

Home Entertainment Sales At \$4 Billion Peak •••

Command Makes Room For Sound Of Rock • Back

On Disk Scene:

Bob Dylan •••

Guitar Art-

istry Of Les Paul Teams With Phase 4 Label •

Set 1st Latin Festival Of Song ••• Name 24

Songs For San Remo Stage •• Welcome '68!

January 6, 1968

# Cash Box



JOE TEX: HIS SINGLES HIT STREAK HITS 18

Int'l Section Begins Pg. 37



*The first  
BIG single of '68  
is getting the  
BIG play!*



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2-1583

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## Some Great Buys

The sound of music and the shape and form of pre-recorded music are only part of the trends and evolutions that take place in the recording industry. Perhaps the slower (and less colorful) process of physical or administrative changes within the business carry even more significant weight. Consider the statements made by a number of leading music men, who, give or take a few variations, have predicted that 1968 will continue to witness a great consolidation of the business in the hands of the corporate few. And by business they (and we) mean the trio of vital industry functions: record manufacturing, music publishing and record wholesaling.

The prognosticators, of course, are not crystal-balling 1968, et al, without precedent. And 1967 was precedent gone rampant. Industry dealings of note included the Warner Bros-Seven Arts purchase of Atlantic Records (WB itself was acquired by Seven Arts in 1967), MCA's purchase of Kapp Records; ABC Records' continuing move into the disk wholesaling picture with its acquisitions of Consolidated Distributing and the John Billinis Co.; 20th Century Fox' purchase of Bregman, Vocco & Conn.; Transcontinental Investing's purchase of Tip Top Record Service and Recordwagon, two wholesaling factors, thus adding a new name to record business acquisitions. As the reader should note,

these deals cover a variety of levels: inter-industry, intra-industry and both horizontal and vertical relationships.

Other U.S. corporate giants like Gulf & Western (Dot Records) and Transamerica (United Artists) have also figured in recent deals involving the record business, all of which also lend credence to the music men who predict that a major share of industry activity will flow through the corporate structures of no more than a dozen or so firms in about two years' time. Creatively, too, the Era of the Merger is well underway, with leading indie producers easing into exclusive relationships with large record companies.

Since it is safe to assume that most companies "have their price," then 1968 should realize a new, if not surprising crop of financial arrangements that spell absorption of music firms by larger entities. Besides, these mergers echo the goings-on in numerous phases of the U.S. economic scene.

So far along this road, the parent companies have opened their coffers for the further expansion of their new affiliates. This, of course, is the heart of the matter. When acquisition, merger or buy-out mean new horizons and greater profits for the record industry, the business is on the right road.



# Cash Box TOP 100

12/30		12/23	
1	<b>HELLO GOODBYE</b> Beatles-Capitol 2056		
2	<b>DAYDREAM BELIEVER</b> Monkees-Columbia 1012	2	1
3	<b>I HEARD IT THRU THE GRAPEVINE</b> Glodys Knight & The Pips-Soul 35039	3	4
4	<b>WOMAN, WOMAN</b> Union Gap-Columbia 44297	4	7
5	<b>CHAIN OF FOOLS</b> Aretha Franklin-Atlantic 2164	5	6
6	<b>BEND ME, SHAPE ME</b> American Breed-Atco 811	7	9
7	<b>I SECOND THAT EMOTION</b> Smokey Robinson & Miracles-Tomlo 54159	6	3
8	<b>JUDY IN DISGUISE</b> John Fred & Playboy Bond-Poulo 282	8	17
9	<b>SKINNY LEGS AND ALL</b> Joe Tex-Dial 4063	11	11
10	<b>BOOGALOO DOWN BROADWAY</b> Fontastic Johnny C-Phil-L.A. of Soul 305	9	10
11	<b>MONTEREY</b> Eric Burdon & The Animals-MGM 13868	25	47
12	<b>HONEY CHILE</b> Mortho Reeves & Vondellos-Gordy 7067	18	18
13	<b>GREEN TAMBOURINE</b> Lemon Pipers-Buddoh 23	26	62
14	<b>SUMMER RAIN</b> Johnny Rivers-Imperial 66267	17	16
15	<b>IT'S WONDERFUL</b> Young Rascals-Atlantic 2463	16	20
16	<b>SHE'S MY GIRL</b> Turtles-White Whale 260	15	15
17	<b>A DIFFERENT DRUM</b> Stone Poneys-Capitol 2004	20	21
18	<b>NEXT PLANE TO LONDON</b> Rose Gordon-Atco 6510	21	23
19	<b>IF I COULD BUILD MY WORLD AROUND YOU</b> Morvin Goye & Tommi Terrell-Tomla 54161	22	26
20	<b>SUSAN</b> Buckinghams-Columbia 44378	23	34
21	<b>YOU BETTER SIT DOWN KIDS</b> Cher-Imperial 66261	12	8
22	<b>WHO WILL ANSWER?</b> Ed Ames-RCA 9400	33	54
23	<b>SHE'S A RAINBOW</b> The Rolling Stones-London 906	51	—
24	<b>DARLIN'</b> Beach Boys-Capitol 2068	52	80
25	<b>LOVE ME TWO TIMES</b> Doors-Elektra 45624	27	30
26	<b>WEAR YOUR LOVE LIKE HEAVEN</b> Donovan-Epic 10253	29	32
27	<b>AM I THAT EASY TO FORGET</b> Engelbert Humperdinck-Porrot 40023	36	63
28	<b>THE OTHER MAN'S GRASS IS ALWAYS GREENER</b> Petulo Clark-Worner Bros. 7097	31	33
29	<b>AND GET AWAY</b> Esquires-8unkey 7752	30	31
30	<b>COME SEE ABOUT ME</b> Jr. Walker & The All Stars-Soul 35041	40	55
31	<b>MY BABY MUST BE A MAGICIAN</b> Morvette-Tomlo 54158	41	65
32	<b>I CAN'T STAND MYSELF (WHEN YOU TOUCH ME)</b> James Brown-King 6144	39	45
33	<b>GOIN' OUT OF MY HEAD/CAN'T TAKE MY EYES OFF YOU</b> Lettermen-Capitol 2054	43	53
34	<b>THE RAIN, THE PARK, AND OTHER THINGS</b> Cowsills-MGM 13810	13	5
35	<b>IN AND OUT OF LOVE</b> Diono Ross & Supremes-Motown 1116	14	12
36	<b>DANCING BEAR</b> Momos & Popos-Dunhill 4113	38	41
37	<b>WATCH HER RIDE</b> Jefferson Airplane-RCA Victor 9389	37	42
38	<b>BEST OF BOTH WORLDS</b> Lulu-Epic 10260	42	49
39	<b>TO GIVE THE REASON I LIVE</b> Frankie Volli-Philips 40510	55	85
40	<b>I'M IN LOVE</b> Wilson Pickett-Atlantic 2448	49	56
41	<b>MASSACHUSETTS</b> Bee Gees-Atco 6532	19	14
42	<b>TELL MAMA</b> Etta James-Cadet 5578	53	58
43	<b>I SAY A LITTLE PRAYER</b> Dionne Warwick-Scepter 12203	28	22
44	<b>ITCHYCOO PARK</b> Small Faces-Immediate 501	54	81
45	<b>EVERYBODY KNOWS</b> Dove Clark-Five-Epic 10265	47	52
46	<b>LOVE POWER</b> Sondpebbles-Collo 141	56	66
47	<b>BABY, NOW THAT I'VE FOUND YOU</b> Foundations-Uni 55038	67	79
48	<b>EXPLOSION IN MY SOUL</b> Soul Survivors-Crimson 1012	57	74
49	<b>TOMORROW</b> Strawberry Alarm Clock-Uni 55046	71	—
50	<b>NOBODY BUT ME</b> Humon Beinz-Capitol 5990	62	72
51	<b>THE LESSON</b> Vikki Carr-Liberty 56012	63	78
52	<b>INCENSE &amp; PEPPERMINTS</b> Strawberry Alarm Clock-Uni 55018	24	19
53	<b>TWO LITTLE KIDS</b> Peaches & Herb-Dote 1586	65	75
54	<b>DEAR ELOISE</b> Hollies-Epic 10251	60	64
55	<b>BABY YOU GOT IT</b> Brenton Wood-Double Shot 121	58	60
56	<b>NEON RAINBOW</b> Box Tops-Melo 580	44	28
57	<b>BACK UP TRAIN</b> Al Green-Hot Line 15000	61	67
58	<b>I'LL BE SWEETER TOMORROW</b> O'Joys-Bell 691	48	51
59	<b>KEEP THE BALL ROLLING</b> Joy & The Techniques-Smash 2124	34	25
60	<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell-Capitol 2015	45	29
61	<b>JUST AS MUCH AS EVER</b> Bobby Vinton-Epic 10266	79	—
62	<b>IN ANOTHER LAND</b> Billy Wyman-London 907	64	68
63	<b>LOST</b> Jerry Butler-Mercury 72764	73	83
64	<b>DANCIN' OUT MY HEART</b> Ronnie Dove-Diamond 233	66	71
65	<b>I WONDER WHAT SHE'S DOING TONIGHT</b> Tommy Boyce & Bobby Holt A&M 893	83	100
	<b>SKIP A ROPE</b> Henson Corgill-Monument 1041	76	87
	<b>IN MY MISTY MOONLIGHT</b> Deon Martin-Reprise 0640	70	77
	<b>GOOD COMBINATION</b> Sonny & Cher-Atco 6541	72	76
	<b>STORYBOOK CHILDREN</b> Billy Vero & Judy Cloy-Atlantic 2445	85	86
	<b>SPOOKY</b> Classics IV-Imperial 66259	80	92
	<b>WE'RE A WINNER</b> Impressions-ABC 11022	81	94
	<b>COVER ME</b> Percy Sledge-Atlantic 2453	75	70
	<b>I'M COMING HOME</b> Tom Jones-Porrot 40024	87	—
	<b>PICK UP THE PIECES</b> Carlo Thomas-Stox 239	82	89
	<b>OH HOW IT HURTS</b> Barbara Mason-Arctic 137	86	—
	<b>I AM THE WALRUS</b> Beatles-Capitol 2065	46	48
	<b>I WISH IT WOULD RAIN</b> The Temptations-Gordy 7068	—	—
	<b>YOU</b> Morvin Goy-Tomlo 54160	—	—
	<b>MONEY</b> Lovin' Spoonful-Komo Sutra 241	—	—
	<b>NEW ORLEANS</b> Neil Diamond-Bong 554	—	—
	<b>A VOICE IN THE CHOIR</b> Al Martino-Capitol 2053	84	84
	<b>SOCKIN' 1-2-3-4</b> John Roberts-Duke 425	90	91
	<b>FOXLEY LADY</b> Jimi Hendrix-Reprise 0641	91	—
	<b>LOVE IS BLUE (L'AMOUR EST BLEU)</b> Paul Mauriat-Philips 40495	92	—
	<b>SOME VELVET MORNING</b> Nancy Sinatra & Lee Hazlewood-Reprise 0651	—	—
	<b>LITTLE RAIN MUST FALL</b> Epic Splendor-Hot Biscuit 1450	88	90
	<b>CARMEN</b> Herb Alpert & Tijuano Bross-A&M 890	—	—
	<b>UNITED PART I</b> Music Makers-Gamble 210	96	97
	<b>BOTTLE OF WINE</b> Fire Balls-Atco 6491	—	—
	<b>MOCKINGBIRD</b> Aretha Franklin-Columbia 44381	94	—
	<b>ZABADAK</b> Dove Dee, Dozy, Beaky, Mick & Tich-Imperial 6627	98	—
	<b>COUNT THE DAYS</b> Inez & Charlie Foxx-Dynomo 112	—	—
	<b>UP TIGHT GOOD MAN</b> Louro Lee-Chess 2030	97	—
	<b>TO EACH HIS OWN</b> Frankie Lane-ABC 11032	—	—
	<b>I CALL IT LOVE</b> The Monhottons-Cornival 533	—	—
	<b>SOMETHING'S MISSING</b> 5 Stoirsteps-Buddoh 20	95	95
	<b>UP, UP &amp; AWAY</b> Hugh Mosokelo-Uni 55037	—	—
	<b>WINDY</b> Wes Montgomery-A&M 883	93	—
	<b>SUNSHINE OF MY LOVE</b> The Cream-Atco 6544	—	—
	<b>A WORKING MAN'S PRAYER</b> Arthur Prysock-Verve 10574	—	—

### ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Different Drum (Screen Gems, Columbia, BMI)	17	Explosion in My Soul (Double Diamond, BMI)	48	Incense & Peppermints (Calridge, ASCAP)	52	Sockin' 1-2-3-4 (Don, BMI)	82
A Little Rain Must Fall (Chardon, BMI)	86	Foxy Lady (Sea Lark, BMI)	83	It's Wonderful (Shacas, BMI)	15	Some Velvet Morning (Lee Hazlewood, ASCAP)	85
A Voice in the Choir (Case, ASCAP)	81	Goin' Out of My Head (Saturday, Seasons Four, Vogue, BMI)	33	Judy in Disguise (Su Ma, BMI)	8	Something's Missing (Kama Sutra, BMI)	96
A Working Man's Prayer (Flomar, Sark, BMI)	100	Good Combination (Tripartite, Pam-Bar, D&K, BMI)	68	Just A Much A Ever (Roosevelt, BMI)	61	Storybook Children (Blackwood, BMI)	69
Am I That Easy To Forget (4 Star, BMI)	27	Green Tabbouline (Kama-Sutra, BMI)	13	Keep the Ball Rollin' (Screen Gems, BMI)	59	Spooky (Bill Lowery, BMI)	70
And Get Away (Hi-Mi, Flomar, BMI)	29	Hello, Goodbye (Maclean, BMI)	1	Lost (Double Diamond, Downstairs, Parabat, BMI)	63	Summer Rain (Johnny Rivers, BMI)	14
Baby Now That I've Found You (January, BMI)	47	Honey Chile (Jobete, BMI)	12	Love Is Blue (Croma, ASCAP)	84	Sunshine of Your Love (Dratleaf, BMI)	99
Baby You Got It (Big Shot, BMI)	55	I Call It Love (Sanavan, BMI)	95	Love Me Two Times (Wippen, BMI)	25	Susan (Bag-O-Tunes, Diogens, BMI)	20
Back Up Train (Tosted, BMI)	57	I Can't Stand Myself (Taccosa, Soil, BMI)	32	Love Power (Unbelievable, BMI)	40	The Rain, The Park, and Other Things	
Bend Me, Shape Me (Heloise, BMI)	6	If I Could Build My Whole World Around You (Jobete, BMI)	19	Massachusetts (Nemperor, BMI)	41	Akbestal & Luvlin, BMI)	34
Best of Both Worlds (Dick James, BMI)	38	I Heard It Thru the Grapevine (Jobete, BMI)	3	Mocking Bird (Saturn, BMI)	90	The Lesson (Alta, ASCAP)	51
Boogaloo Down Broadway (Dandelion, BMI)	10	I Am the Walrus (Comet, ASCAP)	76	Money (Faithful Virtue, BMI)	79	Tell Mama (Flame, BMI)	42
Bottle of Wine (Deep Fork, ASCAP)	89	I'm In Love (Pronto, Tracebob, BMI)	40	Monterey (Slamina, Sea Lark, BMI)	11	To Each His Own (Paramount, ASCAP)	94
By the Time I Get to Phoenix (Johnny Rivers, BMI)	60	In Another Land (Gideon, BMI)	62	My Baby Must Be a Magician (Jobete, BMI)	31	To Give (Saturday, Seasons Four, BMI)	39
Carmen (Irving, BMI)	87	I Say a Little Prayer (Blue Seas, ASCAP)	43	Neon Rainbow (Earl Barton, BMI)	56	Tomorrow (Alarm Clock, ASCAP)	49
Chain of Fools (14th Hour, Pronto, BMI)	5	I Second That Emotion (Jobete, BMI)	7	New Orleans (Rockmasters, BMI)	80	Two Little Kids (Jalynne, BMI)	53
Come See About Me (Jobete, BMI)	30	I Wish It Would Rain (Jobete, BMI)	77	Nobody But Me (Weman, BMI)	50	United Part I (Razor Sharp, Blockbuster, BMI)	88
Count the Days (Catalogue, BMI)	92	I Wonder What She's Doing Tonight (Screen Gems/Columbia, BMI)	65	Oh How It Hurts (Blockbuster, BMI)	75	Up Tight Good Man (Fame, BMI)	93
Cover Me (Pronto, BMI)	72	Itchycoo Park (Nice Songs, BMI)	44	Other Man's Grass Is Always Greener (Nothorn, ASCAP)	28	Up, Up & Away (Johnny Rivers, BMI)	97
Dancing Bear (Wingate, ASCAP)	36	I'll Be Sweeter Tomorrow (Zira, Flotca, BMI, Mia, ASCAP)	58	Pick Up the Pieces (East, Groovesville, BMI)	74	Watch Her Ride (Jefferson Airplane, BMI)	37
Dancing Out My Heart (Richard Irwin, ASCAP)	64	I'm Coming Home (E. H. Morris, ASCAP)	73	She's a Rainbow (Gideon, BMI)	23	Wear Your Love Like Heaven (Peer Int'l., BMI)	26
Darlin' (Sea of Tunes, BMI)	24	In and Out of Love (Jobete, BMI)	35	She's My Girl (Chardon, BMI)	16	We're a Winner (Chi Sound, BMI)	71
Daydream Believer (Screen Gems, BMI)	2	In the Misty Moonlight (4 Star, BMI)	67	Skinny Legs And All (Tree, BMI)	9	Who Will Answer (Sunbury, ASCAP)	22
Dear Eloise (Maribus, BMI)	54			Skip a Rope (Tree, BMI)	66	Windy (Irving, BMI)	98
Everybody Knows (Francis, Day, Hunter, ASCAP)	45					Woman Woman (Glaser, BMI)	4



