as well as Americans, Ike & Tina Turner, The Monkees, Jim Reeves, The Mamas & Papas, and The Turtles. In the album charts, "The Sound of Music" is still riding high, with sales rapidly approaching 2,000,000 copies. Other LP charters of the year have been albums by Tom Jones, The Monkees, Jim Reeves, Val Doonican and The Rolling Stones.

Good sales have also been notched up with Phase Four stereo albums and John Mayall's Bluesbreaker albums.

In the classical field, the most important issue has been the complete recording of Wagner's "Die Walkure" issued in September 1966 to complete the Vienna Philharmonic-Solti-Decca recording of the Ring cycle. Other operatic highlights have been Gounod's "Faust" with Sutherland and Corelli, and the first recording of Benjamin Britten's "Midsummer Night's Dream" conducted by the composer. During the year, Decca launched the "Grand Opera Series" featuring re-issues of famous Decca recordings on the low-priced Ace of Diamonds label. Eleven operas have been issued. Additions have been made to the Phase Four concert series devoted to popular classics which will be extended still further in the coming year. Four special albums devoted to Toscanini recordings have been issued by RCA on the Victrola label, to tie in with the centenary celebrations in March. The year also saw the introduction of the Victrola "Legacy" series, devoted to great recordings of artists of the past.

The year has seen an increase in the importation of continental disks, and Decca's Turnabout label, retailing at 17/8d featuring Baroque music has been very successful, as has "Das Altwerk" catalogue from the Telefunken label which retails at 42/-d. Since Decca undertook their own distribution just a year ago, service to retailers has been speeded-up and they now give a twenty four hour service from their four depots at London, Birmingham, Manchester and Glasgow.

During the year, Decca acquired several new labels, including the White Whale catalogue which has given them the turtles' hits. Other label acquisitions were Hickory, Mira, Lee Hazelwood Inc. and Impact. Monument, distributed here by Decca for some time, was given its own logo.

Philips-Fontana

For Philips and Fontana, it has been another highly successful year. Following the fantastic success of 1966 when the group had 20% of the entire singles market, their share for the first four months of 1967 fell slightly to around 15%. As previously, folk has been on the up and up, with a strong rostra of artists including Joan Baez and British singles, Julie Felix, Martin Carthy and The Corrie Folk Trio.

In the "pop" singles field, one of the company's greatest assets has been the enormous success all over the world of the New Vaudeville Band with "Winchester Cathedral," "Peek A Boo," and "Finchley Central" all

on Fontana. It has in fact, been a remarkably successful year altogether with Fontana, particularly in the singles field. In addition to the New Vaudeville Band, chart entries have been registered by The Troggs "With A Girl Like You," The Mind Benders "Ashes To Ashes," Manfred Mann "Just Like A Woman," "Semi-Detached Suburban Mr. James" and "Haha Said The Clown," Wayne Fontana had a hit with "Pamela Pamela" whilst Dave Dee, Dozey, Beaky, Mick & Tich have emerged as a top international group with major chart success entries throughout Europe, notably with "Bend It" and "Hideaway" and "Touch Me, Touch Me."

On the Philips label, Dusty Springfield further consolidated her previous chart successes and established herself in the world markets with hits such as "All I See Is You," "Going Back," "I'll Try Anything" and her latest triumph "Give Me Time."

The Walker Brothers (John Scott now solo artist with Philips), had a couple of hits with "You Don't Have To Tell Me" and "Another Tear Falls." Spencer Davis chalked up a succession of hits with "When I Come Home," "Give Me Some Loving" and "I'm A Man." The Spencer Davis Group have now split, but Davis and his new group have signed with Fontana, and ex-member Stevie Winwood's new group Traffic, had their first record on Island "Paper Sun" issued in May, which immediately became a chart best seller. Harry Secombe—always a powerful LP seller—made a surprise entry into the singles charts this year, selling over 300,000 copies with his version of "This Is My Song." In the LP field, April this year was Harry Secombe month, marked by the issue of a special double-pack album "Secombe's Personal Choice." Album sales have been good, particularly "popwise," with Dusty Springfield's "Golden Hits" topping the list. Other big album sellers have come from The Walker Brothers and The Troggs. The company has cut down on budget line releases, but is issuing stronger material by top names such as Basie, Vaughn, Brook Benton and Dizzie Gillespie.

A classical highlight of the year was the release in May of the much-praised "St. Luke Passion"—a two record set by the contemporary Polish composer Penderecki.

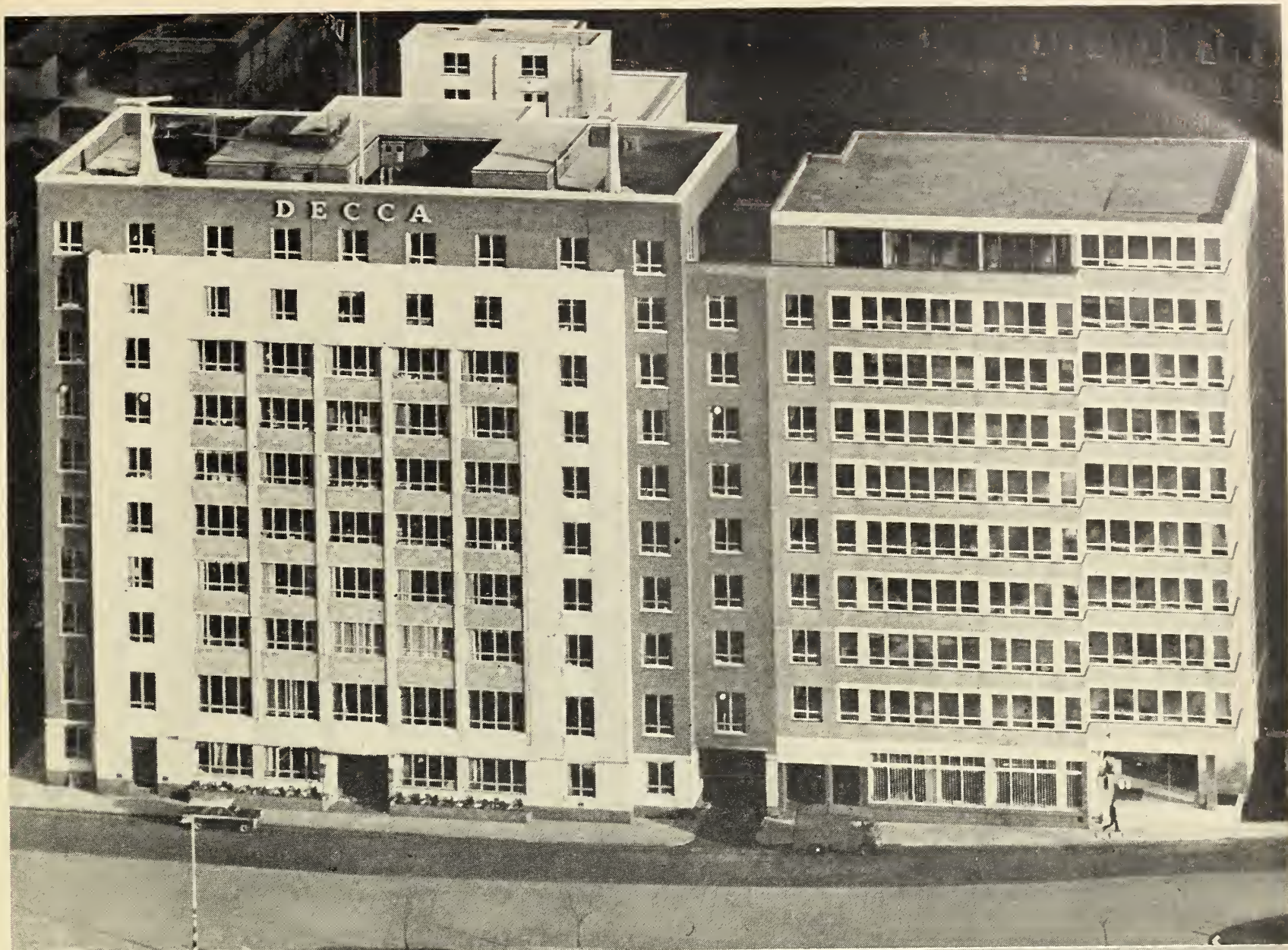
The Philips Musicassettes, introduced in October 1966, have been a tremendous success, and eighteen major companies have now accepted the Philips' system. At the time of writing, taking all the repertoire available, there are some 150 cassette tapes on the market, and this will be doubled by the Autumn to over 300. July is to be declared Musicassette Month, with concentrated activity by Sales and Promotional forces backed by consumer advertising. In the Autumn Philips plan to strengthen their classical catalogue of Musicassettes, with highlights from "The Messiah" recording, and the first releases of chamber music and concertos. Around the world there are sixty three equipment manufacturers who are manufacturing for the Philips' system, and close on 100 labels on which repertoire is being issued.

Pye

For Pye records, the year got off to a slow start in January, but February started to point the way for Pye in 1967. March saw an increase in volume of 28% and April 35% over the same month a year earlier. This was not taking into account the phenomenal sales of Sandie Shaw's Eurovision Winner "Puppet On A String" throughout Europe.

Having terminated distribution through EMI Wholesalers last July, Pye terminated its long-standing association with Selecta early this year. At the end of June, Pye concluded its arrangements with independent factors, thus controlling its U.K. dis-

(Continued on page 10)



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GREAT BRITAIN—THE PAST 12 MONTHS

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tribution 100%. During the transitional period ending June 1967, the sales and distribution forces have been expanded proportionately, and on July 1st the sixth and latest depot opens at Bristol to cover the west country and South Wales. This blanket coverage and emphasis on distribution is part of Pye's overall policy to combat the stiff competition that lies ahead as more and more American companies set up independent operations in this country.

Pye is confident that its 100% distribution system is as effective as possible, and together with their studio and pressing facilities, places them in a very strong position.

Pye's chart successes over the past twelve months can be gauged by the fact that by May 1967 the company had held the Number One slot no less than eight times. Their share of the LP charts has been equally impressive.

In the singles field "Guantanamera" by The Sandpipers gave Pye a chart entry for ten consecutive weeks. British artists The Kinks had a tremendous year in the singles charts with "Sunny Afternoon" and "Dead End Street," culminating in their latest smash "Waterloo Sunset." They also hit hard in the album charts with "Well Respected Kinks." Donovan had a couple of blockbusters with "Sunshine Superman" and "Mellow Yellow," and of course Petula Clark maintained her hold with "I Couldn't Live Without Your Love" and gave the company a Number One hit with "This Is My Song." Another Number One came from Sandie Shaw with her Eurovision winner "Puppet On A String" which turned out to be the biggest international hit of the year. Following their individual solo successes, Frank Sinatra with "Strangers In The Night" and Nancy Sinatra with "These Boots Were Made For Walking," the duo teamed up to give Pye another Number One with their Reprise single "Something Stupid." In the album field, Geno Washington and the Piccadilly label a resounding hit with "Hand Clappin' Foot Stompin' Funky But Live." American Herb Alpert achieved popularity and gained album placings with "Going Places," "Whipped Cream And Other Delights" and "S.R.O." The comedy highlight of the year came from Napoleon XIV with "They're Coming To Take Me Away, Ha Ha."

A highlight of Pye's year was the international look given to their 7th Annual Sales Conference in October 1966, which was attended by delegates from sixteen overseas territories.

Pioneers in the field of low priced albums via Golden Guinea, Pye's latest low priced series "Marble Arch" has been an unqualified success. Since September 1966 nearly 1½ million LPs have been sold, including "Well Respected Kinks" which sold a quarter of a million, and the Searchers' Smash Hits" sold over 100,000. Sixteen other albums have sold over 100,000 copies each.

It has also been a year of enormous expansion and improvement for Pye's studios, which are used for recording major artists from companies other than Pye, such as The Rolling Stones, Spencer Davis, Nancy Sinatra etc. The factor has also been further developed by the addition of new presses and can now produce over 100,000 albums and 2,500 singles per week.

CBS

Ken Glancy, Managing Director of CBS, reports that progress during the company's first twelve months in their new headquarters has exceeded expectations. CBS have increased their penetration into both popular and classical markets. In the "pop" field, major acquisitions have included such talents as Georgie Fame and The Tremeloes. Fame's first CBS single to make the charts, "Because I Love You" was launched by a unique and massive promotional campaign. Fame

has also had an EP and an LP released. The Tremeloes, in their first six months with CBS, achieved two smash hits, first with the transatlantic charter "Here Comes My Baby," followed and climaxed by "Silence Is Golden," giving CBS their first British-oriented Number One, (and incidentally, the first British group to top the charts in 1967.) Other British signings included Gerry Marsden, The Zombies, Anita Harris, and Brian Poole.

Amongst the classical highlights were the releases of "Wozzeck" conducted Pierre Boulez (awarded the Grand Prix de Disque of France as the best operatic recording of 1966-67). Leonard Bernstein consolidated his reputation with his best-selling version of Mahler's "Eighth Symphony" with the London Symphony Orchestra (the first time CBS have used a British Orchestra). Another major release in the operatic field was the highly successful "Falstaff" with Dietrich Fischer Dieskau and Leonard Bernstein conducting. CBS also hit the jackpot with the original cast album of "Fiddler On The Roof" starring Topel—which hit the singles and LP charts. Bob Dylan's "Greatest Hits Volume 1" also proved to be a consistent LP chart entry.

Visiting CBS artists during the year have included Tony Bennett, who also collected a silver disk for his "San Francisco," Simon & Garfunkel, Woody Herman, Dave Brubeck, The Byrds, The Clancy Brothers, The Brothers Four, Carolyn Hester, Eugene Ormondy, Leonard Bernstein, Isaac Stern, Pierre Boulez, Rudolph Ferkin. In the music cassette field, CBS' repertoire has been made available to Philips, and to date some twenty music cassettes ranging from Bob Dylan to West Side Story, are on the market.

Polydor

Polydor's new streamlined policy, launched in the fall of 1965 when Roland Rennie took over the directorship, has paid handsome dividends, as results for the past twelve months will testify. During this period, production and sales at all speeds, have matched the enthusiasm initially shown by the Polydor team. In May this year, the Top Twenty charts showed five placings for products distributed by Polydor. Reviewing the company's progress, Roland Rennie pinpointed the gratifying success and development of the Atlantic and Associated labels' repertoire.

Progress has also been achieved in the international field with artists such as Bert Kaempfert and James Last. Both have been widely accepted in Great Britain and Polydor look forward to a much broader international development in the future. On the home front Polydor's success has been equally rewarding, through their association with such talents as The Who, The Cream, Jimi Hendrix and The Experience, whilst The Bee Gees are rapidly establishing themselves as a major force in the record markets of the world. Whilst progress in the "pop" field has been particularly strong, this has in no way affected the still growing appreciation for the company's incomparable classical repertoire.

Over the last year the United Artists Organization in London, which includes the publishing, film, record, and music division, has extended enormously. Due to the increased activity in all branches, the company will be moving to larger premises later this year. Some of the most prominent albums have been the James Bond album "Thunderball," and the latest in the series, "You Only Live Twice," in which Nancy Sinatra sings the title song. Frank Cordell's score for "Khartoum" was one of the best sound track albums of the year. Ken Thorne won an Oscar for the best adaptation of an original music score for "A Funny Thing Happened On The Way To The Forum."

United Artists

The United Artists record label in Great Britain has had one of its biggest successes with the Easybeats' recording of "Friday On My Mind" which was a world hit, climbing high in the American charts. An album is also on current release. "A Man And A Woman" composed by Francis Lai, was one of the biggest selling sound track albums, and another film with music by the same composer, is now being completed and promises to be an even bigger success. Shirley Bassey's first album for United Artists "I've Got A Song For You," and more recently, "And We Were Lovers," were successful in all parts of the world. Bassey will undertake an European tour this summer, to promote the recordings and appear in major television shows and galas throughout Europe. Among the most successful British artists to be acquired for the United Artists American label are the Spencer Davis Group, one of the biggest names in the American record business. Now Stevie Winwood's new group called Traffic, already launched in this country, will also be distributed in America on the United Artists label. Vera Lynn had her most successful single release in America for some years with a song called "It Hurts To Say Goodbye," and an album by Vera is also on release in America. Another contract artist, Samantha Jones, looks like her first really big hit with "Ray Of Sunshine." In preparation are the first recording sessions with The Fortunes, already internationally successful, and whose first single release will be early this summer.

A new film, produced by United Artists and directed by Clive Donner, who was responsible for "What's New Pussycat," will include songs written and performed by the Spencer Davis Group and Stevie Winwood, in an exciting new-style movie "Around The Mulberry Bush." There will be at least ten songs in the picture, which should prove to be one of the most exciting film albums of the year. United Artists also report that Lionel Bart has been commissioned to write the title songs for two important British productions. Frank Cordell has just completed his first orchestral album for United Artists, to be released shortly.

Italian artists, Mina and Domenico Modugno, will be coming to London in the next few weeks to make their first English recordings for United Artists. Noel Rogers, Managing Director, is satisfied with the company's progress during the past year, and predicts considerable expansion in the months to come.

Delyse

For Delyse, the past twelve months have seen a great diversification of their activities. The crowning achievements came with the company's nomination for the "Grammy" award for their much-praised recording of Mahler's "Des Knaben Wunderhorn" album, featuring Janet Baker and Geraint Evans, conducted by Win Morris. The album is now released in the United States on Angel. In the "pop" field, progress has been particularly marked, with their Irish repertoire, which also gave Delyse its major chart entry with "The Merry Ploughboy" by Dermot O'Brien—a Number One in Ireland for eight weeks. The company's successful Childrens' catalogue has been increased by 90% and was the biggest selling children's series in the United Kingdom. The year has also seen the introduction of the new Envoy International series, which includes repertoire drawn from all over the world. Turnover for the year ending March 1967 was 200% up on the previous year. During the past twelve months, Isabella Wallich, the company's dynamic founder-director, has travelled considerably throughout Europe and earlier this year, visited America. Future plans are basically, to de-

velop both the Delyse and Envoy labels, and expand into independent record production in the classical field.

Elektra

For Elektra, the year has seen a tremendous increase both in output and sales of their budget line "Bounty" Elektra have concentrated on building up a roster of British talent with marked success. High on the list is the Scottish Folk group, The Incredible String Band, whose first album tagged after them went to Number One in the British folk charts and has now been released in the United States. Their second album "The 5000 Spirits Or The Layers Of The Onion" is also on release.

The year has also seen an impressive entry into the "pop" field by the parent American company with artists such as The Doors and The Love both making the United States charts and notching up impressive U.K. sales. Singles by the groups have also been issued in the U.S. and in this country. A notable event of the year was the arrival of Judy Collins for a recording session at the end of 1966. She cut an album entitled "In My Life" tagged after one of the tracks by Lennon & McCartney. For the LP the artist broke away from her strictly folk idiom and went "a la Beatles."

Elektra stars to visit the United Kingdom in 1966/67 included Tom Paxton and Judy Collins (both with SRO concerts at the Royal Albert Hall), and Tom Rush.

Elektra's concert promotion activities have also achieved phenomenal popularity and success with international artists such as Jacques Brel, and Simon & Garfunkel who had a concert at the Royal Albert Hall.

Some notable Nonesuch releases have also been issued, the most important being "The Haydn Paris Symphonies," set of three LPs by Leslie Jones.

Transatlantic

Transatlantic Records report a highly successful 1966 with an even brighter 1967 in prospect. The year ending 31st December 1966 saw a rise in turnover of 28% and a further increase of 40% for the first four months of 1967. The addition of the Audio Fidelity and Prestige catalogues contributed considerably to this increase. Transatlantic have issued over thirty Audio Fidelity LPs since taking on the line just over a year ago, and a special promotion in January this year tied in with Kodak's cameras, resulted in the sale of some 14,000 Audio Fidelity LPs in the month.

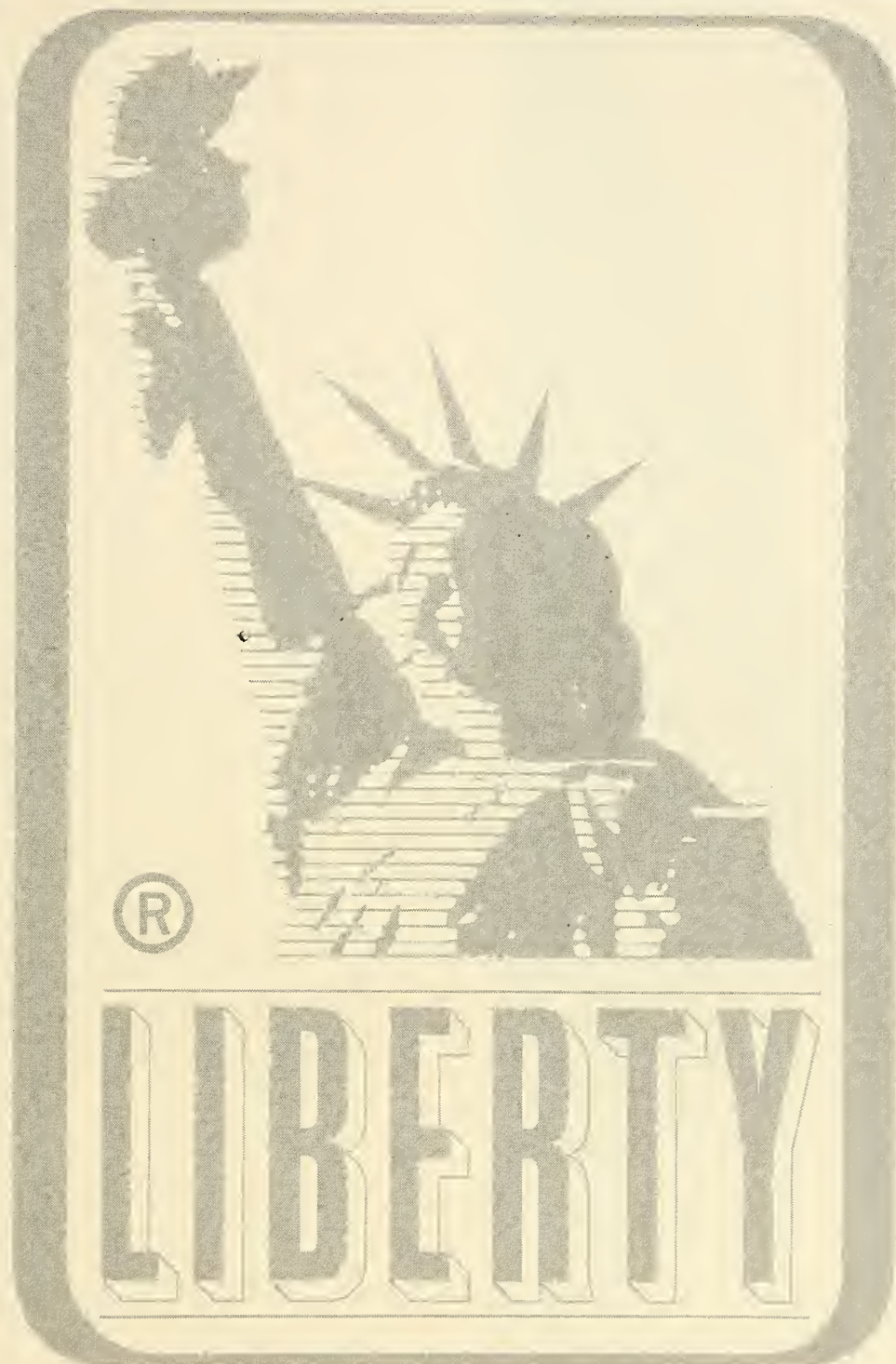
Transatlantic's first release from the Prestige catalogue came out in November 1966. Prestige items are released under the Transatlantic label on a special "PR" series at 35/6d and older material from the line comes out on Transatlantic's highly successful 21/6d XTRA label. Popular LPs from Prestige have included albums by Richard "Groove" Holmes, the jazz organist Eric Dolphy, Mose Allison, and the Modern Jazz Quartet.

In April 1967 Transatlantic started a new pop single label BIG T on which singles by a number of new artists including The Purple Gang as well as established LP sellers from Transatlantic such as Bert Jansch be issued.

Transatlantic has continued to enjoy a major share of the domestic folk market, consistently having four or five LPs in the Top Ten Folk LP Charts. Bert Jansch, John Renbourn, and The Young Tradition—a comparatively new group, have all topped the folk LP charts for at least two months during the year, and the Dubliners and the Ian Campbell Folk Group have been well represented. The Young Tradition climaxed a successful first year with an invitation to the Newport Folk Festival in the U.S.A. in July.

For Transatlantic the year has seen a considerable increase in exports (Continued on page 12)

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which at times have run as high as 18% of the total turnover. During the year the company have acquired agreements for export products with the Barclay Company in Holland and Belgium, and with Solive Karakos in France. Consistent export business has also been maintained over the year with the Vogue Company in Germany and Switzerland, and the Sonet Group in Scandinavia. Skandinavisk Grammophon in Denmark, Iverson in Norway, and Westerlund in Finland, have become agents in their territories for the Prestige material released by Transatlantic. An increased amount of overseas licensing has also taken place with EMI in Australia, New Zealand, South Africa and the West Indies, with Vanguard in the USA and with Astor Electronics PTY in Australia and New Zealand.

Transatlantic's associate publishing company, Heathside Music Limited, shows a year of considerable growth. Records of Heathside songs have been obtained by artists such as The Brothers Four, Bobby Bare, Judy Collins, Robin Hall & Jimmy McGregor and Julie Felix.

Island

For Island records, the year has seen an extension of the success of their product around the world, especially in the United States where it is released by United Artists. In fact it has been the company's best and most productive year to date.

A major event of Island's year has been the "parting of the ways" between Stevie Winwood and the Spencer Davis Group, which has given Island a string of chart successes over the past two years. Stevie Winwood, having formed his new group Traffic, remains under contract to Island's chief, Christopher Blackwell. During the year, Blackwell brought over indie American producer Jimmy Miller, who produced the "I'm A Man" single for the Spencer Davis Group and Traffic's first single, "Paper Sun" which was an immediate chart success. Other Island groups, the V.I.P.'s, the Smoke, and Jimmy Cliff, have enjoyed success on the continent where they have toured extensively. Jackie Edwards and Wynder K. Frog have both made promotional tours of the United Kingdom and Wynder K. Frog's "Green Door" has been issued in United States by United Artists.

Argo

This year, Argo not only celebrates its tenth year as a member of the Decca Group, but emerges once and for all, as a major label in its own right, and the leading company for spoken word recordings, not only in the United Kingdom but throughout the world. Considerable progress has been made with Argo's major project—"The English Poet" (from Chaucer to Yates) series of albums now nearing completion, with forty five out of an estimated sixty five LPs already on release on both sides of the Atlantic. Argo now has nine LPs completed in their "The Poet Speaks" series, in which about sixty contemporary poets talk about and read their own works. Undoubtedly the most comprehensive collection of the younger poets ever recorded, the series claims such well known names as Auden, Graves, Betjeman and the American poetess Sylvia Plath. In the realm of "conceptual" recordings, Argo recently embarked upon a twelve record anthology devoted to The Ballad entitled "The Long Harvest," which traces the development of famous Scottish ballads in their native English and North American versions. The series, which has been researched, produced and performed by Ewan McColl and Peggy Seeger.

In the musical field, Argo has boadened its catalogue internationally with recordings by Haydn, Mozart, and Rameau etc. taking their place alongside British composers. Harley Usill, the presiding genius behind Argo Records, and the newly ap-

pointed director of Decca Educational Service, paid a visit to the U.S. earlier this year.

Page One

Page One Records was formed in July 1966 and released its first record on the Page One label in September of the same year. Success was immediate with smash hits by The Troggs, "I Can't Control Myself," "Any Way That You Want It" and "Give It To Me" all of which were resounding international hits. Latest in line of Trogg successes is "Night Of The Long Grass" which emphasizes the prolific songwriting talent of group member Reg Presley and the creative ability of Larry Page in the recording studio. The Troggs' album "Troglodynamite" gave the label its first entry into the U.K. album charts. Second album success came via the Larry Page Orchestra with "Waltzing To Jazz" which was issued in the States on the Calla label. Following the Troggs came The Loot, who achieved chart success via "Baby Come Closer." Page's overseas trips have proved very successful with the acquisition of Italian singing star Bobby Solo, who makes his debut on the label in July, which will be backed by an extensive promotion campaign. Top Spanish group Los Brincos have been signed by Larry Page and they were launched on the U.K. market in May with "Lola." Early in 1967 Page acquired the services of Adrian Rudge (formerly with EMI) to head the marketing and promotional aspects of the company. Rudge also leases with foreign companies regarding the scheduling of the Page One product and it is the Larry Page policy to negotiate separate deals for each artist in each country. On a world basis Page One has sold close on nine million units in its one year of operation. In May 1967 Page One acquired rights to the Pic and Bill R & B catalog from Chardy in Fort Worth, Texas. Page One is anxious in the future to conclude more deals of this nature, whether they be in the R & B, Pop or specialised classical, stereo or instrumental fields.

Immediate

Just twelve months ago, a small independent record company topped the charts for the first time. The record was "Out Of Time" by Chris Farlowe. The record company was Immediate. During the past twelve months Immediate has grown immensely. After the successes of Chris Farlowe, there followed a small lull, during which the company's executive looked for new talented people. One of them was P. P. Arnold, former lead singer with The Ikettes, whose first debut single "The First Cut Is The Deepest" quickly gave her a Top Twenty chart entry. The Small Faces have not joined Immediate although established as a top group in Britain they have yet to achieve international success overseas. Immediate's plan is to launch the group not only in this country but throughout the world. Immediate have acquired the rights to the Beach Boys' music for publication in this country, and enjoyed a considerable success with "Good Vibrations." Immediate, together with Mike Hurst and Chris Brough have a company "Smash" with Mike Hurst in charge of the production side, and Smash Music Ltd, which publishes the work of new writers. Immediate Productions maintains an open door policy towards independent producers, ensuring that each record is treated individually.

Track

One of the major breakthroughs of the year came with the launching of Track records headed by Kit Lambert and Chris Stamp, who discovered The Who in 1964 and who have since become regular chart entrants. Track came into being in March this year, and their first single "Hey Joe" by Jimi Hendrix was rush released on Polydor and paved the way for the
(Continued on next page)

GR. BRITAIN—THE PAST 12 MONTHS

(Continued from preceding page)

follow-up "Purple Haze" which was released on Track and went straight into the charts, as did "The Wind Cries Mary" which, together with "Pictures Of Lily" by The Who, gave Track three chart entries in one week. The Hendrix album, "Are You Experienced" also featured prominently in the LP charts. Track have set up an office in New York for the promotion of their artists, and will continue their policy of concentrating on few releases in order to get maximum exploitation and sales. In future, they aim to set up a European jazz label to be headed by Pete Townsend.

Ember Records have stepped up their activity in the singles field. The company has established Tommy Drennan and The Monarchs on the charts, and had good selling singles by James Brown, Charles Aznavour, and also launched top model Twiggy worldwide on records. The Company had a very successful year in the U.S.A. under their deal with Capitol which saw three best selling albums with sales running close to half a million units by Chad & Jeremy, and John Barry & His Orchestra, the winner of the 1967 Academy Award for "Born Free."

A concentrated effort has been made by Ember to bring them closer to their overseas distributors, and over 90% of all products released have been licensed in overseas territories where they are particularly strong. Every European licensee was visited at least twice during the year.

Ember launched their LP Playhouse presentations with an original recording of The Critic, bringing together Noel Coward, Mel Ferrar and Barbara Jefford, and licensed this to American Decca. They increased their share of the market with the "Famous Artists" Budget series which now total 50 LPs at 10/-d each.

Major Minor

For Philip Solomon's Group of Companies, the event of the year has been the launching in November 1966 of the indie "Major Minor" record company, distributed by Selecta and six other independent distributors. The label's first major hit came in March of this year with "The Seven Drunken Nights" by The Dubliners. The LP "A Drop Of The Hard Stuff" also made the charts. Pat Campbell (formerly with RCA and Decca) joined Major Minor in March as Managing Director. In April, Solomons further strengthened his copyright department, now in charge of Margaret Brace (formerly with Ember). Another new member of staff is Ron Algar (ex Assistant Dick Rowe, Decca's A & R Department) and now Personal Assistant to Philip Solomon. Solomon completed a deal with CBS to distribute Major Minor in the United States, on Epic. His affiliation with Decca in certain territories including Australia, New Zealand, Belgium etc. continues. New signings for Major Minor include Peter Lawlor (to be released in United States by London) and singer-composer David McWilliams. Solomon emphasizes that although future plans call for an output of folk and country and western, all tastes will be catered for despite the success of The Dubliners. A good promotional outlet for Major Minor results from Solomon's link with Radio Caroline. British group The Bachelors, managed by Solomon, maintained their chart status during the year and in September 1966 won a Silver Disk for their quarter million selling album "The Bachelors' 16 Great Songs."

Planet

It can be said that Shel Talmy of Planet Records is one of Britain's most prolific independent producers and during the year he has continued his onslaught in the British charts with more hits by The Kinks "Dead End Street," "Sunny Afternoon" and their current smash "Waterloo Sunset." He took Manfred Mann into the charts with "Just Like A Woman"

and "Semi Detached Suburban Mr. James" and was responsible for The Easybeats first major British hit "Friday On My Mind" which also achieved international success and notched up another million seller for Talmy. In his five year career as an independent producer Talmy has acquired 10 Gold Singles and 1 Gold L.P., 11 Silver Singles and 2 Silver L.P.s and has sold over 33 million records. All the above mentioned singles were released on major labels and the first success for his own Planet label came with "Painter Man" and "Make Time" by The Creation—a group which also proved very popular in Germany. In the film sphere Talmy is busy working on Thom Keyes book "All Night Stand" which starts shooting in the autumn.

Pickwick Int'l

Pickwick International achieved their expected increase in sales. The company turnover was substantiated in common with its parent company in the States which has resulted in a record year for the group. Some indication of this increase can be gauged by the fact that recent shares in the American parent company rose on the American stock exchange by 40 per cent. For Pickwick International in Great Britain the year has seen an increase in retail distribution outlets of some 450-500 over a year ago mostly in supermarket and other non-record type outlets throughout the country. Pickwick negotiated a distribution arrangement in Scotland with Clyde factors resulting in the Allegro product being carried by almost every regular record dealer in Scotland. Allegro is now sold in more than 500 outlets in Scotland including general stores and supermarkets and it has proven in the last year to be a very successful operation. The Allegro catalogue has increased by a further 50 titles. The highly successful "Alf Garnet Sings Songs Of World War One" L.P. has given the company an entre into many regular record outlets which had not previously stocked budget line records and many of them are now taking the entire range. Six weeks after the release of the Alf Garnet record additional distribution was gained by CBS in London who pressed the album for Pickwick and distributed it via their own sales force. The past twelve months has seen an increase of over 20 per cent in Pickwick's export business. Long term contracts for distribution have been made in many countries, perhaps the most important of all in Australia with Basic Books Ltd.

Emerald

Across the Irish sea in Belfast Northern Ireland, Emerald Records have gone from strength to strength, particularly late in 1966 and early 1967. They have licensed the Tradition catalogue of America which includes L.P.s of The Clancy Brothers and Tommy Makem and already four records have been issued from this catalogue. Emerald's own production of L.P.s includes new records by Bridie Gallagher, James Young, The Go Lucky Four, Erin Go Brass and Frankie McBride. All their L.P.s are proving to be large sellers throughout the British Isles and in overseas territories as well. Festival Records of Australia have licensed quite a lot of Emerald's catalogue and currently three American major record companies are negotiating for the rights of this label for the United States and Canada.

Melodisc

Melodisc, Britain's No. 1 Bluebeat and R & B company have had a very successful year. Their big hit came with "Al Capone" by Prince Buster which sold almost a quarter million copies and proved a worthy follow-up to his previous best seller "The Ten Commandments of Man." Prince Buster came to Britain during the year for a six-week tour. EMI is releasing the single in Belgium, Holland, France and Sweden. Prince Buster's latest single is "Cincinnati Kid" and all his material is published by

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- 2 (3) PUPPET ON A STRING Sandie Shaw, Pye
- 3 A LITTLE BIT ME A LITTLE BIT YOU Mr. RCA



BRITAIN'S TOP 40 ALBUMS

| THIS WEEK | LAST 3 WEEKS' POSITIONS | Weeks in Chart | TITLE | Artist | Label | Numbers (stereo followed by mono) | Producer |
|-----------|-------------------------|----------------|-----------------------------------|-----------------|-------------|-----------------------------------|------------------------|
| | | | | | | | |
| | | | | | | | John Schroeder |
| 8 | 8 7 5 13 | | HAND CLAPPIN'—FOOT STOMPIN', etc. | Geno Washington | Piccadilly | NSPL/NPL 38026 | Alpert |
| 9 | 5 6 7 6 | | S.R.O. | Herb Alpert | Pye | NSPL/NPL 28088 | Larry Page |
| 10 | 10 10 20 4 | | TRUCKERS | Herb Alpert | Pye | NSPL/NPL 28065 | Herb Alpert/Jerry Moss |
| 11 | 7 5 6 31 | | GOING PLACES | Herb Alpert | Pye | NSPL/NPL 18171 | Tony Hatch |
| 19 | 17 16 18 5 | | COLOUR MY WORLD | Petula Clark | Pye | —/NPL 18159 | Tony Hatch |
| 22 | 18 20 22 7 | | HIT PARADE | Petula Clark | Reprise | RSLP/RLP 1020 | Jimmy Bowen |
| 29 | 25 23 31 4 | | THAT'S LIFE | Frank Sinatra | Marble Arch | —/MAL 612 | Shel Talmy |
| 32 | 35 29 30 28 | | WELL-RESPECTED KINKS | Kinks | | | |

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JAY & THE AMERICANS
JIMMY McGRIFF
GARNETT MIMMS
FRANK CORDELL
MINA
RAPHAEL

MOTION PICTURE ALBUMS

"RED, WHITE AND ZERO"
(Vanessa Redgrave)

"A MAN AND A WOMAN"
(Music by Frances Lai)

"YOU ONLY LIVE TWICE"
(John Barry)
(Title song by Nancy Sinatra)

"THE WAY WEST"
(Bronislaw Kaper)

"AFRICA ADDIO"
(Music by Riz Ortolani)

"THE WHISPERERS"
(John Barry)

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Melodisc Music. In addition Emil Shalit, Managing Director of Melodisc is Prince Buster's manager for all territories. Melodisc's newest label Stardust, specialising in Irish material, was launched in May this year. Shalit reports that for Melodisc the year 1966/67 has been one of the best the company has ever experienced mainly due to Prince Buster's releases.

For King and R&B Records the year has seen the setting up of King Records (Ireland) Ltd. headed by Larry Cunningham and the signing of Irish artistes; The Royal Waterford Showband, Nita Lorry and folk group The Dragoons. Mr. King visited Jamaica during the year seeking masters and catalogues to build up the Ska Beat label. King Records has entered into an agreement to have all its material to be distributed throughout Europe on the Polygram label but in the U.K. they remain entirely independent.

Marquis

Joe Roncoroni and Ken Jones of Marquis Enterprises have further consolidated their success over the past twelve months. Artistes recorded by Marquis include Jonathan King, The Zombies (now released by CBS) and a promising new singer Tony Kingston, whose first release "Mama Come On Home" on Decca has evoked great interest in the U.K. and will soon get U.S. release on the London label. The company's American offshoot Mainstay Music Inc. recently concluded a five year deal with the Peter Walsh Organisation by which they have the right to all original songs recorded by The Tremeloes and other Peter Walsh artistes throughout the world, excluding Great Britain and Eire. This includes the flip side of their "Here Comes My Baby" smash and two tracks from their first album.

Contemporary

For Don Arden's independent Contemporary Records the year has been the most successful in the company's five year existence. Much of the credit lies with Arden himself and his ability to select his records and artistes i.e. "All Or Nothing" and "My Mind's Eye" by The Small Faces on Decca. Arden has also formed a new company "With It" Records for the sole purpose of launching and building up new artistes. First signings are The Rush whose first single "Happy" was issued on Decca. On the publishing side Contemporary had a major triumph with "Hi Ho Silver Lining" by Jeff Beck and The Attack.

AIR

AIR (London) Ltd., one of Britain's major independent production companies under the direction of George Martin, Ron Richards, John Burgess and Peter Sullivan, this year has furthered its reputation in both the U.K. and overseas markets. In addition to recording such talent as The Beatles, David and Jonathan, Tom Jones, The Hollies, Peter and Gordon, Cilla Black and Matt Monro (U.K. only) the year has seen the addition of Englebert Humperdinck whose latest single "There Goes My Everything" was produced by Peter Sullivan. Kathy Kirby and Spencer Davis are now also signed to AIR for recording. The year culminated in The Beatles latest smash album "Sgt. Pepper's Lonely Hearts Club Band" which was, of course, produced by George Martin.

For Norman Newell it has been quite a year. After a long association with EMI he set up his own independent production company and his first recordings were with Italian singer Rita Pavone. He scored a double triumph by getting her into the British charts with "Heart" and "You Only You" thus establishing himself on the independent scene. He was also responsible for Topol's chart success with "If I Were A Rich Man" from "Fiddler On The Roof" and also produced the CBS London Cast

album which is now a consistent album charter. At the time of writing Newell is busy working on lyrics to songs by Belgian singer Adamo whom he records in Britain as well as Germany's Roy Black and Udo Jurgens of Austria. During the year he recorded an album in Paris with Franck Pourcell. Norman Newell is represented in America by George Greif who is also setting up a publishing company on Newell's behalf.

For Micky Most and Rak Records it has been a most productive year in which Herman's Hermits recording of "There's A Kind Of Hush" sold a million copies and won a Gold Disk (the 22nd Golden Disk awarded to a Micky Most production). His first recording with Lulu "The Boat That I Row" achieved immediate chart success as did Donovan with "Sunshine Superman," "Mellow Yellow" and "Epistle To Dippy" and Jeff Beck's "Hi Ho Silver Lining." During the year Most completed the soundtrack for Herman's film "Mrs. Brown You've Got A Lovely Daughter" and produced new albums for The Yardbirds and Donovan. Most commutes between London and New York regularly acquiring material for his artistes.

Independent record producer/arranger/composer Charles Blackwell has, over the past four years, built himself a reputation in the U.K. for writing and producing top chart material. Success first came to him with John Leyton's recording of "Johnny Remember Me" which he arranged and produced and Mike Sarne's "Come Outside" which he composed and produced. Both hit the No. 1 slot. More recently his successes have included "Hold Me" and "Together" two big hits for P.J. Proby and very recently the Englebert Humperdinck single "Release Me" which he produced and arranged. Blackwell has also been responsible for producing all British hits of French recording star Francoise Hardy including "All Over the World."

For New Breed Productions formed barely 12 months ago and headed by Denny Cordell the year under review has been more than a little exciting. They produced one of the first recordings for the new Deram label with new singer Beverley and The Pyramid but really came to the forefront with The Move's waxing of "Night Of Fear" which led to their recent smash "I Can Hear The Grass Grow." Their latest triumph is Procul Harum's "A Whiter Shade Of Pale" which achieved international status within three weeks of release. It is expected to top a million in the very near future giving Deram their first Gold Disk.

Orlake Ltd., Britain's No. 1 independent processing and pressing plant has, during the past twelve months, implemented 22 new presses thus virtually doubling its production capacity. If necessary Orlake provides a 24-hour round-the-clock-service including shipping and delivery. Mr. Clark, Managing Director of Orlake feels that with the infiltration of more American labels operating in Britain in the coming months his pressing capacity will be fully utilised. The Orlake plant situated at Dagenham in Essex is just 30 minutes from the center of London. Additional facilities carried out by Orlake include production of labels, sleeves, catalogues and promotional material.

Publishers

From record manufacturers to music publishers for whom it has been another very good year. British songwriters and artistes have maintained their hold both in the United Kingdom and United States markets—although to a slightly lesser degree than in the previous year. The year under review has seen a resurgence in the popularity of American artistes and copyrights with an increasing number of covers by British talent. Nevertheless, British publishers concentrating on British material have

(Continued on page 18)

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increased their percentage of entries into the American Top 100 (58 British copyrights entered the American charts in 1965-66 and 65 in 1966-67). They have also increased their hold on the European charts via a number of British spawned international hits notably "Winchester Cathedral" by The New Vaudeville Band published by Southern Music and "Puppet On A String" by Sandie Shaw published by K.P.M. Sheet music sales have maintained a steady level during the year and it is still possible for a really big hit to sell up to 50,000 copies. All in all the year has been a healthy one for the occupants of Tin Pan Alley which along with Carnaby Street is a 'must' for visitors to 'Swinging London'.

Beatles

"It's All Happening" continues to be the theme for Britain's ace publisher Dick James and his group of associated companies. The year has brought further expansion and continuing success for all the companies. Underlying the success of Northern Songs, The Beatles publishing company, is the fact that on the London stock exchange shares are standing considerably higher than at this time last year. Approximately 20 songs by John Lennon and Paul McCartney together with George Harrison have been added to the catalogue. With the purchase of the Dave Toff catalogue earlier this year something like 400 titles were incorporated into the Northern catalogue. The success of the Beatles album "Revolver" all over the world brought forth innumerable cover recordings and resulted in world wide chart singles such as "Yellow Submarine" and "Eleanor Rigby"—both Ivor Novello Award Winners as top selling singles of the year. Another Ivor Novello Award came for "Michele" for "The Most Performed Work of the Year."

"Penny Lane" and "Strawberry Fields" reaped two more hits for the group's fantastic crop of world wide hits. More recently The Beatles latest L.P. "Sgt. Pepper's Lonely Hearts Club Band" has been hailed as another outstanding contribution to the record and publishing markets of the world and is already getting a multitude of cover recordings. Paul McCartney added his personal contribution to the profits of Northern Songs via his memorable and outstanding background score for The Boulting Brothers film "The Family Way" arranged and orchestrated by the group's A & R Manager George Martin. Lennon, McCartney and Harrison continued their writing activities after they had met the requirements of the Sgt. Pepper L.P. by composing and recording with The Beatles several original songs which are to be used in a full length colour cartoon entitled "Yellow Submarine" produced by Al Brodax for King Features now in production and scheduled for screening in 1968. This production will also incorporate many of the earlier Northern Song hits. Other expanding and interesting activities include the development of Maribus Music as an associate group of companies which includes Galto Music Ltd. in association with Graham Nash, Alan Clarke and Tony Hicks, the writing team of The Hollies who, with the enthusiasm and encouragement of Dick James, has progressed from writing "B" sides and occasional album tracks to all songs for The Hollies resulting in world hits such as "Stop Stop Stop" and "On A Carousel." Galto Music have signed several talented writers who are now being developed. The most recent addition to the Maribus group of companies is the incorporation of Spencer Davis Music. On the record side with Page One firmly established Dick James has set up This Record Company Ltd. under the management of Stephen James and Denis Berger. In

the last few months recordings have been made by The Living Daylights—a group already enjoying sales success in the U.S. where they are released on Kama Sutra's Buddah label. Finally, Dick James has built a recording studio within his suite of offices and has developed and expanded world representation of recordings created by Page One and This.

Southern

For Southern Music it has been another year of pro-British activity which has been gathering momentum ever since Bob Kingston became Managing Director seven years ago. Under his aegis Southern has achieved many world wide hits with British material recorded by British artistes. Contract writers include Geoff Goddard, Carter-Lewis and Geoff Stephens. The Carter-Lewis team this year were responsible for "Semi Detached Suburban Mr. James" by Manfred Mann and gave Australian singer Normie Rowe a chart entry with "Ooh La La" and Peter and Gordon "Sunday for Tea." However, it fell to Geoff Stephens to give Southern its biggest international smash of the year with the million selling "Winchester Cathedral" by The New Vaudeville Band. The number won a Grammy Award in the U.S. and an Ivor Novello Award in the U.K. and was one of the year's most multi covered recordings. "Winchester Cathedral" was followed by "Peek-A-Boo" and more recently "Finchley Central." During the year Southern also scored heavily with three Donovan releases "Epistle to Dippy," "Mellow Yellow" and "Sunshine Superman." Publishing companies have also been set up with film production companies such as Anglo-Amalgamated and Monarch Film Corporation Ltd. for the publishing of film scores. Southern's Iver Recording Company with studios in their Tin Pan Alley building have also been producing disks for release by major companies.

FD&H

For Francis Day & Hunter, Robbins

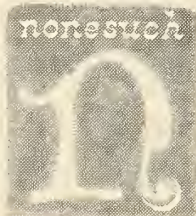
and Feldmans 1966-67 has brought its rewards consistent with the world wide success of the Big Three. Topping the year's hits for F. D. & H. was undoubtedly "There's A Kind Of Hush" by Herman's Hermits written by F. D. & H. contract writer Les Reed in association with Geoff Stephens. Other Les Reed hits have included Wayne Fontana's "24 Sycamore" and "Tabatha Twitchet" by Dave Clark Five—both published by Reed's own Donna Music company. Reed also wrote the music with lyrics by Barry Mason for "A Man Alone"—a tribute to Sir Francis Chichester recorded by the Morrisgion Orpheus Choir on Columbia. During the year F. D. & H. acquired The Beach Boys catalogue for continental Europe and had a major hit with "Good Vibrations" in the Italian charts published by Edizione Musicale Francis Day. Another major continental hit for Francis Day & Hunter was in Germany where their company had the James Last composition "Games That Lovers Play." For Robbins Music the year under review has been their best ever as far as pop singles are concerned. Always strong in the film theme "Dr. Zhivago" now entering its second year in London's West End has sold over 80,000 soundtrack albums (MGM) and "Lara's Theme" has been multi-recorded. The Koppelman-Rubin team have provided Robbins with much catalogue material via The Faithful Virtue and Chardon publishing companies from which came The Turtles big international hit "Happy Together." They also have all material from The Lovin' Spoonful. Contract writer Tim Hardin penned material for many artistes and Crispian St. Peters had a big hit with "Pied Piper." The Small Faces "Hey Girl" was a big charter as was "All Or Nothing." At the beginning of the year Young Music Enterprises was formed and General Manager Ian Ralfini and Martin Wyatt visited the States for talks with American agents. Wyatt is personal representative in the U.K. for such artistes as

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GR. BRITAIN—THE PAST 12 MONTHS

(Continued from page 18)

Petula Clark, Kenny Ball, The Young Idea etc. Recently Jamarnie Music was formed as a subsidiary company to Young Music Enterprises and publishes all material from Zoot Money including "Knick Knack." Other hits of the year have included "Hi-Lili Hi-Lo" by The Alan Price Set and Bobby Darin's "If I were A Carpenter." For Feldmans it has been a very successful year with hit singles by Bob Dylan "Just Like A Woman" whilst Paul Jones made a very successful debut as a solo singer with "High Time." Georgie Fame hit with "Because I Love You" and Peter and Gordon gave the company two very big international hits with "Lady Godiva" and "Knight In Rusty Armour." Dusty Springfield hit the big time with "You Don't Have To Say You Love Me" and The Yardbirds scored on both sides of the Atlantic with "Over Under Sideways Down." During the year Feldmans entered into a contract whereby Dean Street Music acquired publishing rights for all Bob Dylan material. The company's General Manager Ben Nisbet visited the U.S. during the year.

Ardmore & Beechwood

The past year has seen the removal of Ardmore & Beechwood back to 363 Oxford Street above the HMV record store. At the end of his second year as General Manager of Ardmore & Beechwood Harry Lewis reports that progress has been up to the expected standard. In the coming year the growth of the company both at home and abroad is scheduled for even further expansion. EMI now take their music publishing division very seriously and it is already taking its place as a major part of the group's world wide organisation. The years biggest hits have included the estab-

lishment in the U.K. of Lee Dorsey as a major seller culminating in his latest release "My Old Car." A & B also published Neil Diamond's "Girl You'll Be A Woman Soon." Two of the pubbery's greatest hits of the year came very recently firstly with the No. 1 smash by The Tremeloes "Silence Is Golden" (CBS) and "The Boat That I Row" by Lulu (Columbia).

Burlington

Burlington Music have had their best year to date achieving the maximum number of hits with the minimum number of copyrights. Their two biggest hits have been Tom Jones' "Green Green Grass Of Home" and "Release Me" by Englebert Humperdinck—both on Decca. "Green Green Grass" held the No. 1 position for six consecutive weeks with a total of 15 weeks in the charts. "Release Me" was a No. 1 for five consecutive weeks and chalked up 15 weeks on the charts. Another single which achieved chart status was "I Don't Care" by Los Bravos. Burlington also made a healthy profit by acquiring "Old Tige" the flip side of Jim Reeves massive hit "Distant Drums" which was in the British charts for 18 weeks with four weeks at No. 1. Burlington has several tracks on both the "Green Green Grass" and "Release Me" albums. During the year the company also acquired the American Edquinox pop and r & b catalogue from the U.S.A.

Chappells

For Chappells the year has had its triumphs and its tragedies. The triumph came in February this year with the opening of the new Chappell building replacing the one destroyed by fire in 1965. The tragedy came with the death of Louis Dreyfus in (Continued on page 28)

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| Title | Artiste | British Publisher | American Publisher | British Label | American Label |
|------------------------------------|---|----------------------|-----------------------|---------------------|-------------------|
| Ashes to Ashes | The Mindbenders | Screen Gems | Screen Gems | Fontana | Fontana |
| *All I See Is You | Dusty Springfield | Belinda | Ann-Rachel | Philips | Philips |
| Bus Stop | The Hollies | Hournew | Manken | Parlophone | Imperial |
| Bend It | Dave Dee, Dozy, Beaky, Mick and Tich | Lynn | Spectorious | Fontana | Fontana |
| Born Free | Roger Williams | Screen Gems | Screen Gems | London- American | Kapp |
| Black Is Black | Los Bravos | Mellin | Elmwin | Decca | London |
| *Changes | Crispian St. Peters | Essex | Barricade | Decca | Jamie |
| Can I Trust You | The Bachelors | Robbins | Miller | Decca | London |
| Colour My World | Petula Clark | Welbeck | Northern | Pye | Warner Bros. |
| *Dandy | Herman's Hermits | Carlin | Noma | Columbia | MGM |
| *Distant Shores | Chad & Jeremy | Carlin | Wama | CBS | Columbia |
| Dead End Street | The Kinks | Davray | Mondvies Noma | Pye | Reprise |
| *Detroit City | Tom Jones | Southern | Cedarwood | Decca | Parrot |
| Eleanor Rigby | The Beatles | Northern | Maclen | Parlophone | Capitol |
| East West | Herman's Hermits | Hournew | Manken | Columbia | MGM |
| Epistle To Dippy | Donovan | Southern | Peer Int. | Pye | Epic |
| Friday On My Mind | Easybeats | United Artists | United Artists | United Artists | United Artists |
| *Funny Familiar Forgotten Feelings | Tom Jones | Acuff Rose | Acuff Rose | Decca | Parrot |
| *Games That Lovers Play | Mantovani | F. D. & H. | Miller | Decca | London |
| Get Away | Georgie Fame | Gunnell | Noma | Columbia | Imperial |
| *Girl On A Swing | Gerry & Pacemakers | Bright Tunes | Bright Tunes | Columbia | Laurie |
| Gimme Some Lovin' | Spencer Davis | Island | Essex | Fontana | United Artists |
| Green Grass Of Home | Tom Jones | Burlington | Tree | Decca | Parrot |
| Georgie Girl | The Seekers | Springfield | Chappell | Columbia | Capitol |
| Have You Seen Your Mother Baby | The Rolling Stones | Mirage | Gideon | Decca | London |
| Have You Ever Loved Somebody | The Searchers | Gralto | Maribus | Pye | Kapp |
| Here There And Everywhere | The Fourmost | Northern | Maclen | Parlophone | Capitol |
| Happenings Ten Years Ago | The Yardbirds | Robbins | Leo Feist | Columbia | Epic |
| Help Me Girl | The Animals | Anim | Helios | Decca | MGM |
| *Here Comes My Baby | The Tremeloes | Ardmore & Beechwood | Mainstay | CBS | Epic |
| I Can't Control Myself | The Troggs | Dick James | Dick James | Fontana | Fontana |
| I Couldn't Live Without Your Love | Petula Clark | Welbeck | Duchess | Pye | Warner Bros. |
| *I've Got To Have A Reason | Dave Clark | | Branston | Columbia | Epic |
| I'll Try Anything | Dusty Springfield | Raintree | Pambar | Philips | Philips |
| I'm A Man | Spencer Davis | Island | Essex | Fontana | United Artists |
| I Was Kaiser Bill's Batman | Whistling Jack Smith | Mills | Mills | Deram | Deram |
| *Just Like A Woman | Manfred Mann | Feldman | Dwarf | H.M.V. | Mercury |
| Knight In Rusty Armour | Peter & Gordon | Feldman | Dean Street | Columbia | Capitol |
| Lady Jane | The Rolling Stones | Mirage | Gideon | Decca | London |
| Lady Godiva | Peter & Gordon | Dean Street | Regent | Columbia | Capitol |
| Let's Spend The Night Together | The Rolling Stones | Mirage | Gideon | Decca | London |
| Little Games | Yardbirds | Mills | Mills | Columbia | Epic |
| Mellow Yellow | Donovan | Southern | Donovan | Pye | Epic |
| Mother's Little Helper | The Rolling Stones | Mirage | Gideon | Decca | London |
| Morningtown Ride | The Seekers | Compass | Amaedo | Columbia | Capitol |
| Matthew & Son | Cat Stevens | Cat | Cat | Deram | Deram |
| New York Mining Disaster | The Bee Gees | Abigail | Abigail | Polydor | Atco |
| 19th Nervous Breakdown | The Rolling Stones | Mirage | Gideon | Decca | London |
| Not Responsible | Tom Jones | Leeds | Northern | Decca | Parrot |
| Nineteen Days | Dave Clark | Pall Mall | Branston | Columbia | Epic |
| No Milk Today | Herman's Hermits | Hournew | Manken | Columbia | MGM |
| On A Carousel | The Hollies | Gralto | Maribus | Parlophone | Imperial |
| Over Under Sideways Down | The Yardbirds | Yardbird | Leo Feist | Columbia | Epic |
| Paperback Writer | The Beatles | Northern | Maclen | Parlophone | Capitol |
| Paint It Black | The Rolling Stones | Mirage | Gideon | Decca | London |
| *Pied Piper | Crispian St. Peters | Robbins | Chardon | Decca | Jamie |
| *Pretty Flamingo | Manfred Mann | Shapiro Bernstein | Ponderosa | H.M.V. | United Artists |
| *Please Tell Me Why | Dave Clark | Spurs | Branston | Columbia | Epic |
| Peek-a-Boo | The New Vaudeville Band | Meteor | Southern | Fontana | Fontana |
| Penny Lane | The Beatles | Northern | Maclen | Parlophone | Capitol |
| **Portrait Of My Love | The Tokens | Kassner | Picadilly | — | Warner Bros. |
| Rain | The Beatles | Northern | Maclen | Parlophone | Capitol |
| **Red Rubber Ball | The Cyrkle | Lorna | Ecletic | Parlophone | Columbia |
| Ruby Tuesday | The Rolling Stones | Mirage | Gideon | Decca | London |
| *Release Me | Engelbert Humperdinck | Burlington | Four Star | Decca | Parrot |
| *Satisfied With You | Dave Clark | Sphere | Branston | Columbia | Epic |
| *See See Rider | Eric Burdon & Animals | Leeds | Leeds | Decca | M.G.M. |
| Sittin' On A Fence | Twice As Much | Mirage | Gideon | Immediate | M.G.M. |
| Stop Stop Stop | The Hollies | Gralto | Maribus | Parlophone | Imperial |
| Sunny Afternoon | The Kinks | Belinda | Noma | Pye | Reprise |
| Sunshine Superman | Donovan | Southern | Southern | Pye | Epic |
| Strawberry Fields Forever | The Beatles | Northern | Maclen | Parlophone | Capitol |
| Sunday For Tea | Peter & Gordon | Southern | Southern | Columbia | Capitol |
| Tc Show I Love You | Peter & Gordon | Welbeck | Leeds | Columbia | Capitol |
| This Door Swings Both Ways | Herman's Hermits | Dick James | Blackwood | Columbia | M.G.M. |
| The Kids Are Alright | The Who | Fabulous | Devon | Decca | London |
| Turn Down Day | The Cyrkle | Leeds | Northern | Parlophone | Columbia |
| There's A Kind Of Hush | Herman's Hermits | F. D. & H. | Leo Feist | Columbia | M.G.M. |
| *This Is My Song | Petula Clark | Leeds | Shamley | Pye | Warner Bros. |
| **Tell Me To My Face | Keith | Gralto | Maribus | Philips | Mercury |
| Who Am I | Petula Clark | Welbeck | Duchess | Pye | Warner Bros. |
| Winchester Cathedral | The New Vaudeville Band | Meteor | Southern | Fontana | Fontana |
| Wild Thing | The Troggs | Dick James | Blackwood | Fontana | Fontana |
| With A Girl Like You | The Troggs | Dick James | James- Blackwood | Fontana | Fontana |
| Walk With Faith In Your Heart | The Bachelors | F. D. & H. | TeePee | Decca | London |
| When I Was Young | Eric Burdon & Animals | Yameta | Yameta | Decca | M.G.M. |
| Yellow Submarine | The Beatles | Northern | Maclen | Parlophone | Capitol |
| *You Got What It Takes | Dave Clark | Leeds | Fidelity | Columbia | Epic |

*British artistes with American copyrights **American artistes with British copyrights



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| Eric Burdon & Animals Chad And Jeremy | Revolver Eric Is Here The Best Of Chad And Jeremy | MGM Capitol |
| Dave Clark Five | Distant Shores Try Too Hard Satisfied With You Dave Clark Five's Greatest Hits 5 x 5 | Epic |
| Petula Clark | More Great Hits Color My World /Who Am I I Couldn't Live Without Your Love | Warner Bros. |
| Donovan | Sunshine Superman Mellow Yellow The Real Donovan | Epic |
| Herman's Hermits | The Best Of Herman's Hermits The Best of Herman's Hermits Vol: 2 Both Sides Of Herman's Hermits | MGM |
| The Hollies | There's A Kind Of Hush Hold On Bus Stop The Hollies Greatest Hits | Imperial |
| Englebert Humperdinck Tom Jones The Kinks | Stop Stop Stop Release Me Green Green Grass Of Home The Kinks Greatest Hits | Parrot Parrot Reprise |
| Mantovani | Face To Face Mr. Music Mantovani Music Golden Hits Of Mantovani | London |
| The Mindbenders New Vaudeville Band Peter And Gordon | A Groovy Kind Of Love Winchester Cathedral Lady Godiva The Best Of Peter And Gordon | Fontana Fontana Capitol |
| Chrispian St. Peters The Rolling Stones | The Pied Piper Between The Buttons Big Hits Aftermath Got Live If You Want It Gimme Some Lovin' | Jamie London |
| Spencer Davis Group | Born Free You Don't Have To Say You Love Me | United Artists MGM |
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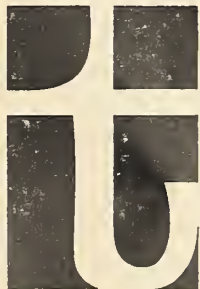
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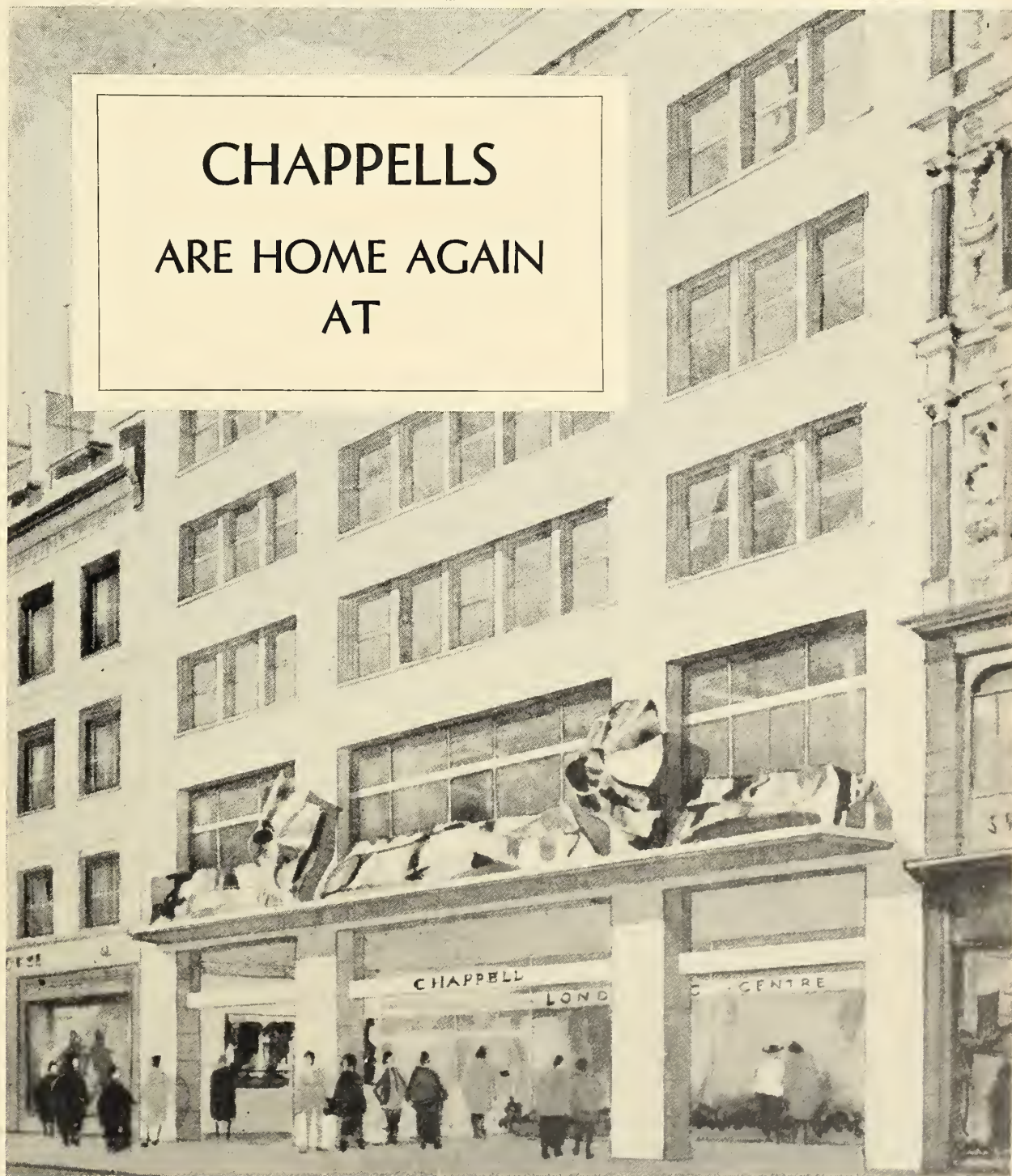
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He's Got The Whole World In His Hands
Auf Wiedersehen
Charmaine
It's Now Or Never
Living Doll
Freight Train
Cara Mia

Paul Anka
Winifred Atwell
Chris Barber
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Eddie Calvert
Frank Chacksfield
Emile Ford
Bill Haley
Russ Hamilton
Anton Karas
Laurie London
Vera Lynn
Mantovani
Elvis Presley
Cliff Richard
Nancy Whiskey
David Whitfield

Columbia
Philips
Pye
RCA
Columbia
Decca
Pye
Brunswick
Oriole
Decca
Parlophone
Decca
RCA
Columbia
Oriole
Decca

1961-1962

Apache
Are You Sure
Does Your Chewing Gum Lose Its Flavour
Midnight In Moscow
Stranger On The Shore
The Young Ones

The Shadows
The Allison
Lonnie Donegan
Kenny Ball
Acker Bilk
Cliff Richard

Columbia
Fontana
Pye
Pye
Columbia
Columbia

1962-1963

I Remember You
Telstar
Lovesick Blues

Frank Ifield
The Tornados
Frank Ifield

Columbia
Decca
Columbia

1963-1964

A World Without Love
Bachelor Boy/The Next Time
Bits & Pieces
Can't Buy Me Love
Diane
Glad All Over
I Want To Hold Your Hand
Lucky Lips
Lovesick Blues
Little Children
Needles And Pins
She Loves You

Peter & Gordon
Cliff Richard
Dave Clark Five
The Beatles
The Bachelors
Dave Clark Five
The Beatles
Cliff Richard
Frank Ifield
Billy J. Kramer
The Searchers
The Beatles

Columbia
Columbia
Columbia
Parlophone
Decca
Columbia
Parlophone
Columbia
Columbia
Parlophone
Pye
Parlophone

L.P. awarded to The Beatles for million sales of their Parlophone L.P. "With The Beatles."

1964-1965

Do Wah Diddy Diddy
Downtown
Have I The Right
I'll Never Find Another You
I Feel Fine
My Boy Lollipop
You Really Got Me

Manfred Mann
Petula Clark
The Honeycombs
The Seekers
The Beatles
Millie
The Kinks

H.M.V.
Pye
Pye
Columbia
Parlophone
Fontana
Pye

1965-1966

Glad All Over
Tears
The Carnival Is Over
We Can Work It Out

Dave Clark Five
Ken Dodd
The Seekers
The Beatles

Columbia
Columbia
Columbia
Parlophone

1966-1967

A Groovy Kind of Love
Bend It
Green Green Grass of Home
Puppet on a String
Release Me
Send It On Home To Me
Wild Thing
Winchester Cathedral
You Don't Have to Say You Love Me

The Mindbenders
Dave Dee, Dozy, Beaky,
Mick and Tich
Tom Jones
Sandie Shaw
Engelbert Humperdinck
Spencer Davis
The Troggs
New Vaudeville Band
Dusty Springfield

Fontana
Fontana
Decca
Pye
Decca
Fontana
Fontana
Fontana
Philips

GR. BRITAIN—THE PAST 12 MONTHS

(Continued from page 28)
Continental chart entries included "Heart" by Rita Pavone. The emphasis placed on British recordings and material by Screen Gems is underlined by the fact that in 1966 50 per cent of the 300 titles handled were of British origin. The year finished with the release of "To Sir With

Love" the Columbia picture starring Sydney Pottier and Lulu for which Screen Gems have the score. The coming year will see the company move into larger premises to be shared with Columbia Pictures.

Freddie Poser

For Freddie Poser's group of companies the highlight of the year was "What Would I Be" (Darrin) recorded by Val Doonican on Decca and composed by Jackie Trent. The number also won an Ivor Novello Award as the Second Best Selling British Copyright of 1966. It was also the year that Sandie Shaw broke in a big way in Italy and Spain with two Top Ten entries "Girl Don't Come" and "Tomorrow." Amongst the latest releases handled by Freddie Poser have been the Chris Andrews compositions "Two Stretes" by Val Doonican and "Our Love Has Gone" by The Fortunes—both on Decca. Poser also published "A Thousand Times A Day" waxed by a new duo Chris and Maxime on Philips discovered and recorded by Chris Andrews. The company also published "Somewhere In A Rainbow" recorded by Paul Arnold on Pye. During the year Poser had a U.S. number originally cut by Jay and the Americans and covered in the U.K. on an L.P. track by The Walker Bros. entitled "Living Above Your Head." The biggest hit in the publishing (Continued on page 34)

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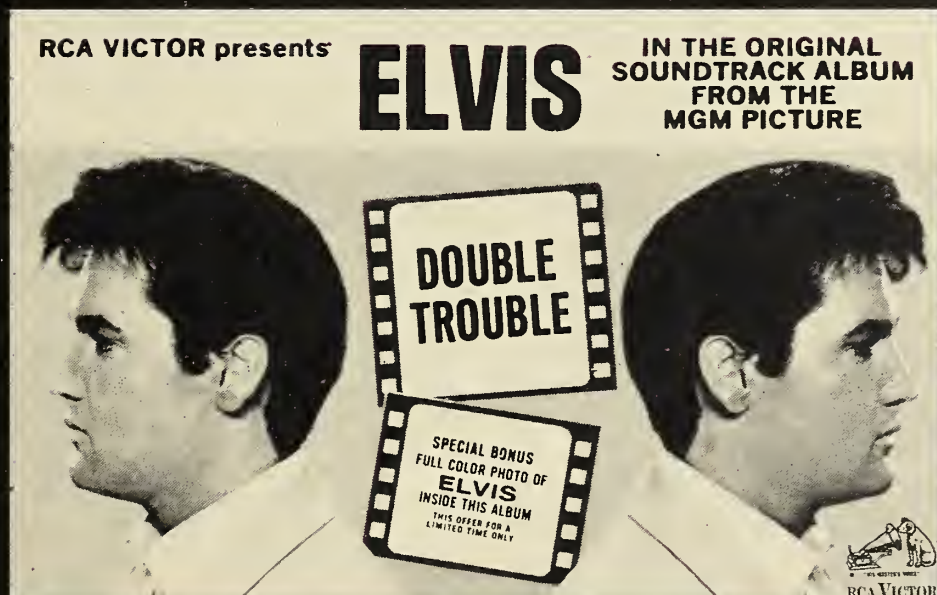
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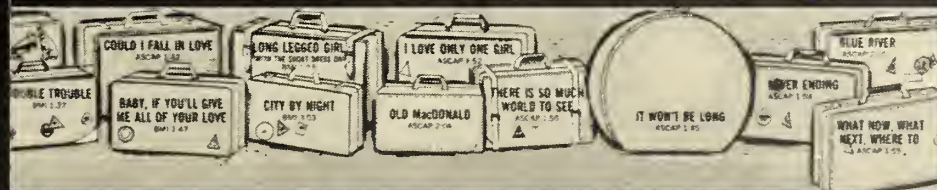
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DOUBLE TROUBLE
COULD I FALL IN LOVE
LONG LEGGED GIRL
I LOVE ONLY ONE GIRL
BLUE RIVER
BABY, IF YOU'LL GIVE ME ALL OF YOUR LOVE
CITY BY NIGHT
OLD MacDONALD
THERE IS SO MUCH WORLD TO SEE
IT WON'T BE LONG
NEVER ENDING
WHAT NOW, WHAT NEXT, WHERE TO

LPM/LSP-3787 Elvis sings all the songs from his new MGM movie plus Four Bonus Selections.

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GR. BRITAIN—THE PAST 12 MONTHS

(Continued from page 32)

activities of Robert Mellin has been the British composition "Black Is Black" recorded by Spanish group Los Bravos which became an international hit throughout the world. Mellin has expanded still further in the field of film and TV series acquiring a considerable number of soundtracks and publishing rights in major themes and background music. The most recent being the U.A. release "A Fistful of Dollars" the film which broke all box office records in the U.S. and the continent and released in the U.K. in May. Mellin has the soundtrack album recorded by Ennio Enricoe who has also recorded a single of the title song coupled with the second theme "The Man With No Name." A vocal single of both titles has been released on Fontana by The Dalys. During the year Robert Mellin acquired the Pamper Music country & western catalogue. Their film activities extend throughout Europe with affiliations in France, Italy, Rumania and Czechoslovakia. Mellin is personally devoting more of his time to composing for and supervising his film activities.

Campbell-Connelly

The year has seen a still further increase in profits for the Campbell Connelly group of companies which has been steadily rising for the past four years. During the year Managing Director Roy Berry made a round-the-world tour. In America he signed a catalogue deal with indie producers Charles Green and Brian Stone for representation in the U.K. The first release being the Buffalo Springfield group "For What It's Worth" and their first album "Buffalo Springfield" both on Atlantic. Chart-wise one of Campbell Connelly's biggest hits has been "Something Stupid" by Frank and Nancy Sinatra on Reprise. Other hits have included "Sunny" with disks by Bobby Hebb, Georgie Fame and Cher, "Bus Stop" by The Hollies, "No Milk Today" and "East West" both by Herman's Hermits and "Pamela Pamela" by Wayne Fontana. Further additions to the Campbell Connelly writing team have been Brian Morris and The Dead Sea Fruit.

KPM

For the K.P.M. group of companies it has been a very good year which finished in a wave of glory in Vienna when Sandie Shaw won the Eurovision Song Contest with "Puppet On A String" which turned out to be a million seller and a No. 1 practically all over Europe. The song firmly established two of KPM's contract writers Phil Coulter and Bill Martin. Cover records were made in Holland, France, Spain, Germany, Norway and Belgium. KPM also had a big hit with Ken Dodd's "It's Love" the Italian song with English lyrics by Norman Newell. Other hits included Dusty Springfield's "Little By Little," "A Walk In The Black Forest" by Horst Janowski, "The Work Song" by Herb Alpert and more recently a major chart entry by The Mamas and Papas on RCA "Dedicated to the One I Love." During the year KPM has acquired new catalogues notably Forest Hills Music Inc., Combine Music Inc., (a subsidiary of Monument Records). The KPM recorded library has also grown and now represents some 30 hours of new and modern music.

Mills

Cyril Gee of Mills Music reports that the year 1966/67 has seen considerable expansion in all fields of the Mills Organisation. In the "pop" field, the company has enjoyed more chart successes than ever before including such numbers as "Lovers Of The World Unite" by Peter & Gordon, "I Was Kaiser Bill's Batman" by Whistling Jack Smith, "Little Games" by The Yardbirds, "You've Got Your Troubles" by Nancy Wilson, "Green Grass" by Gary Lewis and "Happiness Is" by Ray Coniff.

In the educational field, Mills made great strides, specially in music for

the piano, guitar and recorder. British sales represented a 70% increase on the previous year.

Sparta

Hal Shaper of Sparta Music reports that the Modern Music Catalogue acquired eighteen months ago, has been virtually responsible for an album of material per week. Sparta has this year revived "Put Your Head On My Shoulder" the Paul Anka million-seller which will have at least eight new versions out in 1967. Sparta also revived two other Anka hits "Steel Guitars And A Glass Of Wine" and "Lonely Boy." From the American Hit Parade Sparta had "Tramp" by Otis Reading and Carla Thomas, and a whole selection of singles and LP tracks by Eddie Floyd, Wilson Pickett and Percy Sledge. As producers, Sparta had "The Incredible New Liverpool Scene" being released by CBS—a live album of jazz poetry from Liverpool. The company also has LPs scheduled by The Halliard Folk Group (Decca) and the new Martin Carthy Folk LPs and EPs on Fontana. Both previous albums have made the Top Ten folk charts.

Production-wise Sparta are also recording the Beechwoods and a new group The Mellow Yellow from Fontana.

Bourne

Len Taylor of Bourne Music reports that during the past twelve months the company has had a number of new recordings by established artists such as Nina & Frederick, Andy Williams, Tony Bennett and Jack Jones. Bourne's catalogue of early Sacred & Secular music has been extended, and a second album of this material has been recorded by John McCarthy and The Ambrosian Singers, for release here later this year.

Mrs. Bonnie Bourne paid her usual visit to the London office, followed by a tour of the continent, visiting her affiliates in Holland, France, Germany and Italy.

Lawrence Wright

Bill Ward, Managing Director of Lawrence Wright, reports that during the last twelve months the company has been completely re-organised and re-vitalised, by the incorporation of young personnel to cater for today's demands. Parallel with this, Lawrence Wright has activated its recording activities under the direction of Professional Manager Len Beadle, resulting in a number of master tapes being successfully leased to major recording companies. In the past twelve months Lawrence Wright has set up Summit Artists (Ltd) an artists' agency organisation incorporating a personal management department. Another company, Lawrence Wright Entertainments Ltd., has also been reactivated, and will result in stage productions at Blackpool etc.

Lynn

Lynn Music, the three and a half year old company under the direction of Harold Geller, was voted by Record Retailer the 8th Most Successful Publisher in the United Kingdom for 1966/67. The past twelve months has seen some major chart entries, notably by Dave Dee, Dozy, Beaky, Mick and Tich, including "You Make It Move" "Hold Tight," "Hideaway," "Bend It," "Touch Me," and more recently, "Okay." Credit for this string of successes is due to the working collaboration between Harold Geller of Lynn Music, and Ken Howard and Alan Blaikley, Manager and writers for Dave Dee, Dozy, Beaky, Mick & Tich. The amazing success of this combination in Germany, working with Minerva Music, has produced in the last twelve months, seven Number One's. Lynn Music also had the film score, "Dalek Invasion Earth" by Bill McGuffie, and a single by the same artist entitled "Fugue For Thought" on Philips.

Shapiro, Bernstein

Cyril Shane of Shapiro Bernstein

has had the best year for the past four years. Many of the company's biggest successes have been English versions of Italian numbers, picked up by Shane on his travels abroad. These include, "Don't Answer Me" and "A Fool Am I" both by Cilla Black, with English lyrics by Bernstein's contract writer Peter Callander, who also penned for another Italian song entitled "Once There Was A Time" recorded by Tom Jones. Other hits of the year have included "Pretty Flamingo" by Manfred Mann, and Sounds Orchestral who also had another charter with "Image." Another hit for Bernstein was Sandie Posy's "Born A Woman." More recently, the pubby had the Mitch Murray-Peter Callander composition "Mr. Abbercrombie Taught Me" recorded on Clan by Lady Murray alias Grezina Frame, and the latest Dusty Springfield single "Give Me Time," another Italian copyright which was in fact the winning song from the Festival of Roses in Rome 1967.

Bron

It has been an above-average year for the Bron Associated Publishing Company, and a year of great expansion on their artists, agents and management side. It has also brought about the increasing success of Manfred Mann and Gene Pitney. The success of these two artists has been brought about by the assiduous application of their interests by the recently-formed Bron Artists Management Company, under the direction of Gerry Bron. Recent acquisitions have been the Australian group The Easybeats, and the outstanding comedy group, The Bonzo Dog Doo Dah Band. The expansion of the company has caused Bron to considerably rebuild and modernise their premises. Alongside this has been the reorganisation of staff to cope with the company's diverse activities. One of the company's biggest international successes of the year has been with "Ha Ha Said the Clown" by Manfred Mann. This record was produced by Gerry Bron & it is the company's intention to expand its record production activities in the future.

Major hits of the past year have also included "Backstage" by Gene Pitney, "Lightnin' Strikes" by Lou Christie, "You're A Better Man Than I" by the Yardbirds, "You Won't Be Leaving" by Herman's Hermits, "Cold Light Of Day" by Gene Pitney, and of course "Ha Ha Said The Clown" by Manfred Mann. The year has also seen the formation of Mann Music Publishers Ltd., in association with Manfred Mann.

Harold Fields

During the year Harold Fields has further developed and consolidated the promotion of their instruction books for use in music colleges throughout Europe where they are distributed by Ashley Fields. The Porter Heaps Hammond Organ Catalogue, already a terrific seller in the United States, is now the accepted tutor for this instrument in the U.K. Perry Como is to step-up his recording activities, which will benefit his publishing company Roncom Music Ltd., handled in this country by Harold Fields.

For Leeds Music, the year under review started well with "Strangers In The Night," followed by a recession until "This Is My Song" gave them a double success with versions by Petula Clarg and Harry Secombe. Paul Jones's solo disk "I've Been A Bad Bad Boy" notched up good sales, and more recently Petula Clark gave the Welbeck catalogue a boost with her "Don't Sleep In The Subway" single.

The year has seen a consolidation of the tie-up between Leeds Music and Universal Pictures, giving them the film scores of such box office successes as "Deadlier Than The Male," "Privilege," "A Man And a Woman," "Countess From Hong Kong" and "The Jokers."

Ambassador

"A Taste Of Honey" still continues to be a good source of revenue for Ambassador Music, and during the year Tom Jones, Peter & Gordon, Vince Hill and Anita Harris covered

the number, bringing the total number of recordings to 500.

French singing star Mireille Mathieu waxed "Rusty Bells" which was also included on her album. Ambassador Music acquired the John Lee Hooker catalogue and will be publishing all future Hooker material.

The new Tarzan TV series gave Ambassador "Tarzan March" with six recordings, including the latest one on Columbia by Acker Bilk, which promises to be an international success. Indie producer Drew Harvey entered into a publishing agreement with parent company Gil Music, and Harvey Block Gil Music was formed. George Pincus paid several of his periodical visits to Britain.

Lorna

Lorna Music continued to profit from "Someday-Oneday" by The Seekers and "Sounds of Silence" by The Bachelors. Unhappily the Simon & Garfunkel composition "59th Street Bridge Song" by Harpers Bizarre, a hit in America, failed to take off in this country. During the year, Lorna acquired the rights to the Joey Brooks catalogue (writer of the Walker Brothers' hit "My Ship Is Coming In"). Lorna's General Manager Alan Paramour expects considerable success with this material in the coming months. Lorna's independent record production activities have resulted in an album called "Suburban Serenades" by a new artist, Partridge Green Esq., released by CBS. Green is contracted to Lorna as a writer and an artist. Lorna also has the publishing rights to the score by Loe Hoyer for the Danish film "Seventeen," the sound track album issued in this country on Columbia.

Fanfare

Fred Jackson's Fanfare Music has been very successful with indie productions, mainly via "Freeloader" by the Pussyfoot, which become an international success and has been released world wide.

Jackson also started up new companies in various overseas territories, one of the most successful being Editions Fanfare in Stuttgart, Germany. The company had three big hits, "Ha Ha Said The Clown" by Manfred Mann, "Here Comes My Baby" by The Tremeloes, and "Western Union" by The Searchers. Fanfare in England also had a good seller with Tony Osborne's "Blue Bolero" which now has 25 covers, including versions in Turkish and Japanese. During the year, Fred Jackson made a very successful tour of the United States and Canada. The company also had a Canadian hit with "His Girl" by The Guess Who.

Aaron Schroeder

Since setting up his British operation, American publisher Aaron Schroeder has achieved international success with his contract writer Randy Newman via such compositions as "My Ship Is Coming In" by The Walker Brothers, Gene Pitney's "Nobody Needs Your Love" and "Simon Smith and His Amazing Dancing Bear" by The Alan Price Set. Price's new single is also a Randy composition "The Biggest Night Of Her Life" released on Decca. Aaron Schroeder also has a world wide representative deal with Jimi Hendrix and has had major successes with "Purple Haze" and "The Wind Cries Mary."

Cavendish & La Fleur

For Cavendish & La Fleur it has been another year of success with their vast catalogue of standard evergreens, and the company's revenue continues to be largely derived from broadcast material. However, during the year subsidiary company, Boosey & Hawkes, have had a CBS single release of "Danny Boy" by C/W singer Ray Price, which figured in the United States' C/W charts for several weeks.

Planetary-Nom

Planetary-Nom (London) Ltd., a subsidiary of Big Seven Music Cor-

(Continued on page 60)

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GERMANY—THE PAST 12 MONTHS

HIGHLIGHTS

1. Total sales for 1966 were about 400 million DM (\$100 million), an increase of about 20 million DM (\$5 million) over the previous year.
2. Although single sales were slightly down, the 12" LP jumped 16.6% and the Pop LP sales rose a tremendous 37.5%.
3. Classical sales were 31.5% compared to 40% for the previous year but still well above the world

market average.

4. Export rose 7.6% while import rose 14%.
5. Production went down by 2.6% for singles and 14.5% rise for LP's.
6. EP sales dropped 30%.
7. Low priced records (\$2.50 or below) accounted for about 1/3 of total LP sales.
8. Almost all LP's are now stereo compatible which can also be played on a monoaural system.

The last 12 months saw many changes in the record business in Germany. As statistics show, the market is going more and more in the direction of LP's with the low priced LP market growing day by day. It is now possible to buy good quality stereo LP's for as little as DM 5 (\$1.25) while the single record sells for DM 4.75 (\$1.19). The singles business saw 109 songs enter the top 10 with 50 German copyrights making the grade.

Of the 109 songs, 46 were in the original English language and 5 instrumental hits made the top 10 charts. In actual sales, the balance was even stronger for English and U.S. hits but the juke box business still favored the German language hit. The large cities were also heavily dependent on English and U.S. records with good sales on some French product while the smaller cities and towns continued to sell mainly German language product mixed with good reports on foreign material.

A breakdown on top 10 product according to label is also included in this section and shows an amazing breakthrough especially for Vogue with its strong single repertoire from the U.S. and England. LP sales are still mainly concentrated on the big four with Philips, Teldec, Electrola and Polydor accounting for well over 80% of total LP business. Ariola is also very strong in the LP field with their strong classical label Eurodisc and artists Rudolf Schock, operetta king of Germany and Peter Alexander leading the way for the label's strong LP representation.

A strong tendency has also been shown in the last 12 months to independent production and even indie labels handled by major distributors here.

This is especially in the singles field. Strongest of the indies is Hansa Records owned by Peter Meisel and

distributed by Ariola who not only have strong local artists but have also been successful in buying masters from top foreign artists such as The Hollies and The Troggs. Germany has also developed strong export artists lead off by Bert Kaempfert and closely followed by The Ofarims, Udo Jurgens, Horst Jankowski and James Last with tunes written by Mr. Kaempfert also finding a strong place in the U.S. hit parade. James Last also contributed "Games That Lovers Play" to the charts.

The main problem that has faced the singles business for German productions has been the fact that the A&R men have been unable to develop local artists and the writers have been unable to come up with original material of the type that has dominated the charts in England and the U.S. The two top beat bands selling records here both record in the English language and even some pop artists have turned to recording in English from this market and for this market. Main examples here are The Lords from Electrola The Rattles from Philips and Andy Fisher from Vogue. Top selling single artist is now Polydor's Roy Black who has never failed to top the charts with his singles in the past year and also won the Bravo Magazine and Radio Luxemburg award as the most popular artist in Germany. Dave Dee, Beaky, Dozy, Mick and Tich have also done tremendously well for Philips and even took first place in popularity polls ahead of The Beatles who continue to have a tremendous turnover here along with the Rolling Stones.

A major battle between the record industry and the broadcasting industry in Germany lead to a complete stop for several months of airplay of record product and resulted in lower record sales. The fight which has been

(Continued on page 42)

SALES

| Category | 1966 in millions | 1965 in millions | % change |
|----------|---------------------|---------------------|----------|
| singles | 23.9 | 25.4 | - 5.9 |
| EP | 5.3 | 7.5 | -29.3 |
| 10" LP | 0.7 | 1.2 | -41.7 |
| 12" LP | 17.6 | 15.1 | +16.6 |

CLASSICAL & SPOKEN WORD

| | | | |
|---------|-----|-----|-------|
| singles | 0.5 | 0.7 | -28.6 |
| EP | 1.9 | 2.8 | -32.1 |
| 10" LP | 0.3 | 0.6 | -50.0 |
| 12" LP | 5.5 | 6.3 | -12.7 |

POP SALES

| | | | |
|---------|------|------|-------|
| singles | 23.4 | 24.7 | - 5.3 |
| EP | 3.4 | 4.7 | -27.7 |
| 10" LP | 0.4 | 0.6 | -33.3 |
| 12" LP | 12.1 | 8.8 | +37.5 |

EXPORT

| | | | |
|---------|-----|-----|-------|
| singles | 4.4 | 4.3 | + 2.3 |
| EP | 0.9 | 1.2 | -25.0 |
| 10" LP | 0.1 | 0.2 | -50.0 |
| 12" LP | 7.3 | 6.1 | +19.7 |

IMPORT

| | | | |
|---------|------|------|-------|
| singles | 0.32 | 0.28 | +14.3 |
| EP | 0.22 | 0.31 | -29.0 |
| 10" LP | 0.02 | 0.02 | — |
| 12" LP | 1.90 | 1.55 | +22.6 |

PRODUCTION

| | | | |
|---------|------|------|-------|
| singles | 29.8 | 30.6 | - 2.6 |
| EP | 6.9 | 9.9 | -30.3 |
| 10" LP | 1.0 | 1.6 | -37.5 |
| 12" LP | 27.6 | 24.1 | +14.5 |

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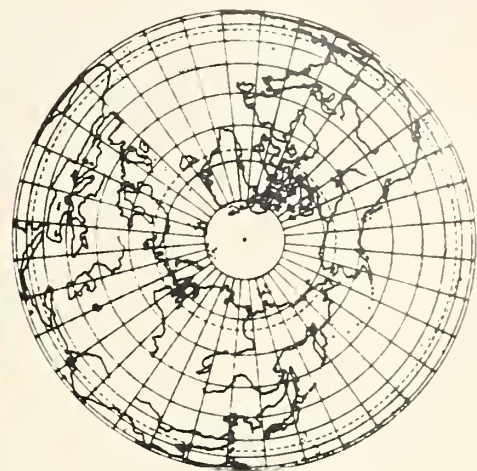
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ARIOLA-EURODISC SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|---|-----------------|--------|-------------------------|
| Juanita Banana | The Peels | Hansa | Edition Intro/Meisel |
| ★ Ich liebe das Leben (I love this life) | Peter Alexander | Ariola | Hans Gerig Music |
| ★ Nur wenn Du bei mir bist (only when you are with me) | Elisa Gabbai | Hansa | Edition Tutti |
| With a girl like you I can't control myself | The Troggs | Hansa | Rolf Budde Music |
| ★ Moderne Romanzen (modern romances) | The Troggs | Hansa | Rolf Budde Music |
| Augen wie zwei Sterne (that's nice) | Peter Alexander | Ariola | Hans Gerig Music |
| ★ Ich hab einen guten Freund gehabt (I had a good friend) | Rex Gildo | Ariola | Edition Belmont |
| La Montanara | Marion | Hansa | Edition Intro/Meisel |
| ★ Zehn Kosaken, kein Gewehr (ten kosaks, no rifle) | Nini Rosso | Hansa | Bosworth Music |
| Snoopy Vs. the red Baron | Sigi Hoppe | Ariola | Edition Maxim |
| Spanisch war die Nacht (Spanish night) | Royal Guardsmen | Ariola | Fuller-Sanphil-Windsong |
| ★ Ein Ring aus Gold (a golden ring) | Peter Alexander | Ariola | Hans Gerig Music |
| Wild Thing | Rex Gildo | Ariola | Edition Intro/Meisel |
| | The Troggs | Hansa | April Music |

CBS SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|--|---------------|-------|-------------------------|
| ★ der neue Tag beginnt (the new day begins) | Bernd Spier | CBS | Melodie der Welt/Michel |
| Fremde in der Nacht (strangers in the night) | Peter Beil | CBS | Hans Gerig Music |
| Over under sideways down | The Yardbirds | Epic | Francis Day & Hunter |
| Alle meine Träume (all my dreams) | Peter Beil | CBS | Hans Gerig Music |
| Sunshine Superman | Donovan | Epic | Peer Music/T. Seeger |

DEUTSCHE VOGUE SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|---|------------------------------|---------|----------------------------------|
| Something on my mind | Chris Andrews | Vogue | Edition Intro/Meisel |
| Sunny Afternoon | The Kinks | Pye | Aberbach Music |
| Early bird | Andre Brasseur | Vogue | Edition Trumpf/Arends |
| Hanky Panky | Tommy James & the Shondelles | Vogue | Ralph M. Siegel Music |
| Komplimente (compliments) | Pat Simon | Vogue | Belmont Music/Yaskiel |
| ★ Sag mir wie (tell me how) | Udo Juergens | Vogue | Montana Music/Beierlein |
| So wunderbar verliebt zu ein (so wonderful to be in love) | Petula Clark | Vogue | Edition Belmont/Yaskiel |
| Mr. Cannibal | Andy Fisher | Vogue | Nero/Edition Intro/Meisel |
| Dandy | The Kinks | Vogue | Aberbach Music |
| Dear Mrs. Applebee | David Garrick | Pye | Rolf Budde Music |
| Deadend street | The Kinks | Vogue | Aberbach Music |
| ★ Geh vorbei (pass on by) | Udo Juergens | Vogue | Montana Music/Beierlein |
| ★ Capito | Vera Palm | Hit Ton | Minerva Music/von der Dovenmühle |
| A man in the woods | Andy Fisher | Vogue | Belmont Music |
| Puppet on a string | Sandie Shaw | Hit Ton | Hans Gerig Music |
| Please Mr. moving man | David Garrick | Vogue | Melodie der Welt/Michel |
| ★ Das schönste Mädchen der Welt (the prettiest girl of the world) | Larry Finnegan | Vogue | Hans Gerig Music |

ELECTROLA SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|---|------------------|-----------|--------------------------|
| Sloop John B | The Beach Boys | Capitol | Francis Day & Hunter |
| Paperback Writer | The Beatles | Odeon | Rolf Budde Music |
| Du bist mein erster Gedanke (yours) | Cliff Richard | Columbia | Ralph Maria Siegel Music |
| Michelle | The Beatles | Odeon | Rolf Budde Music |
| Super Girl | Graham Bonny | Columbia | Morris Music |
| Yellow submarine | The Beatles | Odeon | Rolf Budde Music |
| ★ Man muss schliesslich auch mal nein sagen können (a girl has to know how to say no) | Gitte | Elektrola | Hans Gerig Music |
| ★ Rosen brauchen Sonnenschein (roses need sunshine) | Rex Gildo | Elektrola | Hans Gerig Music |
| Dandy | Herman's Hermits | Columbia | Aberbach Music |
| ★ Wenn der Abschied kommt (when we say goodbye) | Wanda Jackson | Capitol | Melodie der Welt |
| ★ Ich mach Protest (I protest) | Gitte | Elektrola | Hans Gerig Music |
| ★ Das Glück ist rosarot (luck is red like roses) | Cliff Richard | Columbia | Edition Accord |
| ★ Wenn die bunten Fahnen wehen (the coloured flags are flying) | Heino | Elektrola | Schott-Soehne Music |
| Penny Lane | The Beatles | Odeon | Northern Songs Ltd. |

METRONOME SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|--|---------------|-----------|--------------------------|
| Little Man | Sonny & Cher | Atlantik | Edition Intro/Meisel |
| ★ French geküsst ist halb gewonnen | Siw Malmkvist | Metronome | Minerva Music/Dovenmühle |
| Barcarole 66 | Jan Gorissen | Golden 12 | Metorion |
| ★ Ein neues Spiel, ein neues Glück (another game, another chance) | Siw Malmkvist | Metronome | Edition Intro/Meisel |
| My friend Jack | The Smoke | Metronome | Metorion Music |
| ★ Dein Herz das muss aus Gold sein (your heart must be made of gold) | Anna-Lena | Metronome | Edition Intro/Meisel |

PHILIPS - TON SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|--|------------------------------------|-------------|----------------------------------|
| Monday, Monday | The Mamas & the Papas | the Philips | Edition Intro/Meisel |
| The sun ain't gonna shine any more | The Walker Brothers | Star Club | Edition Accord/Dehmler |
| ★ Wenn du gehn willst (if you want to go) | Vicky | Philips | Ralf Arnie Music |
| ★ Morgen ist der schönste Tag (tomorrow is the best day) | Nana Mouskouri | Fontana | Ralf Arnie Music |
| Hold tight | Dave Dee, Dozy, Beaky, Mick & Tich | Philips | Minerva Music/von der Dovenmühle |
| Hideaway | Dave Dee, Dozy, Beaky, Mick & Tich | Philips | Minerva/von der Dovenmühle |
| Bend it | Dave Dee, Dozy, Beaky, Mick & Tich | Star Club | Minerva Music/von der Dovenmühle |
| Hard to love you | Dave Dee, Dozy, Beaky, Mick & Tich | Star Club | Minerva Music/Dovenmühle |
| Save me | Dave Dee, Dozy, Beaky, Mick & Tich | Star Club | Minerva Music/Dovenmühle |
| Touch me, touch me | Dave Dee, Dozy, Beaky, Mick & Tich | Star Club | Minerva Music/Dovenmühle |
| Ha Ha, said the clown | Manfred Mann | Fontana | Edition Fanfare/Kirsten |

(Continued on next page)

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GERMANY'S BEST SELLERS (TOP 10 TUNES) OF LAST YEAR (JULY-JUNE)

(Continued from preceding page)

POLYDOR SCHALLPLATTEN

| Title | Artist | Label | Publisher |
|--|---------------------|------------|----------------------------------|
| 100 Mann und ein Befehl (Ballad of green berets) | Freddy Quinn | Polydor | Francis Day & Hunter |
| Juanita Banana | Mal Sondock | Polydor | Edition Intro/Meisel |
| ★Müssen Frauen einsam sein (must women be lonely) | Peter Alexander | Polydor | Hans Gerig Music |
| ★Der Mond war schuld daran (the moon is to blame) | Connie Francis | MGM | Francon/Schneider |
| ★Leg dein Herz in meine Haende put your heart in my hands) | Roy Black | Polydor | August Seith Music |
| ★Beiss nicht gleich in jeden Apfel (don't bite into every apple) | Wencke Myhre | Polydor | Minerva Music/von der Dovenmühle |
| ★Irgendjemand liebt auch dich (somebody loves you too) | Roy Black | Polydor | Edition Intro/Meisel |
| ★Unverstanden (not understood) | Sascha Distel | Polydor | Hans Gerig Music |
| ★Meine Reise ist zu Ende (my journey is over) | Connie Francis | MGM | Francon/Schneider |
| ★Summer in the city | The Lovin' Spoonful | Kama Sutra | Hans Gerig Music |
| ★Eine Handvoll Reis (a hand full of rice) | Freddy Quinn | Polydor | Edition Esplanada |
| ★Du allein (you alone) | Franz Beckenbauer | Polydor | Radio Music Int. |
| ★Lass den dummen Kummer (stop that worrying) | Renate Kern | Polydor | Edition Maxim |
| ★Good night my love | Roy Black | Polydor | August Seith Music |
| ★Wer hat ihn gesehn (who has seen him) | Wencke Myhre | Polydor | Aberbach Music |
| ★Frag nur Dein Herz (ask your heart only) | Roy Black | Polydor | Hans Gerig Music |
| ★Es ist so schoen dass es Dich gibt (it's wonderful, that you exist) | Connie Francis | MGM | Francon/Schneider |
| ★Happy Jack | The Who | Polydor | Hans Gerig Music |
| ★Alle Männer alle (all men, all) | Wencke Myhre | Polydor | Aberbach Music |
| ★Schiwago Melodie | Maurice Jarre | MGM | Hans Gerig Music |
| ★Morgen beginnt die Welt (tomorrow starts the world) | Freddy Quinn | Polydor | Edition Doma/B. Kaempfert |
| ★Meine Liebe zu Dir (my love to you) | Roy Black | Polydor | Riva Music |

TELDEC SCHALLPLATTEN GmbH.

| Title | Artist | Label | Publisher |
|---|---------------------------|------------------|---|
| Paint it Black | The Rolling Stones | Decca | Hans Gerig Music |
| How does that grab you darling | Nancy Sinatra | Reprise | Belmont Music/Yaskiel |
| ★Honey Bee | The Magics & Drafi | Decca | Edition Intro/Meisel |
| ★Hundert Jahre und noch mehr (100 years and more) | Peggy March | RCA Victor | Edition Bellevue |
| ★Strangers in the night | Frank Sinatra | Reprise | Hans Gerig Music |
| ★Mother's little helper | The Rolling Stones | Decca | Hans Gerig Music |
| ★Black is black | Los Bravos | Decca | Ralph Maria Siegel Music |
| ★Dunja Du | Ronny | Telefunken | Idee Music |
| ★Dumme sterben niemals aus (some people never learn) | Manuela | Telefunken | Edition Intro/Meisel |
| ★Wenn Du einsam bist (when you are lonely) | Ronny | Telefunken | Edition Marbot |
| ★Have you seen your mother baby, standing in the shadow | The Rolling Stones | Decca | Hans Gerig Music |
| ★Sweetheart schenk mir einen Ring (sweetheart give me a ring) | Peggy March | RCA Victor | Rolf Budde Music |
| ★I am a believer | The Monkees | RCA Victor | Hans Gerig Music |
| ★Memories of Heidelberg | Peggy March | RCA Victor | Melodie der Welt |
| ★Lass die Sonne wieder scheinen (let the sun shine again) | Ronny | Telefunken | Edition Maxim |
| ★Let's spend the night together | The Rolling Stones | Decca | Mirage Music |
| ★Mal nichtgleich den Teufel an die Wand (don't paint the devil on the wall) | Peggy March | RCA Victor | Rolf Budde Music |
| ★Lord Leicester aus Manchester Release Me | Manuela Engelbert Humpert | Telefunken Decca | Edition Intro/Meisel Paul C.R. Arends Music |
| ★Somethin' Stupid | Frank Sinatra & Nancy | Reprise | Chappell Music/Seith |
| ★I was Kaiser Bill's Batman | Whistling Jack Smith | Deram | Mills Music |
| ★A little bit me, a little bit you | The Monkees | RCA Victor | Hans Gerig Music |

GERMANY—The Past 12 Months

(Continued from page 38) settled was basically over royalties that broadcasting stations should pay for artists and musicians for the use of their talents through recordings. The fight started exactly one year ago and lasted until the end of 1966. As of January, records were once again aired and record sales on the singles level picked up but the results of the fight which left the listeners dependent on foreign radio stations, AFN (Armed Forces Radio) BFN (British Forces Network) and Radio Luxem-

burg lead to a tremendous popularity for foreign product which has not diminished to this day. On July 1st last year, of the 16 records listed in the 2 top ten lists, 8 of the records were German language and 8 were of U.S.-English origin and on June 9th of this year again 16 records were listed and 9 were of German origin with 7 being U.S.-English product.