# WE CAN FLY

K-13886

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(K-878)

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## Command Completes Sound Cycle W/1st Rock Group: Crome Syrcus

NEW YORK—Command Records is going rock, the first venture into contemporary pop music for the label that established a strong "sound" reputation with "good-music" product.

Marking the ABC Records affiliate's debut in this area is the Crome Syrcus, a quintet from Seattle. Interestingly, all members of the group were college music majors. Indicative of their technical training is their contribution of a ballet score for a Robert Joffrey ballet, "Astarte," presented at the City Center in New York and set for a return there in Feb. The team also performed the work. They were also commissioned to write and perform another Joffrey work, "Opus 65," which played in Seattle.

Parts of the "Astarte" music, including the group's first single, "Take it Like a Man," is included in their first album, "The Love Cycle," which the label will release along with eight other albums at its round of regional meets this month.

Loren Becker, who directs operations at Command, feels that a rock sound is not inconsistent with the traditional music format of the label; he recognizes today's contemporary

pop sound as a new art form and believes its sound is well suited to Command's emphasis on high quality sound engineering. While he expects to "surprise" the regular Command buyer, he cites examples of consumers who have made most, if not all of Command's 100 or so albums as part of their disk libraries.

The title of the album, "The Love Cycle," is symbolic, Becker notes, of the label's completing the cycle of musical sounds: pop, classical and now rock.

The Crome Syrcus is composed of Rod Pilloud, drums; Lee Graham, bass & vocal; John Gaborit, lead guitar; and Dick Powell, mouth harp, keyboards and vocal.

The single will be released early this week. Promotion will center around Top 40 outlets.

### First New Dylan LP In 1½ Years On The Way

NEW YORK — Bob Dylan's first new album in a year and a half is set for release by Columbia Records this week. Dylan, the pride of the folk-rock generation, cut the LP in Nashville under Bob Johnson's direction. The LP features all new material by the performer-writer. Cover-art sports three Indians with Dylan in the middle.

The new LP is on the heels of Dylan's recovery from a motorcycle accident late in 1966. In March of 1967, Columbia issued a "Greatest Hits of Bob Dylan" album. The label marketed "Blonde On Blonde," Dylan's last non-reissue collection, back in May of 1966

### Les Paul Returns To Disks Via Phase 4

NEW YORK—Les Paul is returning to the disk scene as a performer on London Records "sound" line, Phase 4.

With no label affiliation since he recorded an LP for Columbia about four years ago, the guitarist has cut an LP called "Les Paul Now," which the label will release at its sales convention next week at the Concord Hotel in upper New York State.

Paul recorded the album himself at his own studios located in his home in Mahwah, New Jersey, employing up to 36-tracks in over-dubbing techniques. Previously, he made use of no more than 24-tracks.

The album includes many tunes associated with Paul when he recorded a series of hit sides with Mary Ford for Capitol Records. These include "How High the Moon," "Lover" and "Caravan." Two other selections, "Los Angeles" and "The System," indicate Paul's activities of late, that of producing jingles. "System" is to be a commercial for Whitehall's 3-in-1 shampoo, while "Los Angeles" is to appear as a jingle for Anacin. Cuts yet to be determined will be released as a single, marking one of the rare times that Phase 4 has gone into this area.

#### New Gibson Ties

Paul's new disk career comes at a time when the guitar is at the height of popularity among professional and amateur musicians. More than 22 million amateur musicians perform the instrument, second only to the piano. The Les Paul guitar as marketed by the Gibson people was discontinued four years ago, but is returning, through the same company, with a new line of models, including amplifiers.

London expects big international interest in the Paul album, since the sound of Les Paul is well-remembered in many markets.

## Home Entertainment Sales Hit \$4 Billion Peak During 1967

WASHINGTON—Factory sales of consumer electronic products will attain a record \$5 billion in 1967, predicts the Electronics Industry Association. This compares with \$4.7 billion in 1966 and less than \$1.5 billion just a decade ago in 1957.

The major products of the industry—television, radios, phonographs and tape recorders and players—will account for \$4 billion, with electronic kits, electronic musical instruments, hearing aids and other consumer electronic items contributing the remainder of the total.

It is estimated that 65 million units of the four major product categories were purchased in 1967 compared with 22 million units in 1957. These items range from inexpensive transistor radios to color television home entertainment centers and are priced from about \$5 to around \$2,000.

"This mass market phenomenon has been brought about largely by the rapid advance of technology coupled with an almost equally rapid decline in average price for the consumer," the EIA said. "Technology, via miniaturization, has moreover so contributed to portability that television, radio and magnetic tape recorders and players can no longer be adequately classified as 'home entertainment' products. Accompanying the consumer in his car, on the beach, in the street, wherever he goes, these products can now be better described as 'personal.'"

#### Portability The Thing

The significance of the "portability" feature of consumer electronic products comes out in the following statistics. Thirty-five per cent of television receivers are now in the portable category. Radios (excluding auto radios) were classified as 35 per cent portable in 1957; over 70 per cent are portable according to 1967 figures. Phonograph portability has grown to 73 per cent of 1967 sales, compared with 66 per cent in 1957. And magne-

### Cameo Says It's Talking With Chappell On Deal

NEW YORK — Cameo-Parkway Records is negotiating for the purchase of Chappell Music, but no deal was set by presstime. This is the essence of a statement made by the company to the American Stock Exchange regarding the possibility of such a deal. The statement acknowledged that the label was engaged in negotiating with Chappell, but could not give assurances that anything would come of it. The label also said that it had no agreements with the Beatles or that any negotiations were taking place. Latter refers to rumors of a business relationship between the Beatles and Allen Klein, major shareholder in Cameo-Parkway.

The acquisition of Chappell by Cameo-Parkway is said to involve a cash payment of \$60 million. Chappell, of course, would run high in a buy-out, since it holds, through its various ties, the bulk of copyrights by such giants as Richard Rodgers, Leonard Bernstein, Cole Porter, Jerome Kern and many others.

### Frio To Head Sales At Uni

HOLLYWOOD—Rick Frio will take over the sales division of Uni Records, Cash Box has been informed. Frio, former sales head of Imperial Records, has most recently been associated with Philco-Ford's Hip Pocket Records as a regional sales chief. At Uni, he replaces Gene Block, who has left to join Muntz Stereo Pak (see separate story on page 24).

**1st Latin Fest  
Of Song  
List San Remo Songs  
See  
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tic tape equipment, a fledgling in 1957, can now be considered as 75 per cent portable.

#### 1966 Record Years

1966 was an all-time record year for the four major consumer electronic product categories, both in units sold and in dollar volume. In 1967, while some product lines such as black-and-white television and console stereo phonographs will not top last year's figures, industry dollar volume, spurred by record sales of color television receivers and FM radios, will reach new highs.

#### Radio's Rebirth

The total U.S. home radio market in 1947 (boosted by pent-up post-war demand) was 16.5 million units. In 1954, as television entered a strong sales period, radio sales dropped to 6.7 million units. The reports of radio's demise were, however, much exaggerated, as total U.S. market figures for 1966 indicate: Home radios at 37.8 million units, for a total adding auto radios, of 47 million units. The 1967 sales performance will be slightly below but very near this all-time record.

Price and technological advances are credited for radio's rebound. The transistor freed radio from confinement to the home and drastic price slashes made it the least expensive mass means of communication. Today's \$5 to \$10 shirt pocket transistor retailed for an estimated \$30 in 1960.

#### FM & Phono Gains

Within the world of radio the most significant development has been the growth of FM. FM radios accounted for only two per cent of radio sales 10 years ago and 11 per cent five years ago; they will command 40 per cent of radio sales in 1967. FM in car radios will, by estimate, attain 10 per cent this year. The number of FM broadcasting stations has kept pace with this growth, increasing from 530 stations in 1957 to about 1700 this year.

Over 270 million radios are now  
(Continued on Page 24)

### Paul Whiteman Dies

NEW YORK—Paul Whiteman, billed as the 'King of Jazz' during his heyday as an orchestra leader in the 20's, died last Friday (29) of a heart attack at the age of 76. Whiteman, who introduced George Gershwin's "Rhapsody in Blue" in 1924, an event giving concert-hall respect for the then contemporary sound, had as sidemen such stars as Bix Beiderbecke, Eddie Lang, Joe Venuti, Tommy & Jimmy Dorsey, among others. He recorded for RCA Victor for many years. In the 50's, he did a deluxe sound bio LP for Enoch Light's Grand Award label.

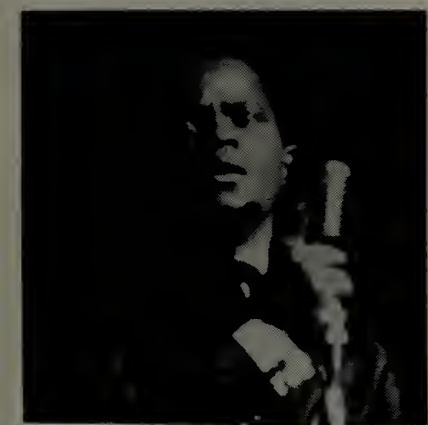
### 1st Five Singles Remain The Same On The Top 100

NEW YORK—A rare log-jam keeps the first five records on the Top 100 singles chart in the same spot for the second week. The disks are sales giants, with two already certified as million-sellers by the RIAA, one a million plus seller as reported by the label, two on the brink of a million in sales.

The first two disks, "Hello Goodbye" by the Beatles (Capitol) and "Day-dream Believer" by the Monkees (Colgems), respectively, are RIAA gold disks. Soul Records, the Motown affiliate, reports 1½ million copies sold on "I Heard Through The Grapevine," the number 3 disk (Motown has never requested RIAA certification for its product).

The fourth and fifth disks are nearing the million mark, according to spokesmen for the labels. Number 4 is "Woman, Woman" by the Union Gap (Columbia) and number 5 is "Chain of Fools" by Aretha Franklin (Atlantic). Latter performer earned three RIAA-audited gold records in a row in 1967.

### FRONT COVER:



The disk artistry of Joe Tex has been rewarded with eighteen straight top singles disks. A writer as well as vocalist, the performer is currently doing Top 10 business with "Skinny Legs & All." The lucky companies involved in Tex' remarkable career are Dial Records, Tree Music, owner of Dial and publisher of his hits, and Atlantic Records, distributor of Dial product. There is also lots of credit due to Buddy Killen (below), who produces sessions by Tex.



Buddy Killen

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RAMSEY LEWIS

# SOUL MAN

CADET 5583

THE DELLS

# THERE IS

CADET 5574

ETTA JAMES

# TELL MAMA

CADET 5578

LITTLE MILTON

# MORE AND MORE

CHECKER 1189

BILLY STEWART

# CROSS MY HEART

CHESS 2002

**CHESS**  
RECORDS



## CashBox Radio Active

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

(TALLY COMPLETED DECEMBER 27, 1967—COVERS PRECEDING WEEK)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
40%	Tomorrow—Strawberry Alarm Clock—UNI			88%
36%	Just As Much As Ever—Bobby Vinton—Epic			68%
34%	I Wish It Would Rain—Temptations—Gordy			34%
33%	She's A Rainbow—Rolling Stones—London			93%
32%	To Give—Frankie Valli—Philips			97%
30%	New Orleans—Neil Diamond—Bang			30%
29%	Some Velvet Morning—Nancy Sinatra & Lee Hazlewood—Reprise			29%
25%	You—Marvin Gaye—Tamla			25%
23%	Money—Lovin' Spoonful—Kama Sutra			23%
22%	Storybook Children—Billy Vera & Judy Clay—Atlantic			33%
21%	Sunday Mornin'—Spanky & Our Gang—Mercury			21%
20%	I Wonder What She's Doing Tonight—Tommy Boyce & Bobby Hart—A & M			57%
19%	We're A Winner—Impressions—ABC			60%
18%	Baby Now That I've Found You—Foundations—UNI			94%
17%	Bottle Of Wine—Fireballs—Atco			17%
16%	Goin' Out Of My Head/Can't Take My Eyes Off You—Lettermen—Capitol			96%
15%	My Baby Must Be A Magician—Marvelettes—Tamla			86%
14%	Explosion In My Soul—Soul Survivors—Crimson			80%
13%	Two Little Kids—Peaches & Herb—Date			43%
11%	Lost—Jerry Butler—Mercury			63%
10%	Nobody But Me—Human Beinz—Capitol			44%

LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

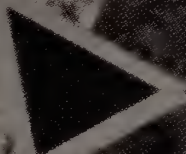
The Lesson—Vikki Carr—Liberty	76%	Zabadak—Dave, Dee, Dozy, Beaky, Mick & Tick—Imperial	37%	Good Combination—Sonny & Cher—Atco	54%
Born Free—Hesitations—Kapp	18%	A Working Man's Prayer—Arthur Prysock—Verve	8%	Spooky—Classics IV—Imperial	58%
Carmen—Herb Alpert & Tijuana Brass—A & M	9%	No Sad Songs—Joe Simon—Monument	16%	Foxy Lady—Jimi Hendrix—Reprise	20%