The German pop music festival accounted for two records moving well over 100,000 with the Roy Black disc (3rd place) accounting for over 1/2

million sales and the winning entry from Wencke Myhre doing over 100,000 and secondplace tune from Elisa Gabbai selling over 50,000. About a million records were sold of festival songs. This year, the festival was cancelled accounting for a drop in German product as well. Next year, the festival will be held once again.

GEMA, the German collection agency came up with the whopping sum of 127 million German marks income last year which was an increase of 11.7% over the year before. The development of German composers and authors income can be seen in 10 year jumps as in 1953

GEMA took in about 6 million marks. In 1943 the sum jumped to 14.5 million marks, in 1953 the sum was 27 million marks and in 1963 the GEMA income was 105.8 million. A profitable business for the writers of German music.

A very popular and profitable new concept in the classical LP field has been the special subscription offers of major firms on major classical recordings. The subscriptions start usually about a month or two before release of the product and end about 5 to 6 months later with lower prices offered to subscribers. This service is especially popular in Germany. (Continued on page 47)

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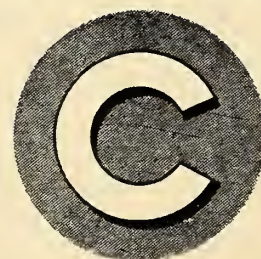
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GERMANY—THE PAST 12 MONTHS

(Continued from page 42)
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place in the personal appearance field
in Germany. The days of tours packed
with local pop stars is over. Not one
single tour of German pop artists has
toured Germany this year with success

and top pop acts from abroad have
dominated the scene with more or less
success. The concert halls have switch-
ed to a place for good music and folk
acts with The Ofarims, Hildegard
Knef, Charles Aznavour, Gilbert
Beaud, etc. doing tremendous busi-
ness. The pop fans have switched to
the discoteque where not only do pop
records get tremendous exposure but
also the discoteques have been book-
ing top pop acts from here and abroad
to draw crowds into their clubs. Top
(Continued on page 48)

GERMANY—The Past 12 Months

(Continued from page 47)
 artists now do the discoteque circuit either appearing with a band or even with tapes or acetates of their tracks which they use for their show. German radio and TV continue to ignore teen-oriented tastes and broadcast a minimum of straight pop shows. The only beat shows in Germany on TV are monthly and there are only 3 of these which also feature fashion and other aspects of teen life and are limited to Saturday afternoon broadcasts. The two radio stations broadcasting German pops are Radio Luxemburg and Radio Saarbrücken which have the bulk of the day taken up by pop programming while the other German stations do very little for their pop fans. Exposure is a major problem in Germany these days.

An interesting development of the last year was a strong tie between the major magazines in Germany and the record industry. About 10 major magazines arranged with local record firms to have a joint label with the magazine pushing the product and the record companies selling over normal distribution channels.

Record manufacturers moved more and more into the publishing field in the last year with Philips closely tied to the Capriccio Musikverlag, Polydor bought the Aberbach organization, Electrola is represented by Edition Accord, Metronome has their Meteorion Music handled by Alfred Schacht Vogue has Belmont Music, CBS has their April Music and only Teldec, Ariola and Hansa is of course tied with Intro Music. Almost all major A&R men also have publishing ties and radio Luxemburg also has their own publishing outlet handled by Peter Meisel.

The first publicity outfit opened their doors in Germany this year. Larry Yaskiel joined forces with Robert Stigwood who is tied with Brian Epstein to open the Stigwood-Yaskiel Ent. with the firm heavily loaded with British product. The firm also now has ties with Polydor and Philips for many changes took place on the executive level in the record business this past year. At Philips, Director Hans Schrade left the firm to take over the D.G.G. in Mexico with Hans Nitschke moving in as new director. C. TH. Metaxas left D.G.G. Mexico to go to Philips as marketing director in Germany. Production chief of Polydor Gunter Ilgner and Electrola producer Heinz Gietz left their firms to form their own Coronet Record label with distribution handled by Electrola.

Dieter Weindenfeld took over as production chief of Electrola from his D.J. post at radio Luxemburg but left a few months later to go to Edition Montana with Hans Beierlein. Erich Offierowski then took over the post at Electrola. Nils Nobach returned to Electrola as A&R man. A report of the record firms showed that 74 records have reached the 1/2 million sales mark from 1945-1966 and 36 LP's reached the 100,000 mark. Only 15 of the single records were foreign discs and 10 of the singles were instrumentals. Leading the list was Freddy Quinn of Polydor with 9 singles and 3 LP's. LP wise, 9 classical records made the LP 100,000 list and My Fair Lady in the original German cast version did over 1/2 million LP sales with the German film soundtrack on CBS racking up another 100,000 sales. 8 foreign LP's made the magic circle.

The German record industry came together in a new public relations capacity with the 7 major firms joining forces. The organization will sponsor the first Grand Gala du Disque in Berlin for the Radio-TV fair and have put together the first color TV show to be shown in Germany. The group will also sponsor a pop music festival next year. In addition, the record industry now has their own trade paper having taken over the old "Music" and making a new magazine called "Schallplatte". After U.S. Columbia opened their CBS offices here, Liberty became the 2nd U.S. controlled disc operation to open offices in Germany. Distribution will

be handled by a major label here but promotion and production will be done by a special staff. Siegfried Loch left Philips to take over direction chores for Liberty.

The major teen paper "Eravo" had their readers poll and the results showing male honors going to Polydor's Roy Black followed by Electrola star Graham Bonney and Ariola artist Udo Jurgens. Distaff honors went to Polydor's Wencke Myhre followed by Teldec's Manuela and Hansa's Marion.

The beat band winner was Dave Dee, Dozy, Beaky, Mick and Tich with the Beatles and The Beach Boys following.

Bert Kaempfert became the first German composer to receive the Hollywood journalist award for the best film song of the year. Of course, the song was "Strangers in the Night".

Germany now has three major trade papers with 2 smaller ones and every hit parade gives a completely different picture of the market. The Automatenmarkt is the most informative hit parade as far as juke box plays are concerned although sales and radio play are also considered by the paper. The "Schallplatte" is basically the official organ of the record industry and reflects manufacturers sales to distributors and shops with a notary public qualifying the results sales as their major factor in sales for the hit parade. It seems impossible that a country about 1/2 the size of Texas should have such problems getting together on a hit list but that's how things are here.

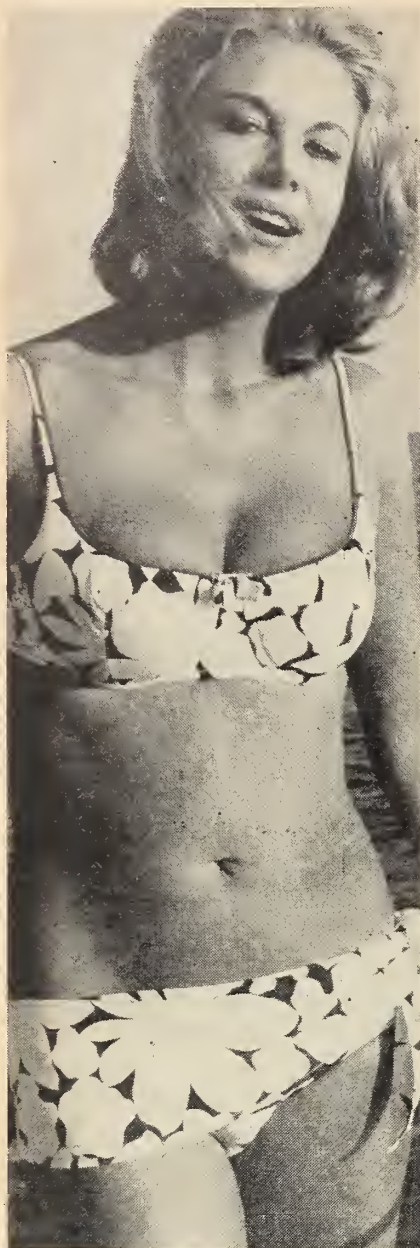
GEMA came to an agreement with the five major tape recorder manufacturers for a set royalty of a million dollars for the use of their material on tapes. The manufacturers who bought the deal now give their customers the right to tape radio broadcasts and records which they did not legally have before.

Record prices are in danger of rising in this country due to a 5% tax increase as the year reaches the half way mark.

The humorous note of the year was reached as the county of Bavaria gave a court decision officially declaring "beat" music as no music at all! The tax authorities have said that all music concerts of any type will not be subject to entertainment tax but the ruling by the court means that a 20% from gross tax will be placed on beat shows. That means that a major city of Munich will be basically beat-less until this decision is changed as promoters cannot afford to book top foreign acts and pay the tremendous tax on concert tickets.

A last note on the exposure scene found that teen oriented magazines were folding. The only one left is "Bravo" as Musik Parade closed their doors and "OK" went into the hands of "Bravo". The sales of "Bravo" were also off 1/3 over the previous year.

These were the main stories of the last 12 months concerning the German music industry. The next 12 should be just as different and exciting in this ever changing world of entertainment. Cash Box will be on hand to give a first hand report on the events and people that make up the record industry in this important market—Germany.



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THE MARKET: The past twelve months marked changing trends that made rather difficult to establish the real and the potential size of the market, since there were alternative periods of strong and low sales, in some cases without specific reasons, although, of course, many explanations were given. In general, it may be said that the year '66/'67 was weaker than the previous one, with a general slump in April/May '67, when sales man 40% below the previous year marks, but with a reaction expected for the end of June and early July.

The exact amount of records sold is established monthly by the Chamber of Record Producers; due to a much criticized decision, these figures are not published, but it may be supposed that the monthly sales volume is about 350 million pesos, or \$1 million at the new exchange rate of 350 pesos to the dollar. Last year we estimated the sales volume at \$1.2 million a month; the difference may be due to the variability in the exchange rate (at that time there was an exchange rate of 189 pesos to a dollar, meaning a 80% devaluation in twelve months) and the already mentioned sales slump. Incidentally, some of the companies affiliated with the Chamber of Record Producers have objected to the figures produced by this organization, which creates a confusion that shouldn't exist.

Prices of records have also increased, but the current price in dollars is somewhat lower because of the above mentioned devaluation. There is no fixed price and there are some variations between the different labels, but it could be said that regular LP's cost \$4.30 (versus \$4.95 last July) and singles \$.90 to \$.95. There are several lower priced series, offering classical and pop music at prices of less than \$2. A change of the structure of the sales tax has also taken place, and the discount to the dealer ranges from 28 to 32%, depending on the form it is calculated. There are a few "distributors" who handle the accounts of hundreds of small dealers, who find it more practical to buy their records from one place instead of about twenty record companies. According to estimations from the diskeries, the "distributors" account for about 30 to 40% of the whole volume, and receive extra discounts from the manufacturers, although lately this practice has been discontinued by some of the companies, at least partially. During the past months, an experiment on "rack jobbing" has also taken place, generating contempt from regular dealers and manufacturers because of the location of the racks. However, it may be considered that more projects of this sort will be launched in '67/'68, because of the need of more points of sale for the industry, suffocated by the inability of the regular dealers to sell the production.

This problem leads, of course, to a trend towards record clubs, but only CBS has organized such a club up to now. The other companies have been studying the possibilities of this way of sales, but CBS' Special Products Division has been the only one to run it regularly, with reportedly good results. There are also several packages available, in a market started years ago by the Reader's Digest with surprisingly good results. Recently CBS celebrated the sale of its 100,000th package of the "Tango And Folk Music" production, and Phonogram has been also selling strongly its "Argentina Sings This Way" set, and is preparing the second one. As in other countries, RCA presses the Reader's Digest sets, and there is a new Italian Music package offering several RCA artists, but there is no direct relation, saleswise.

A more simple way, widely used by local company Sicamericana and EMI affiliate Odeon is the budget priced series, called "Difusión Musical" and "Colección Musical." Half royalty agreements have been made previously, and the results were so interesting that other companies have followed the move, among them CBS with its

"Harmony" label. RCA has its Camden logo and a promotional line under the main logo, but the difference in prices is much less important than in the Sicamericana or Odeon cases, whose DM and CM LP's are sold at 50 to 60% of the regular albums' prices. Phonogram is using a somewhat different policy, offering a two record set at the price of one regular LP. Results have been also good in this case, and further releases were being planned at presstime.

Another important change that took place during this period was the suppression of all the exchange restrictions that made difficult the remittance of funds to foreign countries. Under current regulations, royalties and other financial payments may be paid freely, although import duties have been increased for some items. Previously, all remittances had to be approved by the Central Bank, which meant a delay of several months for most operations.

Regarding the distribution of the market, about 55% to 60% of the sales correspond to Buenos Aires and its outskirts (about 6,500,000 in total population). Since there are 22,340,000 inhabitants in the whole country, this means a strong sales concentration in the city of Buenos Aires. Some of the reasons are lower income in the provinces, weaker facilities (e.g. lack of electric power in some rural parts) and less promotion. This point will be discussed later, and has been already commented on in the Argentine column of the May 13, 1967 issue of Cash Box.

PRODUCTION: Because of the lack of data it is difficult to establish the percentage of sales belonging to international music and the amount corresponding to local production. The proportion varies for each company, but the reports received by this representative estimated the average at 50-50. Some years ago the proportion was higher for local music, due to a local pop and folk bonanza, but more recently foreign music recovered part of the field. As in many other markets, the biggest problem is caused by the limited means of promotion and the excess of releases, which means that many new singles and LP's are marketed with little promotion and their sales potential is seriously endangered. The variety of catalogs represented by most of the companies ranks second among the difficulties, and the lack of appropriated talent for executive posts is also important.

Under a recent realignment, RCA separated its A&R in classical-folk-tango, local pop and international pop, with further divisions from the promotion point of view. Odeon has three A&R toppers and CBS a sort of A&R council, while Sicamericana and Phonogram have one A&R man each, with cooperation of other people for classical music releases, which means little saleswise. Independent production is practically nonexistent, but almost surely in the next months there will be moves in this field, since several companies have been studying the legal aspects of the I.P. contracts and the possibilities of this type of arrangement. It may be foreseen that I.P.'s will become popular in the near future.

In fact, there are producers that work with their own label (e.g. Fermata, distributed by Odeon, and Microfon, distributed by RCA), but the type of contract makes them owners of practically everything, with the distributing company limiting its work to the pressing, sales and accounting phases. There are also some composers and arrangers working on royalty bases, but the real indie producer, who brings in his own ideas, is yet to come. Some experiments made years ago in this field didn't give good results, but apparently the system will be tried again soon.

During the past twelve months several new companies started operating, adding some interesting catalogs to the market. One of them is BGM,

(Continued on next page)

THE PAST 12 MONTHS

(Continued from preceding page)

representing several European diskeries and managed by the people also owning one of the pressing outfits, Milan; however, both companies work independently. Also in action is the Belter-Quinto group, owned by the Spanish diskery with the same name and members of the Cinco Latinos group. Trova, although founded nearly three years ago, expanded its activities strongly during this period, and started recording locally; so did Fermata, although presenting only one record, the "14 With Tango Music," LP, about which there was much comment.

Among the bigger companies, there was the usual label mobility. Following an international agreement, CGD passed from Sicamericana to CBS, while United Artists, acquired a year ago, gave top results with "A Man And A Women." Sicamericana got several new labels, among them Hispavox, for which highly successful chanter Raphael sings. Also arriving were Festival of France, Everest from the States and Italian Durium. RCA tried Tamla-Motown with good results, obtaining several good selling records, while Microfon started Kama-Sutra, Seeco and Bang. Surco obtained French Vogue, while Producciones Fermata started with Valiant and Ariston.

PROMOTION: There are 16 radio stations in Buenos Aires and about 30 more in the rest of the country, with a few FM outlets. Most of the stations are administered by the State through a special branch of the Government, but advertising is accepted by nearly all of them, excepting Radio Nacional, its affiliated stations, and two more. There are nine private outlets and the commercial stations administered by the Government should be licensed soon. In Buenos Aires there are five TV channels, and some fifteen more (all private) operate in the rest of the country. There is a project for a color TV channel, which would also be state-owned. Records are widely played by all stations, but the programming idea is applied by very few of them. It is more usual to sell the space to advertising agencies and producers, who afterwards decide what records they will play. There are no regulations regarding type of music to be aired.

Promotion through other means is scarcely used. Festivals are applied only to folk music, and some 40 of them are scheduled yearly; the most important ones are located in Cosquin, in the Province of Cordoba, Baradero and Salta, with tango Festivals in La Falda and some other cities. There is also a yearly TV Song Festival sponsored by a private company, which generally results in interesting songs. Up to now, however, results from the Festival are far from those obtained in countries like Italy.

Night life, both in Buenos Aires and the rest of the country, isn't so strong as to help in selling a song or an act. Most of the night-clubs work as discotheques, and personal appearances are scarce, although some years ago they were usual. The lack of good impresarios and booking agents, and the complete absence of organizations devoted to this, are also affecting this aspect of the trade. During the past twelve months, there were few good tie-ins between visiting artists and record companies, the best of them being the one arranged by Spanish artist Raphael and Sicamericana. In other cases, diskeries worked in a more or less disconnected way, with little or no contact with the impresario.

One of the interesting aspects is the growing export of music to countries like Japan, Italy, Spain and most of the Latin America area, and even the States. Folk artists made frequent visits to Japan, appearing also in the States; this was the case of Atahualpa Yupanqui, Eduardo Falu and several tango musicians. Recordings made here by Malvicino were released in the States, and waxings by local artists Barbara & Dick, Palito Ortega and Juan Ramon were

marketed in certain European areas. Ortega also recorded an album in Nashville, seeking the peculiar sound obtained in that city, and Uruguayan group Los Iracundos waxed an LP in Italy.

After a long-lasting crisis, the local cinema industry entered the scene as another strong promotion means. Palito Ortega, Leo Dan and Juan Ramon ranked best among the screen stars, and Dan's latest production, "La Muchachada de a Bordo", gave bright boxoffice results. In June '67 Palito Ortega was shooting a film in Spain, with cinemactress Ricio Durcal, while Juan Ramon was in Chile finishing "Bye, Love" with TV starlet Erika Wallner and several local artists.

Most important of all are the musical programs on TV, with "Carousel" (TV 13), "El Special" (TV 9) and "Comienza el Show" (TV 11) the most important ones. In April TV 11 started its daily program, "Tele-música", emceed by Chilean deejay Raul Matas, presenting new songs in a tie with radio program "Discomanía", aired also daily by Radio Splendid. A good song on TV may mean strong sales, but the best results were achieved years ago when Monday sales were directly connected with weekend program "Club del Clan". This effect hasn't been repeated-yet.

ARTISTS: Few new artists have appeared this year: Palito Ortega, Juan Ramon and Yaco Monti are still at the top, with Barbara & Dick, a duet, following them. In general, there has been a decrease in the popularity of local talent, Palito Ortega (who started singing in 1962) being a very special case. Among tango music orksters, the names of Juan D'Arienzo (since 1935), Anibal Troilo, Atilio Stampone, Horacio Salgan and Leopoldo Federico are still tops; modern tango directors Astor Piazzolla and Osvaldo Piro also have good prestige. Among the singers Edmundo Rivero and Nestor Fabian have the highest ratings, folk singers Atahualpa Yupanqui, Eduardo Falu, and Jorge Cafrune, and folk groups Los Chachaleros, Los Fronterizos, Los De Salta and Los Huanca Hua are also very popular, with newcomers Miguel Saravia, Mercedes Sosa and Ramon Navarro gaining force. Female stars include Ramona Galarza, Ginette Acevedo and Marian Farias Gomez, all in the folk field.

There were several important visitors during these twelve months, with French star Gilbert Becaud, vocal group the Swingle Singers, Italian lark Milva, Puerto Rican Jose Feliciano, French teen idol Johnny Hallyday and Sacha Distel being the top attractions.

Sales figures remained conservative, although several records passed the 100,000 mark, and albums the 50,000 level. A good hit single sells about 30,000 and 10,000 is a good figure for an album. Vocal records gained force, although one of the biggest hits ("Un Homme Et Une Femme") was instrumental. The Beatles kept selling, but overall results were affected by their small output during this period. The Rolling Stones, the Monkees and more recently Herman's Hermits took their place. Tropical music, represented by the Wawanco group ("La Banda Borracha"), The Cuarteto Imperial and Los Cinco del Ritmo, also had a good share of the market.

PUBLISHERS: It has been a hard year for the publishers, due mainly to the delay in payments by the only collecting society, SADIAC. At presstime SADAIC was paying phonomenal royalties corresponding to the end of 1965 and first three months of 1966, and there was no information about the performance rights. This meant that many publishers received practically no revenues during more than a year, having to pay salaries and expenses from their own funds. (Continued on next page)

INTERNATIONAL ARTISTS REACH ARGENTINE CHARTS THROUGH



RAY CONNIFF (U. S. A.)

LOS PANCHOS (MEXICO)

ROBERTO CARLOS (BRASIL)

THE BLUE COMETS (JAPAN)

DONOVAN (U. S. A.)

CARAVELLI (FRANCE)

BOBBY SOLO (ITALY)

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RICARDO REY—ALBERTO MARINO
LOS VENETO'S—PEPITO PEREZ
BINGO REYNA

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IN ARGENTINA

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| Title | Artist |
|---|---|
| CBS Un Homme Et Une Femme Winchester Cathedral El Rey del Rio* La Banda Il Diritto D'Amare | Soundtrack UA Film The New Happiness Cuarteto Imperial Cuatro Voces Wilma Golch |
| DISC JOCKEY Apasionado* Avec Dos Años Little Man Monsieur Cannibale | Rosamel Araya Charles Aznavour Pepito Perez Dalida Bingo Reyna |
| MICROFON Campanas de Navidad* Entre Hombres* Hang On Sloopy Yo Soy Aquel Rondando tu Esquina* | Los Cinco del Ritmo Chacho Santa Cruz Mc Coys Jose Antonio Nestor Fabian |
| MUSIC HALL Strangers in The Night These Boots Are Made for Walkin' Nuestro Juramento Cuando Tu No Estas Hablemos del Amor | Frank Sinatra Nancy Sinatra Julio Jaramillo Raphael Raphael |
| ODEON Siempre Te Recordaré* La Banda Borracha El Conductor Mes Mains Sur Tes Hanches Yellow Submarine | Yaco Monti Los Wawancó Los Wawancó Adamo The Beatles |
| PHILIPS Black is Black Brava Una Casa in Cima al Mondo Winchester Cathedral La Vaca Blanca | Johnny Hallyday Mina Mina New Vaudeville Band Los de Colombia |
| RCA Funeral del Labrador Solo* Mamita, Mama* Sin Fe La Felicidad* *Local copyright | Barbara y Dick Palito Ortega Palito Ortega Jose Feliciano Palito Ortega |

BEST SELLING E.P.s FROM RCA

1. Sin Final—Brass Ring—RCA
2. El Despertar—Marco Antonio Muñoz—RCA
3. La Novicia Rebelde—Julie Andrews—RCA
4. El Brindis del Bohemio—Manuel Bernal—RCA
5. El Toro y la Luna—Joselito—RCA

BEST SELLING L.P.s FROM RCA CAMDEN

1. Benny Moré—Benny Moré—RCA Camden
2. Lupita Palomera—Lupita Palomera—RCA Camden
3. Movie Themes—Gil Bowen—RCA Camden
4. Los Bribones—Los Bribones—RCA Camden
5. Son Clave de Oro—Son Clave de Oro—RCA Camden

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RECORD PRODUCERS—MUSIC PUBLISHERS

San Martin 640 — Bs. Aires

Argentina

Wire: Fermata Baires

ARGENTINA MUSIC PUBLISHERS

ALA-NICKY
Manager: Alaide Gorostiza
Alsina 1535, Buenos Aires
Tel: 494218

EDITORIAL JULIO KORN SRL
Manager: Ricardo Korn
Moreno 2034, Buenos Aires
Tel: 487709
(Julio Korn, Vitale, Mundo Musical, Odeon, Ramar, Europa, Tierra Linda, Sucesos, Iadarola, Latin Must)

EDICIONES INTERNACIONALES FERMATA SRL
Manager: Mauricio Brenner
San Martin 640, Buenos Aires
Tel: 319330
(Fermata, Novel, Roma)

EDITORIAL EDAMI
Manager: Alberto Martinez
Lavalle 1494, Buenos Aires
(Edami, Acorde)

ESTABLECIMIENTO MUSICAL NEUMANN SRL
Manager: Carlos Di Liscia
Maipu 235, Buenos Aires
Tel: 465343
(Neumann, Downey, Apolo)

SMART EDICIONES MUSICALES SRL
Manager: Momiglio Giacompol
Santa Fe 1552, Buenos Aires
Tel: 445796
(Smart)

EDITORIAL LAGOS
Manager: A. Lagos
Talcahuano 638, Buenos Aires
Tel: 403746
(Lagos)

EDITORIAL PERROTI
Manager: Maximo Perroti
Virrey Cevallos 1152, Buenos Aires
(Perroti)

EDICIONES MUSICALES RELAY
Paroissien 3960, Buenos Aires
(Relay)

MELOGRAF
Manager: Stanko Jerebic
Charcas 1422, Buenos Aires
(Melograf)

MILROM SRL
Manager: Lucio Milena
Rodriguez Peña 36, Buenos Aires

EDITORIAL PIROVANO
Manager: Vda de Pirovano
Pasco 1267, Buenos Aires
(Pirovano)

COMAR
Montevideo 641, Buenos Aires
RICORDI AMERICANA SA
Cangallo 1570, Buenos Aires

EDITORIAL BEMOL
Alsina 3089, Buenos Aires

EDITORIAL SELECT
Manager: O. Rubinstein
Callao 420, Buenos Aires

EDITORIAL ESCALA
Juncal 2535, Buenos Aires

EDITORIAL EMBA
Talcahuano 395, Buenos Aires

EDITORIAL TALENT
Lavalle 1759, Buenos Aires
Manager: Mario Kaminsky
Tel: 496128

DISCOS BELTER ARGENTINA

S.A.C.I.

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ARGENTINA



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DEUTSCHE VOGUE—SOBEDI
LE CHANT DU MONDE—TONO
SONET—MANU—HED ARZI
TRANSATLANTIC—PALACIO
Lavalle 1546—Bs Aires
Argentina

ARGENTINA THE PAST 12 MOS.

(Continued from preceding page)
The fact that the Argentine contracts allow the publishers only 25% of the royalties (vs 50% in most of the countries) and that SADAIC charges about 60% for administration expenses doesn't help, either. There are also difficulties with collecting societies of other countries, who feel unwilling to pay until SADAIC sends them their money from this market. At presstime it was reported that elections would take place no sooner than in six to nine months, and there were seventeen candidates for the presidency of the society. The prevailing opinion was that more than a year will be needed to straighten out the situation.

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BUENOS AIRES • ARGENTINA

ARGENTINA RECORD COMPANIES

ALA-NICKY SRL
Alsina 1535, Buenos Aires
Manager: Alaide Gorostiza
Tel: 494218
Labels: Ala Nicky-Scepter-Kubaney

DISC JOCKEY SAIC
Manager: Manuel Rodriguez Luque
Pedro Goyena 72, Buenos Aires
Tel: 92-9090
Labels: Disc Jockey, Palette, Continental,
Meazzi, Barclay, Artone, Chantecler

BELTER ARGENTINA SRL
Rodriguez Peña 36, Buenos Aires
Label: Belter
Manager: Ricardo Romero

BGM S.A.
Lavalle 1546, Buenos Aires
Tel: 468576
Labels: BGM, Galatea, Magenta, Deutsche
Vogue, Metronome, Le Chant du Monde,
Sonet
Manager: Miguel Benitez

DIAL SRL
Manager: Carlos
Pasteur 341, Buenos Aires
Tel: 470145
Labels: Dial, Fantasy

DISCOS CBS S.A.
Paraguay 1583, Buenos Aires
Manager: Armando Di Guglielmo
Commercial Director: Douglas Taylor
Labels: CBS, Columbia, United Artist, CGD
Tel: 412341

DISCOS QUINTO
Rodriguez Peña 36, Buenos Aires
Label: Quinto, Sono Play, Velvet
Manager: Ricardo Romero

EDITORIAL JULIO KORN SRL
Moreno 2034
Tel: 487709
Labels: Diskornamount, Musidisc, Ariel

FAMOUS SRL
Manager: Ian Morris
Peru 1511, Buenos Aires
Peru 1511, Buenos Aires
Labels: Ariel, ABC Paramount, Musidisc,
Nilser
Tel: 263306

H y R
Manager: H. Maluf
Lavalle 653, Buenos Aires
Label: HyR

**INDUSTRIAS ELECTRICAS Y MUSICALES
ODEON S.A.**
Manager: Edward Insley
Corrientes 485, Buenos Aires
Tel: 496651
Labels: Odeon, Odeon Pops, London, Decca,
Liberty, Capitol, Angel

MICROFON SRL
Manager: Mario Kaminsky
Lavalle 1759, Buenos Aires
Tel: 496128
Labels: Microfon, Audio Fidelity, Chencellor,
Cadence, Coral, Durium, Secco, Supraphon

PHONOGRAM S.A.
Manager: Hugo Persichini
Cordoba 1351, Buenos Aires
Tel: 419442
Labels: Philips, Polydor, Mercury, MGM, DGG,
Archiv, Heliodor, Novola

PRODUCCIONES FERMATA (Discos) SRL
Manager: Mauricio S. Brenner
San Martin 640, Buenos Aires
Tel: 319330
Labels: Fermata, RGE, Cameo-Parkway

RCA VICTOR ARGENTINA S.A.
President: Robert Cook
Paroissien 3960, Buenos Aires
Labels: RCA, Vik, Camden, Victrola

SICAMERICANA SACIFI
Pres.: Nestor Selasco
VP: Luis Calvo
José E. Uriburu 40, Buenos Aires
Tel: 469808
Labels: Music Hall, Demon, Reprise, Fonit,
Gamma, Roulette, Vanguard, Fuentes, Dot,
Copacabana, Festival, Durium, Kapp, Warner
Bros.

SURCO IND. MUSICALES SRL
Tucuman 431, Buenos Aires
Managers: Enrique Iriberry and Atilio Suva
Tel: 32-3143
Labels: Opus, Vox, Atlantic, Telefunken,
Vogue, Vergara

SVELT SRL
Corrientes 2322, Buenos Aires
Label: Svelt

TONODISC SRL
Manager: Jorge Esperon
15 de Noviembre 1287, Buenos Aires
Labels: Command, Tonodisc, Westminster

TROVA SRL
Corrientes 2434
Tel: 479996
Buenos Aires, Argentina
Labels: Folkways, Pacific Jazz
Manager: Alfredo Radoszynski

ARGENTINA'S TRADE ASSOCIATIONS

AMPRODIS, A.C.
Asociación Mexicana de Productores de Discos
President: Eduardo L. Baptista
Guanajuato 65
México 7, D.F.

SACM, S. de A.
Sociedad de Autores y Compositores de Música
S. de A.
General Director: Carlos Gómez Barrera
Ponciano Arriaga 17
México 1, D.F.

AMPEM
Asociación Mexicana de Productores y Editores
de Música
President: Rogelio Brambila
Av. Cuñiláhuac 2305
México, D.F.

ANDA
Asociación Nacional de Actores
General Secretary: Jamie Fernández
Altamirano 126 y 128
México, D.F.

ARGENTINA'S RECORDING STUDIOS

**INDUSTRIAS ELECTRICAS Y MUSICALES
ODEON SA**
Corrientes 485, Buenos Aires

DISCOS CBS SA
Paraguay 1583, Buenos Aires

ESTUDIOS GUEMES
Lavalle 655, Buenos Aires

ESTUDIOS SAN MARTIN
Tucuman 451, Buenos Aires

ESTUDIOS ION
Hipolito Yrigoyen 2512, Buenos Aires

ESTUDIOS PHONOGRAM
Belgrano 1666, Buenos Aires

SICAMERICANA SA
Jose E. Uriburu 40
Buenos Aires

ESTUDIOS T.N.T.
Santa Fe 1050, Buenos Aires

ESTUDIOS PHONAL
Santa Fe 3117, Buenos Aires

ARGENTINA'S PRESSING PLANTS

**INDUSTRIAS ELECTRICAS Y MUSICALES
ODEON SA**
Corrientes 485, Buenos Aires

RCA VICTOR ARGENTINA SA
Paroissien 3960, Buenos Aires

DISCOS CBS SA
Paraguay 1583, Buenos Aires

MILAN & CIA
Perito Moreno 235
Temperley, Prov de Buenos Aires

GALVADISC
Once de Setiembre 481
Ciudadela, Pcia de Buenos Aires

CONTINENTAL
Superi 3530, Buenos Aires

PLASTIGAL SA
Francisco Bilbao 2248
Tel: 636534
Buenos Aires

ARGENTINA'S Jacket Manufacturers

ALPHA SA
Ecuador 935, Buenos Aires

IMPRIMEX SRL
Gascon 1437, Buenos Aires

D'ARRUDA DEL PUP SA
Velez Sarsfield 101, Buenos Aires

BERKO FINKEL
Mercedes 2168, Buenos Aires

LAGENHEIM HNOS
Pichincha 1484, Buenos Aires

SERRATORE
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Pcia Buenos Aires

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SICAMERICANA S.A.C.I.F.I.

J. E. Uriburu 40-42

Buenos Aires

AUSTRALIA—THE PAST 12 MONTHS

The twelve months period ended June 30th, 1967 (which is also the conclusion of the Australian financial year) has seen little real fluctuation in the industry one way or the other in the matter of new representation and development of new ideas; but there have been some significant trends that could result in big changes by this time next year.

Record production figures for the nine months period ended March 31, 1967 (the latest available at this stage) show a strong upward move in favour of album production.

| Period | 7" product | Album product |
|--------------------------------|------------|---------------|
| Nine months ended March, 1967. | 5,197,000 | 5,393,000 |
| Nine months ended March, 1966. | 4,491,000 | 3,789,000 |

While these figures don't show a breakdown of albums (low-priced as against regular-priced) in categories, it is known that the best gains have been in economy priced lines.

Most record companies have albums that retail at (Aust) \$2.95 (there are some selling at a little more, and some at a little less) and their stiffest competition isn't necessarily from other domestic product in the same price groupings—but rather from the big range of fully imported albums that are retailing for as little as (Aust) \$1.50, with a huge variety being offered at \$1.99, retail.

This makes it rough on the locally manufactured article, but the local product has the advantage of name talent and they are being given top promotion and marketing... they are not just being 'DUMPED' on the Australian market.

The low-priced locally manufactured disk is also in competition with the Record Club operators. Among these are World Record Club (associated with the EMI organisation); Australian Record Club which is op-

erated by Australian Record Company (the only major label in this country without a low-priced line of albums on the open market); and the Universal Record Club which is closely affiliated with Festival Records, Universal offers a broad catalogue of name talent discs to its subscribers. There are other Clubs in business here; but the three mentioned are considered to be the Big Three in Australia.

Pre-recorded Tapes & Cartridges

There is constant activity with all labels in this territory in the field of pre-recorded reel-to-reel and cartridge tapes. The action in capital expenditure on new plant for duplicating, manufacturing processes for blank reels and cartridges, packaging, etc., is more than sufficient to indicate that there is a big future in these taped products.

The big market is still a fair way off for all pre-recorded taped goods, but it is obviously destined to become an important feature of the record industry of Australia. There are those people in the trade who believe that the cassette system will 'make the reel-to-reel method obsolete overnight'. Many doubt that this will be so, because there are thousands upon thousands of top-quality domestic tape recorders in use here that have years of life left in them.

The economics of tape, which is still in a relative stage of infancy in comparison to disks—especially in relation to locally duplicated goods—are such that pre-recorded tapes are being marketed at prices that are greater than the identical performance on stereo disk. The average retail price of 4-track (7" reel) pre-recorded stereo tapes is around (Aust) \$7.25; as against an average of around \$5.00 for the same music on a conventional pressing.

However, as the market expands and the local know-how and experience in duplicating, packaging, and

marketing broadens, it is confidently expected that tapes will sell at close to the same price as disks; this is happening in a couple of instances at the moment, but the bulk of the pre-recorded tapes are retailing way above records.

Cartridge tapes are just coming into their own in this country, and there is still a great deal to be done by the industry to 'sell' the cassette system. It was only a few weeks ago that EMI made its first release of Musicassettes, and these were all fully imported.

Philips is now marketing four different models in cassette playback units, and they also have a fairly extensive range of imported Musicassettes on the market... Philips are also running ads in the daily press to familiarize the public with these products.

So far, there is no local duplicating being done. However, it is known that several major companies are presently tooling-up in preparation for the manufacture of cassette components and playback units. It seems that Australia will almost exclusively adopt the Philips C.60 cassette system. This time next year we will have a much clearer picture on the cartridge products.

One interesting aspect that is emerging as a result of the increasing activity in tapes is the fact that it is bringing with it many new retailers apart from the regular record dealers.

The pattern seems to be that camera stores in this country almost invariably sell tape playback units also (but do not handle disks); and where a unit is being sold it opens the way to sell tapes. So we have a situation where many such stores are now stocking large ranges of pre-recorded tapes.

It seems certain that many businesses now specializing in the marketing and installation of car radios will offer the same services for cassette units—this makes them ideal retailers of Musicassettes.

Rack Sales

Rack-jobbing, in the sense that we know it in the United States, has been virtually non-existent in this territory. Sure, there is plenty of selling from racks which are in ever-increasing use by retailers, but in such cases the retailer himself simply fills and services his own racks.

Whereas in the United States these functions are all attended to by the independent rack-jobber who actually owns the stock until it is sold by the retailer; and the rack man makes sure that rack stocks in stores are kept up-to-date by constantly changing disks.

There are a couple of organizations now showing a greater interest in rack-jobbing than ever before. If these companies continue to pursue their initial interest, their first moves will surely be to the big retail chain-stores such as Coles, Woolworths, etc., and possibly some of the more progressive super-market and grocery chain groups.

There is a huge potential for rack-jobbing in these stores if only consumer interest can be tempted. Cash Box believes there is nothing surer than that rack-jobbing will become an essential part of the record industry of Australia during the immediate future years. This may not be to the liking of the regular manufacturer/distributor/retailer set-up; but if the rack man cannot get supplies of locally pressed disks he won't hesitate to start importing low-priced brands and eventually undersell the local product.

Local Disks And Talent

Whilst quite a number of locally produced records and artists have scored pretty well since this time last year; there is little doubt that the local business has lost a great deal of the excitement it had always generated in past years.

Perhaps this is a sign that the Australian record business is coming-of-age, and that this maturity brings

with it a more studied and sober appraisal of the scene... in other words they are now taking the local industry for granted.

However, it is just great to see that at long last more and more Australian pop artists are being accepted and appreciated on an international scale... this is something that has only happened in the last few years to Australia... even then it didn't happen often. One of the first to breakthrough to the big-time was Frank Ifield, who is now a 'name' artist anywhere in the world. Then comes Rolf Harris, a fine Australian talent who is now one of the big stars of English television today.

There is no doubt that our most successful pop export is The Seekers; who have achieved more than anyone else in proving to the world that Australia possesses some excellent natural talent. The Seekers must definitely rate in the best and most successful top five recording acts in the business. Their personal triumphs during their last visit home (a couple of months ago) had to be seen and heard to be believed. It is generally agreed in Australia that there is still plenty of untapped talent in The Seekers that is sure to come to the fore when they are given an opportunity in films.

One of the hottest domestic properties of all time in Australia is a young man by name of Normie Rowe. He built a personal following with teenagers in this country that was akin to the early swooning days of the great Sinatra.

Unfortunately, Normie Rowe hasn't been able to emulate his Australian feats in England, where (apart from a brief visit home) he has been for something like the past twelve months.

However, this type of 'run-of-outs' that is handicapping Normie has been overcome by plenty of other artists in the past... and we believe that Normie will do likewise.

Local girl Lana Cantrell continues to score well in the United States, especially in the realm of clubs and television. We have always admired Lana's talent going way back to the early days when she was first appearing on "Bandstand" with her "refreshingly different" performances. Lana hasn't as yet hit the top in the disk stakes... but with talent such as hers it's only a matter of time.

The Easybeats left this country less than one year ago following a whole series of national smash singles in Australia. Today The Easybeats are one of the brightest disk-attractions in the business, thanks to their smash, "Friday On My Mind." The five-piece group was back here recently for a lightning concert-tour which was a riotous success. The multi-talented Easybeats (they write the majority of the material they record) are heading towards even bigger things than "Friday On My Mind" during the years ahead.

Another Australian outfit obviously creating a terrific impression overseas are The Bee Gees, who are now in the management hands of Brian Epstein. They are on their way to world stardom with "New York Mining Disaster 1941," and are getting action on the Continent with "Spicks And Specks," which was a giant national hit for the boys in Australia before they left for greener pastures overseas. There is plenty of talent in The Bee Gees, they are wonderful composers in addition to their performing ability.

Despite this drain on some of the best and most exciting talent from Australia, we still have many acts of good potential... some of whom are on the brink of big things.

In the solo field, young artists like Cheryl Gray, Johnny Young (heading for England soon), Lynne Randell (currently on an overseas trip); Robbie Snowden, Sandy Scott, Grantley Dee, Bev Harrell, Ronnie Burns, etc., are all making consistent headway in the domestic market, and with a little luck this success could spill-over to embrace overseas markets also. In the group field there are young acts who have the ability to win international (Continued on next page)

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127 York Street, Sydney. New South Wales.
2000.

Phone: 291050.
Managing Director: Mr. Norman Whiteley.
(associated companies)
Nemsongs (Australia) Pty. Ltd.
Norman Whiteley (Australia) Pty. Ltd.
Pamper Music (Australia) Pty. Ltd.

ACCOLADE MUSIC CO. PTY. LTD.
83 Miller Street, North Sydney.
New South Wales 2060.
Manager: Mr. Robert Iredale.
Phone: 920722.

J. ALBERT & SON PTY. LTD.
137-139 King Street, Sydney.
New South Wales 2000.
Director: Mr. Edward (Ted) F. Albert.
Phone: 282141.
Cables: Music, Sydney.

ALLANS MUSIC (AUSTRALIA) PTY. LTD.
276 Collins Street, Melbourne.
Victoria 3000.
Director: Mr. Rudolph E. Bare'
Phone: 630451.
Cables: Pianoforte, Melbourne.
Associated Companies, Acuff-Rose Publications.
D. Davis & Co. Pty. Ltd.

APOLLO PUBLISHING COMPANY, PTY. LTD.
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Director: Mr. Neville Smith.
Phone: 690300.
Cables: Schuh, Melbourne.

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Manager: Mr. Bill Donaldson.
Phone: 618541.
Cables: Radiointer, Sydney.

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Phone: 291195.
Cables: Belmusic, Sydney.
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Belcas Music Ltd, New Zealand, in conjunction with Castle Music Pty. Ltd.

BOOSEY & HAWKES (AUSTRALIA) PTY. LTD.
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250 Pitt Street, Sydney.
New South Wales 2000.
Director: Mr. George S. Cooper.
Phone: 619046.
Cables: Sonorous, Sydney.
Jewel Music (Australia) Pty. Ltd.

CASTLE MUSIC PTY. LIMITED
301 Castlereagh Street, Sydney.
New South Wales 2000.
Manager: Mr. Phil Matthews.
Phone: 20912.
Cables: Emitron, Sydney.
Managing agents for Walt Disney Mickey Mouse (A'sia) Pty. Ltd.
Palace Music Pty. Ltd.
Ivan Mogull Music (Australia) Pty. Ltd.
Belcas Music Ltd, New Zealand, in conjunction with Belinda Music (Aust.) Pty. Ltd.

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68-70 Clarence Street, Sydney.
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Manager: Mr. Basil Ahrens.
Phone: 294681.
Cables: Symphony, Sydney.
Edwin H. Morris & Co. Ltd.
The Sterling Music Publishing Company.
Aberbach (Australia) Pty. Ltd.
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Cables: Mickmouse, Sydney.

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Phone: 3297255.
Cables: Dualscale, Melbourne.
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Launceston.
Tasmania 7250.
Manager: Mr. Eric W. Scott.
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Labels: CBS, Reprise, Warner Bros, Chess, Kapp, Hickory, Epic

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Phone: 20912
Cables: Emitron, Sydney
Manager Record Division: Mr. Cec Barlow
Labels: HMV, Columbia, Capitol, Decca (England), Parlophone, London, Vocalion, Disneyland, Stateside, Cameo-parkway, Vista, Tamla-Motown
Distributors of many, many overseas labels in this area

FESTIVAL RECORDS PTY. LTD.
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Pyrmont
NEW SOUTH WALES. 2009.
Phone: 684021
Managing Director: Mr. Frederick C. Marks
Cables: Festival, Sydney
Labels: Festival, 20th Century-Fox, A & M, United Artists, Liberty, World-Pacific, Pacific Jazz, Imperial, Dolton, Sunset, Ampar, Atlantic, Command, Coral, Dot, Impulse, Monument, Scepter, Stax, A.T.A., Clarion, Leedon, Spin, Sunshine, Calendar, Brunswick
Distributors of America Decca, King (Japan) King (U.S.A.), and others

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Label: Hadley (C & W)

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NEW SOUTH WALES 2040
Phone: 564383
Manager: Mr. Tony D'Ambr
Cables: Minstrel, Sydney
Labels: Minstrel, Durium. Also importers of Continental records

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NEW SOUTH WALES 2000
Phone: 20223
General Manager: Mr. Arthur Major
Cables. Phonorec, Sydney
Labels: Philips, Polydor, Fontana, Mercury, Riverside, Wing, Zodiac, Deutsche Grammophon, Limelight, Surrey, Smash, MGM, Verve

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Phone: 389517
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Mr. W. J. (Bill) Walsh
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VICTORIA 3000
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Cables: Dualscale, Melbourne
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Record Importers/Exporters.

DELRON RECORDS
10-14 West Parade
West Ryde
NEW SOUTH WALES 2114
Phone: 806334
Manager: Mr. Brian Flaherty
Cables: Delron, Sydney

AUSTRALIA—The Past 12 Months

(Continued from preceding page)
fame; The Twilights, The Groop, The Loved Ones, The Masters Apprentices, The Cherokees, The Vibrants, etc.

Publishing

There have been few changes or trends as a result of the years trading in the publishing wing of the music industry of Australia. Most of the top hit songs during the past year have been of either English or American origin; and sub-publishing rights to them for this territory have generally been assigned to one of the old-established music publishers in this country.

It is encouraging to report that music publishers in general; and in particular those that are wholly-owned and operated in Australia; are showing a much keener desire to publish and promote sheet copies on local pop compositions.

Full credit must go to the publisher who has the foresight and initiative to do this. Because, whilst the immediate results from Australian compositions may be small; looking at it on a long-term basis those who help the Australian publishing business to get on its feet and stand with the rest of the world, must benefit from helping our writers develop to the stage

where they can compete with the best of the recognized international writers.

For some reason or other very few songs of Australian origin have been given the chance to score on a world-wide level. We believe the time isn't too far distant before local compositions will reach the stage of international recognition—and with them will develop the local publisher who will have a new bargaining power for overseas placement on Australian songs.

A couple of members of The Easybeats have a world hit with their own song ("Friday On My Mind"), and they and their publisher (J. Albert & Son) are now reaping some of the rewards that go hand-in-hand with their efforts.

The biggest single hazard that the Australian music publisher has to face in relation to the local song, is the reluctance of most of his overseas affiliates and/or record companies to accept an Australian pop composition for consideration . . . even though in many cases such a song may have enjoyed chart ratings in this country on a national scale.

But now that some of the world spotlight is reflecting on the Australian scene through the efforts of such people as The Seekers, The Easybeats, The Bee Gees, and others; may-

(Continued on page 57)

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AUSTRALIA'S BEST SELLING RECORDS DURING THE PAST 12 MONTHS

This list comprises the best-selling records, listed by companies in alphabetical order, in each category; Album, E.P., single; over the past twelve months. Locally produced records are marked with asterisk.

BEST SELLING SINGLES FROM ASTOR

| | | |
|-----------------------------------|-------------------------|-------|
| This Is My Song | Petula Clark | Astor |
| Puppet On A String | Sandie Shaw | Astor |
| *Undecided | The Masters Apprentices | Astor |
| *Oh Monah | The Cherokees | Go!! |
| Why Don't Women Like Me | Clinton Ford | Astor |
| *Minnie The Moocher | The Cherokees | Go!! |
| Sunny Afternoon | The Kinks | Astor |
| I Couldn't Live Without Your Love | Petula Clark | Astor |
| Daddy | Pebbles & Bamm Bamm | Astor |
| Colour My World | Petula Clark | Astor |

BEST SELLING ALBUMS FROM ASTOR

| | | |
|------------------------------|---------------------|------------|
| Love And Harold Steptoe | Steptoe & Son | Astor |
| Kink Kontroversy | The Kinks | Astor |
| Lawrence Of Arabia | Soundtrack | Colpix |
| My Love | Petula Clark | Astor |
| Joan Baez In Concert (Vol 1) | Joan Baez | Vanguard |
| Daydream | The Lovin' Spoonful | Kama-Sutra |
| Fairytale | Donovan | Astor |
| Face To Face | The Kinks | Astor |
| Petula Clark's Hit Parade | Petula Clark | Astor |
| Me | Sandie Shaw | Astor |

BEST SELLING E.P.s FROM ASTOR

| | | |
|--------------------------------|-----------------|--------|
| Kinksize Hits | The Kinks | Astor |
| Downtown | Petula Clark | Astor |
| Lawrence Of Arabia | Soundtrack | Colpix |
| Kwyet Kinks | The Kinks | Astor |
| *Little Boy Sad | MPD Limited | Go!! |
| My Love | Petula Clark | Astor |
| Universal Soldier | Donovan | Astor |
| There's Always Something There | Sandie Shaw | Astor |
| Michelle | The Overlanders | Astor |
| *The Cherokees | The Cherokees | Go!! |

BEST SELLING SINGLES FROM EMI

| | | |
|----------------------------|------------------|------------|
| Green, Green Grass Of Home | Tom Jones | Decca |
| Yellow Submarine | The Beatles | Parlophone |
| No Milk Today | Herman's Hermits | Columbia |
| Friday On My Mind | The Easybeats | Parlophone |
| Good Vibrations | The Beach Boys | Capitol |
| The Carnival Is Over | The Seekers | Columbia |
| Georgy Girl | The Seekers | Columbia |
| Tar And Cement | Verdelle Smith | Capitol |
| Born Free | Matt Monro | Capitol |
| Penny Lane | The Beatles | Parlophone |

BEST SELLING ALBUMS FROM EMI

| | | |
|-----------------------------------|--------------------|-------------|
| Rubber Soul | The Beatles | Parlophone |
| Mary Poppins | Soundtrack | Buena Vista |
| Revolver | The Beatles | Parlophone |
| Doctor Zhivago | Soundtrack | MGM |
| Big Hits | The Rolling Stones | Decca |
| Help! | The Beatles | Parlophone |
| Shirley Bassey's Greatest Hits | Shirley Bassey | Columbia |
| Aftermath | The Rolling Stones | Decca |
| The Best Of Al Martino | Al Martino | Capitol |
| The Beatles Greatest Hits (Vol 1) | The Beatles | Parlophone |

BEST SELLING E.P.s FROM EMI

| | | |
|-----------------------|--------------------|------------|
| *Easyfever | The Easybeats | Parlophone |
| Hits From The Seekers | The Seekers | Columbia |
| Further Requests | The Beatles | Parlophone |
| *Easy As Can Be | The Easybeats | Parlophone |
| *She's So Fine | The Easybeats | Parlophone |
| The Animals Are Back | The Animals | Columbia |
| Route 66 | The Rolling Stones | Decca |
| Not Fade Away | The Rolling Stones | Decca |
| The Rolling Stones | The Rolling Stones | Decca |
| Jake The Peg | Rolf Harris | Columbia |

BEST SELLING SINGLES FROM FESTIVAL

| | | |
|------------------------------------|---------------------|----------|
| Snoopy Versus The Red Baron | Royal Guardsmen | Festival |
| Ooh La La | Normie Rowe | Sunshine |
| *Step Back/Cara-Lyn | Johnny Young | Clarion |
| Mama | B. J. Thomas | Scepter |
| *Spicks And Specks | The Bee Gees | Spin |
| Sweet Pea | Tommy Roe | Ampar |
| *Pride And Joy/Stones That I Throw | Normie Rowe | Sunshine |
| Return Of The Red Baron | Royal Guardsmen | Festival |
| *Wallpaper Roses | Sandy Scott | A.T.A. |
| Gimme Some Lovin' | Spencer Davis Group | Festival |

BEST SELLING ALBUMS FROM FESTIVAL

| | | |
|--------------------------------|-----------------------------|----------|
| Going Places | Herb Alpert & Tijuana Brass | A & M |
| Whipped Cream & Other Delights | Herb Alpert & Tijuana Brass | A & M |
| The Lonely Bull | Herb Alpert & Tijuana Brass | A & M |
| South Of The Border | Herb Alpert & Tijuana Brass | A & M |
| Zorba The Greek | Soundtrack | Festival |
| What Now My Love | Herb Alpert & Tijuana Brass | A & M |
| S.R.O. | Herb Alpert & Tijuana Brass | A & M |
| *Johnny Young | Johnny Young & Kompany | Clarion |
| I Got You Babe | Sonny & Cher | Atlantic |
| The Very Best Of Roy Orbison | Roy Orbison | Monument |

BEST SELLING E.P.s FROM FESTIVAL

| | | |
|------------------|-----------------------------|----------|
| *Let It Be Me | Johnny Young & Kompany | Clarion |
| Spanish Flea | Herb Alpert & Tijuana Brass | A & M |
| *All My Lovin' | Johnny Young & Kompany | Clarion |
| Tijuana Taxi | Herb Alpert & Tijuana Brass | A & M |
| Zorba The Greek | Herb Alpert & Tijuana Brass | A & M |
| Zorba The Greek | Soundtrack | Festival |
| A Taste Of Honey | Herb Alpert & Tijuana Brass | A & M |
| *Pride & Joy | Normie Rowe | Sunshine |
| Only The Lonely | Roy Orbison | Monument |
| Sweet Pea | Tommy Roe | Ampar |

BEST SELLING SINGLES FROM PHONOGRAM

(formerly Philips)

| | | |
|-----------------------------------|------------------------------------|---------|
| Winchester Cathedral | New Vaudeville Band | Philips |
| Pamela Pamela | Wayne Fontana | Philips |
| You Don't Have To Say You Love Me | Dusty Springfield | Philips |
| Happy Jack | The Who | Polydor |
| Bend It | Dave Dee, Dozy, Beaky, Mick & Tich | Philips |
| I'm A Boy | The Who | Polydor |
| Substitute | The Who | Polydor |
| The Sun Ain't Gonna Shine Anymore | The Walker Brothers | Philips |
| This Is My Song | Harry Secombe | Philips |
| Peek-A-Boo | New Vaudeville Band | Philips |

BEST SELLING ALBUMS FROM PHONOGRAM

| | | |
|---------------------------------|-----------------------|---------|
| Singin' Safari | Bert Kaempfert | Polydor |
| Trumpet A Go Go | James Last | Polydor |
| The Best Of Bert Kaempfert | Bert Kaempfert | Polydor |
| Roger Miller—Golden Hits | Roger Miller | Philips |
| Dusty Springfield's Golden Hits | Dusty Springfield | Philips |
| Elizabeth Serenade | Gunter Kallman Chorus | Polydor |
| Encore Of Golden Hits | The Platters | Philips |
| Portrait | The Walker Brothers | Philips |
| Percussion Parisienne | David Carrol Orch. | Philips |
| You Won't Believe Your Ears | Wes Harrison | Philips |

BEST SELLING E.P.s FROM PHONOGRAM

| | | |
|-----------------------------------|---------------------|---------|
| Substitute/I'm A Boy | The Who | Polydor |
| The Wedding | Julie Rogers | Philips |
| I Need You | The Walker Brothers | Philips |
| Morgen/Sailor | Lolita/Robie | Philips |
| The Sun Ain't Gonna Shine Anymore | The Walker Brothers | Philips |
| The Platters | The Platters | Philips |
| Ready Steady Who | The Who | Polydor |
| I Only Want To Be With You | Dusty Springfield | Philips |
| Lover's Concerto | Sarah Vaughan | Philips |
| Winchester Cathedral | New Vaudeville Band | Philips |

BEST SELLING SINGLES FROM RCA

| | | |
|-----------------------------------|---------------------|-----|
| I'm A Believer | The Monkees | RCA |
| A Little Bit Me, A Little Bit You | The Monkees | RCA |
| Ballad Of The Green Berets | S/Sgt. Barry Sadler | RCA |
| Monday, Monday | Mamas & Papas | RCA |
| Dancing In The Street | Mamas & Papas | RCA |
| Dedicated To The One I Love | Mamas & Papas | RCA |
| Tell Me Why | Elvis Presley | RCA |
| Distant Drums | Jim Reeves | RCA |
| (It's A) Long Lonely Highway | Elvis Presley | RCA |
| Spinout | Elvis Presley | RCA |

BEST SELLING ALBUMS FROM RCA

| | | |
|-------------------------|----------------------|-----|
| The Sound Of Music | Soundtrack | RCA |
| South Pacific | Soundtrack | RCA |
| Blue Hawaii | Elvis Presley | RCA |
| More Of The Monkees | The Monkees | RCA |
| Paradise Hawaiian Style | Elvis Presley | RCA |
| The Monkees | The Monkees | RCA |
| G. I. Blues | Elvis Presley | RCA |
| Always In My Heart | Los Indios Tabajaras | RCA |
| A Christmas Treasure | Julie Andrews | RCA |
| The Student Prince | Mario Lanza | RCA |

BEST SELLING E.P.s FROM RCA

| | | |
|----------------------|-----------------|-----|
| Jailhouse Rock | Elvis Presley | RCA |
| Elvis By Request | Elvis Presley | RCA |
| Follow That Dream | Elvis Presley | RCA |
| Tickle Me | Elvis Presley | RCA |
| Old Shep | Elvis Presley | RCA |
| The End Of The World | Skeeter Davis | RCA |
| Have Nageela | Harry Belafonte | RCA |
| My Last Date | Skeeter Davis | RCA |
| Love In Las Vegas | Elvis Presley | RCA |
| Ave Maria | Mario Lanza | RCA |

BEST SELLING SINGLES FROM W & G

| | | |
|-----------------------------|----------------|-------|
| *The Loved One | The Loved Ones | In |
| *Ever Lovin' Man | The Loved Ones | In |
| *Sad Dark Eyes | The Loved Ones | In |
| *A Love Like Ours | The Loved Ones | In |
| Morningtown Ride | The Seekers | W & G |
| A World Of Our Own | The Seekers | W & G |
| I'll Never Find Another You | The Seekers | W & G |
| *The Purple Petrol Eater | Webb Brothers | W & G |
| *I'll Go Crazy | Merv Benton | W & G |
| *Big Jack | Merv Benton | W & G |

(Continued on next page)

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AUSTRALIA—The Past 12 Months

(Continued from page 55)

be overseas parties may now be interested in making a closer and more thorough assessment of Australian songs.

Finale

One of the most important matters over the next twelve months to both record companies and music publishers throughout Australia will be the

expected widespread changes to the Copyright laws of this country. The suggested changes are to be considered by all interested parties, and it is expected that the Bill of changes will be introduced to Federal Parliament during the August session. More will be reported on this vital matter during the months ahead in our regular weekly columns.

AUSTRALIA'S TRADE ORGANIZATIONS

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 Phone: 293713.
 General Manager: Mr. John Sturman,
 Cables: APRA, Sydney.

C.O.R.S. (COPYRIGHT OWNERS REPRODUCTION SOCIETY)
 8th Floor, Wynyard House,
 291 George Street, Sydney.
 New South Wales 2000.
 Phone: 296033.

RECORD ASSOCIATION

ASSOCIATION OF AUSTRALIA RECORD MANUFACTURERS
 103-105 Oxford Street Sydney.
 New South Wales 2000.
 Phone: 312041
 Secretary: Miss V. Green.
 Cables: Fonocord, Sydney.

BROADCASTERS

FEDERATION OF AUSTRALIAN COMMERCIAL BROADCASTERS
 47 York Street, Sydney.
 New South Wales, 2000.
 Phone: 291738.
 Federal Director: Mr. E. L. Sommerland,
 Cables: AFOBS, Sydney.

MUSICIANS

MUSICIANS' UNION OF AUSTRALIA (Federal Office).
 61 Queens Road, Melbourne.
 Victoria 3000.
 Phone: 512110.
 General Secretary: Mr. C. Wheatland.
 Cables: Musun, Melbourne.

RECORD LABEL SUPPLIERS

H. CLARK PTY. LTD.
 19-23 Sydenham Road, Marrickville,
 New South Wales 2204.
 Phone: 513218.

MILAN SPECIALTY PRINTER CO. PTY. LTD.

291 Bell Street, Preston.
 Victoria 3072.
 Phone: 441594
 Manager: Mr. Len Dyson.

VICTORIAN PRINTING WORKS PTY. LTD.

Wills Street, Melbourne.
 Victoria 2000.
 Phone: 3297744.
 Manager: Mr. Fred Tucker.

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F. H. BOOTH & SON PTY. LTD.
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 Manager: Mr. Fred Tucker.

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 31 Burton Street, Darlinghurst.
 New South Wales 2010
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BEST SELLING ALBUMS FROM W & G

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 *Introducing The Seekers
 Hide And Seekers
 *Kevin Shegog's Greatest Hits
 *Old Time Ballroom
 *Folk Songs
 From A Jack To A King
 In The Cocktail Bar
 It's Honky Tonk Time
 *Bill McCormack Sings The Big Songs

The Seekers W & G
 The Seekers W & G
 The Seekers W & G
 Kevin Shegog W & G
 William Flynn W & G
 Denis Gibbons W & G
 Ned Miller W & G
 Eddy Young W & G
 Martin Gale W & G
 Bill McCormack W & G

BEST SELLING E.P.s FROM W & G

*The Loved Ones
 A World Of Our Own
 Morningtown Ride
 I'll Never Find Another You
 *Bush Songs
 *The Best Of Kevin Shegog
 Nursery Rhymes

The Loved Ones In W & G
 The Seekers W & G
 The Seekers W & G
 The Seekers W & G
 Denis Gibbons W & G
 Kevin Shegog W & G
 Elizabeth Humphries/Charles Young W & G
 Glenda Raymond W & G
 Elizabeth Humphries/Charles Young W & G
 The City Slickers W & G

*When We Were Very Young
 17 Favourite Nursery Rhymes

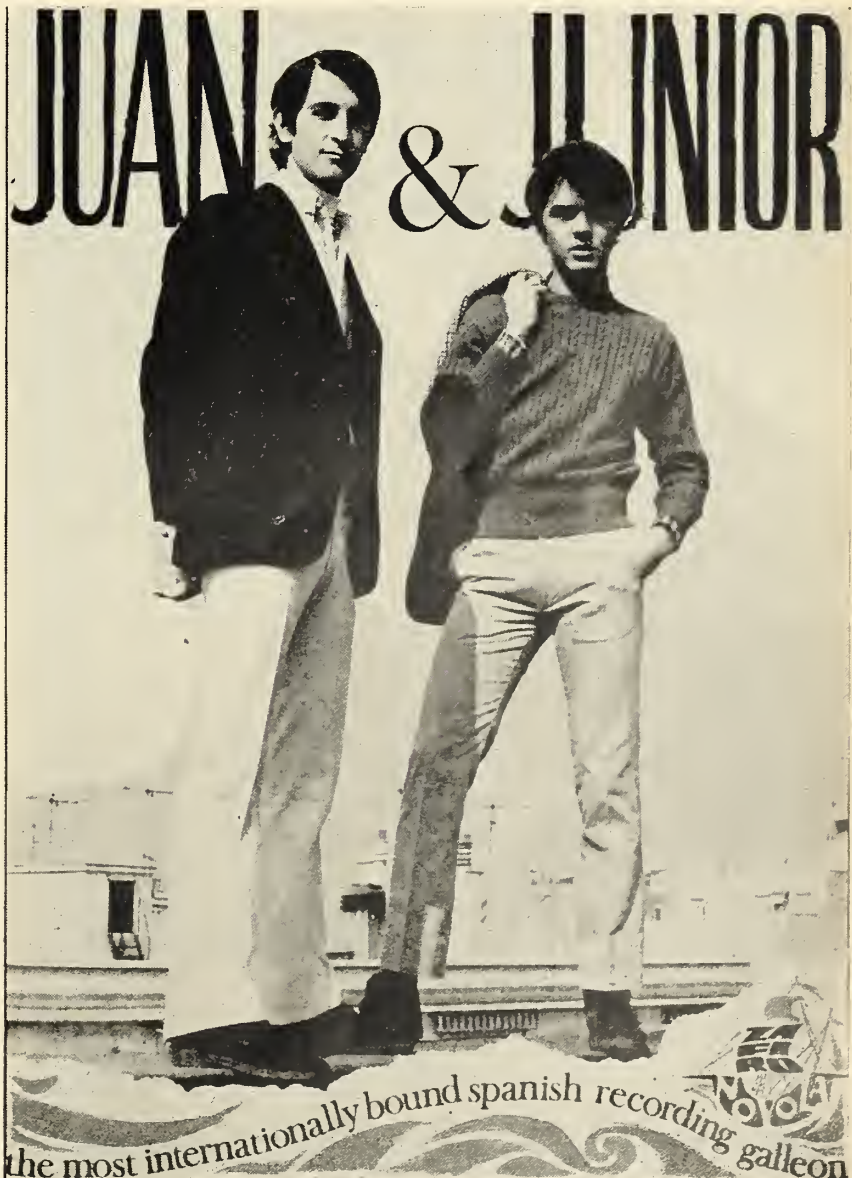
*Discotheque Dance Party

Cash Box—July 8, 1967

MARISOL



CAMPOMANES 10, MADRID 13, SPAIN



CAMPOMANES 10, MADRID 13, SPAIN

SPAIN—THE PAST 12 MONTHS

The two-year boom (1965-1966) in the Spanish record industry has very largely come to an end. This is due to the general economic situation, whose trend is now towards stabilization. In the record business, as in many other fields, the past two years were years of optimism. Sales increased highly, and the quality, technically and artistically, increased as well. Some new companies (both little and big ones) entered the market in competition with the already established, which increased the volume of work considerably.

In order to get information about the development of the market, Cash Box spoke with Julio Sampedro, president of the Spanish Group of the International Federation of Phonographic Industries. This is the main trade organisation in Spain. There are two other organisations. One of them is the "subgroup of music over plastic materials" of the Instituto Espanol del Libro (Spanish Book Institute). The other is the "subgroup of editors of records" of the Sindicato de Paper and Grafic Arts. Publishers and authors are affiliated with the SGAE (Sociedad General de Autores de Espana) "Spanish General Society of Authors," a member of BIEM.

As Sampedro told us, the Spanish group of the IFPI does not deal with commercial affairs, and their meetings (generally one every three months) are held for a discussion of impressions and general considerations about the business. For example, the last meetings were given over to a discussion of author royalties, which are calculated from the global price of the record. As this price includes the price of the cover (a fifth of the total in some cases), the group is going to present a proposal to ask that the authors' 8% should be calculated only from the price of the record.

As far as we know, there are no

official figures of record sales in Spain, but the approximate estimations are that last year about six million records were sold. To increase this figure a great deal is really difficult if you consider that there are no more than a million record players in the country. The figure does increase about 75,000 every year, which is not too much according to the medium economic level. What is the reason? Sampedro pointed out that Spain is a sunny country with good weather almost the whole year. In winter, young people (most of the record buyers are youngsters) are inside studying or working, and they buy records constantly, with highest figures in December. But as soon as the spring comes people prefer the open air activities. Beside this, record players are not as essential to life as washing machines, cars, refrigerators, etc., so a record player is almost the last thing a family buys. We can be optimistic, because the increase of sales of record players is constant if not spectacular. Sampedro thinks that sales will be stabilized in one or two years after the boom of 1965-1966.

Another question is the price of records. While most other consumer products have been increasing their prices, record prices have remained the same for almost four years. On the other hand, costs are higher: salaries, higher publicity. The moment for the increase of prices has come. It is not yet confirmed, but it is very probable that most of the companies are going to sell the EP at 115 pesetas (they are now sold at 95 pesetas), singles at 75 pesetas (now 65), (60 pesetas equals a dollar). No increase is expected in LP's. Spain was in past years a definitive EP market, but now things have changed. More singles and LPs are sold now. The EP will remain, but singles and LP's will continue to take a bigger part of the market.

Another question is taxes. The Spanish record industry is hoping for an exemption from taxes. They say that since books, as a cultural product, have no taxes, records should have none either. For the time being, records are charged with a 15% "luxury tax," and a 2.70% "enterprises traffic tax," as well as the 8% that has to be paid to the SGAE as "author rights."

As a result of the bigger promotion given to certain records, the past 12 months saw more of them pass the 100,000 mark. This is not too usual, but every time there is a bigger difference in the figures of hit records and those of the records nobody knows. Some Spanish artists are consistent best sellers. Among them we can mention Raphael. A two time Spanish singer in the Eurovision song contest, he has appeared on English TV and in almost all South American countries. There are groups that hit with almost every record they produce. This is the case with the Pekenikes, an instrumental group whose records appear in England and the USA (through Pye and United Artists) and whose self-composed tunes have had a good reception here and abroad. Also we should mention Los Brincos, who recently recorded in England for Page One records (the Larry Page label). Their records appeared in England, France and Italy. Los Bravos are the best internationally-known Spanish group, due to the big success of "Black Is Black," that also sold very well in Spain, (number one for more than two months). Juan & Junior, former members of the Brincos, are also planning to do international business. Their records are going to be released on the CBS label in England). Joan Manuel Serrat is the big surprise of the year. He is a young singer and sings his own songs in "catalan" (a language spoken in the North East, the part of Spain of a higher level economically). Massiel is the most outstanding female artist. She sings songs of a new "author-singer," Luis Eduardo Aute, as well as her own songs. Two other groups among the best sellers are Los Sirex and Los Mustang. In the folk field, Manolo Escobar and Peret are generally accepted as the artists that sell the most records. Other artists that sell well are Bruno Lomas, Duo Dinámico, Los 3 Sudamericanos, Los Pasos, Luis Aguilé, Micky y Los Tonys, Los Relámpagos, Los Salvajes, Lone Star, Los Angeles and Luis Eduardo Aute.

Beside domestic disks, foreign records sell well here if they have a big promotion or have been recently in the USA or English top ten. The Four Tops, Nancy and Frank Sinatra, The Beatles, The Rolling Stones, The Turtles, Adamo, The Troggs, The Spencer Davis Group, The New Vaudeville Band, The Monkees, Iva Zanicchi, Little Tony, Donovan, Wilson Pickett, Manfred Mann, The Who, Herman's Hermits, James Brown, Michel Polnareff, and Tom Jones have been in the best sellers lists, among others.

A number of new record companies began to operate here during the past 12 months: Ekipo Records, with a folklore catalogue; Sesión Records, with different artists (domestic); Sonoplay (with domestic artists and foreign labels); Fidias and CEM, the newest of them all.

In distribution, some foreign labels have changed representatives and some labels with no distribution here are now handled by Spanish companies. Atlantic, previously represented by Belter, is now represented by Hispavox. Festival and CGD, previously represented by Hispavox, are now represented by Tempo. Tamla Motown, whose releases appeared in the Stateside label, are now represented here by RCA. Liberty, previously represented by Odeon (EMI) is now represented by Hispavox. Verve, previously represented by Odeon, is now represented by Fono-

SPAIN'S RECORD COMPANIES

FABRICA DE DISCOS COLUMBIA
Address: Libertad 24 (Madrid)
Phone: 2211093; 2211095
Director: D'Enrique Inurrieta
Labels (domestic): Columbia, Alhambra
Labels (distributed): Decca, Decca (American Series), London, Barclay, Kama Sutra etc.

BERTA
Address: Preciados 29 (Madrid)
Phone: 2315967
Director: D. Marcial Hita Castillo
Labels (domestic): Berta

FONOGRAM
Address: Av. de America y Hdez. de Tejada s/n (Madrid)
Phone: 2674200
Labels: Philips, Fontana, DGG, Polydor, Mercury, MGM, Heliodor, Riverside, Verve, Folklore de España, (Verve to be distributed in July)

Compañía del Gramófono ODEON (EMI)
Address: Urgel 234 (Barcelona)
Director: D. René Maget
Phone: 2302205
Labels: Voz de Su Amo (HMV), Odeón, Capitol, Pathé, Liberty, Regal, Stateside, Angel, Verve, Immediate

RCA Española
Address: Torre de Madrid, P-7, Of. 8 y 9 (Madrid)
Phone: 2484913
Director: D. Gil Beltran
Labels: RCA Victor, Vik, Victrola, Tamla Motown, Dot

EKIPO
Address: Valencia 229 (Barcelona)
Phone: 2153704
Director: D. Arturo Mas Aguado
Labels: Ekipo

EDIGSA
Address: Av. de José Antonio 654 (Barcelona)
Phone: 2316950
Director: D. José M^a Macip Gich.
Labels: Edigsa

Discos VERGARA
Address: Paseo General Mola 4 (Barcelona)
Phone: 2571200
Labels: Vergara, Angelicum, Ariola, Ariston, B&M, CAM, Cetra, Clan Celentano, Club Francaise du disque, Durium, Eurodisc, Melodia, IFI, Kapp Records, Musica Sacra, Ricordi, Scepter, Studio SM, Style, Time Records, Vox
Director: D. Alberto Serra

SONOPLAY
Address: Av. América (Estudios Moro) (Madrid)
Phone: 2457600
Labels: Sonoplay, Miller International, Cantagallo, Tiffany, Disques President, GO Records, Major Minor, Cameo Parkway, Knig Records, Budget Sounds, Jubilee Records, B. T. Puppy Records
Director: D. Pedro Mengibar

Discos FIDIAS
Address: Claudio Coello 76 (Madrid)
Phone: 2764209
Director: Erich Ruiz Albrecht
Labels: Fidias

MARFER
Address: Paseo Alto de la Virgen del Puerto 7 (Madrid)
Phone: 2657800
Director: D. Emilio Fernández
Labels: Artone, Bellaphone, Cisne, Combo, Le club Francaise du Disque, Emporio, Music-disc, Negram, Palacio, Turicaphon

ZAFIRO
Address: Campomanes 10 (Madrid)
Phone: 2415004
Director: D. Esteban García Morencos
Labels: Zafiro, Novola, Saar, Musart

Discos TEMPO
Address: Goya 99 (Madrid)
Phone: 2762645
Director: D. Alfredo García Segura
Labels: Tempo, Riviera, President (England), Festival, CGD

DISCOPHON
Address: Valencia 288 (Barcelona)
Phone: 2151370
Director: D. Francisco Ortega
Labels: Discophon, Epic, CBS

BELTER
Address: Gomis 1 (Barcelona)
Phone: 2481754
Director: D. Joaquín Alfonso Navas
Labels: Belter, Metronome, Ri Fi etc.

SESION
Address: Garcia de Paredes 78 (Madrid)
Phone: 224812
Labels: Sesión, GTA
Director: D. Francisco Sanz

CEM
Address: Guzmán el Bueno 123 (Madrid)
Phone: 2541155
Director: D. Enrique Martín Garea
Labels: CEM, Copacabana, Disc-Jockey, Microphon, North, Parade, Robinson, Equipe

HISPAVOX
Address: Torrelaguna 104
Phone: 2152304
Director: D. José Manuel Vidal
Labels: Hispavo, ABC Paramount, Atlantic, Reprise, Warner Bros, Pye, Vogue, Bluebell, Cadet, Canadian American, Carish, Command, AZ, Disneyland, Ducretet-Thomson, Erato, Gamma, Impulse, Le chant du Monde, Marcal, Music-Hall, Peerless, United Artists, Liberty, Imperial





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PRINCIPAL ARTISTS

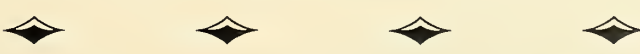
Angeles Chamorro (soprano); Isabel Penagos (soprano); Mary Carmen Ramirez (soprano); Pilar Torres (soprano); Ines Rivadeneyra (mezzo-soprano); Bernabe Marti (tenor); Carlo del Monte (tenor); Francisco Saura (tenor); Cesar Ponce de Leon (baritone); Vicente Sardinero (baritone); Raimundo Torres (baritone); Miguel Aguerri (bass); Rafael Campos (bass).

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Colombia, Uruguay and Argentina



SPAIN'S BEST SELLERS DURING THE PAST 12 MONTHS

ODEON (EMI)

EP's or Singles

"Mis Manos en tu Cintura" (Adamo) HMV
 "Submarino Amarillo" (Los Mustang) HMV
 "Good Vibrations" (Beach Boys) Capitol
 "Como Ayer" (Düo Dinámico) HMV
 "Como Ayer" (Bruno Lomas) Regal
 "Tu Nombre (Adamo) HMV
 "Yellow Submarine" (Beatles) Odeon
 "Todo Negro" (Los Salvajes) Regal
 "Juanita Banana" (Georgie Dann) HMV
 "Paperback Writer" (Beatles) Odeon

LP's

"Revolver" (Beatles)
 "Adamo al Olympia"
 "Adamo en Espanol"
 "Exitos del 66" (Alfredo Domenech)
 "Los Javaloyas en Palma"
 "Amor, Baile y Violines" (Frank Pourcel)
 "Rubber Soul" (Beatles)
 "Mi Cristo Roto" (P. Cué)
 "Recital de éxitos" (Various artists)
 "La Rosa del Azafrán" (Marcos Dedondo)

FONOGRAM

EP's or Singles

"Dr. Zhivago" (Original soundtrack) MGM
 "Black is Black" (Johnny Hallyday) Philips
 "Winchester Cathedral" (New Vaudeville Band)
 Fontana
 "Wit A Girl Like You" (Troggs) Fontana
 "I Can't Control Myself" (Troggs) Fontana
 "Cartagenera" (Beatles de Cádiz)
 "Gimme Some Loving" (Spencer Davis)
 Fontana
 "I'm A Man" (Spencer Davis) Fontana
 "Peek A Boo" (New Vaudeville Band)
 Fontana
 "I'm A Boy" (The Who) Polydor
 "Happy Jack" (The Who) Polydor
 "Another Tear Falls" (Walker Brothers)

FONOGRAM

LP's

Paul Mauriat/Philips
 Paul Mauriat/Philips
 Paul Mauriat/Philips
 Paul Mauriat/Philips
 Paul Mauriat/Philips
 "Doctor Zhivago" (Original Soundtrack) MGM
 Helmut Zacharias/Polydor
 James Last
 Werner Muller/Polydor
 Connie Francis/MGM
 "Siete Novias Para Siete Hermanos" (Original Soundtrack) MGM

VERGARA

EP's

"L'Emigrant" (Rudy Ventura)
 "Yo Grito" (Los Sirex)
 "Un Hombre Ilorará" (Jose Guardiola)
 "Els Savis" (Juan Capri)
 "Cadillac" (Los Gatos Negros)
 "Yo Soy Napoleón" (Los Sirex)
 "Bang Bang" (Equipo 84)
 "No Pensare a Me" (Claudio Villa)
 "Un Hombre y Una Mujer" (Tenor—Herederó)
 "Cuore Matto" (Little Tony)

Singles

"Nostalgia" (Ninni Rosso)
 "Primer Amor" (Herederó)
 "Juanita Banana" (The Peels)
 "El Mundo en Navidad" (Los Sirex)
 "Septiembre" (Jose Guardiola)
 "La Tierra de las Mil Danzas" (Los Gatos Negros)
 "Brindis" (Los Sirex)
 "Un Hombre Y Una Mujer" (Jose Guardiola)
 "Acto di Forza No. 10" (I Ragazzi Del Sole)

LP's

Flamenco Hits
 Montserrat Caballe
 Equipo 84
 Antonio Machin
 Roger Williams
 Marujita Diaz
 Hits Primavera—66
 Hits Verano
 España Hits
 Pasodobles
 España Hits—2

DISCOPHON

Singles

"Belen Belen" (Peret)
 "Yo Soy Aquel" (Emilio El Moro)
 "El Monkey" (Hnas. Benitez)
 "El Muerto Vivo" (Peret)
 "Dr. Zhivago" (Ray Conniff)
 "The Sounds of Silence" (Simon & Garfunkel)
 "Like a Rolling Stone" (Bob Dylan)
 "Besame Mucho" (Ray Conniff)
 "El Cant Dels Ocells" (Pablo Casals)
 "Sunshine Superman" (Donovan)

LP's

"Say It With Music" (R. Conniff)
 "West Side Story" (Soundtrack)
 "My Fair Lady" (Soundtrack)
 "Please Love Me" (Caravelli)
 "Guitarras de Medianoche" (Cuco Sanchez)
 "Concierto en la Casa Blanca" (Palo Casals)
 "J'Aime" (Caravelli)
 "Agrup. Roque Nublo" (Canarias)
 "Cobia La Principal de La Bisbal" (Sardanas)
 "Mexico" (Varios Artistas)

SONOPLAY

EP's or Singles

"Miguel e Isabel" (Luis Aguilé)
 "Tema de Lara" (Roy Etzel)
 "It's a Man's Man's Man's World"
 (James Brown)
 "La Guitarra" (Miguel Rios)
 "Taxi" (Los Impala)
 "Eres un Vago" (Los Botines)
 "Lady Jane" (Glyn Johns)
 "La Banda" (Luis Aguilé)
 "But It's Allright" (J. J. Jacson)
 "Why" (The End)

LP's

"Rueda de Canciones Navidenas"
 (Various Artists)
 "Vales Vieneses"
 "Dance Party" (The Gisha Brothers)
 "Million Seller Hits of 1966" (101 Strings)
 "Soul of Spain" (101 Strings)
 Antonio Gades
 "La Biblia" (Original Soundtrack)
 "The Best of Chris Barber"
 "Hawaii" (Original Soundtrack)

EDIGSA

EP's

"Ara Que Tinc Vingt Anys"
 (Joan Manuel Serrat)
 "La Moral" (Francesco Pi de la Serra)
 "Inici de Cantic" (Raimon)
 "L'hora dels Adeus" (Coral Sant Jordi)
 "Cançons de Películas" (Nuria Feliú)
 "Cant dels Ocells" (Lou Bennet)
 "Nadales" (Coral Sant Jordi)
 "Canço de la Matinada" (Joan Manuel Serrat)
 "La Santa Espina"
 (Mauné i els seus Dinamics)
 "Quan Surti el Sol" (Jacinta)

LP's

Nuria Feliú/Tete Montoliú
 Nuria Feliú/Lou Benet
 "Disc d'or de la Sardane"
 "Raimon-Espriu"
 "Raimon al Palau"
 Contes de Grimm
 Contes d'Andersen
 Frederic Mompou
 Robert Gerhard

MARFER

EP's

"Cucurucucú Paloma" (Los Tres Paraguayos)
 "Recuerdos de Ypacarai"
 (Los Tres Paraguayos)
 "Malaguena" (Los Tres Paraguayos)
 "Granada" (Los Tres Paraguayos)
 "Non Pensare a Me" (Renata)
 "Vuelo 502" (Santy Castellanos)
 "Me Perdi en la Serrania" (Flor de Cordoba)
 "Viva el Pasodoble" (Mariano Matabuena)
 "En Una Flor" (Cuarteto Maranatha)
 "La Pulga de Tijuana" (Claudia)

MARFER

LP's

Los Tres Paraguayos
 "Fiesta de Espana"
 "Marfer Parade No. 5"
 "Espana y Sus Canciones" (Various Artists)
 "Sol y Alegria de Espana"
 "Bailes Flamencos"
 "Tablas y Cante" (El Charro)
 "Puerto de La Cruz"
 "Marfer Parade No. 4"
 "Pasodobles al Acordeon"
 (Mariano Matabuena)

EKIPO

EP's

El Pasodoble
 El Flamenco
 Maria Dolores
 Vicent
 Ramon Calduch
 Los Tres Hernández
 Manolo del Rio
 José Luis Campoy
 Chus Martinez
 Los Wikingos

LP's

"Espana es Diferente"
 "La Espanola"
 "Guitarra Flamenca"
 "Sangre y Arena"
 Quinto de Sevilla
 Chus Martinez
 Los Tres Hernández
 "La Sardana"
 "Tuna Universitaria de Barcelona"
 "Hits para Bailar"

RCA

LP's

The Mama's and the Papa's
 Los Indios Tabajaras
 La Muerte Tenia un Precio
 (Original Soundtrack)
 Sonrisas y Lágrimas
 Las 14 Canciones de Este Año (Various)
 Los Indios Tabajaras
 Concierto No. 1 Brahms (Rubinstein)
 Esquivel y su Orquesta
 Fiesta en México
 Nelsen Eddy y Jeanette McDonald

EP's

"Ultimo Tren a Clarksville" (The Monkees)
 "Standing In the Shadows of Love"
 (The Four Tops)
 "Look Through My Window"
 (The Mama's and the Papa's)
 "Me he de Comer esa Tuna" (Jorge Negrete)
 "La Muerte Tenia un Precio"
 Del film "Puños y Lágrimas" (Elvis Presley)
 "Sonrisas y Lágrimas"
 "Arenas Arrastran los Rios" (José Menese)
 "Hojita Verde" (Miguel Aceves Mejia)
 "La Llorona" (Chavela Vargas)

RCA

Singles

"Monday Monday"
 (The Mama's and the Papa's)
 "Reach Out I'll Be There" (The Four Tops)
 "I Saw Her Again"
 (The Mama's and the Papa's)
 "Balada para una Sonrisa" (Sylvie Vartan)
 "Cuando Digo que te Amo" (Tony Remis)
 "I'm a Believer" (Los Monkees)
 "Words of Love"
 (The Mama's and the Papa's)
 "A Little Bit Me, A Little Bit You"
 (The Monkees)
 "Dedicated to the One I Love"
 (The Mama's and the Papa's)
 "Tema de Lara" (Al Korvin)

EP's

"Un Beso en el Puerto" (Manolo Escobar)
 "Juanita Banana" (Los 3 Sudamericanos)
 "La Banda Borracha" (Los 3 Sudamericanos)
 "Vuelo 502" (Los de la Torre)
 "La Guapa de Cadiz" (Lola Flores)
 "Guantanamera" (Los 3 Sudamericanos)
 "Septiembre" (Magdalena Iglesias)
 "Non Pensare a Me" (Iva Zanicchi)
 "Malrecida Ma del Carmen" (Manolo Escobar)
 "El Sartenero" (Conchita Bautista)

LP's

"Todo San Remo" (Various Artistas)
 Festival Mallorca 1966
 "Exitos de Películas" (Manolo Escobar)
 "Los 3 Sudamericanos"

Mina

Exitos a Go-Go
 "Ronda de España" (Antoñita Moreno)
 "La Guapa de Cadiz" (Lola Flores)
 "Carmen de España" (Carmen Sevilla)

HISPAVOX

EP's

"Yo Soy Aquel" (Raphael—Hispavox)
 "Extraños En La Noche" (Frank Sinatra—
 Reprise)
 "Marionetas En La Cuerda" (Sandie Shaw—
 Pye)
 "Hablemos Del Amor" (Raphael—Hispavox)
 "Estas Botas Son Para Caminar" (Nancy
 Sinatra—Reprise)
 "Cuando Tu No Estas" (Raphael—Hispavox)
 "Estuve Enamorado" (Raphael—Hispavox)
 "Un Hombre Y Una Mujer" (Soundtrack—
 United Artists)
 "Love Me, Please Love Me" (Michel Pol-
 Nareff—Az)
 "Mañana" (Sandie Shaw—Pye)

LP's

"Mi Vida" (Raphael—Hispavox)
 "Cuando Tu No Estas" (Raphael—Hispavox)
 "Extraños En La Noche" (Frank Sinatra—
 Reprise)
 "Hilo De Seda" (Los Pekenikes—Hispavox)
 "Lo Mejor Del Año" (Vol. 3—Varios)
 "Katuska" (Varios)
 "La Del Manojó" (Varios)
 "Un Hombre Y Una Mujer" (Soundtrack—
 United Artists)
 "Taste Of Honey" (Herb Alpert—A & M)
 "Lo Mejor De Joan Baez" (Joan Baez—
 Amadeo)

Singles

"Lady Pepa" (Los Pekenikes—Hispavox)
 "Hilo De Seda" (Los Pekenikes—Hispavox)
 "Guantanamera" (The Sandpipers—A & M)
 "Frente A Palacio" (Los Pekenikes—His-
 pavox)
 "La Banda Borracha" (Alberto Cortez—His-
 pavox)
 "La Moto" (Los Pasos—Hispavox)
 "Ojos De España" (Kuldip)
 "Anouschka" (Los Pasos—Hispavox)
 "When A Man Loves A Woman" (Percy
 Sledge—Atlantic)
 "Land Of 1,000 Dances" (Wilson Pickett—
 Atlantic)

ENGLAND— THE PAST 12 MOS.

(Continued from page 34)

poration of New York, previously handled in the U.K. by Chappells, opened its own independent office in London in March 1967, under the management of Andrew Heath. Since that date, the catalogue has seen its single releases become more frequent, with records such as "I Think We're Alone Now" by Tommy James, and The Shandelles on Major-Minor, "Too Much Of A Good Thing" by the Shirellas on Pye, and "I Like The Way" by Simon on RCA. Also a lot of Planetary titles have been recorded in England with releases scheduled for later in the year. This new activity in the singles market augments the consistent releases of album material that the company enjoys. Some of the artists to have released Planetary-Nom titles in the past few months include Herb Alpert, Zoot Sims, Lulu, Peaches & Herb, Margaret Whiting, The Searchers, The Righteous Brothers and Ike & Tina Turner. Andrew Heath is optimistic about the year ahead now that the new set-up is firmly established and a regular flow of material being received from the States and from young English writers.

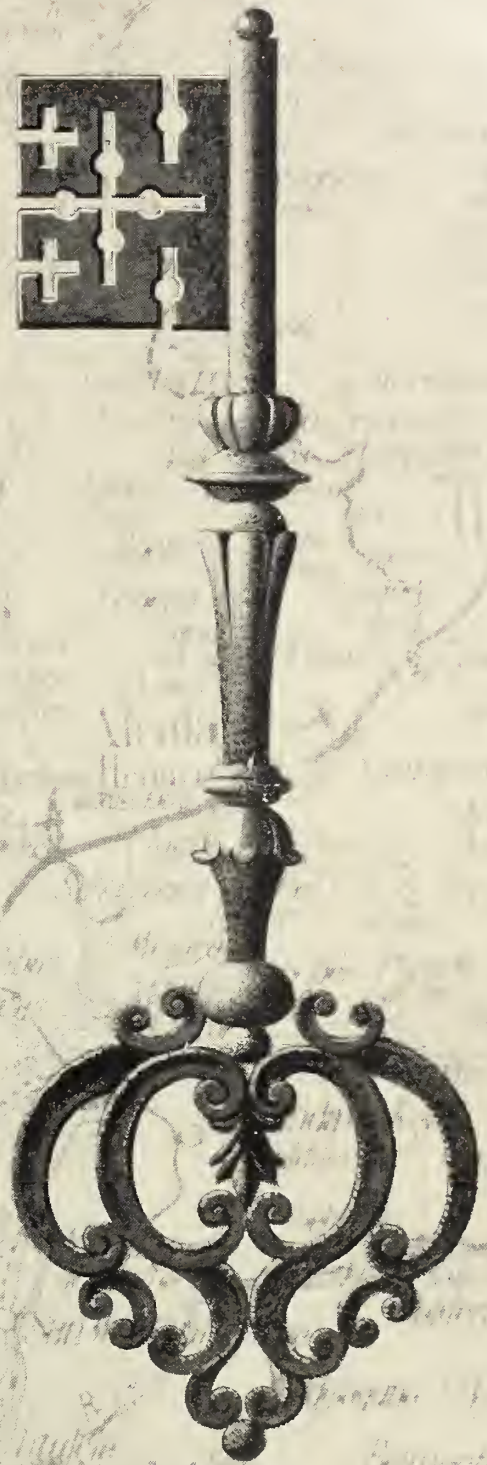
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SPAIN—The Past 12 Months

(Continued from page 58)
gram. Kama Sutra and Deram (without representation here before) are now handled by Spanish Columbia. Vergara has the representation of the official Russian catalogue, Melodia. Sonoplay represents King, Jubilee, Cameo/Parkway (previously represented by Hispavox), Disques President B. T. Puppy, Budget Sound, Go, Major Minor and Tiffany, as well as Miller and Cantagallo. GTA, previously represented by RCA, is now represented by Sesion. President Records represented by Tempo. Artone is represented by Marfer. Vergara represents Kapp and Discophon handles CBS.

Technically, the quality of records produced in Spain is now better than ever. There are good recording studios that belong to the main companies (Fonogram, Hispavox, Odeon, Belter, Discophon and Columbia). There are independent studios such as Estudios Celada and Eustudios Cima S.A., both in Madrid. Pressing plants are modernized and belong to record companies (except Iberofon, which is independent).

There are many song festivals in Spain. The main ones are at Mallorca, Benidorm, Aranda (which this year will be held in Oporto), Barcelona, Menorca, Canarias, León, Orense, Gijón and others.

There are many radio programs dedicated to records. Main disc jockeys, are Tomás Martín Blanco, Angel Alvarez, Pepe Palau, Mariano Mendez Vigo, Carlos Marimón, Joaquín Prat, and Raul Matas. Almost every radio station has a program devoted to records.

Record reviews in magazines and papers have increased since last year.

Almost every newspaper in Barcelona has a record section that appears weekly. The main one is "El Noticiero Universal" written by Carlos Marimón. In Madrid, ABC (one of the

most serious papers) has a record section by Mariano Mendez Vigo. We should also mention "Pueblo" by Pepe Palau, "Ya" by Juan Maria Mantilla and "Alcaázar" by Miguel delos Santos. There are more teen papers this year. "Tele Guía," "Alta Fidelidad," "Fans," "Fonorama" and "Discobolo" (the veteran one, now five years old) are mostly dedicated to records and music slanted toward young people. "Aria Jazz" and "Ritmo" cover smaller markets.

Spanish TV has a regular program every week devoted to records, and it is one of the best loved programs in Spain. It is Fernando Garcia de la Vega's "Escala en Hi-Fi." The big shows of Spanish TV usually present world famous artists. These shows are "Noche del Sábado" and "Gran Premio." There are two other musical shows, "Tele Ritmo" (emceed by J. M. Quero) and "Musical 14'05" (emceed by Martin Maqueda).

In the summer season, almost every company takes a special interest in folklore records because of the more than 15 million tourists that come to Spain every year. In the summer therefore, sales of pop and classical records are lower in this period.

The trend for the near future, as far as we can see, is a regular but not too spectacular increase in sales. Most of these sales will come from records by Spanish artists (those that are really important are very few) and by foreign best sellers. Some foreign artists have a big success here due to the fact that they record in Spanish (this is the case with Adamo, whose records sung in Spanish always are near the 100,000 mark in sales).

Discotheques are becoming more and more popular every day. Those on the coast will be playing in August the records that will have success in October. The juke box has relatively little importance in Spain.

The Record Scene in Greece

Despite the increasing number of tourists finding their way to Greece, the record market is still primarily concerned with local repertoire performed by local artists. There are three major kinds of Greek music—traditional folksong, popular songs, and light music.

Popular songs are divided into two categories, which loosely, could be described as ancient and modern. The former, oriental in style with its roots in Byzantine music, although highly popular in Greece, is unsuitable for export (in the same way that outside Spain the demand for authentic flamenco music is limited). The modern category of light music, such as "Never On Sunday" and "Syrtaki" is popular with the younger and more sophisticated Greek, and also suitable for export. Greek light music, although modern in style is definitely Grecian in character, and entirely different from international "pop" music—therefore, the appeal is largely local. A festival of Greek light music takes place every year in September at Thessaloniki.

Int'l Artists

Generally speaking, artists specializing in traditional folksong are unsuited for modern music or song, and therefore are seldom known outside their own country—it is artists of the "Never on Sunday" and light music schools who display international potential. One such artist, Lola Tsakiris, came to England last year to record an LP for the Decca record company, for issue in Europe, the Middle East and the United States, as well as in Greece. Another artist, Zoitsa Kouroukli who carried off the first prize at the Mediterranean Festival at Barcelona in 1965 with "Min Les Tipota" is another Greek artist with international potential who has appeared in numerous festivals throughout Europe, including those in Majorca and Poland. The artist sings in English and French, and records both for Martin Th. Gesar's Pan Vox label and on the CBS label. Another Greek artist well known at interna-

tional festivals is Yovanna. She has won prizes at festivals in Poland, Switzerland and Germany, where she was recently on tour with French singing star Sacha Distel. As well as Greek, she sings in French and Italian, and like Zoitsa Kouroukli, she records both for Pan Vox and CBS.

Until two or three years ago, Greek teenagers, who are the principal buyers of Greek light music and international "pop" music, were reluctant to accept local cover recordings by Greek artists of their favourite British and American originals. More recently, however, tastes have changed, largely due to the emergence of such young Greek groups as The Fourmix, who with their best-selling Decca single "Jeronimo Yanka" paved the way for other groups, amongst them The Charms. Like the singers mentioned above, both these groups are contracted to Martin Th. Gesar.

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Labels (others): Aristocrat, Carisch, Dot, Hickory, Melophone, Pathé, Telefunken.

HELLADISC S.A. GRAMOPHONE RECORDS CO.

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Phone: 238.291/3
Cable: HELLADISC ATHENS
Pres.: Mr. Nikolas Antipapas
Labels (domestic): Fidelity, Philips, Polydor
Labels (others): Archiv-Produktion, Audio, Fidelity, Barclay, Cameo/Parkway, Deutsche Grammophon, Fontana, Mercury, Polydisc, Riverside, Roulette, United Artists.

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Cable: ADELAMBRO ATHENS
Pres.: Mr. Xenophon Lambropoulos
Labels (domestic): Columbia, His Master's Voice
Labels (others): ABC-Paramount, Capitol.

MELODY RECORDS CORP.

11 Aristidou, Athens
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Cable: MELODY ATHENS
Pres.: Mr. Anthony Plomaritis
Labels (domestic): Athenee, Melody, Popular
Labels (others): Artone, Combo, Embassy, Everest, Festival, Meazzi, Pacific, Rifi, Ronnex, Simco, Sonet, Teeny, Variety, Vedette, Zafiro.

MINOS MATSAS & SON

48 Stadiou Street Athens
Phone: 288.660
Cable: ODEOPARLOPHONE ATHENS
Pres.: Dr. Minos Matsas
Labels (domestic): Odeon, Parlophone
Labels (others): Motown-Tamla.

MUSIC-BOX

2 Nikis Street, Athens 126
Phone: 221.574-225.921-235.391
Cable: THOMS ATHENS
Pres.: Mr. Martin Th. Gesar
Labels (domestic): CBS, Decca, Music-Box, Pan-Vox
Labels (others): Cetra, Clan, Decca Records Inc., New York, Durium, Epic, Hispavox, Imperial, Liberty, Dolton London, Markal, Palette, Pye, Quality, Société Decca Française du Son, Stateside, Vogue.

Los Grandes Exitos de la Musica Espanola:

| | |
|------------------------|-----------------|
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| "YO SOY AQUEL" | (Raphäel) |
| "HABLEMOS DEL AMOR" | (Raphäel) |
| "ESTUEVE ENAMORADO" | (Raphäel) |
| "AMOR FINGIDO" | (Don Felipe) |
| "UNA CALLE CUALQUIERA" | (Don Felipe) |
| "VOLVERAS OTRA VEZ" | (Raphäel) |
| "TIENE LA TARARA" | (Marisol) |
| "TRAPOS VIEJOS" | (Los Pekenikes) |

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CANADA—THE PAST 12 MONTHS

The record business in Canada from the point of view of a purely Canadian business is stronger now than it has ever been before. Moreover, it grows stronger with each passing month. However, the big money in record sales in Canada, and it has been unofficially estimated that total annual record sales in this country are in the neighborhood of fifty million dollars, is still earned by records produced in the United States, and to a lesser degree, in Great Britain. The slice of the Canadian market that not so long ago increased sharply in favor of Great Britain has now fallen off to a noticeable degree, but that is pretty much the case in all of North America. That is the key to the whole Canadian record scene. It is not so much a Canadian record market as it is a North American record market. It is impossible to be so close to an industrial colossus such as the United States, a country whose overall entertainment industry—records included—ranks as one of its major exporters, and not be sharply influenced by trends and developments in the U. S. Canada reflects, on a smaller scale, all the influences and developments that apply in any given year on the American record market.

If the figures mentioned above are the least bit accurate (50 million dollars resulting from the sale of records in a year) and the quote appeared very recently in a nationally syndicated newspaper story and one considers that figure in respect to the Canadian population figures, 20 million in round figures, it appears that the potential volume in Canada is most encouraging. Unit price structure on Canadian records is very similar to that of the United States. Singles, EP's and LP's are within a few cents either way of the American price on the same item. The American dollar does have a slight monetary advantage over its Canadian counter-

part. The rate of exchange hovers between seven and eight per cent in favour of the U. S. dollar.