# Spanky and our gang

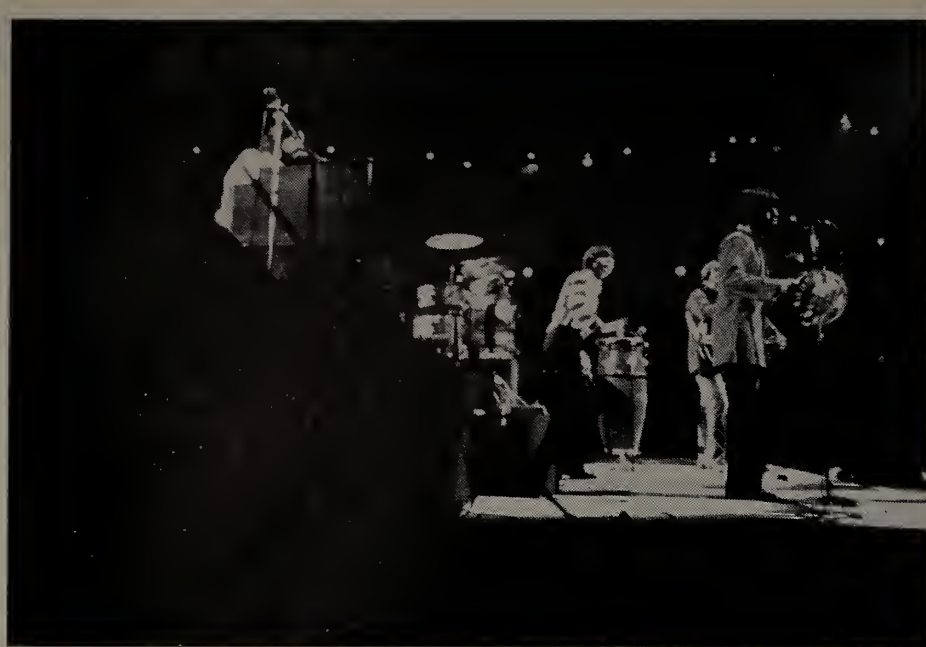
Sunday Mornin'

7763

ONE WAY 



PRODUCED & DIRECTED BY: STUART SCHARF AND BOB DOROUGH



**TO MAKE THE GARDEN GROW**—The Young Rascals set a new high at New York's Madison Square Garden on Dec. 23rd when they grossed \$65,000 for one show. A total of 16,000 fans came to see and hear the Atlantic recording artists wail through their repertoire. The Rascals are currently putting the finishing touches on their latest LP, which is sked'ed for release at Atlantic's sales convention on Jan. 15. The Rascals' current single, "It's Wonderful," is number 15 on this week's Top 100.

## RCA Passes \$3 Bil For First Time In '67

NEW YORK — The Radio Corporation of America's sales set a new record in 1967, passing the \$3 billion mark for the first time in the history of the corporation, Robert W. Sarnoff, president of RCA, announced last week. Earnings, though only slightly more than those of the previous year, also set a new record for RCA, Sarnoff said. Sarnoff also pointed out that the new records were set in spite of a month-long strike at nine RCA plants and an uncertainty as to the stability of the general economy.

The first three quarters net earnings reached \$96,000,000 in '67, as compared with last year's \$95,700,000. Due to the fact that more common shares were outstanding during the nine-month period, however, per-share earnings dropped to \$1.47 from \$1.49. Sales reached \$2,206,800,000, as compared with 1966's \$2,046,500,000. Fourth quarter sales and earnings figures were unavailable.

### Big Color Sales

Sarnoff said that the manufacturing of color TV sets and color broadcasting "continued to make the largest contribution to the company's overall progress." He also said that RCA's share of the total color set market increased during 1967 and that '67 dollar sales of RCA color units were 20% over '66 sales.

Computer bookings in 1967 set new records. '67 shipments were twice those of '66. Sarnoff said, however, that due to the leasing nature of the business, a great part of the income

will not be realized until the future. This means current losses, but a substantial profit later on.

The National Broadcasting Co., a subsidiary of RCA, took in a revenue larger than last year's record \$541,792,000, according to a report from RCA. A figure was unavailable.

Sarnoff said that sales of RCA electronic components and devices increased in "key areas" during '67. Sales of color TV picture tubes accounted for most of the growth in this field, he said.

1967 was an all-time high year for three other RCA subsidiaries: the Hertz Corp., which came into the RCA brood in 1967; the RCA Service Co.; and RCA Communications, Inc. Sales of RCA products and services abroad also reached an all-time high in '67, Sarnoff said.

RCA's government business took a slight drop in '67. This was due to space program cutbacks and an increased emphasis on the manufacture of tactical weapons. Together with the increase in RCA's commercial business, this decline dropped the corporation's revenue from Government business to 18% of the total revenue.

RCA has not yet made available its record division's sales and earnings figures.

Pressure on corporate profits will probably not let up in '68, Sarnoff said. Economic conditions are uncertain, and there is always the threat of more strikes. But, on the whole, it looks as though the corporation will continue its pattern of financial growth.

## Big '67, Super K Seeks Super '68

NEW YORK — With a highly successful first year just behind them, Jerry Kasenetz and Jeff Katz, co-owners and co-heads of Super K Productions, are already taking steps to make their second album even more successful. They have a lot to work with. Heading the list of disk acts Kasenetz and Katz produce is the Music Explosion, whose single, "Little Bit Of Soul," a Super K production waxed on the Laurie label, was certified as a million-selling gold record by the RIAA (Record Industry Association of America) last year. "Sunshine Games" another Super K-Music Explosion-Laurie outing was also a big single in '67.

Next on the Super K roster is the Ohio Express, whose "Beg, Borrow and Steal" single, a Super K production cut on the Cameo label, was a '67 chart hit. Other Super K recording artists include Jamie Lyons, the 1910 Fruitgum Co., the Super K Generation, the Ohio Attack, the Univ. of Arizona Alumnus, the British Attack, the Carnaby Street Runners and the Mindbenders.

### Recent Releases

Super K had two single releases in mid-December: "Soul Struttin'," by Jamie Lyons on Laurie Records, and "Simon Says," by the 1910 Fruitgum Co., on Buddah Records. Current new releases include: the Music Explosion's new single, "Gonna Have A Good Time; an Ohio Express album, "Beg, Borrow and Steal," as well as new single by the group, "Try It;" "Do Something To Me," a new single by the Ohio Attack on Laurie; and "Pep-

pers," a new single by the Univ. of Arizona Alumnus on the Kama Sutra label. The Music Explosion's second album, a 1910 Fruitgum Co. album and a Jamie Lyons album will be released in February.

### Publishing Wing

Kaskat Music (BMI), Kasenetz and Katz' publishing wing, is rapidly growing into an important part of the Super K organization. Kaskat is responsible for launching the careers of song writers Richie Cordell and Sal Trimachi. The Kaskat catalog contains over fifty Cordell-Trimachi copyrights, including "S.O.S.," recorded by Christine Cooper and "Love Is Getting By The Groove." Kaskat has had over 200 songs recorded by such artists as the Music Explosion, the Ohio Express, Tommy James & the Shondells, the Royal Guardsmen, the Groove, the 1910 Fruitgum Co., the Chiffons and Jamie Lyons. "Soul Struttin'," "Simon Says" are both published by Kaskat. Kaskat exploits new material via disks produced by Super K, an enviable set-up for new writers who sign with the pubbery.

### PR Firm

Super K has just set up its own public relations firm, Kraft-Kent Public Relations. The firm will be headed by Peter Kraft and Jerry Kent. Marcia Hillman will be professional manager. Kraft-Kent will send out weekly newsletters containing bios and pictures of all Super K artists, as well as of outside artists. Jerry Kent will handle national promotion (Continued on Page 28)

## Additional CDI Officers Named

NEW YORK—Larry Newton, president of ABC Records, has named two additional vice presidents and confirmed the positions of four others under the newly organized Consolidated Distributors, Inc., the rack jobbing and one-stop subsidiary of ABC. The move follows Newton's recent realignment of the executive setup of CDI.

New vice presidential appointees are John Billinis and Lou Klayman; and Newton confirmed Stan Jaffe, Stan Sulman, Herb Rosen and Al Feuerberg as vice presidents of the reorganized operation. The latter four officers were also vice presidents of the original CDI organization.

At the same time, Newton announced the members of CDI's Board of Directors as follows: Samuel H. Clark, Larry Newton, Lou Lavinthal, Lou Klayman, and Howard Stark.

## Red Schwartz Heads Roulette Sales-Promo

NEW YORK — Red Schwartz has taken over the sales and promo reins at Roulette Records, following the departure of Gerry Cousins as sales head of the label. Schwartz had previously served as promo director of Roulette. Morris Levy, president of Roulette, said that by combining sales & promo the label was recognizing that "promotion is the key to effective sales" in today's music business. He added that Schwartz will be appointing promo reps to work under him, and each will cover a key market. "This concentration of coverage will give us much greater strength and effectiveness," Levy said.

The vet music man has worked as a deejay, known as Red Top over WDAS-Philadelphia, in promotion at the now defunct Vee Jay label, where he helped establish such performers as the 4 Seasons, Dee Clark, Gene Chandler and Jerry Butler. After a stint with Roulette, he went into personal management out of Philly. Later, he returned to Roulette.

Gerry Cousins, with Roulette for the past 2½ years and involved in all phases of sales and production, said she would shortly announce her future plans.

## New Decca Dist Branch

NEW YORK — Decca Distributing Corporation, Decca Records' distributor, has opened its 22nd company-owned branch in Milwaukee, Wisconsin.

In making the announcement about the new branch, Sydney N. Goldberg, vice president and general sales manager of Decca Distributing, said that the new operation will be under the direction of Bob Blie, a long time Decca sales manager. Blie began his Decca career in 1946 on the sales and office staff of the firm's Chicago branch. In 1955 he was shifted to Milwaukee and has served as that city's sales manager until now.

The new Milwaukee branch will carry a complete inventory of the Decca, Coral, Brunswick and Vocalion catalogs, as do all company owned branches. In addition, the branch will also carry the full line of Decca phonographs, musical instruments and accessories. As in the case of a number of Decca branches throughout the country, the new Milwaukee branch will also carry non-Decca lines, in this case Colonial and Berlitz. The further stocking of additional outside labels to be carried by the Milwaukee branch is expected to be announced in the very near future.

The new Decca branch will be located at 325 E. Chicago St., Milwaukee, and will service most of the state of Wisconsin, along with Michigan's Upper Peninsula.

## Singer Sponsors TJB Return On TV Special

NEW YORK—The Singer Company has signed Herb Alpert and the Tijuana Brass for a one-hour television special to be aired over CBS next April (22).

This appearance will mark the third television spectacular for the team in conjunction with Singer, one of the other two being last year's program which grabbed the highest Nielsen rating in history.

As before, this new program will be filmed entirely on location and is to devote the full hour to the group.

Latest recordings from the TJB include "Herb Alpert's Ninth" LP and a single from the album called "Car-men."



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EXCLUSIVELY DISTRIBUTED BY  
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MGM Records is a division of Metro-Goldwyn-Mayer, Inc.

Produced by The Lovin' Spoonful  
and Joe Wissert  
A Product of Koppelman-Rubin Associates, Inc.

# Vital Statistics

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

\* New To The Top 100

#1  
**HELLO GOODBYE (3:24)** Beatles-Capitol 2056  
1750 N. Vine, Hollywood, Calif.  
PROD: George Martin c/o A.I.R. London,  
101 Baker St., London, W.2. Eng.  
WRITERS: Lennon & McCartney  
FLIP: I'm A Walrus

#2  
**DAYDREAM BELIEVER (2:57)**-Monkees-Colgems 1012  
711 5th Ave., NYC  
PROD: Chip Douglas  
8757 Wonderland Pk. Ave., L.A., Cal.  
PUB: Screen Gems BMI-711 5th Ave., NYC  
WRITER: John Stewart-FLIP: Goin' Down

#3  
**I HEARD IT THRU THE GRAPEVINE (2:53)**  
Gladys Knight & The Pips-Soul 35039  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: N. Whitfield c/o Soul  
PUB: Jobete BMI-address above  
WRITERS: Whitfield-Strong  
FLIP: It's Time To Go Now

#4  
**WOMAN, WOMAN (3:12)**-Union Gap-Columbia 44297  
51 W. 52 St., NYC  
PROD: Jerry Fuller c/o Columbia  
6121 Sunset Blvd., L.A., Cal.  
PUB: Glaser BMI-801 16 Av S., Nashville, Tenn.  
WRITERS: J. Glazer, J. Payne  
ARR: Al Capps-FLIP: Don't Make Promises

#5  
**CHAIN OF FOOLS (2:45)**  
Aretha Franklin-Atlantic 2464  
1841 Broadway, NYC  
PROD: Jerry Wexler (Atlantic)  
PUB: 14th Hour-BMI 1721 Field, Det., Mich.  
Pronto-BMI 1841 Broadway, NYC.  
WRITER: Don Covay FLIP: Prove It

#6  
**BEND ME SHAPE ME (2:05)**  
American Breed-Acta 811  
6565 Sunset Blvd., H'wood, Calif.  
PROD: Bill Traut for Dunwich Prod.  
25 E. Chestnut, Chicago, Ill.  
PUB: Helios BMI 1619 Bway, NYC.  
WRITERS: English-Weiss  
ARR: Bill Traut-E. Higgins FLIP: Mindrocker

#7  
**I SECOND THAT EMOTION (2:39)**  
Smokey Robinson & Miracles-Tamla 54149  
2648 W. Grand Blvd., Det., Mich.  
PROD: Smokey Robinson & A. Cleveland (Tamla)  
PUB: Jobete BMI (same address)  
WRITERS: Robinson, Cleveland  
FLIP: You Must Be Love

#8  
**JUDY IN DISGUISE (2:47)**  
John Fred & His Playboy Band-Paula 282  
728 Texas, Shreveport, La.  
PROD: John Fred, Abe Bernard  
236 Eugene St., Baton Rouge, La.  
PUB: Su Ma BMI (same address as Paula)  
WRITERS: J. Fred-A. Bernard  
ARR: A. Bernard FLIP: When The Lights Go Out

#9  
**SKINNY LEGS AND ALL (3:10)**-Joe Tex-Dial 4063  
1841 B'way, N.Y., N.Y.  
PROD: Buddy Killen c/o Tree Music  
PUB: Tree BMI-905 16th Ave. S., Nashville, Tenn.  
WRITER: Joe Tex  
FLIP: Watch The One (That Brings The Bad News)

#10  
**BOOGALOO DOWN BROADWAY (2:41)**  
Fantastic Johnny C-Phil-L.A. Of Soul #305  
919 N. Broad St., Philadelphia, Pa.  
PROD: Jesse James c/o Jamle-Guyden  
PUB: Dandelion BMI-same address  
James Boy Music BMI-Norristown, Pa.  
WRITER: J. James  
FLIP: Look What Love Can Make You Do

#11  
**MONTEREY (4:21)**  
Eric Burdon & The Animals-MGM 13868  
1350 Ave. of the Americas, NYC  
PROD: Tom Wilson c/o MGM  
PUB: Slamina BMI 1619 Bway, NYC.  
Sea Lark BMI 25 West 56th St., NYC.  
WRITERS: Burdon-Briggs-Weider-  
Jenkins-McCulloch  
FLIP: Ain't That So.

#12  
**HONEY CHILE (2:56)**  
Martha Reeves & Vandellas-Gordy 7067  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: R. Morris c/o Gordy  
PUB: Jobete BMI (same address as Gordy)  
WRITERS: Morris-Moy-FLIP: Show Me The Way

#13  
**GREEN TAMBOURINE (2:22)** Lemon Pipers-Buddah 23  
1650 Bway, NYC.  
PROD: Paul Leka (c/o Buddah)  
PUB: Kama Sutra BMI (same address)  
WRITERS: P. Leka-S. Pinz  
ARR: Paul Leka FLIP: No Help From Me

#14  
**SUMMER RAIN (3:30)**  
Johnny Rivers-Imperial 66267  
6920 Sunset Blvd., L.A. Calif.  
PROD: Work c/o Johnny Rivers (same address)  
PUB: Johnny Rivers BMI (same address)  
WRITER: Jim Hendricks  
FLIP: Memory Of The Coming Good

#15  
**IT'S WONDERFUL (2:30)**  
Young Rascals-Atlantic 2463  
1841 Broadway, NYC.  
PROD: Young Rascals c/o Slacсар  
PUB: Slacсар BMI-444 Madison Ave., NYC.  
WRITERS: Felix Cavaliere-Eddie Brigati  
ARR: Arif Mardin FLIP: Of Course

#16  
**SHE'S MY GIRL (2:32)**-Turtles-White Whale 260  
8961 Sunset Blvd., L.A., Cal.  
PROD: Joe Wissert for Koppleman & Rubin,  
1650 B'way, NYC  
PUB: Chardon-BMI 1650 B'way, NYC  
ARR: Gordon Bonner-FLIP: Chicken Little Was Right

#17  
**A DIFFERENT DRUM (2:38)**  
Stone Poneys-Capitol 2004  
1750 N. Vine, H'wood, Cal.  
PROD: Nick Venet (same address)  
PUB: Screen Gems, Col. BMI 711 5th Av., NYC  
WRITER: Mike Nesmith FLIP: I've Got To Know

#18  
**NEXT PLANE TO LONDON (2:30)**  
Rose Garden-Atco 6510  
1841 Bway, NY, NY  
PROD: Greenstone York Pala Prod.  
7715 Sunset Blvd., L.A., Calif.  
PUB: Myrwood & Antlers Music BMI  
c/o Kenneth G. Gist, Jr.  
3696 Orcutt Rd., Santa Maria, Calif.  
FLIP: Flower Town

#19  
**IF I COULD BUILD MY WHOLE WORLD AROUND YOU (2:21)**  
Marvin Gaye & Tammi Terrell-Tamla 54161  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: Fuqua & Bristol c/o Tamla  
PUB: Jobete BMI (same address)  
WRITERS: Fuqua, Bristol & Bullock  
FLIP: If This World Were Mine

#20  
**SUSAN (2:48)** Buckinghams-Columbia 44378  
51 West 52nd Street, NYC.  
PROD: James William Guercio  
151 El Camino Dr., Beverly Hills, Cal.  
PUB: Bag O Tunes BMI c/o Richard Shelton  
79 West Monroe Street, Chicago, Ill.  
Diogens BMI (same address)  
WRITERS: Holvay-Beisbier  
ARR: J. W. Guercio FLIP: Foreign Policy

#21  
**YOU BETTER SIT DOWN KIDS (3:42)**  
Cher-Imperial 66261  
6920 Sunset Blvd., L.A., Calif.  
PROD: Sonny Bono-c/o De Carlo-Kreske  
8560 Sunset Blvd., L.A., Calif.  
PUB: Chrismarc BMI-c/o Salvador Bono  
7715 Sunset Blvd., L.A., Calif.  
Cotillion BMI-1841 B'way., NYC  
WRITER: Sonny Bono  
ARR: Harold R. Battiste Jr.-FLIP: Elusive Butterfly

#22  
**WHO WILL ANSWER? (3:42)**  
Ed Ames-RCA Victor 9400  
155 East 24th St., NYC.  
PROD: Jim Fogelson c/o RCA  
PUB: Sunbury ASCAP 1650 Bway, NYC.  
WRITERS: Davis-Aute  
ARR: Perry Botkin Jr.  
FLIP: My Love Is Gone From Me

#23  
**SHE'S A RAINBOW (2:48)**  
The Rolling Stones-London 906  
539 West 25 St., NYC  
PROD: Rolling Stones  
c/o Allen Klein, Warwick Hotel, NYC  
PUB: Gideon BMI c/o Allen Klein  
WRITERS: Jagger-Richard  
ARR: Rolling Stones  
FLIP: 2000 Light Years From Home

#24  
**DARLIN' (2:11)** Beach Boys-Capitol 2068  
1750 N. Vine, Hollywood, Calif.  
PROD: Beach Boys c/o Capitol  
PUB: Sea of Tunes BMI  
9042 La Alba, Whittier, Calif.  
WRITERS: Brian Wilson, Mike Love  
FLIP: Here Today

#25  
**LOVE ME TWO TIMES (2:37)**-Doors-Elektra 45624  
1855 B'way, N. Y., N. Y.  
PROD: Paul Rothchild c/o Elektra Rec.  
PUB: Nipper Music ASCAP-(same address)  
WRITERS: The Doors-ARR: Same  
FLIP: Moonlight Drive

#26  
**WEAR YOUR LOVE LIKE HEAVEN (2:26)**  
Donovan-Epic 10253  
51 W. 52nd St., NYC  
PROD: Mickie Most  
155 Oxford St., London, England  
PUB: Peer Int'l BMI-1619 Bway., NYC  
Hi-Count BMI-Time & Life Bldg., NYC  
WRITER: D. Leitch-FLIP: Oh Gosh

#27  
**AM I THAT EASY TO FORGET (3:05)**  
Engelbert Humperdinck-Parrot 40023  
539 West 25th Street, NYC.  
PROD: Peter Sullivan  
A.I.R., 101 Baker St., London W.I. Eng.  
PUB: 4 Star BMI  
9220 Sunset Blvd., L.A. Calif.  
WRITERS: Belew-Stevenson  
FLIP: Pretty Ribbons

#28  
**THE OTHER MAN'S GRASS IS ALWAYS GREENER (3:02)**-Petula Clark-Warner Bros. 7097  
3701 Warner Blvd., Burbank, Calif.  
PROD: Tony Hatch c/o Pye Records  
A.T.U. House-Cumberland Pl., London W.I, Eng.  
PUB: Northern ASCAP-445 Park Ave., NYC  
WRITERS: Hatch & Trent-FLIP: At The Crossroads

#29  
**AND GET AWAY (2:35)** Esquires-Bunky 7752  
c/o Scepter 254 W. 54 St., NYC.  
PROD: Bill Sheppard c/o Bunky  
PUB: Hi-Mi BMI 7750 S. Calumet Av., Chi., Ill.  
Flomar BMI 254 W. 54 St., NYC.  
WRITERS: G. Moorer-B. Sheppard  
ARR: Tom Tom FLIP: Everybody's Laughing

#30  
**COME SEE ABOUT ME (2:57)**  
Jr. Walker & The All Stars-Soul 35041  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: Holland-Dozier c/o Soul  
PUB: Jobete BMI (same address)  
WRITERS: Holland-Dozier-Holland  
FLIP: Sweet Soul

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

#32  
**I CAN'T STAND MYSELF (WHEN YOU TOUCH ME) (3:25)** James Brown-King 6144  
1540 Brewster Ave., Cincinnati, Ohio.  
PROD: James Brown (King)  
PUB: Taccoa BMI & Soil BMI c/o King  
WRITER: James Brown  
ARR: James Brown FLIP: There Was A Time

#33  
**GOIN' OUT OF MY HEAD/  
CAN'T TAKE MY EYES OFF YOU (2:55)**  
Lettermen-Capitol 2054  
1750 N. Vine, Hollywood, Calif.  
PROD: Kelly Gordon c/o Capitol  
PUB: Saturday BMI-1841 Bway, NYC.  
& Seasons Four BMI-1501 Bway, NYC.  
(Can't Take My Eyes Off You)  
Vogue BMI-2449 Wilshire Blvd  
Santa Monica, Calif. (Goin' Out Of My Head)  
WRITERS: Ted Randazzo & Bobby Weinstein  
(Goin' Out Of My Head)  
Bob Crewe & Bob Gaudio (Can't Take My  
Eyes Off You)  
ARR: Perry Botkin Jr. FLIP: I Believe

#34  
**THE RAIN, THE PARK, AND OTHER THINGS (2:57)**  
The Cowbills-MGM 13810  
1350 Ave. of the Americas, NYC  
PROD: Artie Kornfeld c/o Mylin Prod.  
PUB: Akbestal & Luvlyin BMI-888 8th Av., NYC  
WRITERS: A. Kornfeld-S. Duboff  
ARR: Jimmy Wisner-FLIP: River Blue

#35  
**IN AND OUT OF LOVE (2:37)**  
Diana Ross & Supremes-Motown 1116  
2648 W. Grand Blvd., Det., Mich.  
PROD: Holland, Dozier c/o Motown  
PUB: Jobete BMI (same address)  
WRITERS: Holland, Dozier, Holland  
FLIP: I Guess I'll Always Love You

#36  
**DANCING BEAR (3:07)** Mamas & Papas-Dunhill 4113  
449 S. Beverly Dr., Bev. Hills, Cal.  
PROD: Lou Adler 8428 Sunset, Hollywood, Cal.  
PUB: Wingate ASCAP c/o Dunhill  
WRITER: John Phillips FLIP: John's Music Box

#37  
**WATCH HER RIDE (3:11)**  
Jefferson Airplane-RCA Victor 9389  
155 East 24 Street, NYC.  
PROD: Al Schmitt c/o RCA Victor  
6363 Sunset Blvd., Hollywood, Calif.  
PUB: Jefferson Airplane c/o Wally Brady  
1800 N. Argyle Ave., Hollywood, Calif.  
WRITER: Kantner FLIP: Martha

#38  
**BEST OF BOTH WORLDS (2:59)** Lulu-Epic 10260  
52 W. 52 St., NYC.  
PROD: Mickie Most  
155 Oxford St  
London, England  
PUB: Dick James BMI 1780 Bway, NYC  
WRITERS: D. Black-M. London  
ARR: John Paul Jones-Peter Knight  
FLIP: Love Loves To Love Love

#39  
**TO GIVE (THE REASON I LIVE) (3:16)**  
Frankie Valli-Philips 40510  
110 West 57th Street, NYC.  
PROD: Bob Crewe 1841 Bway, NYC  
PUB: Saturday BMI, c/o Bob Crewe  
Seasons Four BMI 1501 Bway, NYC.  
WRITERS: Bob Crewe, Bob Gaudio  
ARR: Chas. Calello  
FLIP: Watch Where You Walk

#40  
**I'M IN LOVE (2:25)** Wilson Pickett-Atlantic 2448  
1841 B'way, NYC  
PROD: Tom Dowd-Tommy Cogbill c/o Atlantic  
PUB: Pronto-BMI-1841 B'way, NYC  
Tracebob-BMI-1337 Via Del Ray  
S. Pasadena, Calif.  
WRITER: Bobby Womack-FLIP: Stagger-Lee

#41  
**MASSACHUSETTS (2:18)**-Bee Gees-Atco 6532  
1841 Bway, NYC  
PROD: Robt Stigwood, Sutherland House,  
Argyle St., London W1, England  
PUB: Nempor BMI-221 W. 57 St., NYC  
WRITERS: B. Gibb, M. Gibb, R. Gibb  
ARR: Bill Shepherd  
FLIP: Sir Geoffrey Saved The World

#42  
**TELL MAMA (2:20)**-Etta James-Cadet 5578  
320 E. 21st St., Chicago, Ill.  
PROD: Rick Hall, c/o Fame Rec. Studio  
Muscle Shoals, Ala.  
PUB: Fame BMI-(same address)  
WRITER: Clarence Carter-ARR: Rick Hall & Staff  
FLIP: I'd Rather Go Blind

#43  
**I SAY A LITTLE PRAYER (3:04)**  
Dionne Warwick-Scepter 12203  
254 W. 54th St., NYC  
PROD: Hal David-Burt Bacharach  
c/o Fred Ahlert-15 E. 48th St., NYC  
PUB: Blue Seas ASCAP-Jac ASCAP  
15 E. 48th St., N.Y., N.Y.  
WRITERS: Hal David-Burt Bacharach  
ARR: Bacharach-FLIP: Theme from Valley of the Dolls

#44  
**ITCHYCOO PARK (2:45)**-Small Faces-Immediate 501  
51 West 52 St., NYC  
PROD: Steve Marriott, Ronnie Lane  
c/o Immediate Rec. Co. Ltd.  
63-69 New Oxford St., London W1, Eng.  
PUB: Nice Songs BMI c/o Sterling Gilmore & Co.  
15300 Ventura Blvd., Sherman Oaks, Cal.  
WRITERS: Marriott, Lane-FLIP: I'm Only Dreaming

#45  
**EVERYBODY KNOWS (2:15)**  
Dave Clark Five-Epic 10265  
51 West 52nd Street, NYC.  
PROD: Dave Clark c/o Epic  
PUB: Francis, Day & Hunter ASCAP  
745 Fifth Ave., NYC.  
WRITERS: L. Reed-B. Mason  
ARR: Les Reed FLIP: Inside & Out

#46  
**LOVE POWER (2:10)**-Sandpebbles-Calla 141  
1631 B'way, New York, N. Y.  
PROD: Teddy Vann, 1619 B'way, NYC  
WRITERS: C. White, T. Vann  
ARR: Sammy Lowe-FLIP: Because Of Love

#47  
**BABY, NOW THAT I'VE FOUND YOU (2:36)**  
Foundations-UNI 55038  
8255 Sunset Blvd. L.A. Calif.  
PROD: Tony Macaulay c/o Pye Records  
Cumberland Place, W1 England.  
PUB: Saturday BMI-25 W. 56 St. NYC  
Welbeck BMI-139 Piccadilly  
London W1, England  
WRITERS: J. Macleod-T. Macaulay  
FLIP: Come On Back To Me

#48  
**EXPLOSION IN MY SOUL (2:19)**  
Soul Survivors-Crimson 1012  
1005 Chestnut St., Phila., Pa.  
PROD: Gamble, Huff, 250 S. Broad St. Phila, Pa.  
PUB: Double Diamond BMI,  
250 S. Broad St., Phila., Pa.  
Downstairs BMI, 5412 Osage Ave., Phila., Pa.  
WRITERS: K. Gamble, L. Huff  
FLIP: Dathon's Theme

#49  
**TOMORROW (2:14)**  
Strawberry Alarm Clock-UNI 55046  
8255 Sunset Blvd., Los Angeles, Cal.  
PROD: Frank Slay-Bill Holmes  
6362 H'wood Blvd., H'wood, Calif.  
PUB: Alarm Clock ASCAP  
2854 Paraiso Way, La Crescenta, Calif.  
WRITERS: M. Weitz-E. King  
FLIP: Birds In My Tree

#50  
**NOBODY BUT ME (2:11)** Human Beinz-Capitol 5990  
1750 N. Vine, H'wood, Cal.  
PROD: Alex Deazevedo c/o Capitol  
PUB: Wemar BMI, 1619 B'way, NYC  
WRITER: R. Ilsey FLIP: Sueno





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WILLIAM MORRIS



# Vital Statistics

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

## \* New To The Top 100

**#51**  
**THE LESSON (2:28)** Vikki Carr-Liberty 56012  
6920 Sunset Blvd., Hollywood, Cal.  
PROD: Sammy Oliver c/o Liberty  
PUB: Alto ASCAP 621 N. Alta Dr., Bev. Hills, Cal.  
WRITER: Mack David  
ARR: Sid Feller FLIP: One More Mountain

**#52**  
**INCENSE & PEPPERMINTS (2:37)**  
Strawberry Alarm Clock-Uni 55018  
8255 Sunset Blvd., L.A., Calif.  
PUB: Claridge ASCAP  
6362 Hollywood Blvd., H'wood, Cal.  
PROD: Frank Slay & Bill Holmes-c/o Claridge  
WRITERS: J. Carter-T. Gilbert  
FLIP: The Birdman Of Alkatrash