Detailed sales figures on any individual record product are nearly impossible to get hold of. Such figures are seldom made public by record companies. Experience indicates that total sales on hit singles in Canada have increased to the point that a "hot" single can now expect to bring home something on the order of 50,000 plus sales. That is up sharply from the 20,000 to 30,000 Canadian sales a hit could be expected to accrue only two or three years ago. A notable exception has always been the French language market that geographically pretty well confines itself to the Province of Quebec.

Expo '67 Ties

Canada's slice of the record sales pie in Canada has never been bigger than it is now. That was the substance of the opening line of this piece, and proof of that statement follows now: although Canada's Centennial year is not quite half over as this is written, world-wide interest generally centres on this country due to a great extent to the way that our country's fabulous World's Fair, "Expo '67" has far upstaged anything similar that has gone before. Directly tied to Canada's Centennial celebrations is the song, "Canada," written by Bobby Gimby and recorded by the composer with a kid's chorus. The song is now nudging the 200,000 sales mark, and there is still six months selling time left in Canada's one hundredth birthday celebrations. It would be fair to say that Quality has in this record the all time best seller in Canada, certainly in so far as a Canadian production is concerned. Released in the U. S. on MGM, it has contributed to the interest that already runs high where Canada is concerned throughout the World. It

is significant to note that only upon its release in the U. S. did full page trade ads appear. This may be one shortcoming of record producers in Canada, they don't believe they have a hit until they get their product released in the U. S. Generally speaking though, Canadians just don't seem to have the ability to thump the old publicity tub for anything made in Canada, as they do for product originating anywhere else in the world, and this lack of enthusiasm is not confined only to the record business.

Songs and Artists

There have been other very big sellers in Canada, and by that one means Canadian produced records in the period covered by this review. Notable among them was a beer commercial that became a very big selling record hit for two companies. Quality was first to recognize the potential in a Casl release by The Carlton Showband of "The Merry Ploughboy." Shortly after, the actual group that did the song on the Carling's Breweries TV commercial appeared on an Arc outing. The Abbey Tavern Singers called their version of the song "Off To Dublin In The Green." American releases were obtained for both, Quality's through Bell and Arc's through HBR. Perhaps the most consistent artist from a point of view of sales was Gordon Lightfoot. He had several U.A. releases that all did top ten business in most Canadian centres. These included "Spin Spin," "Go Go Round" and "The Way I Feel." Lloyd Leipzig, Director Of Creative Services for United Artists Records in the U. S., told a gathering of Compo men at their National sales meeting that Lightfoot was highly thought of by American toppers of the firm. If ever the time comes when a reversal of the product flow across the 49th parallel occurs, and Canadian

record product starts moving in quantity to the U. S., Gordon Lightfoot will be one of the pace setters.

Another consistently successful group on the Canadian scene over the past year has been The Guess Who. Recording for Quality the group went through a change in personal management over the course of the year as Bob Burns was replaced by Ray Levin. Big sellers for the group included "And She's Mine," "His Girl" and "Pretty Blue Eyes." "His Girl" was a very big item in Great Britain, scoring heavily on airplay with the "private" stations, and selling in large quantity into the bargain. It was written by vet Canadian musician-composer, Johnny Cowell. Two of the best coast to coast promotion undertakings were those of the RCA Victor Company in support of girl chanter, Marti Shannon, and Hal Ross' colorful coast to coast junket on behalf of the debut rock record on K-R by the Toronto group, The Mandala. Marti's RCA album and single came in for much attention from Canadian deejays and Hal's visit to most of the major Canadian markets had "Opportunity" by The Mandala on practically every play list in the Country.

The Staccatos from Ottawa, managed by Sandy Gardiner of Desanda Productions, scored for Capitol on several important releases. Moreover, careful management has groomed this vocal-instrumental group into one of the most demanded acts in Canada, with much business in the U. S. as well. Deejays in the major Canadian centres are now not only playing Canadian records, they are booking the Canadian artists for P. A.'s in their cities. Dave Boxer has staged several important Canadian-content shows in Montreal. The CFCF spinner, in promoting his various shows, has been a key factor in the promotion of Canadian talent in that City in general. Expo '67 is booking many of the top Canadian recording acts into various attractions at the fair. Bob Mac-

(Continued on next page)

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CANADA—THE PAST 12 MONTHS

(Continued from preceding page)
Adorey of Toronto's CHUM has been booking top Canadian attractions at his location. Dave Charles, CJBQ Belleville, sets the Canadian P. A. pace for smaller centers. The arrival of a second pop-oriented station on the Toronto scene, geared to Canadian talent to a great extent, has been very important in exposure of Canadian records in the Toronto market. Foster Hewitt's CKFH has even gone so far as to hire one of the most promising femme singers in Canada as Librarian. She is Susan Taylor, winner of the Toronto Telegram's popularity poll even before her debut record, "Don't Make Promises" was released on Yorkville. She, like many young and promising Canadians, has benefited from heavy TV exposure of Canadian pop record acts by several important network shows on both the CBS and CTV nets. These shows are important exposure vehicles for pop artists with new releases. These, together with numerous local bandstand-type shows in markets across the Country are key factors in the breaking of a hit nationally in Canada.

Regional Aspects

One major problem that confronts Canadian record men is the very strong regional aspects that prevail on the pop music scene in Canada. If it's tough to get a California-originated record played in New York in the U. S., you should try and get record product originating on Canada's west coast, or for that matter mid-west, played in key eastern centres. The reverse is also true on records that are produced in Toronto and Montreal. Notable exceptions have been releases by Gordon Lightfoot, The Guess Who and The Mandala. But, I have already referred to the

full fledged promo campaigns that have been planned around most of this product. The National Promotion Man is a rare item in Canadian record circles, that is to say the successful one is. For the most part, promotion is a side line for the sales department on the national level, and left to affiliated distributors and company-owned branches in the larger cities across the country.

Two firms that make an all-out national promotion effort are Compo, through the activities of Al Mair, and Quality through Harold Winslow and Ed Lawson. Paul White at Capitol is one of the most promotion-oriented sales executives on the national record scene in Canada, while another Sales exec that not only thinks and talks promotion, but gets out on the road frequently to see his contacts is Paul Clark from Caravan. Top local promo men are Quality's Liam Mullan in Montreal and another Montrealer, Barry Paine at Compo. Air play is still the key to breaking any given record in Canada. However, even this is considerably complicated by Canada's proximity to the U. S. Many important American radio stations have signals that penetrate the most important Canadian markets. As a result a new release is heard in saturation quantities in Canada well before product is available in this Country. This review refers now to American, and frequently British record product. To counteract this early exposure of new record product on American outlets in their own markets, many Canadian radio men have made arrangements for immediate service on important American records from several independent operators in the U. S. As a result of this development many Canadian radio stations are obtaining and playing important American hits even before

they reach the Canadian record company concerned, and certainly well before they can go to the pressing plants for manufacture and retail sale. Irresponsible, pre-release exposure by broadcasters is, happily, at a minimum in Canada. Most music directors and program directors do their best to guard against destroying the demand for a given release by too heavy pre-release broadcasting of the record in question. American releases are manufactured in Canada by branches of the American firm concerned, or by a licensed affiliate.

Highlights By Headline

1966-67 Canadian record business highlights by headline: Independent producer Marshall Shapiro forms own recording and production facility, "Company Of Broadcast Producers," "They're Coming To Take Me Away," Warner Bros. release by Napoleon XIV, soars to the top of most Canadian charts, Quality realigns national executive, appointing Montreal and becomes centre of controversy over lyrics. Winnipeg Branch Managers, Reg Ayres and Clyde MacGregor respectively to National Sales top spots for various of the Quality lines. David Clayton Thomas and the Bossmen score heavily on Canadian chart scene with home grown R&B sounds on "Brainwashed." All-girl radio station, CHIC, debuts in Brampton. Very few Canadian broadcasters react to "ban the Beatle" craze following supposed "anti-Christ" remarks by John Lennon, bit proves to be tempest in tea pot. Allan Slaight exits top programming spot at Toronto's CHUM to form independent programming consultant firm based in Canada and England.

Distrib switches in Winnipeg takes Phonodisc's mid west operation to

Laurel, while Corrine Burke takes over Columbia lines in same area. Long time record retail man, Alex "Mr. Records" Sherman debuts own label, Excellent Records, based in Ottawa. TJB packs 'em in at Toronto O'Keefe Centre, Herb Alpert and Jerry Moss receive plaques from Quality for outstanding achievements and contributions to Canadian record industry. Monkees take country by storm riding "Last Train To Clarksville" to the top of everybody's chart. Gaiety's Don Grashey closes production deal for Jerry Palmer with Epic. Gerry Young replaces Mark Anderson as Manager at London's Winnipeg branch. Mark moves over to Muis-mart's mid-west branch as Manager. Dean Hagopian debuts new Montreal TV seg, "Teen 66," now presumably "Teen 67."

General increase, a sharp one, for R&B records on the air waves of Canadian pop stations begins to show up in increased sales in this area all across Country.

Tony Choma debuts new label in Montreal market, Tempo Records. Vet Record Man Harold Pounds ankles Sparton after over 20 years in same post. He is replaced on the Sparton Record scene by Larry Page. Joe Pareiselli becomes National Sales Promotion Manager. Harold moves over to a partnership in Bob Stone's Stone label, "Winchester Cathedral" develops into monster chart item for Fontana's New Vaudeville Band. Spencer Davis releases acquired for Canada by Stone Records. Heavy air play and sales for James Last music on Polydor spreads across Country. "Toronto Sound" show spotlights wide array of Canadian artists and groups. Many American record men scout the lengthy scene at Maple Leaf Gardens. Montreal continues to lead the way in Canada for the development of soul hits, giving heavy air play to Ben E. King outing, "What Is Soul." Side be-

(Continued on page 71)

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Singles

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"I'll Know Better" (Next Time)
Love That's True
Love and Obey

Laborer
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Shake Yourself Down
The Dreamer
The Face of Time
The Heart You Break
Your Special Day

Jerry Palmer
Sandi Shore
White Nights
The Plague

49th Parallel
Myrna Lorrie
White Nights
Checkerlads
Checkerlads
The Plague
Jerry Palmer
Myrna Lorrie

Gaiety
Gaiety
Gaiety
Reo
RCA
International
Columbia
Gaiety
Gaiety
Gaiety
Reo
Gaiety
Gaiety

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Beggin
Black Is Black
California Nights
Can't Take My Eyes Off You
Detroit City
Girls in Love
Go Where You Wanna Go
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Standing in the Shadow
I Was Kaiser Bills Batman
Lady Jane
Let's Spend The Night Together
My Girl Josephine
Niki Hoeky
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Pretty Ballerina
Release Me
Ruby Tuesday
Sunday Will Never Be The Same
Tell It To The Rain
The Loser
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The Tracks Of My Tears
Walk Away Renee
Walkin In The Sunshine
We Ain't Got Nothin' Yet
Where Will The Words Come From
Wild Thing
Winchester Cathedral
With A Girl Like You
98.6

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Johnny Rivers
The 4 Seasons
Los Bravos
Leslie Gore
Franki Valli
Tom Jones
Gary Lewis
The 5th Dimension
Tom Jones

The Rolling Stones
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The Rolling Stones
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Gary Lewis
The Troggs
The New Vaudeville Band
The Troggs
Keith

Mercury
Imperial
Philips
Press
Mercury
Philips
Parrot
Liberty
Soul City
Parrot

London
Deram
London
London
Hi
Liberty
London
Liberty
Imperial
Smash
Parrot
London
Mercury
Philips
Liberty
London
Imperial
Smash
Mercury
Liberty
Fontana
Fontana
Fontana
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Albums

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Electric Comic Book
Golden Greats
Green, Green Grass Of Home
Greatest Hits From England
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Johnny Rivers' Golden Hits
Mantovani's Golden Hits
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Psychedelic Lollipops
Super Psychedelics
The Rolling Stones
The Very Best of Roy Orbison
Up Up And Away
Walk Away Renee
Wild Thing
Wild Thing
Winchester Cathedral
Words And Music by Roger Miller
You Don't Have to Paint Me A Picture
2nd Vault Of Golden Hits

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The Rolling Stones
The Rolling Stones
Johnny Rivers
The Blues Magoos
Gary Lewis
Tom Jones
Various Artists
The Ventures

Various Artists
The Blues Magoos
The Ventures
Live

The 5th Dimension
The Left Banke
The Troggs
The Ventures
The New Vaudeville Band

Gary Lewis
The 4 Seasons

London
London
London
Imperial
Philips
Mercury
Liberty
Parrot
Parrot
Dolton
London
London
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Mercury
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(Continued on next page)

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(Continued on next page)

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CANADA—THE PAST 12 MONTHS

(Continued from page 65)
comes a best seller on Atco in the Montreal area.

Pop format broadcasters appear on the Montreal scene in force as Gord Sinclair's CFOX adopts 'round the clock rock, and other City outlets, CFCF and CKGM lengthen pop air stanzas. David Grief named Montreal branch manager for Sparton. "His

Girl" by The Guess Who on Quality shows well on British charts as well as Canadian lists. The Ugly Ducklings and The Stich 'n Tyme score on air play and sales scenes with debut releases on fledgling Yorkville label. "Arm Full Of Teddy Bears" sells arm fulls of records for Barry Allen on Capitol. Debbie Lori Kaye, cute C&W chanter signs management contract

with Sol Holliffe. John Pozer debuts new Sir John A label in Ottawa. The Classels, top French-Canadian act for years, sign for American distribution of English-language record product with Main Line of Cleveland. Al Mair named National Field Promotion Manager for Compo.

Monkee record product snows under RCA Victor plant in Smiths Falls. National newspaper coverage reports greatest production quantities ever at RCA plant. Frank Weaver is named Manager of new Phonodisc branch in Vancouver. Capitol picks up Disneyland and Buena Vista lines for Canada. Sandy Posey cited for 50,000 Canadian sales on "Born A Woman." Monkees appear on two Canadian P.A.'s, Toronto and Winnipeg. "Half Past Midnight" tears up the chart scene for The Staccatoes on Capitol. Exec realignment at RCA Victor puts Andy Nagy and Bill Paterson in top national sales posts for various RCA lines. Al Boliska, long time Toronto radio man heals for early-morning spot on Montreal's CFCF. Grahme Richards' stay in top programming post at CHUM, shortlived. Vet U.S. broadcaster heads back Stateside. Canada scoops the world on release of new Monkee single, "A Little Bit Me."

Gamma Records of Montreal scores heavily in Quebec album sales. Guy Bertrand becomes National Sales Manager for Musimart. Ian and Sylvia score with Canadian hit on MGM, "Lovin' Sound," get much American air play as well. Big Town Boys change billing to B.T.B-4, score with Yorkville outing, "Do It To 'em." Stone Records switch national distribution from Sparton to Caravan. Warner Brothers-Reprise announces formation of a totally separate Canadian sales and distribution organization to be established in the Fall of 1967.

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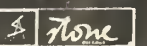
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JAPAN— THE PAST 12 MONTHS

During the latter half of 1966, the share percentage of total record sales of Japan's seven leading record companies here was 25.2% for Nippon Victor, 21.5% for Toshiba Records, 19.7% for Nippon Columbia, 15% for King Records, 7.17% for Teichiku Records and 5.2% for Crown Records, among which Toshiba's sales achievement is notable. Nippon Columbia, all-time second-ranker, dropped to the third position. Toshiba's favorable achievement resulted from good sales of The Ventures, The Beatles, Karajan and Yuzo Kayama. Gross sales of the seven companies was 15.3 billion yen, 1.46 billion yen increase (some 10% increase), over that of the first half of 1966, while the population of music lovers has been increasing these years at a high rate of 7% per year, the Tax Administration Agency reported.

Characteristics of the past one year: Interchange of artists occurred, especially Japanese hits, which were put on the overseas market more often than last year, starting with "Furi Furi" by The Spiders, released on Philips, "Kimito Itsumademo" by Yuzo Kayama on U.S. Capitol, "Blue Eyes" by Blue Comets on CBS and "Sad Sunset" by The Spiders on London Philips. On the other hand, many foreign artists played Japanese originals not only in Japanese but also in foreign tongues. In fact, Bert Kaempfert, Xavier Cugat, Carmen Cavallaro, Andy Williams, Billy Vaughn, Duane Eddy and George Hamilton IV put newly adapted Japanese originals in their repertoires this year.

Partly due to the help of the popularity of the Italian Western movie, King Records on Seven Seas, RCA Victor, and Columbia Records on United Artists put a strong stress on the sales promotion of these western records and made consecutive hits

every month. Within this year, some 20 Western films are scheduled to be released, therefore several of Western disks are expected to be hits. Among the past releases the following were hits:

"Riffifi In Paris" (Seven Seas), "Back Home Someday" (Seven Seas), "For The Taste Of Killing" (Seven Seas), "Home To My Love" (Seven Seas), "Where The Bullets Fly" (Seven Seas), "Thema Di Arizona" (RCA), "Return Of The Seven" (United Artists), "The Magnificent Seven" (United Artists), "The Man Who Came To Kill" (Globe).

Teichiku Records and Nippon Gramophon started to release pop originals at the beginning of this year, stimulated by the series of big hits made by Toshiba on Capitol, Columbia on CBS, King Records on Seven Seas, and Victor on Philips. Thus, six leading record companies added pop artists to their rosters. Nippon Columbia had Jacky Yoshikawa and His Blue Comets, and Village Singers. Blue Comets are most popular with big hits such as "Blue Eyes," "My Lonely First Love," "Where" and recent hit "Blue Chateau." Toshiba Records holds a million smash hit maker Yuzo Kayama, and Kabuki artist, Somegoro Ichikawa, the Wild Ones, and a new lark Jun Mayuzumi. Philips of Nippon Victor has the world-famous Spiders, solo singer Mike Maki and lark Ryoko Moriyama who is called a Joan Baez of Japan. King Records has Sharp Five, The Rising Sun Trio, and Four Nine Aces and Teichiku Records has Kinya Kitahoji, and Van Dogs, while Gramophon Records has The Tigers. The rise of these good selling records by Japanese artists has been a big breakthrough for the Japanese record in-

(Continued on page 74)

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JAPAN—The Past 12 Months

(Continued from page M-575)
dustry. For this new trend, Japanese publishers are largely responsible. For example, Shinko Music was the key factor in creating the 1966 "folk song" fad as well as bringing such groups as the Spiders and the Savages to a sudden national fame with hit after hit aimed on the teen market. Eight out of the twelve singles the company produced last year were smash hits, which surpass the past performance by any record company or production firm.

Further, Watanabe Music contributed a great deal to the increase in Toshiba Record's sales with, Yuzo Kayama, a film star, emerging as a big record artist. Other artists, the Tigers (Polydor), the Bunnys (King), The Wild Ones (Toshiba), all rock'n' roll groups, sold well.

It is felt that Japanese pop will more and more expand its shares in the Japanese record world and will function as a new source of fad.

Sales plans of Each Record Company:
World Group of Nippon Victor has conducted a sales campaign on its LP lines to make them constant sellers. Another policy was to choose the artists who were considered high promotions were mainly conducted on Nini Rosso, Billy Vaughn, partly with the help of local promoters. Among more than 30 labels, releases were made most on Reprise with Dot and Motown following: In jazz, promotion was made on Prestige and among European labels, attention was put on Durium, Sprint and Vogue chiefly. World Group of Nippon Victor has scheduled promotions for Rhythm & Blues with Supremes, Four Tops and the Temptations as leading artists.

RCA of Nippon Victor has conducted sales promotions in the past year on such artists as Monkees, Mamas & Papas, Elvis Presley, and Peggy March. First, The Monkees who made debut here with "The Last Train To Clarksville" made a 2nd hit with "I'm A Believer" and new re-

lease "A Little Bit Me, A Little Bit You." The Monkees will get more popular with the release of the TV program, "The Monkees," scheduled this September on TBS TV in Tokyo. Mamas & Papas had hits with "I Saw Her Again," "Monday, Monday," Presley with "Love Letter" and Peggy March with "Rain In Rome," which was recorded in Japan.

RCA Victor of Japan will go further with Italian Westerns on RCA Italiana. The sales policy the department will take on "Mexican Rock": With the Mexico Olympic next year, things Mexican are taken up by various business circles such as fashion, magazines, movie, and music. The first release will be "Go-Go Mexico" by Sagrario Baeva of Mexico RCA. The tune was composed by Kunihiko Suzuki, a noted composer. Another sales policy the RCA Victor of Japan will take is to conduct a sales promotion on the Jefferson Airplane, who debuted with "Somebody To Love."

Philips department of Nippon Victor has conducted a sales promotion on the British Sound with The Walker Brothers and Spencer Davis Group, Troggs and produced several hits such as "Land Of 1000 Dances," "In My Room" and others. Sales policy taken in the future: Philips will conduct the sales promotion on American Sound with Manfred Mann, Tommy James and the Shondels and Keith. However, The Walker Brothers' break-up is a big headache for Philips because it came when the artists' popularity had reached its peak.

King Records' sales policy was chiefly conducted on the release of Italian Western disks, of The Rolling Stones, of Tijuana Brass, of San Remo Award disks, of Marjolie Noel, and of Joan Baez. The Rolling Stones made 3 or 4 hits, while Tijuana Brass, having visited here this April for a tour, is becoming popular with a recent hits, "Mame," "Taste Of Honey,"

(Continued on page 76)

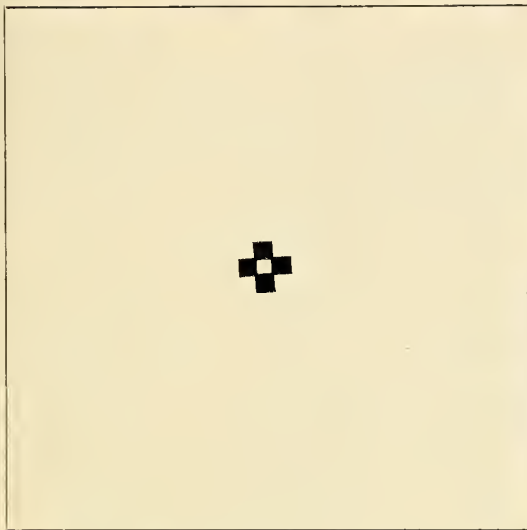
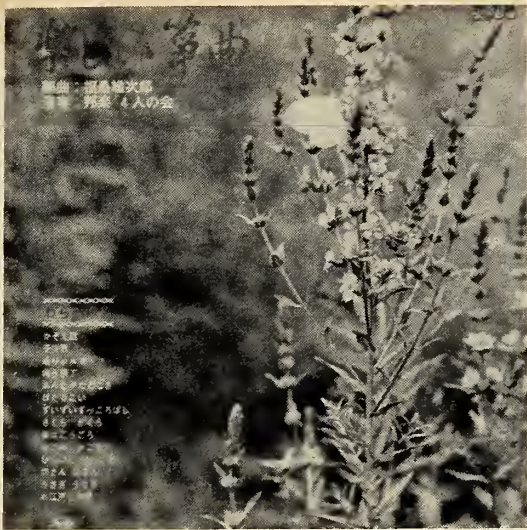


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JAPAN—The Past 12 Months

(Continued from page 74)

"Work Song" and others. With Mexico Olympic next year, the TJB will figure strongly. Joan Baez performances were held at the beginning of year, with LP's of the lark selling more than singles. Takeshi Terauchi & The Bunnys, a new electric guitar group, had "Let's Go Shake," which sold 150 thousand copies in one month since its release. As new sales promotion, the firm will promote Sergio Mendes and Brazil '66 made debut here with "Mas Que Nada." Besides Sergio Mendes, the firm will conduct a sales push on the Turtles who had a hit with "Happy Together" and Chanson Larks, Charles Aznavour, and Mirielle Matheieu.

Toshiba Record's sales promotions were conducted chiefly on The Beatles, The Ventures, Peter, Paul & Mary and Wild Ones. Claude Chiari toured here in April and Adamo came here in June, arousing much popularity. Adding to the artists above, the firm will conduct promotion on Twiggy and the Knack. The top ten LP's of Toshiba for the past one year are as follows: Revolver (The Beatles-Odeon), Ventures In Japan (Liberty), Best Of Peter, Paul & Mary (Warner Brothers), Nat King Cole Deluxe (Capitol), Claude Chiari Deluxe (Odeon), Best Of Ventures (Liberty), Oldies But Goldies (The Beatles-Odeon), Beach Boys Deluxe (Capitol), Best Of Peter, Paul & Mary, Vol. 2 (Warner Brothers), Franck Pourcel Deluxe (Odeon).

Nippon Columbia has made a strong sales promotional campaign on Donovan, Simon & Garfunkle, Paul Revere & The Raiders and The Brothers Four. Among recent hits, The Rainbows attracted attention with a smash hit, "Balla Balla" and the follow-up of the artists, "It Must Be Love," sold well. Andy Williams is the artist for Nippon Columbia whose disks, both in LP and singles, made big hits. He

toured Japan recently. Blue Comets is also a top act for the firm, with their consecutive smash hits. "Wednesday's Child" (Soundtrack) is a recent smash hit of the firm.

As for the artists on whom Nippon Grammophon has conducted sales promotions, Johnny Tillotson, and The Spotnicks are the best and they have become well-known with the help of successful performances here. From now on, sales promotion will chiefly be conducted on The Who, The Rubies, The Tigers, Gus Bachus Singers, all on Polydor, and Sam The Sham and Pharaohs on MGM and The Lovin' Spoonful on Kama Sutra and Wilson Pickett, Sonny & Cher, The Young Pascals on Atlantic.

Recent top ten best selling records are "Country Boy" (Johnny Tillotson-MGM) "Beat Goes On" (Sonny & Cher-Atlantic), "Happy Jack" (The Who-Polydor), "How Do You Catch A Girl" (Sam The Sham & Pharaohs-MGM), "Sayonara Natari" (The Rubies-Polydor), "The Monx Man" (The Spotnicks-Polydor), "Theme Of Grand Pri Film" (Soundtrack-MGM), "Nashville Cats" (The Loving Spoonful-Kama Sutra), "Everybody Needs Somebody To Love" (Wilson Pickett-Atlantic).

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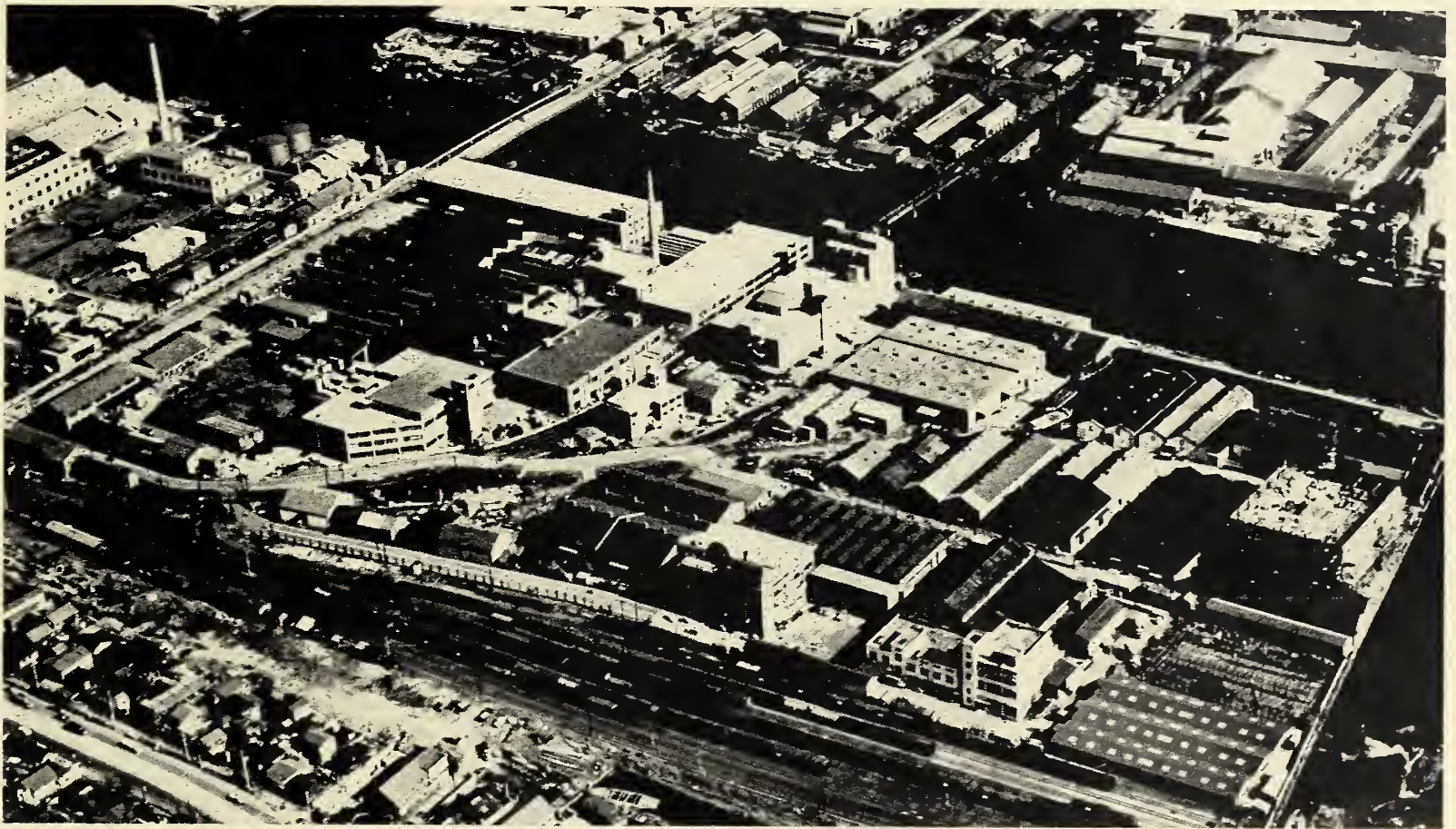


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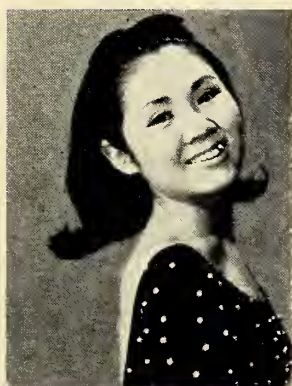
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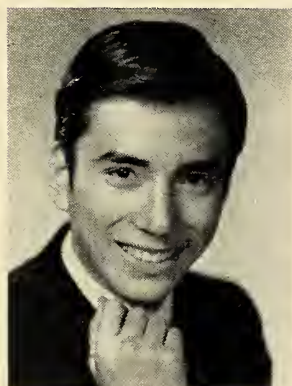
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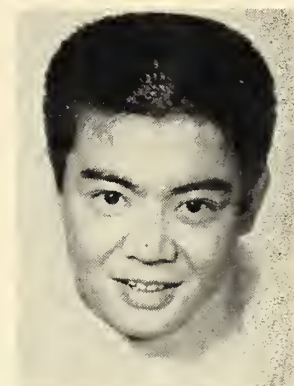
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Best-selling sheet music for past twelve months. Listed by publisher in alphabetical order. Asterisk indicates local composition.

Best-selling sheet music from Accolade

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Save Me
I Will Wait For You
*Roundabout

Best-selling sheet music from J. Albert & Son

Somewhere My Love
Tar And Cement
Somethin' Stupid
*Friday On My Mind
Lady Godiva
*Sorry
The Pied Piper
*Step Back
A Walk In The Black Forest
The Knight In Rusty Armour
Good Vibrations
Second Hand Rose
Those Magnificent Men

Best-selling sheet music from Allans music

Puff The Magic Dragon
(Allans)
Blowing In The Wind
(Allans)
What Now My Love
(Allans)
I Believe
(Davis)
Leaning On A Lamp Post
(Davis)
Release Me
(Davis)
Li'l Red Riding Hood
(Acuff-Rose)
Hair On My Chinay Chin Chin
(Acuff-Rose)
Twinkle Toes
(Acuff-Rose)
Communication Breakdown
(Acuff-Rose)

Best-selling sheet music from Belinda group

Spanish Flea
Tijuana Taxi
So What's New
Mexican Shuffle
Spanish Eyes
In The Country
Hanky Panky
Sunny Afternoon
Mexican Road Race
Cinco De Mayo

Best-selling sheet music from Boosey & Hawkes

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(Boosey & Hawkes)
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(Jewel Music)
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(Boosey & Hawkes)
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(Boosey & Hawkes)
How Does That Grab You Darlin'
(Boosey & Hawkes)
Sugar Town
(Boosey & Hawkes)
Work Song
(Jewel Music)
Music To Watch Girls By
(Jewel Music)
I'm A Man
(Jewel Music)
Roadrunner
(Jewel Music)

Best-selling sheet music from Castle group

Green, Green Grass Of Home
(Palace Music)
Hitch Hiker
(Palace Music)
*Rolf Harris Song Book
(Castle Music)
Roger Miller Song Book
(Palace Music)
So Much Love In The World
(Castle Music)
Lies
(Palace Music)
You Got Soul
(Castle Music)
*9-50
(Castle Music)
Ivan Mogull Hits
(Ivan Mogull Music)
Cherish
(Castle Music)

Best-selling sheet music from Chappell & Co. group

Edelweiss
Georgy Girl
Pretty Flamingo
Wallpaper Roses
Elusive Butterfly
Born A Woman
Black Is Black
Walk With Me
Sweetheart Tree
Alfie

Best-selling sheet music from Essex group

Lady Jane
Mother's Little Helper
Ruby Tuesday
Guantanamera
GiGmme Some Lovin'
Happy Jack
Fly Me To The Moon
March Of The Mods
I Am A Rock
Out Of Time

Best-selling sheet music from Southern Music group

Winchester Cathedral
Ooh La La
Mellow Yellow
Peek-A-Boo
Semi-Detached Suburban Mr. Jones
Sunshine Superman
Sunday For Tea
Detroit City
Look At My Baby
*Keep Me Satisfied

Best-selling sheet music from Leeds Music

Strangers In The Night (Leeds)
Born Free (Tu-Con)
Yellow Submarine (Northern)
Penny Lane (Northern)
Eleanor Rigby (Northern)
Let It Be Me (Leeds)
I'm A Believer (Tu-Con)
Strawberry Fields Forever (Northern)
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SWITZERLAND—THE PAST 12 MONTHS

In Switzerland the record industry has had a good year, with an increase in annual turnover from 35 million Swiss francs to around 40 million.

Generally speaking, although the level of single, EP and LP sales has remained steady, there have been some changes in the overall scene.

For instance, from the 1st April this year, fixed prices for single and EP records were abolished. Singles, which were previously 'pegged' at 4.75 Swiss francs, now sell from 3.90 to 4.40. EP's which used to cost 7.90 can now be bought from 5.90 to 6.90.

The abolition of RPM (Resale Price Maintenance) as far as records are concerned, follows abolition of fixed prices for other labelled articles such as food, cigarettes, household goods etc. Although the record industry is far from happy with the change, it is generally regarded as an economical necessity—a sign of the times, along

with the development of the consumer and wholesale market.

Although LP's are unaffected by the abolition of RPM, the standard price has been reduced from 21.50 to 19 Swiss francs for "pop" albums, and classical prices have been reduced from the standard 27 francs to 24 francs. However, the price for luxury class albums remains unchanged at 27 francs.

An upsurge in LP sales generally is expected as a result of the change in price structure, as the record dealer is no longer so interested in selling singles due to reduced profit margin. Stereo is still the order of the day and no new Mono albums are being produced in Switzerland.

One of the reasons given for the overall rise in turnover for the past twelve months is the increased activity of clubs such as Ex Libris, who also maintain their own chain of

shops and act as rack-jobbers for the Megros Organisation. The Ex Libris product is sold via three methods. Firstly, by direct mailing to consumers. Secondly, through their own chain of shops (approximately thirty), and thirdly, rack-jobbing. Nevertheless, rack-jobbing is not prevalent in Switzerland, and the usual method of selling is through dealers and chain stores in the traditional way.

Switzerland, and its five million inhabitants, still suffers from a shortage of labour. There has been little change in the number of guest workers from Italy, Germany, Spain, Austria and Greece, which now total some 800,000. The Government's ruling on the matter has not been as drastic as was at first expected, and workers with 10-year working permits may now take up permanent residence in Switzerland. There is still a big demand for more workers.

The year has seen the introduction of the first Swiss "Pop" TV Showcase, "Hits A Go Go". The program, screened once every six weeks on Swiss and German television, and presented by Mal Fondock, has definitely benefited "pop" record sales.

Int'l Artist Popularity

The past year has also seen a tremendous upsurge in the popularity of recordings by British and American artists, whilst French and German material has been less in demand. This has certainly been the case of Musikvertrieb A.G. headed by Maurice Rosengarten, who reports an excellent year for his record, publishing and coin machine interests. The year has seen an increase in both single and LP sales. With single sales generally down, Musikvertrieb attributes its success at this speed to the tremendous number of hits from Britain and the United States, one of the biggest hits of the year being "Strangers in the Night" by Frank Sinatra on Reprise, the label which Musikvertrieb acquired from Switzerland in 1966. This was followed by the Frank and Nancy Sinatra "Something Stupid". Also from America, the Beach Boys' "Good Vibrations" sold heavily on Capitol. From Britain, the Rolling Stones hit the jackpot, first with "Mother's Little Helper" and later with "Have You Seen your Mother Standing in the Shadows". The Rolling Stones' popularity was boosted in Switzerland by a personal visit to Zurich in April this year at the Sports Stadium, with a capacity of 10,000 people. During their visit, the group were presented with The Golden Stone of Zurich to mark their outstanding Swiss sales of singles and LP's. Other best sellers of the year have also been by groups, such as The Troggs, and starting in September 1966, The Monkees.

Musikvertrieb's classical best seller of the year was the five-record boxed set of Beethoven's Piano Concertos by Arthur Rubinstein, which was sold at a special price of 10.95 francs per disc (54 francs for the set). The success of this package encouraged Musikvertrieb to bring out a similar set of Toscanini. Operatic recordings are still very popular in Switzerland, and for Musikvertrieb it was a Wagner year, with the "Gottterdammerung" set on Decca. The company reports that the 8 track cassettes of RCA have started to sell well, and are now put out by the company alongside the cassettes of Telefunken and Decca, for use on Grundig and Telefunken tape players.

Label & Publisher Details

The Musikvertrieb Publishing Company is still very active, and during the last twelve months has notched up many hits, including the winning song from the Baden-Baden festival "Beiss Nicht Gleich In Yaden Opsel" which became a major hit and a sheet music best seller.

Philips A.G. have also had some very good hits by British groups, particularly Dave Dee, Dozy, Beaky, Mick & Tich with "Bend It" selling some 14,000 copies, plus some EPs. This was achieved without a personal visit from the group. Another strong

hit from Britain was "Winchester Cathedral" by the New Vaudeville Band. The Walker Brothers and Manfred Mann were also big sellers. However, Philips report a slight drop, approximately 10%, in single sales over the past twelve months, which they attribute to the falling-off in the appeal of French artists, in which the company is particularly strong. Nevertheless, Philips' artists such as Johnny Halliday, Claude Francais, Herve Villard and Sheila, continue to sell well.

Philips' classical best sellers included Handel's "Messiah" with Colin Davis conducting (a three-record set). The Philips' cassette introduced to Switzerland in the Autumn of 1965 has proved popular with rising sales, despite the fact that the cassettes are more expensive at 24 francs as opposed to 21.50, than the LP's from which the material is taken. However, for Philips, despite the 10% drop in single sales the overall volume for the year has remained satisfactorily stable.

E.M.I. A.G. headquartered at Zug have continued to flourish under the direction of Mr. Bevierre, who during the year has travelled extensively, particularly in the Middle East.

However, a fuller report of E.M.I.'s activities comes from Jecklin & Company in Zurich, who promote and distribute the E.M.I. product in Switzerland. July this year will see the formation of a new E.M.I.—Jecklin company, to be called E.M.I. Records Switzerland. The Company will handle all E.M.I. material except Capitol, including the H.M.V. label previously handled in Switzerland by Hug. The company will operate out of Zurich, using the extensive Jecklin H.Q. The Managing Director of the new company will be Mr. Bevierre who will remain with E.M.I. A.G. at Zug. It is expected that Jecklin as a record distributor will cease to function, but the Jecklin chain of record stores will continue to operate as before and possibly expand. Jecklin reports that sales for 1966-67 to date, have not been as good as the previous year. Contributory causes include the new single and EP price structure and the increased popularity of budgetline albums, which has reduced somewhat the sales of higher-priced LP's. Best sellers in the "Pop" field have been the Beatles once more with numbers such as "Penny Lane" and "Yellow Submarine". Herman's Hermits too have been big sellers with "No Milk Today" and "Super Girl". The Hollies had a hit with "Stop, Stop, Stop", whilst the Four Tops enjoyed considerable success with all their releases, particularly "Reach Out, I'll be There". Other chart successes have come from Twice as Much and Cliff Bennett & The Rebel Rousers. TV appearances in Switzerland have also been made by Graham Bonney, Georgie Fame and Chris Farlowe. During the year, the local Swiss group, Les Sauterelles, launched a year ago by Jecklin and now recording for E.M.I. Italiana, have established themselves on the market with numbers such as "Hong Kong", "I'm a Prisoner" and the American composition "I Love How You Love Me".

In the classical field, best sellers for Jecklin have included Klemperer's "Don Giovanni" on Angel, and the same conductor's "Missa Solemnis". Record of the Month promotion on the Vox and Harmonia Mundi labels have been very successful, particularly with Baroque Concertos. Jecklins have entered the cassette market with Metronome, Columbia and Parlophone material for the Philips' system. To date, between thirty and forty cassettes have been issued, and Jecklin see a reasonably large future for them as an additional market, but not to the detriment of the gramophone record.

Phonag A.G. During the past twelve months the company has completed its contract with CBS. CBS is now handled independently by its own newly-formed CBS Schalplatten A.G. company, based in Zug and headed up

(Continued on next page)

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Switzerland—The Past 12 Mos.

(Continued from page 82)

by Managing Director Mr. Wijngaard.

During the year, Phonag has acquired several new and important labels for representation in Switzerland, including the Czechoslovakian classical label Supraphon. One of the label's top artists Karel Ancerl visited Switzerland during the year for a series of concerts, resulting in excellent sales for his recordings with the Czech Philharmonia Orchestra. Other labels acquired during the year were Fonit-Cetra of Italy, with its considerable repertoire of "pop" and classics—the latter being particularly strong in the operatic field. Top Fonit-Cetra star Claudio Villa with his winning song from San Remo, "No Pensare A Me" turned out to be Phonag's best-selling top single of the year. Villa's Eurovision song, "Non Andare Piu Lontana" has also been issued in Switzerland by Phonag. Another Italian label acquisition was Vedette, again with a "pop" and classical catalogue, the latter specialising in old baroque and renaissance material. Vedette "pop" artist Gian Pieretti also made a promotional visit to Switzerland for radio and television, with considerable success. From Germany, Phonag acquired Belaphon, a label especially strong in "pop" music. Other new label acquisitions during the year have included the French "Belvedere" label, G.T.A. from Italy, and Eurocord from Germany. Phonag have also taken the new Cornet label from Germany, recently formed by A.&R. Managers, Ilgner & Gietz.

The Finsterwald & Cantacuzene, Vogue S. A. and Belmont S.A. group of companies enjoyed considerable success in Switzerland during 1966/67. Apart from the labels represented by the firm, such as Vogue, Deutsche Vogue, Pye, Durium, Saar, AZ, Dot, Kapp, Scepter, and Roulette, Finsterwald & Cantacuzene has taken over the distribution of Hispavox (Spain), Star (Swiss folklore), Ember (Great Britain), Joker (a budget line label) and The Schwann-Music Sacra repertoire from Germany. Innumerable

chart successes during the year included "To Whom It Concerns" by Chris Andrews, "Ridera" by Little Tony, "My Love" by Petlua Clark, "La Poupee Qui Fait Non" by Michel Polnareff, "Sunny Afternoon" by The Kings, "Love Me" by Michel Polnareff, "Hanky Panky" by Tommy James, "Les Play-Boys" by Jacques Dutronic, "Merci Cherie" by Udo Jurgens, "Mr. Cannibal" by Andy Fisher, "Dandy" by The Kinks, "Tata Ta Ta" by Michel Polnareff, "Dear Mrs. Applebee" and "Please Mr. Movingman" by David Garrick, "Un homme une femme" by Pierre Barouh.

This series of successes allowed Finsterwald & Cantacuzen to remain a first rank organisation, both on the national and international levels. Their success was further enhanced by the achievements at San Remo of "Cuore Matto" by Little Girl, "Pietre" by Antoine, and by the two first winners of the Eurovision contest, "Puppet on a String" by Sandie Shaw, and "If I could Choose" by Sean Dunphy. Sales reached a new record in 1967.

The Finsterwald & Cantacuzene group also participated in the Midem international meeting at Cannes.

Another advantage for the firm is that most of its artists are able to sing in several languages, thus allowing a larger diffusion of success in the international field. These artists include Petula Clark, Francoise Hardy, Michel Polnareff, Udo Jurgens, Antoine, Christophe, etc. Finsterwald & Cantacuzene also specialise in the Swiss market with different "Budget line" labels, such as Mode, Joker, Marble Arch and Pop.

Due to the installation of new electronic record presses, and to certain rationalisations made in their factory, Turicaphon A.G. was able to increase their yearly capacity of records from 3 million to 4 million during the past year. Turicaphon A.G.'s label, Elite Special distributed over the whole world, made an exclusive contract with Boris Rubaschkin, a Russian singer who is living in Vienna and has released two of his records "Russische Volkslieder" and "Alte Russische Soldatenlieder" with great

success in Europe, U.S.A. and Canada. The artist's third 12" LP will be available during the next few weeks entitled "Russische Strassenlieder".

At present the Elite special 12" LP catalogue comprises more than 350 stereo recordings. In the classical field the following original Spanish organ recordings have sold well— "Alt-Spanische Orgelmusik Auf Spanischen Orgeln"

Another successful record, combining both piano and guitar entitled "Kammermusik Fuer Gitarre Und Klavier" has already been pressed in different countries of the world. Two notable additions have been made during the year to Turicaphon's Swiss Jazz label, started a few years ago. These were "The Golden Swing Years" and "Teddy Stauffer's original Teddies". The recordings were actually made in the years 1940/41.

Elite Special's best selling album in the past year has been "Froehliche Weihnacht Ueberall" which has notched up European sales of over 100,000 records.

On the publishing side, Turicaphon's group of companies has had another highly successful year, with the following best sellers:—Edition Annabella has had "Balla Balla" by The Rainbows, and "N'Avoue Jamais" by Guy Mardel. Another of their companies, Flora Musikverlags enjoyed considerable success with Beatles' material, notably "Yesterday" "Michelle" and "Revolver". Musikus had their biggest hits with "Sorry Little Baby" by Hans-Jurgen Baumler and "Es Ist So Schoen, Dass Es Dich Gibt" by Connie Francis. For Edition Turicaphon AG, it was a year of evergreens, notably "Blauer Himmel" and "Tango Bolero".

The year also saw the foundation of a new music publishing company, called Arena Verlag GmbH. This company's best seller was "Einsamer Boy" by Wencke Myhre".

For Siemens E.A.G. it has been a satisfactory year, with particularly good results from the company's three budgetline album series, Heliodor retailing at 10.95 francs, the classical

DGG "Privilege" series selling at 17 francs, and the "Pop" Privilege" selling at 15 francs. DGG's top classical Archive series remains at the old selling price of 27 francs. Commenting on the new price structure, a spokesman for Siemens said that it is generally agreed that record prices were too high before the abolition of RPM.

The company's biggest success of this year, and in fact of any year, has been with the MGM "Zhivago" film sound track. Approximately 15,000 copies were sold in nine months—something like four times the sales figure for an average best selling LP. The film is still running in Zurich and playing to capacity after seven months. The original single "Lara's Theme" is released by Siemens on MGM, but the best selling version in the singles field has been the French version "Chanson de Lara" by John William on Polydor, with sales exceeding 35,000 in the short time of eight months. Additionally, a host of instrumental and cover versions are also notching up good sales. Roy Black continues to be a major selling artist, with two big hits in the past year, "Irgend Jemand Liebt Auch-dich" and his latest release, "Good-night My Love". His album, "Roy Black" has been a best seller as was his first Italian single recording, "Voglio Dirti Grazie".

In the Italian field, major hits have come from Orietta Berti, notably with her San Remo song, "Io Tu E Le Rose". Connie Francis also enjoyed considerable success with her Italian version of the "Zhivago" theme.

Among the American best sellers for Siemens were The Loving Spoonful and the Easy Beats, and from England, The Who and The Cream. In the instrumental field, James Last has proved a major seller with his singles "Lara's Theme" and "This is My Song" from the film The Countess of Hong Kong. He has also enjoyed good album sales. Bert Kaempfert continues to maintain his popularity in the best seller lists.

The Philips cassettes have been

(Continued on page 86)

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(Continued from page 86)

highly successful, and in some cases have outsold the LP's from which they were taken. So far, 100 cassettes have been released (including about 60 stereo), with material from all the DGG labels and MGM, Kama-Sutra, Verve and U.A. DGG is now planning to release classical cassettes. In the classical field, Philips were again very successful, specially with the subscription line in which "Missa Solemnis" two-record set was way up front as far as sales were concerned. Second came the Handel Concertos for Organ, a five-record set conducted by Von Karajan. Third came Beethoven's Piano Sonatas (eleven record set), and fourth "Tristan & Isolda" (five record set). A major feature of the classical releases has been the tremendous success of the low priced Heliodor label, selling at 10.95 francs. In two years, Heliodor has built up a repertoire of approximately 100 releases.

As far as the publishing scene in Switzerland is concerned, the past year has brought its problems. For instance, as a result of the German I.F.P.I. and T.V.L. strike, the number of sub-publishing copyrights has been drastically cut. Another difficulty for publishers in an essentially importing country is the popularity of 'beat' music, and the fact that many of the top artists in this field not only record and write their own material, but publish it as well—thus cutting the potential royalties normally enjoyed by established publishers. The last twelve months has seen a vast up-trend in the popularity of British and American material. Again, many of the hits being independently published by the artists. On the other hand, sheet music sales are better in Switzerland than in Germany.

For Editions Coda it has been another good year. Highlights have been the success of the standard catalogue of Evergreens, plus 'pop' music titles such as "The Green Beret", "Spanish Eyes" and "Little Man", Editions Coda also publishes—together with Editions Baur—the score of Switzerland's smash-hit stage musical, "Golden Girl" by Hans Moeckel, Hans Gmuender and Hans Suter, currently touring Switzerland. The original cast recording is released on the Pick label. Pick enjoyed large sales also with its catalogue of Swiss Folklore Music. Other Coda hits include The Wild Gentlemen's single, "Gilly Gilly" and their album of the same title. The Wild Gentlemen are now embarking on an international career with TV appearances in France and Germany.

Editions Melodie have expanded in the field of educational music, and amongst the most popular material has been that written by Hans Bodenmann for recorder and guitar. During the year, a new publishing company has been formed between Ringier S.A. and Peterers—Editions Televox Gmph.

Editions Helbling. Already the Swiss Representative for Chappells, and Southern, as well as World Music of Brussels, including Zodiac Music of America, have during the past twelve months, added yet two other catalogues to its repertoire, Campbell Connelly of Gt. Britain and Edward B. Marks of the United States. The Campbell Connelly deal gave Helbling a major hit with "No Milk Today" by Herman's Hermits. Edward Marks gave them the Irish song, "The John F. Kennedy March". From Southern Music Helbling had many English-produced hits, including "Winchester Cathedral", "Superman" and "Mellow Yellow" etc. etc. Chappells brought them two new musical scores, "Mame" and "Georgy Girl". Mr. Brunner of Editions Helbling was also responsible for promoting a new instrumental group, "Cappelletti" who recorded ten singles for release by Tell Records. Early in 1967 Helbling found a new and important group of singers, Eugster, who although well known on radio and television, had not previously recorded. Brunner signed them up and will record them for the local and international markets, singing in French, Italian, German and English. A new recording contract was also signed with Anita Traversi.

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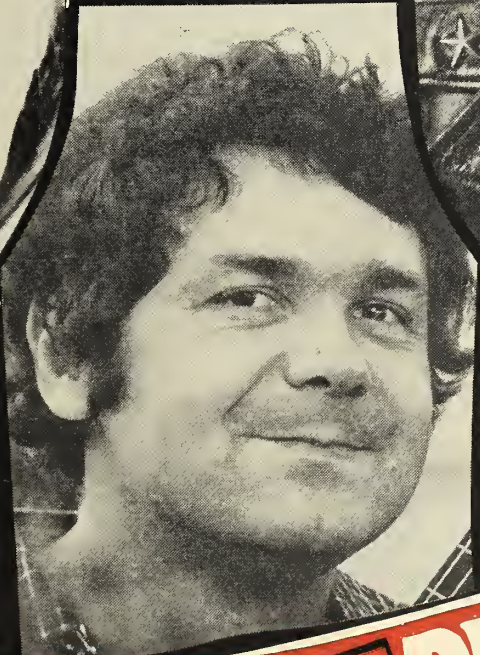


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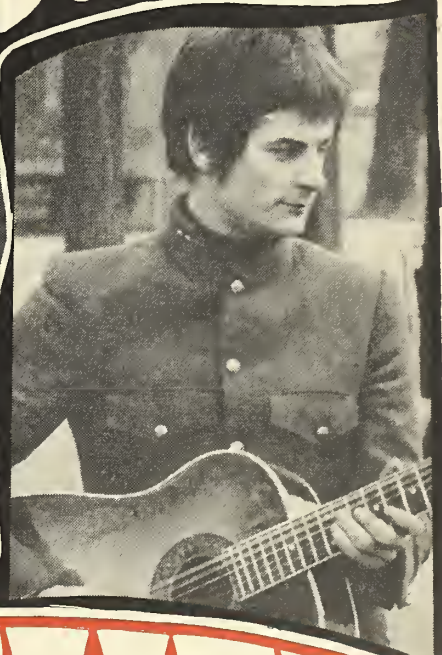


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FRANCE—THE PAST 12 MONTHS

It is impossible to deny that the situation of the French record industry has been worrisome for the twelve past months. The French companies' turnover has been 17% lower in 1966 than in 1965. The fall reached 20% for the first three months of 1967 compared to the same period in 1966. First, this drop is the consequence of the general economic recession. Another reason is the greater and greater importance of clothes in the teenagers budget. But the most important fact is the difficulties the producers have in finding new stars. This season, for the first time since the beginning of the Yéyé period eight years ago, we did not see the birth of a big star. The last important revelations have been Michel Polnareff (AZ) and Jacques Dutronc (Vogue) last year.

This season began with a two-month strike by the musicians. The crisis has been really serious and artists had to go and record secretly in the different European countries. The end of 1966 also showed a new trend among the publishers. More and more they want to be independent producers.

In France the present year began with a fantastic event. The first international record and music publishing market, M.I.D.E.M., took place in Cannes from January 30th to February 4th. The market organized by Bernard Chevry has been a very great success, and it certainly began a very long career. This market offers an excellent opportunity to bring together the greatest possible number of music men from all over the world: A&R men, international music publishers, impresarios, agents and managers, broadcasting and TV executives, producers, deejays, composers and authors. All the participants during or after the market expressed delight at the contacts they made and the good deals they closed. Several really important French per-

sonalities are members of the MIDEM International Sponsorship Committee. They are: Charles Meri, president of S.D.R.M.; Georges Auric, president of S.A.C.E.M. and president of académie du disque Français; Henri Froment, president of SNICOP; and, since last month, president of the IFPI, Rolf Marbot; president de la chambre syndicale des Editeurs de Musique, Marc Pincherle; president de l'académie Charles Cros; and Paul Pisson, president of FNICM.

During that period we heard from Jacques Brel, who is one of the top French artists. He has decided to stop his stage appearances. He is tired, and wants to be free and do what he wants. It is a very bad and very important fact for French showbusiness. That is not the only drama among the stars. In May and June French showbusiness lost three important people. Ted Moura, general manager of President Records was killed in a car crash in Paris. A few days later, the charming girl deejay Frédérique who worked for Europe 1 suddenly died. She was twenty-five years old. Three days later, excellent artist René Louis Lafforgue was killed in a car crash. He was cut by Pathé Marconi, and managed a famous Parisian night-club, l'Ecole Buissonnière.

Just after MIDEM, Petula Clark came back to town. She came back from the States with her extraordinary recordings, the French treatment of "This Is My Song." French title is "C'est ma chanson". With that song Petula immediately reached first place on the chart and kept that position for three months. In February, Chappell publishing company presented its first record production. It is a new trio, the Hamsters. They recorded a French treatment of "Georgy Girl," the Seekers' hit. They have been distributed in France, Belgium, Holland and Germany by CBS Records. This winter CBS worked hard to promote

Caravelli. Records of that excellent orchestra director have been released in 37 different countries.

After Petula Clark and her song "C'est ma chanson," the most important successes since the beginning of the year are: "Inch Allah," by Adamo (EMI), Pathé Marconi publishing; "Paris en Colère," by Mireille Mathieu (Barclay), Salabert publishing; "Les Playboys," by Jacques Dutronc (Vogue), Alfa publishing; "L'heure de la Sortie" by Sheila (Philips), Carrère and Breton publishing. In the meantime Sheila finished her first movie, "Bang Bang." It should be a great success.

It is a fact movie songs are important in the French market this season. "A Man and A Woman" by Pierre Barouh and Nicole Croisille (AZ); "La Chanson de Lara," by the Compagnons-de la Chanson (CBS) or by John William (Polydor); "C'est ma chanson" by Petula Clark (Vogue); and, of course, the excellent Michel Legrand's music for Jacques Demy's musical, "Les Demoiselles de Rochefort," have been among the greatest successes of the past 12 months.

In February CBS did a special promotion job on Donovan. The British artist is getting stronger and stronger in France, and his success in Cannes at MIDEM contributed to make the CBS Show one of the most appreciated by the trade and the press. Donovan made a TV appearance in "Têtes de bois et Tendres Années." He was on stage for a one-man Show at the Olympia on March 1st. On the same date CBS released the "Mellow Yellow" LP. Festival artist Marie Laforêt is the leading star of the film "Le 13ème Caprice," directed by Roger Boussinot. The music from the film is published by Editions Derby.

The United Artists label is now distributed by Philips. In the first days of March, Eddie Adamis, who man-

ages this publishing company, presented his own first production. He recorded twin girls, Les Chéries. Their main title is "Le Fox Trotte," by Burt Baccarah and Eddie Marnay. Les Nouvelles Editions' Eddie Barclay has completed a deal with Columbia Screen Gems for musical themes in original version and French treatment to be published in France. First has been from the Matt Helm film, "Murderers' Row."

During the last week in March, the "Grands Prix Internationaux du Disque de l'Académie Charles Cros" were awarded. Prix Pierre Brive went to Régine (Pathé) and Jacques Dutronc (Vogue). Prix Chanson went to Nana Mouskouri (Philips) and Gilbert Grenier (Pathé Marconi). Prix Revelation went to Patrick Abrial (CBS), and the Prix du Premier Disque to the Poliakov sisters (Voix de son maitre) and J. Bertin (BAM).

The promotion show of the American company, Stax, featuring Otis Redding, Booker T. and the MG's, Sam and Dave, Eddie Floyd, Arthur Conley, and the Markeys was a very great success on the Olympia Stage. The Compagnie Européenne du Disque, which distributes Stax records in France, released at this occasion a promotion LP album entitled "Rhythm and Blues Panorama." It is interesting to note that in France American records are gaining a more and more important position. The losers appears to be the English groups. The Beatles, Rolling Stones and the Kinks are still very strong, but the American upswing seems to be irresistible.

Raymond Legrand created a special producing department for Decca. Vogue artist Colette Renard was the first to join him. In the meantime a new record label debuted in France. Its name is Disques "R." Its first artist is Milord who released an EP with four of his own songs. A few

(Continued on page 93)

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12, boulevard Poissonniere, Paris 9e. PRO 86-03

ARMAGNAC
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25, boulevard Beaumarchais, Paris 6e. TUR 09-03

ASSOCIEES (les Editions), United Artists
7, rue de la Pepiniere, Paris 8e. 387.35-85 49-06

AZNAVOUR (Charles): Editions musicales
124 rue La Boetie, Paris 8e. BAL 80-30

BAETZ PH et Cie
52, rue du Faubourg St. Martin, Paris 10e. NOR 45-91

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BALS DE FRANCE
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BARCLAY (les Nouvelles Editions Eddie)
44, rue de Miromesnil, Paris 8e. ANJ 87-80

BAUDOIN
91, rue de Rome, Paris 8e. EUR 20-95

BAXTER Francis
6 avenue Parmentier, Sevran. AVR 51-02

BESSEL W et Cie
78, rue de Monceau, Paris 8e. LAB 02-13

BEUSCHER
25, Boulevard Beaumarchais, Paris 4e. TUR 09-03

BILLAUDOT
14, rue de l'Echiquier, Paris 10e. PRO 13-77

BOOSEY AND HAWKES
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BORNEMANN et EDITIONS P. DECOURCELLE
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BOURCIER
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2 Avenue de Messine, Paris 8e. LAB 06.03

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32, rue Beaujon, Paris 8e. WAG 67-73

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CHOUDENS
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3, rue de Gramont, Paris 2e. RIC 61-23, RIC 96-10

FELDMAN
5, avenue de l'Opéra, Paris 1er. OPE 37-37

FESTIVAL
3, rue de Gramont, Paris 2e. RIC 61-23, RIC 96-10

FIESTA
87-89, rue La Boetie, Paris 8e. ELY 76-54

FORTIN
4, cité Chaptal, Paris 9e. TRI 58-34

FRANCE MELODIE
5, avenue de l'Opéra, Paris 1er. OPE 33-11, OPE 37-37

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FRANCIS DAY
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FRANCE RECORD
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FRENCH MUSIC
124, rue de La Boetie, Paris 8e. BAL 80-30

FRIZZA
56, rue de Paradis, Paris 10e. PRO 19-64

GARZON J.
13, rue de l'Echiquier, Paris. PRO 39-15

GASTE L.
5, rue du Bois de Boulogne, Paris 16e. POI 53-53

GOLF
8, boulevard Julien-Potin, Neuilly.

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24, boulevard Malesherbes, Paris 8e. ANJ 36-39

HARMONIA
35, boulevard Malesherbes, Paris 8e. ANJ 08-93

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252, faubourg St. Honoré, Paris 8e. MAC 50-16

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2 bis, rue Vivienne, Paris 2e. GUT 43-53

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14, avenue Hoche, Paris 8e. WAG 01-46, WAG 01-13

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25, rue d'Hauteville, Paris 10e. PRO 15-73

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29, cité d'Antin, Paris 9e. 874 05-06

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62, boulevard de Clichy, Paris 18e. MON 53-00

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Paris 9e.
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Labels distributed: London, CID.

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(Continued from page 91)

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26-98

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77-33

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21-78

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07-79

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08-93

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25-02, PRO 86-04

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44-55

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3, rue Roquepine, Paris 8e. ANJ 94-15, ANJ
51-47

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37, rue Boursault, Paris 17e. LAB 42-17

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11, avenue Delcassé, Paris 8e. BAL 91-51

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45-91

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VENDOME
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14, avenue Hoche, Paris 8e. WAG 23-20.

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FRANCE—THE PAST 12 MONTHS

(Continued from page 90)

weeks later AZ artist Danyel Gérard announced he will create his own record label, "P.D.G." ("Production Danyel Gérard").

The Eurovision song contest in Vienna presented two surprises. Everybody was very happy when third place was taken by the French song "Il doit faire beau la bas," by Pierre Delanoé and Hubert Giraud (SEMI Publishing). The French representative Noëlle Cordier was a great success for the way she interpreted that song. A few hours after the contest, the Barclay artist signed contracts for TV programs in Germany and Sweden. On the contrary "Quel coeur vas tu briser," by Gérard Gray and Daniel Faure, was a surprising failure. However this song, a Tutti original copyright, is quite good, but Geraldine who recorded it through the Polydor label, was not at her best during the contest.

Italian film Elsa Martinelli released her first EP record in March through the AZ label. Lyrics of three songs were written by Jacques Lanzmann who writes all the Jacques Dutronc songs. At the same time, EMI artist Salvatore Adamo left Paris to do a movie in Aix en Provence. It will be his first appearance on screen as an actor.

Beuscher A&R man René Desmarty, signed a contract with Hubert E. Marks. The Beuscher Publishing company now represents E. B. Marks, Alameda Music Corp. and Piedmont Music Corp. for France, Belgium, Luxembourg and all Francophone countries. Alain Boubllil, Vogue publishing company manager, personally directed the recording of the French treatment of Sandie Shaw's "Puppet On a Strong." French title is "Un tout petit pantin" (Tutti publishing).

This treatment has been much appreciated in France but it could not beat the original version. It is an important fact because the French public now prefers songs in their original language.

Philippe Boutet (CBS A&R) signed a contract with Maurice Chevalier this winter. CBS will produce an LP with 12 new songs for Chevalier's 80th birthday. Six will be written by US composers and six by French. Chappell named a new A&R man: Michel Larmand. A few days later Frank and Nancy Sinatra's fabulous hit "Somethin' Stupid" was recorded in French by Sacha Distel and Johana Shimkus. Maurice Tézé wrote French lyrics. Success was immediate.

Ray Charles was a great success in Paris in his one night appearance at the Salle Pleyel in April. At this occasion the first Stateside LP album was released in France. Percy Sledge also came to Paris in April to appear at the fête du Muguet de Chaville. To tie-in with his appearance, Barclay released his new EP "Out Of Left Field." A new independent producing company was created in April: Productions Musicales SIBECAR. Manager is Gilles Bleiveis. First artists are Pascal Bilat (Festival) and Marcel Hurten (AZ). Another new label appeared on the market at the same time: Relax. Its first release is an album by the Dutch group, the Outsiders. Relax is distributed by Iramac France which releases the Iramac and Pelca labels.

Barclay artist Jean Ferrat, who is produced by Gérard Meys (Productions Alleluia), left France on May 18th to present ten one man shows in Cuba. After that he took a vacation tour through Mexico, Brazil, etc. Ferrat will be back in Paris for the first days of 1968 only. This season was really good for the international careers of French artists. Enrico Ma-

cias, who is cut by EMI, was a great success in the USSR. Three other great artists have sung in that country since October: Juliette Gréco, Rosy Armen and recently Mireille Mathieu, who has been the lead of the first official French show on tour in Russia. Charles Aznavour, Gilbert Becaud and, of course, Petula Clark performed in the United States. During his tour Charles Aznavour wrote his last hit, "Je Reviens Fanny." With the opening of the International Film Festival in Cannes, there were several releases of movie themes. Among them, RCA Victor presented the soundtrack of "Mouchette," by Robert Bresson which was offered at the Festival. Sarava published music from "Mon Amour Mon Amour," directed by Nadine Trintignant, and Labrador published the music from the Robert Hossein movie "J'AI Tué Raspoutine."

This season a lot of things were reported concerning the war between the radio stations. For the first time ORTF and Radio Télé Luxembourg are working very hard to compete with the successful Europe No. 1 station. In May Radio Télé Luxembourg published a memo to prove "President" Rosko is the Deejay of the Year. Rosko joined this broadcast last November. Within six months the Gallup soundings went up from 5% to 40%. Presently Rosko has 76.6% in the popularity polls as well.

The Philips turnover for the first four months of this year is exactly the same as for the same period last year. However, January and March were better than January and March figures for 1966. February, on the other hand, was down, but April 1966 and 1967 are parallel. Louis Hazan, Philips general manager, reports that sales of 45 r.p.m. disks this year are 20% lower than in 1966. He points

out that this is in line with the general slackening off of the French record market. Philips maintains its turnover because of the success of its L.P. price policy of 19.95 NF instead of 21 or 23NF.

Vogue's turnover for the year 1966 showed an increase of more than 37% compared with 1965. Turnover for the first four months of the current year is reported to be about 30% up on the same period last year. This shows that 1966-1967 has been a great period for Vogue. In 1965 Vogue was a good, but not very important record company. Suddenly the Cabat company has become the most successful company. In 1966 this firm and the labels it represents had most of the top hits. Vogue A&R man Christian Fehner discovered Antoine. Three months later it was Wolfson's turn. He launched Jacques Dutronc. Vogue distributes Michel Polnareff records; Petula Clark and Pierre Perret who are cut by Vogue sold more and more records. Frank Sinatra was No. 1 with "Strangers In The Night." The same was true for Pierre Barouh and Nicole Croisille with the "A Man And A Woman" theme. Françoise Hardy was still very strong and Vogue, which distributes Pye records, released English and French treatments of Sandie Shaw's "Puppet On A String": A Great Year for the Cabat team.

The season ended with the IFPI triennial council. At this occasion Henri Froment, Decca and RCA prexy in France, as named IFPI president. Next year will hopefully see gains for the record industry because SNI-COP is planning a big promotion campaign in the months ahead.

CASH BOX
THE
INTERNATIONAL MUSIC WEEKLY

LOOKING FOR FRENCH HITS FESTIVAL'S GOT THEM



ANDRE VERCHUREN
MARIE LAFORET
MICHEL DELPECH
JACQUELINE TAIEB
MICHEL FUCAIN
LES SURFS



THE SMOKE
ACKER BILK
BOBBY SOLO
NINA & FREDERIK
GIGLIOLA CINQUETTI
JEAN-CLAUDE DECAMP

LOOKING FOR HITS PROMOTION FESTIVAL'S GOT IT

France Best Sellers

VOGUE

- 1 LES PLAYBOYS (Jacques Dutronc)
- 2 ET MOI ET MOI ET MOI (Jacques Dutronc)
- 3 CANELLE (Antoine)
- 4 C'EST MA CHANSON (Petula Clark)
- 5 STRANGERS IN THE NIGHT (Frank Sinatra)
- 6 LES JOLIES COLONIES DE VACANCES (Pierre Perret)
- 7 THESE BOOTS ARE MADE FOR WALKING (Nancy Sinatra)
- 8 LA MAISON OU J'AI GRANDI (Françoise Hardy)
- 9 UN TOUT PETIT PANTIN (Sandie Shaw)
- 10 CHAUFFE MARCEL (Les Charlots)

POLYDOR

- 1 LA CHANSON DE LARA (John William)
- 2 DOCTEUR JIVAGO (Soundtrack)
- 3 IT'S A MAN'S MAN'S WORLD (James Brown)
- 4 MIREILLE (Marcel Amont)
- 5 SUMMER IN THE CITY (Lovin' Spoonful)
- 6 C'EST MA CHANSON (John William)
- 7 DAYDREAM (Lovin' Spoonful)
- 8 BABY STONE (Stone)
- 9 HAPPY JACK (The Who)
- 10 LES GRILLES DE MA MAISON (John William)

FESTIVAL

- 1 MANCHESTER ET LIVERPOOL (Marie Laforet)
- 2 LES PORTECLES (André Verchuren)
- 3 MY FRIEND JACK (The Smoke)
- 4 INVENTAIRE 66 (Michel Delpech)
- 5 PRENDS TA GUITARE (Michle Fugain)
- 6 LA TABLE DE MULTIPLICATION (Jacques Bodoïn)
- 7 GUANTANAMERA (Digno Garcia)
- 8 LES AVENTURES D'ASTERIX LE GAULOIS
- 9 AHHH! APRES TOUT (Jean Claude Decamp)
- 10 7 HEURES DU MATIN (Jacqueline Taieb)

EMI PATHE MARCONI

- 1 INCH ALLAH (Adamo)
- 2 J'AI PEUR (Enrico Macias)
- 3 L'INCENDIE A RIO (Sacha Distel)
- 4 COEUR EN BANDOULIERE (Adamo)
- 5 PENNY LAINE (The Beatles)
- 6 NO MILK TODAY (Herman's Hermits)
- 7 GOOD VIBRATIONS (Beach Boys)
- 8 FILLE SAUVAGE (Richard Anthony)
- 9 MORTE SAISON (George Chelon)
- 10 REACH OUT I'LL BE THERE (The Four Tops)

PHILIPS

- 1 L'HEURE DE LA SORTIE (Sheila)
- 2 BANG BANG (Sheila)
- 3 NOIR C'EST NOIR (Johnny Hallyday)
- 4 LA NON DEMANDE EN MARRIAGE (George Brassens)
- 5 J'ATTENDRAI (Claude François)
- 6 SI J'ETAIS CHARPENTIER (Johnny Hallyday)
- 7 AMOUREUX DU MONDE ENTIER (Claude François)
- 8 ET SI C'ETAIT VRAI (Georgette Lemaire)
- 9 HEY JOE (Johnny Hallyday)
- 10 TOUTE LA VIE (Claude François)

BARCLAY

- 1 PARIS EN COLERE (Mireille Mathieu)
- 2 QU'ELLE EST BELLE (Mireille Mathieu)
- 3 MON CREDO (Mireille Mathieu)
- 4 CELINE (Hughes Aufray)
- 5 BLACK IS BLACK (Los Bravos)
- 6 BAISSÉ UN PEU LA RADIO (Dalida)
- 7 L'EPERVIER (Hughes Aufray)
- 8 POTEKINE (Jean Ferrat)
- 9 LES EMANCIPATIONS D'ALPHONSE (Jacques Martin et Jean Yanne)
- 10 LES ENFANTS QUI JOUENT (Erik Saint Laurent)

RCA

- 1 PAR AMOUR, PAR PITIE (Sylvie Vartan)
- 2 MISTER JOHN B (Sylvie Vartan)
- 3 2'35" DE BONHEUR (Sylvie Vartan)
- 4 I'M A BELIEVER (Monkees)
- 5 MONDAY, MONDAY (Mamas & Papas)
- 6 DEDICATED (Mamas & Papas)
- 7 LAST TRAIN TO CLARKSVILLE (Monkees)
- 8 LORSQU'ON EST HEUREUX (Jacqueline Dulac)
- 9 OH! LA HEY (Noel Deschamps)
- 10 NOTTE DI FERRAGOSTO (Gianni Morandi)

DECCA

- 1 PAINT IT BLACK (Rolling Stones)
- 2 RUBY TUESDAY (Rolling Stones)
- 3 Y PUT A SPELL ON YOU (Alain Price Set)
- 4 HAVE YOU SEEN YOUR MOTHER (Rolling Stones)
- 5 HAPPY TOGETHER (Turtles)
- 6 A WHITER SHADE OF PALE (Procol Harum)
- 7 (NOUVEAUTE SORTIE DEPUIS 10 JOURS)
- 8 GREEN, GREEN GRASS OF HOME (Tom Jones)
- 9 NOT RESPONSIBLE (Tom Jones)
- 10 MY MIND'S EYE (The Small Faces)
- BD DE LA MADELINE (Moody Blues)

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(Projections 16mm)
54, rue de Seine,
Paris 6^e.
MED. 53.30

A.I.R. PRODUCTION
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134, boulevard Haussmann
CAR. 64.53

APSOME STUDIOS
(mixage, montage, repiquage)
80, rue Cardinet
Paris 17^e.
WAG. 89.21

ARSONOR
19, rue Burg
Paris 18^e.
CLI. 37.06

BARCLAY HOCHÉ ENREGISTREMENT,
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Paris 8^e.
WAG. 81.30

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CHAMPS-ELYSEES**
(direction technique André Charlin),
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Paris 8^e.
BAL. 01.37

COMEDIE DES CHAMPS-ELYSEES,
15, avenue Montaigne.
Paris 8^e.
BAL. 05.06

COTY ET Co,
177, avenue de Neuilly,
Neuilly/Seine.
MAL. 07.74
MAL. 37.75

DAVOUT Studios,
73, boulevard d'Avout.
PYR. 53.39

D. M. S.
(diffusion magnétique sonore)
15, rue Saussier-Leroy,
Paris 17^e.
WAG. 91.00
WAG. 77.32
WAG. 40.55

E. T. A.
35, bis rue de l'Abbé Grégoire
Paris 6^e.
222 49-29

EUROPA SONOR,
15, rue Charcot,
Paris 13^e.
20 bis, rue de la Gaité.
JUS. 33.83
MED. 53.55

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522 80-28

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Nice (A.M.)
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AUT. 08.52

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DOR. 60.39

INTERSONOR,
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SUF. 57.31

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LAB. 58.32

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KLE. 07.89

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LAB. 55.90

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ELY. 20.31

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N.Y. MASSES MAD FOR 'CASINO'

VARIETY

PICTURE GROSSES

PICTURE GROSSES

'Casino' Boffo News in Philly, Huge \$50,000; 'Man' Sock 22G; 'Seasons' Smash 31G, 6th; 'Flint' Bangup 35G

CAP, CINEMA 1, GIGANTIC 1 1/2

Wednesday, May 3, 1967

'Casino' Wham \$20,000, D.C.; 'Hombre' Cant 14G, 3d; 'Alamo' Bright 10G
Chi Biz Still Smash; 'Casino' Terrif 90G, 'Alamo' Strong 20G, 'Women' 'Hombre' Boffola 42G, 2d

'Casino' Smash \$30,000, St. Loo; 'Hotel' Is Lofty 8 1/2G, 3d; 'Seasons' 13G

L.A. Climbs; 'Casino' Royal \$55,000, 'Summer' Lush 16G, 'Man' Sturdy 11G, 18th Wk.; 'Prix' Grand 25 1/2G

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'Casino' Boffola \$18,000 in Denver
Denver, May 2. "Casino Royale" is heading for a wow take opening session at the 1,048-seat Century 21, making it the standout pic of the week. Also great is "Man For All Seasons" on B.C. on the same night. "Deadly Sin" is likely in the lead.

'Casino' Cool 100G In Det.; 'Bible' Rich 17G, 13th; 'Prix' Hot \$12,000
Detroit, May 2. First-run film biz is on the upswing this week. "Casino Royale" is leading with a royal flush at the Uptown. "The Bible" is also showing well. The "Prix" session at the 11th is a hot one.

'Casino' Topper In Mpls., \$16,000
Minneapolis, May 2. With the boxoffice rated as being in a slight seasonal slump, there's room for downtown newcomers this week, with four major pix striving for attention. Pacing the parade newbies is "Casino Royale," which rated mighty on opener at State. "Shenheit 451" shapes fine in its first week, daydating the Uptown at Cinema Two. "Marat de Sade" is splendid in second week at suburban World. "Corrupt Or Not" is rated as a likely contender.

'Casino' Sock 18G, Cincy Standout
Cincinnati, May 2. "Casino Royale" rules the first-run roost here currently, being a hecko Albee entry. Other bright ones are "Sound of Music" in second-week advance at the Prince of Peace Cinema and "Man For All Seasons" at the same house. "The Sound of Music" was reported on page 101.

'Casino' Smash \$32,000 In Balto; 'Hombre' Wow 47G; 'Oh Dad' 12G, 2d
Baltimore, May 2. "Casino Royale" opened with a bang at Boulevard and Westview. "Hombre" is strong on in five locations. "Coal" looks to be in first at Seven East. "The Sound of Music" is okay at the Town. "Man For All Seasons" continues sock in ninth session. "A Woman" is boffo in its first week at the Five West. "Oh Dad" is nice in second week at the Northwood and "Gleam" is pleasing in fifth week at the Uptown. "Taming of Shrew" is in sixth at the Uptown.

Trans-Beacon Sand Pebbles Sound \$9,700.

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STIG ANDERSON

Publisher Of The Big Hits

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SCANDINAVIA — 1967

January:

As the year started, Fintone Oy in Finland (the Siemens group) moved over to Oy Finnlevy. Henrik von Denffer, former head of Fintone Oy, remained head of all former Fintone labels. . . . Belgian producer Peter Plum came to Stockholm for business talks. . . . The M.I.D.E.M. Festival was held in Cannes. Scandinavian artists attending included Kirsti Sparboe of Norway, Sven Ingvars of Sweden, and Caesars of Denmark. . . . Stig Anderson of Sweden Music AB (Stockholm) left for a round-the-world business trip, which took him to Tokyo, Honolulu and the United States. . . . In Denmark "Oh, Oh What A Kiss" (Über die Wellen) by the Rocking Ghosts on Metronome topped the charts. Finland preferred "Little Man" with Sonny & Cher on Atlantic. Herman's Hermits on Columbia topped in Norway with "No Milk Today," while in Sweden the Hep Stars on Olga topped with "Consolation."

February:

Just back from a business trip around Europe, Simon Brehm, 47, died of a heart attack on Feb. 11th. For many years he had been the head of Karusell Grammofon AB. . . . Local song festivals began to take place in Scandinavia in order to get a song for the Song For Europe Fest in Vienna in April. Finland was first with its local festival on Feb. 11th. . . . Denmark had announced that they intended to stay outside the Song For Europe spectacle this year. . . . Lennart Reuterskiöld, head of Swedish publishing house Reuter & Reuter AB and Musikförlaget Essex AB made business visits to England and the United States. . . . Sweden's local song festival took place Feb. 24th. . . . "Oh, Oh What A Kiss" (Über die

Wellen) continued topping the Danish charts for a second month, and so did "Little Man" in Finland. In Norway and Sweden "I'm A Believer" by the Monkees on RCA Victor topped the charts.

March:

The Beatles on Parlophone began moving up the charts here with "Penny Lane," just released all over Scandinavia. . . . Film themes and songs were strong sellers, both as far as "Dr. Zhivago" and the new Chaplin movie "The Countess From Hong Kong" were concerned. . . . In Sweden, a newcomer on records, Mats Olin, recorded "Jag Tror På Sommaren" (I Believe In The Summer), penned by his father Stig Olin, and got an immediate hit on the Polar label. . . . The Monkees on RCA Victor with "I'm A Believer" topped the Danish charts, as well as the Finnish and Swedish, while in Norway the Beatles on Parlophone with their "Penny Lane" took the jackpot.

April:

Musichouse Westerlund in Helsinki, Finland, took over all EMI labels in Finland. Some of them, such as Columbia, MGM, Odeon and Parlophone, had been handled by Pohjoismainen Sähkö-Oy (PSO). . . . Three gold disks were presented in Sweden to the Hep Stars, Olga recording group and to Sven Ingvars, now with Svensk-American. . . . Sandie Shaw of Britain, won the Eurovision Song Contest in Vienna at the beginning of April and started moving high on the charts here with her "Puppet On A String" single. . . . Nalen, famous jazz and dance spot in Stockholm for decades, finally closed—a victim of the rebuilding plan for central Stockholm. . . . "Penny Lane" by the Beatles on Parlophone, topped the

charts in Denmark, Norway and Sweden. A local song, "Elsa, Kohtalon Lapsi" with Martti Innanen on Safir, was the most popular in Finland.

May:

Jan Malmsjö, CBS recording artist in Sweden went to the United States for a short visit. . . . Cyril Shane of Shapiro Bernstein (London) was in Stockholm for biz talks. . . . The Beach Boys, Capitol recording group were in Sweden and Finland for concerts. . . . Sammy Davis, Jr., gave highly appreciated concerts in Scandinavia during his European concert tour. . . . CBS started doing local recordings in Denmark, Norway and Finland. . . . "Penny Lane" by the Beatles on Parlophone topped the Danish charts again, "Elsa, Kohtalon Lapsi" by Martti Innanen on Safir topped the charts in Finland, also for the second month. Norwegians preferred "Puppet On A String" with Sandie Shaw on Pye, while the Swedes went for "A Little Bit Me, A Little Bit You" by the Monkees on RCA Victor.

June:

Bengt Sundström returned to Swedish EMI, now as producer. During his previous session with the same company, he was with the EMI publishing house, Edition Odeon. . . . Swedish EMI is moving its record dept. to a new office in central town. . . . Sandie Shaw, the sensation of the year after winning the Eurovision Song Festival in Vienna in April, journeyed to Sweden for concerts, and so did the Troggs. EMI sales convention was arranged in Stockholm with executives from London, Copenhagen, Helsinki and Oslo. . . . Ivan Nordström, former producer at Swedish EMI, will go to Karusell Grammofon AB as president of the company after July 1st. . . . A local oldie, "Du Skal Ikke Gi' Mig Roser" by Björn Tidmand on Odeon topped the Danish charts, "Elsa, Kohtalon Lapsi" topped in Finland for the third month, Nancy & Frank Sinatra on Reprise were on the top in Norway and Sweden with "Somethin' Stupid."

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Int'l & Sales mgr: Mr. Dag Haggqvist
Labels (domestic): Gazell, Grand Prix, Sonet, Storyville
Labels (others): Cadet, Checker, Chess, Durium, Epic, GNP Crescendo, Go Go, Island/Sue, Major Minor, Moonglow, Okeh, Palette, Pickwick 33, Planet, Riviera, Scepter, Super Majestic, Supraphon, Transatlantic, Xtra.
Records distributed by GDC.

SUNSET RECORD—P.O. Box 40139—STOCKHOLM 40
Phone: Uppsala 13 50 50
President: Mr. Thomas Nordlund
Labels (domestic): Sunset Records
Records distributed by GDC

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Phone: 43 07 55
President: Mr. Per Nystrom
Labels (domestic): Manu
Labels (others): Junior Records
Records distributed by GDC

SVENSKA MISSIONSFORBUNDETS FORLAG—Tegnergatan 8—STOCKHOLM Va
Phone: 34 96 80
President: Mr. Bertil Johansson
Labels (domestic): Sirius, Solist
Records distributed by GDC—Religious music

SVERIGES RADIO AB—P.O. Box 955—STOCKHOLM 1
(Oxenstiernsgatan 2—Stockholm No)
Phone: 63 10 00
Cable: BROADCAST STOCKHOLM
Manager of record dept.: Mr. Manne Ginsburg
Labels (domestic): Sveriges Radio
Records distributed by Cupol and by Skandinaviska Grammonphon AB.

SWE-DISC GRAMMOFON AB—Islandstorget—BROMMA
Phone: Stockholm 87 33 00
Cable: SWEDISC ISLANDSTORGET BROMMA
Presidents: Mr. Roland Ferneberg Mr. Sture Wahlberg
Labels (domestic): Swe-Disc
Records distributed by GDC

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Phone: Stockholm 39 32 00
President: Mr. Arne Setterwall
Labels (others): AZ, Crown, Eros, MK, Mode, Monitor, Pop, Saga, Sidney Bechet, Vogue.

SWE-TONE RECORDS—c/o Pergeman—Snickarvagen 25—BRO
Phone: Staket 40 533
President: Mr. Alf Pergeman
Labels (domestic): Swe-Tone
Records distributed by Cupol

***TELEFUNKEN FORSALJNING AB**—P.O. Box 1178—SOLNA 1
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Cable: TEFUNK SOLNA
President: Mr. Sixten Eriksson
Musical director: Mr. Mats Olsson
A & R man: Mr. Sven Agren
Labels (domestic): Decca, Reprise, Sagoton, Swedish Society Discofil, Telefunken, Teletstar, Warner Bros.
Labels (others): Ace of Clubs, Ace of Diamonds, Ace of Hearts, Brunswick, Coral, Deram, Loma, London, Monument, L'Oiseau-Lyre, Turnabout, Vocalion.

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Phone: Stockholm 37 27 40
Cable: ILLKCLASS STOCKHOLM
President: Mr. Bo All
Labels (domestic): Kurre Smack
Records distributed by Skandinaviska Gram-mophon AB.

*Refer to members of Swedish Association of Record Suppliers.

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Cable: CUPOL STOCKHOLM
President: Mr. Helge Roundqvist
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Cable: GRAMMOFON STOCKHOLM
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Cable: METROREC STOCKHOLM
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Stockholm C
Sweden

SWEDEN'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during the first six months, 1967:

- January:** 1 *Consolation (Hep Stars/Olga) Hep House AB, Sweden
2 *Vid din sida (Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
3 Alex Is The Man (Ola & Janglers/Gazell) Sonet Music AB, Sweden
- February:** 1 I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
2 I natt jag dromde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden
3 Green, Green Grass Of Home (Tom Jones/Decca) Palace Music (Sweden) AB, Sweden
- March:** 1 I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
2 I natt jag dromde (Last Night I Had A Strangest Dream) (Hep Stars/Olga) Musikförlaget Essex AB, Sweden
3 Bucket T. (Who/Polydor) Screen Gems Musikförlag AB, Sweden
- April:** 1 Penny Lane (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 En sang en gang for langsen (Green, Green Grass Of Home) (Jan Malmsjö/CBS) Palace Music (Sweden) AB, Sweden
3 A Little Bit Me, A Little Bit You (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
- May:** 1 A Little Bit Me, A Little Bit You (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
2 En sang en gang for langsen (Green, Green Grass Of Home) (Jan Malmsjö/CBS) Palace Music (Sweden) AB, Sweden
3 Penny Lane (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
- June:** 1 Somethin' Stupid (Nancy & Frank Sinatra/Reprise) Thore Ehrling Musik AB, Sweden
2 Ha! Ha! Said The Clown (Manfred Mann/Fontana) Sonora Musikförlags AB, Sweden
3 Puppet On A String (Sandie Shaw/Pye) Thore Ehrling Musik AB, Sweden
*Local copyright.

The year has been comparatively good for local tunesmiths, with a large number of their songs appearing among the top ten. Monkees, of course, have done very good here, as in other countries, and offered a very strong competition to the British wave, which is still strong here.

FINLAND'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1967:

- January:** 1 Little Man (Sonny & Cher/Atlantic) Oy R. E. Westerlund Ab, Finland
2 No Milk Today (Herman's Hermits/Columbia) Scandia-Musiikki Oy, Finland
3 Keltainen jaansakia (Yellow Submarine) (Simo & Spede/Scandia) Scandia-Musiikki Oy, Finland
- February:** 1 Little Man (Sonny & Cher/Atlantic) Oy R. E. Westerlund Ab, Finland
2 I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
3 No Milk Today (Herman's Hermits/Columbia) Scandia-Musiikki Oy, Finland
- March:** 1 I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
2 Hiljainen kitara (Gringo's Guitar) (Danny/Scandia) Scandia-Musiikki Oy, Finland
3 Little Man (Sonny & Cher/Atlantic) Oy R. E. Westerlund Ab, Finland
- April:** 1 *Elsa kohtalon lapsi (Martti Inanan/Safir) Erik Lindström Music, Finland
2 I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden
3 *Sua kutsun, Maarit (Danny/Scandia) Edition Coda, Finland
- May:** 1 *Elsa, kohtalon lapsi (Martti Inanan/Safir) Erik Lindström Music, Finland
2 *Sua kutsun, Maarit (Danny/Scandia) Edition Coda, Finland
3 On ihmeen hyva tulla kotiin (Green, Grass Of Home) (Lasse Martensson/RCA Victor) Palace Music (Sweden) AB, Sweden
- June:** 1 *Elsa, kohtalon lapsi (Martti Inanan/Safir) Erik Lindström Music, Finland
2 *Iltatuulen viesti (Aikamiehet/Finlandia) Levysävel Oy, Finland
3 *Sua kutsun, Maarit (Danny/Scandia) Edition Coda, Finland
*Local copyright.

The general trend is still obvious; there's a great market for either local songs, or foreign songs sung in Finnish, but of course, with Finland becoming more and more a teenagers' market, also foreign artists in foreign languages are taking over a greater part of the record market.

DENMARK'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1967:

- January:** 1 Oh, Oh What A Kiss (Uber die Wellen) (Rocking Ghosts/Metronome) Multitone A/S, Denmark
2 En tusindfyrd i min hand (En prästkrage i min hand) (Keld & Donkeys/HMV) Imudico A/S, Denmark
3 *Jeg har aldrig faet noget (Defenders/Sonet) No publisher
- February:** 1 Oh, Oh What A Kiss (Uber die Wellen) (Rocking Ghosts/Metronome) Metronome A/S, Denmark
2 *Jeg har aldrig faet noget (Defenders/Sonet) No publisher
3 *Sad'n var det ikke i halvfemserne (Matadorerne/Metronome) No publisher
- March:** 1 I'm A Believer (Monkees/RCA Victor) Screen Gems Musiförlag AB, Sweden
2 Oh, Oh What A Kiss (Uber die Wellen) (Rocking Ghosts/Metronome) Multitone A/S, Denmark
3 Let's Spend The Night Together (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
- April:** 1 Penny Lane (Beatles/Parlophone) Multitone A/S, Denmark
2 *Sidste dans (Keld & Donkeys/HMV) Imudico A/S, Denmark
3 Let's Spend The Night Together (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
- May:** 1 Penny Lane (Beatles/Parlophone) Multitone A/S, Denmark
2 *Sidste dans (Keld & Donkeys/HMV) Imudico A/S, Denmark
3 Du skal ikke gi' mig roser (Björn Tidmand/Odeon) Musikproduktion Winckler, Denmark
- June:** 1 Du skal ikke gi' mig roser (Björn Tidmand/Odeon) Musikproduktion Winckler, Denmark
2 Puppet On A String (Sandie Shaw/Pye) Imudico A/S, Denmark
3 Nu tar jeg til Dublin (Björn Tidman/Odeon) Imudico A/S, Denmark
*Local copyright.

The year has been very good also for local tunesmiths, who have noted a number of best sellers, particularly with some oldies (for some reasons they are called "evergreens" here in Scandinavia).

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President: Mr. Marius Sørensen

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Phone: 30 67 11
Cable: GRAMMOPHON COPENHAGEN
President: Mr. S. L. G. Gottlieb

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Cable: COPYRIGHT COPENHAGEN
President: Mr. Karl Nielsen
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President: Mr. John L. Bryholt
Assistant mgr.: Mr. Vilhelm Høy
Labels (others): Cupol, Efel, Europa, Nashville, Olga, Swedish Society Discofil, Telefunken

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Publicity: Mr. Poul Bach
A & R man: Mr. Gustav Winckler
Labels (domestic): Ecco, Life, Mascot, Sonet, Storyville
Labels (others): Amigo, Artone, Baronet, Blue Note, Cadet, Canadian-American, Charlie Parker, Checker, Chess, Colpix, Epic, Folkways, Funckler, Gazell, Grand Prix, Island Records, Kenwood, MK, Monitor, Moonglow, Musidisc, Nashville, Okeh, Palette, Pickwick 33, Planet, Red Bird, Roulette, Roost, Saga, Scan-Disc, Society, 77/Folklore, Starday, Status, Supraphon, Transatlantic, Xtra.

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Labels (others): Cantate

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Publicity: Mr. Leif Risell
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Labels (others): RCA Camden, RCA Victrola, Reprise, Warner Bros.

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Religious music—The Pentecostal Movement

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Cable: METRORECORDS COPENHAGEN
President: Mr. Bent Fabricius-Bjerre
Labels (domestic): Anders And, Metronome
Labels (others): ABC-Paramount, Ariola, Athena, Ateo, Atlantic, Baccarola, Bang, Cameo/Parkway, Carla, Clarion, Dial, Don, Elektra, Eurodisc, Golden 12, Hansa, Impulse, Joker, Karusell, Midnight Sun Records, Nonesuch, Shout, Snurrskivan, Stax, SweDisc, Troubadour, Volt, Westminster.

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Labels (others): ZAC

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President: Mr. S. L. G. Gottlieb
Publicity: Mr. Kurt Hviid-Mikkelsen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, Dolton, Electrola, Ember, Encore, Gloria, Immediate, Imperial Laurie, Liberty, Metro, MGM, Parlophone, Pathe, Regal, Stateside, Svensk-American, Tamla/Motown.

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Cable: FINNDISCOY HELSINKI
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Cable: LEVYSAVEL HELSINKI
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Cable: SCANDIAMUSIC HELSINKI
President: Mr. Paavo Einio
Publicity: Mr. Antti Einio

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Cable: PIANOWESTERLUND HELSINKI
President: Mr. Robert Westerlund
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Cable: Nife Helsinki
President: Mr. Ernst Wallner

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Phone: 45 45 21
President: Mr. Kurt Juuranto

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Cable: Nea Helsinki
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Manager: Mr. Jaakko Salo

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Studio manager: Mr. Reino Backman

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Cable: HEPLAST OSLO
President: Mr. Ragnar Heger

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Cable: PHILIPS OSLO
President: Mr. Haakon Tveten

NORSK GRAMMOFONKOMPANI A/S—Wergelandsveien 1—OSLO 1
Phone: 33 40 18
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 Cable: NIFE HELSINKI
 President: Mr. Ernst Wallner
 Publicity: Mr. Harald Stahle
 Labels (domestic): Corona
 Labels (others): Cupol

Oy DISCOPHON Ab—Takomontie 3—HELSINKI 37
 Phone: 45 16 27
 Cable: DISCOY HELSINKI
 President: Mr. Bengt G. Liljeroth
 A & R man: Mr. Johan Vikstedt
 Labels (domestic): RCA Victor
 Labels (others): RCA Camden, RCA Victrola.

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 Phone: 64 48 77, 64 49 66
 Cable: FINNDISCOY HELSINKI
 President: Mr. Rolf Kronqvist
 Labels (domestic): Safr
 Labels (others): Blue Note, Nashville.

FINNLEVOY Oy—Valimontie 2—HELSINKI 37
 Phone: 45 31 36
 Cable: FINNLEVOY HELSINKI
 President: Mr. Roger Lindberg
 A & R and Sales managers: (former Fazer group) Mr. Osmo Ruuskanen, (former Fintone group) Mr. Henrik von Denffer.
 Labels (domestic): CBS, Decca, Fontana, Philips, Polydor, Rytmi, Savel
 Labels (others—former Fazer group): Artone, Barclay, Brunswick, Coral, Deram, Felsted, London, Mercury, Pye.
 (former Fintone group): ABC—Paramount, Amadeo, Archiv-Produktion, Cameo/Parkway, Capri, Command, Deutsche Grammophon, Elektra, Heliodor, Impulse, Joker, Kama Sutra, Karusell, Nonesuch, Olga, Primula, Riverside, Swedisc, United Artists, Vee Jay, Verve, Westminster, Whitehall.

FORSAMLINGSFORBUNDET SIRIUS—Ratakatu 29—HELSINKI
 Phone: 58 177
 President: Mr. Bjarne Boije
 Labels (others): Sirius
 Religious Music.

IBRA RADIO LAHETYS R. y.—Pengerkatu 9—HELSINKI
 Phone: 77 98 54
 President: Mr. Kaj Antturi
 Labels (domestic): Ibra
 Religious Music.
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Cable: LEVYTUKKU HELSINKI
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 Cable: PIANOWESTERLUND HELSINKI
 President: Mr. Robert Westerlund
 Production manager: Mr. Reino Backman
 Labels (domestic): Columbia, HMV, Odeon, Parlophone
 Labels (others): Blue Note, Buena Vista, Capitol, Disneyland, Dolton, Electrola, Immediate, Imperial, Liberty, MGM, Pathe, Platina, Prestige, Regal, Stateside, Svensk-American, Tamla/Motown, Tower.

PELASTUSARMEIJAN KAUPPAOSASTO—City-kaytava 16-17—HELSINKI
 Phone: 62 57 52
 President: Mr. Hellin Lindström
 Labels (domestic): Pelastussointuja
 Labels (others): Festival
 Religious music—Salvation Army.

POHJOISMAINEN SAHKO-Oy—Vuorikatu 14—HELSINKI
 Phone: 12 651
 President: Mr. Oskar Rokkanen
 Manager, Music Dept.: Mr. Martti Piha
 Labels (domestic): Blue Master, Finlandia, Top Voice
 Labels (others): Elite Special, Erato, Reality, Saga, Vogue.

SCANDIA-MUSIIKKI Oy—Hietalahdenranta 11—HELSINKI
 Phone: 64 20 05
 Cable: SCANDIAMUSIC HELSINKI
 President: Mr. Harry Orvomaa
 A & R man: Mr. Jaakko Salo
 Publicity: Mr. Paavo Einio
 Labels (domestic): Scandia, Metronome, Sonet
 Labels (others): Argo, Ariola, Athena, Atlantic, Baccarola, Chess, Checker, Cadet, Durium, Ember, Epic, Eurodisc, Gazell, Grand Prix, Hansa, Hep House, Kapp, Knappupp, Megafon, Pickwick, Roulette, Scan-Disc, Snurrskivan, Specialty, Storyville, Supraphon.

SAHKOLIHKEDEN Oy—Takomontie 3—HELSINKI 37
 Phone: 45 44 01
 Cable: SLOY HELSINKI
 President: Mr. Eino Hietanen
 Publicity: Mr. Johan Vikstedt
 Labels (domestic): Telefunken
 Labels (others): Reprise, Warner Bros.

NORWAY'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1967:

- | | | |
|-----------|---|---|
| January: | 1 | No Milk Today (Herman's Hermits/Columbia) Reg Connelly, Musik-Forlag A/S Denmark |
| | 2 | Green, Green Grass Of Home (Tom Jones/Decca) Palace Music (Sweden) AB, Sweden |
| | 3 | Dead End Street (Kinks/Pye) Belinda (Scandinavia) AB, Sweden |
| February: | 1 | I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |
| | 2 | Green, Green Grass Of Home (Tom Jones/Decca) Palace Music (Stockholm) AB, Sweden |
| | 3 | Mellow Yellow (Donovan/Epic) Southern Music AB, Sweden |
| March: | 1 | Penny Lane (Beatles/Parlophone) Sonora Musikförlags AB, Sweden |
| | 2 | I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |
| | 3 | Let's Spend The Night Together (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden |
| April: | 1 | Penny Lane (Beatles/Parlophone) Sonora Musikförlags AB, Sweden |
| | 2 | I'm A Believer (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |
| | 3 | Vandra vidare (Gunnar Wiklund/HMV) Edition Odeon, Sweden |
| May: | 1 | Puppet On A String (Sandie Shaw/Pye) Musikk-Huset A/S, Norway |
| | 2 | Somethin' Stupid (Nancy & Frank Sinatra/Reprise) Thore Ehrling Musik AB, Sweden |
| | 3 | A Little Bit Me, A Little Bit You (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |
| June: | 1 | Somethin' Stupid (Nancy & Frank Sinatra/Reprise) Thore Ehrling Musik AB, Sweden |
| | 2 | Puppet On A String (Sandie Shaw/Pye) Musikk-Huset A/S, Norway |
| | 3 | A Little Bit Me, A Little Bit You (Monkees/RCA Victor) Screen Gems Musikförlag AB, Sweden |

The year so far has not been very promising for local tunesmiths. Apart from appearing among the top three during 1967, one of the hottest top sellers here has been Hep Stars' Swedish recording of "Last Night I Had A Strangest Dream," on the charts not less than 29 weeks.

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A STATISTICAL LOOK AT NORWAY

Area: 124,064 sq. miles (mainland—323,917 sq. kilometres) to which is added Spitsbergen (Svalbard), a group of mountainous islands in the Arctic Ocean of 23,957 sq. miles (62,050 sq. kilometres) and some mainly uninhabited Arctic possessions.

Population: 3,700,000 inhabitants.
Record market: Norway is an importing market, now slowly shifting from mainly an adult's market to a teenager's market. According to trade people, record sales seems to have

been most satisfactory. As in most countries, a growing LP sale is reported, while EPs have a limited market in Norway compared with singles.