**#53**  
**TWO LITTLE KIDS (2:36)** Date 1586  
51 West 52nd Street, NYC.  
PROD: David Kapralik c/o Date  
Ken Williams c/o Date  
PUB: Jalyne BMI  
2203 Spruce St, Phila, Pa.  
WRITERS: E. Recold-C. Davis-B. Acklin  
ARR: Burt Keyes  
FLIP: We've Got To Love One Another

**#54**  
**DEAR ELOISE (2:59)**Hollies-Epic 10251  
51 W. 52nd Street, NYC  
PROD: Don Richards  
101 Baker St., London, England  
PUB: Maribus Music-BMI-1780 B'way, NYC  
WRITERS: T. Hicks, A. Clarke, G. Nash  
FLIP: When Your Lights Turned On

**#55**  
**BABY YOU GOT IT (2:00)**  
Brenton Wood-Double Shot 121  
6515 Sunset Blvd., L.A., Calif.  
PROD: Hooven-Winn, 8255 Sunset Blvd., L.A., Calif.  
PUB: Big Shot BMI c/o Double Shot  
WRITERS: A. Smith-J. Hooven-J. Winn  
FLIP: Catch You On The Rebound

**#56**  
**NEON RAINBOW (2:59)**-Box Tops-Mala 580  
1776 B'way, NYC  
PROD: Dan Penn-2870 Baskin, Memphis, Tenn.  
PUB: Earl Barton BMI  
1121 S. Glenstone, Springfield, Mo.  
WRITER: Wayne Carson Thompson  
FLIP: Everything I Am

**#57**  
**BACK UP TRAIN (2:17)**-Al Greene-Hot Line 15000  
c/o Bell, 1776 B'way NYC  
PROD: A. Rodgers-c/o James Production (Bell)  
PUB: Tosted-BMI  
1315 Cass St. S.E., Grand Rapids, Mich.  
WRITERS: Palmer James-Curtis Rodgers  
FLIP: Don't Leave Me

**#58**  
**I'LL BE SWEETER TOMORROW (2:45)** O'Jays-Bell 691  
1776 Broadway, NYC  
PROD: Geo. Kerr for MIA Prod. c/o Bell  
PUB: Zira BMI-P.O. Box 53, Manhattanville, N.Y.  
Floteca BMI c/o Jack Pearl, 515 Mad. Av. NYC  
Mia ASCAP-1776 Broadway, NYC  
WRITERS: S. Poindexter-M. Thomas-J. Members-  
R. Poindexter  
ARR: Richard Tee FLIP: I Dig Your Act

**#59**  
**KEEP THE BALL ROLLIN' (3:04)**  
Jay & The Techniques-Smash 2124  
745 5th Ave., N.Y., N.Y.  
PROD: Jerry Ross (Mercury)  
PUB: Screen Gems BMI-711 5th Ave., NYC  
WRITERS: D. Randell-S. Linzer  
ARR: Jimmy Wisner-FLIP: Here We Go Again

**#60**  
**BY THE TIME I GET TO PHOENIX (2:42)**  
Glen Campbell-Capitol 2015  
PROD: Al De Lory-c/o Capitol  
PUB: Johnny Rivers Music BMI  
9028 Sunset Blvd., Los Angeles 69  
WRITER: Jim West-ARR: Glen Campbell  
FLIP: You've Still Got A Place In My Heart

**#61**  
**JUST AS MUCH AS EVER (2:20)**  
Bobby Vinton-Epic 10266  
51 W. 52nd St., NYC  
PROD: Billy Sherrill c/o Epic Records  
PUB: Roosevelt BMI, 1650 B'way, NYC  
WRITERS: C. Singleton-L. Coleman  
FLIP: Another Memory

**#62**  
**IN ANOTHER LAND (2:48)** Bill Wyman-London 907  
539 West 25th Street, NYC.  
PROD: Rolling Stones  
c/o Allen Klein Assoc., Warwick Hotel, NYC.  
PUB: Gideon BMI-1271 6th Ave., NYC  
WRITER: Bill Wyman  
ARR: Rolling Stones FLIP: The Lantern

**#63**  
**LOST (2:35)** Jerry Butler-Mercury 72764  
110 West 57 Street, NYC.  
PROD: Gambie, Huff 250 S. Broad St, Phila, Pa.  
PUB: Double Diamond BMI c/o Gambie Huff  
Downstairs BMI, 5412 Osage Ave., Phila., Pa.  
Parabut BMI, 1501 Broadway, NYC.  
WRITERS: Gambie, Huff, Butler  
ARR: Joe Renzetti  
FLIP: You Don't Know What You Got Until You Lose It

**#64**  
**ONANCING OUT OF MY HEART (2:35)**  
Ronnie Oove-Diamond 233  
1650 Bway, NYC.  
PROD: Phil Kahl c/o Diamond  
PUB: Richard Irwin ASCAP (same address)  
WRITERS: A. Badale-C. Harma  
ARR: Ray Stevens FLIP: Back From Baltimore

**#65**  
**I WONDER WHAT SHE'S DOING TONIGHT (2:38)**  
Tommy Boyce & Bobby Hart-A&M 893  
1416 La Brea, Hollywood, Calif.  
PROD: Boyce & Hart c/o A&M  
PUB: Screen Gems Columbia BMI, 711 5th Ave, NYC.  
WRITERS: Boyce & Hart  
ARR: Artie Butler FLIP: Ambushers

**#66**  
**SKIP A ROPE (2:38)**  
Henson Cargill-Monument 1041  
530 W. Main St., Hendersonville, Tenn.  
PROD: Don Law, 2016 Terrace Pa, Nashville, Tenn.  
PUB: Tree BMI 905 16th Ave S., Nashville, Tenn.  
WRITERS: Jack Moran, Glenn D. Tubb  
FLIP: A Very Well Traveled Man

**#67**  
**IN THE MISTY MOONLIGHT (2:44)**  
Dean Martin-Reprise 0640  
3701 Warner Blvd., Burbank, Calif.  
PROD: Jimmy Bowen-c/o Reprise  
PUB: Four Star-BMI  
9220 Sunset, Los Angeles, Calif.  
WRITER: Cindy Walker  
ARR: Ernie Freeman-FLIP: Wallpaper Roses

**#68**  
**GOOD COMBINATION (3:03)**  
Sonny & Cher-Atco 6541  
1841 Broadway, NYC  
PROD: Sonny Bono  
7715 Sunset Blvd. L.A. Calif.  
PUB: Tripartite BMI 1650 Bway, NYC.  
Pam-Bar BMI 400 Madison Ave, NYC.  
D&K BMI c/o James Keith, Fairfax, Ala.  
WRITER: Mark Barkan  
ARR: Harold Battiste FLIP: You And Me

**#69**  
**STORY BOOK CHILDREN (3:00)**  
Billy Vera & Judy Clay-Atlantic 2445  
1841 B'way, NYC  
PROD: Chip Taylor & Ted Farrow  
for Blackwood Music  
1650 B'way, NYC  
WRITERS: Chip Taylor & Billy Vera  
FLIP: Really Together

**#70**  
**SPOOKY (2:59)** Classics IV-Imperial 66259  
6920 Sunset Blvd., Hollywood, Calif.  
PROD: Buddy Buie c/o Bill Lowery  
P.O. Box 9687 N Atlanta, Georgia.  
PUB: Bill Lowery BMI (same address)  
WRITERS: Sharpe-Middlebrook  
ARR: Buie-Cobb FLIP: Poor People

**#71**  
**WE'RE A WINNER (2:15)** Impressions-ABC 11022  
1330 Ave of the Americas, NYC.  
PROD: Johnny Pate c/o ABC  
PUB: Chi Sound Corp. BMI  
79 W Monroe St. Chicago, Ill.  
WRITER: C. Mayfield  
ARR: Johnny Pate FLIP: It's All Over

**#72**  
**COVER ME (2:56)** Percy Sledge-Atlantic 2453  
1841 Broadway, NYC  
PROD: Quinn Ivy & Marlin Greene  
c/o Norala Rec. Co., 102 E. 2 St., Sheffield, Ala.  
PUB: Pronto BMI-1841 Bway, NYC  
Quinvy, BMI-P.O. Box 215, Sheffield, Ala.  
WRITERS: M. Greene-Eddie Hinton  
FLIP: Behind Every Great Man There's A Woman

**#73**  
**I'M COMING HOME (3:00)**  
Tom Jones-Parrot 40024  
539 West 25 St., NYC  
PROD: Peter Sullivan  
c/o Decca House, London, Eng.  
PUB: E. H. Morris ASCAP-31 W. 54 St., NYC.  
WRITER: Reed-Mason  
ARR: Les Reed FLIP: The Lonely One

**#74**  
**PICK UP THE PIECES (2:30)**  
Carla Thomas-Stax 239  
1841 Bway, NYC.  
PROD: Al Bell, Don Davis for Washday Prod.  
Under supervision of Hayes & Porter c/o Stax.  
PUB: East BMI, 926 E. McLemore Ave,  
Memphis, Tenn.  
Groovesville BMI, 2454 Calvert St, Det. Mich.  
WRITERS: D. Davis, K. Barker, F. Briggs  
FLIP: Separation

**#75**  
**OH HOW IT HURTS (2:49)**  
Barbara Mason-Arctic 137  
c/o Jamie/Guyden, 919 N. Broad, Phila, Pa.  
PROD: Jimmy Bishop (same address)  
PUB: Blockbuster BMI (same address)  
WRITERS: B. Mason-B. Brummer  
ARR: Bobby Martin  
FLIP: Ain't Got Nobody

**#76**  
**I'M A WALRUS (4:35)**-Beatles-Capitol 2056  
1750 N. Vine, Hollywood, Calif.  
PROD: George Martin-c/o A.I.R. London  
101 Baker St., London W.2, England  
PUB: Mac Len-BMI-1780 B'way, NYC  
WRITERS: Lennon & McCartney-FLIP: Hello Goodbye

**#77\***  
**I WISH IT WOULD RAIN (2:51)**  
The Temptations-Gordy 7068  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: Norman Whitfield c/o Gordy  
PUB: Jobette BMI (same address)  
WRITERS: Whitfield-Strong-Penzabene  
FLIP: I Truly, Truly Believe

**#78\***  
**YOU (2:25)** Marvin Gaye-Tamla 54160  
2648 W. Grand Blvd., Detroit, Mich.  
PROD: I Hunter c/o Tamla  
PUB: Jobette BMI (same address)  
WRITERS: Hunter-Goga-Bowen  
FLIP: Change What You Can

**#79\***  
**MONEY (2:01)** Lovin' Spoonful-Kama Sutra 241  
1350 Ave. of the Americas, NYC.  
PROD: Joe Wissert-Lovin' Spoonful  
c/o Koppelman-Rubin 1650 Bway, NYC.  
PUB: Faithful Virtue BMI 1650 Bway, NYC.  
WRITER: J. Sebastian FLIP: Close Your Eyes

**#80\***  
**NEW ORLEANS (2:24)** Neil Diamond-Bang 554  
1650 Broadway, NYC.  
PROD: Jeff Barry-Elkie Greenwich  
1414 Ave. of the Americas, NYC.  
PUB: Rock Masters BMI  
177 Route 304, New City, NY.  
WRITERS: Royster-Guida FLIP: Hanky Panky

**#81**  
**A VOICE IN THE CHOIR (2:30)**  
Al Martino-Capitol 2053  
1750 N. Vine, Hollywood, Calif.  
PROD: Tom Morgan-Marvin Holtzman  
c/o Capitol, 1270 6th Ave, NYC.  
PUB: Case ASCAP 240 Central Pk S, NYC.  
WRITERS: Danny DiMinno-Johnny Tucker  
FLIP: The Glory Of Love

**#82**  
**SOCKIN 1-2-3-4 (2:35)** John Roberts-Ouke 425  
2809 Erastus St. Houston, Texas.  
PROD: Bob Garner 3830 Cosby, Houston, Texas.  
PUB: Don Music BMI (same address as Duke)  
WRITER: Roberts-Garner-FLIP: Sophisticated Funk

**#83**  
**FOXLEY LADY (3:15)**  
Jimi Hendrix-Reprise 0641  
4000 Warner Blvd., Burbank, Calif  
PROD: Yameta, 25 W. 56 St., NYC.  
PUB: Sea Lark BMI c/o Yameta  
WRITER: Hendrix FLIP: Hey Joe

**#84**  
**LOVE IS BLUE (L'AMOUR EST BLEU) (2:31)**  
Paul Mauriat-Philips 40495  
35 E Wacker Drive, Chicago, Ill.  
PUB: Croma ASCAP 37 W. 57 St., NYC.  
WRITERS: A. Popp-P. Cour-Blackburn  
ARR: P. Mauriat  
FLIP: Alone In The World (Seuls Au Monde)

**#85\***  
**SOME VELVET MORNING (3:45)**  
Nancy Sinatra & Lee Hazlewood-Reprise 0651  
3701 Warner Blvd., Burbank, Calif.  
PROD: Lee Hazlewood c/o Marty Machet  
1501 Broadway, NYC.  
PUB: Lee Hazlewood ASCAP  
WRITER: L. Hazlewood  
ARR: Billy Strange FLIP: Old Lonesome Me

**#86**  
**A LITTLE RAIN MUST FALL (2:24)**  
Epic Splendor-Hot Biscuit Disc Co. 1450  
c/o Capitol, 1750 N. Vine, H'wood, Cal.  
PROD: John Boylan c/o Koppelman & Rubin  
1650 Broadway, NYC.  
PUB: Chardon BMI-1650 Bway, NYC.  
WRITER: Richard Fishbaugh  
ARR: Trade Martin FLIP: Cowboys & Indians

**#87\***  
**CARMEN (3:39)**  
Herb Alpert & Tijuana Brass-A&M 890  
1416 La Brea, Hollywood, Calif.  
PROD: Herb Alpert c/o A&M  
PUB: Irving BMI (same address)  
WRITERS: P.D.  
ARR: H. Alpert-Peter Matz  
FLIP: Love So Fine

**#88**  
**UNITED Part I (2:32)** Music Makers-Gamble 210  
1650 Broadway, NYC  
PROD: Gambie-Huff, 250 S. Broad St. Phila, Pa.  
PUB: Razor Sharp BMI 250 S. Broad St, Phila, Pa.  
Block Buster BMI, 919 N. Broad St, Phila, Pa.  
WRITERS: R. Gamble, L. Huff  
FLIP: United Part II

**#89\***  
**BOTTLE OF WINE (2:08)**  
Fire Balls-Atco 6491  
1841 Bway, NYC.  
PROD: Norman Petty, Clovis, New Mexico.  
PUB: Deep Fork ASCAP 15 E. 48 St, NYC.  
WRITER: Tom Paxton  
FLIP: Can't You See I'm Tryin'

**#90**  
**MOCKINGBIRD (2:38)**  
Aretha Franklin-Columbia 44381  
51 W. 52 St., NYC.  
PROD: Clyde Otis, 1697 Bway, NYC.  
Brad Baker & Howard Roberts c/o Columbia  
PUB: Saturn BMI 265 W. 54 St., NYC.  
WRITERS: C. Foxx-I. Foxx  
ARR: Hendricks-Roberts FLIP: A Mother's Love