Language: Local language is Norwegian, but foreign-language records in particular and English-language records in general have no difficulty in the competition.

Radio & TV: Broadcasts and TV are handled by non-commercial government-controlled stations.

A STATISTICAL LOOK AT DENMARK

Area: 16,619 sq. miles (43,044 sq. kilometres), to which is to be added the Faroe Islands in the North Atlantic, about 300 miles northwest of the Shetlands (540 sq. miles), and Greenland, a huge island between the North Atlantic and the Polar Sea (827,300 sq. miles)—making the total area of Denmark 844,459 sq. miles (2,200,000 sq. kilometres).

Population: (Incl. Faroe Islands and Greenland).

Record market: Denmark is mainly an importing market, and also a teenager's market. Sales of LPs is going up, there is a limited market for EPs, while singles are dominant.

ing. Stereo is doing very good, and if both stereo and mono versions are available, only stereo is released in most cases.

Language: Local language is Danish, which does not hurt the sale of foreign-language records, preferably those in English language. For the native population at Greenland, a certain production of records in the Eskimo language exists.

Radio & TV: Broadcasts and TV are government-owned non-commercial stations. Special radio stations at Greenland offers programs in Danish as well as Eskimo language.

A STATISTICAL LOOK AT FINLAND

Area: 130,165 sq. miles (337,009 sq. kilometres)

Population: 4,600,000 inhabitants.

Record market: Finland is an importing market, and also an adult's market, while it seems to becoming more and more of a teenager's market in those days. LP sales, usually of less importance, has been going up while EPs are still of less importance compared with the singles. Record sale in general went down in 1965, but has since then been steadily going up. As major problems is mentioned "too much pop music being aired over local radio stations" as well as a growing sale of tape recorders.

Language: Local language is Finnish, but great parts of the country, particularly in southern and western

Finland are both Finnish and Swedish speaking territories. Recordings in Finnish are still offering strong, perhaps sometimes too strong, competition to foreign-language records. However, during the last two years more and more artists, particularly the teenage-groups, are recording also local songs in English with a good sales result.

Radio & TV: Broadcasts are non-commercial via the government controlled stations. As far as TV is concerned, a private-operated commercial station competed with the government-controlled non-commercial stations. The other year, the government station bought the private company and has since then continued operation of both stations.

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NORWAY **Arne Bendiksen AIS** Østerdalsgaten 1 Oslo 6

DENMARK **Dansk Grammofonpladeforlag** Dortheavej 39 Copenhagen

FINLAND **Scandia Musiikki** Hietalahdenranta 11 Helsingfors

BELGIUM — THE PAST 12 MONTHS

For Belgium the year has not been either exciting or remarkable. The market has remained fairly static but like most European countries sales of singles have fallen but album sales have increased and continue to do so. Stereo sales of both pop and classical records have forged ahead by 100 per cent. While a very good single smash can sell up to 100,000 copies an average worth while hit notches up around 50,000 copies. Again, as in other European countries, British and American artists have returned to favor and staked a healthy claim to the charts. Record prices have not been increased despite the fact that import tax has gone up from 20 per cent to 23 per cent (an increase of 11 per cent in the past two years). The two pack-jobbing operations De Pelgrims' Maison Bleu and Philips-Barclay Cogedep have continued to vie with each other in acquiring new outlets.

EMI

For EMI's S.A. Gramophone Company the year has seen a lessening off in the single sales but an increase in L.P.s which are becoming more and more important in Belgium. British

and American artists have sold very well during the past twelve months aided and abetted by the British pirate radio stations which are received clearly in Belgium. Although the company's best selling artist is still the Belgian star Adamo, The Beatles, Herman's Hermits and Cliff Richard are close runners-up. The Shadows, too, remain consistently good but are strongest in the album field. During the year S. A. Gramophone acquired the Cameo-Parkway and BlueBeat labels. A major boost to the company's catalog was the recent acquisition of the German label Cornet which is expected to sell extremely well particularly in the Flemish section of Belgium. EMI's publishing company Ardmore & Beechwood, under the experienced guidance of Jeff de Boeck has continued to secure more than its fair share of chart successes and several new contracts have been signed including one with Cyril Shane of Shapiro Bernstein in London.

Inelco & Polygram

Although record sales generally were down, Inelco, which handles the RCA catalogue, report that figures were up on the previous year thanks to the fantastic success of The Monkees helped by their TV series which began in May; The Mamas and the Papas and, of course, the stalwart Elvis Presley. Presley's single sales fell slightly but he continues to sell more and more albums. British artists, too, have been very successful including a new group The Frugal Sound with "Reason to Believe". Pierre J. Goemaere, managing director of Inelco also reports that cartridge sales are climbing slowly as instruments are being made available to manufacturers. The company's publishing outlet Universal Songs grows from strength to strength. The American Millbridge catalogue (managed by Gerry Purcell, manager of Al Hirt and Eddy Arnold) has given the company many hits. Universal Songs also has a publishing agreement with RCA Italiana. Universal enjoyed success with Toni Witt and his Orchestra not only in Belgium but also in Germany, Scandinavia, U.S.A. and Canada.

Polygram Records, the Philips company in Belgium, report that single and EP sales have remained stable while LP sales have continued to rise. The company enjoyed tremendous success via British artists and high on the list was Harry Secombe whose version of "This is My Song" sold over 2000 copies. Secombe's LP's also sell well in Belgium. Other British artists to notch up good sales for Polygram include The Troggs, Spencer Davis, Dave Dee, Dozy, Beaky, Mick and Tich and Manfred Mann. The Philips Cassettes got off to a bumper start in the fall of 1966 and then levelled off. However, sales are expected to gather momentum once again when the price of equipment falls. Polygram's publishing outlet Primavera, under the direction of Mr. Vandenhout, has also benefitted considerably from the success of British talent.

Palette & Vogue

Palette Records this year celebrated their 45th Anniversary and continued to flourish and forge ahead with energy and drive. The company has Belgian's top Flemish singer Will Tura who, during the year, celebrated his 10th Anniversary in show business and collected a Gold Disk for 100,000 copies of his "El Bandido" single. Tura also records in German, French and English. Earlier this year he toured Germany and France and enjoyed chart success via his "De Zigeuner" single. Another big seller for Palette came with the Teddy Merrens version of Sandia Shaw's Eurovision songwinner "Puppet on a String" which was released in 16 countries. Other Palette artists to enjoy chart success during the year have been Los Mayas, The Klan and Andre Brasseur. During the year Palette chiefs Roland Kluger and Jacques Faecq undertook an extensive tour of the Far East. In Japan a

number of copyrights were exchanged and visits were made to their licensees Nippon Columbia. Kluger and Faecq also visited America.

For Vogue it has been one of their best years ever. Managing director Roger Meylemans reports an increase in turnover of over 30 per cent on the previous year. The company has claimed more than 50 chart entries during the past twelve months and high on the list of best sellers has been Petula Clark with one hit after another. However, it was with Sandie Shaw's Eurovision winner "Puppet on a String" that Vogue had its biggest hit of the year and, indeed in the history of the company. At one point the number sold 45,000 in three days.

N.V. Fonior & Anvers

Another good year for N.V. Fonior with some big selling chart entries. The company launched a large scale promotional campaign for the A & M label and had a big hit with Herb Alpert's "Casino Royale". Fonior also introduced a new promotional label for deejays which was well received. A new and important acquisition to the Decca label was Tonia (Belgian's 1966 Eurovision entry) and her latest single "Tommy Jones" sold well. A new group The New Inspirations got under way and backed such well known artists as Dave Berry and Englebert Humperdinck. From Britain the company completed a deal to lease Philip Solomon's British label Major Minor in Belgium.

For Anvers Radio the year has been a profitable one under the direction of W. Goldschmidt. The company handles many important labels including ABC Paramount, Telefunken, Elite, Impulse, Ducretet-Thompson, Hebra, Audio Fidelity and Command etc. More recently they acquired the latter's subsidiary label Grand Award. Another addition to the roster has been added in the past twelve months, Fonit-Cetra of Italy, thus giving Anvers the San Remo hit "Non Pensare A Me" by Claudio Villa. Via Telefunken, the low-priced Starlet label also came to Anvers. Goldschmidt reports that some of his biggest successes over the past twelve months have come from fellow-Belgian label Hebra via their young duo Karini and Rebecca—Anvers distribute the Hebra product. Other best sellers were Americans Frankie Laine and Della Reese and German artistes Ronny and Manuela. Very good results have also been received by a recent dealer promotional campaign.

Editions Brauer & Barclay Disques

For Madame Brauer and M. Darliere of Editions Brauer and their record label Hebra (distributed by Anvers) it has been another successful year both in the record and publishing fields. The popular duo Karini

and Rebecca collected a Gold Disk in May this year for 100,000 sales of their records. A new group The Mec-Op Singers made their debut with "Dies Irae" in English which was a big success. Another best seller was Belgian pianist-arranger Roland Thyssen. On the publishing side Brauer acquired the Mark Music catalogue of America publishers of "This is my Song" and "The Telephone". Another company New Music of Holland was formed with Mr. Portengen.

Barclay Disques continue to establish itself on the Belgian market. Considerable credit for their success is due to their deal with American labels such as Atlantic, 20th Century Fox, Monument, Jubilee and the newly acquired Buddah label (subsidiary of Kama Sutra). The year has also seen the acquisition of Ariola of Germany which they handle from September this year. Barclay have also enjoyed chart success with artistes such as Percy Sledge, Sonny and Cher, Los Bravos, Tom Jones and Bobby Darin. Barclay's French star Mireille Mathieu has also achieved considerable popularity and success in Belgium while Charles Aznavour continues to be a big seller.

Sobedi continues to press for many companies including Artone, CBS, S. A. Gramophone, Polydor and Palette. Their record company, Sobedi had some excellent sales from The Black Snakes with "My Only Love".

Discobel

For Discobel, one of Belgium's oldest companies, the year has been an important one during which organizational changes have taken place. In January this year the 41 year old administration was given a new look with the injection of new and younger blood. Decca's promotion and public relations manager Werner Huys (well known in the music publishing world—Disco Music/Sorbet Music Corporation) took over the responsibility of running Discobel together with Jacques Bentinx. During the year the Impact and President (France) labels were taken over and Discobel also started their own productions. Discobel looks to the future with confidence.

Arcade

In the singles field Arcade Records scored big hits with "Rio de Janeiro" (Anneke Soetaert) and "Verlangen" (Anita). Mainly an L.P. label Arcade achieved international success with 6 L.P.s by The Jokers. Over 250,000 copies of these recordings were sold in eleven countries and 2 L.P.s by The Hammond Brothers were sold in 14 countries. The firm owns a complete tape library of mood music for international consumption. Also a mobile studio for location recordings.

BELGIUM'S BEST SELLERS—THE PAST 12 MONTHS

BEST SELLING SINGLES FROM CBS

1. Ce M'Avance A Quoi—Comme La Lune (Joe Dassin)
2. Excuse Me Lady (Joe Dassin)
3. Here Comes My Baby (The Tremeloes)
4. Just One Smile (Gene Pitney)
5. Le Sous-Marin Vert/La Chanson (Les Compagnons de la Chanson)
6. Flowers Never Bend (Simon & Garfunkel)
7. Rainy Day Women (Bob Dylan)
8. Somewhere My Love (Ray Conniff)
9. Silence Is Golden (The Tremeloes)
10. Till/Autumn Leaves (Tony Bennett)

BEST SELLING E.P.s FROM CBS

1. Ce M'Avance A Quoi/Comme La Lune (Joe Dassin)
2. C'est Ma Chanson (This Is My Song) (Les Compagnons de la Chanson)
3. Excuse Me Lady (Joe Dassin)
4. Lara's Theme (Les Compagnons de la Chanson)
5. Non C'est Rien/Les Enfants Qui Pleurent (Barbra Streisand)
6. Ray Conniff Plays Mary Poppins
7. Somewhere My Love (Ray Conniff)
8. Volume One (Bonhommet & Tilapin)
9. Volume Two (Bonhommet & Tilapin)
10. Volume Three (Bonhommet & Tilapin)

BEST SELLING L.P.s FROM CBS

1. A Bobino (Les Compagnons de la Chanson)
2. Ray Conniff's Marvelous
3. Please Love Me (Caravelli)
4. Greatest Hits (Frankie Lane)
5. My Fair Lady (Soundtrack)

CBS LP's (Con't)

6. Somewhere My Love (Ray Conniff and Singers)
7. West Side Story (Soundtrack)
8. We Shall Overcome (Pete Seeger)
9. World of Hits (Ray Conniff)
10. Vive la Rose (Guy Beart)

BEST SELLING SINGLES FROM S.A. GRAMOPHONE

1. Ces Mots Stupides (Sacha Distel and Joanna Shimkus)
2. Ballade en Novembre (Anne Vanderlove)
3. Et Apres et Fille Sauvage (Richard Anthony)
4. Edelweiss (Vince Hill)
5. Evelynne (Georges Chelon)
6. High Time/I've Been A Bad Bad Boy (Paul Jones)
7. In The Country/It's All Over (Cliff Richard)
8. Inch Allah (Adamo)
9. L'Important C'est la Rose (Gilbert Becaud)
10. Mijn Lied Voor Jou (This Is My Song) (Lize Marke)
11. No Milk Today/There's A Kind of Hush (Herman's Hermits)
12. My Friend Jack (The Smoke)
13. On A Course! (The Hollies)
14. Penny Lane (The Beatles)
15. Sunday for Tea (Peter and Gordon)
16. Sock It To Me Baby (Mitch Ryder)
17. J'ai Peur, Jamais Deux Sans Trois (Enrico Macias)
18. Western Union (The Five Americans)

(Continued on next page)
Cash Box—July 8, 1967

ANVERS RADIO

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 Managing director: Camille Saye.
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BELGIUM'S BEST SELLERS—THE PAST 12 MONTHS

(Continued from preceding page)

BEST SELLING L.Ps FROM S.A. GRAMOPHONE

1. Surtout le Recital Adamo a l'Olympia '67 (Adamo)
2. Le Recital "Toon" (Toon Hermans)

BEST SELLING SINGLES FROM FONIOR

1. Cherie (Eddy Wally)
2. Dans je de Hele Nacht Met Mij (Karin Kent)
3. Dommage Dommage (Engelbert Humperdinck)
4. Green Green Grass of Home (Tom Jones)
5. Je Te Donne Mon Coeur (Claude Sylva)
6. Lana (Roy Orbison)
7. Lady Jane (The Rolling Stones)
8. Mama (Dave Berry)
9. Paint It Black (The Rolling Stones)
10. The Pied Piper (Crispian St. Peter)

BEST SELLING E.Ps FROM FONIOR

1. As Tears Go By (The Rolling Stones) ...
2. Theo En Zijn Auto (Theo Van Den Bosch)
3. Thunderball (Tom Jones)
4. The Strangerstinnen (The Strangers)
5. Un Pen de Poivre Un Peu Desel (Tonia)

BEST SELLING L.Ps FROM FONIOR

1. Aftermath (The Rolling Stones)
2. Grije Haren (Bobbelaan Schoepen)
3. Going Places (Herb Alpert)
4. Les Disque a La Carte (Lilly Vincent)
5. Souviens-Toi (Lilly Vincent)
6. The Strangers 1 & 2 (The Strangers)
7. 15 Jaar Strangers (The Strangers)
8. Whipped Cream (Herb Alpert)
9. What Now My Love (Herb Alpert)
10. TV Truut (The Strangers)

BEST SELLING SINGLES FROM VOGUE S.A.

1. Dandy (The Kinks)
2. C'est Ma Chanson (This Is My Song) (Petula Clark)
3. Kilimandjaro (Pascal Danel)
4. Les Elucubrations d'Antoine (Antoine)
5. La Maison Ou J'ai Grandi (Francoise Hardy)

VOGUE (Con't)

6. Les Play-Boys (Jacques Dutronc)
7. Puppet On A String (Sandie Shaw)
8. Strangers In The Night (Frank Sinatra)
9. Somethin' Stupid (Frank and Nancy Sinatra)
10. Ne Jouez Pas Au Soldats (Les Sunlight)

BEST SELLING E.Ps FROM VOGUE S.A.

1. C'est Ma Chanson (Petula Clark)
2. Les Play-Boys (Jacques Dutronc)
3. Les Elucubrations D'Antoine (Antoine)
4. La Maison Ou J'ai Grandi (Francois Hardy)
5. Les Jolies Colonies de Vacances (Pierre Perret)
6. Ne Jouez Pas Aux Soldats (Les Sunlight)
7. Robin Des Bois (Jean Claude Darnal)
8. Strangers In The Night (Frank Sinatra)
9. Un Homme et Une Femme (Pierre Barouh et Nicole Croisille)
10. These Boots Are Made for Walking (Nancy Sinatra)

BEST SELLING L.Ps FROM VOGUE

1. C'est Ma Chanson (Petula Clark)
2. Kyrieleys (The Bob Boon Singers)
3. La Maison Ou J'ai Grandi (Francois Hardy)
4. Le Disque D'or de Sidney Bechet
5. Next Summer (Roger Mores)
6. Strangers In The Night (Frank Sinatra)
7. That's Life (Frank Sinatra)
8. These Boots Are Made for Walking (Nancy Sinatra)
9. Toccata et Fugues de Jes Bach (Michael Schneider aux Grandes Orgues)
10. Une Homme et Une Femme (Pierre Barouh & Nicole Croisille)

BEST SELLING SINGLES FROM PALETTE

1. Arriverderci Maria (Will Tura)
2. Already Mine (The Klan)
3. De Zigeuner (Will Tura)
4. El Bandido—De Fanfare (Will Tura)
5. Guantanamera (Digno Garcia)
6. Holliday—The Kid (Andre Brasseur)
7. La Poupée Qui Fait Non (Michel Polnareff)
8. L'Amour Avec Toi (Michel Polnareff)
9. Puppet On A String (Teddly Mertens)
10. Ta Ta Ta (Michel Polnareff)

(Continued on next page)

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BELGIUM'S BEST SELLERS—THE PAST 12 MONTHS

(Continued from preceding page)

BEST SELLING E.B.'S FROM PALETTE

1. Arriverderci Maria (Will Tura)
2. Ballade On the Beach (Andre Brasseur)
3. El Bandido (Will Tura)
4. C'est Parti Mon Kiki (Kiki)
5. De Zigeuner (Will Tura)
6. Guantanamo (Digno Garcia)
7. Love Me Please Love Me (Michel Polnareff)
8. La Poupee qui fait non (Michel Polnareff)
9. Sous quelle etoille suit-je ne? (Michel Polnareff)
10. Ta Ta Ta (Michel Polnareff)

BEST SELLING L.Ps FROM PALETTE

1. Early Bird (Andre Brasseur)
2. Guantanamo (Digno Garcia)
3. Medley Moods—Made in France (Jo Heyne & Eddy Green)
4. Multi Organ Sound (Andre Brassuer)
5. Michel Polnareff
6. Kreuder Spielt Peter Kreuder (Peter Kreuder)
7. Will Tura Hits (Will Tura)
8. Will Tura No. 3 (Will Tura)
9. Tura Toppers No. 4 (Will Tura)
10. Uit Het Hart (Will Tura)

BEST SELLING SINGLES FROM ARTONE

1. Bernadette (The Four Tops)
2. Friday On My Mind (The Easybeats)
3. Lara's Theme (Garry Sherman)
4. Reach Out I'll Be There (The Four Tops)
5. Sunshine Superman (Donovan)
6. Standing In the Shadow Of Love (The Four Tops)
7. Summertime (Billy Stewart)
8. Who'll Be The One (The Easybeats)
9. You Keep Me Hangin' On (The Supremes)
10. Yellow Mellow (Donovan)

BEST SELLING E.Ps FROM ARTONE

1. Bonne Chance mon Garcon (Michel Delpech)
2. Epistle To Dippy (Donovan)
3. Le Sous-marin Vert (Andre Verchuren)
4. Le Chant des Clochettes (Andre Verchuren)
5. Mon Amour, Mon Ami (Marie Laforet)
6. Manchester & Liverpool (Marie Laforet)
7. Prends ta Guitare (Michel Fugain)
8. Sunshine Superman (Donovan)
9. Inventaire 66 (Michel Delpech)
10. Tete de Turc (Michel Delpech)

BEST SELLING L.Ps FROM ARTONE

1. Asterix Le Gaulois For Children (In French)
2. Asterix et la Serpe D'or For Children (In French)
3. A Go Go (The Supremes)
4. Le Petit Prince Literature (In French)
5. Live (The Four Tops)

ARTONE (Con't)

6. La Chanson de Lara (Andre Verchuren)
7. Les Porte-Cles (Andre Verchuren)
8. Peter en de Wolf For Children (In Dutch)
9. Road Runner (Junior Walker)
10. Sunshine Superman (Donovan)

BEST SELLING SINGLES FROM POLYDOR

1. Abschied Vom Meer (Freddy)
2. Du Bist Nicht Allein (Roy Black)
3. Ganz in Weiss (Roy Black)
4. Leg Dein Hertz (Roy Black)
5. Gut Night My Love (Roy Black)
6. Il Silenzio (H. Schachtner)
7. Rot Ist Der Wein (Ivo Robic)
8. 5000 Miles Von Zuhause (Freddy)
9. Tief in Deinen Augen (Rene Carol)
10. Wolly Bully (Sam The Sham & The Pharos)

BEST SELLING E.Ps FROM POLYDOR

1. Daydream (The Lovin' Spoonful)
2. Costa Brava (Compagnons de la Chanson)
3. La Chanson de Lara (Soundtrack)
4. Le Mexicain (Marcel Amont)
5. Paloma (Freddy)
6. Pax Hominibus (John William)
7. Ring Dang Doo (Sam The Sham & The Pharos)
8. Unsere Sonntagkonzert
9. Wolly Bully (Sam The Sham & The Pharos)
10. La Chanson de Lara (John William)

BEST SELLING L.Ps FROM POLYDOR

1. Bert Kaempfert Bestseller (Bert Kaempfert)
2. An Der Sconen Blauen Donau (Kaiserwalzer)
3. Blue Midnight
4. Heut' Spielt Der Strauss (Helmut Zacharias)
5. Freddy Auf Hoher See (Freddy)
6. Hammon A GoGo
7. Pax Hominibus e.o. (John William)
8. Poppourris der schonsten Melodien (Berliner Luft)
9. Strangers In the Night (Bert Kaempfert)
10. Seine Grosse Erfolge (Freddy)

BEST SELLING SINGLES FROM CANDLE RECORDS

1. Darling (Serge)
2. Camarera De Mi Amor (Alberto Cortez)
3. Het Mini Rokje (Tony Corsari)
4. Het Leven is een Hitparade (Jan Theys)
5. Oh Oh What A Kiss (Micky Day)
6. Oh I Love You (Micky Day)

BEST SELLING L.Ps FROM CANDLE

1. De Zandvoortse Vissertjes
2. Kees Pruis
3. Willy Derby
4. We Vliegen er In

(Continued on page 106)

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HOLLAND — THE PAST 12 MONTHS

Phonogram told Cash Box that its management was happy to report a steadily growing turnover in Musicassettes. Among new labels in the Phonogram catalogue over the past year are Deram and President. With both popular labels considerable successes were booked on the Dutch record-market. All other labels showed top-sales during the intensive winter and spring selling-campaigns and the general market-position has been improved again. The introduction of the classical "Grandioso" LP-series (Fontana) and "Boutique de Musique" (Philips), stereo mostly, had remarkable sales results. These series do not only include re-releases of earlier best sellers, but also a great number of new and even exclusive productions. Phonogram maintains a strong and consistent policy in the production of home-talents. Excellent figures resulted from the Beat and Cabaret genres again. (Golden Records for Wim Sonneveld on Philips and Boudewijn de Groot on Decca, while a half dozen of other artists in these fields, recorded after July 1966, are approaching the Golden Figure.)

In Dutch beat-music a change is taking place to preferences for Rhythm & Blues, on the analogy of the American and English examples. Lyrics in the English language seem to be preferred; however, also Dutch lyrics of beat-songs on singles and LPs reached impressive turnover-figures. Growing acknowledgment is shown from abroad for the merits of Dutch popular musical talents. Some Dutch artists have found recognition in very "difficult" countries like France and England. In England: Boudewijn de Groot ("Land of Rainbow's End" a hit-parade climber) and Coby + Blizzards, Holland's best r & b group. In America: The R-d-ys. In France: Liesbeth List and Ramses Shaffy. Miss List was also to come to LP-cooperation with the Greek composer Theodorakis, a plan which was detained because of political circumstances. Originals by Ramses Shaffy were translated into the French and a chanson entitled "Tou-tankhamon" was composed by Shaffy in Paris and released by S.P.P. as feature-chanson on EP. In the classical field the tremendous success of the Concertgebouw Orchestra (Bernard Haitink conducting) touring the USA and Canada, ending in Montreal at the Holland Day, May 18th, was a regular triumph for musical life in Holland. It is interesting to mention that the Bruckner-project by Holland's leading orchestra is nearing its completion. An attempt to enlarge the turnover in the Jazz-field (US material) was fully honored by means of releases in lesser expensive LPs in attractive presentations. Contacts with Dutch dealers (1100) and the Dutch press were consolidated firmly and the influences were deepened and widened. Various publicity-stunts and dealer-service activities resulted in excellent

sales. Phonogram's share in the TV and radio-world (general promotion and personal appearances) increased considerably. Also the cooperation with theatre-bureaus, agents and publishers was very satisfying.

For Bovema the second half of 1966 was highly dominated by ample preparations for the new repertoires in the new season and, of course by the celebration of a double anniversary: 20 years of Bovema in the Dutch record industry, founded by its President Gerry Oord, who himself, took a look back at 35 successful years of perseverance, commercial spirit and craftsmanship. Altogether an important milestone, the impact of which has made itself felt since many years in the Benelux-area. An almost endless stream of guests—many from abroad—attended the festivities on 19th September at the Amsterdam-Hilton Hotel. Almost at the same time Bovema hit the market with 9 series of 12" albums, featuring each a particular kind of music (such as "beat," folklore, chansons, entertainment also), the whole package covering a total of more than 70 LP-records, the promotion of which ran off with a nation-wide string of sales meetings with dealers. The company took its usual share in Hit parade-items, among them The Beatles' "Yellow Submarine" and a breakthrough for such young coming men as Chris Farlowe, Twice as Much and Paul Jones. Bovema was also traditionally represented in October's Grand Galas du Disque, this time with the Peanuts, Georgie Fame and Richard Anthony, while 3 classical albums were awarded Edisons. Big names like Sinatra, the Beatles and The Beach Boys were blown up even more commercially by either TV-films or special releases (Pet Sounds). In November '66 a couple of young Dutch artists were introduced to the local press: The Cats, Patricia, John Lamers and Dimitri van Teren. From these, the Cats had one of their first hit singles released through EMI in Great Britain, while Patricia will join the Dutch vocal-team for The Knokke-Festival this summer. The biggest stunt in December was HMV's release of a new magnificent Gré Brouwensteyn album with operatic arias on the occasion of the singer's concert-visit to the USSR. HMV/Angel's Klemperer-recording of Mahler's "Song of the Earth" hit the local classical market in January '67. Bovema promoted sales by extensive advertising campaigns in the country's leading magazines.

Capitol launched a special Buck Owens-month in April, while Columbia released a new Benedetto Marcello-album early this year. April was also dedicated stereo-month. A country-wide sales campaign was developed, featuring 60 of the company's most prominent stereo-albums. Columbia-Holland recorded and released initial albums by "Syntagma Musicum" (a Dutch ensemble specializing

in ancient music from the Middle Ages) and "The Robber's Symphony," the latter project being a highlight on Dutch TV during Easter. Both c&w- and r&b-material have been collected into a series of singles, subtitled "Country Giants" and "Soul Supply." In May 1967 Gerry Oord and EMI's Bill Stanford finished ample negotiations resulting in EMI's official take-over of the majority of Bovema-shares. Both companies are cheering this development, which will strengthen and increase their mutual activities in the European Common Market. Bovema removed its record stores and forwarding depts. to a new larger place in Heemstede not far from its headquarters, and also worked out a rather unique collaboration with another Dutch record company N.V. Negram-Haarlem, thus economizing the storage, bookkeeping and supplies of records. The first half of 1967 there have been regular TV-gigs for Bovema-artists: among them were Adamo, Vera Lynn, Twice as Much, The Pink Floyd, Vic Dana, Fran Jeffries, P. P. Arnold and Jeff Beck. Very recently Gramophonehouse launched 9 beat albums and Bovema is sure to do big business with the sensational new Beatles-album "Sgt. Pepper's Lonely Hearts Club Band."

Over the last year the total sales of Negram-Delta went up with more than 45%. This because of their still expanding LP market; the sales of the marvelous Eurodisc operetta records and their fabulous position in the local charts. No wonder that the management of Negram-Delta is very satisfied with the tremendous successful season of 1966/67. July '66 The Kinks made it big with "Dedicated Follower of Fashion." Frank Sinatra had his greatest hit ever, "Strangers In The Night," and the Dutch Motions were very successful with "My Love Is Growing," later in '66 covered by the Walker Brothers. The same month David Garrick entered the Dutch charts for the first time with "Lady Jane." Since then he has not been out of the charts for one single week. "Lady Jane" was followed by "Mrs. Applebee," "I Found A Love" and "A Certain Misunderstanding." Udo Jürgens scored a hit in July with "Merci Cherie" his third and winning entry to the Eurovision Songfestival.

In August '66, the first record by the TeeSet caused a sensation in the nation. A track of the LP "Emotion"

was released as a single and reached the top 5: "Don't You Leave." Since then all TeeSet singles became hits. In September '66 Negram-Delta took over the Roulette-label and gained two hits at the same moment with "Hanky Panky" and "Say I Am" by Tommy James & the Shondells. Sales of Roulette LP's have been very satisfying. Also in September Negram-Delta introduced the Elektra label to the Dutch market. Albums by Tom Paxton, Marc Spoelstra, Judy Collins and others have been very successful. Sales of the LP's by the Doors, Love and Paul Butterfield Blues Band, however, surprised everybody. The press is raving about those three groups. Negram is still continuing a special promotion campaign and expects to gain even better results of these artists in the second half of '67. October '66, Robert Stolz was received as a special guest at the Grand Gala Du Disque 1966 and was honored for his musical merits. Also in October, Negram-Delta released the new Kinks album "Face To Face." Although "Sunny Afternoon" was still in the charts and their budget LP "Well Respected Kinks" was a chart buster, Negram released one of the tracks, "Dandy," as a single. The Kinks version as well as a version by Clinton Ford made the top ten. Later on in the season the Kinks made it big with "Dead End Street," "Mr. Pleasant" and "Waterloo Sunset." In October N.C.R.V.-TV screened "A Man And His Music," dedicated to the one and only Frank Sinatra. Of the other Reprise and Warner Brothers artists especially Dean Martin could be seen quite regularly on TV. Reprise and Warner Brothers are two of Negrams most important LP labels; albums by Nancy and Frank Sinatra, Sammy Davis, Peter, Paul & Mary, and The Everly Brothers sold even better than singles. November '66, The Motions had their greatest hit since "Wasted Words," a revival of the Motown-evergreen "It's The Same Old Song." At that time the second album by the Motions was still one of the best-selling LP's in the nation. Later in this season the Motions scored a hit with "I Want You, I Need You" while Rudy Bennett hit the charts twice with his records "How Can We Hang On To A Dream" and "Amy." In December '66 Negram-Delta concentrated more on selling successful (Continued on page 108)

BELGIUM'S BEST SELLERS—THE PAST 12 MONTHS

(Continued from page M-607)

BEST SELLING SINGLES FROM INELCO

1. Blue River (Elvis Presley)
2. Distant Drums (Jim Reeves)
3. If Every Day Was Like Christmas (Elvis Presley)
4. I Saw Her Again (The Mamas & Papas)
5. Love Letters (Elvis Presley)
6. Monday Monday (The Mamas & Papas)
7. Spinout (Elvis Presley)
8. Torna A Sorrento (The Chakachas)
9. The Last Train To Clarksville (The Monkees)
10. We Shall Overcome (Joan Baez)

BEST SELLING E.P.s FROM INELCO

1. Ave Maria (Mario Lanza)
2. Adios Amigo (Jim Reeves)
3. L'Air qui Balance (Sylvie Vartan)
4. Les Guinguettes (Alan Barriere)
5. Night Rider (Elvis Presley)
6. Mr. John B (Sylvie Vartan)
7. Pourquoi (Le Double Cinq)
8. Sound of Music (Julie Andrews)
9. Deux Filles en Moi (Sylvie Vartan)
10. We Shall Overcome (Joan Baez)

BEST SELLING L.P.s FROM INELCO

1. Belafonte's Golden Record (Harry Belafonte)
2. Cocktail Party (Roger Danneels)
3. Elvis For Everyone (Elvis Presley)
4. Frankie and Johnny (Elvis Presley)
5. Farewell Angelina (Joan Baez)
6. Glenn Miller Story (Glenn Miller & His Orchestra)
7. Joan Baez No. 5 (Joan Baez)
8. Jeannette MacDonal & Nelson Eddy
9. Martine Bijl (Martine Bijl)
10. Sp'out (Elvis Presley)
11. The Sound of Music (Julie Andrews)
12. You Do Something To Me (Mario Lanza)

BEST SELLING SINGLES FROM POLYGRAM

1. A Worried Man (Ferre Grignard)
2. Car . . . tout le monde a Besoin d'Amour (Claude Francois)
3. Give It To Me (The Troggs)
4. Ik Geelof (Jimmy Frey)
5. Ik Weet Het Wel (Jimmy Frey)

6. Ha Ha Said The Clown (Manfred Mann)
7. Hey Joe (Johnny Hallyday)
8. Qu'est ce que tu Deviens (Claude Francois)
9. Touch Me (Dave Dee, Dozy, Beaky, Mick & Tich)
10. This Is My Song (Harry Secombe)

BEST SELLING E.P.s FROM POLYGRAM

1. Give It To Me (The Troggs)
2. Hey Joe (Johnny Hallyday)
3. J'ai Trop de Peine (Herve Vilard)
4. La Famille (Sheila)
5. Leoise (Robert Cogoi)
6. La Petite (France Gall)
7. Nest ce pas Etrange (Claude Francois)
8. Signe Alouette (TV Soundtrack)
9. Tr . . . Partir ou tu Voudras (Annie Philips)
10. Winchester Cathedral (Claude Francois)

BEST SELLING L.P.s FROM POLYGRAM

1. Aventures D'Estherix
2. Claude Francois
3. Dance With Dave Dee, Dozy, Beaky, Mick & Tich
4. Ferre Grignard
5. Georges Brassens No. 9
6. Johnny Hallyday
7. Les Demeiselles de Rochefort
8. The Troggs
9. Wannes Van de Velde No. 1 and No. 2

BEST SELLING SINGLES FROM DISCOBEL

1. Avez-vous Vu Mirza (Non Ferrer)
2. Heb Je De Sleutel v.d. Juke Box Gezien? (Cocktail Trio Imperial)
3. Ik Bewonder Jou (John Lamers)
4. Ik Heb Me Weer Vergist (Bob Smit)
5. I'm Gone (Red Sheldon)
6. Shotgun Wedding (Roy C.)
7. Shapes of Things (The Yardbirds)
8. Teddy Bear (Peggy Vander Bught)
9. That's Nice (Neil Christian)
10. Venex donc Dhez Moi (Harry Dungen)

BEST SELLING L.P.s FROM DISCOBEL

1. Der Vogelhandler (R. Schock)
2. Land des Lachels (R. Schock)
3. Rocking Tenor Sax (Eddie Chamblee)
4. Twisting Tenor Sax (Gene Ammons)
5. Wiener G'schichten (Peter Alexander)
6. Wleter Folge (Paul Lincke)

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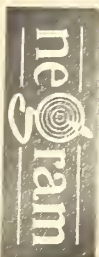
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hans kellerman



HOLLAND—The Past 12 Months

(Continued from page 106)

records than on new releases, this because of the Santa Claus (Dec. 5) and Xmas season. Best selling records this month were the albums by Robert Stolz, Margitt Schramm and Rudolf Schock; albums by Dean Martin; "The Very Best Of The Everly Brothers" and the budget LP's in the Marble Arch series; records by Petula Clark, Jacques Dutronc and of course the Kinks.

Early '67, Negram introduced Jimmy James and Geno Washington to the Dutch market. An LP by Sammy Davis and Laurinda Almeida was released as well as an album by the very successful French pop singer Jacques Dutronc on Vogue. Special promotion campaigns were being held for Baccarolo and Marble Arch records. Jacques Dutronc entered for the third time the top 40 with "Les Cactus" and two LP's were released by the Paul Butterfield Blues Band. Petula Clark reached the number one position on the Dutch charts in March '67 and stayed there with "This Is My Song" for almost two months. Robert Stolz, Rudolf Schock and Margitt Schramm toured this month in the Netherlands. The tour was very successful and stimulated the sales of the beautiful Eurodisc operetta records quite a lot. Sandie Shaw reached the top of the charts in April with the winning song of the Eurovision Song Festival, "Puppet On A String." Due to TV and live performances, the record has been in the top ten for three months, five weeks at nr. 1!!!! Important LP releases this month were an album by the most famous Dutch brass band The Amsterdam Politie Kapel and "That's All," a new double LP by Sammy Davis. Peter Alexander's single "Spanisch War Die Nacht" did not reach the charts, but sales were higher than those of many hits. Sammy Davis visited the Netherlands in May for a live-show, broadcasted directly by A.V.R.O.-TV. This month was Negram-Delta's most successful month, up to date, in the popular field; company had eleven hits on hand, of which four in the top ten, six in the top 20. The management of Negram-Delta, Mr. Hans I. Killerman and Mr. Robert Oeges are proud of the results reached in the season 66/67 and will try to make the season 67/68 even better. In August Negram-Delta are moving into the new offices, where the circumstances are very good for the best possible results.

During 1966 the Atlantic label was put up in the house of Polydor. Since then much attention has been paid to this label. The biggest hit of 1966 "Little Man" (Sonny and Cher) was released under it. Besides, the growing interest in R and B put "Atlantic" in the news regularly (Wilson Pickett, Otis Redding a.o.). From Polydor England with Jimi Hendrix quickly gained an obviously fixed place in the hit-parade. From time to time two numbers are among the top 40 and his LP, which has just been released, reaches big sales. There seems to be

no end to the sales of records with the Bee Gees. This group has several numbers in the top 40. An LP is on the way. Polydor Germany came on the market with a large number of new records from the Kaempfert and Last repertory, all of which were received enthusiastically by thousands of buyers. Furthermore there were Roy Blacks' hit successes, which keep their place on the hitparade, particularly in the Southern part of Holland. His new LP is much in demand. The MGM label, represented by Polydor, released among others the famous LP Dr. Schivago, one of the top selling LP's in Holland. The single from this LP regularly appeared on the top 40 list. Verve—also represented by Polydor—made some brilliant LP's with Astrud Gilberto, Stan Getz, Oscar Peterson and others, all quickly gaining their place in the market. Record sales were reached on the Kama Sutra label with "The Lovin' Spoonful," first class hitmakers, now also with a new LP. Holland's fast-growing record company also developed their own great activities in recording. Several hits were created with beat groups such as the Golden Earrings and The Shoes. The Golden Earrings were also released in America.

In Polydor's famous special series a great number of new Dutch productions appeared, which all became top-sellers. Dutch Singer number one: Corrie Brokken, signed a contract with Polydor; her productions have a great future before them, especially in Germany, where she is going to produce a number of TV shows for the next season. Jacco van Renesse made his first recording and singer Bojoura soon saw her first record among the top 40. In the classical sector great successes were scored thanks to one of the world's best labels for classical music: D.G.G. Thousands of albums were sold after a strong subscription-campaign in 1966. The well-introduced DGG "stable" was distributed over a broad front and reached the best sales-figures ever gained. Polydor Nederland in time adapted her organization to this fast growth, reorganized, enlarged its facilities and is ready for the coming season to be and to remain: one of Holland's fastest growing record companies.

For Inelco season '66/'67 started with signing the contract for the Dutch Record Club. Mama's and Papa's hit the top in Holland with "Monday Monday" in July '66. Elvis Presley was again on the hitparade with his "Love Letters" and Jim Reeves' "Distant Drums" was a best-seller in the Netherlands. Inelco signed the contract for the Dutch version of "Fiddler On The Roof," titled "Anatevka." Rita Pavone again was in Holland August '66 on the television screen and also The Peter Nero Show from the Amsterdam Carré theatre. The Hunters "bombed" with their "political song": "The Russian Spy And I." Peter Serkin performed with the Concert Gebouw Orchestra and he made the audience

very enthusiastic with his piano-playing. Jazz Star Series was a big success and it was the beginning of the "revival of Jazz". The title "With God On Our Side" of Joan Baez, the strongest title from her last television show is (now on EP) also a big success. Inelco started the Monkees' publicity campaign in September, and also the "Al Hirt Grand Gala Bomber Campaign" started same month. Inelco started its own Publishing Company by the name of Universal Songs by contracting Wim Landman, one of our national publishing specialists, October '66 was Inelco's month for the Monkees . . . Monkees' Sensation in Holland! One of the stars on the popular Grand Gala was without any doubt: Al "He Is The King" Hirt and his band. One of the stars of The Grand Gala Classique '66: Van Cliburn. "Lucia Di Lammermoor" with Anna Moffo and Carlo Bergonzi in the leadin' roles, has got the best critics of the year.

"The Sound Of Music" got an Edison-award popular and "Othello" with Sir Laurence Olivier a classical Edison. Inelco released the Santa Claus and Christmas LP of the winning Dutch "Familie von Trapp": Familie Kortekaas. Enormous reactions on the release of "L'Enfance du Christ", the first Christmas Oratorio in the low price series. November was Inelco's Monkee-LP-Month pre-eminently! Also long expected: "Il Barbiere di Siviglia" conducted by popular Erich Leinsdorf came on the Dutch market. Mama's and Papa's scored again with "Look Through My Window". Jim Reeves was Inelco's "best-selling artist" of the Santa Claus sales in Holland. Fats Waller was growing much more popular in Holland and even beatbands started playing old songs and special contests were held. Monkees' "I'm A Believer" jumped into the Top Ten. Sylvie Vartan was on television on her visit in Holland and she sang a Dutch title: "Ballade voor een Glimlach." "Anatevka" (Fiddler On The Roof) started their "Victory Tour" in the theatres and on the RCA Victor label. The Country Clarinet of mister "Pee Wee Spitelera" received very fine critics. "The Sound Of Music" was the best sold LP of 1966, Jim Reeves the best bought artist of 1966, and The Monkees were the biggest sensation of 1966!!!!!!

In January of this year Inelco started its "Local Record Production Company" with several free lance producers and a new label: "Tania." Again Mama's and Papa's attention for their: "Words Of Love." Elvis' Golden records were received with big enthusiasm and an Elvis Day was organized in Amersfoort. In January, Mr. Leinsdorf visited Amsterdam. Piet Beishuizen, Director of the C.C.G.C. and Pierre Dam, Inelco's publicity manager, handed the classical Edison Award to Sir Laurence Olivier in London. The Inelco staff went to Hamburg in February to have the half yearly meeting with the other companies. New Elvis hit: "Indescribably Blue"; "Yours Sincerely" of the late Jim Reeves was the most requested record for collectors. All the Dutch "Anatevka-Artists" received a record out of the hands of mgr. Wim Brandsteder. Malcolm Frager was in Amsterdam; also Richard Lewenthal. "Relaxing with the Ad Vanderhood Quartet" was a soft swing local production and requested by all the other companies too. Mr. Friedberg, director of the Amadeo Company, visited Inelco in March. This was also the month of the birth of a very good English group: "The Frugal Sound." A big "Old Jazz Press Conference" in March was the beginning of a number of old jazz festivities and RCA was the organizer. March 7 will be the "Jazzday" in the future.

Mama's and Papa's were here again with "Dedicated To The One I Love." Leonard Pennario in Holland; also Charles Münch. Monkees had another smash hit with their "Little Bit Me A Little Bit You." Artur Rubinstein was on tour in Holland in April. Inelco released the sensational LP: "Mama's and Papa's Deliver". Conny Vink, Inelco's trump for the coming Knokke-Song-Festival, released her

hit: "Bossa Nova Boy". Inelco released "Toscanini In Memoriam" with a special small in-memoriam-campaign. On television were four Nashville Shows: Jim Reeves, Chet Atkins, Bobby Bare, a.o. Simon Carmiggelt, our national "Small-joke-tales-specialist", was contracted for the RCA-label. "Lucrezia Borgia" in a three-record-album was released in April. Joan Baez on television in May. Country and Western is "future music" and that's why Inelco is preparing big campaigns for the promotion of this music in Holland, also for Jazz and Victrols. Inelco prepares its "10th year anniversary." In May Mr. Wim Brandsteder went on business-trip to the States and Canada. He got "The Golden Record" for the "Sound Of Music" LP.

CBS Gramofoonplaten Holland started 1967 with an extensive local production; the new set-up is headed by producer Cees de Man and involved a scheme of new material which so far proved to be a huge success in the low countries as well as abroad.

One of the most important releases of last season has been the second album by The Kilima Hawaiians, entitled "Moonlight Over Hawaii". No doubt The Kilima Hawaiians by now have reached an almost world-wide audience with their first CBS album "Farewell Hawaii." Albums have been issued in U.S., Japan, Mexico, Great Britain, Australia, Israel, most European countries and many others. Albums by Trio Antoine Mommers and Die Harmonika Paraders with Accordion music and Tonny Eyk's Bar Quartet's "Hey Mr. Hammond" still are very successful and sales are increasing in Belgium, Germany, Austria and Switzerland, not to mention Holland. The first CBS Barrel-organ Album, entitled "International Melodies" by the Bruderorgelwaldkirch, including selections from "Mary Poppins", LP-recording, entitled "Caribbe Souvenirs" (The Sound Of The West-Indies), and an album by The "Snuffy" King Trio, entitled "Wack Wack" and many other albums to come, were made for the international market in the first place. New CBS groups, such as The Stax with "Gone Gone Gone", the fourth single by popular group Les Cruches: "Will You Always Love Me"/"Mum and Dad", Sweet Nothing and The Blues Group Five proved to be quite successful on the local market. Especially J. B. Euson, who made quite some noise with his tremendous first CBS single "Amen" c/w "Where Can My Lover Be" is one of the artists, whom CBS is proud to have on its label. CBS' most promising British group of last season were The Tremeloes, who rapidly made the charts with their second single "Silence Is Golden," after their first success "Here Comes My Baby." No doubt their first album, entitled "Here Comes The Tremeloes" will become a blockbuster on the local market. Ray Conniff and the Singers' "Somewhere My Love," as well as their album with the same title still is one of the best-selling singles and albums in Holland. Other artists who made quite an impact on the local market were: The Byrds ("My Back Pages" and album "Younger Than Yesterday"), the French Orchestra of Caravelli, Gene Pitney, Andy Williams' "Music To Watch Girls By" and Bob Dylan.

During the '66-'67 season Artone and its subsidiary Funkler Records managed to further expand their activities in the Benelux as well as in the international markets. Many new artists, both in the pop and the classical fields, were signed for recordings released in the company's international catalogue, which now boasts such bestselling items as the packages by The Reunion Jazz Band, The New Orleans Syncopators, Los Tenientes, Piano team Martin Gale & Cor Coles and Willy Schobben, who scored locally with "Somewhere, My Love." Artone's locally produced classical line continued to receive rave reviews for newly recorded LP's such as the highly successful first volume of Handel's Organ Works as performed by renowned Albert de Klerk. Artone as distributor for ABC Records scored

(Continued on page 110)

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Telex: 41051 Argram
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Sales Director: John J. Vis
Labels: United Artists, Tamla-Motown, Chess, ABC, Epic, Prestige (U.S.A.), Festival (France), Palette (Belgium), Ricordi (Italy), Bärenreiter (Germany)

BARCLAY NEDERLAND N.V.
Singel 104
Amsterdam
Tel.: 234361
Telex: 13013
Managing Director: B. R. Maessen
Labels: Barclay, Riviera, Erato
Distributors of: 20th Century Fox, Jubilee, Josie, B. T. Puppy Valliant, Ashley, Bud-dah, Transatlantic, Rigolo, RiFi, Tempo (Sp), Saba

BASART GRAMMOFOONPLATENMAAT-SCHAPPIJ N.V.
Houtmankade 20
Amsterdam
Tel.: 63209—222192—241260
Managing Director: F. Basart
Labels: Whamm, Europhon, Vox, Turnabout, Pelca, Da Camera, Camerata, Christophorus, Amalthea, President, Folkways, Stibbe, Durium, Disc, Français
Distributors of: Super Majestic, Sprint

BOVEMA VERKOOPMAATSCHAPPIJ N.V.
Bronsteeweg 49
Heemstede
Tel.: 80750
Telex: 41257
President: G. M. Oord
Labels: Columbia, Capitol, His Master's Voice, Imperial, Liberty, Pathé, Stateside, Parlophone, Odeon, Monument, Immediate, Ember, Gloria, Regal, Die Volksplatte

CBS GRAMMOFOONPLATEN
(a division of Interphone Industrie N.V.)
Kruisstraat 8-10
Haarlem
Tel.: 17476
Telex: 41051 Argram
Managing Directors: Bill C. Slinger & Casper D. Slinger
Label: CBS

CNR GRAMMOFOONPLATENMAATSCHAP-PIJ N.V.
Gevers Deynootplein 40
(Postbox 5075)
Scheveningen
Tel.: 559500
Managing Director: J. W. van Zeeland
Labels: CNR, Jubilate
Distributors of: Telefunken, Melodia, Cetra, Harmonia Mundi

N.V. DURECO
Beursstraat 21
Amsterdam
Tel.: 242288
Telex: 14409
Managing Director: A. de Reuck
Labels: Omega, Telstar, Te Deum, Metronome, Golden 12, Dureco, Ojee, Cid/Zafiro, Show Records

INELCO HOLLAND N.V.
A. J. Ernststraat 801
Amsterdam
Tel.: 421722
Tel.: 14622
Managing Director: W. Brandsteder
Labels: RCA Victor, RCA Camden, RCA Victrola, Amadeo, Vanguard, Elite-Special

IRAMAC N.V.
Brediusweg 43
Bussum
Tel.: 18285—19546
Managing Director: Willem Duys
Labels: Iramac, Relax
Distributors of: Dover Publications, Wergo, Diskanto, Disco Nederland, Starday, Nashville

B. MUNNIKENDAM
Kromme Waal 18-19
Amsterdam
Tel.: 248994
Managing Director: B. Munnikendam

N.V. NEGRAM-DELTA
Herenweg 101
Heemstede
Tel.: 87350
Managing Directors: Robert Oeges & Hans I. Kellerman
Labels: Delta, Negram, Havoc
Distributors of: Ariola, Eurodisc, Roulette, Vogue, Mode, Elektra, Pye, Marble Arch, Golden Guinea, Piccadilly, Reprise, Warner Bros., Dot, Kapp, Scepter, Wand, Lema, Hansa, Cornet, Hitton, Major Minor, Bounty, Baccarola

N.V. PHONOGRAM
Singel 170-172
Amsterdam
Tel.: 245588
Alb. Perkstraat 35
Hilversum
Tel.: 13455
Telex: Phonogram ASD-12038
Managing Director: J. Haslinghuis
Labels: Philips, Fontana, Mercury, Decca, London, Brunswick
Distributors of: Almo, Challenge, Coliseum, Contemporary, Coral, Fantasy, Good Time Jazz, Hi, Hollywood, Jamie/Guyden, Jazzland, Josie, Jubilee, Mira, Mirwood, Pacific, Parrot, Phillies, Riverside, Smash, Starday, Sue, Sun, Symbol, Tribe, Vee-Jay, White Whale, World Pacific (U.S.A.), Ace Of Clubs, Ace Of Hearts, Argo, Beltona, Caemdon, Deram, L'Oiseau Lyre, Page One, President, Vocalion (England), Star-Club (Germany), etc.

POLYDOR NEDERLAND N.V.
Piet Heinplein 5
Den Haag
Tel.: 634955
Telex: 31481
Managing Director: E. Garretsen
Labels: Deutsche Grammophon Gesellschaft, Archiv, Heliodor, M.G.M., Verve, Atlantic, Command, Belvédère, Kama Sutra, Storyville, Polydor

DUTCH Record Manufacturers

EDITIONS ALTONA
(Palace Music Holland)
(U.A. Music Nederland)
(Kassner-Altona)
Vondelstraat 90
Amsterdam-W
Tel.: 186324
Cables: Altonmusic
Managing Director: Wim van Vught

ANAGON MUSIC PUBLISHERS N.V.
Melody House
Heemsteedse Dreef 287
Heemstede
Tel.: 83654—81445
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The company that dominates the Dutch record market

HOLLAND—The Past 12 Months

(Continued from page 108)

with Tommy Roe's "Sweet Pea" as well as with LP recordings by such prominent artists as Ray Charles and John Coltrane. Funckler's relentless promotion of the Tamla-Motown label thru the years this season resulted in breaking open the local market for Rhythm & Blues, with such artists as Stevie Wonder, The Four Tops, The Supremes, Jr. Walker and Marvin Gaye strongly hitting the charts. Most of these now have already several hits to their credit in Benelux, as much as they continue to be successful. The Chess line offered Billy Stewart's Hit reading of "Summertime", whereas many names from the label's jazz roster received plenty of attention thru the specially designed "I Love Jazz On Chess" series. Further additions to Prestige's unique "Modern Jazz Giants" series scored heavily in the same field.

Donovan's "Sunshine Superman" and "Mellow Yellow", both on single as well as on LP, proved to be blockbusters for the diskery's Epic line. Further cause for satisfaction provided the sales-results to two Glen Miller Orchestra albums released on the same label. Artone's United Artist dept. managed to bring The Easybeats' recording of "Friday On My Mind" in the No. 1 slot of the local charts for several weeks, long before record started climbing in England and the United States. Hits on the Palette label this season included: Michel Polnareff's "La Poupee", "Love Me Please Love Me" and "Ta, Ta, Ta," whereas Digno Garcia's version of "Guantanamo" proved a strong competitor to the original hit recording. Now that Monaural recording appears to be heading into its final stages, Artone successfully completed the switching over to Stereo of the majority of its current releases.

CNR, which already has some stakes in the classical fire with labels

as Harmonia Mundi, Telefunken and Cantate, expects a very great deal from the Russian Melodia-label, which will be introduced with a big publicity campaign in the autumn. The Melodia catalog is considered as one of the most important in the entire world with artists like David Oistrakh, Sviatoslav Richter and Constantin Ivanov, CNR-artist Gert Timmerman got a trophy at the Cannes "Midem" trade fair as the best sold Dutch recording artist of the past year. Same artist gets a 1,000,000 trophy in the fall. One of the most interesting CNR-discoveries of last season was girl singer Reggie v.d. Burgt who scored on the Dutch Hitparade. CNR also expects a lot of new Dutch group "Daddy's Act".

Basart's record department, representing among others the important Italian Durium-label in Holland, reports 200,000 sales of the Nini Rosso-hit "Il Silenzio", thus having the best selling foreign record of all times for this company. Other highlights of the Durium-label were the Nini Rosso album "La Montanara" and "Cuore Matto" by Italy's eternal chartrider Little Tony. Recently Mrs. Mintangian of Durium and Mr. Frans Basart signed the extension of their present agreement. An agreement was reached with the Folkways-label for European releases of their folklore catalog. Activity on local talent includes Dutch topgroup Les Baroques, whose "Such A Cad" and "I Know" have been released in the U.S. and all Europe, and whose latest single "Bottle Party" just entered the charts two weeks after release. Other successful items were Caroline Kaart, whose folksong-album sold 10,000 copies. R&B-talent John "King Size" Russell with "Oh Monah," "One Plus One Makes Two" and his album "Rhythm & Blues," just released; Basart recently introduced talented Israelian singer David, who made his successful debut with "The Oriental

Beat Goes On." About to be released is the Dutch version of "Er Und Ich" by German Hansa-label's most important artist Marion. Latin music in the Basart catalog is represented by Los Aventureros, Aruba-originated group, who recently recorded their first album. Increased activity on the record-field in the near future will help to boost the already established force of the Basart group in the Dutch music industry.

For Iramac 1966/67 season started off with the first big hit of the Outsiders "Lying All The Time," after which same group stayed in the Dutch hit parade one year without any interruption with numbers like "Keep On Trying," "Touch," "Monkey On Your Back" and "Summer Is Here." Iramac's Martine Bijl was one of the sensations of Dutch Knokke-song contest team. In September Iramac organised a dealers-meeting in cooperation with CNR. Famous Chinese bass, Yi-Kwei Sze got an Edison for his Iramac-LP with songs of Tcherenpne and Moussorgsky, and in Paris the "Grand Prix Du Disque Lyrique" for his Iramac-record with songs of Brahms and Moussorgsky. Beat groups Outsiders and Zipps made appearances in Paris during the month of December. Dutch version of "Yellow Submarine" entitled "Jelle Zal Wel Zien" became one of the biggest carnival hits of the year. In February Iramac got the Dutch representation of the American C&W label "Star-day," in March of the label of sacred music "Diskanto" and the German progressive-classical label "Wergo." in April the label "Disco Nederland" with recordings of known and rare organs and in June the Soul Sound-label with recordings of B.B. King, Little Richard, John Lee Hooker, Lowell Fulson, Mary Love and Ike & Tina Turner. In April the first LP of the Outsiders came on the market; in 3 days time 10,000 copies were sold, which was a record for Dutch beat LP's. In May, Chinese bass Yi-Kwei Sze got, for the second time, the "Grand Prix Du Disque Lyrique" for an Iramac-recording and in the same

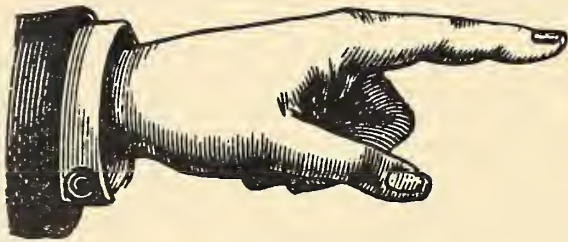
month Dutch group The In-Crowd came under contract with Iramac for their Relax-label. In June the Outsiders got their Golden Record for 100,000-sales.

PUBLISHERS

Holland Music N.V. (Peer-Southern Organization) Amsterdam, had a good season with the top Artists Donovan and Michel Polnareff. Their outstanding Hitparaders, such as: "Mellow Yellow," "Sunshine Superman," "Epistle To Dippe," "Ta Ta Ta Ta," "Love Me, Please Love Me" and "Le Pauv' Guitariste" all made a good show in the charts. And then of course the phenomenal rise to success of the New Vaudeville Band with "Winchester Cathedral," "Peek-A-Boo" and "Finchley Central," Manfred Mann with "Semi-Detached Suburban Mr. Jones" and Peter & Gordon with "Sunday For Tea."

Apart from vast activities with their immense catalogue of standard numbers appearing in the repertoires of all local artists, orchestras, etc. three main objects were vastly intensified by Chappell-Holland. The whole repertoire of Tom Springfield was paid a lot of attention to and was further established (Georgy Girl; Morningtown Ride), the already sensational sales of records and sheet-music of "The Sound of Music" reached its peak in the season 1966-1967, and the glorious triumph of the Dutch stage-version of the musical "Fiddler on the roof," staged in Holland as "Anatevka," now having finished the first series of performances in Amsterdam, and touring the country now. Numerous "Chappell"-copyrights have been recorded as local versions by Dutch talent, culminating in "Something Stupid." Dutch Television presented three big productions of musical works controlled by Chappell-Holland: "Kiss Me Kate," "The Mikado" and "Robber Symphony."

Les Editions Internationales Basart N.V. has been extremely successful (Continued on next page)



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HOLLAND— THE PAST 12 MONTHS

(Continued from preceding page)

this past year. This is most clearly shown by the fact that 31 Basart-controlled copyrights figured among the top-5 of the Dutch charts during this period, of which we name such strong chart riders as "Yesterday," "Sunny," "Stranger In The Night," "No Milk Today" and—more recently—"I Was Kaiser Bill's Batman," "This Is My Song" and this year's Eurovision Contest-winner, "Puppet On A String." The toplists show a regular 15 to 20 songs controlled by Basart and its affiliates each week. Of the all-time Lennon-McCartney hit "Yesterday" eleven cover versions were obtained, a very remarkable achievement in this small territory. Basart almost monopolizes the publishing of Dutch beatwriters, among which there are several highly talented young people, who have been equally successful in other countries. Songs and original recordings by local composers and groups like Les Baroques, The Golden Earrings, The Motions, The Outsiders and The Ro-d-ys have found their way to many countries all over the world. Various important catalog deals were set during this period either for Holland or for Benelux. Basart now represents such important publishers as Jobete Music Co. and the Big 7 Companies. With Deutsche Grammophon Gesellschaft Basart formed the Edition Arena-Holland Company, the Dutch affiliate of Aberbach G.m.b.H. This company handles the original material of Aberbach-Hamburg in Holland and furthermore acts as the publishing department for Polydor-Nederland. From M.U. Artemis, Publishing department of Philips International, Edition Arena-Holland obtained the rights to the Cotillion, East and Pronto catalogs for Holland. This remarkable expansion required important reinforcement of staff personnel, while the firm turned to further mechanization of their operations. Total mechanization is expected to be introduced before the end of this year. Another important move in the expansion program of Basart has been the installation of a Belgian office in Brussels, where Mr. Alain Lelievre heads the exploitation of all Basart's world copyrights and Benelux acquisitions. Agreements were reached with three very important German publishers, which in alphabetical order are Rolf Budde, Dr. Hans Gerig and Peter Meisel, regarding the representation of their interests through jointly owned companies for the Benelux territory. The German market still has a strong influence on the Benelux countries and after the recess caused by the struggle in the German music industry last year, business is picking up fast and good results are to be expected shortly.

Manager Wim van Vught of Altona informed Cash Box about a most successful year for his pubbery and affiliations. In this year the pubbery handled three times as much copyrights as the year before and therefore the internal organization was extended with strong elements as Willy Rex and young Peter Koelwijn in the promotion and A & R-field. Biggest successes were the original Dutch recordings as Boudewijn De Groot with the Number-One title "Welterusten Mr. President" (Sleep Well, Mr. President) and songstress Conny van de Bos with "Ik Ben Gelukkig Zonder Jou" (I'm Happy Without You). Biggest title of the year was the Dutch version on the United Artists copyright "Dance Mamma Dance Pappa" sung by Karin Kent: "Dans je de hele Nacht met mij." Since long years it happened for the first time that a Dutch version became a new Number One in the Dutch charts. Even in Belgium this title obtained the Number-One position. Also a big success was the Dutch version "Als Ik De Golven Aan Het Strand Zie" sung by famous songstress Ria Valk on the Burlington/Herb Alpert title: Surfin' Senor.

(Continued on next page)

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BRUXELLES

HOLLAND'S Gold Records — 1966/67

| Title | Artist(s) | Label |
|---------------------------------|--------------------------|---------------|
| Cherie | Eddy Wally | Telstar |
| Dans Je De Hele Nacht Met Mij | Karin Kent | Decca |
| En Van Je Hoempa! | Johnny Hoes | Telstar |
| Frater Venantius | Wim Sonneveld | Philips |
| Glaasje Op . . . Laat Je Rijden | Sjake Schram | Artone |
| Green Green Grass Of Home | Tom Jones | Decca |
| Het Land Van Maas En Waal | Boudewijn De Groot | Decca |
| Il Silenzio | Nini Rosso | Stibbe/Sprint |
| In Der Mondhelle Nacht | Gert & Hermien Timmerman | CNR |
| Jongens Van 18 Jaar | Zangeres Zonder Naam | Telstar |
| La Danse De Zorba | Trio Hellenique | CNR |
| Little Man | Sonny & Cher | Atlantic |
| No Milk Today | Herman's Hermits | Columbia |
| Outsiders | Outsiders | Relax |
| Release Me | Engelbert Humperdinck | Decca |
| The Sound Of Music | Julie Andrews, etc. | RCA Victor |
| Waarem Heb Jij Me Laten Staan? | De Heikrekeis | Telstar |

HOLLAND—The Past 12 Months

(Continued from preceding page) ita. The strong position in Dutch recordings of Altona was further more emphasized by Top Ten titles as "You're The Victor" by Dutch beat-group Q'65 and "Tjing-A-Ling" by well-known Johnny Lion. Also in foreign titles, Altona had a strong year. With the Kassner catalog they exploited such titles as "Bang Bang" by Sonny & Cher, "Bald Headed Woman" received four local covers, "It is Really Worth Your While" by The Fortunes. Own successful sub-publications were a.o. "Ganz In Weiss" by Roy Black, successfully covered by Hermien Timmermans and "As Tears Go By" by The Rolling Stones. Beginning of the year 1967 brought Altona a lot of Number-One Titles: "Friday On My Mind"—The Easybeats (U.A. Music); "Green Green Grass Of Home" (Palace Music)—Tom Jones; "Release Me"—Engelbert Humperdinck (Palace Music); "Ha

Ha Said The Clown"—Manfred Mann (Bron Music); "Land Van Maas en Waal"—Boudewijn De Groot (own copyright); and "Ben Ik Te Min" Armand (own copyright). All together also the year 1967 will be a continuation of the strong position Altona kept on the Dutch market during the past years.

Anagon music publishers had a very good season with the acquisition of the Walt Disney catalog. Anagon, before long independently working together with the E.M.I.-publishing companies, now is an affiliate of E.M.I. "Merci Cherie" was one of the most successful titles of this puberty.

Belinda (Amsterdam) N.V.—former representative of the Jobete catalog—concentrated its promotion activities on introducing R&B-music in Holland, resulting in such big hits as: "River deep, mountain high" (Ike and Tina Turner), "You Can't Hurry Love," "You Keep Me Hangin' On" (Supremes) and "Reach Out I'll Be There," "Standing in the Shadow of Love" (Four Tops) etc. However, a look in the follow-up of the Dutch charts shows a remarkable change from American to European Artists going on: In the second part of 1966 Belinda noted a 50/50 quotation, but in the first part of 1967 this changed up to 75% European (for the main part English) and 25% American releases. Big sales were achieved by the Kinks (Pye) with their "Sunny Afternoon," "Dandy," "Deadend Street" and "Mr. Pleasant." On this very moment again the Kinks have a new tremendous bestseller with "Waterloo Sunset." As for the future Belinda expects a steady progress of European Beat and Popmusic.

J. Portengen Muziekuitgeverij N.V. enjoys an important expansion. Besides an intensive own local production, new catalog deals and new-formed subsidiaries caused a healthy growth. We mention the following deals: April and Blackwood Inc. ("Wild Thing"); Tree Publ. Co.; (Continued on page 114)

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|--------------------------------|-----------------------|---------|
| Land Van Maas On Waal | Boudewijn de Groot | Decca |
| Green Green Grass Of Home | Tom Jones | Decca |
| Sammy | Ramses Shaffy | Philips |
| Let's Spend The Night Together | Rolling Stones | Decca |
| Dan Je De Hele Nacht Met Mij | Karin Kent | Decca |
| Paint It Black | Rolling Stones | Decca |
| Release Me | Engelbert Humperdinck | Decca |
| With A Girl Like You | The Troggs | Fontana |
| Lady Jane | Rolling Stones | Decca |
| Ben Ik Te Min | Armand | Fontana |

BEST SELLING EP's FROM PHONOGRAM

| | | |
|--------------------|--------------------|---------|
| Ben Ik Te Min | Armand | Fontana |
| Croquetten | Wim Sonneveld | Philips |
| Hard Of Stone | Rolling Stones | Decca |
| Boudewijn de Groot | Boudewijn de Groot | Decca |
| Sammy | Ramses Shaffy | Philips |

BEST SELLING LP's FROM PHONOGRAM

| | |
|-------------------------|---------|
| Wim Sonneveld | Philips |
| Boudewijn de Groot | Decca |
| Marianne Faithfull | Decca |
| Rolling Stones (3 LPs) | Philips |
| "Ja Zuster, Nee Zuster" | Decca |
| Them | Philips |

BEST SELLING SINGLES FROM BOVEMA

| | | |
|-------------------|------------------|------------|
| No Milk Today | Herman's Hermits | Columbia |
| Sloop John "B" | The Beach Boys | Capitol |
| Yellow Submarine | The Beatles | Parlophone |
| Penny Lane | The Beatles | Parlophone |
| Good Vibrations | The Beach Boys | Capitol |
| Paperback Writer | The Beatles | Parlophone |
| Stop! Stop! Stop! | The Hollies | Parlophone |
| Sunny | Cher | Liberty |
| God Only Knows | The Beach Boys | Capitol |
| What A Crazy Life | The Cats | Imperial |

BEST SELLING LP's FROM BOVEMA

| | | |
|------------------------|--------------|------------|
| Revolver | The Beatles | Parlophone |
| "Toon" | Toon Hermans | H.M.V. |
| Best Of The Beach Boys | Beach Boys | Capitol |
| Hemeltje Lief | Fons Jensen | Columbia |
| Sunny | Cher | Liberty |

BEST SELLING SINGLES FROM NEGRAM/DELTA

| | | |
|------------------------|-----------------------|---------|
| This Is My Song | Petula Clark | Vogue |
| Strangers In The Night | Frank Sinatra | Reprise |
| Sunny Afternoon | Kinks | Pye |
| Puppet On A String | Sandie Shaw | Pye |
| Somethin' Stupid | Nancy & Frank Sinatra | Reprise |
| Mr. Pleasant | Kinks | Pye |
| Waterloo Sunset | Kinks | Pye |
| Mrs. Applebee | David Garrick | Pye |
| It's The Same Old Song | Motions | Havoc |
| Don't You Leave | Tee-Set | Delta |

BEST SELLING LP's NEGRAM/DELTA

| | | |
|------------------------|---------------|---------|
| Well Respected Kinks | Kinks | Pye |
| Emotion | Tee-Set | Delta |
| Their Own Way | Motions | Havoc |
| Welterfolge | Robert Stal | Ariola |
| Strangers In The Night | Frank Sinatra | Reprise |

BEST SELLING SINGLES FROM POLYDOR

| | | |
|--------------------------|-----------------|------------|
| Little Man | Sonny and Cher | Atlantic |
| Summer In The City | Lovin Spoonful | Kama Sutra |
| When A Man Loves A Woman | Percy Sledge | Atlantic |
| Daddy Buy Me A Girl | Golden Earrings | Polydor |
| I'm A Boy | The Who | Polydor |
| Born A Woman | Sandy Posey | M.G.M. |
| Standing And Staring | The Shoes | Polydor |
| Hey Joe | Jimi Hendrix | Polydor |
| NaNaNa | The Shoes | Polydor |
| Spicks And Specks | The Beegees | Polydor |

BEST SELLING LP's FROM POLYDOR

| | | |
|--------------------------|-----------------|---------|
| Winter Harvest | Golden Earrings | Polydor |
| Dr. Schiwago | James Last | M.G.M. |
| Trumpet A Go Go | Jimi Hendrix | Polydor |
| Are You Experienced | Astrud Gilberto | Polydor |
| The Shadow Of Your Smile | | Verve |

BEST SELLING SINGLES FROM INELCO

| | | |
|-----------------------------------|-------------------------------------|------------|
| I'm A Believer | The Monkees | RCA Victor |
| Distant Drums | Jim Reeves | RCA Victor |
| Monday Monday | Mama's and Papa's | RCA Victor |
| A Little Bit Me, A Little Bit You | The Monkees | RCA Victor |
| Last Train To Clarksville | The Monkees | RCA Victor |
| Edelweiss | Julie Andrews & Christopher Plummer | RCA Victor |
| I Saw Her Again | Mama's and Papa's | RCA Victor |
| Adios Amigo | Jim Reeves | RCA Victor |
| Love Letters | Elvis Presley | RCA Victor |
| Dedicated To The One I Love | Mama's and Papa's | RCA Victor |

BEST SELLING EP's FROM INELCO

| | | |
|----------------------|---------------|------------|
| The Monkees | The Monkees | RCA Victor |
| Sound Of Music | Julie Andrews | RCA Victor |
| With God On Our Side | Joan Baez | Amadeo |
| Christmas Songs | Jim Reeves | RCA Victor |
| Adios Amigo | Jim Reeves | RCA Victor |

BEST SELLING LP's FROM INELCO

| | | |
|-------------------------|---------------|------------|
| The Sound Of Music | Julie Andrews | RCA Victor |
| The Country Side | Jim Reeves | RCA Camden |
| Songs To Warm The Heart | Jim Reeves | RCA Victor |
| Joan Baez V | Joan Baez | Amadeo |
| Good'n Country | Jim Reeves | RCA Camden |

BEST SELLING SINGLES FROM CBS

| | | |
|--------------------------------------|-------------------|-----|
| Somewhere My Love | Ray Conniff | CBS |
| My Back Pages | The Byrds | CBS |
| Nobody Needs Your Love | Gene Pitney | CBS |
| I Want You | Bob Dylan | CBS |
| Just Like A Woman | Bob Dylan | CBS |
| So You Want To Be A Rock'n Roll Star | The Byrds | CBS |
| We Shall Overcome | Pete Seeger | CBS |
| Silence Is Golden | The Tremeloes | CBS |
| Here Comes My Baby | The Tremeloes | CBS |
| I'm A Rock | Simon & Garfunkel | CBS |

BEST SELLING EP's FROM CBS

| | | |
|-------------------|---------------------|-----|
| Great New Sound | Bob Dylan | CBS |
| West Side Story | Original Soundtrack | CBS |
| We Shall Overcome | Pete Seeger | CBS |
| Somewhere My Love | Ray Conniff | CBS |
| Free Again | Barbra Streisand | CBS |

HOLLAND'S BEST SELLERS

BEST SELLING LP's FROM CBS

West Side Story
Invisible Tears
Bonde On Blonde
Rhapsody In Blue
Beethoven Violinconcerto

Original Soundtrack
Ray Conniff & Singers
Bob Dylan
Leonard Bernstein
Francescatti/Bruno Walter

CBS
CBS
CBS
CBS
CBS

BEST SELLING SINGLES FROM ARTONE/FUNCKLER

Sunshine Superman
Friday On My Mind
Reach Out, I'll Be There
Blowin' In The Wind
La Poupee Qui Fait Non
The Happening
Summertime
Ta, Ta, Ta, Ta
It Takes Two
Sweet Pea

Donovan
The Easybeats
The Four Tops
Stevie Wonder
Michel Polnareff
The Supremes
Billy Stewart
Michel Polnareff
Marvin Gay & Kim Weston
Tommy Roe

Epic
United Artists
Tamla-Motown
Tamla-Motown
Palette
Tamla-Motown
Chess
Palette
Tamla-Motown
ABC-Records

BEST SELLING LP's FROM ARTONE FUNCKLER

Reunion
The Four Tops Live
Choice!
Mazzel
Händel Organ Concertos

Reunion Jazz Band
The Four Tops
The Ramsey Lewis Trio
Leo Fuld
Albert de Klerk

Artone
Tamla-Motown
Chess Int.
Artone
Artone

BEST SELLING SINGLES FROM CNR

Danse de Zorba
Corsica d'Amore
Ave Maria no Morro
Rode Anemomen
Fernando en Filippo
Teddybear
Juanita Banana
Ella Ella
Oh What A Kiss
Klein Annabell

Trio Hellénique
Gert en Hermien Timmerman
Gert Timmerman
Hermien Timmerman
Milly Scott
Reggy v.d. Burgt
The Peels
Trio Hellénique
Will Andy
Ronny

CNR
CNR
CNR
CNR
CNR
CNR
Karate
CNR
CNR
Telefunken

BEST SELLING EP's FROM CNR

Danse de Zorba
Dikkertje Dap
Strosse To Stroma Sou
Zingen in de Kring I
Zingen in de Kring IV

Trio Hellénique
De Leidse Sleuteltjes
Trio Hellénique
Kinderkoor Jacob Hamel
Kinderkoor Jacob Hamel

CNR
CNR
CNR
CNR
CNR

BEST SELLING LP's FROM CNR

Gert en Hermien
Trio Hellénique
De Gert Timmerman Show
Spotlight On Trio Hellénique
Gert Timmerman

Gert en Hermien Timmerman
Trio Hellénique
Gert Timmerman
Trio Hellénique
Gert Timmerman

CNR
CNR
CNR
CNR
CNR

BEST SELLING SINGLES FROM BASART

Il Silenzio
Such A Cad
Eenmaal Komt De Tijd
Geef Mij Maar Een Haring
Conversation
Cuore Matto
Ridera
Bottle Party
Working On A Tsjing Tsjang
I Know

Nini Rosso
Les Baroques
2 kleintjes pils
2 kleintjes pils
John Russell
Little Tony
Little Tony
Les Baroques
Les Baroques
Les Baroques

Stibbe/Sprint
Whamm
Europhon
Europhon
Whamm
Durium
Durium
Whamm
Whamm
Whamm

BEST SELLING LP's FROM BASART

Les Baroques
Herinneringen aan Willy Derby
Silenzio
Remember Holland
Jugoslavia

Les Baroques
Willy Derby
Nini Rosso
Draaiorgel De Klok
Ensemble Dragan Beljin

Whamm
Stibbe
Stibbe/Sprint
Europhon
Europhon

BEST SELLING SINGLES FROM IRAMAC

Touch
Monkey On Your Back
Summer Is Here
Lying All The Time
Keep On Trying
Mensen Geeft Elkaar Een Hand
Jelle Zal Wel Zien
You Go Your Way
Makelaar van Scaagen
Bloemendaalse Bos

Outsiders
Outsiders
Outsiders
Outsiders
Outsiders
Lily Kok
Albert Brosens
Davy Jones
Martine Bijl
Martine Bijl

Relax
Relax
Relax
Relax
Relax
Relax
Relax
Relax
Relax

BEST SELLING EP's FROM IRAMAC

Kapelletje
Jack Diéval Plays The Beatles
In Memoriam
St. Bavokerk, Haarlem
Cabaret By Candlelight

Kees Vick
Jack Diéval
Anneke Visser
KlaasBolt (Müllerorgel)
Lily & Leo Kok

Relax
Relax
Relax
Disco-Nederland
Relax

BEST SELLING LP's FROM IRAMAC

Outsiders
Martine Bijl Zingt
Martine
Hoboconcerten
Popular Musical and
Operetta Melodies

Outsiders
Martine Bijl
Martine Bijl
Hans de Vries
Johnny Wolfers

Relax
Relax
Relax
Iramac
Relax

BEST SELLING SINGLES FROM DURECO

Jongens Van 18 Jaar
Oh What A Kiss
Waarom
Jij Bent Voor Mij Alleen
Frech Gekust
De Poedelwals
Klokkenwals
Eduard en Helena
Jelle Zal Wel Zien
Kommertje

Zangeres Zonder Naam
Mickey Day
De Heikrekels
De Heikrekels
Siw Malmkvist
De Marjando's
Jan Gorissen
Zangeres Zonder Naam
Johnny Hoes
Betsie en Jo

Telstar
Omega
Telstar
Telstar
Metronome
Omega
Telstar
Telstar
Telstar
Ojee

BEST SELLING LP's FROM DURECO

Tropical
Jongens Van 18 Jaar
Los Machucambos Zingen Pepito,
La Bamba Enz.
48 Kinderliedjes
28 Suksessen Zangeres
Zonder Naam

Luis Borden & sa
Harpa Paraguya
De Zangeres Zonder Naam
Kinderkoor "Pippeloentje"
Jan Gorissen, Jean Kraft
accordeon

Metronome
Telstar
Omega
Dureco
Telstar



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EUROPE'S MOST
PROGRESSIVE
RECORD
MARKET"




BOVEMA HEEMSTEDÉ - HOLLAND



ITALY — THE PAST 12 MONTHS

As our review for this 25th edition of Cash Box begins, there are difficulties, as every year, in obtaining real figures.

It is our principal interest, to report to our readers positive facts and to prove them with real figures, concerning the total of disks sold in our territory and the real potential of our music market. Unfortunately, as we reported many times we can speak about facts, but the figures we will report are only inductive, since until now, it has been impossible to get real data concerning the total turnover of our industry.

Maybe this fact will surprise people who are not informed about the situation in Italy; we wish therefore to explain that this situation derives directly from our fiscal system. By the way we have to report that there is a project for the reform of our fiscal administration, and maybe this will give us definitive positive data concerning sales and production on our market in years to come.

And now we wish to start our report: as in the last editorial, we have to state that Italy is a country with 55 million inhabitants. The music products are supplied to these people via a total of 5230 music and record retailers located all throughout the peninsula and in the two islands of Sicily and Sardinia.

These shops are selling the products offered by 26 Italian record firms, or better by 26 Italian record sales organizations, which are selling their own products, or the products made in Italy and abroad and distributed by them.

Really Italian record firms who are producing records are much more than 26; precisely the number of record producers organized under a firm name are, in our country, 166 but record sales organizations are only 26, who also distribute the products of other record producers.

The number of existing shops, together with the number of existing

sales organizations operating on our market, can easily give an idea of what will be the total turnover on our record market. It is interesting to note that, examining the situation of the Italian market in order to fix approximate figures of total sales during the past twelve months, we have to take into consideration only the record sales organizations and not the record firms. If we consider the number of the record firms, which are as above reported more than 160, we have to state that this is an impossible figure for our record market.

Fortunately only record sales organizations have a direct influence on the market.

The record shops existing on our market shall be classified as follows: 250 (5% of total) are very big; 1,750 (35%) are to be considered of medium size; while 3,230 (60%) are small shops. This classification is fixed according to the average of purchases effected by each retailer.

It's easy to derive inductive figures, either taking into consideration the average of sales supposed to be effected by the retailers, or taking into account the average of records supposed to be sold during the twelve month period by the record sales organizations. Also it is possible to take into consideration an average of profit to be assigned to each record retailer, considering them all of little size, and fixing it in about 1,500,000 liras per year. To reach such a profit they have to sell an average of 6,000 units per year (singles and LPs together). This means that the records sold during a 12 month period should be of about 30,000,000 units.

On the other hand one can fix the average of units sold by a middle-sized record organization in Italy at the very minimum of 1,000,000 units per year. In this case, the record sales organization will just cover the costs of the organization itself. It is easy to derive therefore that total record sales in Italy shall in any case overpass the 26,000,000 unit mark in twelve months.

Last year, according to our inquiries, taking into account the average of production of each single record industry in our country, we fixed a total of 28,000,000 disks sold in one year. In the latest twelve months we have noted an expansion of the Italian record market, and a consecutive increase in record sales. In regard to this increase, it is interesting to note that during the twelve month period taken into consideration, 284 new record shops have entered into activity, while for the same period, only 62 retailers have closed their shops. Therefore there has been an increase in the number of record shops of about 4.5%.

This increase already justifies a supposed increase on total sales during the same period. This increase, adopting the criterion expressed above, shall be fixed at 2,000,000 units.

We have of course made a comparison of this inductive data with the production of each record firm during the past twelve months. Being inductive data, we can't report them separately, but we wish to mention the result, and we are able to fix as a prudent estimation an increase on the total record production in respect to the same period of last year, of 2,500,000 units as minimum.

The percentage of increase is, therefore in respect always to the same period of last year, 9%. This data can be assumed as true if squared with the aforementioned data concerning the retail trade.

As a conclusion we can state that during the previous twelve month period, total record sales on the Italian record market have surpassed the 30,000,000 unit mark, with an increase of 9% in respect to the same period of the past year.

We indicate as follows the supposed subdivision among the various classes of disks indicating also the

percentage on the total reserve to each class:

| | | |
|----------|------------|-----------|
| SINGLES | 24,850,000 | (82.82%) |
| E.P. | 650,000 | (2.18%) |
| L.P. 12' | 4,440,000 | (14.80%) |
| L.P. 10' | 60,000 | (0.20%) |

Total 30,000,000 (100.00%)

According to the above figures we have the following changes in respect to the past year: SINGLES have increased by 1,220,000 copies, with a decrease in percentage in total sales in respect to the past year of—1.57%.

EP sales have decreased by 80,000 units, with a decrease in percentage in respect to the last year of—0.43%.

LP 12' sales have increased in respect to last year by 870,000 units, with an increase in percentage on the total in respect to the same period of the past year of +2.06%. The sales of LP 10' have decreased by 10,000 units, with a decrease of —0.6% in respect to total sales of last year.

Therefore as indicated by the above data, the greatest increase is the LP sales which have increased from 12.74% (percentage on total sales reported in our Directory 1966) to 14.80% (percentage on total sales as reported this year). Their share on the total market has increased by 24.36% the total volume of sales.

The increase in sales for units of single disks has been for the same period 5.16%; and, therefore (considering the expansion of our record market) indicates as reported 9% of the total. There has been a decrease in respect to the total number of singles sold.

There are therefore two different events that come to our attention: on

one hand the increase of the total record market (9%) which is demonstrating that really the Italian market is fast developing; and on the other, the sliding of the market towards the LP products.

Concerning the increase of the total market, we reported in last year's editorial that according to our data we foresaw an increase of about 10% of total sales for each year. This year we have quoted as a prudent figure a 9% increase, which is very near to our expectations, if we consider the total increase in units (this means about two records sold to every three Italian people). The increase is really about 13% if the calculation is made on value and not on units.

The second event mentioned is the sliding of the record market towards the LP releases. This means that our market is becoming mature little by little. This not only depends on the record buyers, but first of all is connected with the best policy of our record firms who seem to be capable of profiting from the potential of our record market.

Now it is time to take a deep look into our record organization, examining the various record firms under two main aspects, industrial production and distribution. In the record field, even if often forgotten, the wellknown economic law applies also to this industry—production and distribution have a direct influence on the market which derives directly from the organization of these two big sections of the record enterprises.

INDUSTRIAL PRODUCTION

As we reported opening this article, (Continued on page 116)

HOLLAND—The Past 12 Months

(Continued from page 112)

Sparta-Holland (Moody Blues—songs); Meteorion-Benelux (Nina and Frederik—songs); Music rights society—Holland (Robert Mellin repertoire); New Music—Holland ("Kilimandjaro"); Jean Kluger—Holland ("Guantanamera"); etc., etc.

Francis-Day Muziekuitgevers/Melodia reported to Cash Box that analyzing the music scene in Holland it stands out that beat is less dominating and the music more friendly than during last season, that the protest song was soon forgotten, but from it developed "the song to listen to" whereby the lyrics, the story are predominant. Filmmusic may enter the top-lists easily and stay there for many weeks. Dutch groups were successful in their effort to produce a more personal sound, now called "Nederbeat."

Bospel Music started its activities on December 8, 1966, although the new publishing company was founded in July of that year already. A. E. Palmans and Mrs. J. Bosmans, respectively a&r manager of Decca-Belgium (N. V. Fonior) and owner of Ed. Musicales Bens, Brussels, took the initiative. Joop Gerrits, formerly with Holland Music (Southern Peer) was appointed to managing director of Bospel Music, which pubbery is a part of an organization of several record companies and music-publishers with offices in Amsterdam, Brussels, Paris, Stockholm, etc. Although this pubbery is working now for only half a year, it already had very big hits like "Dear Mrs. Applebee," "Cuore Matta" (San Remo '67), "Words Of Love" (Mama's & Papa's), "Hablemos Del Amor," "Land Of 1000 Dances" etc. Most titles had cover versions, released by Phonogram, Duraco, Bovema, etc. Bospel Music is an independent publishing company and is not connected with any record company.

As stated before, Inelco started its own publishing company by the name of Universal Songs by contracting Wim Landman, one of Hollands national publishing specialists. Landman already acquired most important copyrights like "Blue Side Of Lonesome," the song that gave the last Jim Reeves LP its name, "Rose Of

Washington Square," to be issued on the LP "Thoroughly Modern Millie" with Julie Andrews, "The Russian Spy And I," an original copyright recorded in Finland, Brasil, Spain and other countries. Many Dutch writers took faith in the pubbery and assigned their material to the company. Very good contracts have been established by personal visits to London and Germany.

Benelux Music is cooperating closely with their record company, Telstar, and both firms have been extremely successful, especially in the production of Dutch songs. 4 Golden records have been awarded during this period to Telstar-artists and publisher Benelux Music for the wonderful sales (More than 100,000 singles) of their golden hits "Jongens Van Achttien Jaar," "Waarom Heb Jij Laten Staan," "Cherie" and "En Van Je Hoempa." Three of the above-mentioned songs were original Benelux Music copyrights, the fourth is an original German copyright "Das Humbta Taterä" written by Toni Hämmerle and published by Melodie der Welt, Frankfurt. Unfortunately Mr. Hämmerle's disease prevented him from coming to Holland to receive his golden record but, together with his active publisher Melodie der Welt, attend the next dealers meeting of Telstar records and both will receive their golden records on that occasion. Both Telstar and Benelux Music were successful in placing their songs and records abroad: "Cherie" has been number 1 in the Belgian hit parade for months, "Barcelora '67" by Jan Gorissen and his wonder accordion hit the German charts and the recordings by famous Vienna artists Jean and Willy (Die Limburger) were released in 7 countries. Both firms have been working on new projects to raise sales. Benelux Music printed 2 hits in mini-size with low selling-price especially for young musicians (lead-line, symbols and words). Telstar produced a large number of cheap 30 cm. long-playing records in their Piccolo and Festival series. Sales have been enormous and both firms are very happy with the results. On the whole both firms are very proud of the results and have high hopes for the next season.



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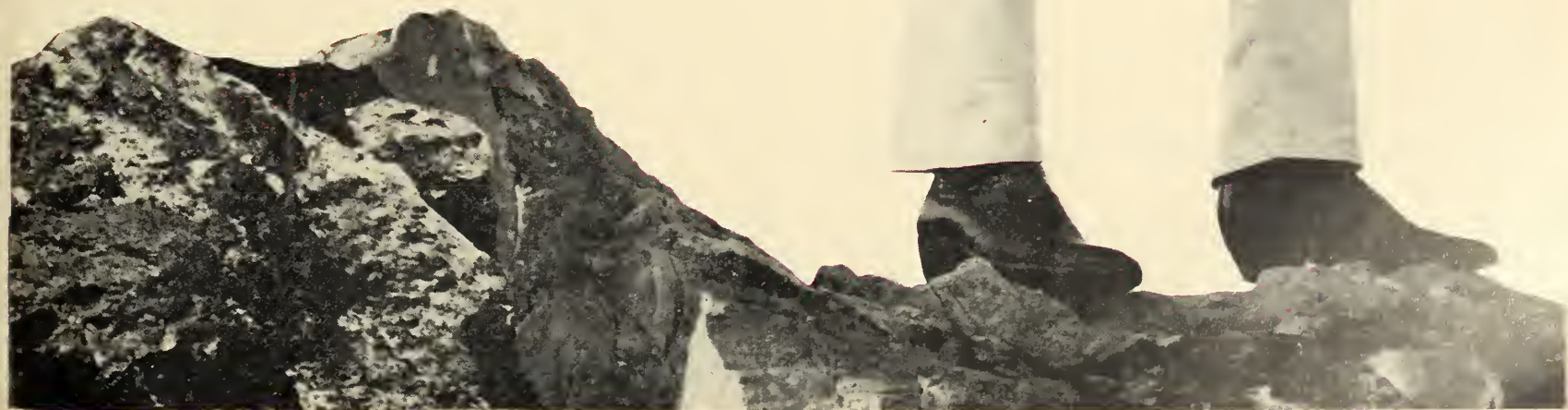
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STUDIO M

ITALY'S BEST SELLERS OF THE PAST 12 MONTHS

| TITLES | ARTISTS | LABELS | PUBLISHERS |
|--------------------------------------|------------------------------|--------------|---------------------|
| 1 Cuore Matto | Little Tony | Durium | Durium |
| 2 Strangers In The Night | Frank Sinatra | CGD | Sugarmusic |
| 3 Bang Bang | Equipe 84 | Ricordi | Ariston |
| 4 Tema | I Giganti | RiFi | La Cicogna |
| 5 Un Mondo D'Amore | Gianni Morandi | RCA | Mimo |
| 6 Pietre | Antoine | Saar | Sciascia |
| 7 29 Settembre | Equipe 84 | Ricordi | Ricordi |
| 8 Notte Di Ferragosto | Gianni Morandi | RCA | RCA |
| 9 La Fisarmonica | Gianni Morandi | RCA | RCA |
| 10 L'Immensita' | Johnny Dorelli | CGD | Clan— Sugarmusic |
| 11 A Chi | Fausto Leali | RiFi | Curci |
| 12 Lara's Theme | Bob Mitchell | RiFi | Curci |
| 13 Ridera' | Little Tony | Durium | Durium |
| 14 Il Geghege' | Rita Pavone | RCA | RCA—Curci |
| 15 Stasera Mi Butto | Rocky Roberts | Durium | Curci |
| 16 Winchester Cathedral | The New Vaude- ville Band | Phonogram | Southern |
| 17 Penny Lane | The Beatles | Carisch | Ricordi |
| 18 Se Mao | Adamo | Emi Italiana | EMI Italiana |
| 19 Amo | Adamo | Emi Italiana | EMI Italiana |
| 20 Paint It Black | The Rolling Stones | Decca | Southern |
| 21 Michello | The Beatles | Carisch | Curci |
| 22 Che Colpa Abbiamo Noi | The Rokes | RCA | Ricordi |
| 23 Sognando La Cali- fornia | I Dik Dik | Ricordi | Ricordi |
| 24 Ciao Amore Ciao | Luigi Tenco | RCA | RCA |
| 25 Proposta | I Giganti | RiFi | La Cicogna |
| 26 E'La Pioggia Che Va | The Rokes | RCA | RCA |
| 27 Il Mondo In Mi 7a | Adriano Celen- tano | Clan | Clan—Curci |
| 28 Yellow Submarine | The Beatles | Carisch | Ricordi |
| 29 Una Ragazza In Due | I Giganti | RiFi | La Cicogna |
| 30 Let's Spend The Night Together | The Rolling Stones | Decca | Sugarmusic |

ITALY—The Past 12 Months

(Continued from page 114)

record products in Italy are presented under 350 different marks owned by the 166 record firms existing here. Of course not all these record firms have their own pressing plant: if we consider industrial production we see that only 16 record firms have their own factory. These are: Audio Edizioni Paoline of Rome, Cellograf Simp of Milano, Durium of Milano, Fonit Cetra of Torino, Fonocrom of Como, Fonola of Milano, Ariston of Milano, Industria Italiana Lingue Vive Nel Mondo of Milano, Italmusica of Milano, EMI Italiana of Milano, Phonogram of Milano, RCA Italiana of Rome, Saar of Milano, Bentler Records of Milano, CGD/CBS Italiana of Milano, Ri-Fi of Milano.

Of the above mentioned 16 firms, only 9 presently have real weight on the Italian market, representing almost 75% of total record production; these are: RCA Italiana, EMI Italiana, Phonogram, CGD/CBS Italiana, Durium, Ri-Fi, Saar, Fonit-Cetra, Ariston Records, Cellograf Simp.

The other ones are mainly producing for third parties, and just a little percentage of the total production is devoted to their own labels.

Of course, all pressing plants are also generally working for third parties, but in the case of the above mentioned 9 firms, their activity is first of all devoted to their production.

The pressing plants existing in Italy presently number 30. As we reported, 16 are owned by the same record firms; 14 have been created only for production for third parties. Some of these have a very considerable production. We wish to mention in this regard Ambrosio Discografica of Milano, which with 30 presses is the biggest pressing plant in Italy not owned by record firms.

We think it is also interesting to know the potential of the pressing plants owned by the record firms: The biggest factory is owned by RCA Italiana in Rome, owning a total of 36 presses, and a total of 280 workers are employed.

Second on the list is EMI Italiana, within the new factory at Caronno Pertusella has 34 presses (10 of them modern injection machines) and 94 workers. Fonit Cetra owns 30 presses and employs 99 workers. Durium has 30 presses too, and 60 workers. Saar has 20 presses and 100 workers; Ri-Fi employs 14 presses (8 injection machines and 6 compression machines) with 45 workers. Ariston has 18

presses with 100 workers; Italmusica has 8 presses and 14 workers; Bentler has 6 presses and 25 workers.

By the way it is necessary to specify in order to give a real value to this classification that injection machines have a higher rate of production of about 1/3 in respect to the usual compression presses.

With this report we have concluded our report concerning industrial production on the Italian record market. There is just one last consideration: with the exceptions of the Rome-based RCA Italiana and Edizioni Paoline (whose potential is very low), the biggest part of the record industry is mainly located in Milan and in the surroundings of this town.

Now we can take into consideration the other second important section which constitutes the backbone of the record industry: distribution.

RECORD SALE ORGANIZATION

As reported, record firms total 166 in Italy. This is really a big number in comparison with yearly total sales of our record market. But, as we opened this review, only 26 record distributing organizations exist in Italy. All these sales organizations are directly or indirectly involved with a record firm. There is no completely independent record distribution company in Italy.

For some commercial reasons, some record sales organizations also being directly associated with record firms, have been structured as an independent company.

First one of these is Messaggerie Musicali (sales manager Sergio De Gennaro) which is the sales organization of CGD and CBS Italiana, and constitutes an essential part of these record firms.

C & C, the commercial organization formed by Curci (Cemed Carosello) and Clan Celentano for the distribution of the products of both firms. They represent also a lot of other catalogs. Sales Manager is Giovanni Formento.

D.D.R. (Distributori Discografici Riuniti), which is the sales organization of Bruber Records. Sales manager is Carlo Fausti.

MPM, a new record sales organization, owned by Tiffany Records and Italmusica. Sales manager will be Pino Paschetto.

Other data concerning the above mentioned sales organizations: Mes-

(Continued on page 118)



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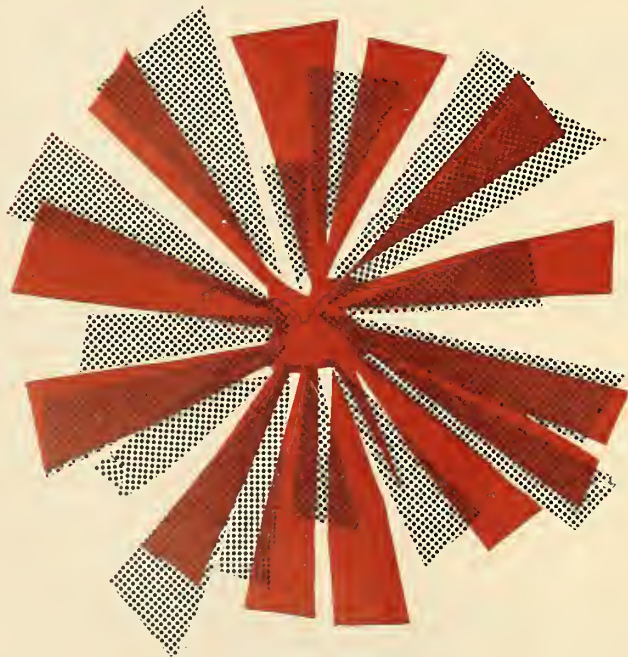
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ITALY—The Past 12 Months

(Continued from page 116)

saggerie Musicali has 35 sales agents and 7 stores located in the principal Italian towns.

C & C has 33 sales agents and 8 stores.

DDR has 12 agents and 2 stores.

MPM has 11 sales agents and 3 stores.

Now the inside sales organization of each record firm:

RCA Italiana's sales organization is by far the largest existing organization on the Italian market, including 80 sales agents and 20 executives. Stores total 12, located all throughout Italy.

EMI Italiana is the second in the list: the sales agents of their commercial organization total 30 with 5 different stores.

Ri-Fi Records has also 30 agents with two stores, one in Milan and one in Rome.

Dischi Ricordi has 22 sales agents and one store in Rome and one in Milan.

Saar has 20 sales agents with 20 stores.

Ariston Records has 20 sales agents and 4 stores.

Det Records has 18 sales agents and one store in Rome.

Vedette Records has 17 sales agents and 2 stores in Rome and in Milan.

Carsich S.p.A. has 15 agents and 15 stores all throughout Italy.

Durium has 15 sales agents and 7 stores.

Decca Italiana has also 15 agents and 7 stores.

Vis Radio has 14 agents and 3 stores.

Phonogram has 14 agents and 2 stores.

GTA Records has 14 agents and one store in Milan.

Dischi Bluebell has 13 sales agents with two stores, one in Milan and another in Rome.

Cellograf Simp has 12 sales agents and two stores, in Milan and Rome.

CDI, has 12 sales agents with one store only.

Fonit Cetra has 10 sales agents with 4 stores.

Societa' Trevisan Combo has 7 sales agents and one store in Milan.

Saint Martin Records has 3 sales agents only, with one store in Milan.

As we said above, the record sales organization represents the backbone of each company: of course, the data we reported shall be examined not only taking into account the number of agents or stores owned by each firm, but this data have to be considered together with other elements such as the quantity of repertoire offered in sales or produced, and the quality and classes of the same (classic, pop, folk etc., and LPs, singles or others). Also to be taken into consideration is the inside organization of each firm, which is also one of the most important elements for the estimation of potential in the market.

In any case, the potential of each record firm is associated to the industrial producing power of the firm. As further data, it is interesting to note that among the 166 record firms existing on the Italian market, only 10 of them have at the same time a pressing plant and a sales organization: Ariston Records, CBS Italiana/CGD, Durium, EMI Italiana, Fonit Cetra, Italmusica, Phonogram, RCA Italiana R.I.F.I. and SAAR.

These firms, with the exception of Ariston and Italmusica, also own recording facilities. Their organizations can be considered complete under every point of view and as a matter of fact they can be considered the leading firms on the Italian market.

Coming back to the sales organization we have to stress that a good part of the 26 existing organizations have been created or reinforced recently. Such is the case of Messaggerie Musicali, sales organization of CGD/CBS Italiana, which has increased the number of its agents from 14 to 35.

The increases of the record mar-

ket, registered in the past twelve month period, is also partly a consequence of the sales organizations of our industry.

Perhaps more appropriately, it is to be ascribed to the new power of the sales organizations the shifting of the market toward the LP production.

Let's consider the various reasons for this increase of LP sales, how this phenomenon has been revealed and how it is directly connected with the increase of the sales organization potential.

It is also interesting to examine this point, since it is directly connected with the increase of demand for foreign products on our market.

As we had the occasion to report in our review of last year, the inside organization of each record firm has to take care of the distribution of the products directly to the retailers, without any other intermediary. In case of a strong record sales organization, it is obvious, that each sales agent will drive the attention of the retailers from the singles production (which is a repertoire that can be sold in a limited period of time, according to the success obtained, the actual trend, the quality of the production) to the albums which repertoire can be sold over a larger period of time, and with its bigger value, increases the total volume of sales of each agent.

The executives of record production, following demand, are giving more attention to LP releases. LP production cannot be improvised, and it is the LP releases which demand stronger investments. This is the reason why with the improvement of sales organizations, the consequent increase of LP sales, Italian record firms are obliged to tap to foreign catalog and repertoires to feed the distribution chain. Consequently this is one of the reasons for the increasing demand of foreign repertoires on our record market after the crisis of 1964 and 1965.

The Production and the Present Trend

This increase in the demand of foreign product, of course, which can be directly connected to the request of LP products created on the market, on the other hand, is also due to the actual success that foreign recordings and artists are obtaining on our market.

First on the list among foreign names there are English artists, followed by the Americans and by French talents.

Individually, only Englishmen are first on the list, because of the present "beat" trend, but the biggest number of releases devoted to foreign artists for this twelve months period has been devoted to the American talents. In fact, the biggest number of catalogs represented comes from the States.

This situation we think will be even more strengthened in the near future, since it is for certain that new record companies will organize their own distribution, and they will need material to feed their own sales organizations that can't depend, at least at the start, only on the domestic production.

We now wish to take into consideration the real trend of Italian record production during the twelve past months. It is necessary to state that domestic artists and domestic production have always had the biggest share of the Italian market.

At the end of 1966, a progressive shift towards the foreign products was noted. Progressively Italian copyrights and original Italian recordings were disappearing from our charts. For instance, on the top fifteen best selling disks reported on our charts at the end of December only 6 were domestic copyrights, while 9 were foreign tunes, and 7 of them in the original recorded version.

Superficially, this is connected with the "beat" fashion which has reached

(Continued on page 125)

WHERE THERE ARE HITS THERE IS THE TRADEMARK

OF

RIFFI
RECORD COMPANY

1966: Radio TV contest
"Un disco per l'estate"
3rd price to I GIGANTI
5th price to IVA ZANICCHI

1965: Golden Record of
the Italian press
to MINA's first LP

1966: Golden Record to
I GIGANTI's single
"Tema"

1967: Golden Record of
the Italian press
to MINA's second LP

1966: Golden Record of
the Italian press
to TERESA STICH RANDALL's
album (Westminster)

1967:

Festival of Sanremo
First price to IVA ZANICCHI

1966: Festival of Sanremo
2nd price ex-aequo to
IVA ZANICCHI

for Non Pensare a Me.
2nd price ex-aequo to
I GIGANTI and
GIORGIO GABER

1966: Golden Record of
the Italian press
to IVA ZANICCHI's first LP

1966: Festival of Naples
2nd price to GIORGIO GABER
5th price to IVA ZANICCHI

PREMIO
DELLA CRITICA
DISCOGRAFICA
ITALIANA

ITALY'S Music Publishers

A

ABERBACH—Via Lazio 9, Roma
 ACAMPORA MICHELE—Corso Vittorio Emanuele 26, Avellino
 ACCADEMIA—(Ariston) P.ta Pattari 1/3, Milano
 ACCORDO (Curci)—Galleria del Corso 4, Milano
 ACUFF ROSE—(Messaggerie Mus.) Galleria del Corso 4, Milano
 ADAM—Mirandola (Moderna)
 ADMIRAL—Via Veruda 58, Trieste
 ADRIA—Via Modenella 64, Modena
 ADRIATICA—(Messaggerie Musicali) Galleria del Corso 4, Milano
 ADRIATICA FILM—P.le Giulio Cesare 19 b, Milano
 AIDA—Via G. Avezzana 45—Roma
 A.I.E.M.—Viale Regina Margherita 111/A, Rimini (Forlì)
 ALBA—Via P. Colletta 18, Milano
 ALFA—(Leonardi) Corso Europa 5, Milano
 ALFIERE—P.ta Pattari 2, Milano
 ALFON—Via Cavallotti 4, Milano
 ALLEGRO—(Bixio) Via Borgogna 7, Milano
 ALLELUJA—Via dei Quintili 245, Roma
 ALLIONE—Via E. Toti 4, Milano
 ALMA—Via Michelangelo 18, Torino
 ALT—Via Ciro Menotti 12, Milano
 AMAZONA—(Messaggerie Mus.) Galleria del Corso 4, Milano
 AMBROSIANA—(Nazionale) Corso V. Emanuele 30, Milano
 AMERICA—Galleria del Corso 4, Milano
 AMETISTE—Gall. del Corso 4, Milano
 ANCORA—Via Nicolini 8, Milano
 APES—Via S. Alessio 7, Roma
 APOLLO—(Messaggerie Musicali) Galleria del Corso 4, Milano
 APPLAUSO—(Southern) P.ta Pattari 2, Milano
 APRIL MUSIC—(Messaggerie Mus.) Galleria del Corso 4, Milano
 AQUILA—Via Parmigianino 10, Parma
 ARALDO—(Messaggerie Musicali) Galleria del Corso 4, Milano
 ARCOBALENO—Via Pirandello 60, Roma
 ARCOPHON—C.so Europa 16, Milano
 ARDENS—(Eridania) Piazza Cavallotti 11, Mantova
 ARETUSA—Via Tolstoi 51, Milano
 ARGO—Piazza Augusto Imperatore 32, Roma
 ARGOSS—Via Arte della Lana 26, Napoli
 ARIETE—(Curci) Galleria del Corso 4, Milano
 ARION—(Messaggerie Musicali) Galleria del Corso 4, Milano

ARISTON—P.ta Pattari 1/3, Milano
 ARK—Via Solferino 51, Brescia
 ARLECCHINO—Via della Torre 11, Milano
 ARLEM—Via S. Liborio 1, Napoli
 AROMANDO—(Messaggerie Musicali) Galleria del Corso 4, Milano
 ARPA—Via Matteotti 37, Lugo di Romagna (Ravenna)
 ARSON—Via Po 3, Torino
 ASSO—Galleria del Corso 2, Milano
 ASTORIA—Via Baracchini 2, Milano
 A.T.A.—Piazza d'Ara Coeli 1, Roma
 AUGUSTA—Via Po 3, Torino
 AVIETTA—Viale Giustiniano 274, Roma
 AZALEA—Via S. Martino 65/3, Genova

B

BAMA—(Messaggerie Musicali) Galleria del Corso 4, Milano
 BARAGIOLA & ZEPPI—Via Indipendenza 9, Como
 BARBATI FAUSTO—Via Venturi 5, Modena
 BARRACUDA—Via Guattani 8, Roma
 BARTON—(Aberbach) Via Lazio 9, Roma
 BASSETTI di DALL'ARGINE—Via A. Mazza 6, Parma
 BDM—Via S. Petronio Vecchio 17/19, Bologna
 B.D.S. Company—Galleria del Corso 4, Milano
 BEL RIVER—Galleria del Corso 4, Milano
 BELATI TITO—(Vidale) Galleria del Corso 4, Milano
 BELLA CIAO—Via Cernaia 5, Milano
 BELTRAMO—Via Roma 179, Sanremo (Imperia)
 BEMOLLE—Via Bessarione 14, Milano
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 BEST SELLER—Torre Montello, P.le Gramsci, Mantova
 BIANCHI Casa Musicale—Via Manzoni 13 B, Gallarate (Milano)
 BIDERI—Via S. Pietro a Majella 17, Napoli
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 BROSIO—Corso Vinzaglio 117, Torino

BRUBER—Piazza Duomo 31, Milano

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 CALIFORNIA—(C.A. Rossi) Galleria del Corso 2, Milano
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 CARFOR—Via S. Brigida 16, Napoli
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 CASA DELLA MUSICA—(Bixio) Via Veneto 108, Roma
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 CASTELLI LUIGI—Corso Lamarmora 10, Alessandria
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 CURCI—Galleria del Corso 4, Milano

D

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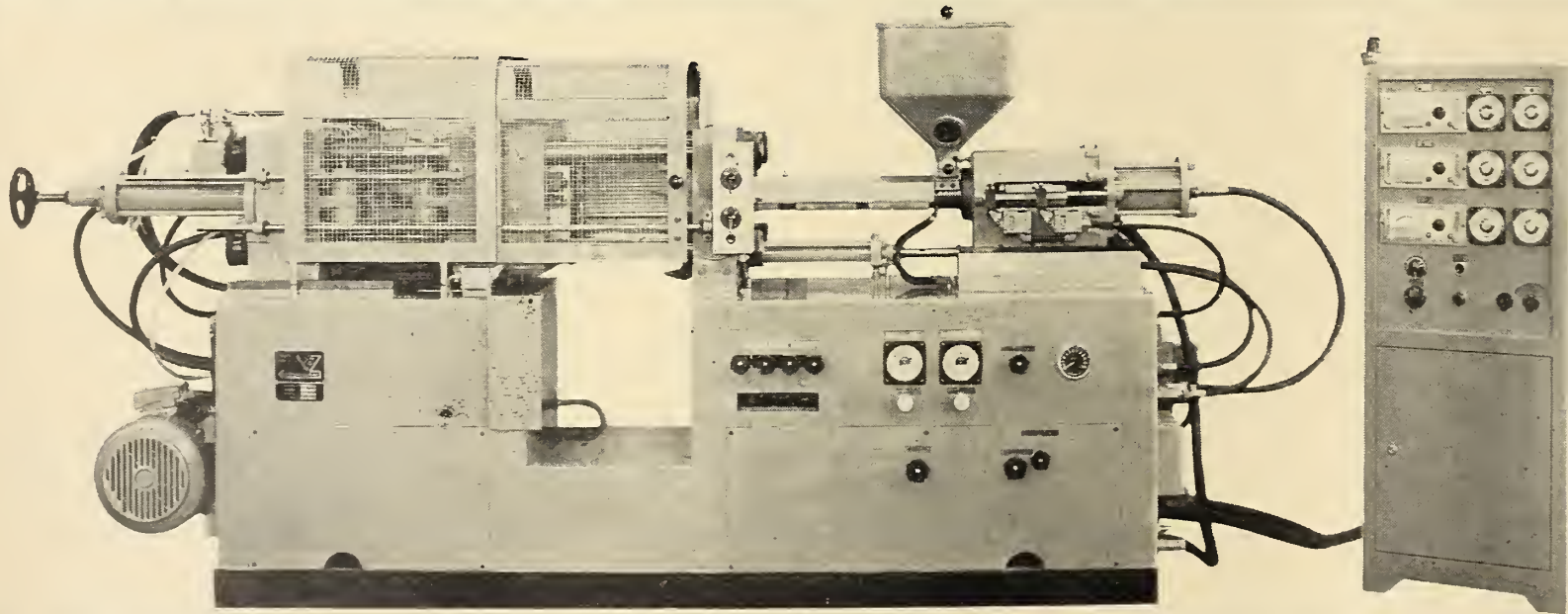
(Continued on page 122)

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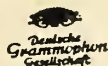
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(Continued from page 120)

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E

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F

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G

GALATEA—Via Lorenzo Bolano 2, Catania
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GENERAL MUSIC—Viale Liegi 41, Roma
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GHERDEN MUSIC Corporation—Galleria del Corso 2, Milano
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GIANCA—Via Siligardi 48, Modena
GIBA—Angiporto Galleria 7, Napoli
GIP—Via Isonzo 39, Cosenza
G.I.R.A.—Via Mazzini 114 B, Roma
GIRAFFA—Via Oslavia 12, Roma
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GLOBO—Via Duomo 326, Napoli
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H

HEFLIN—(Eridania) Piazza Cavallotti 11, Mantova

I

ILLER—Barco (Reggio Emilia)
IL MANDOLINO—Via Martiri della Libertà 16, Torino
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I.M.I.—International Music of Italy—Corso Europa 5, Milano
INDIOS—Via Arnaldo Lucci 130, Napoli
INTERLANCIO—Via Guglielmotti 43, Roma
INTERNATIONAL TV RECORD—Via Bergamo 12, Milano
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IVANA—(Messaggerie Mus.) Galleria del Corso 4, Milano
IZZO—(Curci) Galleria del Corso 4, Milano

K

KANSAS—Galleria del Corso 4, Milano
KARIM—Piazza della Vittoria 11 A, Genova
KASSNER EDWARD—(Ariston) P.tta Pattari 1/3, Milano
KORAL—Via Caboto 16, Modena
KRAMER—(Southern) P.tta Pattari 2, Milano

L

LA BUSSOLA—(Ariston) P.tta Pattari 1/3, Milano
LA CANZONE—(Connelly) Galleria del Corso 2, Milano
LA CANZONETTA—Vicoletto Berio 2, Napoli
LA CICALA—(Messaggerie Musicali) Galleria del Corso 4, Milano
LADY MELODY—Galleria del Corso 4, Milano
LA FALENA—(Messaggerie Musicali) Galleria del Corso 4, Milano
LA FENICE—Via Guerrazzi 30, Bologna
LA MIA CANZONE—Via Pandosia 21, Roma
LA TURRITA—Via S. Stefano 13, Bologna
LA VESUVIANA—(Diapason) Via della Vite 41, Roma
LA VOCE DEL PADRONE—Galleria del Corso 4, Milano
LE CANZONI DEL TEVERE—Via Cola di Rienzo 162, Roma
LE GRANDI FIRME DELLA CANZONE—(Bixio) Via Borgogna 7, Milano
LE MONDE—Via Teulada 71, Roma
LEOFILM—Via Montello 32, Roma
LEONARDI—Corso Europa 5, Milano
LEON MUSIC—(Leonardi) Corso Europa 5, Milano
LES COPAINS—Piazza Liberty 2, Milano
LIBERTY—(Messaggerie Mus.) Galleria del Corso 4, Milano
(Continued on next page)

ITALY'S MUSIC PUBLISHERS

(Continued from preceding page)

LOI—Spilamberto (Modena)
L'ORA MIA—Via Ara Coeli 11, Roma
LORD—Galleria del Corso 4, Milano
LOTUS RECORD—Corso Europa 5, Milano
LOUISIANA—(Leonardi) Corso Europa 5, Milano

M

MAESTRI—Via Calcamuggi 15, Alessandria
MAESTRO—Via Arefice 2, Milano
MAGISTRAL RECORD MUSIC—Via Martinetti 10, Milano
MAIETTI—Via Palmi 20, Milano
MAJESTIC ITALIANA—Via Morozzo della Rocca 6, Milano
MANLIO—Via Alessandria 129, Roma
MARECHIARO—Via E. De Marinis 4, Napoli
MARECO—Via Modenella 64, Modena
MARES—Via S. Francesco a Porta Capuana, Napoli
MARI GIOVANNI—Via Dante 19, Cesena (Forlì)
MARIO E.A.—Via Benedetto de Falco 5, Napoli
MARLETTA—Via Settembrini 8, Roma
MAS—(SAAR) Via S. Vittore 40, Milano
MASCHERONI—(Messaggerie Musicali) Galleria del Corso 4, Milano
MASCHIO—Via Carlo Alberto 43, Torino
MASCOTTE—Galleria del Corso 2, Milano
MASSARA—Via Palma 7, Ivrea (Torino)
MAURRI—Via del Corso 1/17 r, Firenze
MAZZONI—Corso 2° Garibaldi 98, Grammichele (Catania)
MEBEL—Casella Postale 73, Marghera (Venezia)
M.E.C. (Music European Co.)—(Ariston) P.tta Pattari 1/3, Milano
MEDANA—Galleria Subalpina, Torino
MEDIOLANA—(Connelly) Galleria del Corso 2, Milano
MELODI—(Messaggerie Musicali) Galleria del Corso 4, Milano
MENESTRELLO—(Messaggerie Musicali) Galleria del Corso 4, Milano
MERCURIO—Via Stoppani 10, Roma
MESTRINA—Via Caneve 23, Mestre (Venezia)
METRON—Via F. Baracchini 2, Milano
M.I.A.—Galleria Umberto 1° 83, Napoli
MICHELI—Piazza Scipione Ammirato 3, Roma
MICROFON—Via Casaregis 52, Firenze
MILLELUCI—Via Giusti 39, Ragusa
MILLEN—Via Luigi Vischi 14, Spilamberto (Modena)
MILLENOTE—(Sidet) Piazzetta Pattari 4, Milano
MINSTREL—Via Bruno Buozzi 89, Roma
M.M.M. Mondo Musicale Milano—Via Boccaccio 24, Milano
MOCCHI—Galleria del Corso 4, Milano
MONDIA MUSIC—Via F. Baracchini 2, Milano
MORQUIN—Via Africa Italiana 19, Bari
MUSICA—Via Luccoli 56/r, Genova
MUSICA E DISCHI—Via Carducci 8, Milano
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MUSICAL FILM—(Leonardi) Corso Europa 5, Milano
MUSICALGLOBE—Via Villa Emiliani 10, Roma
MUSICALIA—Via Malatesta 20, Napoli
MUSIC HALL—Via Romagna 14, Roma
MUSICHOUSE—Via Ponte Seveso 22, Milano
MUSIC UNION—(Curci) Galleria del Corso 4, Milano

N

NABEDA—Via Ara Coeli 11, Roma
NAPOLI CANORA—Vicoletto Berio 2, Napoli
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NEW YORK MUSIC EDIZIONI MUSICALI U.S.A.—Sede: Casella Postale 1157, Milano—Ufficio legale: Via Boryazzi 50, Monza
NIDO—Via Gregoriana 50, Roma
NINFEA—Corso Francia 102, Torino
NORD SUD—Via Fasana 21, Roma

O

ODES—Via Trieste 7, Foggia
ODORICI—Via Luigi Vischi 16, Spilamberto (Modena)
OKLAHOMA—Voc. Scetelle 46, Terni
OLIMPIA—Via Ugone Visconti 3, Tortona (Alessandria)
OLONA—(GTA) Galleria del Corso 2, Milano
OMAC—Via Cagliari 15, Roma
OMEGA—Via Coluccio Salutati 5, Firenze
ONDA—(Diapason) Via della Vite 41, Roma
ORCHESTRAL MUSIC—(Curci) Galleria del Corso 4, Milano
ORFEO—(Zanibon) Piazza dei Signori 24, Padova
ORSA MAGGIORE—(GTA) Galleria del Corso 2, Milano
ORTIPE—Via dei Gracchi 58, Roma
OTOS—Borgognissanti 98, Firenze
OTTO TEMPI—Via Po 28, Torino

P

PALACE—(Ariston) P.tta Pattari 1/3, Milano
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PALMA—Piazza Cavalletto 2/2, Genova

(Continued on next page)



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STUDIO M

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(Continued from preceding page)

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PARVIS—Piazza S. Simone, Tortona (Alessandria)
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PENTAGRAMMA—Via Tolmino 5, Roma
PERI—Via G. Avezzana 45, Roma
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PETRONIANA—Via Frassinago 15, Bologna
PETTIROSSO—(Ariston) P.tta Pattari 1/3, Milano
PICCOLA VELA—Via E. De Marinis 4, Napoli
PICKWICK—(Messaggerie Musicali) Galleria del Corso 4, Milano
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PIGINI—(Italmusica) Corso Genova 22, Milano
PINO ASTI di Asti Giuseppe—Via Rondizzoni 12, Parma
PIPER Club—(Ariston) P.tta Pattari 1/3, Milano
PO—Via S. Giulia 83, Torino
POLARIS—(Messaggerie Mus.) Galleria del Corso 4, Milano
PORTOFINO—(GTA Music) Galleria del Corso 2, Milano
PROGRESSIVE—(Aberbach) Via Lazio 9, Roma
PUBLIMUSIC—Galleria del Corso 2, Milano
PUBLIVOX—Via Romagna 14, Roma
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PUCCIO—Via Fieno 6, Milano

Q

QUAGLIA FRANCESCO—Via Caraglio 61, Torino

R

RADIO—(Sidet) P.tta Pattari 4, Milano
RADIOFILMUSICA—Galleria del Corso 2, Milano
RADIOMELODIE—(Diapason)—Via della Vite 41, Roma
RADIO RECORD RICORDI—Galleria del Corso 2, Milano
RAIMONDO—Via Porpora 100, Milano
RAMPOLDI—(Guerrini) Galleria del Corso 2, Milano

RASCCEL—(Messaggerie Musicali) Galleria del Corso 4, Milano
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RAVASINI—Galleria del Corso 2, Milano
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REBER—Piazza S. Francesco 6, Bologna
REDI—Via Cernaia 5, Milano
REGENT—(Ariston) P.tta Pattari 1/3, Milano
RENDINE—Galleria Umberto I° 27, Napoli
RESOLUTE—(Messaggerie Musicali) Galleria del Corso 4, Milano
RETE—Via degli Scipioni 167, Roma
RIAS—(Messaggerie Musicali) Galleria del Corso 4, Milano
RICORDI G. & C.—Via Berchet 2, Milano
RIGEL—Fraz. Torre Orsina, Via Villa Margine 14, Terni
RIMI—Galleria del Corso 2, Milano
RITMI E CANZONI—(Ricordi) Galleria del Corso 2, Milano
ROBINSON MUSIC—Via Caneve 23, Mestre (Venezia)
ROCCHI—Via Cervia 296, Cesena (Forli)
ROMA—Largo Oragi e Curiazi 9, Roma
ROMANA FILM—Galleria del Corso 4, Milano
ROMEO—Viale Parioli 41, Roma
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RORAM—Galleria del Corso 4, Milano
ROSALPINA—Piazzetta della Mostra 2/3, Bolzano
ROSSI ALFREDO—P.tta Pattari 1/3, Milano
ROSSI C. A.—Galleria del Corso 2, Milano
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R.T.V.—(Curci) Galleria del Corso 4, Milano
RUBENA—Via Porta d'Archi 8/2, Genova
RUCCIONE—Via Guidobaldo del Monte 13, Roma
RUSCONI—Via De Sanctis 4, Milano
RUSSO—Via S. Teresa al Museo, Napoli

S

S.A.A.R.—Viale di Porta Vercellina 14, Milano
SABAUDA—Via Tommaso Grossi 8, Torino
SABRINA—Via Ariosto 21, Milano
SACHA ITALIANA—(Southern) P.tta Pattari 2, Milano
SAGITTARIO—(GTA) Galleria del Corso 2, Milano
SAINT MARTIN RECORD—Via Lambertenghi 34, Milano
SANTORO GIOVANNI—Via Cavour 238, Roma

SAINT TROPEZ—Corso Europa 5, Milano
SALVATI—Corso Cavour 58, Bari
SAN GIUSTO—(Guerrini) Galleria del Corso 2, Milano
SAN PAOLO—(GTA Music) Galleria del Corso 2, Milano
SANTA CECILIA—(Ariston) P.tta Pattari 1/3, Milano
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SANTOJANNI—(Bideri) Via S. Pietro a Majella 17, Napoli
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SAPORETTI & CAPPELLI—Via dei Conti 12 r, Firenze
SARDAMUSIC—Bosa (Nuoro)
SAVIO—Via Dante 19, Cesena (Forli)
SCANZONATISSIMO—Rione Lauro 82, Napoli
SCIACCA—Via Frattina 89, Roma
SCIASCIA—Corso Europa 5, Milano
SCIASCIA SALVATORE—Corso Umberto 117, Caltanissetta
SCREEN GEMS—COLUMBIA—(Messaggerie Musicali) Galleria del Corso 4, Milano
SELEMUSICA—(GTA) Galleria del Corso 2, Milano
SENZA FINE—Galleria del Corso 4, Milano
SERMI FILM—Via Cesare Beccaria 24, Roma
SERRA LUIGI—Via Luccoli 56, Genova
SETTEBELLO—Corso Europa 5, Milano
SETTENOTE—(Southern) P.tta Pattari 2, Milano
SFINGE MANZONIANA ENIGMISTICA—Via Antonio Ghislanzoni 25, Lecco (Como)
SIBILIO—Spalto Gamondio 11, Alessandria
SIBILLA—Via Albalonga 40, Roma
SIDERAL—Via Città di Castello 14, Roma
SIDET—P.tta Pattari 4, Milano
S.I.G.E.M.—Viale Risorgimento 10, Agropoli (Salerno)
SILMAR—Via F. da Paola 2, Torino
SIMEOLI SALVATORE—Via S. Pietro a Majella 5, Napoli
SIMPSONY—Via Monteverde 11, Roma
SIRENA (La)—Via E. De Marinis 4, Napoli
SIRIO—Via S. Giacomo 6, Napoli
SISTINA—(Messaggerie Musicali) Galleria del Corso 4, Milano
SISTRO—(GTA Music) Galleria del Corso 2, Milano
SMART—Galleria del Corso 2, Milano
SMERALDO—Via Giuseppe Rosso 5, Roma
SOFIA—(Messaggerie Musicali) Galleria del Corso 4, Milano
SOLARE—Via Vezzani 2, Reggio Emilia
SOMBRERO—Corso Europa 5, Milano
SONEM—Via Madama Cristina 11, Torino
SONG—Via Bigli 11, Milano

SONORA—Via Perticari 88, Savignano sul Rubicone (Forli)
SONORFILM—(Nazionalmusic)—Corso Vitt. Emanuele 30, Milano
SONZOGNO—Via Bigli 11, Milano
SORANO—Via De Amicis 123, Firenze
SORRISI E CANZONI—(Campi) Via Virgilio 8, Roma
SOUTHERN MUSIC—P.tta Pattari 2, Milano
SOUVENIR—(Leonardi) Corso Europa 5, Milano
SPANKA ITALIANA—(Curci) Gall. del Corso 4, Milano
SPRINT—(Durium) Via Manzoni 40/42, Milano
STAR—(Clan) Corso Europa 5, Milano
STEITEL—Via Ugone Visconti 3, Tortona (Alessandria)
STELLA—Piazzale Velasquez 9, Milano
STELLA ROMANA—Corso Vittorio Emanuele 22, Milano
STEM—Via Fratelli Bandiera 10, Torino
STOP—Galleria del Corso 4, Milano
STRADIVARIUS—(C. A. Rossi) Galleria del Corso 2, Milano
STUDIO MUSICALE ROMANO—Via Alpi 15 d, Roma
SUCCESSO—(Messaggerie Musicali) Galleria del Corso 4, Milano
SUPERBA—Piazza Castello 9, Torino
SUPERSONIC—(Messaggerie Musicali) Galleria del Corso 4, Milano
SUSY—Via Piatti 4, Milano
SUVINI-ZERBONI—(Messaggerie Musicali) Galleria del Corso 4, Milano
SWEET MELODY—Via Guastalla 5, Milano

T

TABU—Via Erbe 2, Milano
TALENTO—Via Nazionale 64, Moschiano (Avellino)
TANK—(Campi) Via Virgilio 8, Roma
TARQUINIA—Piazza S. Simeone, Tortona (Alessandria)
TELEMONDO—Via Monte Santo 10 A, Roma
TELESTAR—Via Turati 28, Milano
T.E.M.I.—Via G. B. Tiepolo 36, Roma
TEMPO—Via Porta d'Archi 8/6, Genova
TERME—Via Aurelia 69, Vado Ligure (Savona)
TEVERE—(Messaggerie Musicali) Galleria del Corso 4, Milano
TIBER—(Messaggerie Musicali) Galleria del Corso 4, Milano
TIGRE—Piazza Medaglie d'Oro 4, Milano
TORNADO—(Sidet) P.tta Pattari 4, Milano
 (Continued on next page)

the hits maker place
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 is working for you



Caterina Caselli
 gigliola cinquetti
 johnny dorelli
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ITALY—The Past 12 Months

(Continued from page 118)

the highest success at the end of 1966, but this is not the real reason. The "beat" fashion served to create a new interest on the part of record operators towards foreign products which were clearly declining in 1963 and 1964.

The new demand of foreign releases pushed the Italian record companies in a new campaign for the acquisition of foreign labels: it is interesting to note that all new agreements concerning distribution or introduction of foreign catalogs in our territory were signed or discussed or renewed just during this twelve months period. It started with the pact signed between Cemed Carosello and United Artists, followed with the formation of Dischi MGM, a joint venture between Ricordi and MGM Records, and has been just recently concluded with the pact between R.I.F.I. and Atlantic.

Profiting from a new interest by part of customers toward foreign releases, the Italian record companies have welcomed the situation, and have opened all doors to these products with small investments, without direct production problems. Hence, they have resolved the problem of feeding their record sales organizations.

In our weekly column we have reported our negative opinion concerning, generally, the song contests. Even in the case of San Remo our opinion was negative because the total sales of the festival releases do not always compensate for the loss of four months of usual sales.

But we have to recognize the value of the San Remo song contest and other top contests such as "A Disk For Summer" and "Cantagiorno".

These contests are the last bulwark in defense of the Italian domestic product. Reserved for original Italian songs they oblige the Italian companies to make an effort in producing and releasing suitable Italian recordings.

At the end of December 1966 only 25% of disks listed in our hit parades were of Italian origin. Four weeks later, immediately after the San Remo contest, more than 80% of the best selling disks were of Italian origin, and this percentage remained un-

ITALY'S MUSIC PUBLISHERS

(Continued from preceding page)

TRE GOLFI—Traversa Altamura, Parco Mele, Napoli

TRE STELLE—(C.A. Rossi) Galleria del Corso 2, Milano

U

ULPIA—Via Montello 32, Roma

ULTRA—Via Volturna 7, Bologna

UNIDEAR—Galleria del Corso 4, Milano

UNIONE—Via Nuova, Meldola (Forlì)

UNIVERSAL EDITION—Via A. Doria 16, Milano

URAGANO—Galleria del Corso 4, Milano

USIGNOLO—(Fonit-Cetra) Via Mazzini 15, Milano

V

VARESE L. di Pietro Varese—Via Garibaldi 22, Parma

VARIETASALOTTO—Via Francesco Datini 3, Roma

VENTRELLA—Via S. Tomaso 22, Cosenza

VESCOVI—(Italmusica) Corso Genova 22, Milano

VESUVIO—Via L. F. De Magistris 10, Roma

VIDALE—Galleria del Corso 4, Milano

VIDIO—Galleria del Corso 2, Milano

VIS RADIO—Corso Umberto I° 132, Napoli

VULCANIA—Piazza S. Simone, Tortona (Alessandria)

W

WORLD MUSIC—(Messaggerie Musicali) Galleria del Corso 4, Milano

Y

YES—Via Anguissola 21, Milano

Z

ZA BUM—Galleria del Corso 4, Milano

ZANIBON—Piazza dei Signori 24, Padova

ZANONI—Via Ciro Menotti 12, Milano

ZIG ZAG—(Guerrini) Galleria del Corso 2, Milano

ZITA—Via Flaminia 36, Roma

changed until four months after the conclusion of the festival. Then, little by little, the percentage dropped to 60% of the total. We hope that this percentage will again be increased thanks to introduction of the "Disk For Summer" hits.

The taste of the public influences the product issued by the record firms and vice versa.

We wish to stress therefore, that the shifting of record production in Italy toward foreign product during the past twelve months was not mainly due to fashion but principally to the policy of the record companies, who immediately after the economical slump of 1964 and 1965, found in foreign product the way to satisfy the increasing record demand on our domestic market.

The "contest" organizations, demanding original Italian product, defend and protect the Italian musical industry, which otherwise, in our opinion, would have become a satellite of the foreign industries.

And not only do the contests defend the domestic product on the inside market; they also help to increase the market for Italian product abroad.

It is well known that in the case of the San Remo Festival all finalist songs are automatically licensed throughout the world (firstly in the European and Latin American countries).

This urges Italian record firms to introduce their artists and products abroad.

Of course the penetration of the Italian record product into the international market is not easy. Complete representation of our lines is generally possible only in Spain, Portugal and in South America. In the Latin countries, a great part of the Italian record product is automatically released. In other countries the release of original Italian recordings is very limited.

For this reason there are very few Italian record firms represented and distributed all around the world. There are a few international organizations such as Phonogram, RCA and EMI or recently also CBS and MGM, which from time to time release original Italian material, but the only Italian companies who have world distribution are Durium, Ricordi, Saar, Ri.Fi., CGD, Ariston, Fonit Cetra and Carisch.

We don't have to put the accent on special results obtained by our companies abroad; we can speak about isolated initiatives taken by different record firms in order to introduce on foreign markets top Italian talents. This is the case with Durium, Ri.Fi., Ariston and CGD. The Italian market is devoted more to the importation than to the exportation, and there is great interest in obtaining shares of the international market.

Durium has conducted a promotional campaign abroad on behalf of Little Tony and Nini Rosso; Dischi Ricordi has strongly promoted Milva and Equipe 84. Ariston Records is introducing their top star Ornella Vanoni; CGD is working on Gigiola Cinquetti, Ri.Fi. Records is promoting Mina and Iva Zanicchi. But with very few exceptions, mainly Spain, Argentina and Brazil, Italian artists do not appear on the charts of foreign countries. Italian companies never make definite decisions concerning a concrete program for the introduction abroad of their products and their artists. This is perhaps because of the increased interest in the importation and the release of foreign recordings on our market during the past twelve months. With very few exceptions, we have noted a lack of interest in the exportation and promotion of our domestic products abroad.

Italian enterprises usually have international departments organized or administered in an embryonic way, or devoting their activity, in great part, toward importation.

This causes great damage to our industry, whose artists could so easily have international exposure, and bring a part of the world record market into our hands, as is the case

(Continued on page 127)

CHART BREAKING ARTISTS:

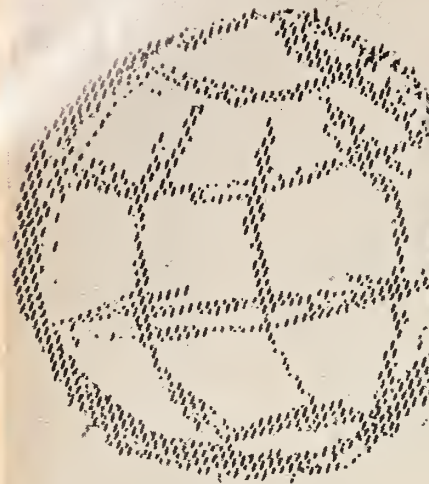
caterina valente
le gemelle kessler
riki maiocchi
i camaleonti
il quartetto cetra
tony dallara
i profeti
i roll's 33

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CBS ITALIANA

ITALY'S RECORD MANUFACTURERS

STUDIO M



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...and you are not wrong if you think that we were responsible for this!



edizioni musicali
E. KASSNER

gruppo editoriale ARISTON

piazzetta Pattari 1/3 Milano (Italy)
phone 897745

ARISTON RECORDS
Piazzetta Pattari 1/3, Milano
Tel. 897745
Telegraphic Address: Aristonrecords
President: Alfredo Rossi
General Manager: Alfredo Rossi
A/R Manager: Gianni Guarnieri
Sales Manager: Amleto Silvestri
International Dept: Ernesto Re
Domestic labels: Ariston Records
Foreign labels: Ariston Records
Pressing Plant: Via Massimo Gorki, San Giuliano Milanese, Milano (18 Presses 100 workers)
Sales Agents: 20
Stores: 3

BENTLER RECORDS
Galleria del Corso 2, Milano
Tel. 780103
President: Gualtiero Guerrini
A/R Manager: Maria Luisa Guerrini
Sales Manager: Dolores Miglio
Domestic labels: Bentler
Pressing plant: Via Goldoni 14, Trezzano, Milano (6 presses, 25 workers)
Distributed by Vedette

DISCHI BLUEBELL S.r.L.
Via Filippo Turati 28, Milano
President: and General Manager: Antonio Casetta
A/R Manager: Federico Montearduini
Sales Manager: Arturo Malcotti
Domestic labels: Bluebell, Mini
Foreign labels: Somerset, Hanna Barbera, Colpi, Esp Disc, Canadian, American, Vee Jay
Sales Agents: 13
Stores: 1

BRUBER S.p.A.
Piazza Duomo 31, Milano
Tel. 897097
General Manager: Carlo Pome'
A/R Manager: Bruno Burattini
International Dept: Rosa Maria Cantoni
Domestic labels: River, Capitan, Interrecord, Mignon
Distributed by DDR

CAR DISCHI JUKE BOX
Via Barletta II, Milano
Tel. 5392392
President: Carlo Alberto Rossi
A/R Manager: Luciano Zotti
Domestic Labels: Car, Dischi Juke Box
Recording Studio: Via Barletta II, Milano
Distributed by Ariston

CARISCH S.p.A.
Via Genral Fara 39, Milano
Tel. 650741
President: Sandro Galli
Vice president: Gino Mazzocchi
Domestic labels: Carisch
Foreign labels: Parlophon, Odeon
Recording Studio: Via Monviso 17, Milano
Sales Agents: 15
Stores: 15

CBS ITALIANA S.p.A.
Galleria del Corso 4, Milano
Tel. 794841
President: Ladislao Sugar
Vice President: Jero Sugar
Managers: Franco Crepax, Sandro Delor, Giuseppe Giannini
A/R Manager: Gianfranco Mondaldi
International Dept: Johnny Porta
Domestic and Foreign labels: CBS
Pressing plant: Via Moretto 9, Milano
Recording Studio: Galleria del Corso 4, Milano
Distributed by Messaggerie Musicali

CDB DISCOGRAFIA ITALIANA E INTERNAZIONALE
Piazzetta Pattari 2, Milano
Tel. 878472
Telegraphic Address: CDB Italiana Milano
President: Carmine De Benedittis
Domestic Labels: CDB
Distributed by Messaggerie Musicali

CELLOGRAK SIMP S.p.A.
Via Maffucci 18, Milano
Tel. 3763141
President: Natale Sciascia
General Manager: Riccardo Rota
A/R Manager: Gino Mescoli
International Dept: Riccardo Rota
Sales Manager: Giovanni Albani
Domestic labels: Style, Big Ben, Phonocolor, Primavera
Pressing plant: Via Maffucci 18, Milano
Sales Agents: 12
Stores: 2

CEMED CAROSELLO EDIZIONI MUSICALI E DISCOGRAFICHE S.r.L.
Via Beccaria 5 Milano
Tel. 793008
Telegraphic Address: Curcimusic Milano
Managing Director: Giuseppe Gramitto Ricci
Domestic Labels: Carosello, Curci, Costanza, Curci Erato, Italian Yank, Paperino, Topolino
Foreign Labels: Disneyland, Buena Vista, United Artists, Erato
Distributed by CEC

CINEVOX
Via Borgogna 7
Milano
Tel. 701107
President: Cesare Andrea Bixio
Vice President: Pasquale Coliman
General Manager: Carlo Bixio
Domestic labels: Cinevox
Distributed by CEC

CLAN CELENTANO
Corso Europa 7, Milano
Tel. 704261
President: Adriano Celentano
General Manager: Corrado Pintus
A/R Manager: Miki del Prete
International Dept: Gabriella Zanotti
Domestic labels: Clan, Clao Ragazzi, Totem
Distributed by CEC

COMPAGNIA DISCOGRAFICA ITALIANA
Via Balilla 36, Milano
Tel. 8472672
Telegraphic Address: Cempadisc
President: Pierquinto Cariaggi
Vice President: Alberto Cariaggi
General Manager: Antonio Cariaggi
A/R Manager: Renato Serio
Sales Manager: Antonio Cariaggi
Domestic labels: CDI, BCD, Discolino, Discomec
Sales Agents: 12
Stores: 1

COMPAGNIA GENERALE DEL DISCO S.p.A.
Galleria del Corso 4, Milano
Tel. 794841
President: Ladislao Sugar
Vice President: Piero Sugar
Managers: Franco Crepax, Sandro Delor, Giuseppe Giannini
A/R Manager: Renato Angiolini
International Dept: Johnny Porta
Domestic labels: CGD
Foreign labels: Reprise, Warner Bros., ASM, Audio Fidelity, Pricject, Musicor, Festival, Riviera, Scepter
Pressing Plant: Via Moretti 9, Milano (14 presses, 60 workers)
Recording Studio: Galleria del Corso 4, Milano
Distributed by Messaggerie Musicali

DECCA DISCHI ITALIA S.p.A.
Via Brisa 3, Milano
Tel. 891848
Telegraphic Address: Deccital Milano
President: Sir Edward Lewis
General Manager: Romano Bacchini
A/R Manager: Paolo Tosi
Sales Manager: Luigi Negro
Domestic labels: Jaguar, Edig
Foreign labels: Decca, London, Telefunken, Argo, Vega', Oiseau Lyre, Brunswick, Coral, Deram, Decca American Serie.
Sales Agents: 15
Stores: 6

DET DISCOGRAFICA EDITRICE TIRRENA S.p.A.
Via Virgilio 8 Roma
Tel. 314341
Telegraphic Address: Camusic Roma
President: Giuseppe Campi
A/R Manager: Ezio Leoni
Domestic labels: DET Records, DET International Records, CAM Records, Campi Records, Tank Records
Distributed by Campi Distribuzione

DISCHI PARADE S.r.L.
Viale Bruno Buozzi 3, Roma
Tel. 805109
Managing director: Vincenzo Micocci
A/R Manager: Vincenzo Micocci
International department: Bruno Pozza
Domestic labels: Parade, Eureka
Distributed by C e C

DISCHI RICORDI S.p.A.
Via Berchet 2, Milano
Tel. 891848
Telegraphic Address: Ricordisc
President: Gianni Babini
Vice President: Eugenio Clausetti
Managing Director: Guido Rignano
A/R Manager: Sandro Colombini
Sales Manager: Renzo Venini
International Dept: Mimma Guastoni
Domestic labels: Dischi Ricordi, International, Classici della Musica Classica, 1 best Seller, Club, Tavola Rotonda
Foreign labels: Amadeo Vanguard, Bang Shout, Cameo Parkway ars Polona Epic, Impact (France), Kama Sutra, Major Minor, Mgm Verve Metro Vsp Verve Forecast, Mira Mirwood Surrey, Pacific Jazz World Pacific, Page one
Recording Studio: Via dei Cinquecento 1, Milano
Sales Agents: 22
Stores: 2

DUCALE EDIZIONI MUSICALI E DISCOGRAFICHE S.r.L.
Via Beccaria 5, Milano
Tel. 791440
Telegraphic Address: Fonorecord
President: David Matalon
A/R Manager: Renato Vantellini
Domestic labels: Italdisc, Ducale, Broadway
Foreign labels: Discophon, Panorama, Qualiton
Distributed by DDR

DURIUM S.p.A.
Via Manzoni 40 42, Milano
Tel. 701008
Telegraphic Address: Durium Milano
President: Krikor Mintangian
A/R Managers: Aurelio Ajroldi, Giampiero Scussel, Felice Piccaredda
Sales Manager: Pino Paschetto
International Dept: Elisabel Mintangian
Domestic labels: Durium, Sprint, Royal
Foreign labels: Prestige, Chess, Checker, Cadet, King
Pressing Plant: Via Trieste, Erba, Come (30 presses, 60 workers)
Recording Studio: Via Carlo Troia 7, Milano
Sales Agents: 15
Stores: 7

EMI ITALIANA
Piazza Cavour 1, Milano
Tel. 652577
Telegraphic Address: Emigram Milano
General Manager: George Charles Alexander
A/R Manager: John Lee
Sales Manager and International Dept: Carlo Barbareschi
Domestic labels: Voce del Padrone, Columbia, Pathe', Regal
Foreign labels: Paramount, Liberty, Tower, Command, Electrola, Columbia, Angel, Pathe', Capitol, Dolton, Stateside, Uptown, Impulse
Pressing plant: Caronno Pertusella, Milano (24 presses, 94 workers)
Recording studio: Piazza Cavour 1, Milano
Sales agents: 30
Stores: 5

(Continued on next page)

ITALY'S RECORD MANUFACTURERS

(Continued from preceding page)

FONIT CETRA
Via Bertola 34, Torino
Tel. 5753
Telegraphic Address: Fonit Cetra Torino
President: Enrico Carrara
Vice president: Renato Zaccone
A/R Manager: Mario Zanoletti
Sales Manager: Luigi Arduino
International Dept: Maurizio Golla
Domestic labels: Fonit Cetra, Cricket, Excelsius
Foreign labels: Ariola, Congress, Cricket, Encyclopedie Sonore Hachette, Eurodisc, Excelsius, International Hi Fi, Kapp Records, Musicdisc, Musicdisc Savoy, President
Pressing plant: Via Meda 45, Milano (30 Presses, 99 workers)
Recording Studio: Via Meda 45, Milano
Sales Agents: 10
Stores: 4

GTA RECORDS S.p.A.
Corso Europa 5, Milano
Tel. 782296
Telegraphic Address: Gtarecords
President: Luigi Sampietro
Managing Director: Gigi Cichellero
A/R Manager: Giulio Libano
International Dept: Piero Gallotti
Domestic labels: GTA Records, Brio Records
Sales Agents: 14
Stores: 1

ITALMUSICA
Corso Genova 22, Milano
Tel. 854641
President: Luciano Pigini
A/R Manager: Giovanni Moretto
Domestic labels: Silver record, Sir IPM, Pig.
Pressing plant: Ripa Ticinese 65, Milano (8 Presses, 14 workers)
Sales Agents: 7
Stores: 2

MEAZZI S.r.L.
Via dei Piatti 4, Milano
Tel. 867361
Telegraphic Address: Megrafom
President and General Manager: Enrico Meazzi
A/R Manager: Gianni Fallabrino
International Dept: Andrea Casale Rossi
Domestic labels: Meazzi, Hollywood, Meazzi Classica, Astraphon, Baby Record, Panoramic, Arpeggio, Humourplay, Baby lingue, GBC
Distributed by C e C

PHONOGRAM S.p.A.
Via Benadir 14, Milano
Tel. 2826241
Telegraphic Address: Comingan Milano
Managing Director: Manlio Baron
General Manager: Mario Corsi
A/R Manager: Mario Corsi
Sales Manager: Franco Paradiso
International Dept: Dario Pogliani
Domestic labels: Melodicon
Foreign labels: Adria, Archiv, Critere, Cyrus, Deutsche, Grammophon Gesellschaft, Fontana, Heliodor, Jazzland, Mercury, Pacific, Jazz Pergola, Philips, Polydor, Riverside, Wing, World Pacific
Pressing Plant: Via Benadir 14, Milano (24 Presses, 90 workers)
Recording Studio: Piazza Cavour 2, Milano
Sales Agents: 14
Stores: 2

RCA ITALIANA S.p.A.
Via Tiburtina Km. 12, Roma
Tel. 416041
Telegraphic Address: Radiointer, Roma
President: Enrico Galeazzi
Vice President: Carlo Ciulli Ruggeri
Managing Director: Giuseppe Ornato
Assistant Manager: Ennio Melis
A/R Manager: Ettore Zeppegno
Sales Manager: Luciano Bernacchi
International Dept: Francesco Fanti Salvoni
Domestic labels: RCA Italiana, Arc
Foreign labels: Barclay, Discophile Francais, Ducretet Thompson, Pye, RCA Custom, RCA Victor, RCA Victrola, Vik, Tamla Motown
Pressing Plant: Via Tiburtina Km. 12, Roma (36 Presses, 280 workers)
Recording Studio: Via Tiburtina Km. 12, Roma
Sales Agents: 100
Stores: 12

RIFI RECORDS Co. S.p.A.
Corso Buenos Aires 77, Milano
Tel. 273641
Telegraphic Address: Rifirecord Milano
President: Giampiero Rossi
Managing Director: Giovanbattista Ansoldi
Sales Manager: Piero La Salce
A/R Managers: Bruno Martelli, Gianfranco Intra
International Dept: Giuseppe Velona
Domestic labels: Rifi, Primary
Foreign labels: Atlantic, Monument, Variety, Westminster, Vox
Pressing plant: Via Vespolate 22 Confienza, Milano (14 Presses, 45 workers)
Recording Studio: Play-Co, Via Stromboli 18, Milano
Sales Agents: 30
Stores: 2

SAAR S.r.L.
Viale Porta Vercellina 14, Milano
Tel. 4696251
Telegraphic Address: Saar Milano
President: Walter Guertler
General Manager: Italo Brandin
Sales Manager: Sergio Balloni
International Dept: Giuseppe Di Gioia
Domestic labels: Jolly, Stella, Music
Foreign labels: Atlantic, Concert Disc, Contact, Dot, Everest, Folkways, Red Bird, Roulette, Vogue, AZ
Pressing Plant: Via Gramsci 20, Pero, Milano (20 Presses, 100 workers)
Sales Agents: 20
Stores: 20

SAINT MARTIN RECORDS s.a.s.
Via Porro Lambertenghi 34, Milano
Tel. 6884434 680679
General Manager: Gino Caselli
A/R Manager: Jeon Langosz
Sales Manager: Lucio Panicchi
International Dept: Primo del Comune
Domestic labels: Sain Martin
Sales Agents: 3
Stores: 1

SOCIETA' TREVISAN COMBO RECORD
Corso Europa 16, Milano
Tel. 799158
Telegraphic Address: Trevisancombo Milano
President: Aldo Speriani
General Manager: Mario Trevisan
Domestic labels: Saint Martin
Sales Agents: 7
Stores: 7

TIFFANY RECORDS
Galleria del Corso 2, Milano
Tel. 793896
Telegraphic Address: Mariart
President: Anna Scotta
General Manager: Marino Marini
A/R Manager: Beppe Cardile
Sales Manager: Pino Paschetto
International Dept: Maurizia Foladore
Domestic labels: Tiffany
Distributed by MPM

VEDETE RECORDS EDIZIONI FONOGRAFICHE
Corso Europa 5, Milano
Tel. 780046
General Manager: Armando Sciascia
A/R Manager: Armando Sciascia
Sales Manager: Sergio Sciascia
International Dept: Aliko Andris Mikalaros
Domestic labels: Corsair, Tempo, Vedette
Foreign labels: Ember Record
Sales Agents: 17
Stores: 2

VIS RADIO
Corso Umberto 1 132, Napoli
Tel. 322705
Telegraphic Address: Vis Radio Napoli
President: Aldo Scopa
A/R Manager: Gino Conte
Domestic labels: Vis Radio, Dominator
Recording Studio: Via Pupa Caiafa 36, Napoli
Sales Agents: 14
Stores: 2

ITALY—The Past 12 Mos.

(Continued from page 125)

with the American and now the English companies.

Continuing our report, we have noted an increasing interest by part of the Italian record industry in the classical field, which of course, consists entirely of LP's.

We have also noted that the greatest interest in classical recordings is shown by those firms who have a big distribution. They build up a classical catalog which sells constantly throughout the year.

We should also mention the increasing interest by part of the Italian public in classical disks. As we reported in our review last year this interest has been awakened by special

initiatives taken by different record firms.

Record companies that have taken special initiative in the classical field are (in alphabetical order): Bluebell, CBS Italiana, Cemed Carosello, Clan Celentano, CDI Compagnia Discografica Italiana, Decca Dischi, EMI Italiana, Fonit Cetra, Meazzi, Phonogram, RCA Italiana, Ricordi, Ri.Fi., Saar and Vedette.

Particular attention has to be paid to the classical releases originally made in Italy. This is because with the lifting of customs in 1968 for the countries in the European Common Market, there will be a larger market for these disks. Classical products are the only ones that can be easily and directly exported in all the countries and are not subjected to local releases and local promotion. Companies that

(Continued on page 128)

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STUDIO M

ITALY—The Past 12 Months

(Continued from page 127)

have an original product in hand will take advantage of this new situation. We have to mention in this case Saar and Vedette. They have already attentively examined the whole situation and have already produced a line that is destined to be exported directly in the Common Market area.

Saar has pressing plant facilities and this represents a further aid in meeting the particular requirements of this new market.

The opening of the Common Market area presents the Italian industry with new problems, which are not limited to the classical lines, but will be extended more or less to the entire LP field. Because importation will now be as easy as exportation, wholesalers can create on the inside market direct competition with every record sales organization.

Italy is considered the fourth market on the European continent, and while England, Germany and France, are already stable, we are still developing.

The strong inside competition has already created some troubles in our record industry, and as a first consequence the retail prices of LP's, especially classical ones, have slid down, reducing subsequently the profits of our industry. What will happen when the market is open to external competition?

As far as the low-priced series are concerned, there has been a tendency to standardize the price of mono and stereo albums. Last year we quoted for the albums a minimum price of Lit. 1.650 (\$2.66) and a maximum of Lit. 4.400 (\$7.10). This year the minimum retail selling price for albums is Lit. 1.500 (\$2.27) with a maximum price of Lit. 3.300 (\$5.32). We have noted a dangerous tendency on the part of some retailers to sell LP's at Lit. 1.200 (\$1.93). This price is actually reserved for a restricted class of disks, without peculiar artistic or technical characteristics.

This sinking of prices is not yet alarming, but it will become serious, when the really big competition arrives from the other members of the European Common Market.

It is to be noted that the price of Lit. 1.500 for classical albums has already been assumed as a definitive price by some record firms, and this is also the price fixed by CBS Italiana during their latest convention in Riccione, at the beginning of June, for their low-priced series.

The competition is expected to be even stronger when other firms enter the classical LP production. We know that five other Italian record firms are preparing to start classical music lines and are looking for classical material. These firms are Ariston, Det Record, Bentler, GTA, and Tiffany.

The situation in the pop album field is less difficult. During the past 12 months, we have noted on the part of the top Italian record firms a tendency toward more coordinated activity in releasing LP's. In many cases a prepared schedule of production is followed.

The success of an artist on LP's usually follows his success on singles. The coordination of releases depends on able A&R managers. Among the best-known are Ettore Zeppigno of RCA Italiana, and Giampiero Ricci, who is responsible for the Tamla Motown success here, Aurelio Ajroldi and Giampiero Scussel of Durium and Enrico Piccaredda. We wish to stress that Giampiero is responsible for the big success here of Rocky Roberts. Also to be mentioned are Franco Crepax and Giuseppe Giannini of CGD/CBS Italiana and Sandro Colombini, who recently joined Dischi Ricordi after a former association with Clan Celentano. Responsible for the Ri.Fi product are Tonino Ansoldi, Bruno Martelli and Gianfranco Intra. Also to be noted is Luigi Negro of Decca Italiana, who is responsible for the release of some pop LP's derived from the Decca repertoire. We wish to con-

clude the list by mentioning Sergio Bono of EMI Italiana.

These gentlemen are responsible for the 30 best selling singles in Italy during the past twelve months.

Now we wish to examine these disks. It is interesting to note that among these 30 top hits, only fifteen are in the "beat" or "rhythm & blues" style. Also it is interesting to consider that the "beat" hits listed on our charts were for the most part released in 1966, while the R&B hits have all been released during the past twelve months. It is a clear symptom that rhythm & blues has many fans on our market.

By the way, even if it is not derived from the examination of the top 30 charts, we have to take the view that there are clear signs also of the return of Latin-American music on the hit scene. Some promotions which are in effect during the summer of 1967 are clearly demonstrating a certain tendency toward the Latin style. Some top new releases are directly devoted to Italian versions of South American original copyrights.

Going on with a study of this top 30 chart, it is necessary to stress that it is again confirmed that Italy is the country of the melody, in spite of fashion or trend: Fifteen of the 30 best sellers are flowing melodies, some of them International standards like "Strangers In The Night" (Frank Sinatra/CGD), others like "Un Mondo D'Amore" (Gianni Morandi/RCA) are in typical Italian style. Top position on the chart, with few exceptions, are covered by melodic releases.

There is also another consideration which will also serve as a confirmation of what we stated before on the San Remo song Festival: 5 of the 30 releases listed on the charts derive from the San Remo contest. Three of them are listed among the top 10 and the first, "Cuore Matto" by Little Tony (Durium) has sold over one million copies.

One also has to thank this contest as we have on the list 16 original Italian copyrights, while the other 14 are of foreign origin. 20 of the 30 releases are of Italian originals and only 10 of foreign origin.

The various record companies represented among this top 30 chart are: RCA Italiana, 7 releases; Ri.Fi, 5 releases; Durium, 3 releases; Ricordi, 3 releases; Carisch, 3 releases; CGD, 2 releases; EMI Italiana, 2 releases; Decca Italiana, 2 releases; Phonogram, 1 release; Saar, 1 release; and Clan, 1 release.

Another interesting consideration is that 13 of the 30 numbers listed on this hit parade are performed by groups and this is the most glaring sign shown by the "beat" fashion, which, by the way, has helped record firms reduce their investments in recording sessions, and making pass, quite unobserved, the musicians strike we had during the months of March and April.

This list can also indicate who have been the most successful artists on the Italian market during the past twelve months: Gianni Morandi (RCA Italiana) is listed with three disks among the top 30. Also I Giganti (Ri.Fi) has three records among the 30 best sellers, together with The Beatles (Carisch) with three records, too. Little Tony (Durium) is present with two disks, followed by Equipe 84 (Ricordi), also with two records, and by Adamo (EMI Italiana) and The Rolling Stones (Decca), also with two releases listed among the top 30.

Another consideration derives directly from the examination of this best sellers list: while until the last year, we had to put an accent on the activity of the indie record producers, we have to note now that this phenomenon is tending to disappear. This is directly connected with the improvement of the internal organization of each record firm: among the artists listed on our best sellers list, only Gianni Morandi and Rita Pavone (both of RCA Italiana) have been released through an indie record producer, who in the case of Gianni Morandi is Franco Migliacci, and

(Continued on next page)

ITALY—The Past 12 Months

(Continued from preceding page)
in the case of Rita Pavone, Teddy Reno.

Of course, the success of these disks does not only depend on the production departments, but it is also directly connected with the promotion activity developed by each record firm. In this connection we wish to conclude our review, as fast look into the promotional activity of our record market.

Promotion and Promotional Media

It is interesting to note the great importance that is attached by the record companies to the promotional department. All Italian record firms have a promotional department. Promotion, together with artistic production, seems to be the principal pitch of the record activity.

Top promotional media are of course TV and Radio. This media in Italy are in the hands of Rai Radiotelevisione Italiana, a unique monopolistic company directly controlled by the state.

We do not have particular changes to report in the general policy of our Radio TV Company during the past twelve month period. After the "changing of the guard" reported last year, when a young, dynamic executive took over the reins of the monopolistic organization, we have had TV and Radio programs more suitable to the taste of the public and in the case of musical programs, closer to the real trend of the market.

For the past twelve month period, we have to mention two TV programs which have been organized, taking into direct consideration the trend of the music market: a series called "Settevoci" and another weekly called "Diamoci Del Tu" conducted by two top young talents Giorgio Gaber (Ri.Fi) and Caterina Caselli (CGD).

Speaking about radio broadcastings, radio here is having a second youth. Record production is addressed to young people. After the big success

of the weekly transmission "Bandiera Gialla" (Yellow Flag), which was the first program entirely devoted to youth, other similar programs have been organized. The Italian Radio has discovered the disk-jockey and has created new broadcasts entirely devoted to pop talents and pop music.

Among the most popular of these young Italian disk jockeys are Gianni Boncompagni, conceiver and producer of "Bandiera Gialla," Renzo Arbore, Adriano Mazzeletti, and Sergio Gigli.

This change of policy of our Radio Monopoly was more forced than desired. Two radio stations immediately near to the Italian borders started two years ago a series of daily transmissions devoted to the Italian public (in Italian language). We refer to Radio Montecarlo and Radio Capodistria, both located in the resort towns. First station is covering the Tirrenic coast, while the second one is heard along the Adriatic coast. Particularly interesting is their activity during the summer season, when radio programs are specially followed. Both stations are commercial and for this reason they have established direct connections with Italian record firms, offering a strong promotional media.

This competition to our Radio TV organization becomes stronger every day, and our Radio TV setup was compelled to renew its programs and productions. We have to thank this competition for having brought about an improvement of our radio transmissions.

Of the other branch of the promotional organization and of the promotional media, there is not too much to say: Jukes have increased again during the past twelve months. In four years the number of units has quite doubled. This is also a further confirmation of the expansion of our record market. Juke boxes have of course developed their weight as promotional media.

A reason of the increase of the

number of juke boxes existing on our market, is due to the special organizations that have been created with the purpose of distributing records only to juke box operators. These facilities have convinced many of them, to enter the field, or to increase the number of sets. We wish to mention two of these organizations: ODBJ and Jukebox Service, both located in Milan.

The price of a single disk to be sold to these organizations has been generally fixed in Lit. 350 (\$0.56). Further discounts are only granted in case of special promotional campaigns, but, in this field, with a direct contact between record firm and the organizations of distribution there are not special problems involving this promotional media.

As far as press-oriented promotion is concerned, there are no special problems. Particular interest is shown by part of the record industry to the trade press which can directly influence the distribution organizations such as wholesalers or retailers, as well as to the specialized press.

Particularly during the period we examine (three magazines already mentioned in our past copy) have acquired a particular weight on the music market. These magazines are Ciao Amici, Big and Giovani. Ciao Amici and Giovani started as monthly magazines, but they have been changed, into weekly editions. These magazines have all an average circulation of about 150,000 copies per week, they have a considerable promotional power. Record firms are giving particular attention to them, especially in case of promotional campaign on new talents or for some particular releases.

A place completely apart is reserved to the weekly magazine "Sorrisi E Canzoni" published by Campi. This magazine is one of those with a biggest circulation in Italy: 1,000,000 copies per week. This magazine is devoting a great part of the space to musical events, and as a matter of fact, even though not directed to a specified section of the public, has a considerable promotional power, with an average circulation of 150,000

copies per week. There is also another magazine which (more or less) is of the same category of Sorrisi E Canzoni, this magazine is called "Settimana Radio E TV". As indicated by the title this magazine is devoted principally to top events of Radio and TV.

Please note that all these magazines, with the only exception of Settimana Radio E TV, are publishing record charts. Another magazine, also being not specialized in music and record arguments, is devoting a good part to the musical life: this is Bolero Film, which also sports a record chart. This weekly magazine has an average circulation per week of about 250/300,000 copies.

Going back to the trade press, we have to mention two magazines devoted to the Italian market: they are Musica E Dischi published monthly, and Discografia Internazionale published twice per month. Discografia Internazionale started its publication in Nov. 1966.

International press is represented in Italy by Cash Box.

Publishing Activity

As we had the occasion to state many times in our editorials, the record industry is playing a prominent role on the musical market. The real industrial activity is concentrated in the hands of phonographic producers, while the publishing activity shall (here) be considered as a subsidiary of the record industry.

This phenomenon is similar in all countries, but we think is particularly emphasized in Italy. All top musical enterprises, with only one or two exceptions who have born firstly as music publishing companies, have shifted little by little towards record production and have now made of this their main activity. Outstanding cases are those of Ricordi and Sugarmusic which (born as music publishers) are listed now among the prominent record industries; particularly in this case Sugarmusic who started producing records with the associated record

(Continued on next page)

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ITALY— THE PAST 12 MONTHS

(Continued from preceding page)

company CGD/Compagnia Generale Del Disco, and have established a pressing plant and a complete record sales organization. They are also associated with CBS Italiana.

Having lost its industrial characteristics (with the complete discontinuance of the sheet music sales) and being considered as subsidiary to the principal activity of record production, music publishing still covers a prominent role in the economical cycle of the musical industries. This is the reason that has pushed most of the top record firms to start an activity in the publishing field.

During the period in which the record activities passed from an "artisan" stage to a real industry (in years from 1958 to 1963) it seemed that the publishing activity should have been destroyed by the new enterprises, but now, that the record industry has reached (in Italy) a maturity point, and also a point of stability, the publishing enterprises seem to have found a new position in the musical creations. Now that the record producers are looking for highest qualities in their product, the cooperation of the music publishers that have to supply to them with the raw materials for their releases, seems to be indispensable, even if at this stage the demand should have been satisfied directly by the inside publishing organization of the record firms. As a matter of fact, the record producers prefer (in order to be sure to create a better production) to extend their researches on all available repertoires.

Of course first in taking advantage of this state of things, are the large publishing groups, with a great number of repertoires at their disposal: these big publishing organizations have recently reinforced their influence on the music market, but at the same time also emphasized the artisan activity of little pubberies able to deliver to the record industries, the particular tune they need.

In the present organization of the record market, the promotional help with which the publisher was able to contribute to the success of a disk has lost much of its importance in view of the big promotional organization of each record enterprise.

Thus, the record producer's concern for the artistic and commercial value of the material, seems to exceed his interest in cooperating with the publisher for the success of the release.

This of course has, as an automatic result, a reduction of the share of profit of the publishers, who, in the case of little enterprises always have to transfer a share of their profits to the record enterprises. This, which in the past was considered as a lamentable state of affairs, is now quite accepted, and it finds justification in a rising economy of the market.

We have noted, by the way, during the twelve month period on which we are reporting, an increase in the initiatives taken in the publishing field on the part of single persons (authors or composers, for instance) who prefer to act independently as publishers even if submitted to the range of influence of some record firms, who, by the way, without any beaucocratic or financial engagement, can obtain what they need for their production, still maintaining their share of profits.

We have noted a development of this phenomenon mostly in Rome which is the second musical center of Italy, after Milan. Of course these are only embryonic symptoms, but in our opinion they are destined to develop further in the future.

Big publishing groups, especially with the representation of top foreign catalogues, are reinforcing their position, but this is justified by the fact, that through their own organizations, they participate directly in the promotion of record product, and, in this case, are partly responsible in the final success of the disk.

We can underscore this conclusion by examining the already mentioned Top 30 list of the past twelve months. Of the 30 hits listed, 13 are owned by top publishing groups (Ariston one

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A
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ANGELICUM—Piazza S. Angelo 2, Milano—Tel. 654,610
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B
B D M—Via S. Petronio Vecchio 27, Bologna

C
CARISCH—Via Monviso 17, Milano—Telefono 389,317
CINEVOX—Via Gregoriana 16, Roma—Telefono 686,486

D
DAUNIA—Via Lecce 31, Foggia—Tel. 23,632
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DISCHI RICORDI S.p.A.—Piazzini dei Cinque-Cento 1, Milano—Tel. 530,394
DISCOGRAFICA ROLFILM MUSICALE—Corso Valdocco 11, Torino—Tel. 511,719
DURIUM S.p.A.—Via Troya 7, Milano—Tel. 470,778

E
EUPHON—Via Principe Amedeo 12, Torino—Tel. 541,441

F
FONIT-CETRA S.p.A.—Via Bertola 34, Torino—Tel. 57,53; Via Meda 45, Milano—Telefono 84,32,551; Via Nicola de' Cesarini (P.zza Argentina), Roma—Tel. 565,451
FONOLA—Via Leopardi 25, Milano—Telefono 872,882
FONOLUX—Piazza Cinecittà, Roma
FONORAMA—DI C.A. ROSSI—Registrazioni e doppiaggio—Via Barletta 11, Milano—Tel. 53,92,392—53,92,215
FONO ROMA—Via Maria Cristina 5, Roma—Tel. 382,051; Via Lumière 4, Cologno Monzese (Milano)—Tel. 91,23,073/4/5

I
INTERNATIONAL RECORDING S.p.A.—Via Urbana 172, Roma—Tel. 480,667—481,926

K
KRITES STUDIO—Via Biancamano 31, Roma—Tel. 753,850

L
LA VOCE DEL PADRONE—COLUMBIA—MARCONIPHONE S.p.A.—Via S. Eufemia 25, Milano—Tel. 802,622

title, Curci 6 titles, Ricordi 3 titles, Southern 2 titles, Sugarmusic one title), and have been recorded by labels not associated with the pubberies.

In this connection we have ascertained a decrease in the number of copyrights recorded by the record firms and owned by publishers associated with these firms.

In the Italian column in the 1966 Directory, we reported that 40% of the total tunes recorded in 1965/1966 were owned by publishing firms not associated with the record companies who released the disks, while 60% of copyrights recorded were owned by pubberies directly associated or connected with the record producers. This year the percentage of non-affiliated copyrights recorded has increased 4%, while of course the number of copyrights recorded belonging to the record firms has decreased 6%. The 2% difference indicates copyright owned by small independent publishing firms.

Although these changes are not startling, they may indicate a growing trend.

The increase in the percentage of recorded copyrights belonging to the big publishing groups is partially due to the fact that for most of the foreign releases copyrights are automatically assigned to publishers not associated with the record firms who release the disks. This is because of previous agreements, or because the top publishing groups, which existed on the market before the younger record organizations, are still preferred by the original owner of the copyrights; he still assigns his copyrights to them, even if his works initiated on disks.

There will be a change in this field in the near future, when contracts will be renewed, and the record firms will claim the assignment of sub-publishing rights for our country.

At this moment, it looks as though the labels will win their claim.

M
MEAZZI s.r.l.—Via Piatti 6, Milano—Telefono 867,361
MESSAGGERIE MUSICALI—Galleria del Corso 2, Milano—Tel. 794,841
MICROPHONE RECORD—Via Mantove 10, Milano—Tel. 593,053

P
PHONODORICA—Corso C. Alberto 58, Ancona
PHONOGRAM S.p.A.—Piazza Cavour 2, Milano—Tel. 790,071
PHONOTYPE RECORDS—Via E. De Marinis 4, Napoli—Tel. 322,694

R
RADIO VATICANA—Città del Vaticano, Roma
R.A.I.D.—Via Giolitti 10, Torino—Tel. 512,062
RAIFON—Viale XX Settembre 17, Trieste
RCA ITALIANA S.p.A.—Via Triburtina Km. 12, Roma—Tel. 416,041
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RIVEL RECORD—Via Risorgimento is. 66 n. 23, Messina

S
SAAR—Via Gramsci 20, Pero (Milano)—Telefono 35,30,564
SAID RECORD—Via C. Battisti 67, Palmi (Reggio Calabria)—Tel. 209
SALAMONE F.—Via Frinco 30, Torino—Telefono 390,763
SAX RECORDS—Via Pietro Borsieri 41, Milano—Tel. 68,84,423
SELESPETTACOLO—Via Rovello 3, Milano—Tel. 865,747
SONIC—Via Gabriele Camozzi 1, Roma—Tel. 318,519
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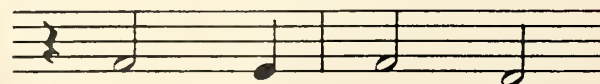
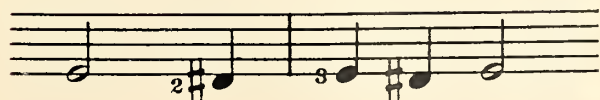
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GENERAL POINT OF VIEW:—No big changes have happened in the last 12 months in the record industry. After more than ten years, the ghosts of the dead idols are still alive in the mind of the people. Mexican idols like Jorge Negrete, Pedro Infante (the biggest of all of them) and the recently deceased Javier Solís, still have enviable record sales. The new Mexican talents, some of them who have quality and projection, don't mean much to the people and their sales are irregular. Maybe this is because the foreign recordings have taken an important place in the Mexican record market.

As was the case some years ago, the bolero rhythm and the trios (traditional music and singers) are still out of favor with the public and only the bolero ranchero (a modern style of Mexican folk music) is really strong, as is tropical music, folk music and old catalogs. Foreign music in foreign and domestic versions is on the upswing and is taking an important part in the selling budgets of the record companies.

Nevertheless, the situation in the record industry is not bad at all. The sales averages have been increasing and plans for the future are rosy.

POPULATION:—México has a population of 40,000,000 people and the city of México has six and a half million inhabitants. The minimum salary is \$60 a month and we may consider that an average family income in the big cities of the 28 states of the republic is around \$100. And the prices of the records in single, extended play and long play are much like those in the United States, while the record players are much more expensive. So, with these statistics, a big hit in México may sell between 20,000 and 25,000 copies and when it passes 100,000 copies, as very few did, it is considered a golden record. All these things may be of interest to an American or European label who wants to ask a guarantee of 10, 20 or 30 thousand dollars for the distribution of its label in México. It is simply impossible.

FUTURE OF THE RECORD BUSINESS IN MEXICO:—As previously noted, perhaps the main problem Mexico has always had has been the high prices of the record players which are prohibitive to the masses. This problem is being studied very seriously by the members of The Amprodis (Mexican Association of Record Producers) to find a record player with quality but with a cheap price that could increase the selling volume.

Another interesting point is record distribution through the whole nation and foreign countries. It is getting better each day and the relations with record people in the countries of Latin America, the United States and parts of Europe and the Orient are better than ever and, therefore, the sales are increasing.

Very interesting are the facilities that the government has provided to promote the artistic life in México, especially in the capital, where the new regent has given facilities to open new entertainment places, even promoting concerts and auditions in public places, that have opened new working mediums for the artists and the new talents that indirectly benefit the recording companies. In the city of México there are more than 30 first class night clubs, besides the second and third class places, which all have many artists constantly working.

Besides the radio stations (more than 500 in the country), the TV channels cooperate to promote the record business through their musical shows. By the end of the year, two new channels will be operating in the

city of México and that obviously will help to create, popularize and promote talents, with the help of the four channels already in the Mexican capital.

The self-promotions of the record companies are operating more professionally now. The budgets of the advertising and promotion departments have increased and the artists receive more and better attention than before. The newspapermen now have better information to promote artists and to provide more information about their jobs. The deejays are more conscious now of the labor of the recording companies and their artists and are cooperating wonderfully with all of them.

Many companies are working now in special surveys to discover what the people like best, what they would like to listen to and to buy, their preferences and what they dislike, the advertising and promotion for definite areas of the best consumer country; the public relations between record agents and record sellers, between promoters and deejays, the incentives for their best selling artists, and so forth. México does not have the perfect system or selling, promotion and distribution, but it is doing its best, that is the most important thing. Perhaps México has just started, but the first step has been taken.

All these things sound good, because mainly, there is enthusiasm to work for a better future in the record field. There are still many things to do and Mexico is conscious of this, but it is ready to work for them. Perhaps one of Mexico's dreams is to want to be the leader of Latin America in the music and record field, and it will try hard to get there.

GENERAL GLANCE AT THE RECORD COMPANIES IN MEXICO:

RCA:—This company is looking for new A&R elements, preferably new in the music field. Names like Eduardo Magallanes, Maricarmen Cirici, Okamura and others, are under the direction of Rubén Fuentes to invigorate the music production. In the advertising field, this department is split now by Guillermo Infante, who also is general sales manager and who has under his direction Raul del Valle and Federico Gutierrez. Louis Couttolen, Jr., president of RCA, wants to renew the company in some departments and he is demonstrating it. RCA is still the number one record company in México.

CBS:—As with RCA, Manuel Villarreal, president and General director of this company, is creating new administrative and production ideas to increase sales. Luis Bastón has been named coordinator of the A&R department, while Armando de Llano, vice president and general manager, is in charge of the administrative work of this important label, where Raul Bejarano is handling the sales department.

MUSART:—Eduardo L. Baptista, president of this company, has put special attention on foreign distribution and has created offices in Miami and some parts of Central and South America. This company has lately contracted several Central and South American artists, who are recording in México under the direction of Guillermo Acosta. Luis Gil, who is the vice president of this company, has given special attention to the promotion and advertising department. He has a most valuable collaborator in the person of Jesus Acosta, who also is directing their TV shows. The sales department under Jose Luengo, is working as well as always.

CAPITOL:—With less than two years in the Mexican music market, Andre Midani, general manager of

this company, has done a great job in the music industry. He started this company with new elements in this field and names like Alfredo Gil, Jr., in the A&R department, René Leon in the international catalogue, Miguel Delgado in the advertising department, Sergio Nuñez Flacón in the promotion and public relations jobs, and Arturo Valdéz, who has become a good sales manager. This company is already figuring as one of the most important in México.

ORFEON:—This is a 100% Mexican company which began to build a Mexican catalog without the help of any foreign catalog to distribute. Its dynamic president and owner, Rogerio Azcárraga, and its general director, Alejandro Siegrist, have created a new factory with the most modern equipment with 24 record presses and the newest models of machinery required for the recording process. They also handle the Motorola radio and TV industry and the cartridge assemble, all of them costing many million pesos. Porfirio Reyna is doing a nice job in the Orfeon's speciality of new wave recordings, and Paco de la Barrera is working hard on the standard catalogs.

PEERLESS:—The great experience of its president Heinz Klinckwort, and the hard work of its general manager Leo Porias, maintain this company's good sales, especially in the interior cities of the country. Two new and young A&R men are now in charge of the new Peerless music production and they are doing their jobs well. Roberto Salinas is promoting and advertising in the right way, and Bruno Vogt is directing his efforts to the province, the Latin sections of the United States and Latin America, in addition to the Mexican capital.

GAMMA:—This is the case of a "small" record company that became in a short time a "big" label due to the distribution of foreign records, thanks to the labor of one man, Tomás Muñoz, who with wonderful vision and intelligent work, has made this a most profitable business. Now, Muñoz is in the United States in a study plan and the company is now in the hands of Carlos Camacho, who has been named assistant general manager, and who is a man of great experience and will continue the labor of Muñoz, assisted by the young executive Luis Moyano.

DUSA:—This is the company that handles the catalog of Philips, Polydor, Deutsche Grammophon, Verve, MGM, Mercury and many other labels. Dusa, a new organization commanded by its new general manager, Hans Schrade, is described in another part of this Mexican Review. Meanwhile Agustin Hernández is the sales and promotion department, Edgardo Obregón and Salvador Arreguin in the A and R department, are working closely with him.

TIZOC:—This is also a relatively new company directed by a dynamic young man, Mario Freidberg, who is the vice president of the label. He is now in the process of enlarging the company. Several new executives will definitely give this company the importance of the big ones.

CISNE:—This is the newest record company in México City, but also the biggest in plans for the future. This company has presses and machines, and its artistic catalog has been going well. Rafael Ficacchi is the owner and president of this company and has chosen dynamic people to augment an important catalog for the future.

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Labels: (Others) Columbia, Harmony and Montilla.

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President: Manuel Vidal Zapater
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Labels: (Others) Hispa Vox, Warner Bros., Reprise, Pye, Chess Checker, Cadet, United Artist, ABC-Paramount, Imperial, Vanguard, Ducrette Thompson, Festival, Supraphon, Erato, Vogue and Command, Clan Celentano, Fonit Cetra, Proyecto III, Durium, Double Shot, Everest Alvorada, BWD productions.

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WHAT HAPPENS IN DISCOS UNIVERSALES S. A. ?



Everything began with Mr. Hans Schrade's arrival to Mexico City, who came directly from Germany to take over the General Management of that Company. In the new reorganization of Schrade's management the almost radical change of executives team was observed. Now there is a new group and some of them well-known in the industry for its capacity. They are developing the projects outlined by the company. On the other side, there is an immediate purpose, the expansion of their international activities, a better progress of the levels represented and also a radical change of their offices. But all of this are only conjectures eventhough its activities are known, they have been very discreet by not telling a word yet, that may be published regarding all mentioned above.

Meanwhile, the Mexican record industry in general, as well as the press, radio, discoteques and all the world regarding that business makes themselves the question: What happens in Discos Universales S. A. A light veil of mystery covers the true, so it's very transparent to see it over.

Dared reporters have made some versions about it but not yet an official one. And also there is a question, what great meaning has the visit to Mexico City, several weeks ago, of the General Administrative of the Philips and Deutsche Grammophon and Mr. Brakema's visit, the representative of Latin American of Philips International. Up to date they have not given information about their talks to the press.

However, their actitud, optimism and cordiality of their meeting, make us think that there will be many surprises in the future and meanwhile rumors continue and all over the question: ...What happens in Discos Universales...? What is their purpose...?

ENRIQUE ORTIZ

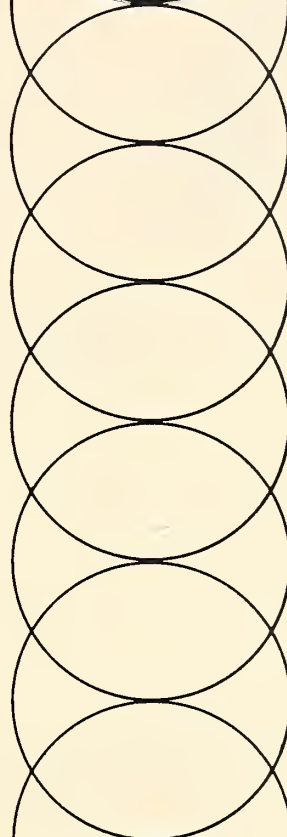
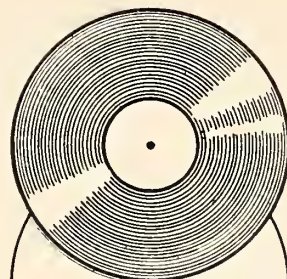
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101 STRINGS

MEXICO'S BEST SELLING RECORDS

BEST SELLING SINGLES OF MUSART

| | | |
|---------------------------|----------------------------|--------|
| 1—De Colores | Estudiantina de Guanajuato | Musart |
| 2—Brasilia | Los Aragón | Musart |
| 3—El Traje de Baño | Mike Laure | Musart |
| 4—Bravo | Olga Guillot | Musart |
| 5—Dame un beso | Mike Laure | Musart |
| 6—Hay ojitos | Los Relámpagos | Musart |
| 7—Te traigo en mi Cartera | Antonio Aguilar | Musart |
| 8—El Cable | Los Aragón | Musart |
| 9—Teresa | Torrebruno | Musart |
| 10—No | Angélica María | Musart |

BEST SELLING LP's FROM MUSART

| | | |
|---------------------------------------|----------------------------|--------|
| 1—Mi Cristo Roto | Jose Antonio Cossio | Musart |
| 2—Organo Melódico | Juan Torres | Musart |
| 3—Los Aragón | Los Aragón | Musart |
| 4—De Colores | Estudiantina de Guanajuato | Musart |
| 5—Al Ritmo de Mike Laure | Mike Laure | Musart |
| 6—Torrebruno, con los hits de Europa | Torrebruno | Musart |
| 7—Ven, Amorcito Ven | Alberto Vázquez | Musart |
| 8—Bravo | Olga Guillot | Musart |
| 9—Rancheras Inolvidables | Antonio Aguilar | Musart |
| 10—Los Grandes Exitos Internacionales | Luis Arcaez | Musart |

BEST SELLING E.P.'s FROM MUSART

| | | |
|--------------------------|----------------------------|--------|
| 1—Tierra Mala | Antonio Aguilar | Musart |
| 2—Ven, Amorcito Ven | Alberto Vázquez | Musart |
| 3—De Colores | Estudiantina de Guanajuato | Musart |
| 4—Brasilia | Los Aragón | Musart |
| 5—Dame un Beso | Mike Laure | Musart |
| 6—Amor y Traición | Flor Silvestre | Musart |
| 7—Capri C'est Fini | Gloria Lasso | Musart |
| 8—Teresa | Torrebruno | Musart |
| 9—Mas Fuerte que tu Amor | Angélica María | Musart |
| 10—Bravo | Olga Guillot | Musart |

BEST SELLING SINGLES OF CBS

| | | |
|-----------------------------|------------------|-----|
| 1—Se te Olvida (La Mentira) | Javier Solís | CBS |
| 2—Es Lupe | Los Johnny Jets | CBS |
| 3—Mi Razón | Sonora Santanera | CBS |
| 4—Las Rejas no Matan | Javier Solís | CBS |
| 5—El Vicio | Jorge Valente | CBS |
| 6—Espumas | Javier Solís | CBS |
| 7—La Mentira (Se te olvida) | Los Panchos | CBS |
| 8—Batijugando | Sonia López | CBS |
| 9—Celoso | Los Panchos | CBS |
| 10—La Martina | Irna Serrano | CBS |

BEST SELLING L.P.s FROM CBS

| | | |
|---------------------------------------|--------------------------|---------|
| 1—Sombras | Javier Solís | CBS |
| 2—Viajando y Bailando | Sonora Santanera | CBS |
| 3—Epoca de Oro | Los Panchos | CBS |
| 4—La Chamaca de Oro | Sonia López | CBS |
| 5—Canción de Un Preso | Irma Serrano | CBS |
| 6—Johnny Jets a Go-Go | Los Johnny Jets | Harmony |
| 7—El Organo Melódico | Ken Griffin | Harmony |
| 8—Et Maintenant | Caravelli & Percy Faith | CBS |
| 9—Eydí Gorme & Los Panchos en español | Eydí Gorme & Los Panchos | CBS |
| 10—Ray Conniff en Español | Ray Conniff | CBS |

BEST SELLING E.P.s FROM CBS

| | | |
|---|--------------------------|-----|
| 1—Payaso | Jvier Solís | CBS |
| 2—Tema de Lara | Los Panchos | CBS |
| 4—4 Hits de Javier | Sonora Santanera | CBS |
| 3—Mi Razón | Javier Solís | CBS |
| 5—Volverás | Sonora Santanera | CBS |
| 6—Canciones de la película "Amor a Ritmo a Go-Go" | Javier Solís | CBS |
| 7—Mas Exitos de los Johnny Jets | Los Johnny Jets | CBS |
| 8—El Puente Roto | Irma Serrano | CBS |
| 9—Eydí Gorme y Los Panchos | Eydí Gorme y Los Panchos | CBS |
| 10—Hambre | Magda Franco | CBS |

BEST SELLING SINGLES FROM PEERLESS

| | | |
|-----------------------|-----------------------|----------|
| 1—Rondando tu Esquina | Julio Jaramillo | Peerless |
| 2—Fuiste a Acapulco | Los Apson Boys | Peerless |
| 3—El Ultimo Beso | Polo | Peerless |
| 4—Siempre te Amare | Los Reno | Peerless |
| 5—El Cable | Mario y sus Diamantes | Peerless |
| 6—La Chispita | Hugo Blanco | Peerless |
| 7—Noche Callada | Marco Antonio Vázquez | Peerless |
| 8—Ruby Tuesday | The Rolling Staones | London |
| 9—Me Piden | Los Babys | Peerless |
| 10—Guantanamera | Sextette La Plata | Peerless |

BEST SELLING L.P.s FROM PEERLESS

| | | |
|-----------------------------------|-----------------------|----------|
| 1—Rondando tu Esquina | Julio Jaramillo | Peerless |
| 2—Fuiste a Acapulco | Los Apson Boys | Eco |
| 3—El Ultimo Beso | Polo | Eco |
| 4—El Cable | Mario y sus Diamantes | Peerless |
| 5—Siempre en el corazón de México | Pedro Infante | Peerless |
| 6—CARTAS a Mi Hijo | Enrique Rambal | Peerless |
| 7—Triunfamos | Los Tecolines | Peerless |
| 8—La Chispita | Hugo Blanco | Peerless |
| 9—A Gu Gu | Los Xochimilcas | Peerless |
| 10—Ecos de Yucatán | Herman's Michel | Peerless |

BEST SELLING E.P.s FROM PEERLESS

| | | |
|---------------------------|-----------------------|----------|
| 1—El Ultimo Beso | Polo | Peerless |
| 2—Rondando tu Esquina | Julio Jaramillo | Peerless |
| 3—Fuiste a Acapulco | Los Apson Boys | Peerless |
| 4—El Cable | Mario y sus Diamantes | Peerless |
| 5—La Chispita | Hugo Blanco | Peerless |
| 6—Paint it Black | The Rolling Stones | London |
| 7—Muchacha | Los Ovnis | Peerless |
| 8—I Wish You Love | The Bachelors | London |
| 9—Muñecas del Cha Cha Cha | Celia Cruz | Peerless |
| 10—Te Deseo Amor | Marco Antonio Vázquez | Peerless |

BEST SELLING SINGLES FROM CAPITOL

| | | |
|-------------------------------|-----------------------|---------|
| 1—Help | The Beatles | Capitol |
| 2—Teresa | Los Yaki | Capitol |
| 3—María no Mas | Cliff Richard | Capitol |
| 4—The Last Round Up | Cliffie Stone | Capitol |
| 5—Sonny | Los Yaki | Capitol |
| 6—Arráncame | Hnos. Arriagada | Capitol |
| 7—Noche Callada | Los Huasos Quincheros | Capitol |
| 8—Silhouettes | Herman's Hermit | Capitol |
| 9—I'll Never Find Another You | The Seekers | Capitol |
| 10—No | Carlos Lico | Capitol |

BEST SELLING L.P.'s FROM CAPITOL

| | | |
|---------------------------------|---------------------------------------|---------|
| 1—Mi Cristo Roto | Padre Ramón Cué | Capitol |
| 2—Help | The Beatles | Capitol |
| 3—Rubber Soul | The Beatles | Capitol |
| 4—Yeah, Yeah, Yeah | The Beatles | Capitol |
| 5—The Eddy Duchin Story | Harry Celler | Capitol |
| 6—Et Maintenant | Gilbert Beaud | Capitol |
| 7—Los Yaki en Vivo | Los Yaki | Capitol |
| 8—Tres Corazones hechos Canción | Hnos. Arriagada | Capitol |
| 9—Capri C'est Fini | Andrik | Capitol |
| 10—Bossa Tres | Leny Andrade, Pery Ribeiro y Gemini V | Capitol |

(Continued on page 138)



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MEXICO'S BEST SELLING RECORDS

(Continued from page 136)

BEST SELLING E.P.s FROM CAPITOL

| | | |
|---------------------|-----------------|---------|
| 1—Help | The Beatles | Capitol |
| 2—Auxilio | Los Yaki | Capitol |
| 3—Michelle-Girl | The Beatles | Capitol |
| 4—If I Fell | The Beatles | Capitol |
| 5—No Milk Today | Herman's Hermit | Capitol |
| 6—The Last Round Up | Cliffe Stone | Capitol |
| 7—Teresa-Sonia | Los Yaki | Capitol |
| 8—Sigamos Pecando | Hnos. Arriagada | Capitol |
| 9—Because | Dave Clark Five | Capitol |
| 10—Good Vibrations | Beach Boys | Capitol |

BEST SELLING SINGLES FROM TIZOC

| | | |
|----------------------------|-----------------|-------|
| 1—Guantanamera | The Sandpipers | Tizoc |
| 2—A Taste of Honey | Herb Alpert | Tizoc |
| 3—What Now My Love | Herb Alpert | Tizoc |
| 4—Mas que Nada | Sergio Mendes | Tizoc |
| 5—La Mula Bronca | Al Hurricane | Tizoc |
| 6—Malvada | Trio Sensación | Tizoc |
| 7—El Mundo | Archibald & Tim | Tizoc |
| 8—Spanish Flea | Herb Alpert | Tizoc |
| 9—The Shadow of Your Smile | Billy Strange | Tizoc |
| 10—Whipped Cream | Herb Alpert | Tizoc |

BEST SELLING L.P.s FROM TIZOC

| | | |
|----------------------|----------------------|-------|
| 1—Mas que Nada | Sergio Mendes | Tizoc |
| 2—Guantanamera | The Sandpipers | Tizoc |
| 3—What Now My Love | Herb Alpert | Tizoc |
| 4—The More I See You | Chris Montez | Tizoc |
| 5—Going Places | Herb Alpert | Tizoc |
| 6—Zorba The Greek | Original Sound Track | Tizoc |
| 7—Whipped Cream | Herb Alpert | Tizoc |
| 8—Bahia | Arthur Lyman | Tizoc |
| 9—Beto Bermúdez | Beto Bermúdez | Tizoc |
| 10—Mariachi Fox | Rafael Palomar | Tizoc |

BEST SELLING E.P.s FROM TIZOC

| | | |
|-----------------------------|----------------------|-------|
| 1—Guantanamera | The Sandpipers | Tizoc |
| 2—Mas Que Nada | Sergio Mendes | Tizoc |
| 3—Zorba The Greek | Original Sound Track | Tizoc |
| 5—What Now My Love | Herb Alpert | Tizoc |
| 5—Lo que mas me Gusta de Ti | Chris Montez | Tizoc |
| 6—A Taste of Honey | Herb Alpert | Tizoc |
| 7—El Mundo | Archibald & Tim | Tizoc |
| 8—Tijuana Taxi | Herb Alpert | Tizoc |
| 9—Batman | Original Sound Track | Tizoc |
| 10—Whipped Cream | Herb Alpert | Tizoc |

BEST SELLING SINGLES FROM GAMMA

| | | |
|------------------------------------|----------------------------------|----------------|
| 1—Brazilia | Tony Mottola | Command |
| 2—Strangers In The Night | Frank Sinatra | Reprise |
| 3—Zorba The Greek | Trio Ateniense | Vogue |
| 4—Sugar Town | Nancy Sinatra | Reprise |
| 5—Yo Soy Aquel | Raphael | Hispavox |
| 6—96 Tears | Question Mark and The Mysterious | Cameo Parkway |
| 7—Cafe Express | Leiber and Stoller | United Artists |
| 8—Winchester Cathedral | John Smith | Top Six |
| 9—These Boots Are Made For Walkin' | Nancy Sinatra | Reprise |
| 10—No Hay que Ceder | Karina | Hispavox |

BEST SELLING L.P.s FROM GAMMA

| | | |
|--------------------------|----------------------|-------------------|
| 1—Brazilia | Tony Mottola | Command |
| 2—Strangers In The Night | Frank Sinatra | Reprise |
| 3—A Man and A Woman | Original Sound Track | United Artists |
| 4—Strangers In The Night | Santo & Johnny | Canadian American |
| 5—Lara's Theme | Ferrante & Teicher | United Artists |
| 6—Venus | Santo & Johnny | Canadian American |
| 7—Yo Soy Aquel | Raphael | Hispavox |
| 8—Servidumbre Humana | Movie Themes | United Artists |
| 9—Zorba The Greek | Trio Ateniense | Vogue |
| 10—El Mundo | Monna Bell | Hispavox |

BEST SELLING E.P.s FROM GAMMA

| | | |
|------------------------------------|----------------------|-------------------|
| 1—Brazilia | Tony Mottola | Command |
| 2—Strangers In The Night | Frank Sinatra | Reprise |
| 3—A Man and A Woman | Original Sound Track | United Artists |
| 4—Susie "Q" | Johnny Rivers | Imperial |
| 5—Zorba The Greek | Trio Ateniense | Vogue |
| 6—These Boots Are Made For Walkin' | Nancy Sinatra | Reprise |
| 7—A Man and A Woman | Ferrante & Teicher | United Artists |
| 8—Cafe Express | Leiber and Stoller | United Artists |
| 9—Yo Sol Aquel | Raphael | Hispavox |
| 10—And I Love Her | Santo & Johnny | Canadian American |

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| | | |
|----------------------|--------------------|--------|
| 1—La Hora del Jerk | Los Hitter's | Orfeon |
| 2—Amarrado | Los Belmont's | Orfeon |
| 3—La Banda Borracha | Los Polivoces | Orfeon |
| 4—Probemos otra Vez | Los Americans | Orfeon |
| 5—El Mundo está Loco | Toño Quirazco | Orfeon |
| 6—Juanita Banana | Los Hooligans | Orfeon |
| 7—Susie "Q" | Los Sputniks | Orfeon |
| 8—Caperucita Roja | Los Rockin' Devils | Orfeon |
| 9—El Despertar | Irma Dorantes | Orfeon |
| 10—125 Pecas | Toño Quirazco | Orfeon |

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| | | |
|--------------------------|------------------------------------|--------|
| 1—Aguinaldo | Dueto Aguila y Sol | Orfeon |
| 2—Bule Bule | Various Artists | Orfeon |
| 3—Desde Ayer | Hnos. Carrión | Orfeon |
| 4—Toda una Vida | Chabela Vargas | Orfeon |
| 5—Todos Queremos a Lupe | Los Rockin' Devils | Orfeon |
| 6—La Banda Borracha | Marimba Orq. La Perla de Soconusco | Orfeon |
| 7—Voy a Quitarme el luto | Toño La Negra | Orfeon |
| 8—El Mundo está Loco | Toño Quirazco | Orfeon |
| 9—Juanita Banana | Various Artists | Orfeon |
| 10—Amanecí en tus Brazos | Francisco "Charro" Avitia | Orfeon |

BEST SELLING E.P.s FROM ORFEON

| | | |
|------------------------|---------------------------|--------|
| 1—Los Hijos de Sanchez | Francisco "Charro" Avitia | Orfeon |
| 2—Hey Lupe | Los Rockin' Devils | Orfeon |
| 3—Un Hombre Respetable | Los Hitter's | Orfeon |
| 4—La Banda Borracha | Los Polivoces | Orfeon |
| 5—Brinquen | Los Belmont's | Orfeon |
| 6—Juanita Banana | Los Hooligans | Orfeon |
| 7—Susie "Q" | Los Sputniks | Orfeon |
| 8—Cumbia Ballenata | Toño Quirazco | Orfeon |
| 9—El Despertar | Irma Dorantes | Orfeon |
| 10—Caperucita Roja | Los Rockin' Devils | Orfeon |

BEST SELLING L.P.s FROM DIMSA

| | | |
|------------------------|---------------|--------|
| 1—Pancha Ska | Toño Quirazco | Dimsa |
| 2—Un hombre Respetable | Los Hitter's | Dimsa |
| 3—Amarrado | Los Belmont's | Dimsa |
| 4—Juanita Banana | Los Hooligans | Orfeon |
| 5—Probemos otra Vez | Los Americans | Orfeon |

(Continued on next page)

MEXICO'S BEST SELLING RECORDS

(Continued from preceding page)

BEST SELLING SINGLES FROM DUSA

| | | |
|------------------------|---------------------|---------|
| 1—Capri C'est Fini | Hervé Vilard | Philips |
| 2—Mas que Nada | Los Dominic's | Polydor |
| 3—Winchester Cathedral | New Vaudeville Band | Philips |
| 4—Acompañame | Rocio Dúrcal | Philips |
| 5—Perdámonos | Chucho del Muro | Philips |

BEST SELLING L.P.s FROM DUSA

| | | |
|---------------------------------|------------------------|---------|
| 1—Dr Zhivago | Original Sound Track | Philips |
| 2—La Revelación Mundial de 1967 | Hervé Vilard | Philips |
| 3—Acompañame | Rocio Dúrcal | Philips |
| 4—Jazz Sebastian Bach | The Swingle Singers | Philips |
| 5—Noches en la Posada Vallarta | Victor Iturbe "Piruli" | Philips |

BEST SELLING E.P.s FROM DUSA

| | | |
|------------------------|----------------------|---------|
| 1—Winchester Cathedral | Various Artists | Philips |
| 2—Capri C'est Fini | Hervé Vilard | Philips |
| 3—Dr. Zhivago | Original Sound Track | Philips |
| 4—Acompañame | Rocio Dúrcal | Philips |
| 5—Invierno Triste | Connie Francis | MGM |

BEST SELLING SINGLES FROM CISNE

| | | |
|----------------------|-------------------------------|----------|
| 1—Algo Tonto | Enrique Guzmán & Silvia Pinal | Aquarium |
| 2—Duraznos con Crema | Las Ikettes | Cisne |
| 3—Hanky Panky | Los Pankys | Cisne |
| 4—Roberta | Pimentel y sus Panorámicos | Cisne |
| 5—Jorge | Lorenza Lori | Cisne |
| 6—Es Solo Amor | Los Pankys | Cisne |
| 7—Decepcionada | Los Dos Luceros | Cisne |
| 8—La Pelicula | Lorenza Lori | Cisne |
| 9—Culpable | Los Picapiedra | Cisne |
| 10—Primero yo que Tu | Chucho Rincón | Cisne |

BEST SELLING L.P.s FROM CISNE

| | | |
|------------------------------------|----------------------------|-------|
| 1—Fascinación | Pimentel y sus Panorámicos | Cisne |
| 2—Tiempo Tempestuoso | Cuerdas Románticas | Cisne |
| 3—Tema del Dr. Zhivago | Rita Infante | Cisne |
| 4—Al morir la Tade | Enrique Rambal | Cisne |
| 5—La Amada Inmóvil | Various Artists | Cisne |
| 6—Poemas para Mamá | Enrique Rambal | Cisne |
| 7—Rimas de Gustavo A. Becquer | Verdaguer | Cisne |
| 8—Prohibido en TV | Los Sonorámicos | Cisne |
| 9—Rosas Rojas para una Dama Triste | Los Delfines | Cisne |
| 10—Viaje por la América | | |

BEST SELLING SINGLES FROM RCA

| | | |
|------------------------|----------------------|-----|
| 1—Sin Final | Brass Ring | RCA |
| 2—El Despertar | Marco Antonio Muñoz | RCA |
| 3—Cuando Vivas Conmigo | Jose Alfredo Jiménez | RCA |
| 4—Rondando tu Esquina | Sagrario Baena | RCA |
| 5—Rosa María | Los Moonlights | RCA |

BEST SELLING L.P.s FROM RCA

| | | |
|-------------------------------|---------------------|-----|
| 1—Rondalla Tapatia, Vol. I | Rondalla Tapatia | RCA |
| 2—Ballet Folklórico de México | Ballet Folklórico | RCA |
| 3—El Despertar | Marco Antonio Muñoz | RCA |
| 4—El Brindis del Bohemio | Manuel Bernal | RCA |
| 5—Rondalla Tapatia Ranchera | Rondalla Tapatia | RCA |

VICTOR YTURBE "THE BOHEME"



The debut of Victor Iturbe, known as "piruli" and also as "The Bohemian," in the bar of a Mexico City Hotel, was a great success. A new voice, fresh with bohemian tonalities, was presented in a place in harmony with his interpretative style. Victor Iturbe performs bohemian songs, romantics, deep Mexican flavor, accompanied by his guitar, showing that his success with records is fully backed with its personal performance. In his short career as a singer, he has been presented in several cities in the United States, he has performed throughout all the north of the Mexican Republic, but his place of performances is in "Puerto Vallarta Hotel," located near the coast of Jalisco, a resort vacationists place.

Being a singer of traditional and modern

romantic performances, he is being hailed, due to his youth and good looks, as a new idol in this style.

Among other songs he has interpreted stand out "NO" actually success, of Armando Manzanero, "ELIA" of Fuentes and Roth composers, and naturally "CONFIDENCIAS DE AMOR," a record that is being listened to on the radio very frequently.

Right after his debut, Victor Iturbe signed a contract for television continuing on his way. Other presentations on TV included one that has pleasant memories for him were "THE ED SULLIVAN SHOW," and very soon the Record Company will release an L.P. with the title of "CELOSO" containing his most popular repertory.

ENRIQUE ORTIZ

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* Because we rank among the first record companies in the Mexican market after only one and a half year of activities.

* Because Discos Capitol de Mexico is a young and happy family . . . it represents the Mexico of tomorrow.

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BRAZIL — THE PAST 12 MONTHS

Although Brazil is larger in area than the United States, the country's population is as low as 80 million inhabitants—of these, and although this condition is improving every year, a great number are still living in a rather primitive habitat, sometimes having to fight against long periods of drought, or unexpected and devastating floods, as is so frequent in such a tropical zone, which is not yet prepared to face it all financially and technically. We can consider that the record market is concentrated in the larger capitals such as Rio de Janeiro, São Paulo, Belo Horizonte, Porte Alegre, Recife, etc. although other markets are constantly being opened; In spite of the highly musical standards of the Brazilian people, we can consider that the customary record buyer still belongs to a privileged class. But more and more people are getting familiar with the record industry, through a well directed radio promotion.

Although Brazil is going through a new and important phase of political stability and relative satisfaction in this field, the average Brazilian is facing a period of financial sacrifice, which is needed to put back in place what was out of order for so many years. In spite of a price contention policy of the Government (decree 71), many prices are still going up constantly and this affects the record industry or any other that is considered still a luxury; however, and although record prices went up over 30% this past year, the companies cannot raise them in spite of the higher prices of everything that is connected with the recordings (studio hour, musicians, sound technicians, recording material, etc.), because they know that this would probably mean that their production would remain on the shelves. . . . And in spite of it all, the companies are aggressively cutting more disks, concentrating in new promotions (unfortunately they do not seem to realize how important it would be for the industry and the Brazilian music in general to do it on a more international basis . . .), launching new labels, new artistes, new groups, new names.

Up to this moment, we have been hesitant to publish any figures, because of the difficulty to have figures one can trust, and because of the fear to compare them with those of other countries. . . . The first difficulty was solved through the cooperation of the "Brazilian Association of Record Producers" who gave us the year's statistics; as for the second reason, we think that it is about time that the world knows with what difficulties we all work here in this field. So here are Production, Sales and releases statistics, on a month to month basis and that portrays in figures what is said above: although the public's acceptance and the companies' willingness show that the Brazilian record industry is going ahead, numbers are not allowed to get bigger.