**#91**  
**ZABADAK (3:40)**  
Dave Dee, Dozy, Beaky, Mick & Tich  
Imperial 66270  
6920 Sunset Blvd., H'wood, Calif.  
PROD: Jack Baverstock  
c/o Philips Ltd., Stanhope Pl., London, Eng.  
PUB: Al Gallico BMI, 101 W. 55 St., NYC.  
WRITER: Howard Blaikley  
FLIP: The Sun Goes Down

**#92\***  
**COUNT THE DAYS (2:36)**  
Inez & Charlie Foxx-Dynamo 112  
240 West 55th Street, NYC.  
PROD: Charlie Foxx c/o Dynamo  
PUB: Catalogue BMI & C&I BMI (same address)  
WRITERS: Charlie Foxx-Jerry Williams-  
Brooks O'Dell-Yvonne Williams.  
ARR: Richard Rome-Jerry Williams  
FLIP: A Stranger I don't Know

**#93**  
**UP TIGHT GOOD MAN (2:39)**  
Laura Lee-Chess 2030  
320 E. 21 St., Chicago, Ill.  
PROD: Rick Hall  
603 E. Avalon, Muscle Shoals, Ala.  
PUB: Fame BMI c/o Rick Hall  
WRITERS: D. Penn-L. Holdham  
ARR: Rick Hall & Staff  
FLIP: Wanted! Lover No Experience Necessary

**#94\***  
**TO EACH HIS OWN (3:03)**  
Frankie Laine-ABC 11032  
1330 Ave of the Americas, NYC.  
PROD: Bob Thiele c/o ABC  
PUB: Paramount ASCAP 1501 Bway, NYC.  
WRITERS: J. Livingston-R. Evans  
ARR: Peter De Angelis  
FLIP: I'm Happy To Hear You're Sorry

**#95\***  
**I CALL IT LOVE (2:10)**  
The Manhattans-Carnival 533  
24 Branford Place, Newark, N.J.  
PROD: Joe Evans c/o Carnival  
PUB: Sanavan BMI (same address)  
WRITER: Ed Bivins  
ARR: Joe Evans FLIP: Manhattan Stomp

**#96**  
**SOMETHING'S MISSING (2:45)**  
5 Stairsteps-Buddah 20  
1650 Bway, NYC.  
PROD: Clarence Burke, Jr. c/o Kama Sutra  
PUB: Kama Sutra BMI 1650 Bway, NYC.  
Burke Family BMI (c/o Kama Sutra)  
WRITERS: C. Burke, Jr.-C. Burke, Sr.  
ARR: Clarence Burke, Jr. FLIP: Tell Me Who

**#97\***  
**UP, UP & AWAY (2:18)**  
Hugh Masakela-Uni 55037  
8255 Sunset Blvd., Los Ang., Cal.  
PROD: Stewart Levine for Chisa  
2217 Crest Way, Hollywood, Calif.  
PUB: Johnny Rivers BMI  
6920 Sunset Blvd., Hollywood, Calif.  
WRITER: Jim Webb FLIP: Son Of Ice Bag

**#98**  
**WINOY: (2:20)** Wes Montgomery-A&M 883  
1416 La Brea, Hollywood, Calif.  
PROD: Creed Taylor, 36 E. 57 St., NYC.  
PUB: Irving BMI (same address as A&M)  
WRITER: Ruthann Freidman  
ARR: Don Sebesky FLIP: Watch What Happens

**#99\***  
**SUNSHINE OF YOUR LOVE (3:03)**  
The Cream-Atco 6544  
1841 Bway, NYC.  
PROD: Felix Pappalardi c/o Atco  
PUB: Dratleaf BMI 130 W. 57 St., NYC.  
WRITERS: J. Bruce-P. Brown-E. Clapton  
FLIP: Swlabr

**#100\***  
**A WORKING MAN'S PRAYER (3:15)**  
Arthur Prysock-Verve 10574  
1350 Ave of the Americas, NYC.  
PROD: Hy Weiss 200 W. 57 St, NYC.  
PUB: FLOMAR BMI 254 W. 54 St, NYC.  
Sark BMI 315 W. 57 St, NYC.  
WRITERS: Ed Bruce ARR: Mort Garson  
FLIP: No More In Life



# NEW GRASS...

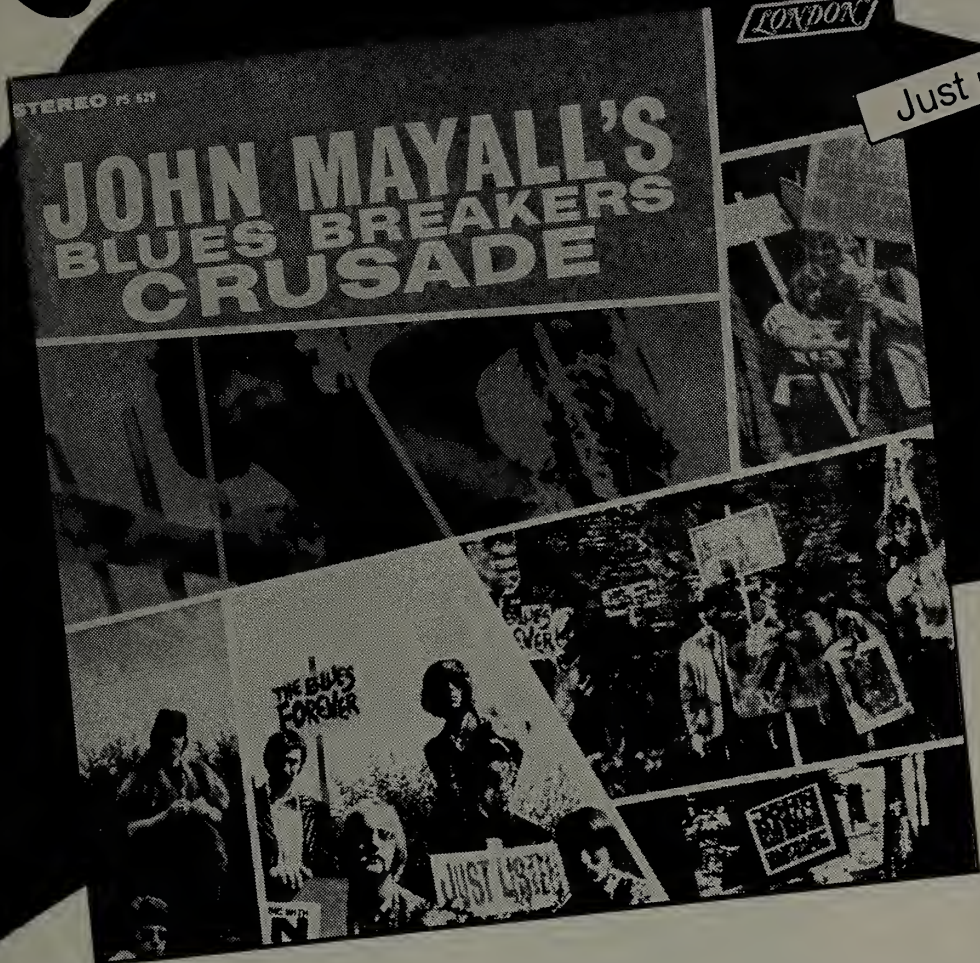
# THERE'S A BLUES REVOLUTION!

ENGLAND'S GREATEST BLUES GROUP

# JOHN MAYALL'S BLUESBREAKERS

LONDON

Just released



Oh, Pretty Woman  
 Stand Back Baby  
 My Time After A While  
 Snowy Wood  
 Man Of Stone  
 Tears In My Eyes  
 Driving Sideways  
 The Death of J.B. Lenoir  
 I Can't Quit You Baby  
 Streamline  
 Me and My Woman  
 Checking On My Baby

PREVIOUSLY RELEASED JOHN MAYALL LP'S



## 1st AMERICAN APPEARANCE

Jan. 9th thru 21st	Café A Go Go	New York
Jan. 23rd	Grande Ballroom	Detroit
Jan. 25th thru 28th	Whiskey A Go Go	Los Angeles
Feb. 1st thru 3rd	Fillmore Auditorium	San Francisco
Feb. 8th thru 10th	Fillmore Auditorium	San Francisco

LONDON<sup>®</sup>

## Simon & Simon Unite On Kraft Music Hall

NEW YORK — Paul Simon (of Simon & Garfunkel) will appear in a guitar duet with his younger brother Eddie on the upcoming Jan. 3 Kraft Music Hall.

He was recently pacted to an MGM recording contract through Sam Gordon Artists, and production has been arranged with Arty Kornfeld who produced the #1 Cowsills single "The Rain the Park and Other Things."

### SLEIGH RIDE

Leroy Anderson .....(Decca)  
 Jim Nabors .....(Columbia)  
 Roy Rogers .....(Capitol)  
 Andre Kostelanetz .....(Columbia)  
 Henry Mancini .....(RCA-Victor)  
 Andy Williams .....(Columbia)  
 Al Caiola .....(U.A.)  
 Al Hirt .....(RCA-Victor)  
 New Cristy Minstrels....(Columbia)  
 Hermanos Zavala .....(Capitol)  
 Jack Jones .....(Kapp)  
 Boston Pops Orchestra..(RCA Victor)

### CARAVAN

Bert Kaempfert .....(Decca)

### LITTLE SUNSHINE

Arnie Corrado.....(Columbia)

### KEEP ON DANCIN'

Harper & Rowe.....(White Whale)

### LITTLE PEOPLE

### SEND US A MIRACLE

Pony Sherrell .....(Pony)

### WHO'S SORRY NOW

Bobby Vinton .....(Epic)

### I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME

Virginia Wolves .....(ABC)

### THE SHEIK OF ARABY

Jim Kweskin Jug Band....(Reprise)

### HOW COME YOU DO ME LIKE YOU DO?

John Davidson.....(Columbia)

### RED ROSES FOR A BLUE LADY

Ernie Freeman .....(Dunhill)

### STAR DUST

### STARS FELL ON ALABAMA

Urbie Green/21 Trombones  
 (Project 3)

### SOLITUDE

### ST. JAMES INFIRMARY

Eileen Romey....(Audio Fidelity)

### FIDDLE FADDLE & 14 OTHER LEROY ANDERSON FAVORITES

Utah Symphony.....(Vanguard)



**MILLS MUSIC, INC.**

1790 Broadway  
 New York, N.Y. 10019

## UA Shows 1st '68 Prod. At 'Blue Chip' Conv.

NEW YORK — A two-day distributor sales convention, to be held Monday and Tuesday, January 8 and 9, at the Americana Hotel here in N.Y., will kick off United Artists Records' initial 1968 product release.

Underlying the entire meeting will be the theme "Blue Chip," highlighting the long-range catalog sales potential of all elements of the release. The release spotlights product from all the UA labels, including the United Artists label itself; the Unart label; the Solid State jazz line; United Artists International; and the Tale-spinners childrens' line. During the meeting, a brand new label, United Artists Latino, will also be unveiled.

The conclave will commence Monday evening, January 8, with a grand opening cocktail party. Sessions on Tuesday (9) open with breakfast, followed by an all-day presentation to be interrupted only by luncheon. The entire United Artists family of distributors are expected to attend along with their key sales and promotion personnel.

## Epic Inks Comedienne In GAC Disk Field Drive

NEW YORK — Donna Jean Young, a comedienne, has been signed to Epic Records through GAC, thus underscoring the agency's recently launched efforts to place more emphasis in the disk field. Deal, negotiated by GAC's Mike Slobin, will result in an LP to be co-produced by Epic's Dave Kapralik and Fred "Bucky" Searles, manager of the performer. She has been set for various TV appearances, including the Mike Douglas and Gypsy Rose Lee shows, and engagements next March at the Latin Casino in Philly and Mr. Kelly's in Chicago.

## Hermits Offer 8 Songs In Mrs. Brown Flick

NEW YORK — MGM Records' ace group, Herman's Hermits, perform eight songs in the Metro-Goldwyn-Mayer film, "Mrs. Brown, You've Got A Lovely Daughter," in which they star. Included is the title ditty, which, in disk form, became a million-seller in 1965.

With music written by Ron Goodman, the musical adventure film will be released nationally in Spring, 1968. An MGM Records sound track album will be issued concurrently with the release of the film.

Produced by Allen Klein and directed in Panavision and color by Saul Swimmer, the comedy revolves around the escapades of Herman (Peter Noone) and his group during their travels from Manchester to London.

Co-starred in the Ivorygate Films Production are Stanley Holloway, Mona Washbourne, Sheila White, Lance Percival and Marjorie Rhodes. "Mrs. Brown, You've Got A Lovely Daughter" is based on an original story by Trevor Peacock.

## London Plans Pop, Classical Seminars

NEW YORK — Two seminars, one covering pop radio programming practice and the other modern techniques in the sales and merchandising of classical records, will be held by London Records on the final day (January 8) of its forthcoming national sales convention at the Concord Hotel in Kiamesha Lake, New York. The convention commences January 6.

Commenting on the classical symposium, Herb Goldfarb, London's national sales and distribution manager, said that the panel will consist of six representatives of the distributor-dealer structure, in addition to moderator Terry McEwen, manager of the classical division of London Records.

From the distributor ranks will be Bob Hausfater of Roberts Distributors, St. Louis; and George MacDuff of Radio Distributors, Detroit. Among the dealer representatives participating will be Art Grobard, Los Angeles; Dave Shahim, Chicago; and Martin Perlick, Cleveland. In addition to several basic topics on classical merchandising, the panel is also expected to discuss questions raised from the floor.

On the pop programming front, Bill Gavin, veteran programmer of San Francisco and publisher of the Gavin Report, will join Walt Maguire, London's national singles sales and A&R manager, in discussing a host of key topics in connection with current programming practices particularly relating to the home office and distributor level role in station contact on the London, Parrot, Deram, Coliseum, and Hi labels (the latter four are London subsidiaries).

Close to 250 persons are expected to attend the London convention, which will kick off the company's 21st year and which will feature the largest single LP release ever to be issued by the company. Attending will be distributor execs, key sales personnel, the entire London home office executive staff, regional sales and promo men, and representatives of a number of retail outlets across the country.

## Surprise Presentation At MGM Convention

NEW YORK — Top secret treatment is being given the surprise presentation of product which will be shown to distributors at the upcoming MGM distrib convention next week.

Noted for the invention of new techniques for product shows, highlighted by the use of multi-screen showings and light-show delivery at last year's conclaves, MGM's staff disclosed nothing about the "surprise" in store for attendees at the Jan. 8-13 gathering. The conclave is to be held at the Hilton Barbados Hotel in the West Indies, and includes business meetings and social events for distributors and their wives.

Among the distinguished guests from the New York home office are MGM Records' president Mort Nasatir, and Tom White, director of business affairs. From MGM, Inc., the diskery's parent company, Jason Rabinovitz, financial vice president; and Ben Melniker, vice president and general counsel, will attend.

## Stogel Picks A Posey

NEW YORK — A long-time management pact was made last week between manager Leonard Stogel and MGM Records thrush Sandy Posey.

Sandy, the Nashville-based vocalist who hit national fame with her recordings of "Born A Woman," "Single Girl" and "I Take It Back," among others, also writes a large part of the material she records.

Stogel stated that plans are being made for Sandy's new nightclub act. Nightclub performing is a phase of entertainment which Sandy is new to. At present she is being staged, choreographed and groomed. "Sandy will be ready for her debut as a nightclub performer by February of '68," said Stogel.

Although she is a singer, Sandy's new career plans will include movies, TV and dramatic work. Stogel has confirmed the possibility of Sandy making guest appearances as a serious actress on TV. He also stated that he has arranged for Sandy to spend some time doing network TV commercials.

Sandy is also nearing the completion of the formation of her own production company.