As we wrote before, this was Brazil's Festival Year! While for many years there was not a single important music festival here, in spite of the musical richness of the country, dur-

ing these past twelve months we had three. . . . The two National Festivals were organized by two of the most important TV stations (TV Excelsior and TV Record) and were partly responsible for a new era in the Brazilian popular music: from the first one, one of the hits of the year emerged, "Porta-Estandarte," and from the second a couple of numbers that became all time standards appeared, "A Banda" and "Disparada." Through these festivals three names attained top credits in the Brazilian musical field: Chico Buarque De Hollanda, composer and interpreter of "A Banda," Jair Rodrigues, interpreter of "Disparada" and Geraldo Vandré, who in spite of not being entirely responsible for this latest number—Theo (Theofilo de Barros Filho) was the composer, and the same happened with the winner of the other festival, "Porta-Estandarte," whose composer Fernando Lona, remained unknown—took advantage of it to project himself nationally. . . . Songstress Nara Leão, who also appeared as interpreter of "A Banda," also saw her popularity raised through it. The Modern Popular Music suffered two important influences during this year: first from the folk-music of the North and Northeast, where Vandré finds motives for practically all his compositions—besides him other pure composers of the Bahia school, such as Gilberto Gil, Caetano Veloso, Sidney Miller, and others, brought new blood to the country's pop music; the other influence was due to a sort of one-man movement, with Chico Buarque de Hollanda, an excellent poet and inspired composer, who modernized the spirit of the old traditional "samba" of late Noel Rosa. His style is pure, simple and romantic and all lyrics are real poems. After his first numbers to become hits—"Pedro Pedreiro" and "Ole Ola"—Chico saw his career go up immediately; then came the musical score of theater play "Vida E Morte de Severina," which gained top acclaim in France; finally came the winning song of the festival, "A Banda," which Chico was forced to play in the Rio International Fest by insistence of a crowd of about 10,000 people, and that would make him "the man of the year" in the Brazilian popular music field. It is said that, last year another great Brazilian composer Antonio

Carlos Jobim was drinking his beer in Copacabana, when a friend went by and greeted in the usual way: "Hi, Tom, what's new?" and Jobim answered: Chico Buarque de Hollanda?"

Back to our Festivals: in Rio de Janeiro we had the "First International Festival of Popular Song." Although musically it was not a strong competition, it is very possible that through its social success, it may become one of the most important such manifestations of the years to come. Important personalities were present, coming from all over the world, either to be members of the Jury [or panel of judges] (Henry Mancini, Solovio Sedoi, Amalia Rodrigues, Pedro Vargas, Julio De Caro, Yma Sumac, Jean Sablon, Host Jankowsky), as guests of honour (Jay Livingston and Ray Evans, Les Baxter, Hachidai Nakamura, Nelson Riddle, David Raskin, Mich Murray and Les Reed, Helmut Zacharias, John Mandel, and many others), as well as famed interpreters (Udo Jurgens, Inge Brueck, Wayne Fontana, Gogy Grant, Guy Mardel, Edoard Khil, Chiemi Eri and others such as Irena Santor, Simone De Oliveira, Lill Lindfors and Brazilians Claudia, Elis Regina, Nana Caymmi, Tuca, Maysa, Paulinho Nogueira, Tito Madi, Doris Monteiro, Claudette Soares, Miltoninho, Gal Costa, Helena De Lima and others).

After this period which gave new hopes to the modern popular music of Brazil and which helped to bring it back with new strength and different aspects, the teen-music started again to bore into the large public's preference—both local and imported recordings started to appear more and more in the charts as we approached the end of this twelve months period. Incontestible king is still Roberto Carlos (CBS) who is an absolute hit maker, not only as an interpreter but also as a composer—his position as Brazil's Teen Star is still solid and as time goes by he is becoming a legend, more than an idol! Erasmo Carlos (RGE) and Wanderlea (CBS) kept their position as the immediate followers of RC. But this year a new name appeared to form with them the cream of the teen music in this country—his name is Ronnie Von (Poly-

(Continued on next page)

BRAZIL'S DOMESTIC & FOREIGN RELEASES

| | POPULAR MUSIC | | CLASSIC MUSIC | |
|---------|---------------|---------|---------------|---------|
| | national | foreign | national | foreign |
| May 66 | 66 | 63 | 2 | 8 |
| June | 100 | 88 | 4 | 7 |
| July | 110 | 58 | 2 | 11 |
| Aug. | 105 | 67 | 2 | 8 |
| Sept. | 126 | 75 | 3 | 20 |
| Oct. | 110 | 65 | 3 | 17 |
| Nov. | 148 | 69 | — | 14 |
| Dec. | 72 | 57 | — | — |
| Jan. 67 | 85 | 46 | — | 9 |
| Feb. | 66 | 49 | — | 4 |
| Mar. | 86 | 75 | 3 | 10 |
| Apr. | 100 | 52 | — | 15 |

BRAZIL'S SALES AND PRODUCTION FIGURES 1966-1967

| | Number of records pressed all 33 1/3 R.P.M. | | | | Value of sales (in New Cruzeiros)* |
|-------|--|---------|---------|-----------|---------------------------------------|
| | singles | doubles | LP Mono | LP Stereo | |
| 1966 | | | | | |
| May | 219,201 | 114,389 | 271,450 | 9,928 | NCr\$ 1,969,215 |
| June | 255,453 | 138,552 | 294,470 | 11,168 | 2,153,866 |
| July | 272,599 | 125,490 | 286,573 | 13,800 | 2,219,195 |
| Aug. | 384,210 | 159,150 | 318,669 | 12,605 | 2,742,335 |
| Sept. | 373,766 | 123,040 | 294,250 | 10,777 | 2,537,671 |
| Oct. | 437,795 | 108,813 | 286,186 | 11,482 | 2,641,208 |
| Nov. | 470,147 | 134,476 | 451,395 | 13,931 | 3,303,248 |
| Dec. | 338,878 | 152,706 | 457,854 | 25,350 | 3,792,323 |
| 1967 | | | | | |
| Jan. | 261,872 | 138,640 | 299,071 | 3,355 | 2,598,065 |
| Feb. | 237,851 | 105,787 | 201,965 | 8,360 | 1,793,478 |
| March | 247,272 | 99,354 | 298,615 | 8,882 | 2,599,429 |
| April | 341,501 | 101,489 | 268,926 | 9,191 | 2,804,014 |

Note: In May both Production and Sales as well as Value of sales is going up but figures are not available as yet.
* The New Cruzeiro (NCr\$) is worth 1,000 old Cruzeiros (Cr\$) or 2,70 to the US Dollar.

BRAZILIAN RECORD COMPANIES

CBS DO BRAZIL S.A., INDUSTRIA E COMERCIO
Rua Visconde Rio Branco, 53—Rio de Janeiro (Guanabara) phone: 31, 40 40
General Manager: Evandro Ribeiro
Labels: CBS, Columbia, Epic, Date, Musicor, Harmony, Okeh, Odyssey, Oriole, Embassy, Plaza, Entre

COMPANHIA BRASILEIRA DE DISCOS
Avenida Rio Branco, 311—Rio de Janeiro (Guanabara) phones: 42.09.64—42.8 95—52, 61 95

General Manager: Alain Trossat
Labels: Philips, Polydor, Fontana, Deutsche Grammophon, Warner Bros., Reprise, Ato, MGM, Mercury, Fantasia, Heliodor, Archiv

DISCOS CHANTECLER (CASSIO MUNIZ S.A.)
Rua Aurora, 1050—Sao Paulo (Sao Paulo) phones: 37, 13 77—37, 40 80
General Manager: J. Rahmi
Labels: Decca, Roulette, Peerless, Ricordi, Festival, Virrey, Fuentes

DISCOS ELENCO

Rua Visconde da Gávea, 125—5°.andar—Rio de Janeiro (Guanabara)
President: Aloisio de Oliveira
Label: Elenco

FABRICA DE DISCOS ROZENBLIT, LTDA.

Rua Conselheiro Nébias, 662—Sao Paulo (Sao Paulo)
Phones: 52.52 20—51.01 77—51.01 78

Board of Directors: José, Isaac and Adolfo Rozenblit, Kurt and Bernardo Sondermann
Labels: Mocambo, AU (Aartistas Unidos), Kapp, Jubilee, B. T. Puppy, Lyrichord, Motown/Tamla, Time, Vogue Mode, Deutsche Vogue, Supraphon, Italdisc, Carrossello

FERMATA DO BRASIL LTDA.

Labels: A&M, Cameo/Parkway, Durium, Jolly, Disques AZ
RGE DISCOS LTDA.
Labels: Barclay, Dot, CGD, Ariston, Musart, Page One
DISCOS Som/Maior LTDA.
Labels: Som/Maior, Valliant, Interecord
Avenida Ipiranga, 1123—Sao Paulo (Sao Paulo)
Phones: 35.28 32—34.89 90—37.26 60
President: Enrique Lebendiger

GRAVACOES ELECTRICAS S.A.

Rua 7 de Abril, 59—8°.andar—Sao Paulo (Sao Paulo)
Phones: 37.32 15—37.54 39
General Manager: Lourenço Sampaio Góes
Labels: Continental, Disquenho, Discao, Caboclo, Sertanejo, Colpix, W&G's, Ducretet-Thomson, Telefunken

GGRAVACOES MUSIDISC LTDA.

Rua da Lapa, 120—Rio de Janeiro (Guanabara)
President: Nilo Sérgio Pinto
Labels: Musidisc, Nilser, Command, Masterpiece, Vox, Audiola, Hi-Fi Jazz

INDUSTRIAS ELECTRICAS E MUSICAIS FABRICA ODEON S.A.

Avenida Rio Branco, 99—Rio de Janeiro (Guanabara)
Phone: 22.98 87
General Manager: Henry Jessen
Labels: Odeon, London, Capitol, Angel, Parlophon

RCA ELECTRONICA BRASILEIRA S.A.

Avenida Ipiranga, 1097—Sao Paulo (Sao Paulo)
Phones: 32.91 02—37.47 19—35.01 78/79/70
President: Douglas Reid
General Manager record division: Eric Skinner
Labels: RCA Victor, Dunhill, Liberty, RCA Camden, Soul City, Victrola, Dolton, Disneyland, Buena Vista

SOM INDUSTRIA & COMERCIO S.A.

Rua Cáspero Libero, 58—Sao Paulo (Sao Paulo)
Phone: 35.81 97
President: Emilio Vitale
Labels: Copacabana, Verve, Westminster, Seeco, Montilla, Palette, Orpheon, Videovox, Music-Hall

BRAZIL—THE PAST 12 MONTHS

(Continued from preceding page)

dor) and his disks are among the best-sellers of the year; he created a new style, a more intellectualized type which is of great appeal to an older line of teeners—his striking looks help a lot! In a more romantic line another top teen artist is flying high in the public's preference, young and handsome Wanderley Cardoso (Copacabana). This year still another name can be mentioned in the front line of teen-music, Eduardo Araujo, (Odeon) who also interprets some of his own compositions and hit the charts a few times. New names appear all the time and some can also be mentioned as today's favorites, such as Bobby De Carlo (Mocambo), Marcos Roberto (Continental), Sergio Reis (Odeon) (also an excellent composer), Dori Edson (Continental), Jerry Adriani (CBS), two-some "Os Vips" (Continental), Deny & Dino (Odeon), Leno & Lilian (CBS), etc. Besides the exclusive groups who accompany the top stars, such as "RC Septet," "OS Tremendões," "OS Vandecos," etc.

some good instrumental (sometimes vocal also) groups have top billing in the country, such as "Os Jordans" (Copacabana), "Os Jet Blacks" (Chantecler), "Renato & Seus Blue Caps" (CBS), "Os Incriveis" (Continental), and last year a new important group appeared specially supported by young trumpet player Ronaldo (AU) who unfortunately separated from "Os Versateis" (AU). An interesting new angle in the teen music was brought by a young (17), fascinating looking girl mysteriously called De Kalafe (AU) who, accompanied by new instrumental group "A Turma" stirred curiosity and comments of all kinds—she sings a sort of protest song in a strong and aggressive way, mostly compositions of one of the young components of the group. There are of course many other chanters and groups of importance in the present teen-music scene, but we couldn't possible mention them all. The imported teen-music came in strong during these past twelve months, specially at this end of the period. Besides "The Beatles"

(Odeon), who here too are constantly heading the charts, others conquered the public's choice, specially "The Mama's & The Papa's" (RCA), who are also present in the charts constantly, "The Rolling Stones" (Odeon), "Sam The Sham & The Pharaohs" (MGM), "Gary & The Pacemakers," "The Happenings" (Mocambo), "The Sandpipers" (Fermata), "Los Bravos" (Odeon), and many others; also from Europe, Johnny Holliday (Philips), Michel Polnareff (first Mocambo then Fermata), Christophe (Mocambo), etc. In our opinion, teen-music is here to stay for many years still . . .

In a traditional pop music, including balads and romantic songs, the most important local artist this year was no doubt Agnaldo Rayol (Copacabana), who was crowned "Rei da Voz" (King of the Voice) a title once owned by one of the most popular Brazilians of all time, Francisco Alves. Another great chanter, Agnaldo Rayol did not appear as much this year because he is concentrating in his international career and has many records cut in other South American countries which even gained chart credit (sung in spanish); Lindomar Castilho (Continental) also had a

good year and appeared a couple of times in the charts. In the "bolero" line, king is still Carlos Alberto (CBS) who is an absolute best seller in Rio and provinces; also from CBS Carlos Jose appeared well. Other names of importance this year are Barros De Alencar (Chantecler), Luiz Aguiar (AU), Ary Sanches (Continental), Oslain Galvão and comediant Moacyr Franco (Copacabana).

Wilson Simmonal (Odeon) deserves a chapter by himself—he does not belong to any of those schools; he is a versatile showman, who created the new "teen-samba" and can sing any kind of music he wants. He also appeared as a composer with an interesting number called "Tribute To Martin Luther King" and is one of the top TV stars of the moment.

Other artists still on top are chantrees Elis Regina (Philips), in a new and better phase of the MPM, old-time and still the queen Elizete Cardoso (Copacabana), new-comer Claudia (RGE), the "swingest" Elza Soares (Odeon), Agostinho Dos Santos who is coming back, Helena De Lima (RGE), Giane, Joelma (both Chantecler), Angela Maria, Miltonho and others.

(Continued on page 143)

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BRAZIL'S BEST SELLERS

CBS DO BRASIL S. A. INDUSTRIA E COMERCIO

| TITLE | ARTIST | PUBLISHER | LABEL |
|---|----------------------------|---------------|---------------|
| BEST SELLING SINGLES (7"—33 1/3 RPM) | | | |
| Esqueca (Forget Him) | Roberto Carlos | Fermata | CBS do Brasil |
| Quero Que Vá Tudo Pro Inferno | Roberto Carlos | Vitale Mellin | CBS do Brasil |
| Pobre Menina/Devolva-Me | Roberto Carlos | Fermata | CBS do Brasil |
| Namoradinha De Um Amigo | Roberto Carlos | Fermata | CBS do Brasil |
| Meu Só Vou Gostar De Quem Gosta De Mim | Roberto Carlos | Ed. RCA | CBS do Brasil |
| Somewhere My Love | The Ray Conniff Singers | Todamerica | CBS do Brasil |
| Para O Casamento | Wanderléa | Aberbach | CBS do Brasil |
| Até O Fim | Renato & Seus Blue Caps | Fermata | CBS do Brasil |
| Ninguém Poderá Julgar-Me | Jerri Adriani | Ed. RCA | CBS do Brasil |
| Lar Doce Lar | Renato & Seus Blue Caps | Fermata | CBS do Brasil |
| BEST SELLING LP's | | | |
| Roberto Carlos | Roberto Carlos | | CBS do Brasil |
| Jovem Guarda | Roberto Carlos | | CBS do Brasil |
| As 14 Mais, Vol. 19 | Several Brazilian Artistes | | CBS do Brasil |
| Um Embalo | Renato & Seus Blue Caps | | CBS do Brasil |
| A Ternura | Wanderléa | | CBS do Brasil |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Jovem Guarda | Roberto Carlos | | |
| Roberto Carlos | Roberto Carlos | | |
| Tempo Do Amor | Wanderléa | | |
| Jovem Guarda, Vol. 3 | Roberto Carlos | | |
| Um Embalo | Renato & Seus Blue Caps | | |

COMPANHIA BRASILEIRA DE DISCOS

| TITLE | ARTIST | PUBLISHER | LABEL |
|---|------------------------------|---------------|---------|
| BEST SELLING SINGLES (7"—33 1/3 RPM) | | | |
| Tristeza | Jair Rodrigues | Fermata | Philips |
| A Praça | Ronnie Von | Ed. Clava | Polydor |
| Disparada | Jair Rodrigues | Ed. Disparada | Philips |
| A Catedral | Ronnie Von | E.M.B.I. | Polydor |
| Winchester Cathedral | New Vaudeville Band | E.M.B.I. | Philips |
| A Banda | Nara Leao | Fermata | Philips |
| Strangers In The Night | Frank Sinatra | Fermata | Reprise |
| Meu Bem (Girl) | Ronnie Von | Fermata | Polydor |
| Noir C'est Noir | Johnny Halliday | Fermata | Philips |
| Ole Ola | Nara Leao | Fermata | Philips |
| Somehth' Stupid | Nancy & Frank Sinatra | Ed. RCA | Reprise |
| BEST SELLING LP's | | | |
| Dr. Zhivago | Original Soundtrack | | MGM |
| Ronnie Von | Ronnie Von | | Polydor |
| Dois Na Bossa No. 2 | Elis Regina & Jair Rodrigues | | Philips |
| Francis Albert Sinatra & Antonio Carlos Jobim | | | Reprise |
| O Sorriso De Jair | Jair Rodrigues | | Philips |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Meu Bem | Ronnie Von | | Polydor |
| Noir C'est Noir | Johnny Halliday | | Philips |
| Pede Passagem | Nara Leao | | Philips |
| Luar De Nappes | Bert Kaempfert | | Philips |
| I've Got You Under My Skin | 4 Seasons | | Philips |

DISCOS CHANTECLER (CASSIO MUNIZ S. A.)

| TITLE | ARTIST | PUBLISHER | LABEL |
|-------------------------------------|-----------------------------|-------------------|------------|
| BEST SELLING SINGLES | | | |
| Chapeuzinho Vermelho | The Jet Black's | Fermata | Chantecler |
| Porta-Estandarte | Tuca & Geraldo Vandré | Ed. Disparada | Chantecler |
| Suzie Q | The Jet Black's | Fermata | Chantecler |
| A Banda/Disparada | Ely Camargo | Fermata Disparada | Chantecler |
| Hanky Panky | Tommy James & The Shondells | Fermata | Roulette |
| Perdimentamente Te Amarei | Joelma | Notas Mágicas | Chantecler |
| Io Ti Daró Di Piu | Ornella Vanoni | Notas Mágicas | Ricordi |
| Olhos Tristes | Giane & Barros de Alencar | n.p. | Chantecler |
| The Virginian | Stanley Wilson | Fermata | Decca |
| E O Amor | Nalva de Aguiar | Fermata | Chantecler |
| BEST SELLING LP's | | | |
| The Jet Black's | The Jet Black's | | Chantecler |
| Disco De Ouro | Teixeirinha | | Chantecler |
| A Harpa E A Crisandade | Luis Bordon | | Chantecler |
| Flores Perfumadas Para Alguem | Waldik Soriano | | Chantecler |
| Festival De San Remo 67 | Several Italian Artists | | Ricordi |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Sonho Dos Meus Sonhos | The Jet Black's | | Chantecler |
| Furacao | Joelma | | Chantecler |
| Waldik Soriano | Waldik Soriano | | Chantecler |
| Teixeirinha | Teixeirinha | | Chantecler |
| A Harpa E A Crisandade | Luis Bordon | | Chantecler |

FABRICA DE DISCOS ROZENBLIT LTDA. (MOCAMBO)

| TITLE | ARTIST | PUBLISHER | LABEL |
|-------------------------------------|-------------------------------|-----------|------------|
| BEST SELLING SINGLES | | | |
| See You In September | The Happenings | Fermata | B.T. Puppy |
| Tijolinho | Bobby de Carlo | Vitale | Mocambo |
| Aline | Christophe | Vitale | Vogue |
| Mascara Negra | Zé Ketí | Arlequim | Mocambo |
| Jogo De Roda | Elis Regina | Fermata | AU |
| A Banda | Meninos Cantores de Sao Paulo | Fermata | AU |
| A Boneca Que Diz Nao | Bobby de Carlo | Embi | Mocambo |
| Barra Limpa | Martinha | Fermata | AU |
| Merci Cherie | Udo Jurgens | Ed. RCA | Vogue |
| This Is My Song | Petula Clark | Fermata | Vogue |
| BEST SELLING LP's | | | |
| Bobby De Carlo | Bobby de Carlo | | Mocambo |
| Born Free | Roger William | | Kapp |
| Viva O Festival | Several Brazilian Artists | | AU |
| Lara's Theme | Roger William | | Kapp |
| Uma Noite No Urso Branco | Os Versateis | | AU |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Love Me Please Love Me | Michel Polnareff | | Disques AZ |
| Lara's Tbeme | Roger William | | Kapp |
| Le ler, Bonheur Du Jour | Françoise Hardy | | Vogue |
| Downtown | Petula Clark | | Vogue |
| Four Hits | New Zago | | Mocambo |

(Continued on page 144)

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BRAZIL—THE PAST 12 MONTHS

(Continued from page 141)

From the international field the most important of the year was no doubt Frank Sinatra (Reprise) in his spectacular come back to the charts here; but several others have had significant penetration this year, such as Matt Monro (Odeon), Jack Jones, (Mocambo), naturally Herb Alpert & Tijuana Brass, (A&M) Nancy Sinatra, Trini Lopez (both Reprise), and several others. French and Italian music was much weaker this year, but still several artists appeared strong, some of which came through the San Remo Festival.

A new rhythm from Brazil made news in the United States and other countries through recordings of several top artistes, as was largely publicized here: "Jequibau", is a serious and conscientious work of maestros Mario Albanese and Ciro Monteiro; young guitarists Macumbinha and Santisteban are active in the promotion of the new haunting rhythm and a trip to the US is planned. At this time we can say that Antonio Carlos

Jobim reached the top of his international career, recording with Frank Sinatra what we consider one of the best records of the year and which is a chart album—this was the most important means of promotion for the Brazilian popular music this year and more results are to be expected, after other recordings made there by the young and talented composer. Besides "Tom", Astrud Gilberto and specially Sergio Mendes helped put Brazilian music in a high position internationally. This year a new addition to the great promo of Brazilian pop music appeared strong in the US—organist-composed-arranger Walter Wanderley who also had some chart disks. Luiz Bonfa, Laurindo de Almeida, Bola Sete, Doum, are other names now familiar in the North American territory. Top chantress Maysa is also in California and it is possible that we may hear from her soon. Many other Brazilian artists were requested to visit South American and European countries, such as Edu Lobo, Elis Regina, Zimbo Trio, Peri Ribeiro, Tamba Trio, Eliana Pitt-

man, Altamar Dutra, Miltoninho, Chico Buarque de Hollanda, Roberto Carlos, etc.

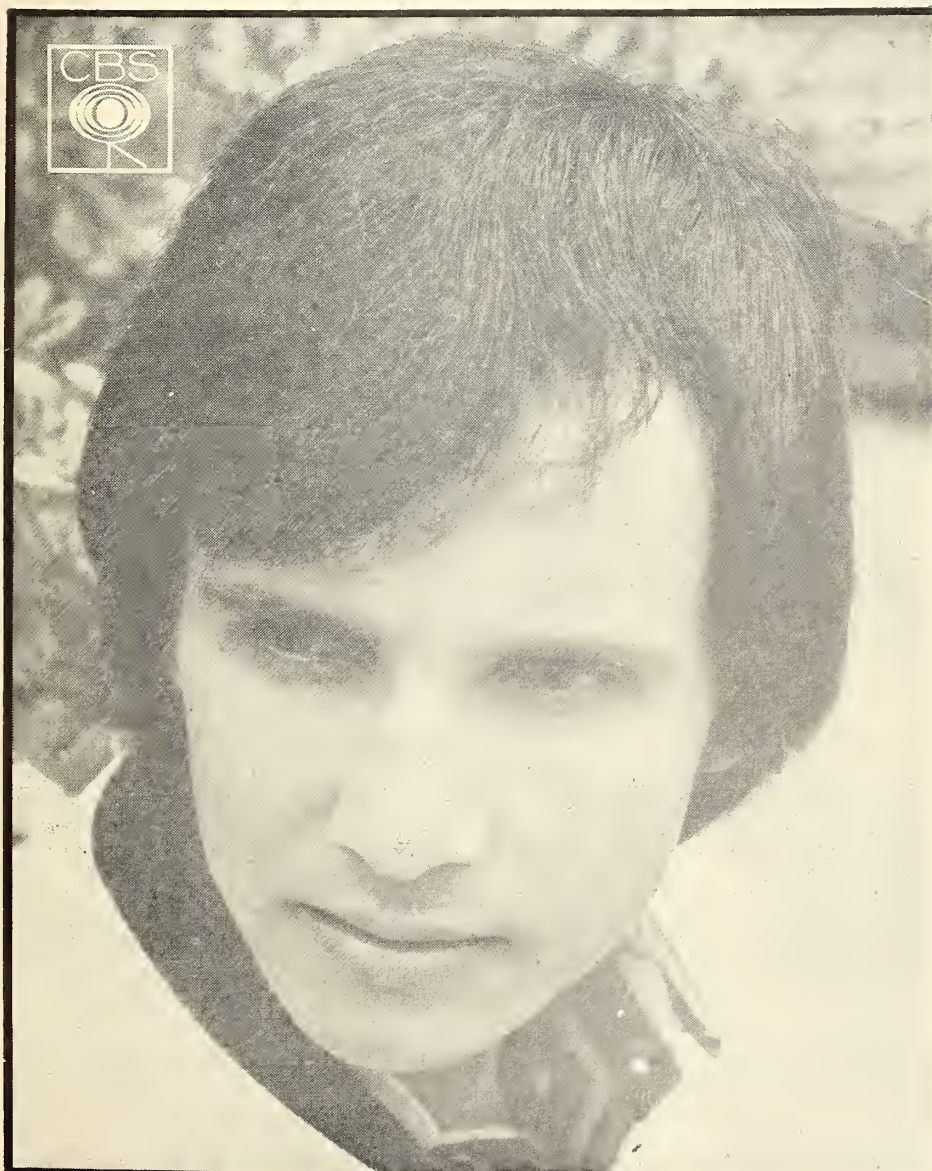
Besides those who attended the Rio Intl. Fest, very few foreign artists were in this country during these past twelve months, among them: Caterina Caselli, French teen star Johnny Halliday, Mexican Trio Los Panchos, Italian chantress Milva and lately Israel international chantress Hanna Ahroni; other important international stars are scheduled to come soon, such as the Happenings, Chris Montez and once again it is talked about Frank Sinatra and daughter Nancy. . . . This is partly due to the efforts of artists' agent Waldomiro Saad, who is doing an excellent work of international exchange.

Two important facts connected with show business and disk happened during the past twelve months: the launching of new label "AU" (Artistas Unidos), with an excellent promo background which include several TV and radio stations and has plant and promotion of "Fabrica de Discos Rozenblit" working for it; besides, such old and experienced disk pros as Bob Corte-Real (A&R) are active assuring a good production of

the new-born label; the other happening was the opening of a new TV channel in São Paulo (TV Bandeirantes, Channel 13) which is presenting new musicals local and VT importations.

Considering all difficulties that Brazil is going through, we can honestly affirm that this was a year of victories to the record industry in general, although figures do not represent it for the mentioned reasons. There is a definite public acceptance for the record and a special artists' promotion, through improved TV programs, higher salaries, competition and better understanding of the markets. Local artists and companies are looking ahead to the future with high hopes, knowing that the movement is being understood and appreciated, and optimistically based in the idea that the financial situation will improve through a better government, which is the thing that was needed to allow the record industry in Brazil to reach the deserved and wished for position in the country's activities. And soon we will be also talking of important facts related with tape cartridges and juke-boxes!

(Continued on page 146)



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(See our "AWARDS AD" . . . Part 1, page 64 this issue)

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BRAZIL'S BEST SELLERS

(Continued from page 142)

FERMATA DO BRASIL, LTDA.

| TITLE | ARTIST | PUBLISHER | LABEL |
|-------------------------------------|-----------------------------|------------|------------|
| BEST SELLING SINGLES | | | |
| Whipped Cream | Herb Alpert's Tijuana Brass | Fermata | A&M |
| The More I See You | Chris Montez | Todamerica | A&M |
| Lara's Theme | Al Korvin | Fermata | Fermata |
| Dollaro Bucato Theme | Gianni Ferrio | Fermata | Fermata |
| Guantanamera | The Sandpipers | Fermata | Fermata |
| Never Never | Billy Vaughn | Fermata | Fermata |
| Michelle | Claudio Villa | Fermata | Fermata |
| Non Pensare A Me | Michel Polnareff | Fermata | Disques AZ |
| Love Me Please Love Me | Chris Montez | Embi | A&M |
| Sunny | | Fermata | |
| BEST SELLING LP's | | | |
| Whipped Cream | Herb Alpert's Tijuana Brass | | A&M |
| The More I See You/Call Me | Chris Montez | | A&M |
| San Remo 67 | Several Italian Artists | | Fermata |
| Herb Alpert Presents | Sérgio Mendes & Brasil 66 | | A&M |
| Guantanamera | The Sandpipers | | Fermata |
| BEST SELLING DOUBLE-COMPACTS | | | |
| El Presidente | Herb Alpert's Tijuana Brass | | A&M |
| Monsieur Cannibale | Sacha Distel | | Fermata |
| The Shakers | The Shakers | | Fermata |
| Love Me Please Love Me | Michel Polnareff | | Disques AZ |
| The More I See You | Chris Montez | | A&M |

GRAVAÇÕES ELETRICAS S. A. (CONTINENTAL)

| | | | |
|-------------------------------------|-------------------------|------------|-------------|
| BEST SELLING SINGLES | | | |
| Ebrio De Amor | Lindomar Castilho | Ed. RCA | Continental |
| Faça Alguma Coisa Pelo A Praça | Os Vips | Ed. Genial | Continental |
| Nao Presto Mas Te Amo | Francisco Petronio | Ed. Clave | Continental |
| O Adeus | Demetrius | Ed. Genial | Continental |
| Vai Embora Daqui | Ary Sanches | Fermata | Continental |
| Submarino Amarelo | Marcos Roberto | Fermata | Continental |
| Os Milionarios | Os Vips | Fermata | Continental |
| Veja Se Me Esquece | Os Incriveis | Vitale | Continental |
| Terezinha | Dori Edson | Fermata | Continental |
| | Gilberto Lima | Vitale | Continental |
| BEST SELLING LP's | | | |
| Escuta Minha Oração | Lindomar Castilho | | Continental |
| Somente Boleros Vol. 2 | Poly | | Continental |
| Os Vips, Vol. 2 | Os Vips | | Continental |
| Abisco De Rosas | Dilermano Reis | | Continental |
| Festival De San Remo | Several Italian Artists | | Continental |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Pathinho Feio | Children's story | | Disquinho |
| A Baratinha | Children's story | | Disquinho |
| Dori Edson | Dori Edson | | Continental |
| Ciro Aguiar | Ciro Aguiar | | Continental |
| "Os Brazas" | Os Brazas | | Continental |

INDUSTRIAS ELETRICAS & MUSICAIS FABRICA ODEON S. A.

| | | | |
|-------------------------------------|-------------------|-----------|--------|
| BEST SELLING SINGLES | | | |
| Bus Stop | The Hollies | Fermata | Odeon |
| Pensando Nela | Golden Boys | Fermata | Odeon |
| Michelle | Beatles | Fermata | Odeon |
| Michelle | Golden Boys | Fermata | Odeon |
| A Praça | Wilson Simonal | Ed. Clave | Odeon |
| Coruja | Deny & Dino | Fermata | Odeon |
| Yesterday | Matt Monro | Fermata | London |
| Yesterday | The Beatles | Fermata | London |
| Satisfaction | Rolling Stones | Vitale | London |
| Mascara Negra | Dalva de Oliveira | Arlequim | Odeon |
| Mamae Passou Açucar | Wilson Simonal | Ed. Samba | Odeon |
| Goiabao | Eduardo Araujo | Ed. Clave | Odeon |
| Coração De Papel | Sérgio Reis | Fermata | Odeon |
| BEST SELLING LP's | | | |
| Rubber Soul | The Beatles | | Odeon |
| Revolver | The Beatles | | Odeon |
| Help! | The Beatles | | Odeon |
| O Bom | Eduardo Araujo | | Odeon |
| Alguem Na Multidao | Golden Boys | | Odeon |
| BEST SELLING DOUBLE-COMPACTS | | | |
| Wilson Simonal | Wilson Simonal | | Odeon |
| Altamar Dutra | Altamar Dutra | | Odeon |
| Elza Soares | Elza Soares | | Odeon |
| Sérgio Reis | Sérgio Reis | | Odeon |
| Rolling Stones | Rolling Stones | | London |

RCA ELETRONICA BRASILEIRA S. A.

| | | | |
|-------------------------------------|-------------------------|---------------|------------|
| BEST SELLING SINGLES | | | |
| California Dreamin' | The Mama's & The Papa's | Vitale | Dunhill |
| Monday Monday | The Mama's & The Papa's | Vitale | Dunhill |
| Last Train To Clarksville | The Monkees | Mundo Musical | RCA Victor |
| See You In September | The Mustangs | Fermata | RCA Victor |
| Ciao Amore Ciao | Luigi Tenco | Ed. RCA | RCA Victor |
| Escureceu | Carlos Gonzaga | Fermata | RCA Victor |
| Piangi Con Me | The Rokes | Ed. RCA | RCA Victor |
| Si Fa Sera | Gianni Morandi | Ed. RCA | RCA Victor |
| A Partida | Os Iguais | Ed. RCA | RCA Victor |
| Disparada | Geraldo Vandrê | Ed. Disparada | RCA Victor |
| BEST SELLING LP's | | | |
| If You Can Believe | The Mama's & The Papa's | | Dunhill |
| The Sound Of Music | Original Soundtrack | | RCA Victor |
| The Monkees | The Monkees | | RCA Victor |
| The Mama's & The Papa's | The Mama's & The Papa's | | Dunhill |
| Vou Sair Dos Labios Teus | Adilson Ramos | | RCA Victor |
| BEST SELLING DOUBLE-COMPACTS | | | |
| California Dreamin' | The Mama's & The Papa's | | Dunhill |
| Last Train To Clarksville | The Monkees | | RCA Victor |
| I Saw Her Again | The Mama's & The Papa's | | Dunhill |
| Piangi Con Me | The Rokes | | RCA Victor |
| Dr. Zhivago | The Brass Ring | | RCA Victor |

(Continued on page 146)

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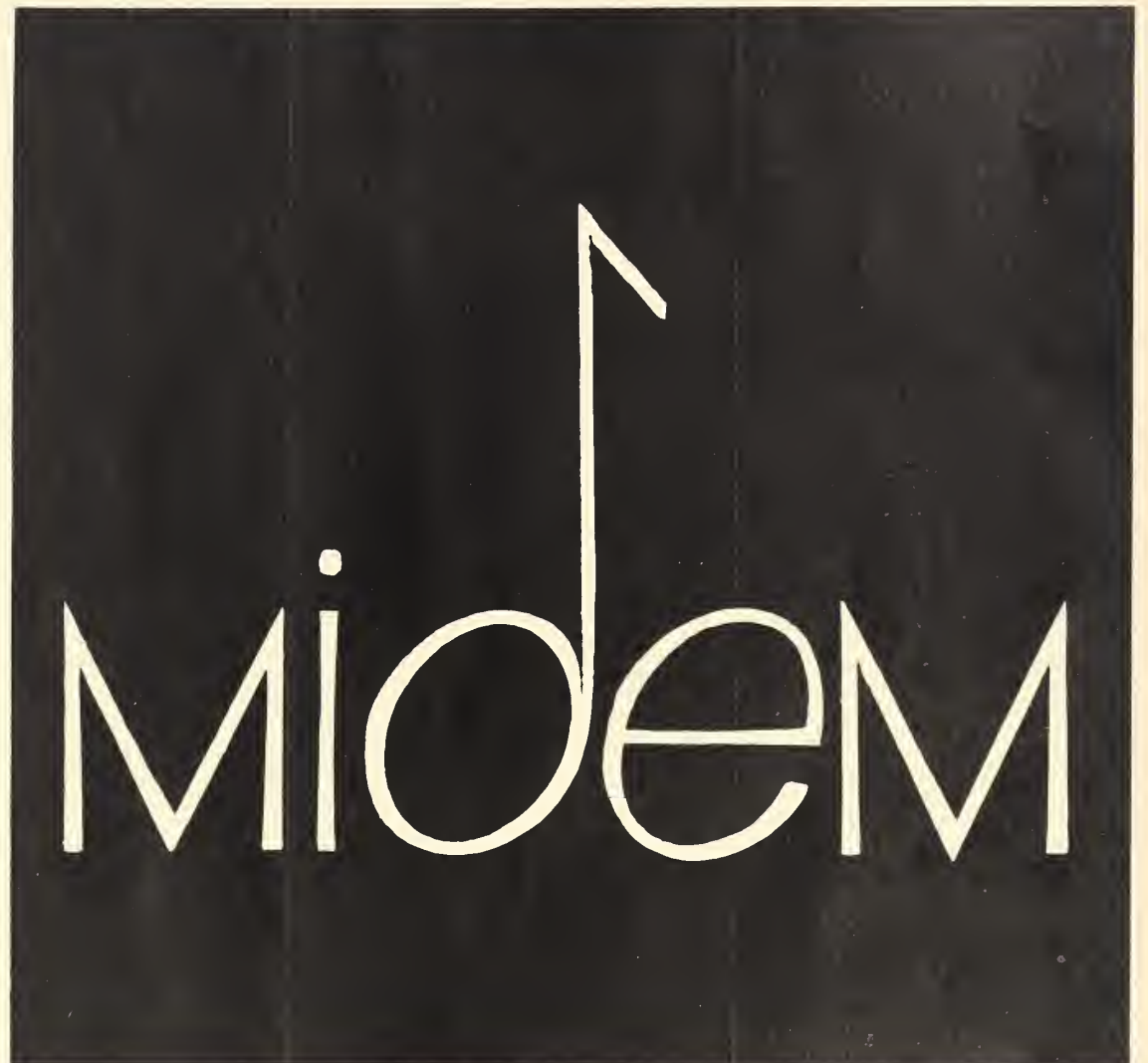
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EMI:
In its 10th year of operation in South Africa E.M.I. has gone from strength to strength and is very optimistic about new artists now making the grade. A good example has on the local scene been the fantastic reception accorded two young men, Sias Reinecke and Gert van Tonder, known as Group 2, who's first recording, a single titled "Die Ou Kraaliedjie" quickly established them on the South African Hit Parade. A new Afrikaans label "Uitspan" was introduced during the year and Nico Carstens, South Africa's foremost Band Leader and Composer (who is known internationally via his Hit compositions "Zambizi" and "Sadies Shawl") headed up this operation and this label has already made its mark in this highly competitive industry.

Artists who toured South Africa during the past 12 months included Capitol's master balladeer Matt Monro and Trumpet Maestro Ray Anthony with his full show: Australia's gift to the Pop World The Seekers had a smash reception whilst that ageless Frenchman Maurice Chevalier showed he was still a master entertainer.

E.M.I. South Africa was also honoured during this year with a visit by Sir Joseph Lockwood, Chairman of the E.M.I. Group of companies, accompanied by another E.M.I. Top Executive, Mr. J. G. Stanford.

In April of this year a visit was made by Ron Kass, the director of overseas operations for Liberty Records. From the Liberty stables riding high on the charts were the Ventures and Gary Lewis & The Playboys. Both of these artists continue to impress teenagers, while the Johnny Mann Singers and the 50 Guitars of Tommy Garrett also increased in popularity. Overall, the local Hit Parades were still dominated by overseas talent with the beat, particularly the Detroit Sound, making itself felt, but by no means keeping out the ballads. The biggest selling 7 single of the year was undoubtedly MGM's Sandy Posey's debut record "Single Girl". Also from MGM the incomparable film soundtrack of "Dr. Zhivago" further enhanced that company's image in this country with both the mono and stereo versions selling extremely well. The Surfing Sound was truly established by the Beach Boys, and every one of their singles released topped the Hit Parades. Capitol continued to dominate the 'good music' market with singers such as Al Martino, Nancy Wilson and Peggy Lee, while sales returns for the New Classic Singers were particularly impressive. Also from the U.S.A. and released on the company's Stateside label the Royal Guardsmen topped the charts with their "Snoopy" records and the Five Americans showed they were here to stay with "Western Union". The popularity of Neil Diamond continued to grow and The Buckingham were quickly established with a "Kind Of A Drag". Whilst the Bob Crewe Generation created an overnight sensation with their single "Music To Watch Girls By". The follow-up LP appears destined to become a best seller. On the Tamla-Motown scene, the Supremes showed they were still leaders in this field, but Martha & The Vandellas especially with their hit "Jimmy Mack" proved they were not far behind, as indeed did the Four Tops and the Marvelettes. Undoubtedly the Detroit Sound will grow in stature over the next 12 months and many promotions to encourage this are now in the planning stage.

From Immediate came several hits by Chris Farlowe particularly his "Ride On Baby", which stayed on the charts for some three months. Also establishing themselves well were the Twice As Much.

From the British labels, H.M.V., Columbia, Parlophone, Ember, the Beatles were still the top group, with Herman's Hermits, the Shadows and The Hollies as close contenders. Cliff Richard maintained his popularity and was constantly on the Hit Parades, his two biggest numbers be-

ing "In The Country" and "Time Drags By". Male duo's were dominated by Columbia's Peter & Gordon with such hits as "Lady Godiva", though in this field Liberty's Jan & Dean provided tough competition.

A young mademoiselle from France proved to be particularly successful on the Barclay label. Her name is Mireille Mathieu and she was undoubtedly the top newcomer on the Barclay label where Dalida and Charles Aznavour continued to lead the field. Their type of singing continued to increase in popularity as indeed did the records on H.M.V. of Gilbert Beaud, who will be touring the Republic shortly.

GALLO:

Gallo (Africa) Limited moved to their newly built offices in September. Occupying one complete block, the modern skyscraper incorporates luxurious offices, a showroom floor, three levels of underground garage space, and a lush executive floor which leads via french doors to a large paved roof garden. In a setting of tropical plants and fountains stands The Rotunda, an enormous circular glass-enclosed room designed for the entertaining of VIP's and for the launching of promotional campaigns.

The Studio Complex forms the heart of the building. It was designed by Gallo's Chief Recording Engineer Geoff Tucker in conjunction with the C.S.I.R. (South African Council for Scientific and Industrial Research). Although many new and unorthodox ideas and devices are features, all planning was in strict accord with Mr. Tucker's principle of "straight-forward and uncluttered."

Comprising two main studios (52 x 32 and 44 x 23) in addition to Speech Studios for radio programme recording, Audition Studios, Re-Mix Studios, offices and reception rooms, the entire Complex is floated on a deep base of fibre-glass. Mixing Desks in the two large studios are fully transistorized, were locally built (entirely to Mr. Tucker's design), and record direct mono, or two- or three-track stereo.

In keeping with the streamlining of the Company generally, the Gallo record factory at Roodepoort is being modernized and enlarged to meet greater demand, particularly that in the Coloured and Bantu markets. It is of interest to note that South Africa is one of the few countries still pressing 78 r.p.m. records in quantity: the 78 r.p.m. is a major part of the Bantu trade in records.

Of importance on the local recording scene, little could exceed that at present of young Record Producer Grahame Beggs. He joined the Gallo Group in June 1966 and since then, of the many dozens of disks he has produced, less than ten percent have failed to reach local charts. Not only has Grahame Beggs (who is 23) produced hits: in most cases he has himself discovered the artists and found the songs as well. His greatest successes are undoubtedly the Dream Merchants' recordings—Love Minus Zero, Land Of Milk And Honey, and Time And The River. These as well as their first LP Predictions And Things reached high places on Hit Parades, and it was only four months after their disk debut that they won the coveted Golden S.A.R.I. Award. In March the two Dream Merchants (Billy Forrest who won last year's C & W/S.A.R.I., and Billy Andrews) flew to London, and are now busy recording for Decca. Their second LP is to be released there shortly. Seven-single number four is titled Rattler, was written specially for them by Seeker Bruce Woodley (composer of Red Rubber Ball) when the Seekers were on tour here last year, and has earned extravagant predictions from overseas and local pundits.

TRUTONE:

A number of highly successful sales drives were launched by this company, with their Xmas Promotion being the talking point not only of the trade, but also of the buying public. Trutone has grown by a per-

BRAZIL'S BEST SELLERS

(Continued from page 144)

RGE DISCOS LTDA.

| TITLE | ARTIST | PUBLISHER | LABEL |
|-----------------------------|---------------------------|-----------|-------|
| BEST SELLING SINGLES | | | |
| Voce Me Acende | Erasmio Carlos | Fermata | RGE |
| A Banda | Chico Buarque de Hollanda | Fermata | RGE |
| Dio Come Ti Amo | Gigliola Cinquetti | Fermata | RGE |
| Michelle | Billy Vaughn | Fermata | RGE |
| Wild Thing | The Troggs | Fermata | RGE |
| La Banda Borracha | Mike Laure | Ed. RCA | RGE |
| A Carta | Erasmio Carlos | Fermata | RGE |
| Un Homme Et Une Femme | Mireille Mathieu | Fermata | RGE |
| O Tremendao | Erasmio Carlos | Fermata | RGE |
| Quem Te Viu, Quem Te Ve | Chico Buarque de Hollanda | Fermata | RGE |

BEST SELLING LP'S

| | | |
|-------------------------------------|---------------------------|---------|
| Voce Me Acende | Erasmio Carlos | RGE |
| A Banda | Chico Buarque de Hollanda | RGE |
| Os Grandes Sucessos De Billy Vaughn | | RGE |
| Mireille Mathieu | Mireille Mathieu | Barclay |
| Aos Seus Amigos | Helena de Lima | RGE |

BEST SELLING DOUBLE-COMPACTS

| | | |
|---------------------------|-------------------|---------|
| Paris Em Agosto | Charles Aznavour | Barclay |
| La Paloma | Billy Vaughn | RGE |
| Alain Barriere | Allain Barriere | RGE |
| Erasmio Carlos | Erasmio Carlos | RGE |
| Paulinho Nogueira | Paulinho Nogueira | RGE |
| Chico Buarque De Hollanda | | RGE |

SOM INDUSTRIA & COMERCIO S. A. (Copacabana)

BEST SELLING SINGLES

| | | | |
|--------------------------|-------------------|---------------|------------|
| A Praia | Agnaldo Rayol | Vitale | Copacabana |
| Te Esperarei | Wanderley Cardoso | Vitale | Copacabana |
| Eu Nasci P'ra Voce | Giancarlo | Notas Mágicas | Copacabana |
| Eu Te Darei Bem Mais | Moacyr Franco | Fermata | Copacabana |
| A Tua Voz | Agnaldo Rayol | Ed. RCA | Copacabana |
| Amor Criança | Wanderley Cardoso | Vitale | Copacabana |
| Cinderella | Angela Maria | Vitale | Copacabana |
| Vem Chegando A Madrugada | Elizete Cardoso | Nossa Terra | Copacabana |
| Lara's Theme | The Jordan's | Todamerica | Copacabana |
| O Chorao | Paulo Diniz | Vitale | Copacabana |

BEST SELLING LP'S

| | | |
|------------------------|--------------------|------------|
| Quando O Amor Te Chama | Agnaldo Rayol | Copacabana |
| A Bossa Eterna | Cardo-o & Monteiro | Copacabana |
| Perdamente Apaixonado | Wanderley Cardoso | Copacabana |
| Studio 17 | The Jordans | Copacabana |
| Eu Te Darei Bem Mais | Moacyr Franco | Copacabana |

BEST SELLING DOUBLE-COMPACTS

| | | |
|-----------------|-------------------|------------|
| Minha Serenata | Wanderley Cardoso | Copacabana |
| Falaste Coração | Angela Maria | Copacabana |
| Rosa De Ouro | Elizete Cardoso | Copacabana |
| Doce Amargura | Moacyr Franco | Copacabana |
| Pombinha Branca | Silvana | Copacabana |

DISCOS SOM/MAIOR LTDA.

BEST SELLING SINGLES

| | | |
|------------------------------|-------------------------|-----------|
| 7 Uomini D'Oro | Orch. Armando Trovajoli | Som/Maior |
| Cherish | The Association | Som/Maior |
| Mascara Negra | Mário Zan | Som/Maior |
| That's The Way It's Gonna Be | | Som/Maior |
| Stop The Music | Lee Mallory | |
| Esqueça Nao | The Hitmakers | |
| Porta Estandarte | Tito Madi | |
| La Banda Borracha | Geraldo Vandrê | |
| A Banda | Sansa Cinco | |
| Fica Mal Com Deus | Mário Zan | |
| | Geraldo Vandrê | |

BEST SELLING LP'S

| | | |
|---------------------------|---|--|
| 7 Uomini D'Oro | Original Soundtrack (Armando Trovajoli) | |
| 12 Temas De Cinema | | |
| 30 Cancoes De San Remo 67 | | |
| Shelby Flint | | |
| The Association | | |

BEST SELLING DOUBLE-COMPACTS

| | | |
|--------------------------|----------------------------|--|
| 4 Sucessos Vol. 2 | Tullio Gallo & Tom Patrick | |
| 4 Temas de Cinema | The Association | |
| The Association | | |
| 4 Sucessos, Vol. 1 | | |
| Mario Zan & Sua Bandinha | | |

centage not only unprecedented in the annals of its own history, but possibly even in that of the whole South African record industry.

Pop record stars, released by Trutone, whose records featured most prominently for many months on the local charts were—The Troggs, Dave Dee, Dozy, Beaky, Mick & Tich, Manfred Mann and The New Vaudeville Band.

L.P. artists who made a strong impact on the buying public were The Korean Orphan Choir, Walter Wanderley, Astrud Gilberto, Shirley Bassey, Billy Vaughn, Ferranti & Teicher, The Troggs, Brook Benton. In their own particular spheres, such giants as, Joan Baez, Jimmy Smith, and Richter and Rostropovitch, dominated the market.

The Trutone A & R team heard a Korean Orphan Choir record sample. Realising the group's potential, the distributorship of the Word Label was obtained, and a recompiled LP released. The LP was an immediate success and many thousands have been sold.

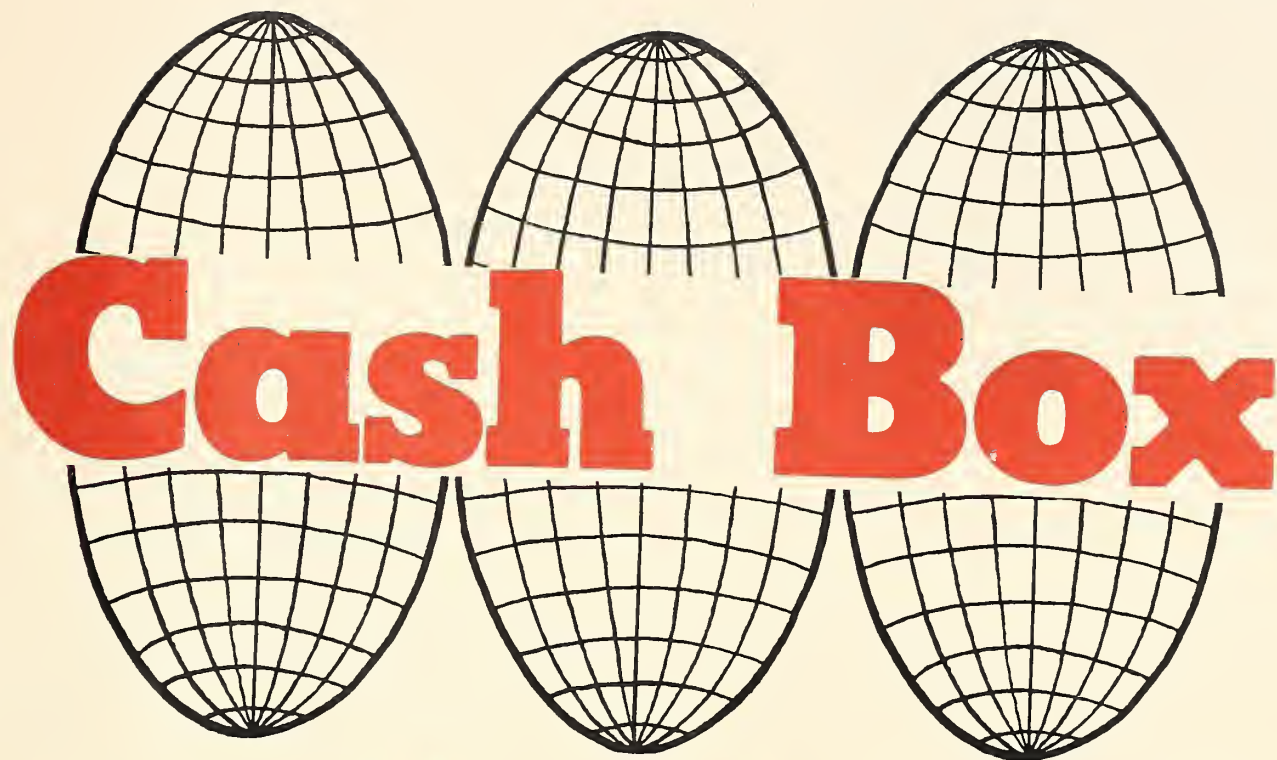
Two Trutone artists won 1966/67 S.A.R.I. Awards (the South African equivalent of the U.S. Grammy Award)—Julia Mann as South Africa's Best Female Vocalist, and George Hayden (Saxophone) as South Africa's Best Instrumentalist.

Tremendous progress has also been made by Trutone in the manufacture and distribution of African material.

BRAZIL—THE PAST 12 MOS.

(Continued from page 143)

To finalize this report, we wish to ask forgiveness of local firms and artists who were not mentioned in this review, although having been connected with important events of the Brazilian scene, but we can assure them that this was completely unintentional. We would also like to take this opportunity to thank all diskeries and puberies for their cooperation during this year of hard work for the good Brazilian popular music in all its aspects and wish them all luck in this next year.



Cash Box

ANNUAL

World Wide

**COIN MACHINE
and VENDING**

DIRECTORY

1967-1968

25th Anniversary Edition



Attention. Calling all music operators. Calling all music operators. Are your location profits in trouble?

Better call in *Super Jukebox*, otherwise known as the mighty "Music Merchant" (MM).

Faster than a mint at making money... more powerful than a magnet at getting customers over to play. Listen to these music operators who've seen the mighty Rowe AMI Music Merchant in action. "Amazing." "Incredible." "Fantastic."

Super Jukebox changes right on the spot (Change-A-Scene), and really comes on... talking it up for more, more music ("Play-Me Records").

If you're having location profit problems, why not call in *Super Jukebox* to the rescue?

Rowe[®]
MANUFACTURING

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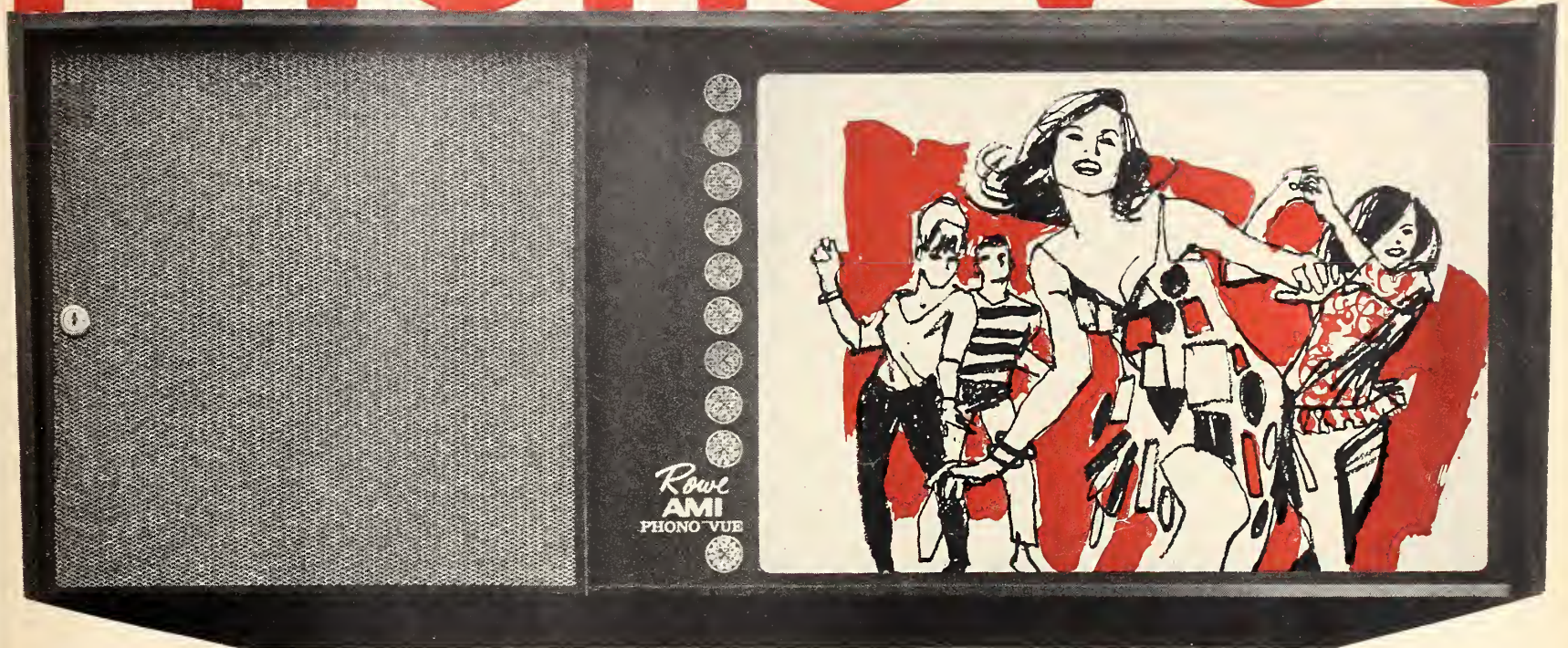
R-36

THE SUPER JUKEBOX

Get ready for fantastic profits with...

THE FABULOUS

PhonoVue



IT'S HERE...
AUDIO-VISUAL
ENTERTAINMENT
EVERY OPERATOR
CAN AFFORD!

(It's the first audio-visual
that works with a jukebox.)

PhonoVue is a companion piece for Rowe AMI's Music Merchant jukebox. It accompanies the latest chart records with exciting Super-8 mm films in dazzling color on a giant 14" x 23" screen.

All you do is choose one of the 20 premium-price movie-record selections on the Music Merchant jukebox . . . the PhonoVue and the record (coordinated in time, tempo and mood to the movie) swing into simultaneous action. Your locations' customers will go into action too . . . digging deep for more money!

No additional floor space is needed . . . PhonoVue can be located away from the Music Merchant on a back-bar, wall or even in an adjoining room. (If the location has more than one room for entertainment, you can install additional PhonoVues.)

With each PhonoVue, you get a guaranteed film supply from Rowe AMI's swinging, up-to-date

film library. Rowe is your most reliable source for audio-visual entertainment . . . we're the only jukebox manufacturer in the field, and we know your needs.

All PhonoVue Super-8 mm films come in pocket-size Technicolor® Magi-Cartridges.™ Changing films is simple . . . you take cartridge out, snap new one in place.

If you're in the mood for double profits at low cost, see your Rowe AMI distributor. He'll show you the winning combination—PhonoVue & Music Merchant.

Rowe®
MANUFACTURING
75 Troy Hills Road
Whippany, New Jersey 07981



from the desk of . . .

GEORGE ALBERT
OF



July, 1967

Dear Friends:

An enormous sense of satisfaction accompanies the presentation of our 1967-68 Coin & Vending Directory. More than simply the completion of one more annual, this 25th "silver anniversary" edition marks a proud hurdle in the world of international commerce and we are as prone to tradition as the next.

Twenty-five directories, each a barometer of the health of this business of operating and selling coin equipment, each a valid reflection of the growing vitality of the industry, each and every one proud to serve the thousands of tradesmen of many languages in the daily concourse of business.

The coin machine industry is essentially a buy and sell business . . . whether it be the purchase of a new pool table, the teenager selecting his favorite tune from one of our thousands of phonographs or the sale of a refreshing can of cold soda to a weary traveler at a service station vendor. But in the last analysis, the coin industry is the business of selling entertainment. It can be seen in the satisfied face of the truckdriver working out his nervous energy on the pinball machine and winning a free game, heard in the staccato clanging of the arcade as children run to their parents for one more nickle for the hockey machine, and actually felt through the pounding base speakers of today's advanced phonograph sound systems.

This industry has carved a necessary niche wherever folks have leisure time to expend, not only in America but in such overseas markets as Europe and Japan where prosperity has offered people a chance for more recreational fun than ever before (in 1966, the dollar volume of exported coin equipment shattered the previous year's record by \$5 million). To the trade, this 25th Annual Directory is one more instrument to be used in the quest for financial success. Speaking on my own behalf and for the entire staff at Cash Box, may I thank you once again for making it possible to serve you.

George Albert

President and Publisher

AGAIN, I WANT TO BUY YOUR USED MACHINES

I need the following equipment immediately to fill overseas orders:

AMI

| | | |
|-------|-------------|------------|
| F120 | J100M/120 | N200 |
| G120 | J200 | O200 |
| G200 | K200 | WQ200-1 |
| H120 | Cont. 200-1 | WQ200 |
| H100M | Cont. 100-2 | CGA str. |
| H200 | Cont. 200-2 | Hideaway |
| I100M | J.A.L. 200 | 200 selec. |
| I200 | M200 | |

SEEBURG

| | | |
|-------|-------|-------------|
| R100 | 161 | LPC-480 |
| V200 | 222 | 3WI-100 WB. |
| VL200 | AQ160 | 160 WB |
| KD200 | DS160 | 200 WB |
| L100 | AY160 | |
| 201 | LPC-1 | |

ROCKOLA

| | | | |
|------|------|-----|-----|
| 1455 | 1485 | 404 | 426 |
| 1465 | 1488 | 408 | 429 |
| 1464 | 1494 | 414 | |
| 1475 | 1495 | 418 | |
| 1484 | 1496 | 425 | |

WURLITZER

| | | | |
|------|------|------|---------|
| 2300 | 2600 | 2810 | 3000 |
| 2400 | 2610 | 2800 | 3010 |
| 2500 | 2710 | 2900 | 5250 WB |
| 2510 | 2700 | 2910 | |

SHUFFLES

| | |
|--------------|--------------|
| U. Gypsy | U. Crest |
| U. Stardust | U. Bank Pool |
| U. Viking | U. Topper |
| U. Embassy | U. Tempest |
| U. Sparky | U. Pacer |
| U. Astro | U. Tiger |
| U. Ultra | U. Orbit |
| U. Skippy | U. Mambo |
| U. Playboy | U. Cheetah |
| U. Rumpus | U. Pyramid |
| U. Caravelle | |

ARCADE EQPT.

| | |
|----------------|---------------------|
| Auto Photo 14 | So. Time Trial |
| Auto Photo 11 | M. Joker Ball |
| W. Roadracer | So. Little Pro |
| CC Pro Basket. | B. All Star Del |
| CC Pro Hockey | WM TENPin |
| Mid. Red Ball | Wm. Teestrike |
| Wm Mini Golf | CC Pop Up |
| So. Speedway | Standard Met. Typer |

GUNS

| | |
|---------------|------------|
| CC Riot | CC Ponyexp |
| CC Shootclown | CC Raygun |

CC Longrange

CC Playland
CC Champion
CC Texas Rang.
Wm Vanguard
Wm Hercules
W. Crusader
W. Titan
W. Spaceglider.

CC Wildwest

CC Worldfair
M. Bazooka
M. Rifle Gall
M. Rifle Rge.
M. Trophy
M. Rifle Chp.
M. Monster
S. Shootbear

BASEBALL (F.P.)

W. Grandslam
W. Worldseries
M. Slugger
CC All Star
W. Major Lg.
M. Tophit
B. Ballpark
W. Double Plays (new Playfields)

B. Target
M. Playball
M. Little Lg.
CC Big Lg.
CC TV B.B.
Wm Pitch Bat
M. 57 Baseball
W. Magic City
W. Magic Town
Bus Stop '65
Mad World '64
Monte Carlo '64
Sky Diver '64
Two in One '65
Hootenanny '63
Cross Country '63
Cue Tease '63
Moon Shot '63
Star Jet '63
Diskotex '65
Fifty Fifty '65

MIDWAY

1. Pl. Target
2. Pl. Target
Carnivals.
Raceways

Flying Turns
Winners
Citamp.
Mystery Score

ADDABALLS

G. Flipper Parade
G. Fl. Fair
G. Fl. Clowns
G. Fl. Cowboys
G. Majorette
G. Cowpokes
G. Bigtops
G. Flipper Pool
G. Ice Show

W. Vagabond
W. Swingtime
Wm. Palookas
Wm. WingDings
Wm. Ski Clubs
B. Happy Tour
B. Hayride
B. Trios
B. Gold Rush

PIN BALLS

G. Gauchos '62
G. Swingalong '63
G. Shipmates '63
G. Bonanza '64
G. Happy Clown '64
G. World Fair '64
G. Bowlg. Queen '64
G. North Star '64
G. Seashore '64
G. Dodge City '64
G. Masquerade '65
G. Bankaball '65
G. SkyLine '65
G. Ice Review '65
G. Buckaroo '65
G. King & Queen '65
G. Paradise '65
G. Central Park '66
G. Crosstowns '66

G. Thorobread '66
G. Mayfair '66
G. Hi Dolly '66
G. Subway '66
G. Dancing Lady '66
Wm. Mardigras '62
W. Tom Tom '63
W. Bigdaddy '63
W. Merry Widow '63
W. Bigdeal '63
W. El Toro '63
W. Jumping Jack '63
W. Beat the Clk '64
W. Heat Wave '64
W. Riverboat '64
W. Soccer '64
W. Whoopee '64
W. Ohboy '64
W. Sanfrancisco '64

W. StopNGo '64

W. Eagerbeaver '64
W. Prettybaby '65
W. ZigZag '65
W. Moulin Rouge '65
W. Teacher Pet '65
W. Lucky Strike '65
W. Bigchief '65
W. Alpine Club '65
W. Pot Gold '65
W. Fullhouse '66
W. Top Hand '66
W. Eightball '66
W. Ago go '66
W. Hot Line '66
W. Big Strike '66
W. Casanova
W. Magic City
W. Magic Town
Bus Stop '65
Mad World '64
Monte Carlo '64
Sky Diver '64
Two in One '65
Hootenanny '63
Cross Country '63
Cue Tease '63
Moon Shot '63
Star Jet '63
Diskotex '65
Fifty Fifty '65

Sheba '65

Blue Ribbon '66
Gold Rush '66
Wild Wheels '66
Campus Queen '66
Loop The Loop '66
Bazaar '66
Capersville
B. Three in line '63
B. Grand Tour '64
B. Harvest '64
B. Bongo '64
B. Bullfight '64
B. Magiccircle '64
B. Trio '65
B. Six Sticks '66
B. Big Day '65
B. Aces High '65
B. Bandwagon '65
K. Poker Face
K. Colorama
K. CoCart
CC Sunvalley
CC Bronco
CC Firecrker
CC Royalflash
CC Mustang
CC South Pacif
CC Kicker
CC Festival
CC Beatnick

Parade

Keywest
Doubleheader
Beach Beauty
Sun Valley
Miss America
Cyp. Gardens
Beachtime
Carnival Queen
Sea Island
Ballerina
County Fair
Laguna Beach
Rollerderby

Circus Queen

Acapulco
Bikini
Can Can
Lido
Twist
Golden Gate
Silver Sails
Bounty
Beauty Beach
Border Beauty
Follies Br.
Bahama
Zodiac

BALLY ONE BALLS

Beauty Contest Beach Queen

BALLY HOLLY COMO

MODEL CRANES

(one motor models only!)

Bally Rotarys

BALL BOWLERS

Untd Bwlaramas '60 United Galleon '65
Un Polaris '64 Wm Oasis '65
Bally Bowler '64 Wm Maverick '65
Un Tornado '64 Un Amazon '66
Un Matador '64 Un Aztec '66
Bally '65

GOTTLIEB

Britestar
Crisscross
Contest
Gondolier
Picnic
Rocket ship
Sitting Pretty
Sunshine
Capt. Kidd
Dancing Doll
Kewpie Doll
Lite a card
Melody Lane
Seven seas
Spot a card
Texan
World Beauty
Cover Girl
Egghead reply
Fashion show
Olympic
Preview
Sunset
Tropic Isle

Atlas
Around the world
Double Action
Hi Diver
Liteaball
Miss Annabelle
Madamoiselle
Queen of Diamonds
Racetime
Straightshooter
Sweet Sioux
Universe
Wagon Train
Aloha
Big Casino
Corral
Foto Finish
Flying Circus
Lancer
Oklahoma
Showboat
Flying Chariot
Sweetheart

UPRIGHTS

B. Jumbo
B. Spr Jumbo
B. Jamboree
K. Red Arrow
K. Sweet Shaw.
K. Black Dragon
K. Flashback
K. Twin Red Ar
K. Wild Arrw

KEENEY PINS

Venus Startime Rainbow
El Rancho Old Plant. Hacienda

BALLY SIX CARDS

Lotta Fun Litealine
Barrel Fun Shootaline
Barrel Fun, 61 Funways
Barrel Fun, 62

BINGOS

Frolics Broadway
Beauty Big Show
Miami Beach Showtime
Nightclub Touchdown

- If quantity is involved, we are willing to negotiate a deal based on picking up with our own truck, unpacked.
- M.S.I. wants to know if you have other used machines not listed above? Chances are good we can move it.
- Get on our mailing list. We send you offerings listing what machines we need and prices we'll pay.

MYRON SUGERMAN
INTERNATIONAL

Phone: 201-642-7177
744 Broad Street Newark, N.J. 07102
Cable: PRINCECHARMING, NEWARK, N. J.

Gentlemen:

- Please contact me. I have machines I want to sell.
 Please put me on your mailing list.

Co. _____

Address _____

City _____ State _____

Phone _____

Your Name _____

INTERNATIONAL : NEWSLINE

A LOOK BACK AT 1967 A.T.E.

LONDON—Since our Annual Review last July, one of the most important events has been the 23rd Amusement Trades Exhibition and the second to be held in the new venue, Alexandra Palace, London.

Unfortunately, the experiment of holding the event in November was theoretically sound, but proved in practice to be rather less successful than the Organisers had hoped.

As for the first Alexandra Palace show in January 1966, attendance figures were again way above the normal, but the sad fact was that Operators generally, while showing considerable interest in the exhibition, were reluctant to place firm orders.

No doubt the prevailing uncertainty resulting from the credit squeeze and wages freeze was partly responsible, and there is little doubt in the Organisers' minds that the main reasons were, (a) that the season had just finished and operators seem to think it too early to think about the next one, which lay a winter and a spring away, and (b) that since everyone hopes to start the season with the very latest equipment available, there was a fear that by placing orders too soon there might be no cash left for new equipment which might appear on the market later.

In the light of this experience, and after consulting other interested parties, manufacturers etc. the organisers came to the conclusion that the original date was, after all, the most suitable, and their plans for holding another exhibition in November 1967 were abandoned in favour of early 1968.

The 24th A.T.E. will therefore, take place again at the Alexandra Palace on 16th, 17th and 18th January 1968. From enquiries already made, there is little doubt that the whole of the 26,000 sq. ft. of actual stand area will again be taken up, and that new financial and attendance records will be created.

As we reported last year, the import surcharge which had been inflicted upon us soon after the present Government came into power, was abolished at the end of October 1966. However, the surcharge had little effect on business during its currency and therefore, it seems unlikely that its removal will noticeably increase business.

Arising out of the U.K. balance of payments problem, members of Parliament have suggested from time to time that it might not be a bad thing to ban or curtail the import of Fruit Machines, but the Chancellor has so far declined to take such action, chiefly on the grounds that it would invite retaliatory action by other countries with nothing to be gained by it.

As forecast a year ago, the so-called Gaming Machine License Duty was introduced on 1st October 1966, and has already resulted in quite a useful contribution to the Revenue. (A licence duty of £75 (\$210) for each coin-operated gaming machine operated by a 6d coin, and a tax of £37.10.0. (\$104) for machines operated by coins of less value than 6d.)

As mentioned in the last report, it was not intended that the duty should apply to amusement machines giving modest prizes, and on the whole this is the position. There is however, a strong difference of opinion between the trade and the Customs & Excise Authorities as to the liability of certain types of machines, and as after six months' of argument it has been impossible to solve the situation by negotiation, it would seem that sooner or later a test case will have to be brought before the courts to get an authoritative and decisive ruling.

During the past few months, the Government has finally reached a decision as to the basis for the new system of decimal currency scheduled to come into force in 1971.

In the face of tremendous opposition, not only on the machine side, but from all sorts of other businesses and organisations, it has been decided to retain the pound as the new major unit, and this for the coin machine business will have two very unfortunate consequences. Firstly, the decimal equivalent of the present penny which is the coin most widely used in coin-operated circles, will be so small and insignificant in size that a large proportion of existing machines cannot be adapted to accept it, and will therefore have to be scrapped.

Secondly, we shall lose entirely our second most popular coin, the six-penny piece, and the machines concerned will also have to be adapted. Barring a change in the law, which makes sixpence the maximum, they will have to convert to a new decimal coin valued at 4.8 pence representing a 20% cut in earnings. The trade and other interests are continuing to make strong protests, but it is unlikely that these will have any effect as the Government seems determined to have its own way despite anything else we might have to say.

Looking ahead, it is not easy to forecast business trends whilst the credit squeeze and the wage freeze remain in force, but so far as one can judge, they have not had any undue effect on business so far.

As far as seaside business is concerned. Takings have admittedly shown some drop on figures for the previous year, but it is thought this is due more than anything else to the exceptionally bad weather experienced during the early part of the season, and there is every indication that if we get better weather, losses can be recovered.

The Government did announce some time ago that they intended to take an early opportunity to review the present gaming laws, and a new Bill is likely to be introduced into Parliament towards the end of the year. The original intention was to deal only with so-called 'Big Time' gaming in casinos etc. but there is now reason to think that they may make rather more extensive changes in the law and that machine interests will also be affected. It is not possible to say at this stage just what is proposed, but needless to say, the trade are keeping a very watchful eye on the proceedings, and can be relied upon to take whatever steps may be necessary in order to protect their interests.

RUFFLER & WALKER IS PICTURE OF SUCCESS WITH AMERICAN MACHINES

BRITAIN—Ruffler & Walker continue to enjoy considerable success with the Rock-Ola phonographs, for which they are sole importers and distributors. The latest models have been the luxury Imperial 433, 160 Selection, introduced to Britain at the end of 1966, which has become the outstanding machine of 1967 and is especially suitable for high class locations.

The Grand Prix GP 160 Model 432, 160 Selection, has also been introduced during the past twelve months and the machine is proving very popular for general use and siting. The Concerto model 434, 100 Selection took the place of the very popular 'Starlet', and was the most popular machine of the year 1965/66. A very good machine for the fast-increasing "pub" and cafe location businesses. In addition to these machines, Ruffler & Walker have enjoyed success with the Wall phonograph Model 430, 100 Selection, which has the same mechanism as the Concerto, and is available for wall-fixing or on a chromium stand which is available as an 'extra'.

SEGA PLANS A NEW LINE OF AMUSEMENT GAMES FOR EXPORT

TOKYO—Sega Enterprises will produce for export a new line of low priced quality amusement machines at their newly expanded multimillion dollar Tokyo Plant, according to a recent company announcement. Four or five new novelty amusement machines

disappearing."
"Sega is not trying to compete with major American manufacturers." "Our purpose is to make available quality equipment that is too expensive to engineer and produce in limited quantity in the United States."



This panoramic view reveals Sega's servicemen repairing flipper machines in their well organized service area.

will be introduced each year to meet the growing international demand for attractive moderately priced arcade equipment.

During a recent interview, David Rosen, Managing Director of Sega stated: "For some time now the industry has been a victim of a price squeeze." "The price of amusement equipment has steadily risen because of increased labor, material and transportation costs." "As most operators find it difficult or impossible to raise prices above the traditional five cents or dime plays, the U.S. manufacturers have had to be satisfied with passing on only a part of their added cost." "Several manufacturers have also compensated for this by discontinuing certain low run models, cutting back expenses for research and development of new equipment, and building many models along similar lines in order to achieve increased use and value from production tools, jigs and facilities."

"While this is all very understandable, it has resulted in a void or vacuum in new, reasonably priced novelty equipment." "Game Centers thruout the world are starting to appear monotonously similar—innovation, the life blood of the industry is "Our goal is to complement the role

of U.S. manufacturers and thereby render a service to the industry." "As the largest distributor/operator of coin operated amusement machines and arcades in the Pacific area, we feel that if arcades are to become more varied and interesting, everyone will benefit—manufacturers, distributors and operators." "CSOI, the worldwide agents of Sega products will be firming distributorships within the next several months."

PHONOGRAPHIC EQUIP., LTD. MOVING TO NEW SHOWROOM

BRITAIN—For Phonographic Equipment (Distributors) Ltd. it has been another year of expansion and, at the time of writing, the company is within a month of moving into vast new premises at Cricklewood where they will have the most lavish showroom of any coin machine distributor in the world. The premises will include large storage and service departments together with palatial offices and display facilities. They will house the largest permanent collection of machines ever to be seen under one roof.

Phonograph Equipment's Directors announced a pre-tax profit for the six months ending 31st October 1966 of £378,000. The Directors feel confident that despite hazardous trading conditions and the severe credit squeeze profits will be more than maintained for the second half of the year. Phonographic are U.K. distributors for Bally, Williams and Sega and distribute the American Rolls Royce of juke boxes Seeburg as well as the continental Jupiter boxes.

A major event of the year has been Phonographic's entry into the vending industry. This came when they acquired control of the Quick M Vending Co. Ltd. which deals in beverage machines and quick snack. More recently Quick Maid acquired the sole distribution of Choice-Vend an American manufactured range of cold drink vending machines. This acquisition is likely to play an important part in the continued growth of the Phonographic group.

Phonographic and its subsidiary companies make up one of the most formidable and successful coin machine and vending groups in the world today. Quick Maid's deal with Choice-Vend and their subsequent American programme has been a break-through in British vending where previously there were virtually no installations of soft drink vending machines. Orders placed with Choice-Vend in the first two months of the new operation amounted to over 400 machines.

\$56,068,875 GROSS DOLLAR VOLUME 1966 COIN MACHINE EXPORT SALES

1966 WAS A RECORD YEAR FOR COIN MACHINE EXPORT SALES. TOTAL SALES FOR THE YEAR REACHED \$56,068,875 FOR PHONOGRAPHS, VENDING AND AMUSEMENT MACHINES. FOLLOWING IS A COMPLETE BREAKDOWN FOR 1966.

DIVISION BREAKDOWN

| PHONOGRAPHS | | VENDING | | AMUSEMENTS |
|-------------|--------------|---------|--------------|--------------|
| Units | Dollars | Units | Dollars | Dollars |
| 29,567 | \$14,212,121 | 50,052 | \$12,409,470 | \$29,438,284 |

TOP TEN IMPORT COUNTRIES

PHONOGRAPHS

| COUNTRY | Units | Dollars |
|----------------|-------|-------------|
| WEST GERMANY | 6681 | \$3,788,267 |
| BELGIUM | 3789 | 2,447,556 |
| JAPAN | 4672 | 1,986,181 |
| UNITED KINGDOM | 5334 | 840,089 |
| CANADA | 1531 | 638,172 |
| ITALY | 944 | 526,967 |
| FRANCE | 565 | 470,094 |
| GREECE | 1247 | 340,493 |
| HONG KONG | 675 | 316,776 |
| PERU | 1662 | 296,952 |

VENDING

| COUNTRY | Units | Dollars |
|-----------------|--------|-------------|
| CANADA | 12,837 | \$3,742,246 |
| WEST GERMANY | 12,620 | 2,991,414 |
| MEXICO | 2286 | 1,632,763 |
| UNITED KINGDOM | 1882 | 628,334 |
| PHILIPPINE REP. | 800 | 594,924 |
| BELGIUM | 6289 | 430,126 |
| FRANCE | 2550 | 323,554 |
| VENEZUELA | 577 | 288,002 |
| SWEDEN | 1522 | 223,096 |
| NETHERLANDS | 334 | 165,163 |

AMUSEMENTS

| COUNTRY | Dollars |
|----------------|-------------|
| UNITED KINGDOM | \$5,891,068 |
| SWITZERLAND | 5,299,611 |
| WEST GERMANY | 4,767,586 |
| FRANCE | 3,784,127 |
| ITALY | 3,238,869 |
| BELGIUM | 1,155,353 |
| JAPAN | 944,884 |
| DENMARK | 564,110 |
| CANADA | 525,821 |
| VIETNAM | 401,487 |

REFER TO FOLLOWING
PAGES FOR QUARTERLY
BREAKDOWN OF
ANNUAL EXPORT
FIGURES



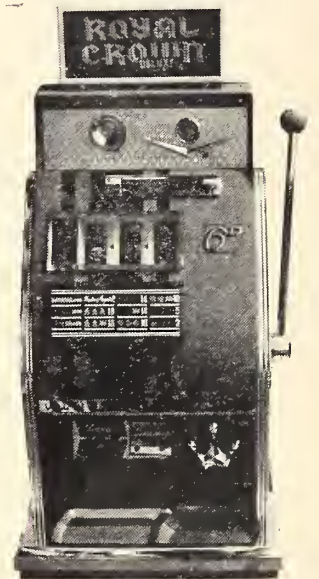
Japan's Leading
Distributors and
Importers of:

Coin Phonographs and
Amusements of all kinds

Sole Distributors for Japan

SEEBURG CORP.
D. GOTTLIEB & CO.

Manufacturers of:



Royal Crown

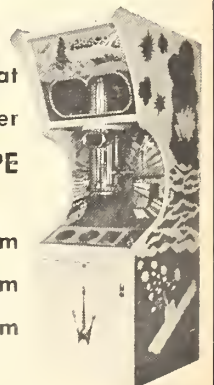
720mm high, 480mm wide, 470mm deep



Basket Ball

1,300mm high, 800mm wide, 1520mm deep

The great
money-maker
PERISCOPE



Height 1,800mm

Width 660mm

Depth 720mm

Three games thoroughly
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Chiyoda-ku, Tokyo, Japan

Tel: 591-6858 Tokyo

Cable: EPTRA Tokyo



ANNUAL EXPORT VOLUME REPORT

Phonographs

Amusement

| COUNTRY | 1st Quarter Volume (Jan.-Mar. 1966) | | 2nd Quarter Volume (April-June 1966) | | 3rd Quarter Volume (July-Sept. 1966) | | 4th Quarter Volume (Oct.-Dec. 1966) | |
|--------------------------------|--|---------------------|---|---------------------|---|---------------------|--|---------------------|
| | No. of Units | Dollar Volume | No. of Units | Dollar Volume | No. of Units | Dollar Volume | No. of Units | Dollar Volume |
| NO. and CENTRAL AMERICA | | | | | | | | |
| Bahamas | 22 | \$ 13,635 | 15 | \$ 13,321 | 4 | \$ 4,050 | 27 | \$ 13,010 |
| Barbados | — | — | — | — | — | — | — | — |
| Bermuda | — | — | — | — | — | — | — | 15,420 |
| British Honduras | — | — | — | — | — | — | — | 118,382 |
| Canada | 585 | 140,216 | 346 | 151,026 | 296 | 138,030 | 309 | 208,900 |
| Costa Rica | 22 | 19,227 | 2 | 1,649 | 5 | 4,189 | 15 | 15,390 |
| Dom. Rep. | 102 | 15,235 | 58 | 9,720 | 18 | 3,440 | 16 | 3,289 |
| El Salvador | — | — | 7 | 5,193 | 5 | 4,525 | 6 | 5,666 |
| Fr. West Indies | — | — | — | — | — | — | — | — |
| Greenland | — | — | — | — | — | — | — | — |
| Guatemala | — | — | 4 | 3,507 | 8 | 7,008 | 2 | 1,882 |
| Haiti | — | — | — | — | — | — | — | — |
| Honduras | 28 | 11,655 | 42 | 17,978 | 39 | 12,501 | 37 | 25,085 |
| Iceland | — | — | — | — | — | — | — | — |
| Jamaica | 148 | 52,197 | 45 | 29,320 | 17 | 6,618 | 7 | 2,885 |
| Lw. Wv. Is. | — | — | — | — | — | — | — | — |
| Mexico | 192 | 33,977 | 165 | 19,093 | 430 | 39,821 | 162 | 24,727 |
| Neth. Antilles | — | — | — | — | — | — | — | — |
| Nicaragua | 48 | 18,189 | 38 | 24,640 | 20 | 13,487 | 106 | 24,625 |
| Panama | 30 | 29,823 | 21 | 18,045 | 124 | 36,676 | 107 | 57,176 |
| Trinidad | 16 | 11,838 | 3 | 1,150 | 8 | 4,650 | — | — |
| TOTAL | 1,193 | \$ 345,992 | 746 | \$ 294,639 | 974 | \$ 274,995 | 794 | \$ 382,635 |
| SOUTH AMERICA | | | | | | | | |
| Argentina | 16 | \$ 4,740 | — | — | 15 | \$ 15,150 | 19 | \$ 19,917 |
| Bolivia | — | — | — | — | — | — | — | — |
| Brazil | — | — | — | — | — | — | — | — |
| Br. Guiana | — | — | 4 | 2,218 | — | — | — | — |
| Chile | — | — | — | — | — | — | — | — |
| Colombia | — | — | — | — | — | — | — | — |
| Ecuador | — | — | — | — | — | — | — | — |
| Peru | 347 | 146,171 | 542 | 88,938 | 528 | 92,001 | 245 | 69,842 |
| Surinam | — | — | — | — | — | — | — | — |
| Uruguay | — | — | — | — | — | — | — | — |
| Venezuela | 130 | 10,684 | 54 | 80,867 | 23 | 31,080 | 383 | 33,527 |
| TOTAL | 493 | \$ 161,595 | 600 | \$ 172,023 | 566 | \$ 138,231 | 647 | \$ 123,286 |
| EUROPE | | | | | | | | |
| Austria | 114 | \$ 81,020 | 28 | \$ 17,950 | 59 | \$ 39,805 | 37 | \$ 27,828 |
| Azores | — | — | — | — | — | — | — | — |
| Belgium | 1,178 | 837,661 | 890 | 451,230 | 657 | 454,736 | 1,064 | 703,929 |
| Cyprus | 5 | 4,498 | 6 | 4,387 | 12 | 4,550 | 5 | 2,265 |
| Denmark | 114 | 102,850 | 190 | 151,458 | 1 | 680 | 16 | 11,025 |
| Finland | 209 | 170,977 | — | — | — | — | 166 | 147,659 |
| France | 423 | 122,315 | 295 | 82,430 | 269 | 70,522 | 260 | 65,626 |
| Gibraltar | — | — | — | — | — | — | — | — |
| Greece | — | — | — | — | — | — | — | — |
| Hungary | — | — | — | — | — | — | — | — |
| Ireland | — | — | — | — | — | — | — | — |
| Italy | 40 | 34,807 | 244 | 194,826 | 491 | 175,953 | 165 | 121,381 |
| Malta | — | — | — | — | — | — | — | — |
| Netherlands | 99 | 80,015 | 74 | 47,755 | 75 | 28,512 | 148 | 114,612 |
| Norway | 10 | 7,120 | — | — | — | — | — | — |
| Portugal | 7 | 3,915 | 17 | 2,237 | 8 | 3,074 | — | — |
| Spain | 40 | 36,264 | 47 | 30,485 | 24 | 16,389 | 2 | 1,631 |
| Sweden | — | — | 275 | 203,198 | 24 | 21,107 | 166 | 88,929 |
| Switzerland | 124 | 96,064 | — | — | — | — | — | — |
| Trieste | — | — | — | — | — | — | — | — |
| Turkey | — | — | — | — | — | — | — | — |
| United Kingdom | 365 | 265,310 | 307 | 253,566 | 1,276 | 210,852 | 146 | 110,261 |
| West Germany | 1,772 | 1,041,506 | 1,874 | 1,015,998 | 1,528 | 873,980 | 1,507 | 856,783 |
| Yugoslavia | — | — | — | — | — | — | — | — |
| TOTAL | 4,500 | \$ 2,884,322 | 4,247 | \$ 2,455,520 | 4,424 | \$ 1,900,160 | 3,622 | \$ 2,251,929 |
| ASIA | | | | | | | | |
| Arabia | — | \$ — | — | \$ — | — | \$ — | — | \$ — |
| Bahrain | — | — | — | — | — | — | — | — |
| Ceylon | — | — | — | — | — | — | — | — |
| Fed. Malaya | 32 | 7,595 | 284 | 23,985 | 7 | 2,860 | 18 | 6,900 |
| Hong Kong | 117 | 71,686 | 262 | 131,285 | 120 | 13,692 | 176 | 100,113 |
| India | — | — | — | — | — | — | — | — |
| Iran | — | — | — | — | — | — | — | — |
| Israel | — | — | — | — | — | — | — | — |
| Jordan | — | — | — | — | — | — | — | — |
| Japan | 1,265 | 446,898 | 1,275 | 522,789 | 1,034 | 482,699 | 1,098 | 533,795 |
| Korean Rep. | — | — | — | — | — | — | — | — |
| Kuwait | — | — | — | — | — | — | — | — |
| Lebanon | — | — | — | — | — | — | — | — |
| Macao | — | — | — | — | — | — | — | — |
| Nansei Is. | 117 | 98,348 | 151 | 98,047 | 93 | 64,686 | 37 | 21,655 |
| Pakistan | — | — | — | — | — | — | — | — |
| Philippine Rep. | — | — | 111 | 37,397 | 49 | 16,257 | 62 | 12,221 |
| Singapore | — | — | — | — | — | — | — | — |
| Syria | — | — | — | — | — | — | — | — |
| Taiwan | — | — | — | — | — | — | — | — |
| Thailand | — | — | 26 | 5,600 | 9 | 3,703 | 39 | 20,790 |
| Vietnam | — | — | — | — | — | — | — | — |
| TOTAL | 1,531 | \$ 624,527 | 2,109 | \$ 819,103 | 1,312 | \$ 583,897 | 1,430 | \$ 695,474 |
| AUSTRALIA | | | | | | | | |
| Australia | 4 | \$ 3,060 | 46 | \$ 15,079 | 30 | \$ 6,059 | 37 | \$ 8,206 |
| New Zealand | — | — | — | — | — | — | — | — |
| Fr. Pac. Is. | — | — | — | — | — | — | — | — |
| T. Pac. Is. | — | — | — | — | — | — | — | — |
| TOTAL | 4 | \$ 3,060 | 46 | \$ 15,079 | 30 | \$ 6,059 | 37 | \$ 8,206 |
| AFRICA | | | | | | | | |
| Algeria | — | \$ — | — | \$ — | — | \$ — | — | \$ — |
| Angola | — | — | — | — | — | — | — | — |
| Br. East Africa | — | — | — | — | — | — | — | — |
| Canary Is. | — | — | — | — | — | — | — | — |
| C. Af. Rep. | — | — | — | — | — | — | — | — |
| Egypt | 17 | 5,758 | 8 | 3,785 | — | — | — | — |
| Ethiopia | — | — | — | — | — | — | — | 8,500 |
| Fr. Somaliland | — | — | — | — | — | — | — | — |
| Gabon | — | — | — | — | — | — | — | — |
| Ghana | — | — | — | — | — | — | — | — |
| Kenya | 36 | 10,597 | 70 | 18,397 | 16 | 4,299 | 8 | 5,607 |
| Liberia | — | — | — | — | — | — | — | — |
| Libya | — | — | — | — | — | — | — | — |
| Malagas | — | — | — | — | — | — | — | — |
| Mauritania | — | — | — | — | — | — | — | 4,014 |
| Morocco | — | — | — | — | — | — | — | — |
| Mozambique | — | — | — | — | — | — | — | — |
| Nigeria | 83 | 8,200 | — | — | — | — | — | 4,290 |
| O. W. Africa | — | — | — | — | — | — | — | — |
| Rep. Congo | — | — | — | — | — | — | — | — |
| Rhod. NY | — | — | — | — | — | — | — | — |
| Senegal | — | — | — | — | — | — | — | — |
| Som. Rep. | — | — | — | — | — | — | — | — |
| Span. Af. | — | — | — | — | — | — | — | — |
| Tanzania | 20 | 17,843 | — | — | 4 | 3,500 | — | 5,370 |
| Tunisia | — | — | — | — | — | — | — | — |
| Uganda | — | — | — | — | — | — | — | — |
| Un. So. Africa | — | — | — | — | — | — | — | 16,322 |
| Z. Rh. Ma. | — | — | — | — | — | — | — | — |
| TOTAL | 156 | \$ 42,398 | 78 | \$ 22,182 | 20 | \$ 7,799 | 8 | \$ 5,607 |
| GRAND TOTAL | 7,877 | \$ 4,064,294 | 7,826 | \$ 3,778,549 | 7,326 | \$ 2,911,141 | 6,538 | \$ 3,467,137 |

| COUNTRY | 1st Qtr. 1966 (Jan.-Mar.) Dollar Volume |
|--------------------------------|---|
| NO. and CENTRAL AMERICA | |
| Bahamas | \$ 14,891 |
| Barbados | — |
| Bermuda | 15,420 |
| British Honduras | — |
| Canada | 118,382 |
| Costa Rica | — |
| Dom. Rep. | — |
| El Salvador | — |
| Fr. West Indies | — |
| Greenland | — |
| Guatemala | — |
| Haiti | — |
| Honduras | — |
| Iceland | — |
| Jamaica | — |
| Lw. Wv. Is. | — |
| Mexico | — |
| Neth. Antilles | — |
| Nicaragua | — |
| Panama | 14,905 |
| Trinidad | — |
| TOTAL | \$ 162,998 |
| SOUTH AMERICA | |
| Argentina | \$ — |
| Bolivia | — |
| Brazil | — |
| Br. Guiana | — |
| Chile | — |
| Colombia | — |
| Ecuador | — |
| Peru | — |
| Surinam | — |
| Uruguay | — |
| Venezuela | 69,618 |
| TOTAL | \$ 69,618 |
| EUROPE | |
| Austria | \$ 21,082 |
| Azores | 6,482 |
| Belgium | 323,689 |
| Cyprus | — |
| Denmark | 192,300 |
| Finland | 8,873 |
| France | 1,400,291 |
| Gibraltar | — |
| Greece | — |
| Hungary | — |
| Ireland | 22,130 |
| Italy | 367,786 |
| Malta | — |
| Netherlands | 39,435 |
| Norway | 10,131 |
| Portugal | — |
| Spain | 15,651 |
| Sweden | 85,561 |
| Switzerland | 353,575 |
| Trieste | — |
| Turkey | 17,660 |
| United Kingdom | 1,758,536 |
| West Germany | 1,527,560 |
| Yugoslavia | — |
| TOTAL | \$ 6,150,742 |
| ASIA | |
| Arabia | \$ — |
| Bahrain | — |
| Ceylon | — |
| Fed. Malaya | 5,300 |
| Hong Kong | 64,024 |
| India | — |
| Iran | — |
| Israel | — |
| Jordan | — |
| Japan | 227,530 |
| Korean Rep. | 3,980 |
| Kuwait | — |
| Lebanon | — |

ANALYSIS OF THE ANNUAL COIN MACHINE EXPORT VOLUME REPORT FOR 1967

SHIPPING
THE
FAR EAST
DAILY!



MANILA
TOKYO
HONGKONG
NAHA
BANGKOK
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SINGAPORE
AUSTRALIA
SAIGON
PORT SWETTENHAM

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Los Angeles 11, Calif. U.S.A.

CABLE:
DUARTEX, Los Angeles

TOUSJEUX & NOUVEAUTES

S.A.
GENEVA, SWITZERLAND

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We are also

Operator and Distributor for Switzerland of Bally, Chicago.

THE ORIGINAL!!

KICKER and CATCHER

the COUNTER GAME with
BUILT-IN-PROFITS



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GENERAL

1966, in keeping with tradition, was another record breaking year for American coin machine trade exports. An increase from the 1965 total of \$51,000,197 to this year total of \$56,068,875, proves a more aggressive foreign interest in American made machines. The jump in total export sales is attributed primarily to amusement machines. Phonographs and vending machines held fairly close to their 1965 totals. The 1966 increase in amusements were well over \$5 million, to be precise, \$5,239,651, total for last year was \$24,135,633 as compared to \$29,375,284 for this year. Europe seems to be the center attraction for American amusement games as indicated by the 1966 import figure, well over \$25 million, an increase of approximately \$5 million over the 1965 total of over \$20 million. Although phonographs and vending exports held close par to their 1965 figure, it is expected, with the new and improved equipment lines, to be a very promising future for American manufacturers.

PHONOGRAPHS

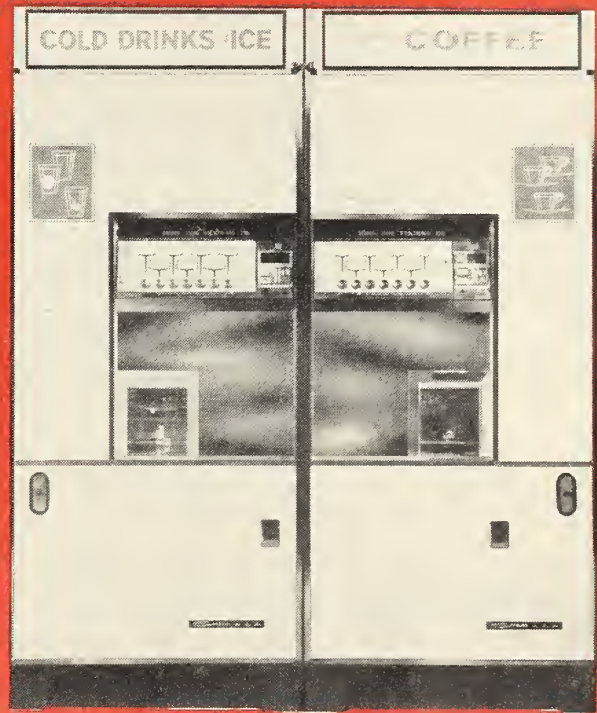
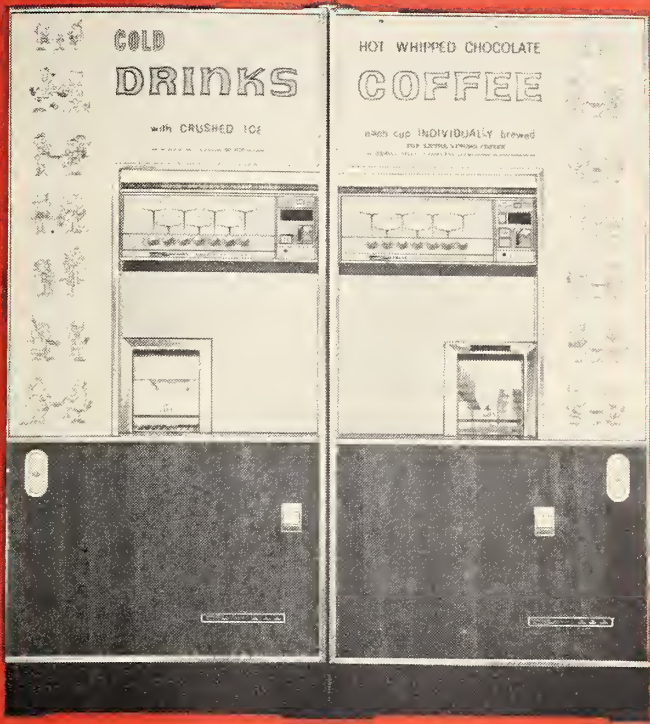
As in 1965, no violent surges, up or down, were recorded in phonographs this year. Most of the countries held fairly close to their 1965 figures with the big exception of Belgium. Their imports for 1966 were up over \$1 million from last year, while Canada lost one-half million in trade. Italy was down \$300,000 from 1965. In 1966, total phonograph units exported were 29,567, and in 1965, there were 34,206. The drop of five thousand or so accounts for the dollar volume drop. The top countries for 1966 were: West Germany, with 6,681 units for a dollar total of \$3,788,267; Belgium, with 3,789 units imported and a dollar volume of \$2,447,556; and the usual Japan figures of 4,672 for \$1,986,181. 1965 phonograph machine exports were \$15,608,865 while registering a slight decline for 1966 with \$14,212,121.

AMUSEMENT

As we predicted last year, amusement machine exports are well above the 1965 volume. Italy, as a result of the relaxed laws to allow regular games and add-a-balls, increased their previous volume to \$3,238,869. This represents an over-all increase of nearly \$3 million dollars. The United Kingdom, last years leading importer of games, declined in the dollar race but still managed to maintain their lead as the leading importer of games from America. Their drop to \$5,891,068 in 1966 from \$7,160,859 in 1965 can be attributed to the increased tax requirements imposed upon operators last year. Switzerland upped their imports by nearly \$4 million from 1965 to become the second leading importer of amusements. One of the largest declines among the smaller countries was Nansei Islands, in 1965, they imported nearly \$450,000 worth of games while in 1966, it dropped downward to \$110,000. The war torn nation of Vietnam showed a serious upward movement, as they purchased nearly \$220,000 in 1965 for games, and \$401,000 in 1966. This increase is apparently due to the U.S. Government's policy of providing entertainment for American servicemen in foreign countries. Despite the ups of some countries and the downs of others, this was a tremendous year for American manufacturers of games.

VENDING

In 1965, vending export volumes was tagged, "the happiest sales story in the history of coin machine exports." Well, its lost some of the glamour but not enough to hurt export sales, as indicated by \$2 million dollar gain over last year. Mexico, seems to be the deciding factor, with their increase over last years figure of \$83,779 by \$1.5 million dollars. This is a fantastic increase and Mexico has now proved to be one of the leading markets for vending machines. The United Kingdom registered a slight drop as did Switzerland. The small but industrious country of Venezuela registered a \$200,000 dollar gain over 1965, while purchasing 577 vending machines. Total sales for 1966 was \$12,409,470 for 50,052 machines exported. The 1965 figures for a comparison were, 32,614 units exported for \$10,527,468 dollars. It was an extremely good year and this year is expected to be an even greater one.