**ARTISTRY'S REWARD**—Herb Alpert and the Tijuana Brass is the winner of the 1967 Artistry In Sound Award in the annual poll conducted by Ampex Stereo Tapes. The award, which is given by Ampex for outstanding contribution to the field of recorded sound, is here being presented by Donald Hall (right,) A&M general manager. The award is a triptych, with the outside in sculptured brass (appropriately a Mexican motif) and the inside features an oil-on-wood portrait of the winner. The A&M artists are one of the top selling groups in the Ampex library of four and eight track cartridges, cassette, and open reel stereo tapes. Last year's Ampex award was presented to Mantovani. The poll is conducted through AST dealer outlets.





**No  
two ways  
about it.**

**HERMAN'S  
HERMITS'**

**fantastic new single**

**I Can Take  
Or Leave  
Your Loving** K-13885

**is their 18th consecutive  
chart-breaker!**

**Produced by Mickie Most**

**The Sound of  
The Now Generation  
is on**



**MGM  
RECORDS**

**MGM Records is a division of  
Metro-Goldwyn-Mayer Inc.**

# Last year we hit kids in their hip pockets.

## The Hip Pocket Record.

New easy-to-take size. So tough you can drop it, step on it, sit on it. A top hit on each side. Sells for only 69¢.\* Philco Hip Pocket Records. HP's. Very groovy.

Neil Diamond thru excl. arr. with Bang Records.  
\*Manufacturer's Suggested Retail Price.

**PHILCO**



FAMOUS FOR QUALITY THE WORLD OVER  
PHILCO-FORD CORP., PHILA., PA. 19134

# This year we're grabbing them by their ears.



With a wild new national ad campaign for Hip Pocket Records. Offering a wild new self-liquidating premium: earrings that actually carry up to twenty Hip Pocket Records.

Just the thing to grab the fad-happy young gals who buy singles. And to grab you a healthy chunk of this fast-growing new branch of the record business.

All you need is our free window banner. And our free self-selling counter card (it's like this ad, but with a real record-holding earring on it).

And, of course, you need a big supply of Philco Hip Pocket Records. Call them HP's for short when you talk to your Philco-

**PHILCO**



FAMOUS FOR QUALITY THE WORLD OVER  
PHILCO-FORD CORP., PHILA., PA. 19134  
The Doors thru exclusive arrangement with Elektra Records.



## Picks of the Week

### TEMPTATIONS (Gordy 7068)

I Wish It Would Rain (2:51) [Jobete, BMI-Whitfield, Strong, Penzabene]

Touche of Bacarachian style add a refreshingly new dimension to the terrific sound of the Temptations on this bluesy ballad session. Hard percussion and coasting strings give a solidity and gentleness to the soul vocal that is already on the charts. One of the best from the Tempts to date. Flip: "I Truly, Truly Believe" (2:43) [Jobete, BMI-Gordy, Story, Johnson]

### HERB ALPERT & TIJUANA BRASS (A&M 890)

Carmen (3:39) [Irving, BMI-P.D. (Arr: Alpert, Matz)]

Collected themes and melodies from Bizet's opera are given the traditional TJB revamping in a high-styled swing session on the newie from the group. Flashy trumpet solo and a big band backing add humor to the familiar airs and a pep that will have the side clicking with teens and adult listeners alike. Grand promenade from the team's latest LP. Flip: "Love So Fine" (2:14) [Irving, BMI-Asher, Nichols]

### HERMAN'S HERMITS (MGM 13885)

I Can Take or Leave Your Loving (2:30) [Miller, ASCAP-Jones]

Opening their fourth year on the American best-seller scene, Herman's Hermit's keep up the strong emphasis on smooth-rock that has become something of a trademark with the crew. Coasting through a gliding ballad with snappy rhythmic draw, the team's new side features a fine orchestral line to attract both teen and middle-of-the-road exposure. Flip: "Marcel's" (1:57) [Hermits, BMI-Hopwood, Gouldman, Noone, Lisberg]

### MARVIN GAYE (Tamla 54160)

You (2:25) [Jobete, BMI-Hunter, Goga, Bowen]

First solo session from Marvin Gaye in a long while shows him in a socking Detroit bag, unlike the smooth style of his past outings. Tremendous rhythmic impact and a big vocal showing from the chanter should have him climbing the charts right alongside his current pairing with Tammi Terrell. Big, grabbing side already on the pop charts. Flip: "Change What You Can" (2:37) [Jobete, BMI-Gaye, Stover, Gaye] is a taste of the older Gaye style.

### COWSILLS (MGM 13886)

We Can Fly (2:13) [Akbestal-Luvin, BMI-Cowsill, Kornfield, Duboff]

Running against the anti-nice mainstream in teen music, the Cowsills scored with a dreamy single their first time out, and show signs of repeating with yet another clean, cute and catchy liiter on "We Can Fly." Pretty arrangements with touches of harp and big band brass for flighty motion in the orking, lively-lovely vocal and very fine material add up to a solid side. Flip: "A Time for Remembrance" (2:35) [Akbestal, BMI-Cowsill, Cowsill]

### BRENDA LEE (Decca 32248)

That's All Right (2:42) [Duchess, BMI-Spencer, Donida, Mogol]

Finest effort from Brenda Lee in quite some time should set her back on the hit trail. This rhythmic rocker showcases her vibrant vocal capabilities in a setting bound to stir up plenty of teen response. Good rocking beat and an outstanding performance should do the trick. Flip: "Fantasy" (2:41) [Music City, ASCAP-Galbraith, Mareno]

### JOHN ROBERTS (Duke 429)

To Be My Girl (2:46) [Don, BMI-Roberts, Garner]

Still clicking with his "Sockin' 1-2-3-4" single, John Roberts turns down the steam on this gently gliding goodie. The soft rhythm and blues ballad stand should pick up added interest in the fine work of this artist. Flip: "Something Reminds Me" (2:53) [Don, BMI-Malone]

### TIMMY WILLIS (Veep 1279)

Mr. Soul Satisfaction (2:43) [Ardis, Unart, BMI-McGregor]

Easy-groove r&b effort that hits the mark with power to spare, Timmy Willis' outing here should have smooth sailing on the pop and blues fronts via the ork drive, heavy soul vocal and cute lyric punch. Side is already seeing some regional action and was acquired as a master purchase by UA's Veep subsid. Flip: "I'm Wondering" (3:05) [Same credits.]

### IAN WHITCOMB (Tower 385)

Sally Sails the Sky (2:40) [Burdette, Mirby, BMI-Whitcomb]

Look to Ian Whitcomb for a solid comeback showing via "Sally Sails the Sky." Back in his off-beat wit bag, serving a wild story up in weird lyrics that should have the teen listeners rolling with tongue-in-cheek laughter. Flip: "Groovy Day" (2:26) [Same credits.]

### LESLIE UGGAMS (Atlantic 2469)

A House Built on Sand (3:00) [Trousdale, BMI-Page]

First single outing from Leslie Uggams since her success with "Hallelujah Baby" shows the performer in a splendid light. The ballad carries a terrific punch for easy listening programming and a good deal of pop plays. Flip: "I (Who Have Nothing)" (2:32) [Cotillion, Milky Way, Trio, BMI-Donida, Mogol, Lieber, Stoller], Excellent reworking of the time back Ben E. King hit.

## Newcomer Picks

### SPOOKY TOOTH (Mala 587)

Sunshine Help Me (2:55) [Essex, ASCAP-Wright]

Instant action opening and no let up on this hard throbbing rock and blues offering that introduces the Spooky Tooth team. Tremendous vocal strength and an overpowering instrumental drive make this side one that is guaranteed to grab top twenty teen and r&b exposure. Terrific percussion and trace of organ arrangement will keep it on dance spot turntables. Flip: "Weird" (3:57) [Essex, ASCAP-Ridley, Harrison, Grover, Kelly, Wright]

## Newcomer Picks

### CHRISTOPHER SUNDAY (Dot 17063)

Maman (Mama) (4:13) [E. H. Morris, ASCAP-Charnin, Thomas]

Intriguing vocal handling of this masterpiece from the score for "Mata Hari" and a sparkling arrangement should establish strong responses for this unusual single. Editing of the original lyrics give the soldier's story a clearer application to the present and the universal effect of war on a youngster. Stunning side. Flip: "The Things That Make Me Love You" (2:30) [Jilger, ASCAP-Granahan, Jacobs]

### JACKIE LOMAX (Epic 10270)—JAKE HOLMES (Tower 392)

Genuine Imitation Life [Jakolm, ASCAP-Holmes]

Two fine versions of an outstanding song, each of the singles has its own merit, and either could prove the reading that will take off. Jake Holmes has a more dramatic, meaningful presentation of the self-penned selection; but the Jackie Lomax stand has instrumentation more in the commercial vein, coming across in a near—"Whiter Shade of Pale" styling.

### MARK RADICE (RCA Victor 9420)

Save Your Money (2:38) [Al Gallico, BMI-Radice]

Cute arrangements and production work make attractive fare of this simple story. The 10-year-old's good voice is used exceptionally through various effects and the steady beat could add just the spark to set sales in motion for the unusual side. Flip: "Wooden Girl" (2:58) [Same credits.]

### MANNY KELLEEM (Epic 10282)

Love Is Blue (L'Amour Est Bleu) (2:42) [Croma, ASCAP-Popp, Cour, Blackburn]

Lustrous addition of choral work on this first vocal performance of the current Paul Mauriat chart climber should stir up added interest in the "Love Is Blue" outing. The lush melody and attractive lyrics are likely to attract considerable easy listening and possible back-to-back play. Fine debut on the performer front for A&R exec Manny Kelleem. Flip: "Claudine" (2:43) [Blackwood, BMI-Gorgoni]

## Best Bets

### AL HIRT (RCA Victor 9417)

Keep the Ball Rolling (2:11) [Screen Gems-Columbia, BMI — Linzer, Randell] Trumpet showcase version of the current Jay & the Techniques hit. Lively instrumental session that should interest a lot of easy-listening outlets and coin-operation consumers. Cute cut. Flip: "Manhattan Safari" (2:88) [Hirt, Trojames, ASCAP — Wisner]

### TAMS (ABC 11019)

A Little More Soul (2:23) [Low-Twi, BMI-Whitley] The Tams could have a winner on their hands with this rousing, danceable soul session. The lyrics consist of a repeated question "What Does The World Need?" The reply of course is "A little more soul." Flip: "All My Hard Times" (2:33) [Lowery, BMI-South]

### ARROWS (Tower 381)

Blue Rides Again (1:59) [Mirby, BMI — Curb] That "Blues Theme" team is back with another barreling instrumental side that should attract considerable attention among teen dis-kophiles. The track is a pulsing rouser with fuzz-guitar features. Flip: "Cycle-delic" (2:10) [Mirby, BMI — Allan]

### BARRY McGUIRE (Dunhill 4116)

Lollipop Train (2:50) [Trousdale, BMI — Barri, Sloan] Interesting tale unfolded in enticing lyrics give extra impetus to this offering from Barry McGuire. The semi-folk-semi-funk performer socks a job that could score on the teen circuit. Flip: "Inner-Manipulations" (3:45) [Trousdale, BMI — McGuire, Potash] Soft theme from "The President's Analyst."

### PETE FOUNTAIN (Coral 62545)

For Pete's Sake (2:11) [Roosevelt, AMRA, BMI — Kaempfert, Rehbein] Pretty smoothie with the highlighted clarinet artistry of Pete Fountain place this attractive Kaempfert-Rehbein selection in the running for a good piece of middle-of-the-road action. Flip: "Danke Schoen" (2:40) [Same pubs, BMI — Kaempfert, Gabler, Schwabach]

### MONTAGUE (Minit 32035)

I Too Am An American (3:30) [Nero, ASCAP — Martin] Somewhat melodramatic talk side steeped in history and the advancement of Negroes through merit. Could well become the r&b field's sequel to Victor Lundberg's "Open Letter" hit. Flip: "This Is Soul" (2:45) [Same credits.]

### JERRY WILLIAMS (Musicor 1285)

Run Run Roadrunner (2:51) [Catalogue, BMI — Williams] Super-fine vocal showing from Jerry Williams should set the r&b sales wheels in motion for this slow and power-packed hunk of funk. The attractive orchestral backdrop builds with the side and should put this biggie high in the blues picture. Flip: "I'm In the Danger Zone" (2:49) [Catalogue, BMI — Williams]

### SERGIO MENDES (Atlantic 2472)

I Say A Little Prayer (2:08) [Blue Seas, Jac, BMI — Bacharach, David] Piano pyrotechnics with a stunning string backing serve up a soft semi-jazz reading of the recent Dionne Warwick top tenner for strong easy listening and pop exposure. Exquisite stylings from the samba-bossa leader. Flip: "Comin' Home Baby" (3:00) [Cotillion, BMI — Tucker, Dorough]

### PERCY FAITH (Columbia 44412)

Tara Theme (3:10) [Remick, ASCAP — David, Steiner] Orchestral delight on this lovely reading of the famous theme from "Gone With the Wind." Plenty of soft listening and coin-operator response can be expected. [No flip info available.]

### SALENA JONES (Parrot 3015)

The Glory of Love (2:38) [Shapiro Bernstein, ASCAP — Hill] Showcased in the current film "Guess Who's Coming to Dinner," this sturdie is a likely candidate for strong replays on easy listening-middle-of-the-road spots. Stunning session. Flip: "I've Got the Blues" (2:16) [Promenade, ASCAP — Jenkins]