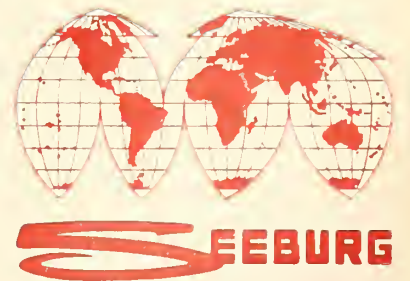


Around the world, Seeburg is the preferred name in music and vending.

Beverage Venders. Seeburg "Marquee", "Top Hat" and Williamsburg venders actively promote business. Attractive, modern front panels merchandise top-quality products. Seeburg's complete vending line is designed for dependable operation.

Coin Phonographs. Seeburg Stereo Showcase. Combines the finest in stereo sound with an exclusive rotating display of album covers, color and light. All transistorized. 160 selections. Plays Little LP albums and single records in 33 and 45 rpm speeds. Optional Dollar Bill Acceptor.

Income Totalizing. Exclusive Seeburg built-in totalizing systems, tamperproof, totalize all coins accepted. They provide visual and/or printed collection slips for complete audit and control. Optional equipment.



Seeburg equipment is built, not adapted, for use anywhere in the world, for any voltage or coinage. *World-wide service.* Seeburg distributors provide new equipment, parts, service. Address: The Seeburg Sales Corp., Chicago 60622. Cables: SEEBUR, CHICAGO.



Two of the modern, well equipped Arcade Centres of the Belgian Amusement Company in Belgium



BELGIAN AMUSEMENT COMPANY

IMPORTERS

&

EXPORTERS

of

AMUSEMENT EQUIPMENT

•

ARCADE SPECIALIST

•

EXCLUSIVE SEGA and AMF
DISTRIBUTORS IN BELGIUM

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ANTWERP—BELGIUM

Tel: 39 30 79—39 72 01 ANTWERP

European Trade Organizations

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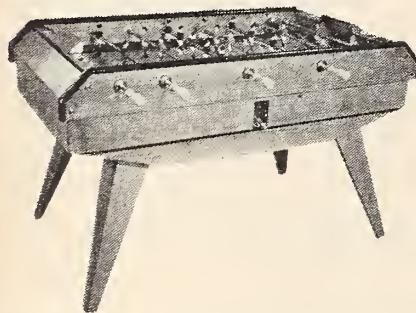
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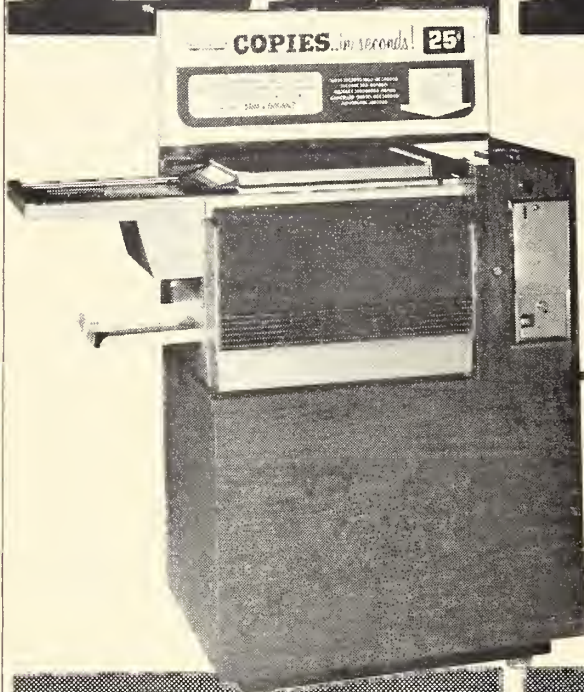
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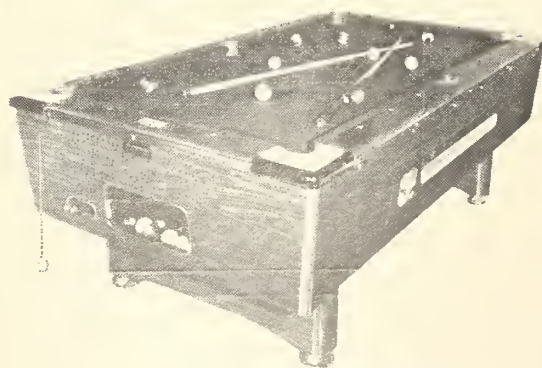
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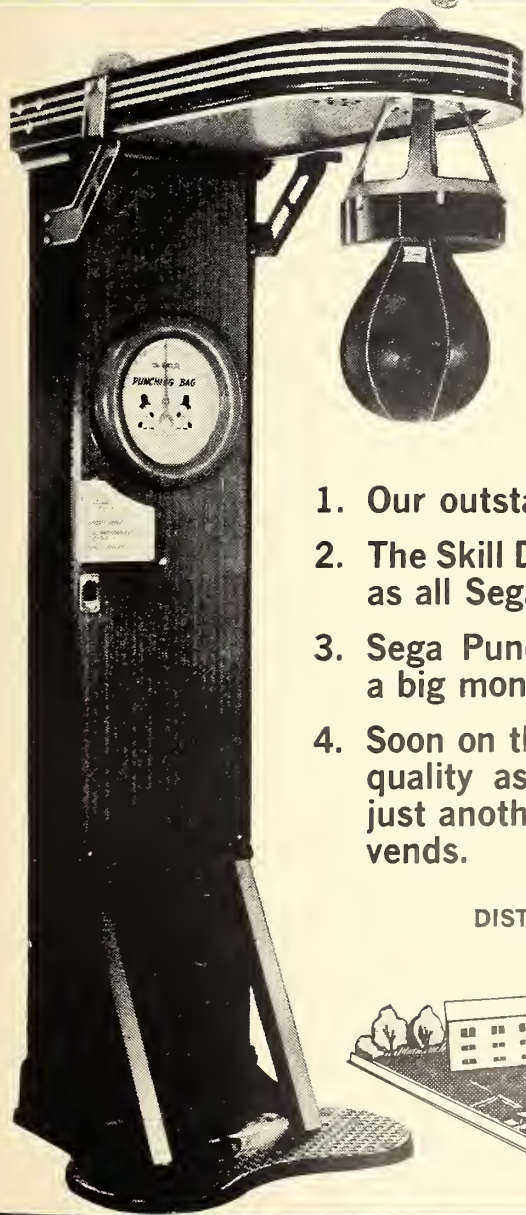
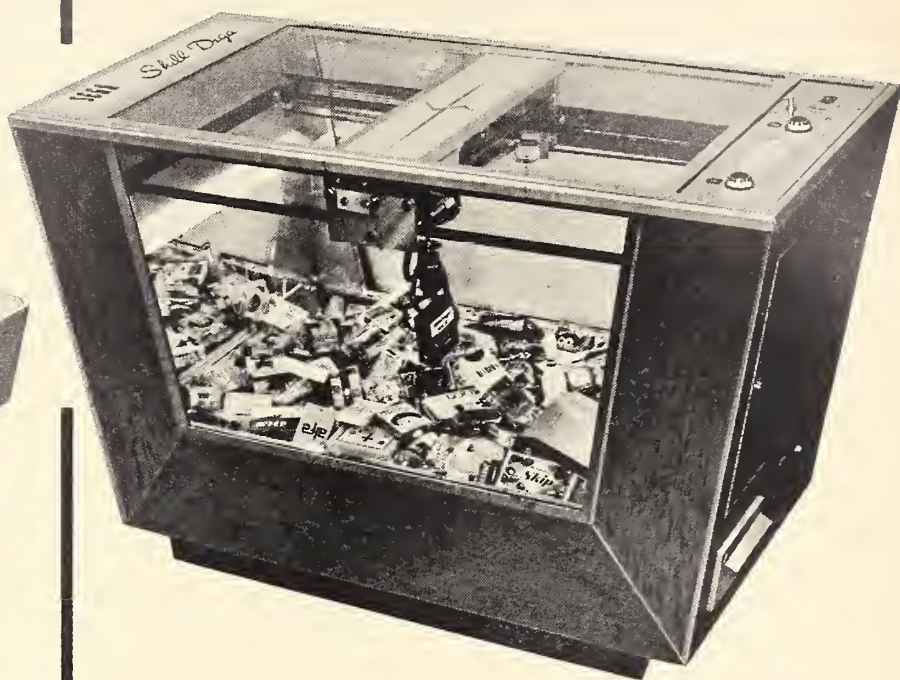
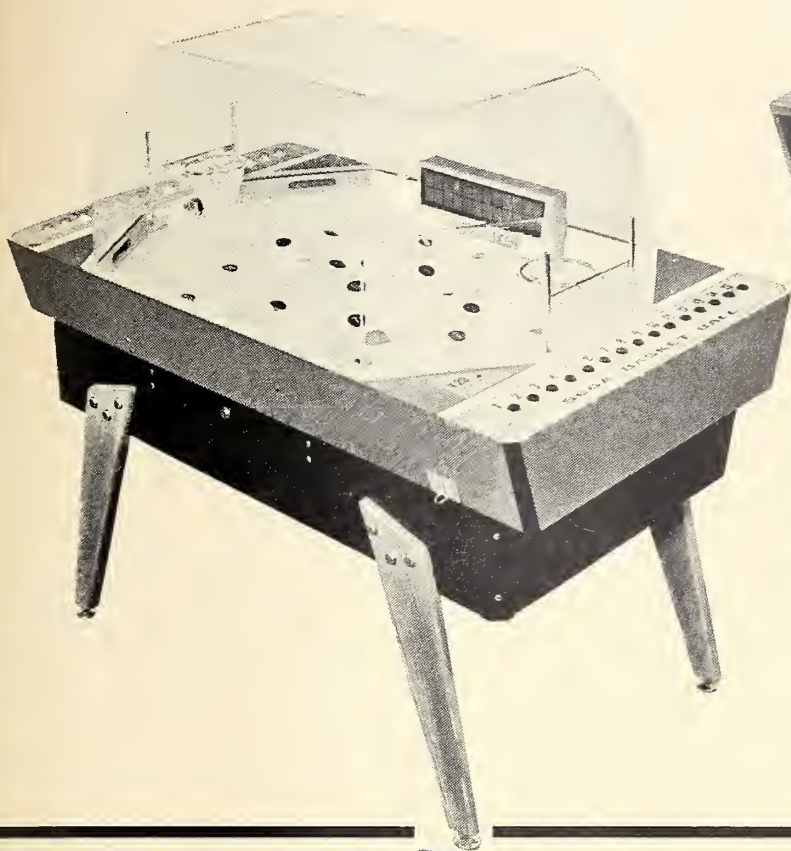
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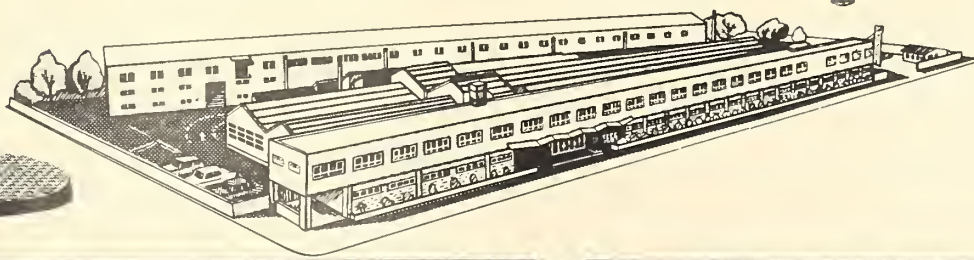
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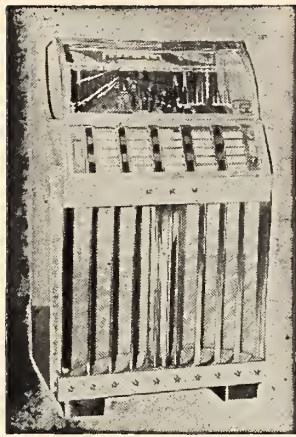
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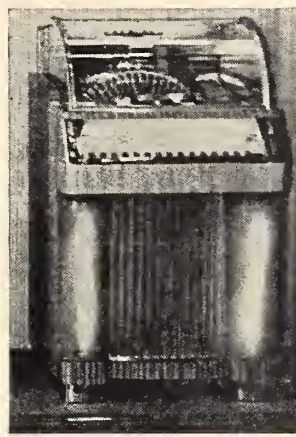
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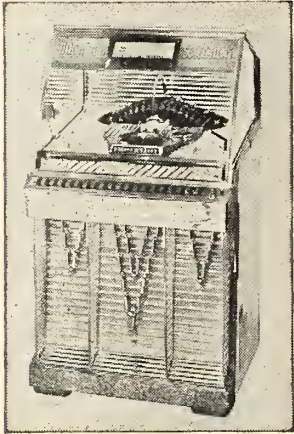
Rock-Ola 1442
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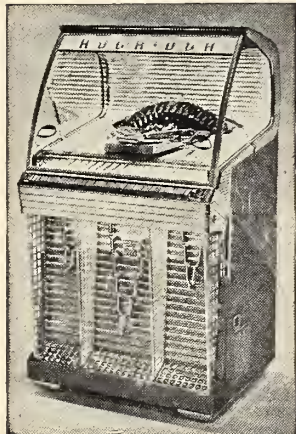
Rock-Ola 1446
(1954—120 Sel.—45 rpm)



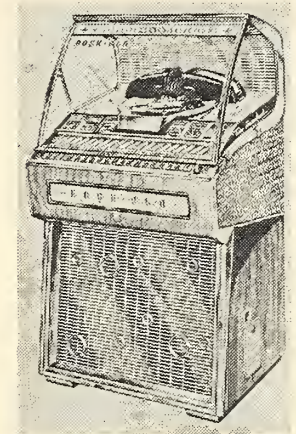
Rock-Ola 1448
(1955—120 Sel.—45 rpm)



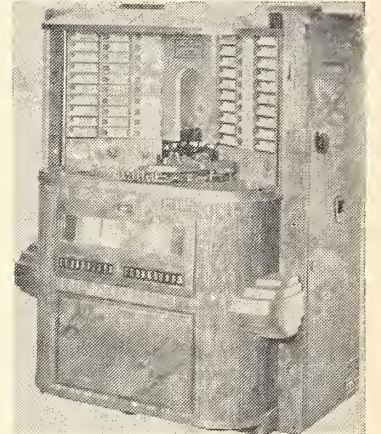
Rock-Ola 1452
(1956—50 Sel.—45 rpm)



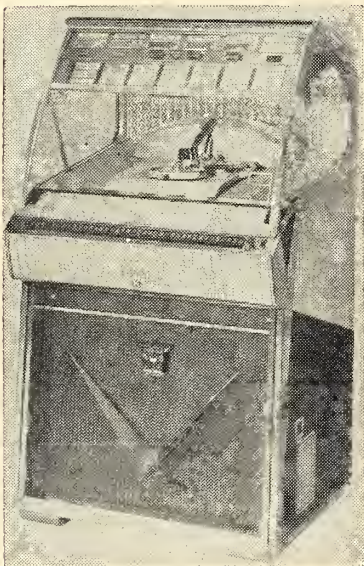
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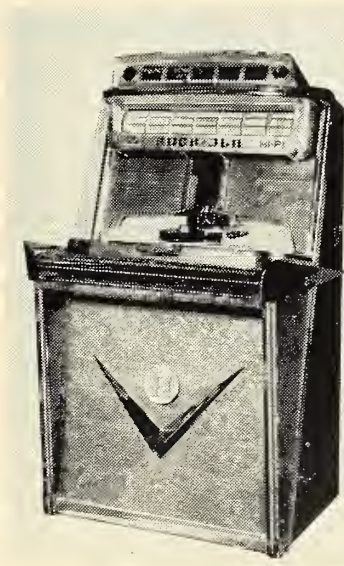
Rock-Ola 1455
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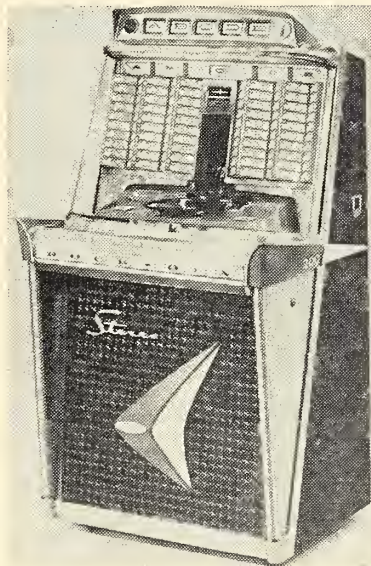
Rock-Ola 1464
(1958—Wall Type Phono)



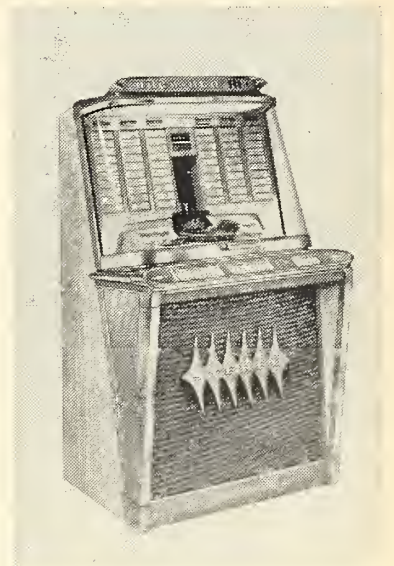
Rock-Ola 1465
(1958—200 Sel.—45 rpm)
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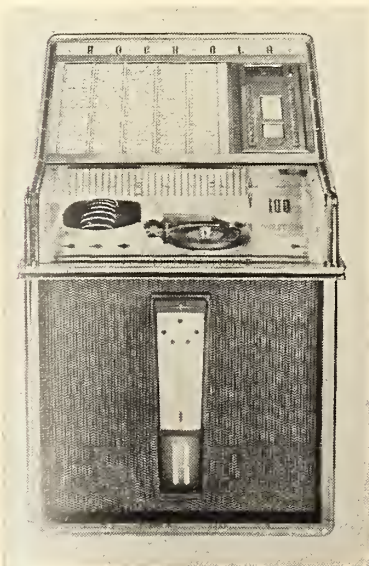
Rock-Ola 1475
(1959—St. or Mon. 200 Sel.)
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Rock-Ola 1485
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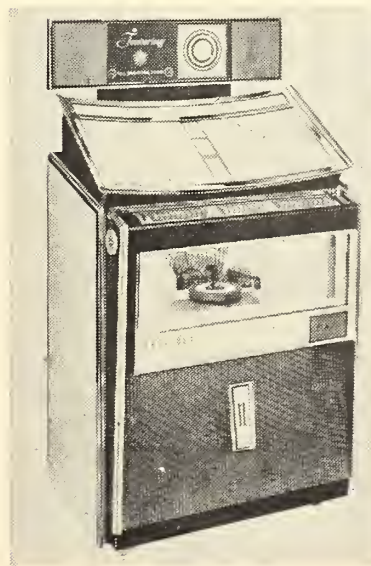
Rock-Ola 1495
(1961—200 Sel.)
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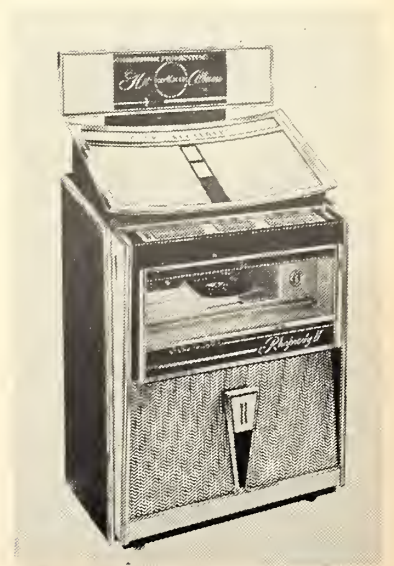
Rock-Ola 1493
(1962 Princess—100 Sel.)
45-33 rpm, and Wall Mdl. Avail.



Rock-Ola 1497
(1962 Empress—200 Sel. 45-33)
Model 1496—120 Sel.



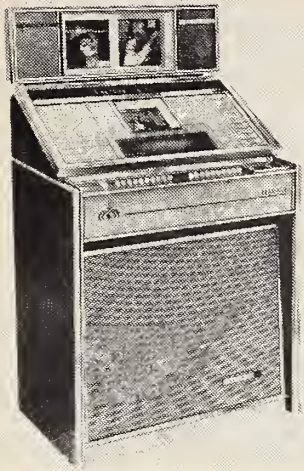
Rock-Ola 408
(1963 Rhapsody—160 Sel.)
Capri-404—100 Sel., 45-33 rpm



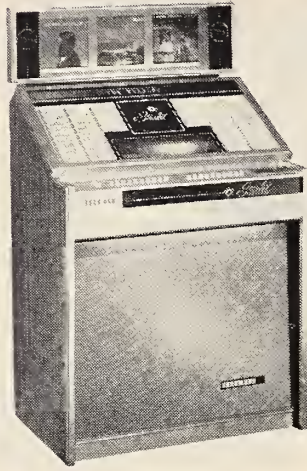
Rock-Ola 418 SA
(1964 Rhapsody II—160 Sel.)
Capri-414—100 Sel., 45-33 rpm

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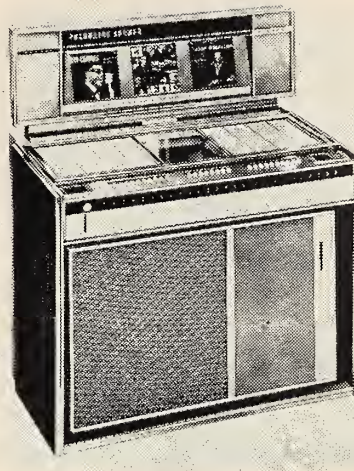
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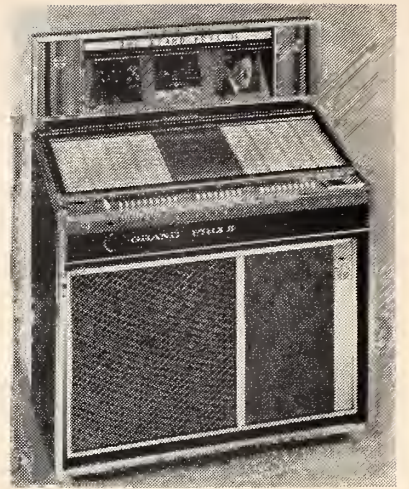
Rock-Ola 424
(1964 Princess Royal St—Mon)
100—Sel. 33—45—7" LP Intermix



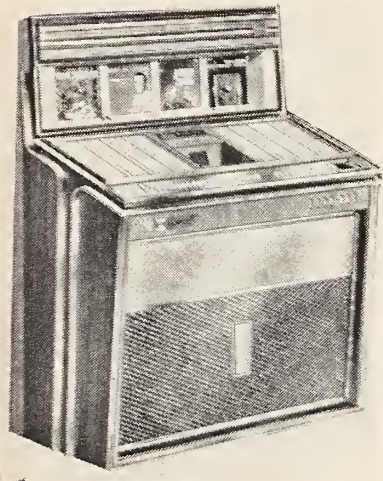
Rock-Ola 429
(1965 Starlet St—Mon)
100—Sel. 33—45—7" LP



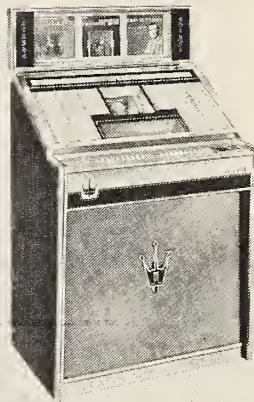
Rock-Ola 425
(1964 Grand Prix 160—Sel.)
33—45 rpm



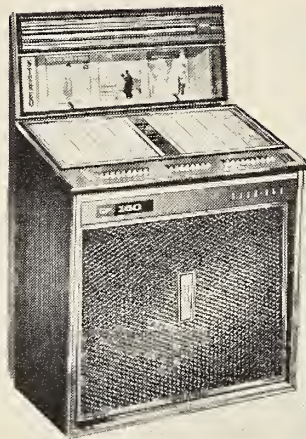
Rock-Ola 426
(1965 Grand Prix II 160—Sel.)
St—Mon. 33—45 rpm



Rock-Ola 433
(1966 GP/Imperial St—Mon)
160 Sel. 33—45 rpm



Rock-Ola 431
(1966/67 Coronado St—Mon)
100 Sel. 33—45 rpm

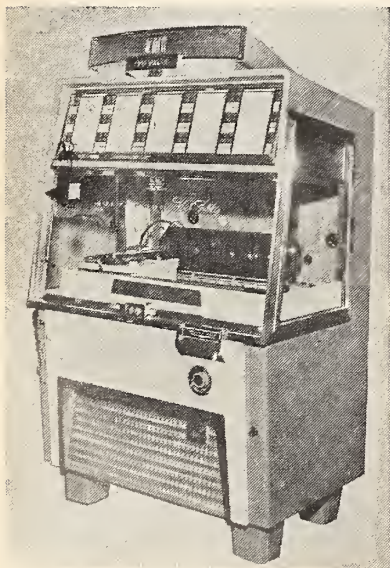


Rock-Ola 432
(1966/67 GP/160 St—Mon)
160 Sel. 33—45 rpm

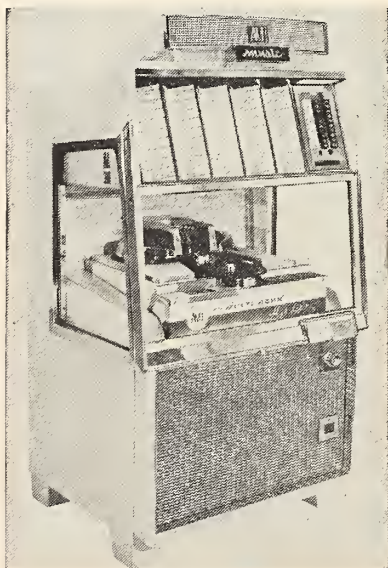
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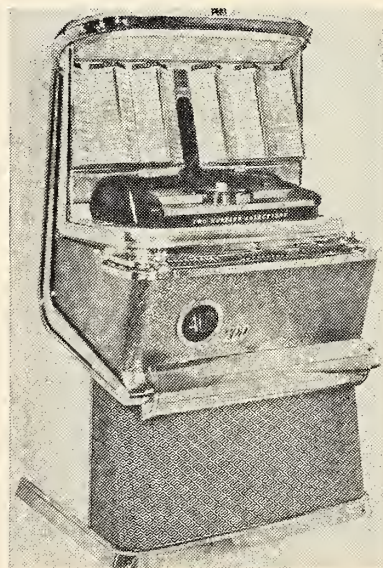
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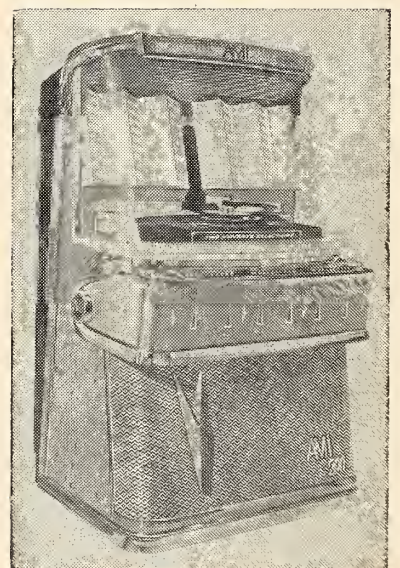
Rowe "G"
(1955 80 or 120—Sel.)
45 rpm



Rowe "G—200"
(1956 200—Sel. 45 rpm)



Rowe "H—200"
(1957 200—Sel. 45 rpm)
Model H—120 120 Sel.
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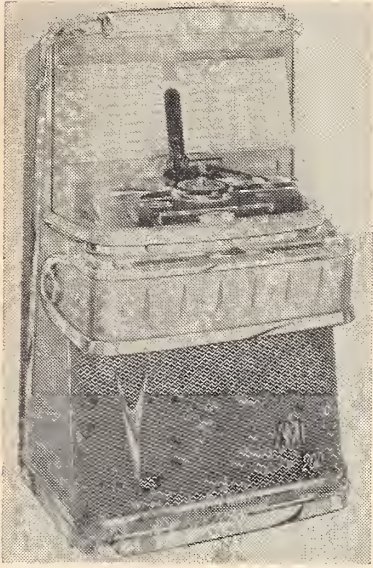
Phonographs and Vendors alike are designed with the operator in mind...designed to attract the most money from the public and use the least money for service and maintenance. This year, more than ever, ROCK-OLA has gone all-out, all the way, to assure greater accessibility, for greater operator convenience and service ease. There's a size and type of phonograph, coffee machine or can cold drink vendor to assure maximum profits from any location.

Look to

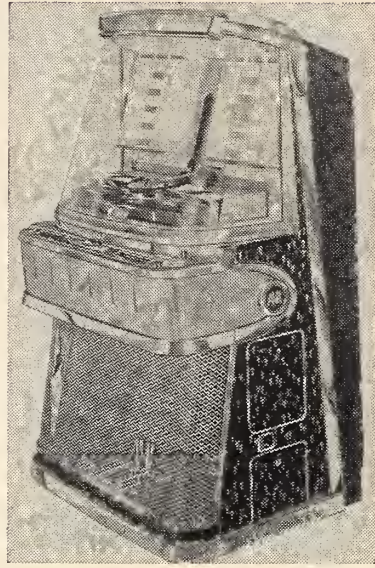
ROCK-OLA

All-out, all the way, for profits!

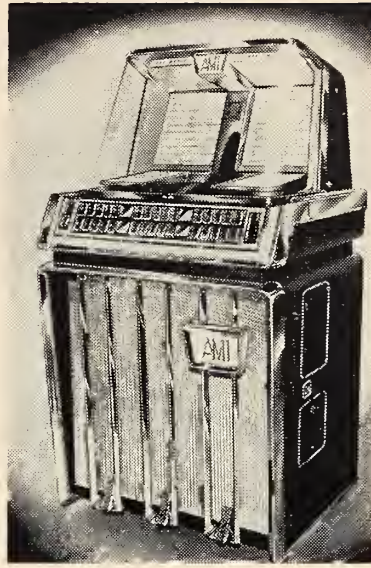
ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Avenue • Chicago, Illinois 60651



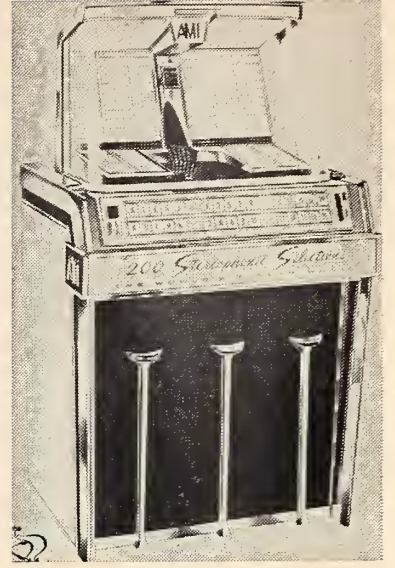
Rowe "1-200M"
(1958 200 Sel. 45 rpm)



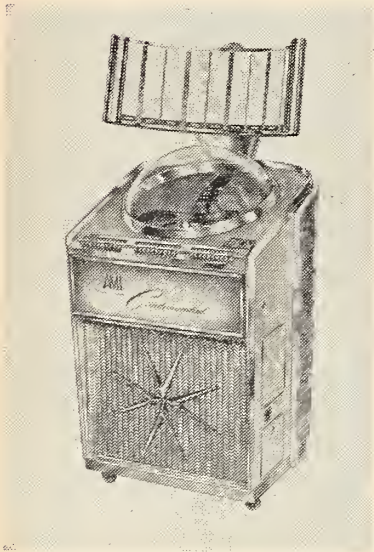
Rowe "1-200"
(1958 120 Sel. 45 rpm)
Model "1-100"
(1958 100 Sel. 45 rpm)



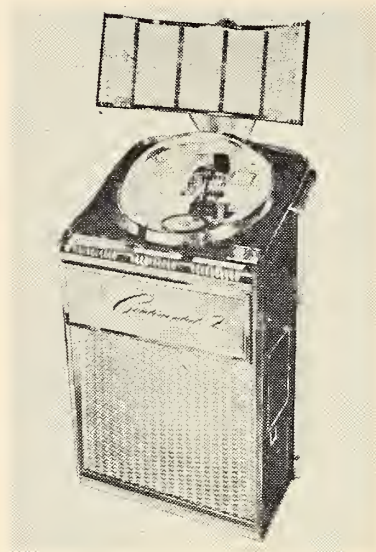
Rowe "J"
(1959 St-Mon. 200 Sel.)
Elec. or Man.
(120 Sel.) (100 Sel.)



Rowe "K"
(1960 200, 120 or 100 Sel.)



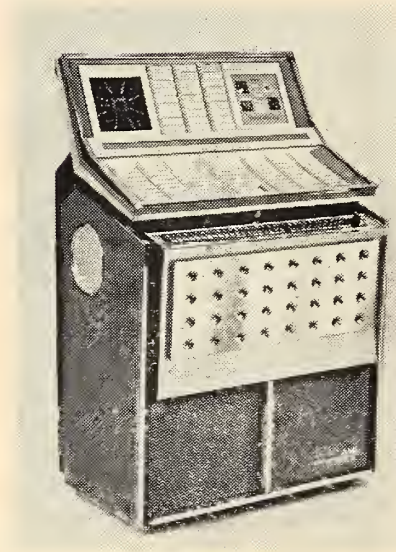
Rowe "Continental 200"
(1960 200—Sel. Lyric 100—Sel.)



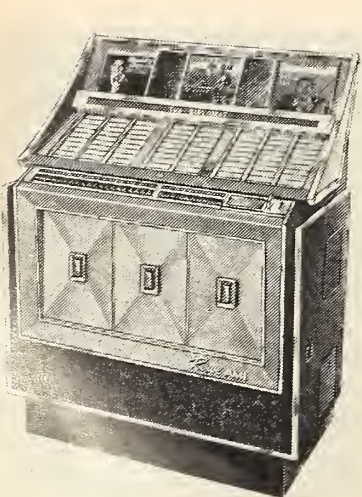
Rowe "Continental 2"
(1961 200 or 100—Sel. 45—33)



Rowe-AMI
(1962-63 200, 160 or 100—Sel. 45—33)



Rowe "Tropicana"
(1963-64 200, 160 or 100—Sel. 45—33)



Rowe "Diplomat"
(1965 200, 160 or 100—Sel. 45—33)



Rowe "Band Stand"
(1966 Model JAO 200 Sel.)
33—45 rpm



Rowe AMI MM-1
(1966/67 100-160-200 Sel)
optional dollar bill acceptor
33—45 rpm

TIRED OF HOPELESSLY
SEARCHING FOR THAT
BIT OF COIN MACHINE
INFORMATION?

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AND PEOPLE WILL
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INFORMATION



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- GOLDEN AWARD
- HICKORY
- IMPULSE
- JERDEN
- KAPP
- KENT
- KING
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- MONUMENT
- MOVIE TONE
- MUSIC GUILD
- MUSICOR
- POST
- REPRIS
- SOMA
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Phone: (215) CENter 2-2900**

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COIN OPERATED PHONOGRAPHS

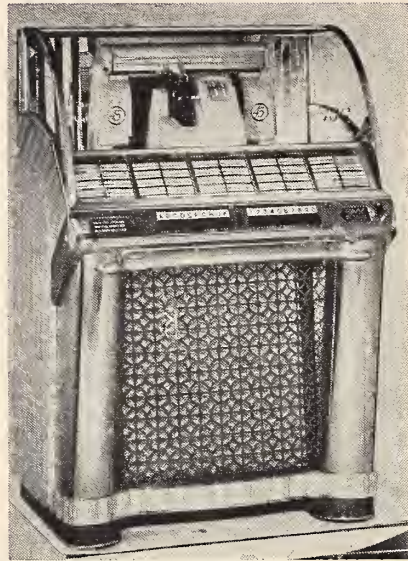
Seeburg

SEEBURG SALES CORP.

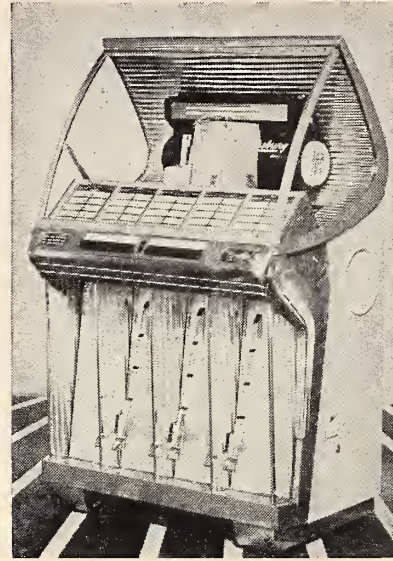
1500 N. Dayton

Chicago, Ill.

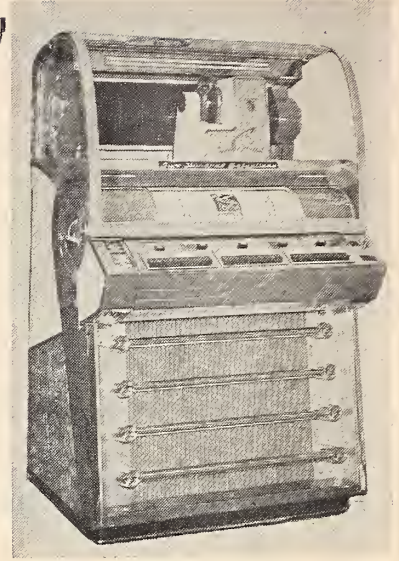
1953 — 1967



Seeburg HF-100G
(1953 100—Sel. 45 rpm)



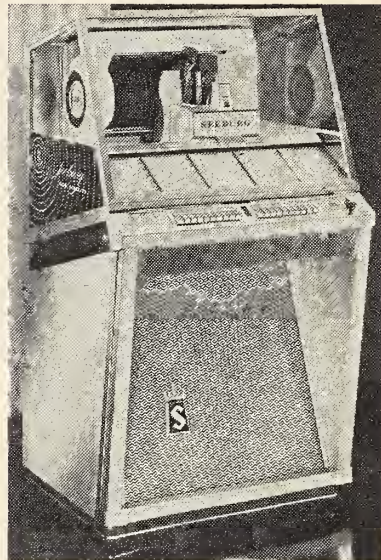
Seeburg HF-100R
(1954 100—Sel. 45 rpm)



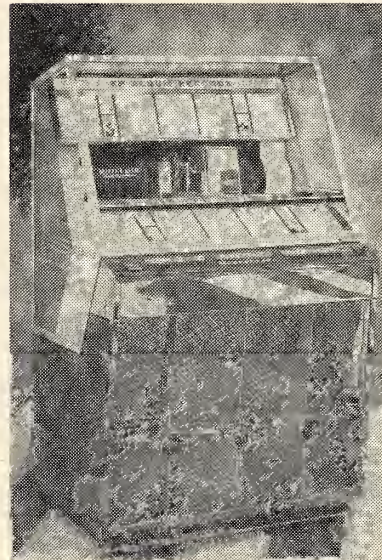
Seeburg V-200
(1955 200—Sel. 45 rpm)



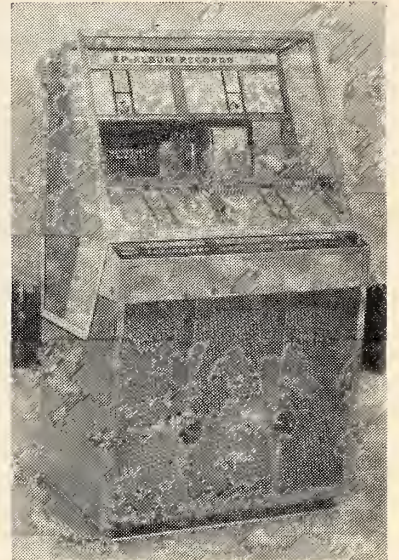
Seeburg KD-200
(1957 200—Sel. 45 rpm)



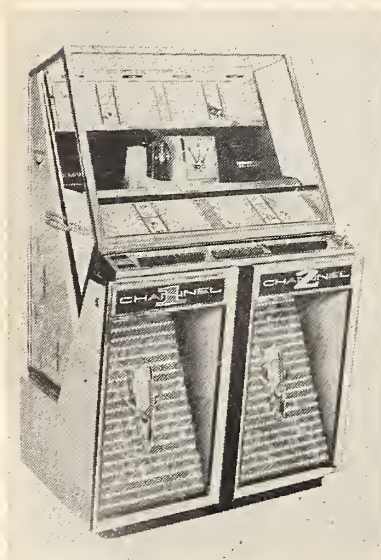
Seeburg L-100
(1957 100—Sel. 45 rpm)



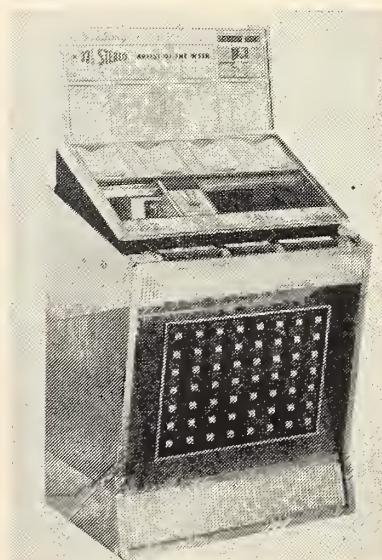
Seeburg "201"
(1958 200—Sel. 45 rpm)



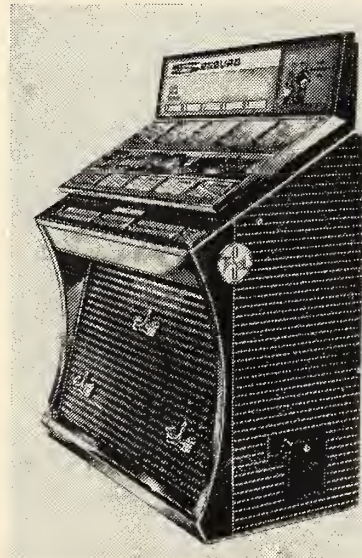
Seeburg "161"
(1958 160—Sel. 45 rpm)



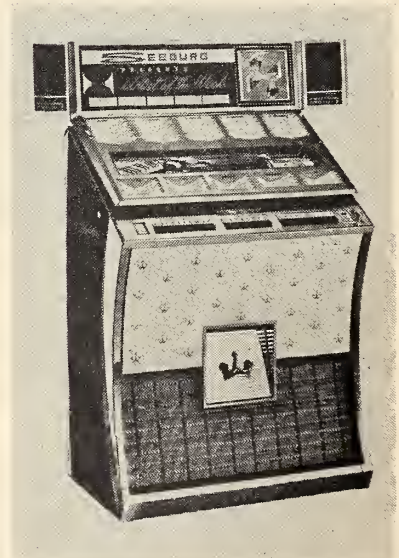
Seeburg "222"
(160—Sel., "220" 100—Sel.)



Seeburg "AQ160S"
(1960—160 Sel. 45—33)



Seeburg "AY160S"
(1961 160—Sel. 45—33)
Model "AY100S" 100—Sel.



Seeburg "DS160"
(1962 160—Sel. 45—33)
Model "DS100" 100—Sel.



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all the
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the money making sound of music!

Styled with the continental touch to do an all-American profit job in your area! Swiss precision engineering makes this one of the finest juke box lines ever produced... with a rich mono-stereo sound system that rivals its smart Parisian appearance. Jupiter looks like a million but is remarkably economic in price... to make it the most important price breakthrough in years for both distributors and operators. May we suggest you jump on the Jupiter bandwagon now... **while a few choice distributorships are still available in the United States, Canada, and the Caribbean!**

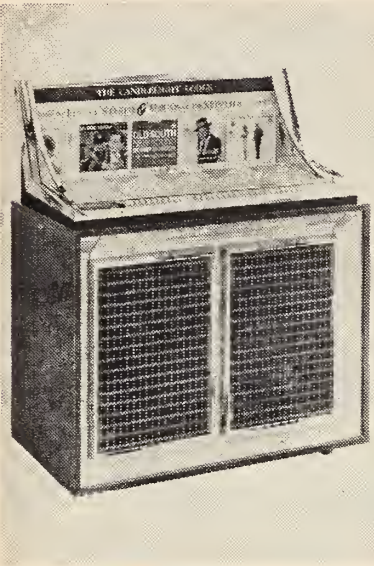
JUPITER Sales of America
Division of Taran Enterprises, Inc.

3401 N.W. 36th Street, Miami, Florida 33142 • (305) 635-2531

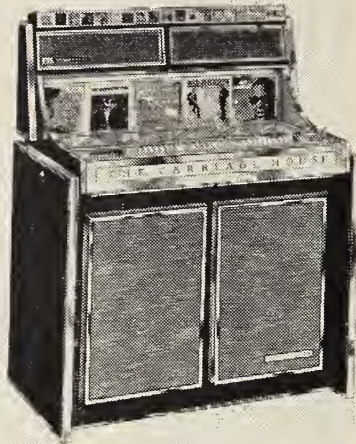
- ♥ available in 80, 100, or 120 selection models. Model 120 Concorde (picture above) represents the finest in stereo sound.
- ♠ a maintenance man's dream, with finger-tip accessibility to all parts.
- ♦ accent on durability. Simplicity of design means less opportunity for breakdown, less servicing, higher net profit per machine.
- ♣ proved economy and trouble-free operation has sold over 35,000 Jupiters, now coining money throughout the world.
- ♥ true, rich sound reproduction that means increased play.
- ♠ priced to save, built to last, designed to catch eyes and coins, destined to become the star of the juke-box field.

COIN-OPERATED PHONOGRAPHS

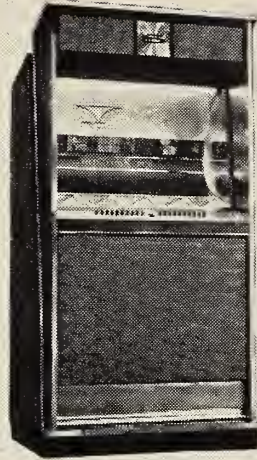
Seeburg-
Wurlitzer



Seeburg LPC-1
(1963-64 160—Sel. 45—33)



Seeburg LPC 480
45—33 rpm



Seeburg "Mustang"
(1965-1966 100—Sel. 45 rpm)



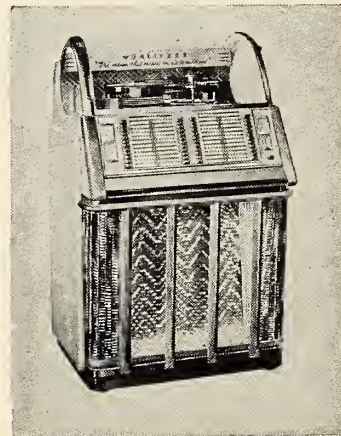
Seeburg "Electra"
(1965-66 160—Sel. 33—45 rpm)



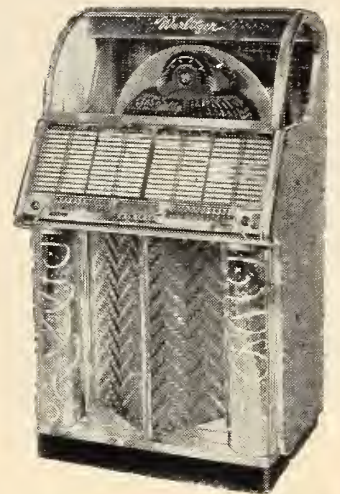
Seeburg Stereo Showcase
(1966/67 160 Sel. St. Mon.)
33—45 rpm
optional dollar bill acceptor

THE WURLITZER CO.
N. TONAWANDA, N.Y.

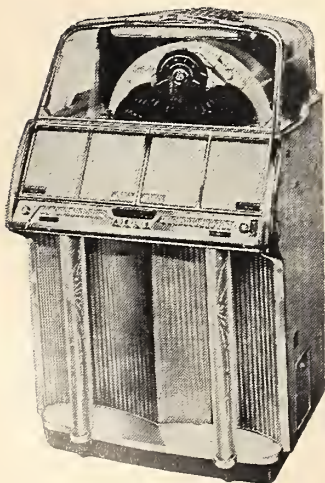
1953 — 1967



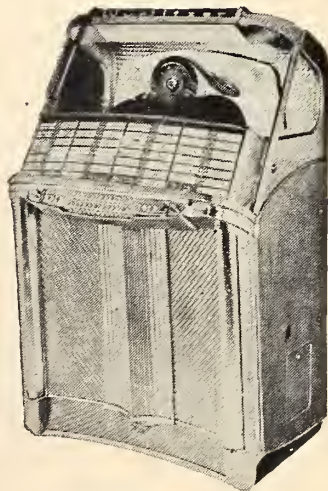
Wurlitzer 1600—1650
(1953 48—Sel. 78 rpm)



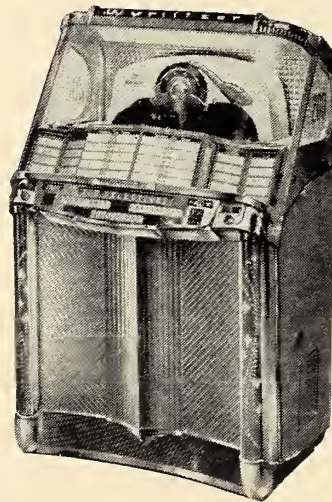
Wurlitzer 1700
(1954 104—Sel. 45 rpm)



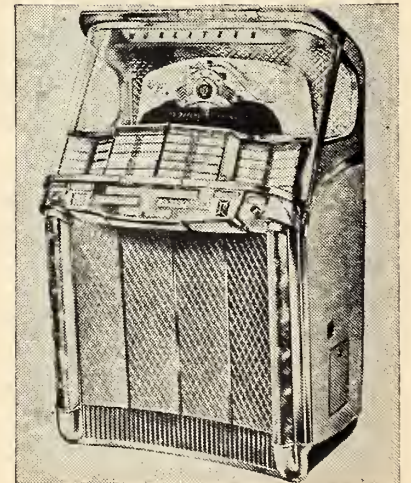
Wurlitzer 1800
(1955 104—Sel. 45 rpm)



Wurlitzer 1900
(1956 104—Sel. 45 rpm)

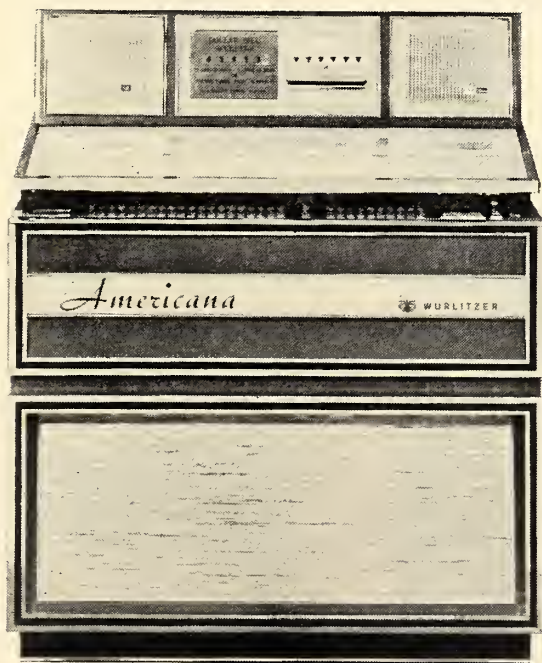
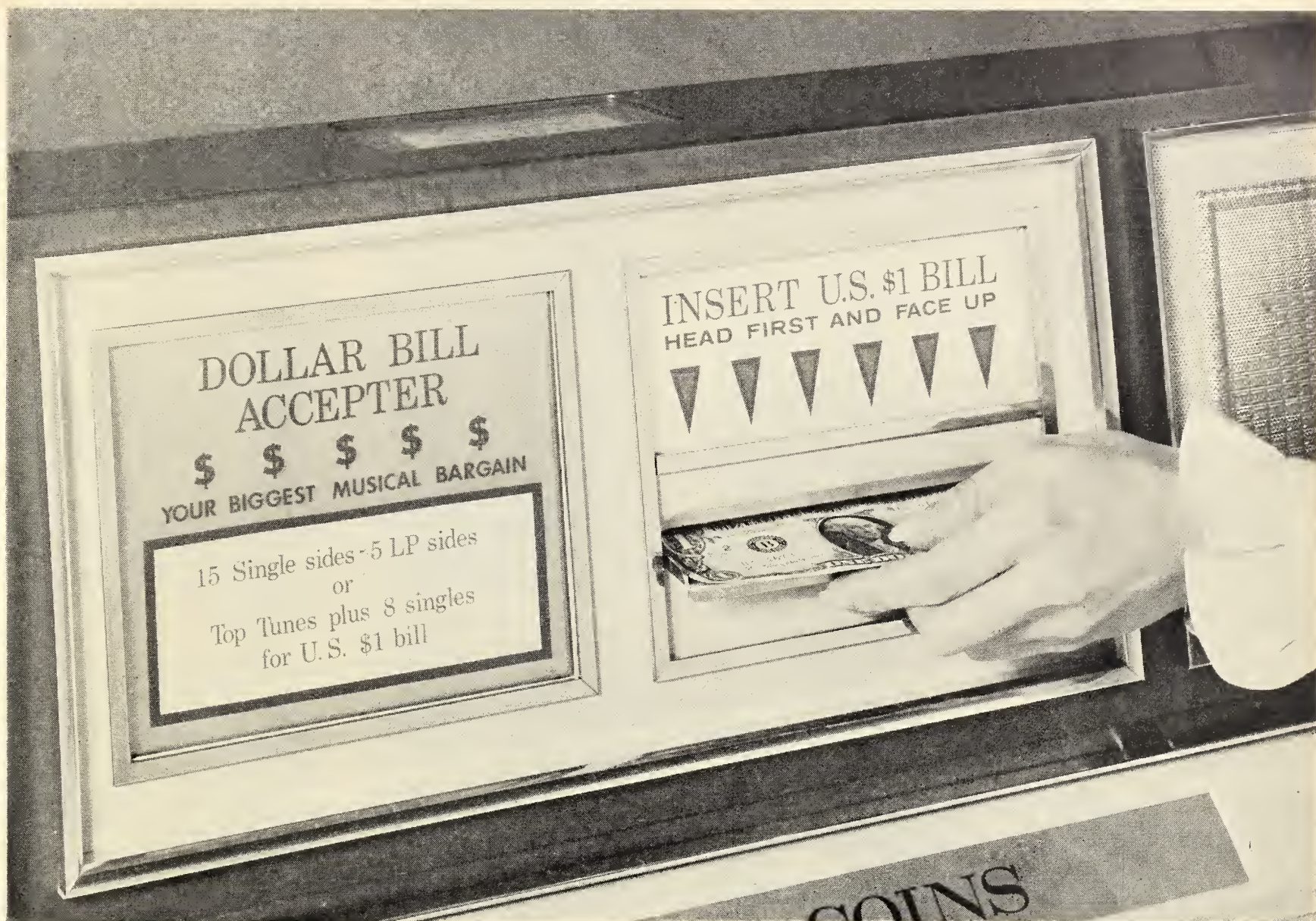


Wurlitzer 2000
(1956 200—Sel. 45 rpm)



Wurlitzer 2100
(1957 200—Sel. 45 rpm)

ONLY WURLITZER OFFERS THE BEST A National Dollar Bill Acceptor



When you go for a Dollar Bill Acceptor, you want a sure-fire, fool-proof mechanism. National makes it. You can have it as an optional extra — but only on the new WURLITZER AMERICANA Phonographs.

The Acceptor is positioned in the center of the dome display panel for eye-attracting play appeal. It accepts only U.S. Dollar Bills.

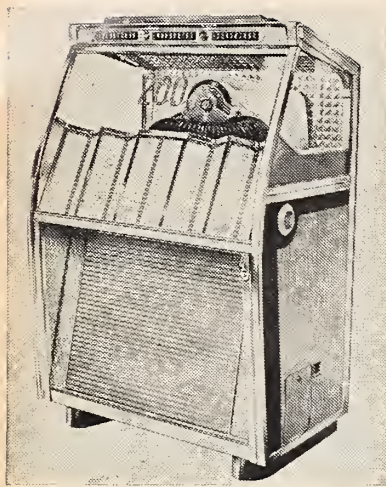
Take a new look at your locations that really move. Put a WURLITZER AMERICANA with a National Bill Acceptor in the swinging spots . . . you'll make money as you never have before!

Wurlitzer Americana

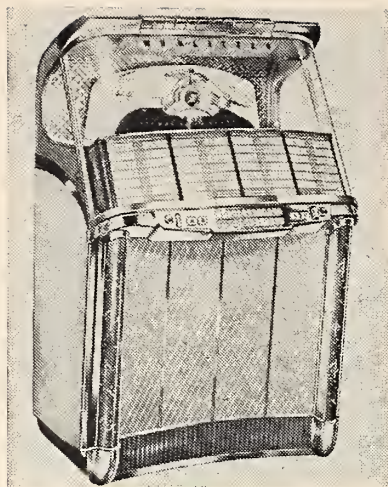
BIG in Sound...BIG in Beauty...

BIG in Money-Making Features

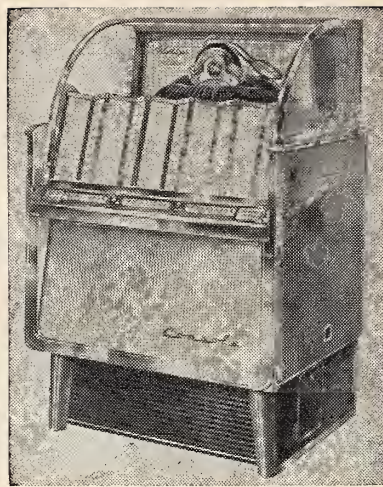
THE WURLITZER COMPANY · NORTH TONAWANDA, NEW YORK



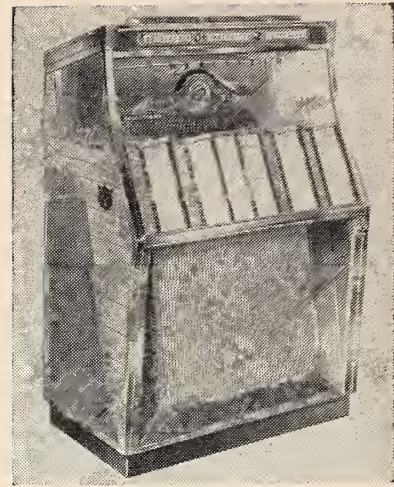
Wurlitzer 2150
(1957 200—Sel. 45 rpm)



Wurlitzer 2104
(1957 104—Sel. 45 rpm)



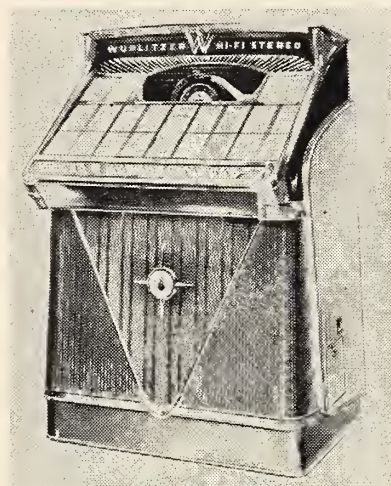
Wurlitzer 2200
(1958 200—Sel. 45 rpm)



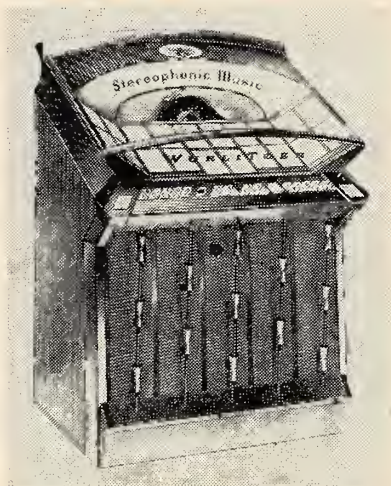
Wurlitzer 2250
(1958 200—Sel. 45 rpm)



Wurlitzer 2300
(1959 200—Sel. St—Mon)
2304—104—Sel., 2310—100—Sel.



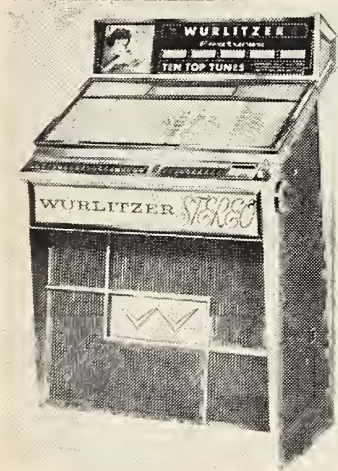
Wurlitzer 2400
(1960 200—Selections)
2404—104—Sel., 2410—100—Sel.



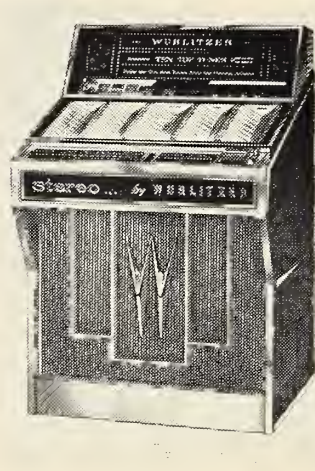
Wurlitzer 2500S
(1961 200—Sel. 45-33 Avail)
2504—104—Sel., 2510—100—Sel.



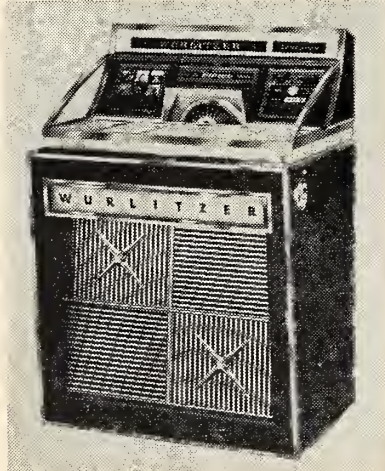
Wurlitzer 2600
(1962 200—Sel. 45-33)
Model 2610 100—Sel.



Wurlitzer 2700
(1963 200—Sel. 45-33)
Model 2710 100—Sel.



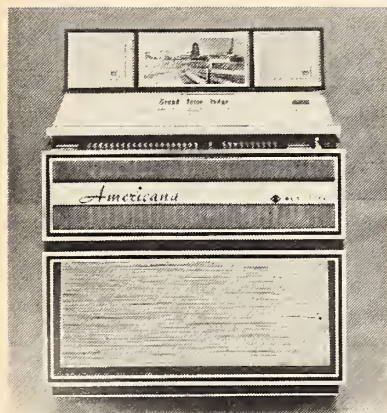
Wurlitzer 2800
(1964 200—Sel. 45-33)
Model 2810 100—Sel.



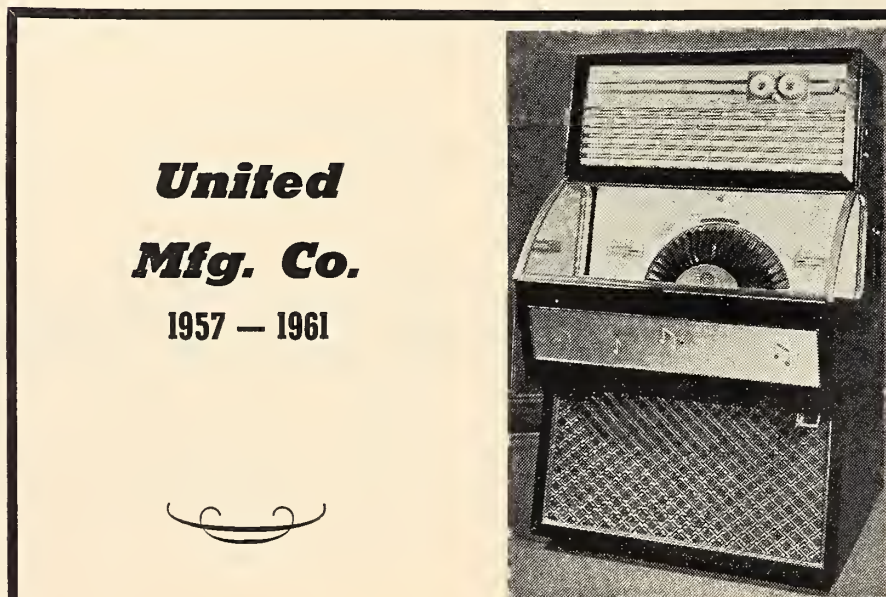
Wurlitzer 2900
(1965 200—Sel. 45-33)
Model 2910 100—Sel.



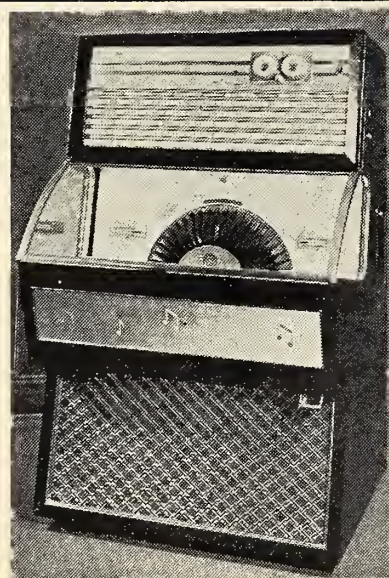
Wurlitzer 3000
(1965-1966 200 Sel. w/Top Tunes
and little LP albums)



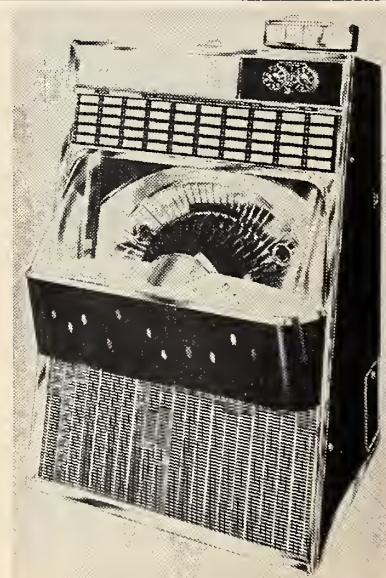
Wurlitzer Americana 3100-3110
160-200 Sel. Models
(1966/67 stereo-mono 33—45 rpm)
optional dollar bill accepter



**United
Mfg. Co.**
1957 — 1961

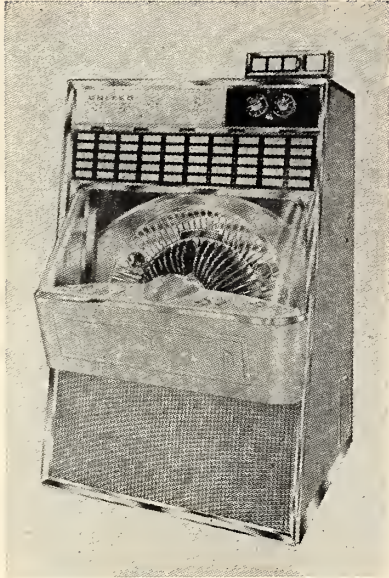


United UPA—100
(1957 100—Sel. 45 rpm)

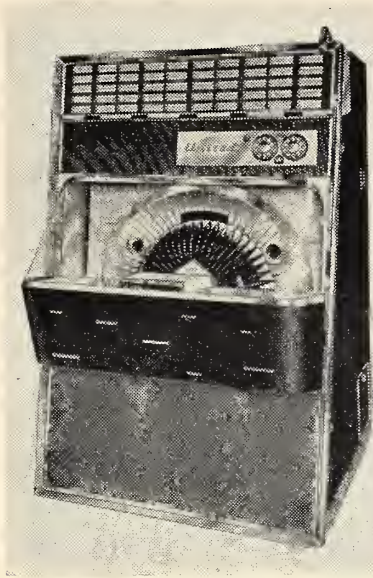


United UPC—100
(1960 100—Sel.)

COIN-OPERATED PHONOGRAPHS



United UPD-100
(1961, 62, 63-100 Sel.)

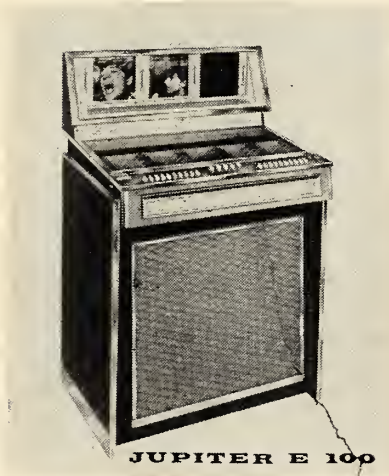


United UPB-100
(1959 100-Sel. St-Mon)

**JUPITER SALES
OF AMERICA**
DIVISION OF TARAN
ENTERPRISES, INC.
3401 N.W. 36th. Street
Miami, Florida
33142



Jupiter E 80
(1967-80 Sel.)
33-45 rpm



JUPITER E 100

Jupiter E 100
(1967-100 Sel.)
33-45 rpm

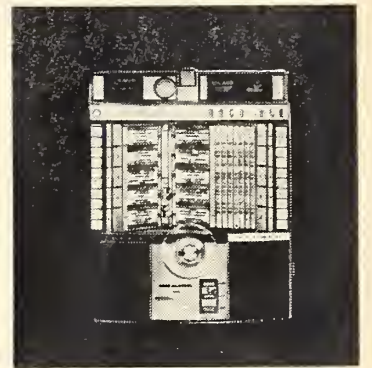


JUPITER 120 C

Jupiter 120 C
(1967-120 Sel.)
33-45 rpm

REMOTE SELECTOR UNITS

—
Under current
production



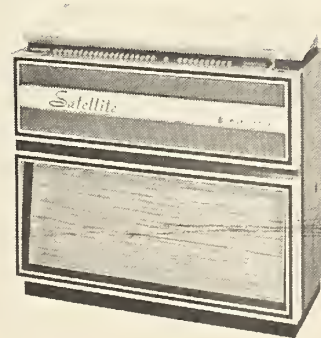
Rock-Ola Phonette
(Remote Wallbox 160 Sel. Twin st.
speakers Model 503.
Model 504 100 sel.)



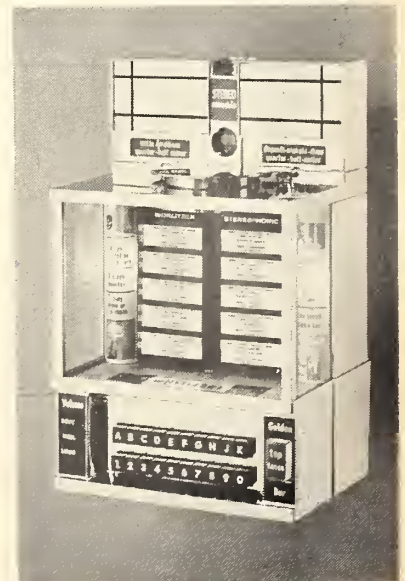
Rowe AMI Wall-Ette
(#WRA, WRB remote 200 Sel.
Push-button volume control,
twin st. speakers)



Seeburg Consolette
(Remote, 160 Sel., Push-button
volume control, Twin st. speakers)



Wurlitzer Satellite
(Model 5131, 100 Sel.
Remote speaker console
Model 5132 200 Sel. Identical
to companion Americana, in
lower design)

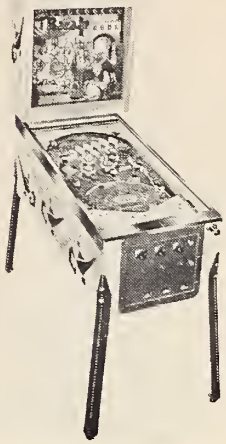


Wurlitzer Model 5220
(200 Sel. W/twin
speakers, push-button
volume control)

AMUSEMENT MACHINES

Produced July '66—June '67 U.S. Factories

Pingames



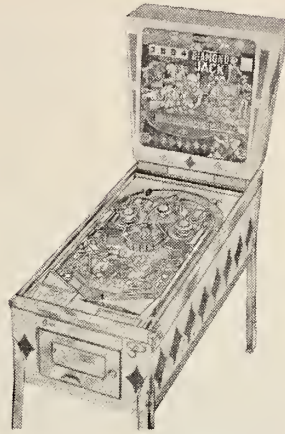
Bally BAZARR 1P

Pingames



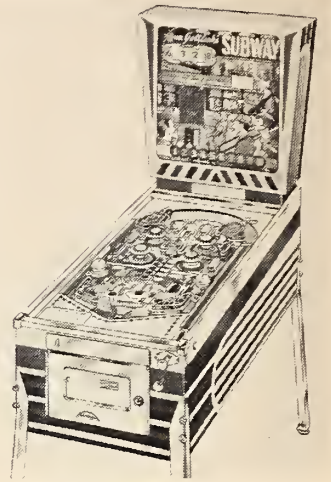
Bally FUN CRUISE 2P

Pingames

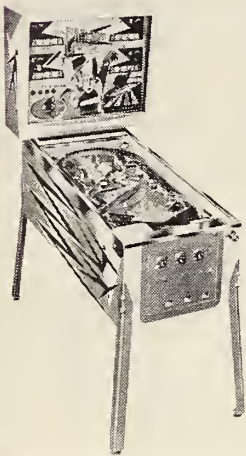


Gottlieb "DIAMOND JACK"

Pingames



Gottlieb 'SUBWAY' 1P



Bally CAPERSVILLE 4P



ChiCoin BEATNIKS 2P



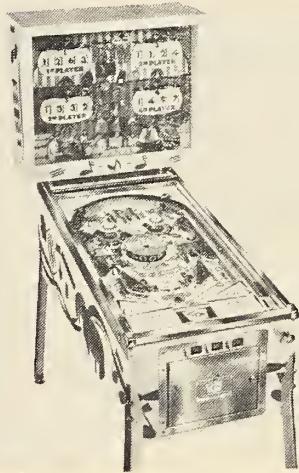
Gottlieb DANCING LADY



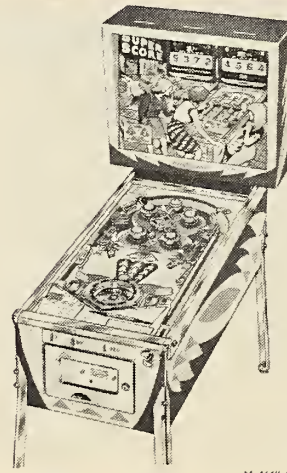
Gottlieb KING OF DIAMONDS 1P



Bally "CAMPUS QUEEN" 4P



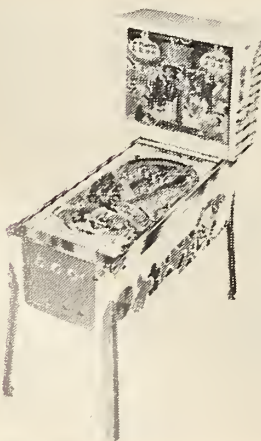
ChiCoin FESTIVAL 4P



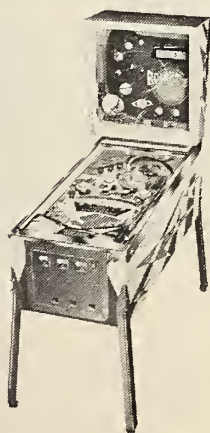
Gottlieb SUPER SCORE 2P



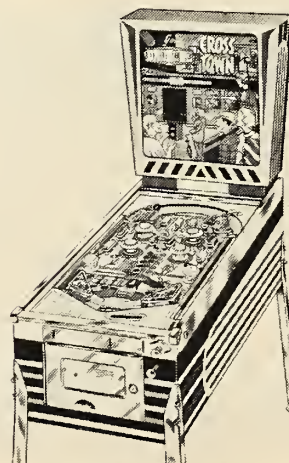
Gottlieb MAYFAIR 2 PL



Bally 'LOOP-THE-LOOP' 2P



Bally "Rocket III," Add-A-Ball



Gottlieb CROSS TOWN

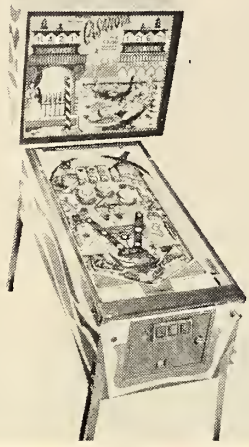


Gottlieb Hi-Score 4-Pl.

AMUSEMENT MACHINES

Produced July '66—June '67 U.S. Factories

Pingames



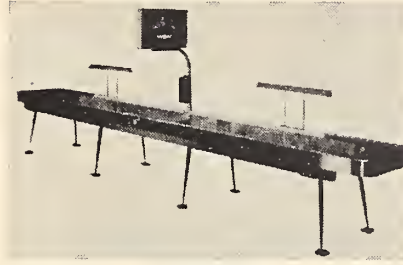
WILLIAMS' 'CASANOVA' 2P

Pingames



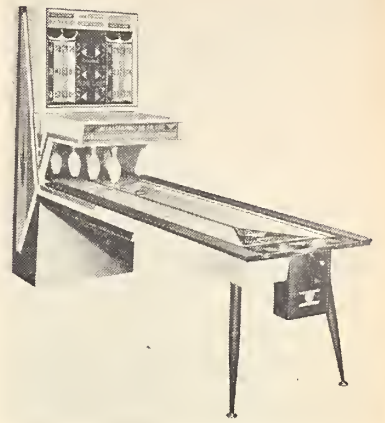
Williams MAGIC CITY 1P

Shuffleboard



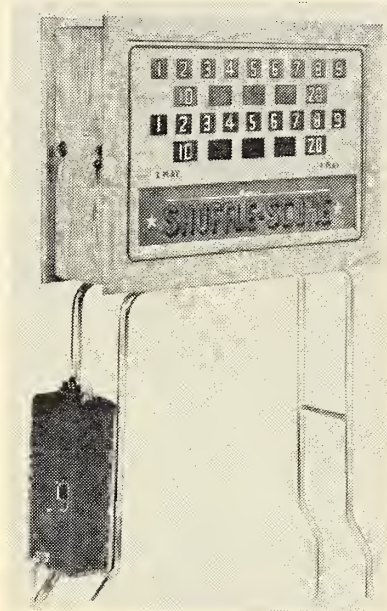
NATIONAL Professional Model

Shuffle Alleys

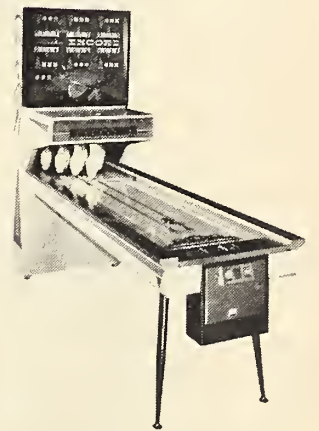


ChiCoin PARK LANE 6P

Scoreboards



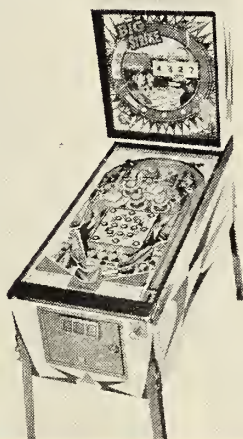
MARVEL Shuffleboard Scoreboard



UNITED 'ENCORE' 6P



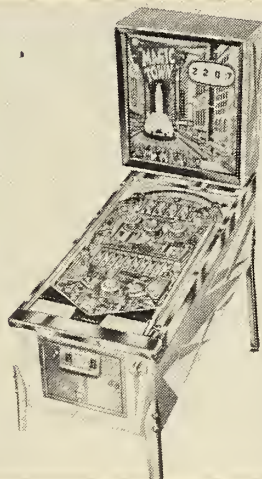
Wms. LUCKY STRIKE 1PL



BIG STRIKE Add-A-Ball 1P

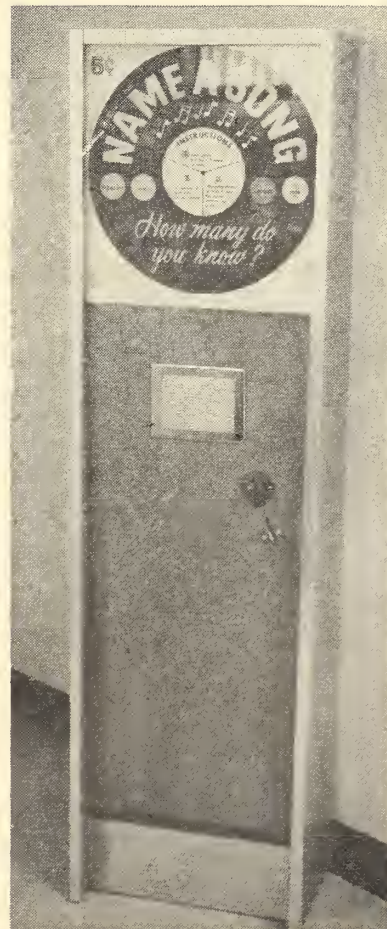


WILLIAMS 'A-GO-GO' 4PL

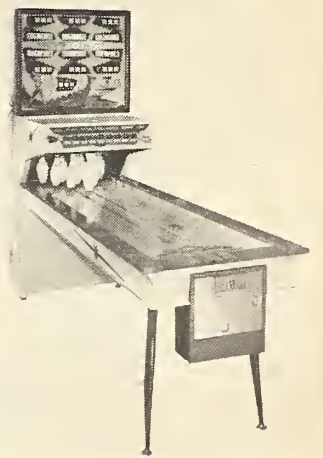


Williams MAGIC TOWN 1P

Song Machine

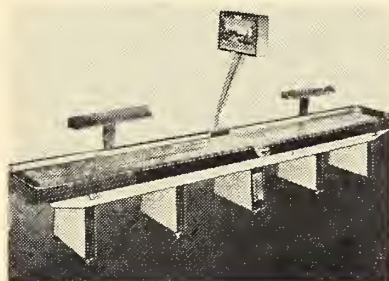


URBAN INDUSTRIES "Name-A-Song"



Williams ALTAIR 6P

Shuffleboard



American IMPERIAL

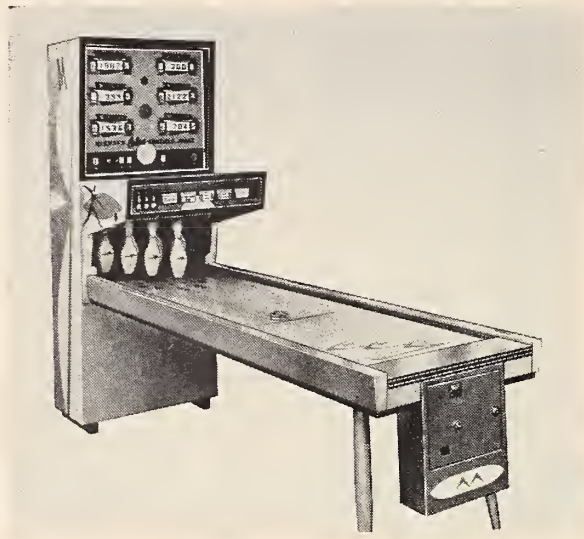


Wms. SHANGRI LA 4P



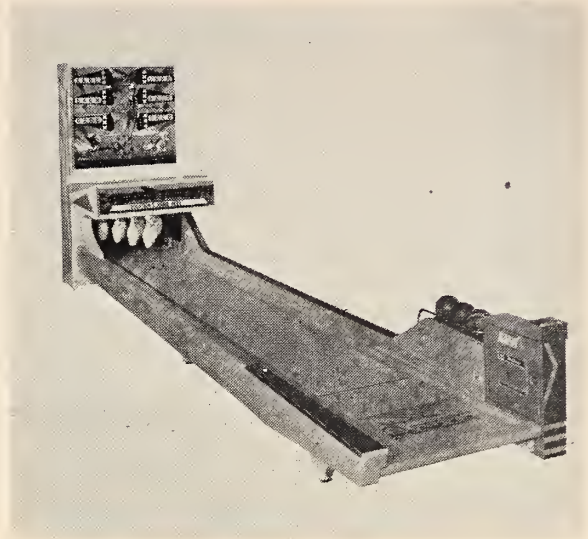
ChiCoin IMPERIAL

Shuffle Alleys



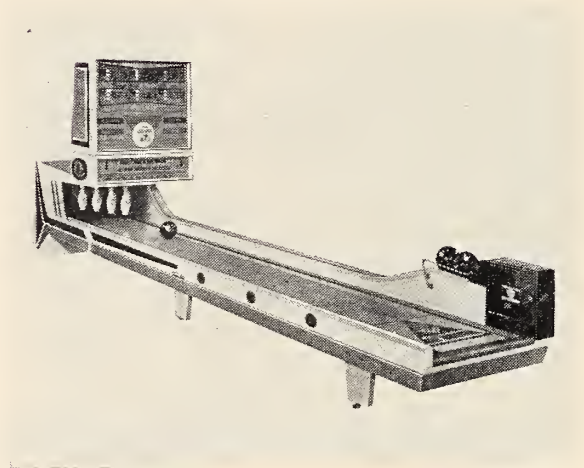
MIDWAY 'CORBA' SHUFFLE

Bowlers

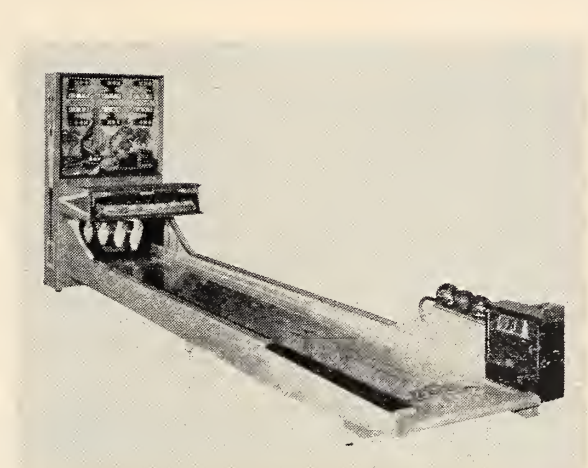


UNITED "AMAZON" BOWLER

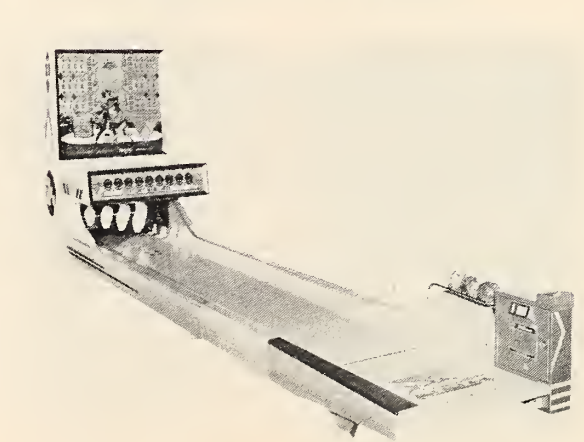
Bowlers



CHICOIN FESTIVAL BOWLER

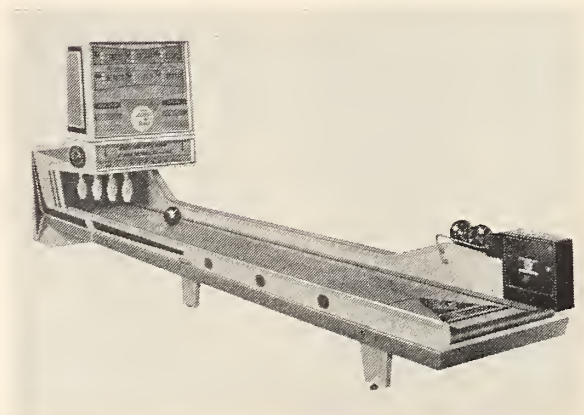


UNITED CORONADO BOWLER



UNITED "AZTEC"

Baseball Games



CHICOIN FLAIR BOWLER



ChiCoin BULLSEYE 2P



Wms. BASE HIT 2P

U.S. BILLIARDS
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in POOL TABLES



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- PRO-4 (one piece slate).....103 x 58
- PRO-5 (three piece slate).....114 x 64

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Coin-Operated.

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for information call 516-798-2626

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|--------------------|------------|
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| T93 | 93" x 53" |
| T106 | 106" x 60" |
| T106 SNOOKER | 106" x 60" |
| T114 | 114" x 64" |
| T114 SNOOKER | 114" x 64" |



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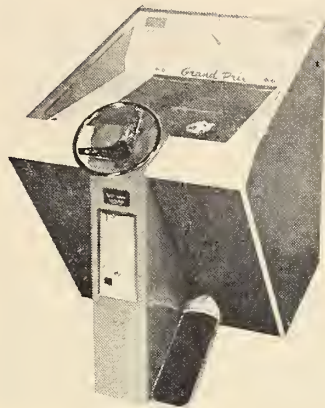
ALBERT SIMON INC. • 587 TENTH AVE. • NEW YORK, N.Y. 10036

Baseball Games



Midway FUN BALL 1P

Auto-test Game



DuKone GRAND PRIX

Film Machines



URBAN Model AP-10

Gun Games

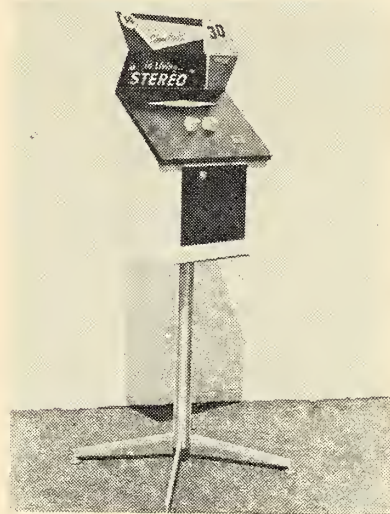


ChiCoin 'SUPER-SCOPE'

Balloon Machine

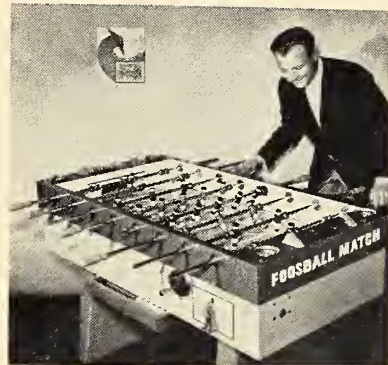


INTERNATIONAL MUTOSCOPE BALLOON-O-MAT



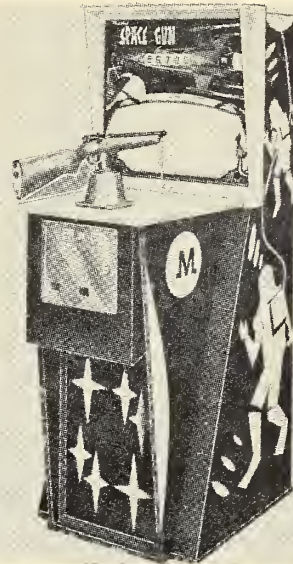
Urban 3D STEREO

Foosball Game



PATTERSON INT'L FOOSBALL

Gun Games

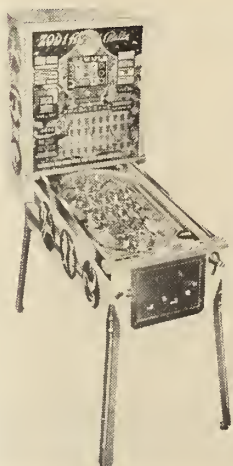


Midway SPACE GUN



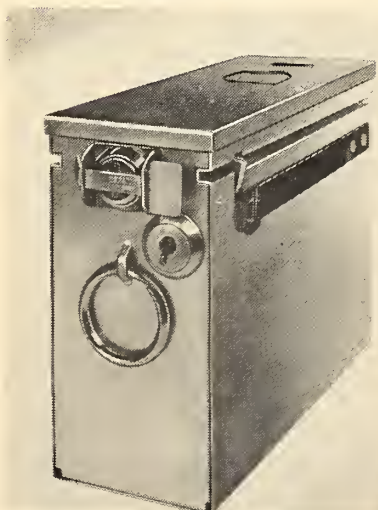
ChiCoin WILD WEST

Bingo Machine



BALLY "ZODIAC"

Coin Box

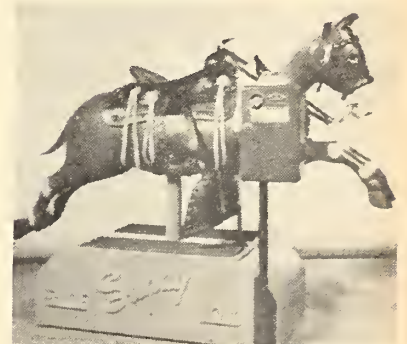


INTER-COUNTY INDUSTRIES Security Coinbox. Wide Variety Available for Amusement, Music, Vending Equip.



Midway 'CAPTAIN KID'

Kiddie Rides



United Tool and Engineering "Sondy Pony"



Williams ARCTIC GUN



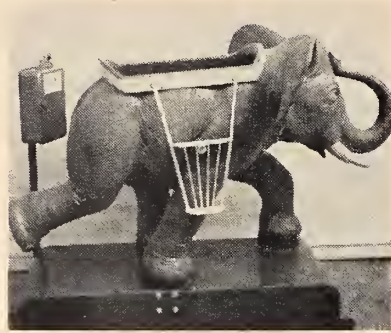
ALL-TECH Highway Patrol

Kiddie Ride



Al Fischer Co.
Flipper Ride

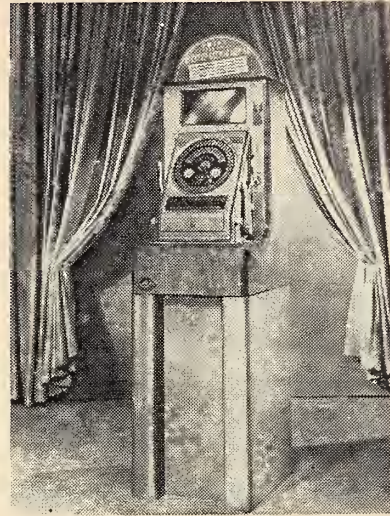
Kiddie Rides



HAWKINS JUMBO
(Hawkins rides not shown)

RODEO PONY, DONNIE DUCK, LEO
THE LYON, DERBY PONY JR., MUS-
TANG and BEN HUR CHARIOT

Metal Typer



STANDARD HARVARD

Plastic Label Machine



DUKANE TAG-IT

Seal-In Plastic Units

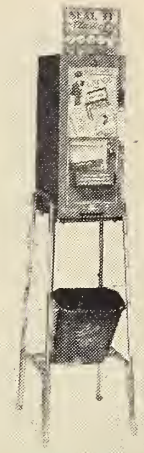
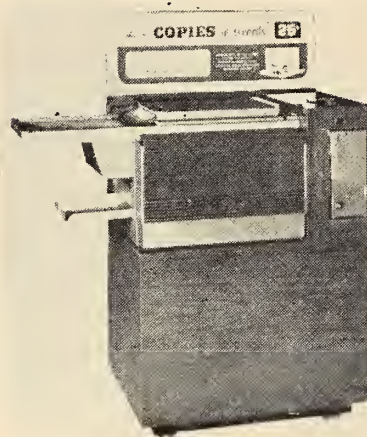


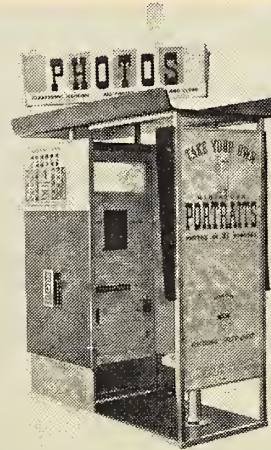
Exhibit KLEER SEAL VENDER

Photo Copy Machine



U.S. Coin-A-Copy

Photo Machines



AUTO-PHOTO STUDIO



PERMA-SEND MODEL 66

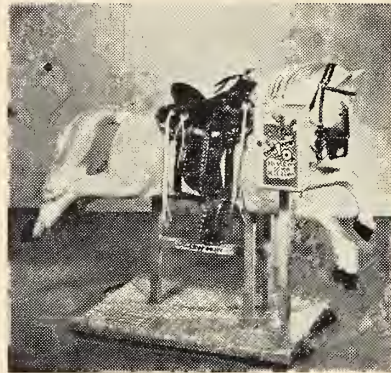
Shoeshine Machines



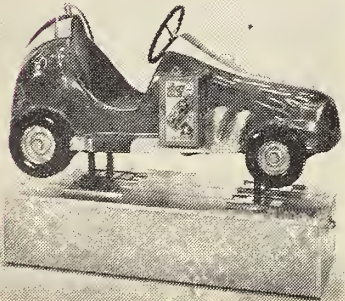
MONDIAL SHOESHINE



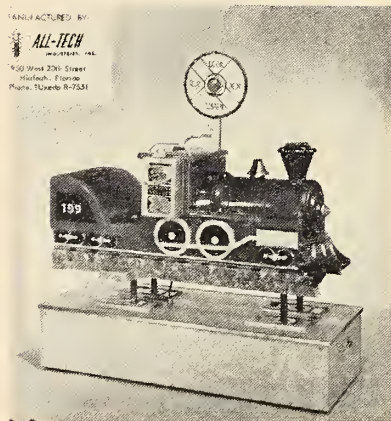
UNIVERSAL MFG. CORP.
Army Tank



ALL-TECH
Cow Pany



ALL-TECH
Midget Racer



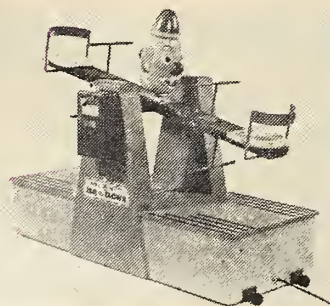
ALL-TECH
Sante Fe Express

(All-Tech models not shown)

STAGE COACH, CHUCK WAGON,
FIRE ENGINE, INDIAN SCOUT,
HELICOPTER and SATELLITE EX-
PLORER



Hawkins
TWIN QUARTERHORSE



Hawkins SAM THE CLOWN



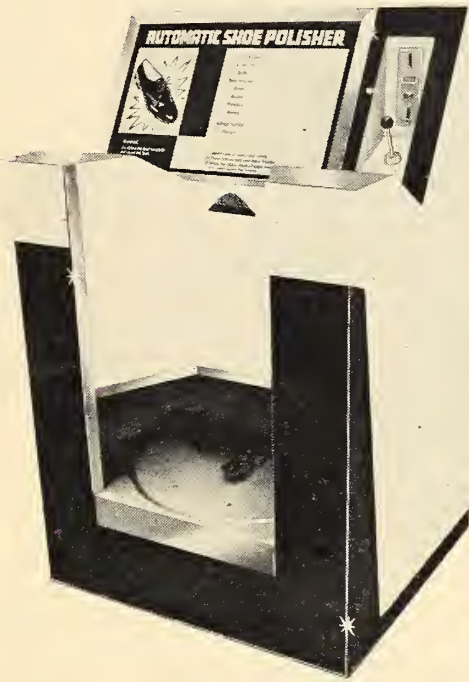
UNIVERSAL MFG. CORP.
The Satellite



INTERNATIONAL MUTOSCOPE

★ Two steps to Higher Profits
and Additional Locations
from **MONDIAL**

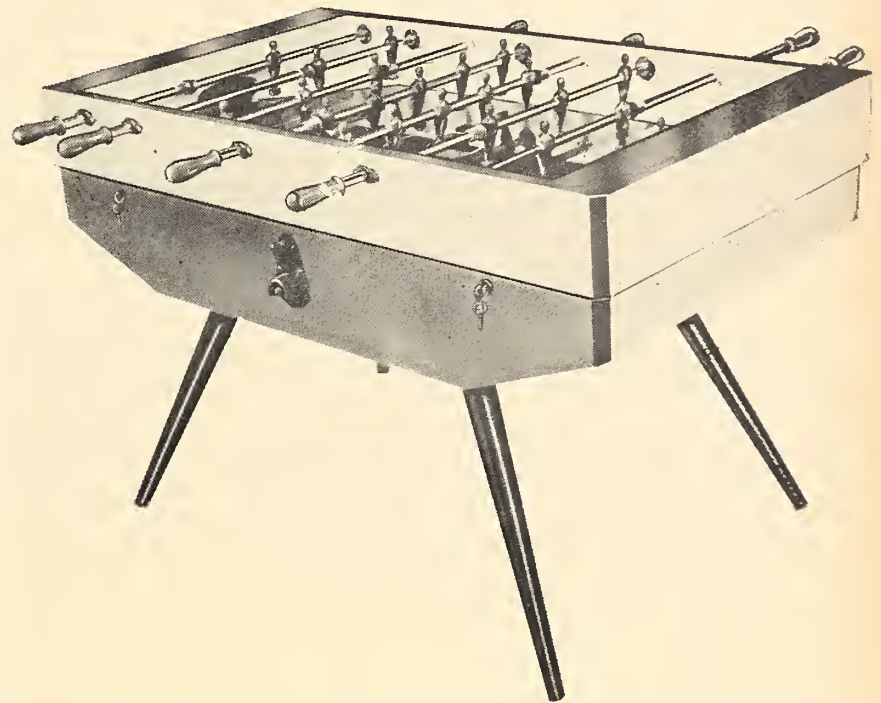
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DISTRIBUTOR TERRITORIES AVAILABLE.
INQUIRIES WELCOMED — FAST DELIVERY



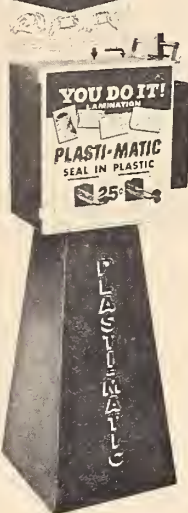
MONDIAL INTERNATIONAL, INC.

350 FIFTH AVE.
NEW YORK CITY
(212) WI 7-5661

AMUSEMENT MACHINES

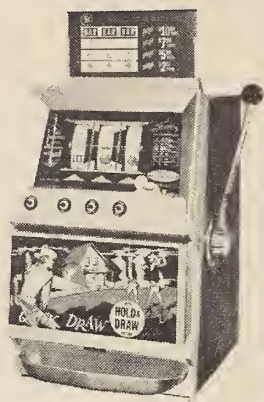
Seal-in Plastic Units

LOOK IT'S EASY!
SEAL IN PLASTIC



INTERNATIONAL MUTOSCOPE
Plasti-Matic
Seal-In Unit

Slot Machines



BALLY HOLD & DRAW

Shuffle Boards

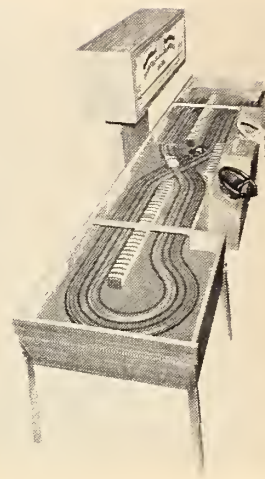


AMERICAN SHUFFLE 88

Speedways

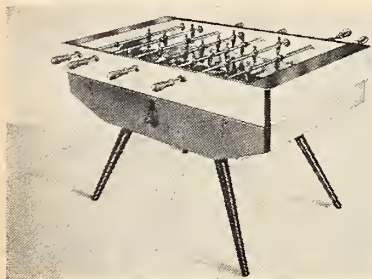


LITTLE INDY

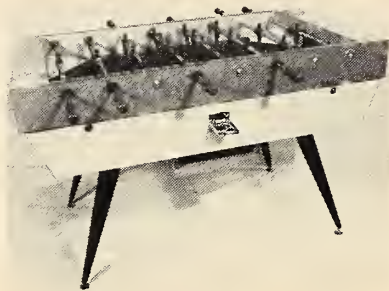


AMERICAN SPEEDWAY

Foosball Games



MONDIAL "FLASH" SOCCER



PZP "KICK-IT" SOCCER

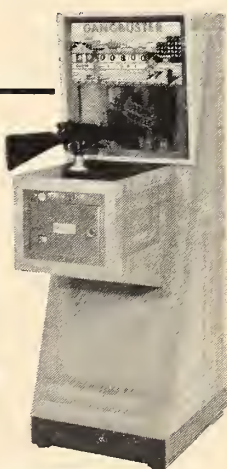
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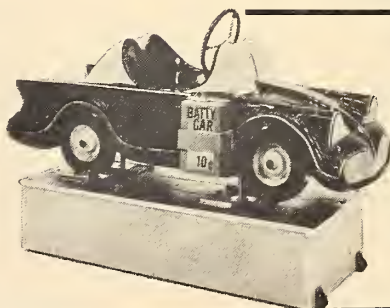
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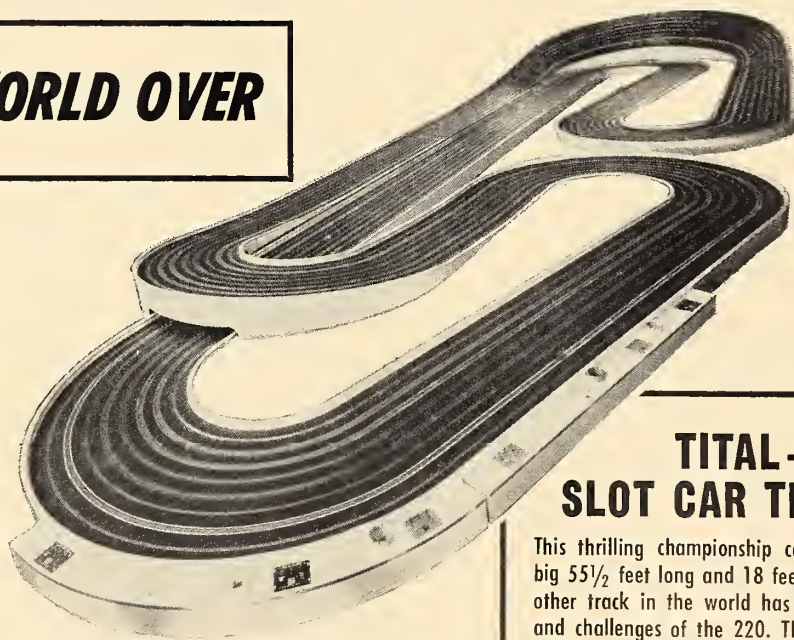
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Gold Crest 6
46" x 78"
3 ft. x 6 ft.
One piece 3/4 slate bed

Gold Crest New Yorker
49" x 85"
One piece 3/4 slate bed

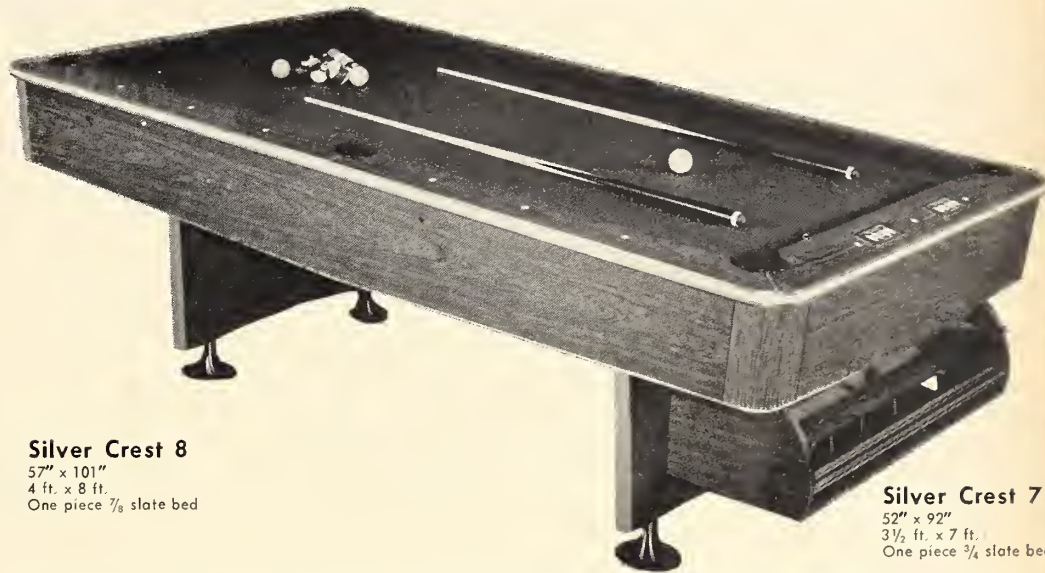
Gold Crest 7
52" x 92"
3 1/2 ft. x 7 ft.
One piece 3/4 slate bed

Gold Crest 8
57" x 101"
4 ft. x 8 ft.
One piece 7/8 slate bed

Gold Crest tables are all constructed with impregnated decrolite fiberglass panel skirt. Ebony Black Beauty makes friends readily because it's smart, distinctive, rich looking and enhances play in the most discriminating locations. Gold Crest tables are also available in white.

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49" x 85"
One piece 3/4 slate bed



Silver Crest 8
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Silver Crest 7
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ATI8—Model #718 (4 x 8)
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One-piece genuine Italian slate bed, honed to 1/5000ths inch. 7/8" thick on 8 ft. model; 3/4" thick on 7 ft. model.

Standard Accessories
for All Tables

4 cues, complete set of grade A balls, chalk, chalk holder, shaker bottle and pills, triangle, bridge, cut tip repair kit.

AMUSEMENT MACHINES

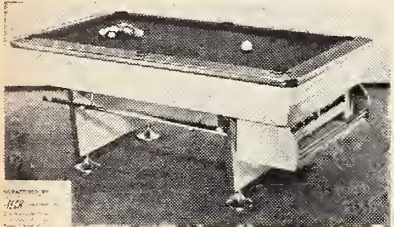
Produced July '66—June '67 U.S. Factories

Pool Tables

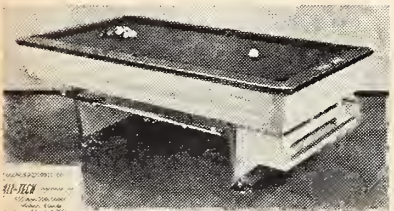
ALL-TECH



REGULATION MODEL
Coin-Operated
4½ feet by 9 feet



GOLD CREST MODEL
Coin-Operated
46 inches by 78 inches



GOLD CREST MODEL
Coin-Operated
4 feet by 8 feet

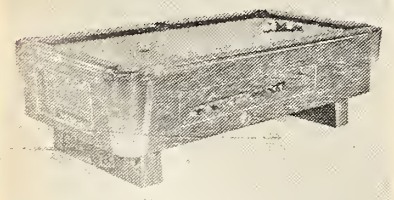


REGULATION MODEL
Non-Coin-Operated
4½ feet by 9 feet



GOLD CREST DELUXE
Coin-Operated
46 inches by 78 inches

AMERICAN



CLASSIC MODEL
Coin-Operated
6', 7' and 8' Models

Pool Tables

AMERICAN

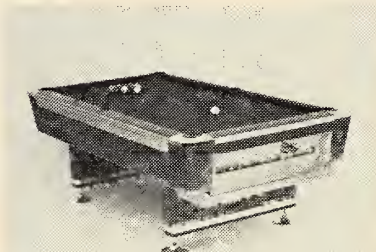


ELECTRA
6', 7' and 8' Models
Coin-Operated
(battery-operated
drop coin mechanism)

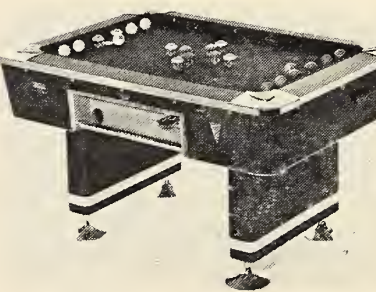
FISCHER



EMPRESS SERIES
Coin-Operated
Model: 105C (105")
Model: 92C (91")

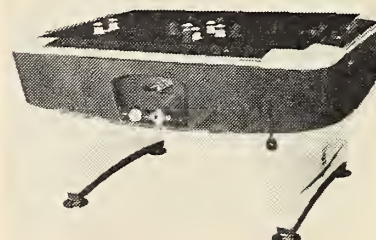


REGENT SERIES
Coin-Operated
Models 101C, 86C and 91C



FIESTA 58 (REBOUND)
Coin-Operated
31½ by 42 by 58"

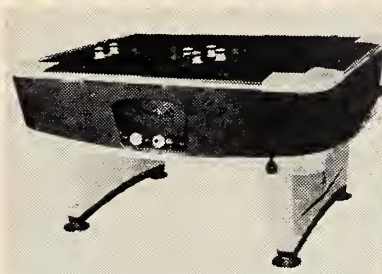
IRVING KAYE



DELUXE KLUB POOL
Coin-Operated
Regular 56" by 40"

Pool Tables

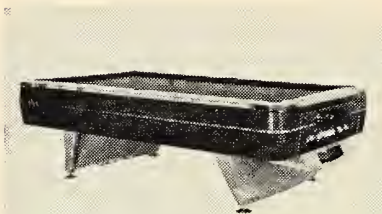
IRVING KAYE



DELUXE KLUB POOL
Coin-Operated
Jumbo 75" by 43"



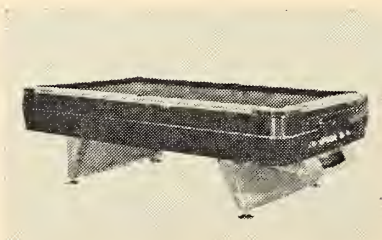
AMBASSADOR
Non-Coin Operated
(Available in 7, 7½,
8 and 9 foot sizes)



DELUXE ELDORADO '66
Coin-Operated
(Mark I) 77" by 45"



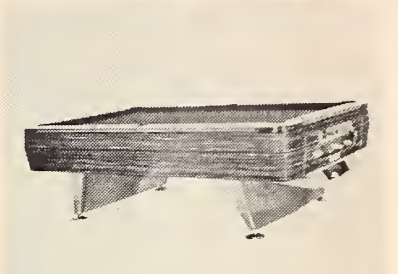
DELUXE ELDORADO
Coin-Operated
Mark II 85" by 47"



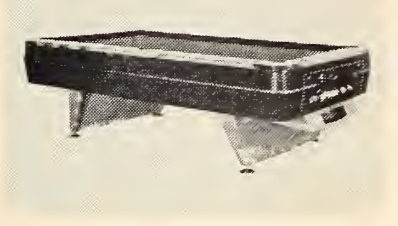
DELUXE ELDORADO
Coin-Operated
Mark III 92" by 52"

Pool Tables

IRVING KAYE



DELUXE ELDORADO
Coin-Operated
Mark IV 106" by 58"

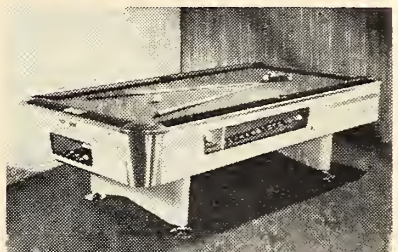


DELUXE ELDORADO
Coin-Operated
Mark V 114 by 64"



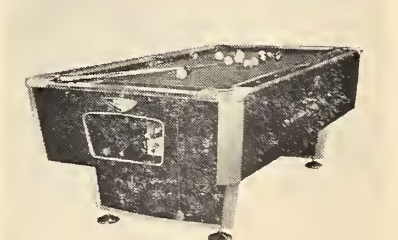
Irving Kaye Jr.
Mark IV

NATIONAL



CORONET LINE
Coin Operated
Model I (45 by 77"),
II (52 by 92"),
Model III (59 by 105"),
IV (63 by 113")

UNITED BILLIARDS



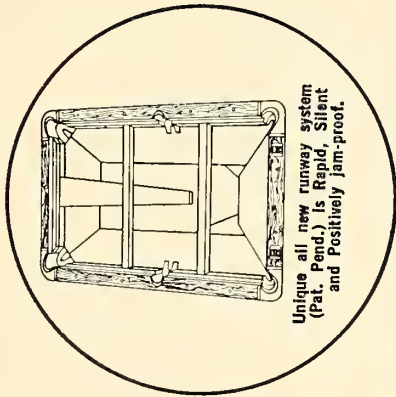
UNITED 300
93 X 53 inches

Deluxe Eldorado "67"

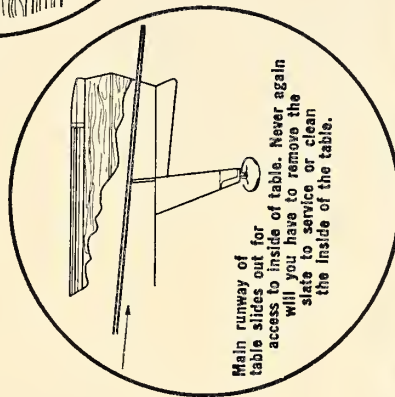
OPERATOR'S DREAM COME TRUE



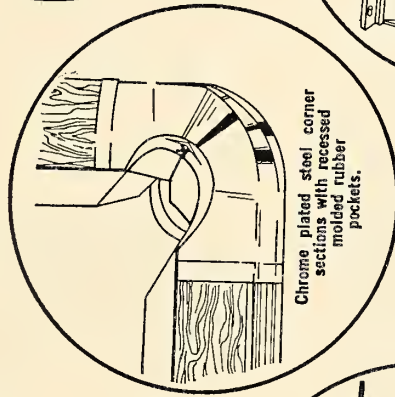
Cushion moldings are held to top frame by machine screws. No more slipping wood or broken screws. Spin tight provided with each table. Aluminum molding between cabinet and top frame hides all screws.



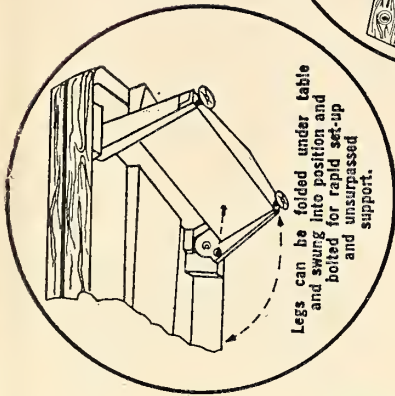
Unique all new runway system (Pat. Pend.) is Resper, Silent and Positively Jam-proof.



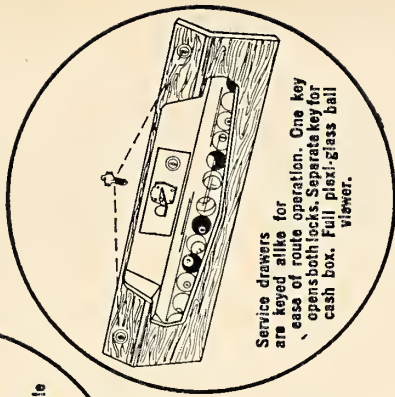
Main runway of table slides out for access to inside of table. Never again will you have to remove the slate to service or clean the inside of the table.



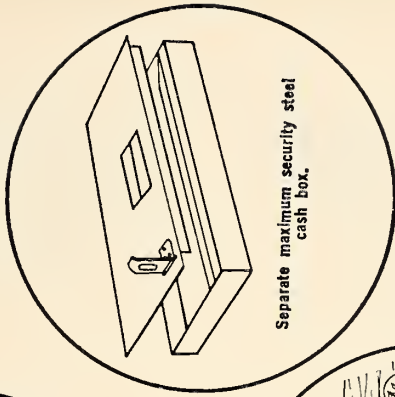
Chrome plated steel corner sections with recessed molded rubber pockets.



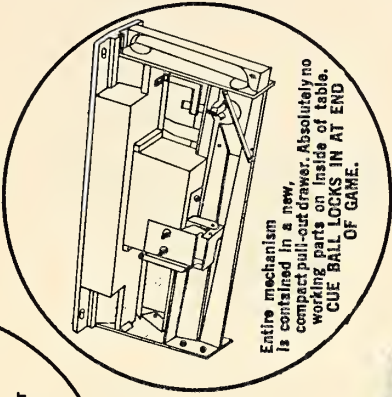
Legs can be folded under table and swung into position and bolted for rapid set-up and unsurpassed support.



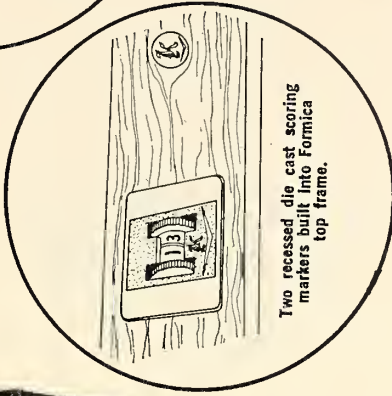
Service drawers for ease of route operation. One key opens both locks. Separate key for cash box. Full plexi-glass ball viewer.



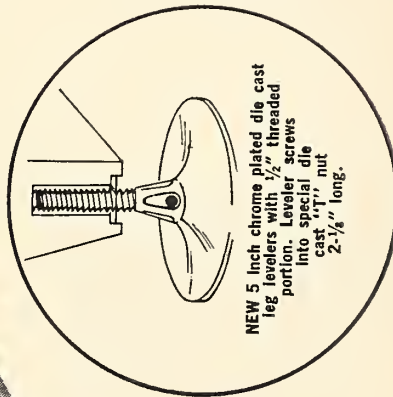
Separate maximum security steel cash box.



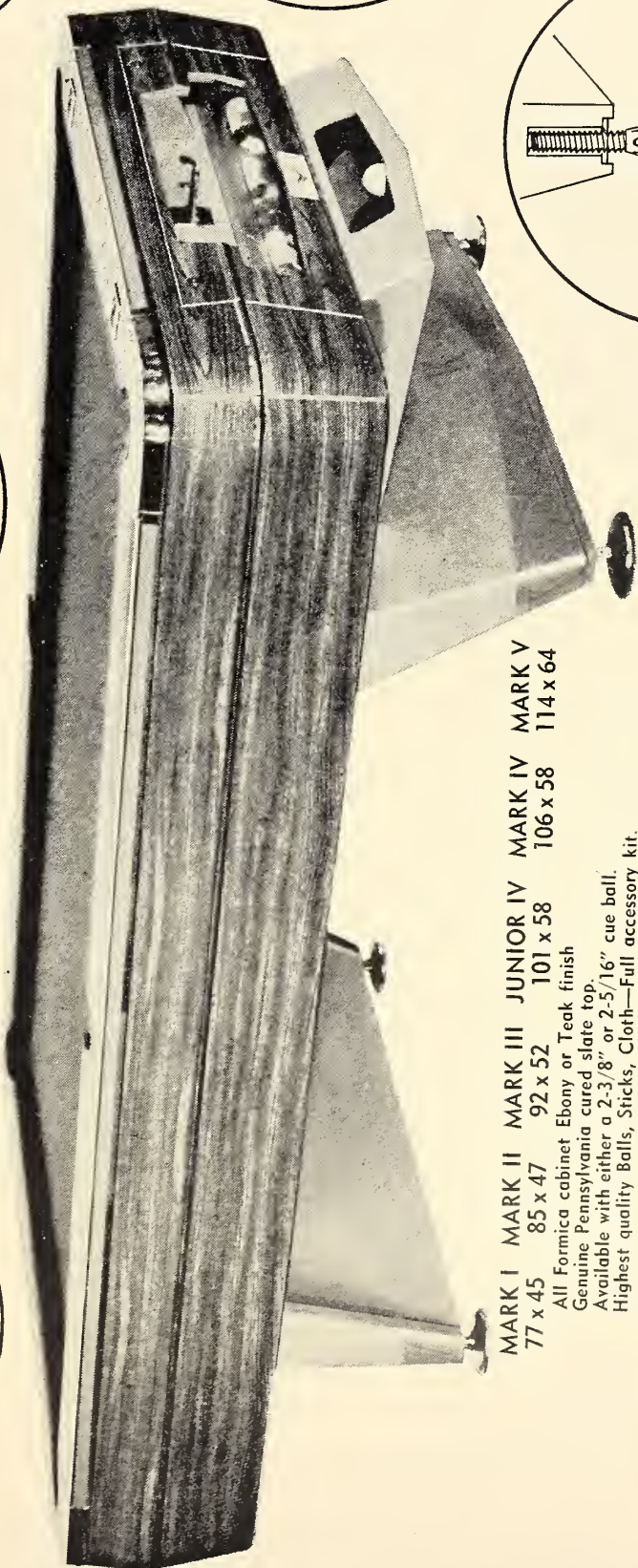
Entire mechanism is contained in a new, compact pull-out drawer. Absolutely no working parts inside of table. CUE BALL LOCKS IN AT END OF GAME.



Two recessed die cast scoring markers built into Formica top frame.



NEW 5 inch chrome plated die cast leg levelers with 1/2" threaded portion. Leveler screws into special die cast 1/2" nut 2-1/4" long.



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All Formica cabinet Ebony or Teak finish
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Professional Model®

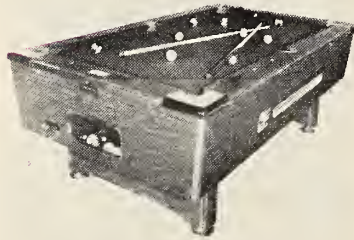
Pool Tables
U.S. BILLIARDS



U.S. BILLIARDS, 1967
Snooker 106, 106X60 inches
Snooker 114, 114X64 inches

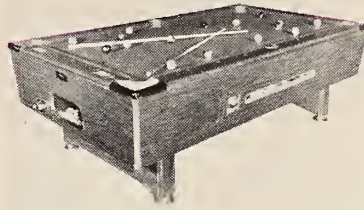


U.S. BILLIARDS, 1967
Pro-4 Home Model
106X60 inches



U.S. BILLIARDS 1967
Pro-3, 93X53 inches

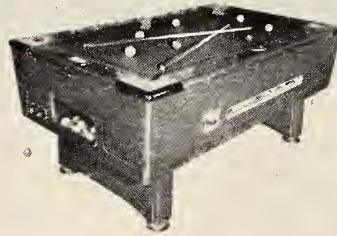
Pool Tables
U.S. BILLIARDS



U.S. BILLIARDS, 1967
Pro-4, 103X58 inches
Pro-5, 114X64 inches

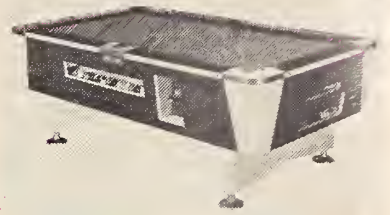


U.S. BILLIARDS, 1967
Convertible Time Pool
Models, T-86, T-93, T-106, T-114

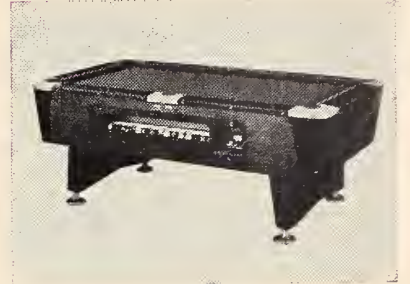


U.S. BILLIARDS, 1967
Pro-1, 78X46 inches
Pro-2, 86X50 inches

Pool Tables
VALLEY



VALLEY
MODELS 1785, 1885 and 1935
Measuring 78 by 45 by 31,
88 by 50 by 31 and
93 by 53 by 31 inches



VALLEY
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VALLEY
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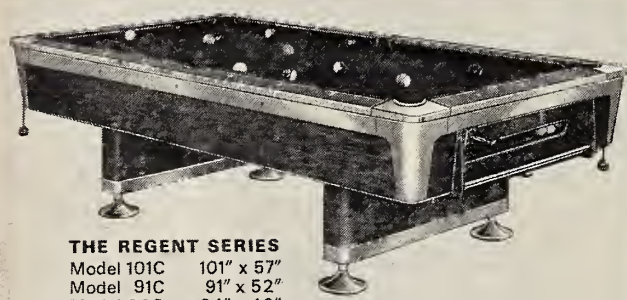
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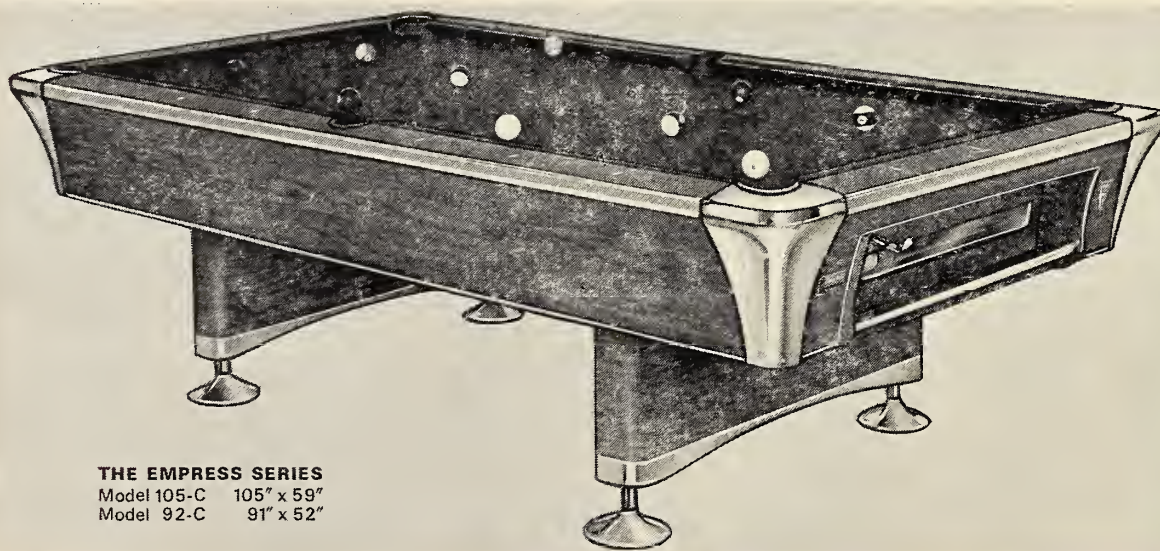
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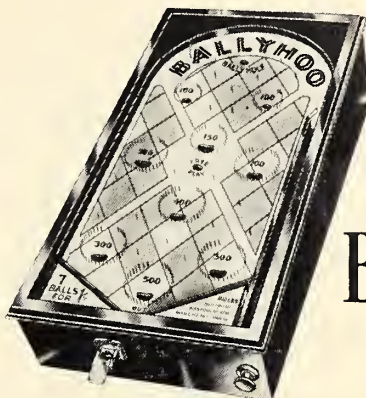
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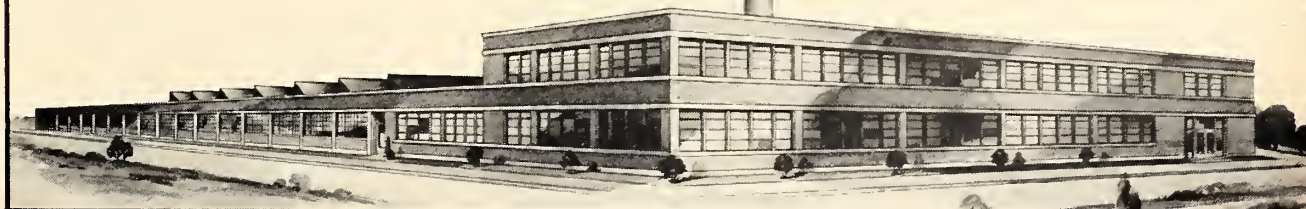
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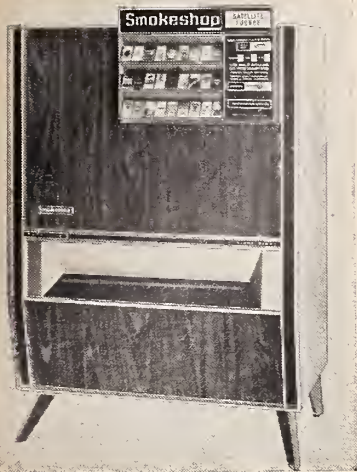
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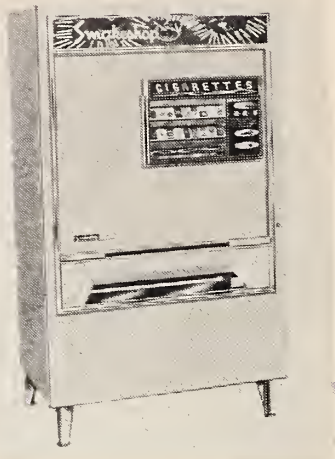
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CIGARETTE MACHINE MANUFACTURERS CURRENT MODELS



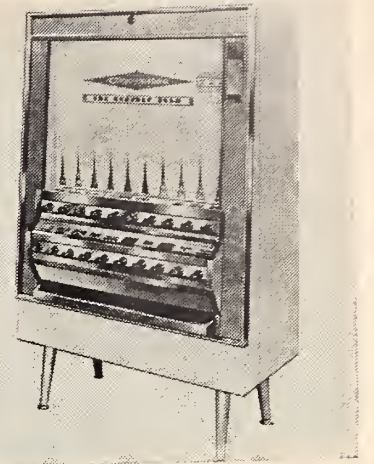
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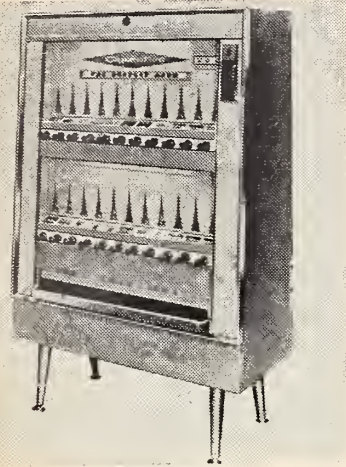
AUTOMATIC PRODUCTS
Smokeshop Modulator '900'



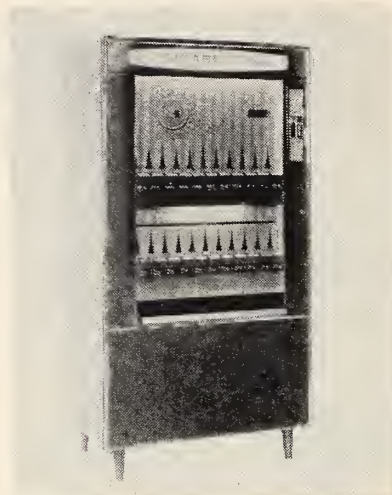
FEDERAL
The President 084. 20 columns.



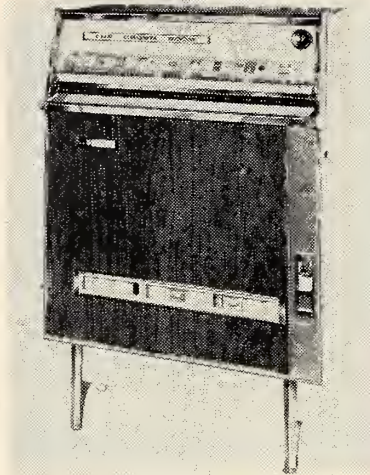
NATIONAL
Crown Series 800—20 cols. 10 front cols.; max. cop. 52; 10 rear max. cop. 33; total 850. Takes all sizes. Mechanical.



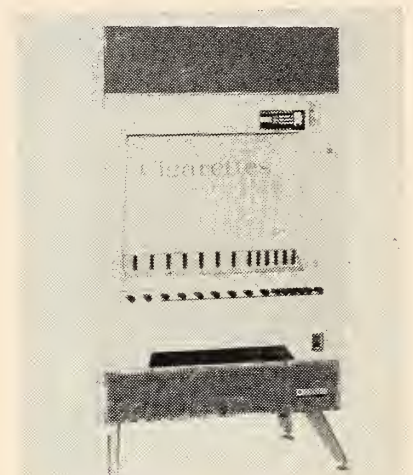
NATIONAL
Crown Series 222; 22 cols.; 11 upper cols.; max. cop. 33; 11 lower max. cop. 23; total 616. Takes all sizes. Mechanical.



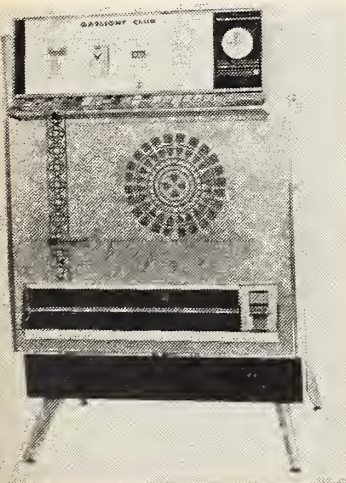
NATIONAL
22M-72 Cigarette, Manual; 22 sel.; 616 cop.; 72 inches.



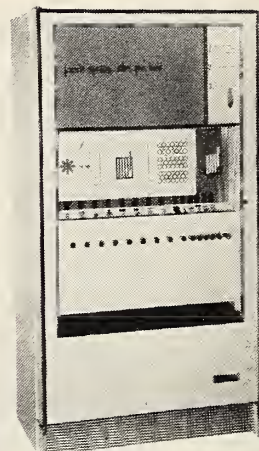
NATIONAL
Crowe 880; electric; top pock delivery; 22 selections; 880 pock capacity.



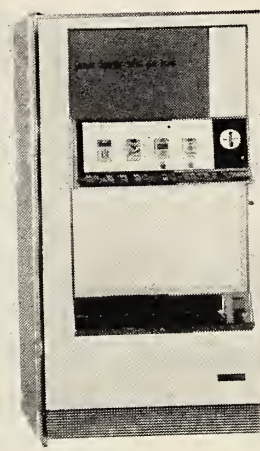
ROWE MANUFACTURING
Model 86; 510 capacity; 14-sel.; manual coin mech; vends of three different prices up to 50¢.



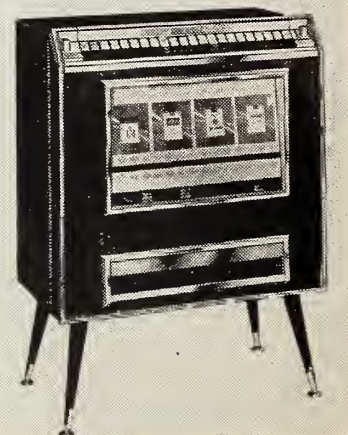
ROWE MANUFACTURING
Riverio Model; 20 selections; vends of four different prices to 50¢. Avail. w/100 MM columns.



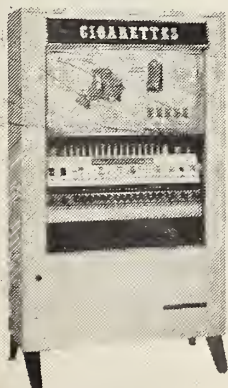
ROWE
Model 286 Celebrity Cigarette Vendor; 14 Sel.; Manual.



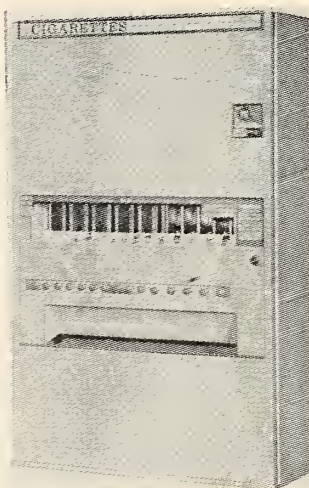
ROWE
Model 260 Celebrity Cigarette Vendor; 21 Sel.; Electric.



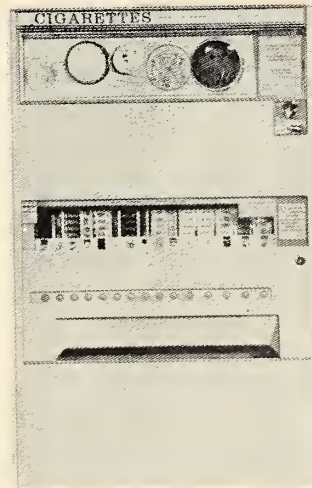
SEEBURG
Model 4E5; elec.; top-load; 11 cols. with 20-pock cop.; 11 cols. with 55 pock cop.; 825 capacity; 22 cols. all sizes; personalized.



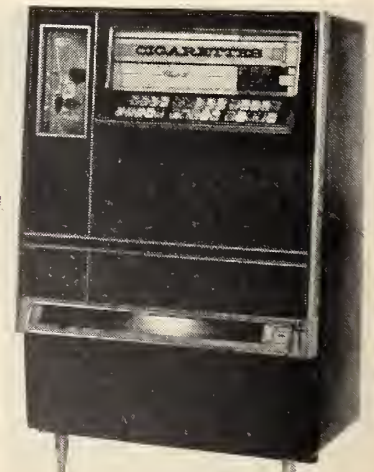
SEEBURG
Williamsburg Line
Models 14T1 and 14T1G; 4 cols. of 60 pock; 10 cols. of 27; 510 cop. Models W20T1 and W20T1G; 4 cols. of 60 pock; 16 cols. of 27; 672 cop.



VENDO
520 Cigarette Vendor; 15 Sel.; 79 inches.

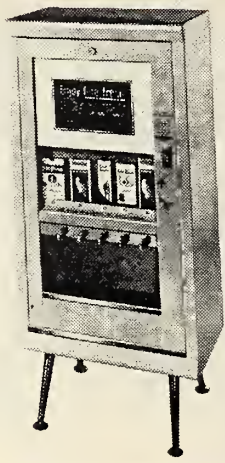


VENDO
520 Cigarette Merchandiser; 63 inches; 520 Capacity; 15 Sel.

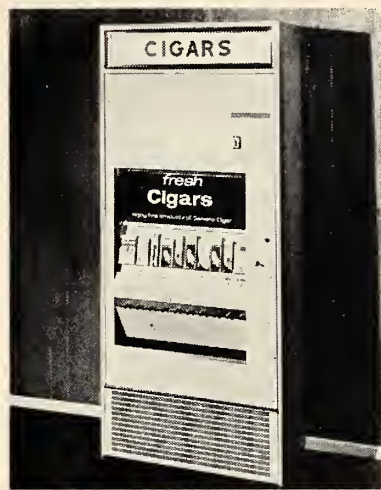


VENDO
Electric Cigarette Vendor; 30 Sel.

CIGAR & CANDY UNIT MFR'S CURRENT MODELS



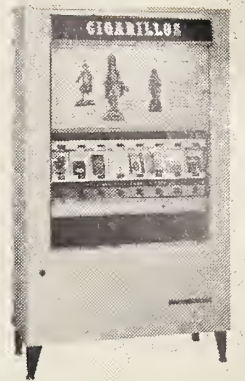
GENERAL CIGAR
5-col.; also available 7 cols.



GENERAL CIGAR
Cigar vendor; 10 selections, 395 capacity.



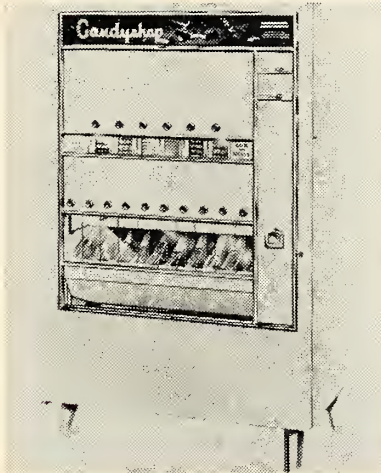
GENERAL CIGAR
Cigar vendor; 10 selections, storage space available.



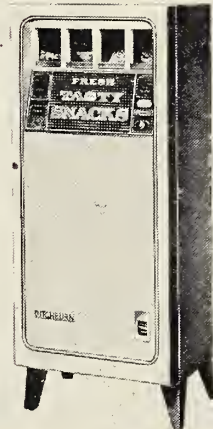
SEEBURG
Williamsburg line: cigarillos; Model W8C01; 8-sel.; 200 cap.



SEEBURG
Williamsburg line: cigar vendor Model W6CR1; 6-sel.; 114 cap.



AUTOMATIC PRODUCTS
Candyshop Model; 10 candy columns with 400 bar capacity; 6 gum-mint columns with 200 capacity; first in/first out.



DITCHBURN
Minisnack 770; 4 columns; 100 snack capacity; first in/first out.



FEDERAL
Cup drop popcorn vendor; Model CD-130; 130 cup capacity; 10¢ vend.



FEDERAL
Secretary 270; 6-col. pastry vendor.



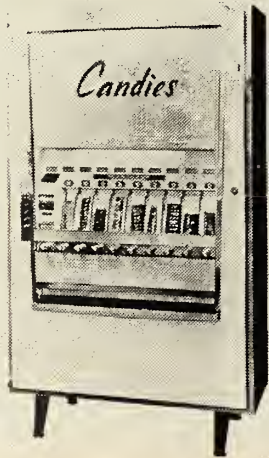
GOLD MEDAL
Model 200 popcorn vendor; 120 10¢ sale capacity; 100 sale storage; electronic system; National Rejector; 110 volt.



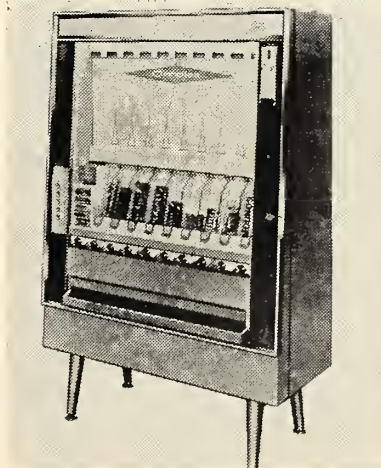
GOLD MEDAL
Model 300 drop-cup popcorn vendor



INTER-COUNTY IND.
PEZ candy vendor



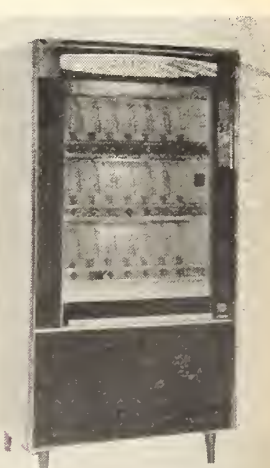
NATIONAL
Consoline candy vendor; 14 selections; 9 bar and 5 gum or mint; maximum 416 units; nickel changemaker; variable shelving.



NATIONAL
Series CC Crown Line DeLuxe; 14 selections; Max. capacity 416 units; 9 bar plus 5 gum or mint; coin mechanism; set price selector; variable shelving.

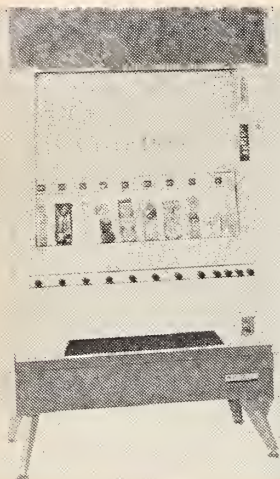


UNIVERSAL
CM-72 Manual candy merchandiser. 10 candy sel.; 5 gum & mint sel.; 72 inches.



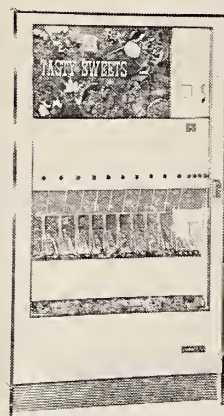
NATIONAL
21CE-72 Electric candy merchandiser. 21 sel. 72 inches

CANDY, AND COLD CAN DRINK UNIT MFR'S CURRENT MODELS



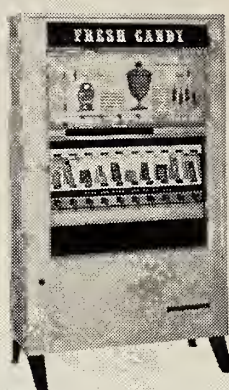
ROWE MFG.

Model 77; 11 cal.; 340 capacity; manual coin mech.; 190 candy; 4 gum/mint.



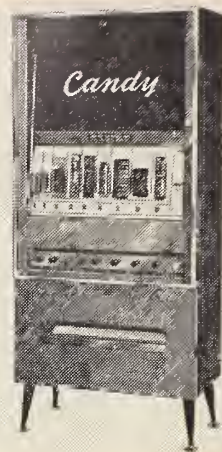
ROWE MFG.

Fifa model; bar displayed is bar vended; 14 column cap.; 10 candy, 4 gum/mint; makes change without purchase.



SEEBURG

Williamsburg Line; models W10CN1-10C, W10CN1-5/10C, W10CN1G-10C and W10CN1G-5/10; 10 selections; 2 or 3 cal., adjustable; cap. 220.



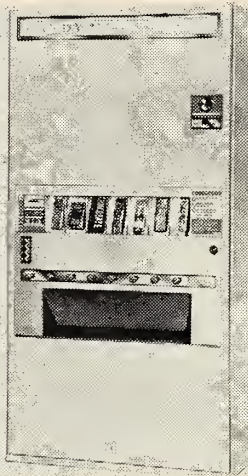
UNIVERSAL VENDORS

Candimat made by Westinghouse; 7 columns of 24 shelves & 2 for 100 5¢ gum or 68 10¢ gum-mint; maximum capacity 268 items; manual operation.



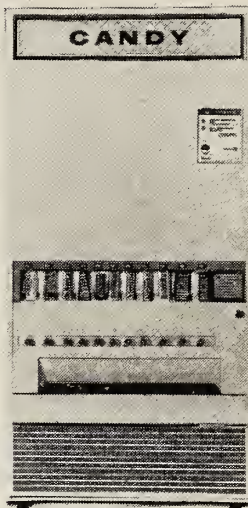
UNIVERSAL

Snack machine; 9 columns; Manual operation.



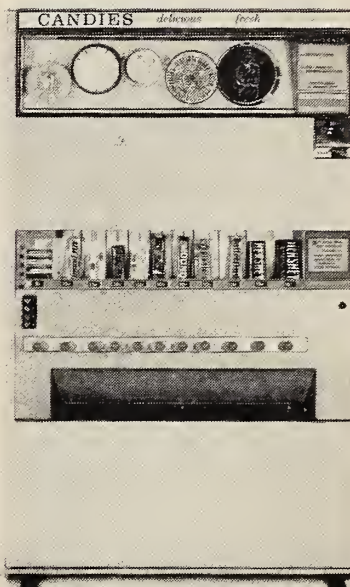
VENDO

Staner Model FA2A candy with gum-mint unit; variable shelf sizes; 7 cal. 20 shelves; 2 cal. 24 shelves; 4 cal. variable gum-mint.

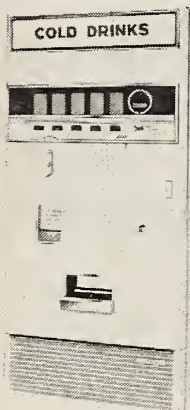


VENDO

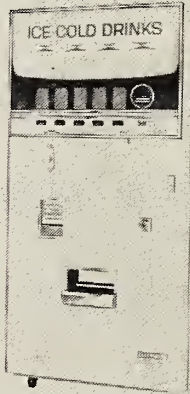
Model FB2(B) Candy merchandiser; 63 inches; 246 cap.; 14 sel.



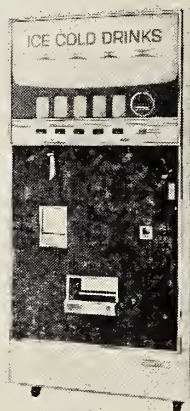
Model FB-6A Candy vendar; 63 inches; 160 cap.; 11 sel.



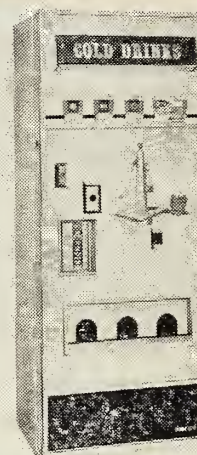
Rack-Ola 3304 MODULAR



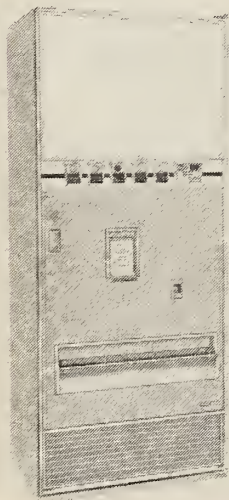
Rack-Ola 3304 STANDARD



Rack-Ola 3304 DELUXE

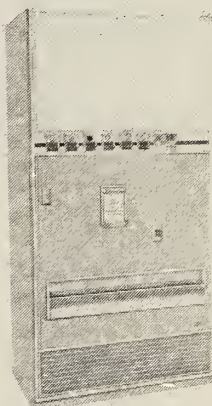


SEEBURG Cold Drink Unit



ROCK-OLA

Cold can vendar; 5 Sel.; Electric operation.



ROCK-OLA

Cold can vendar; 6 Sel.; Electric Operation.

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Brookline, Mass. 02146
Toilet Locks

ALD, INC.
7045 North Western Avenue
Chicago, Illinois
Dryclnrs, dryers, washers, extractors, coin
changes, laundry supplies

ALGAS INDUSTRIES
3951 South Capital Ave
City of Industry Calif. 95610
Candy bars, cigarettes, soft drinks

ALLEN ELECTRONICS, INC.
2260 Avenue A
Bethlehem, Pa. 18001
Coffee, instant packet, hot chocolate, soft
drinks, pre-mix, soup (cup), tea

A.M.M. MANUFACTURING CORP.
1400 Rahway Ave
Avenue, N. J. 07001
Ice cream, milk

AMERICAN CLEANING EQUIPMENT CORP.
5024 Rose St.
Schiller Park, Ill. 60176
Vacuum cleaner for cars

AMERICAN COIN LOCK COMPANY, INC.
453 Cottage Street
Pawtucket, Rhode Island
Toilet locks

AMERICAN HYGIENIC CORPORATION
(Division of Delicate Corporation of America)
717 Pine St.
Camden, N.J.
Sanitary napkin

AMERICAN LOCKER COMPANY, INC.
Jones & Gifford Ave.
Jamestown, N.Y. 14709
Lockers for checking parcels

AMERICAN SCIENCE CENTER, INC.
5700 Northwest Highway
Chicago, Illinois 60646
Telescope

AMERICAN UNIVEND CORPORATION
405 Lexington Ave
New York, New York 10017
Candyroll items, supplies.

AUTOMATIC PRODUCTS COMPANY
(Division of Gross-Given Manufacturing Com-
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301 Chestnut Street
St. Paul, Minn. 55102
Cigarettes, candy units and component parts

AUTO-POP MFG. CO., INC.
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St. Louis, Mo. 63101
Fresh popped corn

AUTOVEND CORP.
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Fairfield, New Jersey
Candy, shopping bags

**AVENCO (ADVANCE ENGINEERING COM-
PANY)**
5001 Boone Ave., North
Minneapolis, Minn. 55428
Instant and fresh brew coffee, hot choc.,
canned food, tea, soup, coin changers, cold
drinks

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4401 West North Ave.
Chicago, Illinois 60639
Hair Dryers

BEL-CAL CORPORATION
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Visalia, California 93277
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currency handling venders

BEST PLASTIC PRODUCTS INC.
(Subsidiary of Marlen Co.)
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Chicago, Ill. 60616
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Charcoal, ice, milk, ice cream, bait, groceries,
hosiery, soap

CACO MFG. CORP.
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Houston, Texas 77032
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CAVALIER CORPORATION
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Chattanooga, Tennessee 37043
Drinks, canned & bottled

CHANGE BANK
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Chesterland, Ohio 44026
Changers for dollar bills; combination bill and
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CHECKMATE BATTERY VENDING
4853 Joyce Drive
Dayton, Ohio 45439
Batteries

CHIP-A-MATIC SALES CO.
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Chicago, Ill. 60605
Potato chips, snack vendors

CHOICE-VEND CORPORATION
(A Division of the Seeburg Corporation)
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Windsor Locks, Conn. 06096
Bottled soft drinks, milk, can drinks

COAN MANUFACTURING CO.
2070 Helena Street
Madison, Wisc. 53704
Candy, gum, cookies, crackers, cigarettes,
instant coffee, hot chocolate, aoup, pastry

COPIA MFG. CORP.
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Coffee vendors

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COIN ACCEPTORS, INC.
4946 Daggett Ave.
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Cigarettes, post-mix soft drinks, post-mix soft
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chine components and supplies.

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Sanitary napkins vending machine

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Single cup fresh brew, tea, hot choc., soup

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Instant coffee, cookies, crackers, hot choc,
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Tickets

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84 Fourth Avenue
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E. B. METAL PRODUCTS CO.
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Whitehall, New York 12887
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& pencils, napkins

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ELECTROWARE CORPORATION
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Toledo, Ohio 43615
Popcorn

ELECTRONIC SHINE BOY COMPANY
mid-western division
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Sioux Falls, South Dakota 57105
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Ice

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Brownsville, Texas 78520
Stamps, stamp folders, Model 35

THE FLEXIBLE COMPANY
326-332 North Water Street
Loudonville, Ohio 44842
Lockers

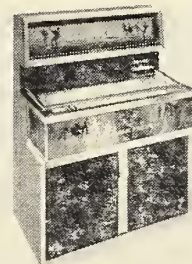
FOLLETT CORPORATION
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ice

(Continued)

Your 1-2 punch for higher
collections and more dependable
equipment!

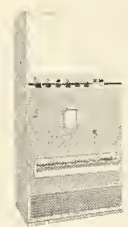
Seeburg
Music

Seeburg Stereo Showcase



Seeburg
Vending

Full Line Available



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Ball gum, candy

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GARDNER MANUFACTURING COMPANY
263 Kansas Street
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Garwood, N. J.
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GENERAL CIGAR CO., INC.
605 Third Ave.
New York, New York 10016
Cigars, supplies vendible products, cigar vendors

GENERAL VENDING CORP.
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Peanuts

ANDREW GORRETTA & COMPANY
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GRISWOLD VENDING COMPANY
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Pre-brew coffee, bulk milk, packaged merchan-
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Dallas, Texas 75202
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HAIRDRI VALETING, INC.
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Belvidere, Ill. 61008
Hairdryers

HAMILTON SCALE COMPANY
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Ice

HILSUM SALES CORPORATION
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Stamps, cigars, cigarettes, newspapers, maga-
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HOSPITAL SPECIALTY CO.
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Cleveland, Ohio 44103
Sanitary napkins

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Coraopolis, Pa. 15108
Car wash equipment

HYPRO ENGINEERING, INC.
700-39 Ave. N.E.
Minneapolis, Minn. 55421
Car wash equipment

ICE ALL-O-MATIC MFG., INC.
4081 S. State St.
Salt Lake City, Utah 84107
Ice vendors

ICE-LEASING CORP.
98-11 178 Place
Jamaica 33, N.Y.
Bagged ice

ICE PLANT EQUIPMENT CO., INC.
2543 Frankford Ave.
Phila., Pa. 19125
Bait, ice

**INTER-AMERICAN STAMP VENDING
CORP.**
45 Bergen St.
Brooklyn, N.Y. 11201
Cards, Postage stamps

**INTERNATIONAL BALLY COFFEE VEND-
ING CORP.**
(Div. of Seeburg Corporation)
6119 Howard Street
Niles, Illinois 60648
Fresh-brew coffee, hot choc., soup, tea

**INTERNATIONAL MUTOSCOPE CORPORA-
TION**
11-12 44th Ave.
Long Island City, New York 11101
Auto, photo, voice recordings, books, magazines,
laminating machines, handkerchiefs, sanitary
napkins, insurance

JENNINGS AND COMPANY
(Division of Hershey Manufacturing Com-
pany)
4307 West Lake Street
Chicago, Ill. 60624
Canned, cartoned, bottled milk, canned drinks,
groceries, specialty items, supplies

JOHNSON FARE BOX
(Subsidiary of Bowser, Inc.)
4619 Ravenswood Avenue
Chicago, Ill. 60640
Coin changers, components

KIMBERLY-CLARK CORP.
One East Wacker Drive
Chicago, Ill.
Sanitary napkins

K-WAY DISPENSING EQUIPMENT CO.
812 Huron Road
Cleveland, Ohio 44115
Post-mix vending machines

**KWIK KAR WASH & KWIK KAR DRIVE-
THRU INC.**
147 Parkhouse
Dallas, Texas 75207
Car wash equipment

L & A PRODUCTS INC.
369 Hersey St.
St. Paul, Minn.
Car wash equipment

LA CROSSE COOLER CO.
2809 Losey Boulevard, South
La Crosse, Wisc. 54602
Bottled soft drinks

LEKTRO-VEND CORP.
P. O. Box 649
Sullivan Rd.
Aurora, Ill. 60507
Candy bars, cookies, crackers, gum, hosiery,
handkerchiefs, lipstick, lotion, pastry, per-
fume, potato chips, pretzels, general purpose
venders

LENNOX MANUFACTURING COMPANY
(Div of UMC Industries, Inc.)
5002 South Halsted Street
Chicago, Illinois 60609
Beverage vending and vending components

LEONARD SALES CO.
(Subsidiary of Vecco Beauty Equipment Mfg.
Co.)
167 North Racine
Chicago, Illinois 60607
Hair dryers

EDW. LIVINGSTON & SONS, INC.
1735-39 Walnut St.
Kansas City, Mo. 64108
Car wash equipment

MAGIC BAY CAR WASH SALES, INC.
306-12 Ave. So.
Nashville, Tenn. 37203
Car wash equipment

MALKIN-ILLION COMPANY
400 Coit Street
Irvington, N.J. 07111
Cigars

W. MANNHARDT & SON, INC.
7916 West Grand Avenue
Chicago 35, Ill.
Ice

THE MARTIN BROS. ELECTRIC CO.
3620 Perkins Ave.
Cleveland, Ohio 44114
Hair dryers

MARVEND, INC.
1242 Hayse Industrial Drive
P.O. Box 6006, Sta A
Marietta, Ga. 30062
Instant coffee, soup, tea, candy, potato chips,
note book paper, pretzels

MAYVILLE METAL PRODUCTS COMPANY
First and Highland
Mayville, Wisc. 53050
Contract mfrs., also components

MECHANICAL SERVANTS, INC.
6610 North Clark Street
Chicago, Ill. 60626
Combs, sanitary napkins, lipstick, ball pens,
toys, perfume, souvenirs, razors, razor blades,
gum, pencils, hand lotion

METERFLO DISPENSERS, INC.
4201 West Peterson Ave
Chicago, Ill. 60646
Juices, bulk milk

MICRO-MAGNETIC INDUSTRIES INC.
951 Commercial St.
Palo Alto, California 93400
Money changing equipment, ticket venders

MICRO VEND, INC.
303 West 42nd Street
New York, New York 10036
Hot and cold packaged vendors

MILLER INDUSTRIES
(Division of Guardian Ind., Inc.)
180 East Sixth St.
Dubuque, Iowa
Hair dryers, vending machine components &
supplies

MISTER MAGIC, INC.
(Div. of Self Service Equipment Co., Inc.)
2501 Hawn Freeway
Seagoville, Texas 75159
Car wash equipment, truck mobile, power wash
equipment

JOHN E. MITCHELL COMPANY
3800 Commerce St.
Dallas, Texas 75221
Car wash cabinet

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11711 Chillicothe Rd.
Chesterland, Ohio 44026
Money changing equipment

MODERN PRODUCTS COMPANY
Route 6
Box 365A
Yakima, Wash 98901
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1017 Oak Lane
Phila., Pa. 19126
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cartoned milk, pretzels, bottled & canned
drinks

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Jordan Station
Ontario, Canada
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Pioneer Bank Building, Suite 600
Chattanooga, Tennessee 37402
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(Subsidiary of Universal Match Corporation)
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St. Louis, Mo. 63115
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components

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41 E. 42 St.
New York, N.Y. 10017

**NATIONAL SANITARY LABORATORIES,
INC.**
6652 North Western Avenue
Chicago, Ill. 60645
Sanitary napkins, combs, razor blades, pens &
pencils

NATIONAL UNI-PAC, INC.
5154 Peachtree Industrial Boulevard
Chamblee, Georgia 30005
Instant coffee, crackers, hot drinks, pastry

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match Corporation)
5055 Natural Bridge Avenue
St. Louis, Mo. 63115
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Rockford, Ill.
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Minneapolis, Minn. 55408
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handling equipment, components

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Car wash equipment

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crackers, fruit, post mix drinks.

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Omaha, Nebraska
Potato chips, snacks

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Hicksville, N.Y. 11801
Bottled & canned milk, soft drinks

S & L SALES, INC.
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Omaha, Nebraska
Coffee vendors

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Los Angeles, Calif. 90022
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S AND S PRODUCTS, INC.
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Lima, Ohio 45802
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1470 South Michigan Ave
Chicago, Ill. 60605
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San Jose, Calif. 95126
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Cincinnati, Ohio 45202
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Detroit, Mich. 48202
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Des Plaines, Ill. 60018
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Marietta, Georgia 30062
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pastry, components, crackers

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Ice

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Brooklyn, New York 11234
Stamps, post cards

WILLIAM F. SHEPHERD, INC.
1747 Central Avenue
Cincinnati, Ohio 45214
Candy, cookies, detergent, bleach, contract
work

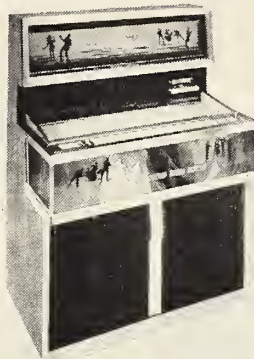
POSTAGE STAMP VENDOR CO.
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Harwood Heights, Ill. 60656
Postage stamps

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Brooklyn, N.Y. 11201
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Chicago, Ill. 60610
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Dallas, Texas 75207
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& supplies

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West Alexandria, Ohio 45381
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N.Y., N.Y.
Postage stamps

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(Division of Standard Packaging Corporation)
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Greeting cards, hosiery

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Cedar Rapids, Iowa
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Brooklyn N.Y. 11201
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food

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St. Louis, Mo. 63120
Vending machine components & supplies

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Schwenksville, Pa. 19473
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Skokie, Ill. 60076
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Newport, Ky. 41071
Popcorn

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Cincinnati, Ohio 45223
Coin changers

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7400 East 12th St.
Kansas City, Mo. 64126
Pre-mix & bottled soft drinks, cartoned milk,
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aged food, cookies, crackers, nuts, currency
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Kansas City, Mo. 64126
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canned & bulk juice, coin changers

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fills, coin changers

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(Div. of Weben Industries, Inc.)
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Dallas, Texas 75235
Car wash equipment

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CONTROLS DIVISION**
2744 West 36th Place
Chicago, Ill. 60632
Tickets, coin-operated parking gates

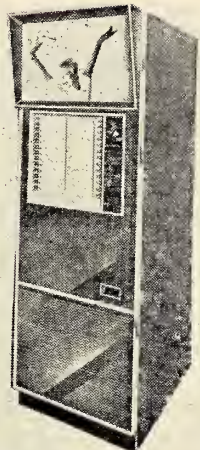
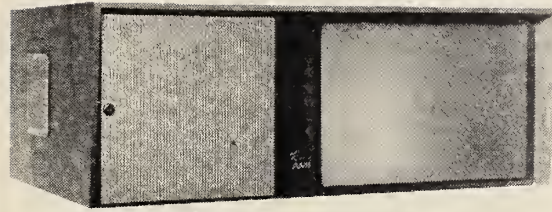
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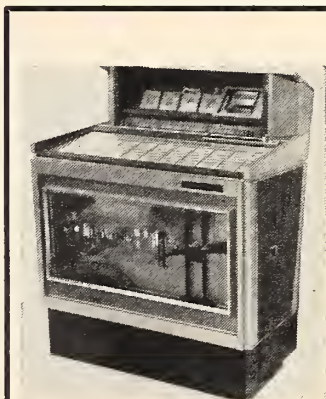
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Southern Amusement Dist., 3606 6th Ave. S.
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Franco Distribution Co., P.O. Box 927 or 24 N. Perry St.

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M. J. Stanley Co., P.O. Box 256
Fairbanks
Alaska Music Co., Box 1234
Dunis Dist. Co.

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Pinal Music Co., 1319 N. Pinal Ave.
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Amco Leasing, Inc., 2040-B North 16th St.
Copper State Amusements, 921 N. 6th St.
Jim Finnerty, 2051 27th Place
Garrison Sales Co., Inc., 1000 W. Washington
Minthorne Music Co., Inc., P.O. Box 16170
Struve Dis. Co. Inc., 1902 E. McDowell Rd.
Valiant Amuse. Inc., 3129 E. McDowell Rd.
Safford
Gila Elec. & Music Co., 406 Main St.
Tucson
Arizona Amusement & Vending Co., 848 No. 4th Ave.
Falcon Automatic, 727 So. Campbell Ave.
Paul W. Hawkins, Route 7—Box 974-L, 3119 East Pennsylvania

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Tri-State Sales Co., 315 Rollston St.
Hope
Arkansas Distributing Co., 316 W. 2nd St.
Little Rock
Little Rock Amusement Co., 105 W. 13th St.
Standard Aut. Dist. Co., 805 Broadway
Godwin Dist. Co., 2116 W. 38th St.
Pine Bluff
Wilcox Amusement Co., 318 W. 2nd St.

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Circle International, 2401 S. Hill St.
Coin Machine Service Co., 2809 W. Pico Blvd.
Eastern Novelty Co., 2939 E. 11th St.
Irving Bromberg Co., 8313½ W. 3rd St.
Kings Dist. Co., 2712 West Pico Blvd.
Duarte Int. Sales Co., 835 E. 31st St.
C. A. Robinson & Co., 2301 W. Pico Blvd.
Pacific Coin Machine Dist. 2712 W. Pico Blvd.
Paul A. Laymon, Inc., 1429 W. Pico Blvd.
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Struve Dist. Co. Inc., 1403 West Pico Blvd.
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Advance Automatic Sales Co., 1350 Howard St.
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The Wurlitzer Co., 154 South Van Ness Ave.
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Valley Dist., 710 12th St.
Turlock
Patton Music Co., 132 So. Center St.
Visalia
Kings Dist. Co., 330 N. Johnson St.
Pacific Coin Machine Dist., 330 N. Johnson St.
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Associated Coin Amusement Co., Inc., 2230 E. 14th St.

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Diamond Distributing Co., 2830 W. 9th Ave.
Midwest Music Co., 3850 Mariposa St.
Modern Dist. Co., 3222 Tejon St.
Mountain Distributors Co., 3630 Downing St.
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McKee Sales Co., 2095 Newcom Dr.

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PZP Associates Inc., 257 Slater Rd.

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All coin Amusements Co., 2495 N.W. 77th Terrace
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 Heath Dist. Co., 655 Second St., P.O. Box 4145
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 Hallgren Dist Co., 1626 3rd Ave.
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Gopher Sales Co., 601-603 Central Ave.
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LeFloie Music Co., 712 George St.
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NBC Distributing Co., 780 Lemay
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Kala Coin Amusement Co. 826 Mill St.
Lansing
Music Systems, Inc., 812 Hamilton
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Empire Coin Mach. Exch., Inc., 1012
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Newark
Irving Morris, Inc., 145 Frelinghuysen Ave.
Phil Gould, 224 Market St.
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Betson Enterprises, 3726 Tonnelles Ave.
Eastern Novelty Distributors, 3726 Tonnelles Ave.
Springfield
Runyon Sales Company, U.S. Route 22 & Fadam Road
Union City
American Shuffleboard Co. Inc., 210 Patterson Plank Rd.

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Border-Sunshine Nov. Co., 2919 4th St., N.W.
Las Cruces
Consolidated Music Co., Box 86
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Ginsberg Music Co., 205 No. Main St.

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Binghamton Amusement Co. Inc., 4 Florence St.
Brooklyn
American Vending Co., 2684 Coney Island Ave.
Herman Dist. Co. Inc., 1505 Coney Island Ave.
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Buffalo
Clare Enterprises, Inc., 5939 Main St.
Davis Dist. Corp., 1231 Main St.
Sheldon Sales, Dist. Corp., 881 Main St.
Stewart-Milford, 777 Main St.
Superior Distributing, 1395 Clinton St.
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Newark
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Runyon Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843-849 Tenth Ave.
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Mohawk Skill Games, 67 Swaggetown Road

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Utica
Victor Conte, 1001 Lansing St.

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LeSturgeon Dist. Co., 3100 S. Tryon St., P.O. Box 641
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Southeastern Vending Distributing, Inc., 801 S. Cedar St.
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Royal Dist. Inc., 1210 Glendale-Milford Rd.
Shaffer Music Co., 1889 Central Parkway

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Toledo

Cleveland Coin Ex., 1827 Adams St.
Toledo Coin Machine Exch., 814 Summit St.

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Automatic Music Dist. 900 N. Western Ave.
Boyle Amusement Co., 522 N.W. Third St.
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Dickson Dist. Co., 631 W. California Ave.
Rice Music Co., 611 N. Hudson
Sutherland Distrib. Co., Northwest Fourth & Lee Sts.
Sutherland Dist. Co., 709 N.W. 4th St.
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H. W. Dolph Dist. Co., 2239 E. 6th St.
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Western Dist., 1226 S.W. 16 Ave.

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Mickey Anderson, 314 E. 11th St.
Harrisburg
D & L Coin Mach. Co., 414 Kelker St.
Moosic
Sterling Service, Rocky Glen Park
Philadelphia
Active Amusement Machine Co., 666 N. Broad St.
American Shuffleboard Sales Co., 1511-13 Spring Garden Ave.
Banner Specialty Co., 1641 N. Broad St.
Block Marble Co., 2929 W. Cheltenham Ave.
Central Vend. Mach. Ser. Co. 6011 Baltimore
James Clement Mfg. Co., 3301 Frankford Ave.
Eastern Music Systems Corp., 334 N. Broad St.
General Coin Machine Co., 929 Spring Garden St.
International Amusement Co., 3810 Dorchester Rd.
Lehigh Special Co., 826 N. Broad St.
Model Vending, 4830 No. Front St.
Rake Coin Machine Exch., 609 Spring Garden St.
David Rosen, 2451 N. 56th St.
Scott-Crosse Co., 1732-42 Fairmont Ave.
S & K Dist. Co., 3608 Powelton Ave.
Steppin' Sam Co., 1439 Higbee St.
Veeco Sales Co., 2125 Market St.
Pittsburgh
Atlas Music Co., 2231 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
B. D. Lazar Co., 1635 Fifth Ave.
Music Dist. Co., 1945 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 Fifth Ave.
RayCar, Inc., 7812-14 Hamilton Ave.
Reading
Klopp Novelty Co., 312 No. 9th St.
Scranton
Active Amuse. Machines Co., 1101 Pittston Ave.
Leonard's Novelty Co., 1317 Prospect Ave.
Wilkes-Barre
Roth Novelty Co., 54 N. Pennsylvania Ave.
Williamsport
Williamsport Electronics and Television Co., 233-35 W. Third St.
York
Crosse Dunham Co., 350 Greendale Rd.

SOUTH CAROLINA

Columbia
G. K. Gabrielson & Co., 2608 Main St.
Peach State Music Co., 729 Lady St.
So. Eastern Vend. Dist. Corp., 1506 Taylor St.
Sparks Specialty Co., 1820 Sumter St.

SOUTH DAKOTA

Pierre
Gordon Stout, Co., Box 4

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Chattanooga C. M. Co., 1820 Rossville Ave.
Dixie Amusement Co., 912 Houston St.
Shearer Amusement Co., 11 West Peak
Knoxville
Central C.M. Exchange, 2422 North Central
Roanoke Vend. Exch. Inc., 313 W. Depot Ave. N.W.
Triangle Music Co., 206 W. Magnolia
Memphis
Consolidated Amuse. Co., 1269 Madison Ave.
Game Sales Co. Inc., 262 South Camilla
S&M Sales Co. Inc., 462 N. 2nd St.
Sammons Pennington Co., 440 Monroe Ave.
Southern Amusement Dist., 628 Madison Ave.

Standard Aut. Dist. Co. Inc., 1269 Madison Ave.
Williams Dist. Co., 1117 Union Ave.
Nashville
H. & N. Dist. Co., 313 Seventh Ave. So.
Hermitage Music Co., 469 Chestnut Parker Dist. Co., Box 1281
Rock City Dist. Co. Inc., 615 Murfreesboro Rd.
Sammons-Pennington-Nashville, Inc., 214 Sixth Ave. South
Sanders Dist. Co., 612 Eighth Ave. S.
T. W. Amusement Co., 3104 Clarksville H'way
Triangle Music Co., 206 W. Magnolia

TEXAS

Corpus Christi
Southland Dist. Co., 1343 Staples
Dallas
A's Vending, 2910 Commerce
Southland Dist. Co., 1405 Turtle Creek Blvd.
Commercial Music Co., 1550 Edison St.
O'Connor Co. Inc., 9030 Directors Row
Southern Vending Co., 1405 Turtle Creek Blvd.
State Music Co., 3100 Main St.
El Paso
Sutherland Dist. Co., 3904 Pershing
Fort Worth
Fort Worth Amusement Co., 309 Ellison Bldg., 103 Main St.
Sun Refinishing Co., 201 E. Daggett
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Amusement Distributors, Inc., 1615 St. Emanuel St.
Central Sales, 91 Dennis
H. A. Franz & Co., 606 Dennis
Gulf Coast Distributing Co., 6205 Gulf Freeway, Houston, Texas
H & H Dist. Co., 3016 Polk St.
Southern Vending Company, 1 Main St., Room 376
Steele Dist. Co. Inc., 2617 Leeland
R. Warncke Co., 3445 Leeland Ave.
Bill Williams Distributing Co., 91 Dennis St.
Mineral Wells
Wallace Dist. Co., P.O. Box 75
Odessa
Sheffield Music Co., 1401 Maple St.
San Antonio
A's Vending, 913 S. St. Mary's
Gulf Coast Dist. Co., 75 El Paso
Sutherland Dist. Co., 226 So. Flores St.
Santone Sales Co., 121 Navarro St.
R. Warncke Co., 121 Navarro St.

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Dan Stewart Co., 140 E. Second South Ave.
Diamond Dist. Co., 375 South Second West
Interstate Dists. 917 So. State St.
R. F. Jones Co., 375 So. 2nd West
P. D. Struve, Struve Dist. Co., 276 West First St.
Thompson Dist. Co., 127 E. Second South

VIRGINIA

Bristol
Roanoke Vend. Exch. Inc., 63 Commonwealth Ave.
Norfolk
Diamond Coin Machine Exch. Inc., 609 Woodis Ave.
O'Connor Dist. Inc., 1611 Virginia Beach Blvd.
Southeastern Dist. Inc., 601 Woodis Ave. (P.O. Box 87)
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O'Connor Vending Machine Co., 624 Crawford St.
J. A. Woodard Co., 13 Oakcrest St.
Richmond
Allen Dist. Co., 3409 West Leigh St.
O'Connor Vending Machine Co., 2318 W. Main St.
Roanoke Vend. Exch. Inc., 4930 W. Broad St.

(Continued)

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Cruze Dist. Co. Inc., 1101 W. Wash-
ington St.
Roanoke Vending Ex. Inc., 625 Ohio
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Fairmont
Mid-State Dist., 1909 Locust Ave.
Martinsburg
Hutzler Vend. Mach. Co., 1301 Win-
chester Ave.
Oak Hill
Allied Sales, Inc., 928-930 Market St.
Tri-State Amusement, 149 18th St.,
Rear
Wallace & Wallace Music, Inc., 401
Jones Ave.
Wheeling
Allan Sales, Inc., 928-930 Market St.
Tri-State Amusement, 149 18th St.,
Rear
Wheeling Coin Machine Exch., 2829
Loff St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.
Green Bay
Bookmeier Sales Co., 148 No. Chestnut
St.
Feel Coin Mach. Exch., 245 Summit
St.
Forst Dist. Co., 201 So. B'way
H & L Sales Co., 1337 Velp Ave.
Union Sales Co., 409 N. Adams St.
Lake Geneva
H & M Sales Co., Box 414
Milwaukee
Badger Novelty Co. Inc., 3957 N. 35th
St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Blue-
mount Rd.
Mitchell Novelty Co., 3506 W. Na-
tional Ave.
Paper Dist. Co., 3601 W. Fond du lac.
Pioneer Sales & Service, 3110 W.
Fond du lac Ave.
Summerfield Inc., 2736 W. Tutonia
S. L. London Music Co. Inc., 3130 W.
Lisbon Ave.
United Inc., 1907 North 3rd St.
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Anthony Hirt, 2420 No. 8th St.

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Jos. Lipari Dist. Inc., 7111 St. Denis
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Vancouver
Western Atom. Vending Ltd. 499
Commercial Dr.
St. John's,
Newfoundland
Gus Winter Limited, Portugal Cove
Road
Gilchrist Vending Ltd.
Edmonton, Alberta
Montreal, Quebec
Vancouver, B.C.
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WASHINGTON

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Mercer
Michael J. Stanley Co., 7600 S.E. 24th
Ave. POB 177
Seattle
Acme Amusement Co., Inc., 211 Sec-
ond Ave.
American Shuf. Sales Co. of Seattle,
3144 Elliott Ave.
R. F. Jones Co., 309 9th Ave. North

Michael Dist. Co., 100 Elliott, W.
Music-Vend Dist. Co., 100 Elliott,
West.
Northwest Sales Co., 3150 Elliott Ave.
Puget Sound Novelty Co., 114 Elliott
Ave. W.
Western Dists., 3126 Elliott Ave.
Spokane
Western Dists. Inc., 1007 W. Wash. St.

**JOBBER AND
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LIST BEGINS
ON PAGE 57**

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COIN-MACHINE INDUSTRY

July 1966 June 1967
YEAR IN REVIEW



JULY

134 companies prepared for NAMA's 30th Annual Convention. ★ An anti-corrosion spray for vendors was developed by the Rocket Chemical Corp. ★ NAMA was given the Nolan Award for Public Health Service. ★ The Treasury Dept. resumed regular yearly dating, indicating the coin shortage was finally over. ★ New Jersey saw bootlegging of contraband cigarettes as a result of the cigarette tax. ★ Conn. and Jersey NAMA Councils elected officers and directors. ★ Empire's, Robbins proposed O. J. T. to relieve mechanic shortage. ★ N. Y. Supreme Court upheld Buffalo vending laws. ★ Louis

Nicastro was appointed Seeburg president. ★ H. Blotner was appointed chairman of the 30th NAMA Convention. ★ Hank Leyser accepted distributorship of Color-Sonics Audio-Visual for California. ★ Dynaball opened a Chicago branch. ★ H. La Foille passed away at age 54. ★ Tom Buckley wrote pin game article, "Mother is a Pinball Machine" for Esquire Mag. ★ Snodgrass and Montooth were appointed MOA district chairmen. ★ United Billiards added second plant in Newark. ★ Wagner Van Vlack was elected president of the Vendo Co.

AUGUST

Gov. Rockefeller killed New York State pingame license bill. ★ NAMA kicked off 30th Anniversary membership drive. ★ Robert Dunlap, Seeburg V. P., passed away in London at age 54. ★ Patterson International introduced "Emadis" postcard vendor. ★ Briton's House of Commons vetoed fruit machine licensing bill by a vote of 178-119. ★ Rock-Ola premiered Coronado and GP-160 compact phonos.

★ Rowe appointed Rowell distributors for Alabama. ★ Rock-Ola displayed vending products at Belgian coin show. ★ Midway appointed Art Rapacz treasurer. ★ Bally revealed "Campus Queen" pinball. ★ ChiCoin released "Kicker." ★ Electric stamp unit was released by Scribe. ★ Gottlieb released "Crosstown". ★ Fred Pliner appointed field/sales representative at Williams.

SEPTEMBER

Rowe released its Music Merchant phonograph. ★ Midway Mfg. introduced "Captain Kid" gun game. ★ United released "Aztec" big ball bowler. ★ House Judiciary Committee offered royalty proposal to the MOA. ★ Color-Sonics held national open house for model 2600 audio-visual unit. ★ Seeburg introduced "Stereo Showcase" phono graph. ★ Seeburg's sales skyrocketed by seven million. ★

George Arneson was elected to presidency of Vendo. ★ Williams released "Hot Line". ★ MOA's hospitalization plan was introduced. ★ Patterson International appointed Milne Denny as exec. VP and director. ★ Missouri Supreme Court cleared Vendo on trade secrets case. ★ House Judiciary Committee appointed general revision of copyright laws HR 4347.

OCTOBER

Bally introduced "Loop-the-Loop". ★ United revealed "Encore". ★ Bill Adair was elected president of Seeburg Sales Corp. ★ Model Vending changed name to "Changebank." ★ Coin Acceptors appointed D. D. Landahl head of advertising. ★ Chicago Dynamics appointed Ross Scheer Dir. of field/customer relations. ★ Acute shortage of 50¢ pieces was noted. ★ Seeburg named George Gilbert as international chief. ★ ChiCoin released "Super Scope" game. ★ Gottlieb announced "Subway" game. ★ Bill Adair promoted operators on two for a quarter play a good way to offset rising costs. ★ Kaye Co. announced

"Junior IV" table. ★ Fred Granger announced that the MOA convention was the best ever, 2500 delegates attended, with 311 new members signing up. ★ 1967 roster of MOA officials announced, James Tolisano, pres., John Wallace, chairman of the board, Bill Cannon, sec., Howard Ellis, treasurer, and John Trucano, sgt.-at-arms. ★ Jupiter Corp. launched French juke in USA. ★ 11,000 attended NAMA's 1966 Exposition. ★ Gottlieb released "Dancing Lady". ★ Color-Sonics announced "Combo 150". ★ Fun Cruise and "Bazaar" was released by Bally. ★ NCMOA president announced new officers and directors.

COIN-MACHINE INDUSTRY

July 1966 June 1967
YEAR IN REVIEW



NOVEMBER

NAMA review claimed 3.8 billion in goods sold thru vendors in 1965. ★ James McGuire was named NAMA president. ★ ICMOA elected new officers. ★ Sol Mollengarden was appointed regional supervisor for All-Tech. ★ Al Denver was re-elected

president of MONY. ★ Color-Sonics named H. Schwartz to top post. ★ Coffee vendor "Jet" was introduced by Seeburg. ★ John O'Hea was named V-P of Rudd-Melikian. ★ Annual amusement trade exhibition was held at the Alexandra Palace.

DECEMBER

Jack Gordon was elected Scorpitone president. ★ Williams released "Casanova". ★ Music operators of Virginia celebrated their 8th. year. ★ Coin snooker table was premiered by U. S. Billiards. ★ National Coin Carwash Council formed its executive committee. ★ Fire devastated the building housing J. F. Frantz Mfg. Co. ★ Singleton said no ATE will be held in 1967, will revert to old schedule. ★ Great Britain decided to switch to the decimal system in grading its coinage. ★ South Carolina's Supreme Court pool table decision was re-

vealed. ★ Bob Richards was elected chief of NCA. ★ ARA announced two new wall box Consolettes. ★ Fred Walters was named General Sales Mgr. for Philly American Shuffle-school in Houston. ★ E. H. Ide was appointed west coast sales representative of U. S. Billiards. ★ Wurlitzer held first American factory service school in Houston. ★ E. H. IDE was named V-P for Central Division of Interstate United. ★ Max Jaeger was appointed president of Automatique. ★ Rowe AMI's "PLAY-ME" promotion took root.

JANUARY

Bureau of the Census reported \$200 million worth of vending machines were shipped in 1965. ★ Chi-Coin released "Festival" 4-player game. ★ Nat Solow resigned as head of Eastern Music Systems. ★ Gottlieb opened the new year with "King of Diamonds" pin. ★ 1967 March of Dimes got underway for coinbiz. ★ Rowe released new coffee brewing vendor model 212. ★ Nathan Hockman was named Wurlitzer N. E. sales mgr. ★ Midway released "Fun Ball" baseball game. ★ The MOA legislative committee met to outline strategy for their fight against Section 116 in Wash., D. C. ★ Leo Pacanowski was appointed assistant credit head at Wurlitzer. ★ National Vendors created a new distributorship in Canada. ★ Chicago Coin unveiled its

"Park Lane" 6-player shuffle game. ★ Williams presented "Magic City" to the industry. ★ Jack Rose staged AECOM show. ★ Seeburg revealed their sales were up \$11 million. ★ Long time coin machine associate Barney Ross, died of cancer at his Lake Shore Dr. home. ★ Frank Finneran was appointed V-P Vending Div. of Seeburg Corp. ★ Bert Jacob was appointed sales representative of Canada for Wurlitzer. ★ The Commerce and Industry Asso. of N. Y. offered a new management service to trade asso. ★ McCormick Place was destroyed by fire. ★ N. J. Vending Operators won a 6-month tax stay. ★ Rock-Ola presented their 100 selection, "Concerto" phono. ★ Williams released "Artic Gun" game. ★ Teddy Blatt was named UJA honor guest.

FEBRUARY

Losses suffered by vending operators thru theft of cash and products, totaled \$241,610 during previous 12 month period, according to a national survey released. ★ Colorado vending operators organized NAMA state council. ★ The NAECOME trade exhibition was held in London. ★ R. H. Belam was named export sales agent for U. S. Coin-a-Copy photocopy machine. ★ David Smith, president of NCCOA called for combined effort to help North Carolina Operators. ★ Bally unveiled "Capersville" pin. ★ MOA announced a new program of greater cooperation and membership in the asso. for onestops. ★ Phonographs mfgs. mailed operator's questionnaire for economic survey by Price

Waterhouse. ★ AMF created a new vending div. offering three new water filters for vending machines. ★ N. Y. State Supreme Court heard the sales tax case between Bathrick and the State Attorney's office. ★ Canteen Corp. reported first quarter earnings up \$8 million. ★ NAMA reported its membership up 23% since 1964. ★ Color-Sonics signed contract for exclusive American rights to NSM's juke box record mechanism. ★ Chicago Coin released "Beatniks" 2-player. ★ Gene Daddis resigned his post at American Shuffle and took up a similar position with United Billiards. ★ Williams released "Magic Town".

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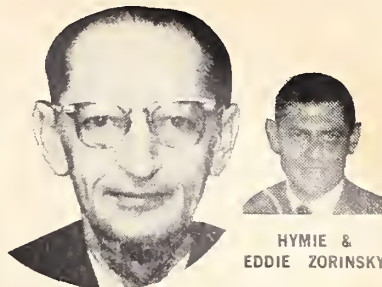
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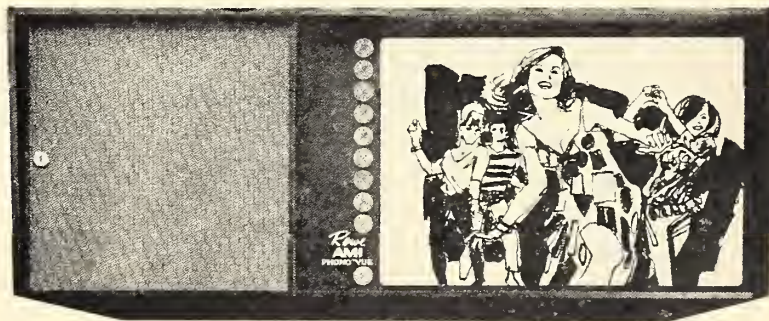
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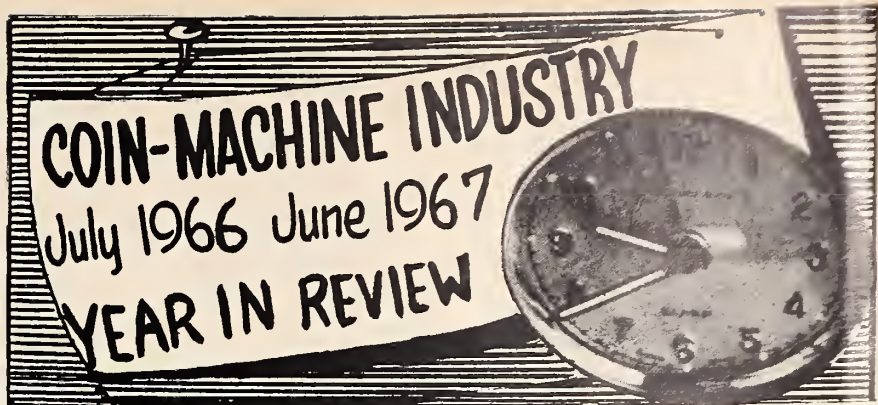
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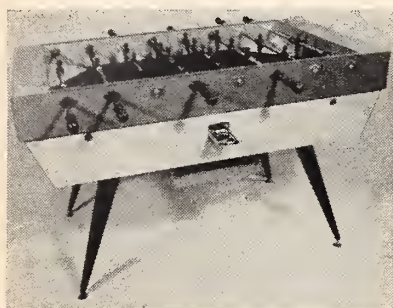
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MARCH

Chi-Coin introduced "Vegas" bowling game. ★ Taran Enterprises signed an exclusive contract for Jupiter Juke distribution. ★ PhonoVue production got in full swing as AMI geared for heavy operator demand. ★ Bally returned to the vending business, with Dave Howle in the drivers seat. ★ NAMA released its annual vending income survey. ★ MOA board met in Washington for the Jukebox Royalty Bill. ★ Ewald Fischer presented a new administration and service building to the Boy Scouts of America. ★ Williams introduced "Altair" 6-player shuffle game. ★ John "Tac" Elms celebrated his 35th year

in the coin machine business. ★ Illinois State Legislators began pressing for passage of a bill that would ban all pin ball machines. ★ Appellate Div. of the N. Y. State Supreme Court overturned a decision of the State Supreme Court, and ruled jukebox receipts not taxable under Article 28 of the state sales tax law. ★ MOA testified before the Senate. ★ Small Business Administration published vending manual, describing how to start and manage a small vending firm. ★ Robert Nims testified for NSBA at the Senate Copyright Hearings.

APRIL

Chicago Coin released "Bullseye" 2-player baseball game. ★ Williams introduced "Shangri-La" to the industry. ★ Fred Granger announced the show committee rosters for 1967 MOA convention. ★ NAMA dispensed 103,000 "Alert" decals for cigarette machines. ★ Midway introduced new "Cobra" shuffle game. ★ The Ill. Senate Legislative Committee passed out Bill S376, tailored to outlaw all pingames as gambling devices. ★ Chicago Coin named Empire Dist. Co. as Ill. distributor. ★ The House Rules Committee met to consider debate on HR 2512, which included Section 116. ★ The House Rules Committee adapted the revised Section 116 by a voice vote. They then voted on the entire bill, passing it by a vote of 379 to 29. ★ United Billiards added model 55, rebound pool table, to their line of coin operated pool tables. ★ Rock-Ola introduced three new cold can vendors to the trade. ★ ICMOA retained prominent law firm to meet

anti-pinball bill. ★ Chicago truck transportation was crippled when a strike-lockout occurred in the windy City. ★ Coffee-Mat Corp. made application for listing its common shares on the American Stock Exchange. ★ MOA membership drive reached 250. ★ Mondial revealed plans to market shoeshine machine. ★ AMF entered coin machine game field with "American Speedway." ★ United Billiards celebrated its first anniversary as a coin operated pool table mfg. ★ Fischer displayed new "Empress" pool table. ★ America's new "Shuffle 88" was bowed at MOA convention. ★ NAMA issued booklet on labor negotiations. ★ Rudd-Melikian opened a warehouse in Atlanta. ★ "Big Strike" was released by Williams. ★ "Imperial" was introduced by ChiCoin. ★ Wurlitzer Co. introduced the "Americana" phonograph series. ★ Walter Kovalik was appointed head of Seeburg's Chicago Div.

MAY

Attorneys, King-Winning-Burditt presented substitute pin bill to the Illinois House. ★ Scorpitone Corp. became Theatre 16 Int'l. ★ Illinois Vending Council re-elected Matthew Cockrell as president. ★ Attorney Nick Allen presented MOA's opposition to Section 117 to the Senate Judiciary Committee. ★ The Stroud Jordan Award was presented to Jay Musser. ★ Chicago Coin presented "Wild West" gun game. ★ Willie

Mosconi joined the Dynaball staff. ★ The second Illinois pin game hearing was set for May 17th. ★ Substitute section in HB2410 to allow flippers, was announced. ★ Bally began construction of a new engineering addition. ★ President Johnson named a panel to study silver pricing and coinage. ★ Valco bought out Seeburg's Kay Div. ★ NCAWA-NCCC merged to form a stronger organization.

JUNE

Kaye named Bally Dist. Nevada distributors of their pool tables. ★ Millie McCarthy entered Horton Memorial Hospital. ★ Radio station WINS issued an editorial on "cigarette smuggling." ★ Midway released "Space Gun." ★ N.Y. Attorney General Appeal Application was denied by the Appellate. ★ Gottlieb unveiled "Hi-Score" 4-player. ★ Texas Senate allows tavern curfew extension. ★ Seeburg selected a new Canadian distrib. for their machines. ★

Rock-Ola appoints Advance Auto. exclusive distrib. for music and vending in Southern Calif. ★ Rowe named Peach State as distributors in North Carolina. ★ D. O. Thoms was elected president of MAMA. ★ Alabama operators form organization and joins NAMA. ★ Cigarettes prices rise. ★ U.S. silver prices faced a threat. ★ Bally introduced "Rocket 111" to the trade. ★ New York UJA victory dinner held at NY Statler Hilton. ★ New York UJA fund amounts to \$46,850.

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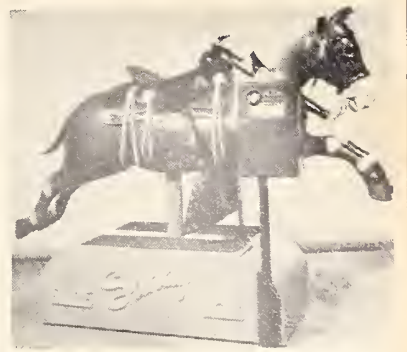
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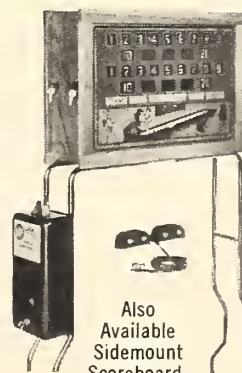
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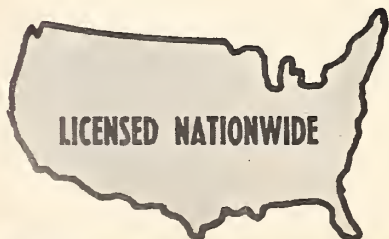
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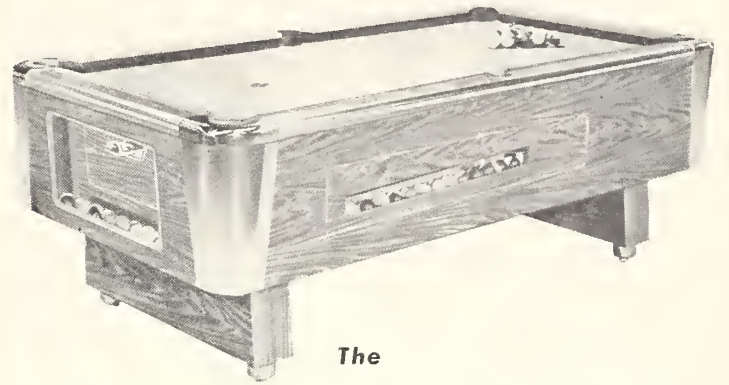
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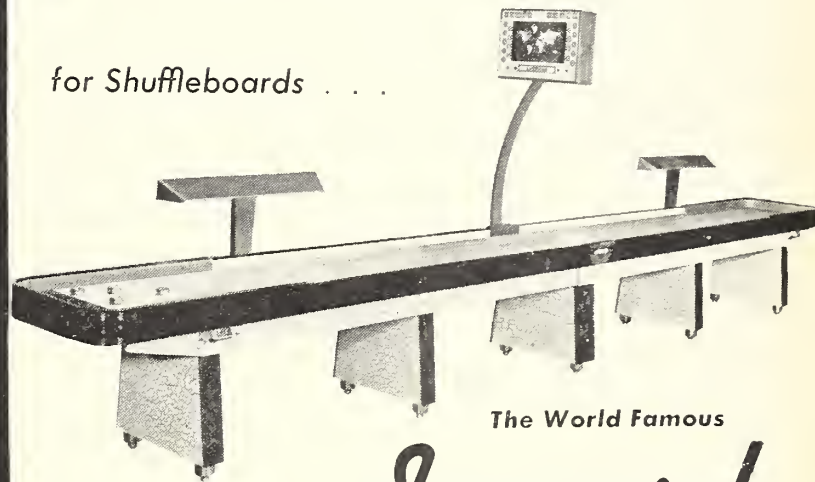
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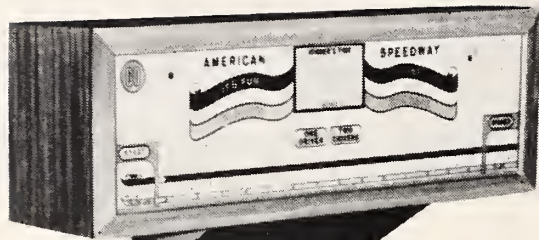
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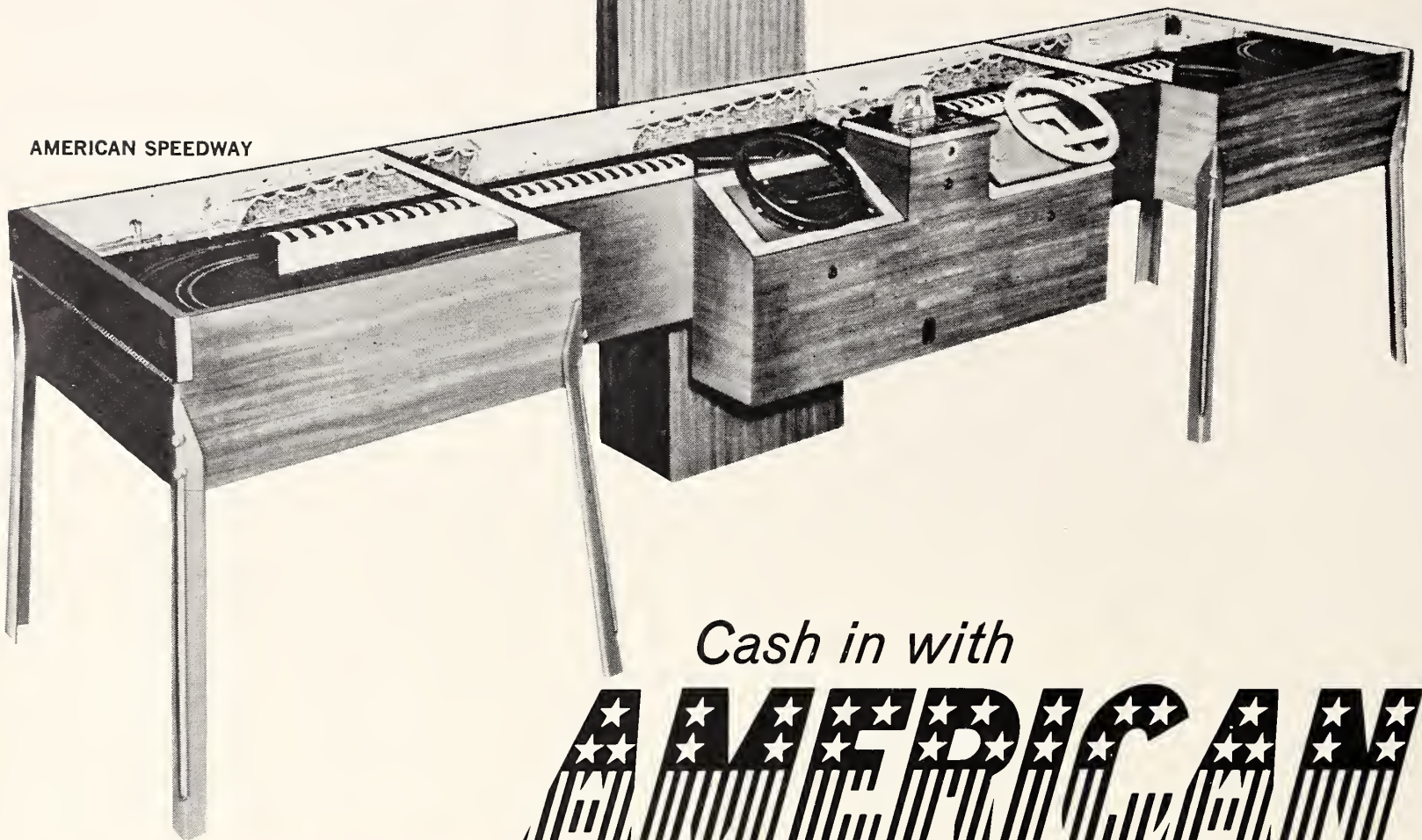
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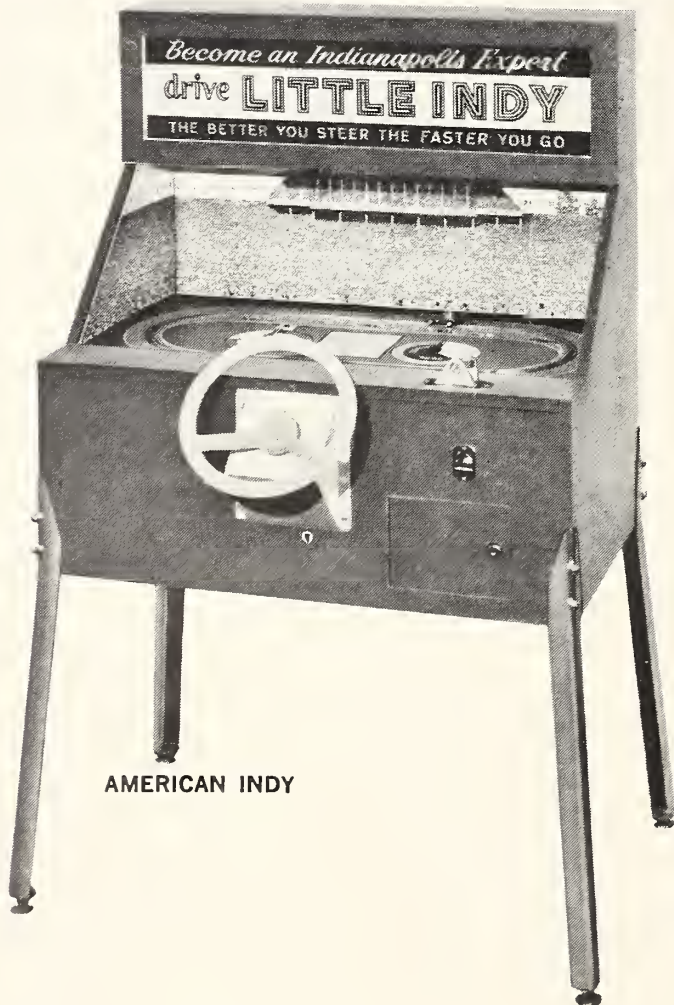
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