# Looking Ahead

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

- |  |  |  |   |
|--|--|--|---|
| <p><b>1 SUNDAY MORNIN'</b><br/>(Blackwood—BMI)<br/>Spanky &amp; Our Gang (Mercury 72765)</p> <p><b>2 NO SAD SONGS</b><br/>(Press—BMI)<br/>Joe Simon (Monument 2602)</p> <p><b>3 A MAN NEEDS A WOMAN</b><br/>(Rise—Aim—BMI)<br/>James Carr (Goldwax 332)</p> <p><b>4 BORN FREE</b><br/>(Screen Gems—Columbia—BMI)<br/>Hesitations (Kapp 878)</p> <p><b>5 CROSS MY HEART</b><br/>(Chavis—BMI)<br/>Billy Stewart (Chess 2002)</p> <p><b>6 MISSION IMPOSSIBLE</b><br/>(Bruin—BMI)<br/>Lolo Schiffrin (Dot 17059)</p> <p><b>7 BIG DADDY</b><br/>(Acuff-Rose—BMI)<br/>Boots Randolph (Monument 1038)</p> <p><b>8 DEEP IN THE NIGHT</b><br/>(Low—Sal—BMI)<br/>Candyman (ABC Paramount 11023)</p> <p><b>9 THIS THING CALLED LOVE</b><br/>(Enalou—BMI)<br/>The Webs (Pop Side 4593)</p> <p><b>10 7:30 GUIDED TOUR</b><br/>(Sunnybrook—BMI)<br/>Five Americans (Abnak 126)</p> <p><b>11 LET THE HEARTACHES BEGIN</b><br/>(January—BMI)<br/>Long John Baldry (Reprise 7098)</p> <p><b>12 MR. BUS DRIVER</b><br/>(Earl Burton—BMI)<br/>Bruce Channel (Mala 579)</p> <p><b>13 EXPECTING TO FLY</b><br/>(Ten—East Springalo—BMI)<br/>Buffalo Springfield (Atco 6545)</p> | <p><b>14 SOMEBODY SLEEPING IN MY BED</b><br/>(East—BMI)<br/>Johnny Taylor (Stax 235)</p> <p><b>15 YAKETY YAK</b><br/>(Tiger—BMI)<br/>Sam The Sham (MGM K 12863)</p> <p><b>16 LIVING IN A WORLD OF MAKE BELIEVE</b><br/>(Pocket Full Tunes—Pomco—BMI)<br/>Good &amp; Plenty (Senate 2105)</p> <p><b>17 IT'S A GAS</b><br/>(Crazy Cajan Shelly—Singleton—BMI)<br/>Hombres (Verve Forecast 5076)</p> <p><b>18 I WISH I HAD TIME</b><br/>(Sherlyn—BMI)<br/>Last Word (Atco 6542)</p> <p><b>19 WHERE IS THE PARTY</b><br/>(Frabob Palo Al To De Carla—BMI)<br/>Helena Ferguson (Compass 7009)</p> <p><b>20 DO UNTO ME</b><br/>(Big Seven—BMI)<br/>James &amp; Bobby Purify (Bell 700)</p> <p><b>21 BIRDS OF A FEATHER</b><br/>(Lowery—BMI)<br/>Joe South (Capitol 2066)</p> <p><b>22 BREAK MY MIND</b><br/>(Windward Side—BMI)<br/>Bobby Wood (MGM 13797)</p> <p><b>23 TOYLAND</b><br/>(Brandsene—BMI)<br/>Alan Bown (Music Factory 402)</p> <p><b>24 HER JOYCE</b><br/>(Emalla—BMI)<br/>Lou Courtney (Riverside 4594)</p> <p><b>25 ANOTHER TIME</b><br/>(Since—BMI)<br/>Sagittarius (Columbia 44398)</p> | <p><b>26 DO UNTO OTHERS</b><br/>(BOOME—BMI)<br/>Poul Revere &amp; Raiders (Columbia 44335)</p> <p><b>27 HOW BEAUTIFUL OUR LOVE IS</b><br/>(Catalogue—BMI)<br/>Platters (Musicor 128B)</p> <p><b>28 MELLOW MOONLIGHT</b><br/>(Evejim—BMI)<br/>Leon Hoywood (Decca 32230)</p> <p><b>29 CAN'T SHAKE THIS FEELING</b><br/>(West Forrell—BMI)<br/>Carmel (Kama Sutra 13869)</p> <p><b>30 HEY BABY</b><br/>(Green Light—BMI)<br/>Eighth Day (Kapp 862)</p> <p><b>31 WITHOUT LOVE</b><br/>(Progressive—Suffolk—BMI)<br/>Oscar Toney Jr. (Bell 699)</p> <p><b>32 DO WHAT YOU GOTTA DO</b><br/>(Johnny Rivers—BMI)<br/>Al Wilson (Soul City 761)</p> <p><b>33 HOORAY FOR THE SALVATION ARMY BAND</b><br/>(Manger Keymon—BMI)<br/>Bill Cosby (Warner Bros. 7096)</p> <p><b>34 CAMELOT</b><br/>(Chappell—ASCAP)<br/>King Richard Fluegel Knights (MTA 138)</p> <p><b>35 MAGIC COLORS</b><br/>(Screen Gems Columbia—BMI)<br/>Lesley Gore (Mercury 72759)</p> <p><b>36 SHOUT</b><br/>(Wemar Nam—BMI)<br/>Lulu (London 40021)</p> <p><b>37 A LOVE THAT'S REAL</b><br/>(Razor Sharp—BMI)<br/>The Intruders (Gamble 209)</p> | <p><b>38 NEVER TOO MUCH LOVE</b><br/>(Curton—BMI)<br/>Bards (Capitol 2041)</p> <p><b>39 OO BABY</b><br/>(Ollie McLaughlin—BMI)<br/>Dean Jackson (Carla 2537)</p> <p><b>40 OCTOBER COUNTRY</b><br/>(Livinglegend—BMI)<br/>The October Country (Epic 10252)</p> <p><b>41 MORE THAN A MIRACLE</b><br/>(Leo Faist—ASCAP)<br/>Roger Williams (Kapp 843)</p> <p><b>42 DON'T LOSE YOUR GROOVE</b><br/>(Street Car—BMI)<br/>Lavell Hardy (Rojac 117)</p> <p><b>43 IT'S NOT EASY</b><br/>(Screen—Gems—Columbia—BMI)<br/>Will-O-Bees (Date 1583)</p> <p><b>44 PSYCHEDELIC SOUL</b><br/>(Clayman—BMI)<br/>Chylds (Reprise 7095)</p> <p><b>45 A QUESTION OF TEMPERATURE</b><br/>(H&amp;L—BMI)<br/>Balloon Farm (Laurie 3405)</p> <p><b>46 SIMON SAYS</b><br/>(Kasket—BMI)<br/>1910 Fruitgum Co. (Buddah 24)</p> <p><b>47 PLAYBOY</b><br/>(Acuff—Rose—BMI)<br/>Gene &amp; Debbe (TRX 5006)</p> <p><b>48 BLESSED ARE THE LONELY</b><br/>(Sons of Ginza—BMI)<br/>Robert Knight (Rising Sons 707)</p> <p><b>49 TOO OLD TO GO WAY LITTLE GIRL</b><br/>(Diogenes—BMI)<br/>Shome (Peppy 501)</p> <p><b>50 THAT LUCKY OLD SUN</b><br/>(Robbins—ASCAP)<br/>Bill Medley (Verve 10569)</p> |
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GREETINGS AND FELICITATIONS ANOTHER PEAK PUBLISHING YEAR WITH 'THERE  
 IS A MOUNTAIN, WEAR YOUR LOVE LIKE HEAVEN, ALICE, TENEREZZA, ADORO,  
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MONUMENT... '68!

"BLESSED  
ARE  
THE  
LONELY"  
(RISING SONS 707)



ROBERT  
KNIGHT

↑↑↑↑  
RISING  
SONS  
RECORDS

A DIVISION OF  
MONUMENT RECORD CORP.  
NASHVILLE/HOLLYWOOD

FOUR TOPS

NEW YORK—Displaying a versatility that few pop groups fully master, the Four Tops opened a bag of Christmas goodies at the Copa which should satisfy the most discerning adult or teen visitor seeking holiday entertainment.

Heading the bill through Jan. 4, the Detroit quartet brought more than could have been expected with it, including a dozen numbers, half hit-replays and half middle-of-the-road material. Moving deftly from one song to another in a manner that attuned young ears to the softer songs, and older ears to up-tempo sets, the team delivered 55-minutes of solid entertainment to suit everyone. In fact, many fans of the foursome will find this act particularly appealing since it adds depth to the performances well known through recordings.

Not only are the hits played with more-than-wax-can-show solidity, but the easier-listening tunes exhibit an extremely fine harmony frequently underscored in their singles. Opening with two soft songs, the Tops worked slowly up to extended versions of their early successes "It's the Same Old Song" and "Baby I Need Your Lovin'," then settled into an alternation that moved from Burt Bacharach's "Look of Love" to their "Turn to Stone" and back to a medley of movie themes including "Born Free," "Alfie," "Georgy Girl" and an overwhelming "The Im-

possible Dream." Each of the members took the solo spot on one of the songs, but none seemed as capable as the lead singer, who could well follow the latest Motown fad renaming the group Levi Stubbs, Jr. and the Tops on the basis of his "Man of La Mancha" showing.

Closing the first segment of their act, the foursome capped matters with "Reach Out, I'll Be There" and "I Can't Help Myself."

First encore, surprisingly enough, started with a reworded "Mame," and ended with the tension packed "Seven Rooms of Gloom." This is possibly the strongest, if not the trademark, tune in the Tops' repertoire, showing all the power of the lead vocalist and dramatic strength of the three-man backup harmony. Had this been the closing number, no viewer would have been disappointed. In fact, the performance brought the audience to its feet in a standing ovation which brought the combo back for yet another encore.

A lengthy "Mack the Knife" highlighted the finishing set, becoming the non-Motown counterpart of "Seven Rooms of Gloom" in terms of response. Again, a standing round of applause brought the team back for one-more-time finish with "Mack" and "The Christmas Song," a fitting close to a tremendous show.

BOBBY VINTON

TORONTO—With a formal music education and five years leading his own band, Bobby Vinton is always in control, whether he is on stage or balladeering through the audience.

Appearing at the Palm Grove Lounge of The Club Embassy (11-16), where many of his fans lined up for blocks to hear their favourites like "Blue Velvet," "Blue On Blue" and "Mr. Lonely," to name a few.

Vinton however, has almost outgrown this image, and has developed a repertoire that appeals to a much wider audience, including, to use a corny radio phrase, housewives hit parade, and the numbers that fall in line "Teach Me Tonight" "Please Love Me Forever" and a swinging arrangement of "A Very Good Year."

Vinton is a class performer. His singing style is his own. He works hard, and projects to his audience beautifully, managing to make the performance seem effortless.

He displays his further talents by singing in French, Italian, Spanish, Polish and Yiddish.

He winds up his performance with solos on the clarinet, tenor sax and trumpet.

Backed by the thirteen piece Percy Curtis band, led by his arranger Bill Potts, former arranger for Woody Herman and Stan Kenton and Buddy Rich.

Claude Gilbert, manager of the Club Embassy feels the success of Vinton will help maintain the club policy of top name artists.

GRATEFUL DEAD

NEW YORK—Disgruntled fans stayed through two acts in the unheated Village Theater for one of the uncommon Gotham appearance of the Ungrateful Dead.

The Warner Brothers team were the standouts by far on a three-name bill which included the local NYC Take Five and mid-western femme soloist Peggy Emerson. Among the elements that put the crew across with the crowd were their creative visual impact as well as the excellent music-

ianship that has placed them in favor with a coast-to-coast following.

An interesting innovation for the group was use of double-drumming with new percussionist Mickey Hart joining the regular fivesome for extra drive. Looking good throughout their performance, the group was especially fine in "School Girl, Alligator," from their up-coming LP, "Caution" and "Cold Rain in the Snow."

Next stop on the Grateful Dead's itinerary is Detroit.

CANNED HEAT  
GORDON ALEXANDER

HOLLYWOOD — Gordon Alexander, who made his L.A. club debut at the Troubadour during the holiday season, is yet another cause for celebration. One of the new breed of singers-composers and explorers, he joins such west coast adventurers as Van Dyke Parks, Randy Newman, Harry Nilsson, the Buffalo Springfield and the Doors. Searching for new horizons in sound and thought, charting the unknown and unfamiliar. His excursions are offered to a six stringed unamplified guitar with a pure baritone voice which often manages to soar, without strain, into lyric tenor.

Vocal gymnastics include a prepossessing quaver, not unlike the Beatles good vibrations in "A Day in the Life" ("we'd lo-ve to tu-rn you o-o-o-n"). Alexander manages the trick without electronics.

Songs are mostly montage mind trips, abstract dedications to "magic railways," Indians, local canyons (Laurel and Topanga), reflections in the sun and varied introspections. And they include such disarming and long winded titles as "A Bunch of Us Were Sitting Around the Candle in San Francisco and I Hope You're There Next Time." Or "If It Makes You Feel So Good, It Can't Be All That Bad." The latter, and a few others, offered to a ragtime beat.

The Canned Heat, headliners at the Troubadour, continue to impress. And to demonstrate why Liberty Records' electric children are among the front-running blues contingents originating in these parts. If anything their 12 bar improvisations seem more relaxed (yet tighter), more musically articulate and creative than their sabbath sounds at the Monterey Pop Festival.

The one draw-back—an overabundance of sound. Amplification further exaggerated by the confining dimensions of the Troubadour. Fivesome, we find, can be even more satisfying on disk where the hi-fi volume control is readily accessible.

Group includes Larry Taylor-bass, Harry Vestine-guitar, Alan Wilson-harmonica, Fito de la Parra—a recent addition on drums and Bob ("The Bear") Hite-leader.

MGM Inks Godfrey

NEW YORK — MGM Records has signed Arthur Godfrey to a recording contract, according to an announcement by Mort Nasatir, president of the label.

Godfrey, a veteran showman and seasoned performer with many years of radio and television experience, was brought to the label by MGM's Bob Morgan, executive director of A & R. Although contract agreement reads "Arthur Godfrey and His Band," Godfrey will also do solo performances on disks. Arrangements also call for Godfrey to develop product and talent for the MGM label through his own production company, Arthur Godfrey Productions.

The Arthur Godfrey Band, basically a dance orchestra, will record album product for the label. Plans are being formulated for them to record an album of Hank Williams' material for their first release. A publicity and promotion campaign will launch the band with extensive nightclub, theatre and concert engagements.

New talent introduced on the Godfrey CBS Radio Show will be screened for possible contract with MGM Records. MGM contract artists will be showcased from time to time on the Godfrey Show.

Radcliff thinks it's really top-drawer.





## Platter Spinner Patter

Lary Larden, composer in the modern idiom and member of Every Mothers' Son, will be a panelist along with Irving Caesar, noted lyricist, on the award winning, nationally syndicated radio public service series, "Family Living," and discuss "The Music That Stirs The Savage Beast." Alan King will host the show. The program, which will reach hundreds of stations across the country, will get its 1968 radio baptism on February 4, when it will be aired over WYSL-Buffalo and WKEM-Chicago. "Family Living" is produced under the auspices of the Educational Division of The Home Life Insurance Company Family Life Institute in conjunction with Fordham University. The Institute is a non-profit, public service foundation devoted to the perpetuation of better and happier family living. Edwin Lee is executive producer and permanent panelist.

KGIL-San Fernando has conducted a one-man binge in the interest of safe driving. John Gilbert was the imbiber in the outlet's year-end safe-driving program entitled "One For The Road." In cooperation with the Los Angeles Police Department, Gilbert performed the tests by consuming one ounce (shot) of liquor every fifteen minutes as he ran his show live and in person from 3 P.M. till 7 P.M. on Friday, December 29, 1967. In the studio were members of the Los Angeles Police Department. They conducted normal tests administered to drivers stopped and under suspicion of being under the influence of alcohol. A breatholator test was given to find the alcohol content of the blood. The controlled alcohol study continued on the air until Gilbert reached the stage of intoxication to warrant a driving arrest.

KHJ-Hollywood has reversed the usual procedure where record companies normally give parties for deejays and station personnel. Last year, KHJ honored over 100 southern California record distributors at a Christmas party, December 15, at the Ambassador Hotel. The party was hosted by program director Ron Jacobs and all the KHJ Boss Jocks.

KNX-Hollywood, a leading sports outlet in southern California, has begun an extensive campaign in southern California to bring the 1976 Olympics to Los Angeles. KNX feels that Los Angeles would be the ideal location for the "Greatest Sporting Event in the World." Los Angeles, claims KNX, is the "Sports Capital of the World," housing excellent sports facilities, including the Coliseum, Sports Arena, the Forum, Dodger Stadium, and Pauley Pavillion. It also has accommodations to house the great influx of people attracted to an event of this magnitude. KNX is urging the public to send in postcards supporting the "Olympic '76" drive. The outlet will make special tie-ins with the various sporting events and facilities soliciting their help. KNX is also contacting and asking the support of community merchants, local high schools and colleges, social and service organizations, and sports and civic leaders.

The All City Employees Association of the City of Los Angeles has named KMPC-Los Angeles deejay Gary Owens "Good Guy of the Year." The award, in the form of a proclamation and a plaque, was established last year so that the Association may annually recognize outstanding citizens for their contributions to the people of Los Angeles. Chuck Chapman,

president of the Association, described Owens as a man never too busy to come to the aid of civic and fraternal organizations in need and one whose unselfish and dedicated efforts continually enhance activities of a public nature. In the future the award will be known as the "Gary Owens Annual Award."

WMCA-New York's Winston "Joe" Bogart has been presented with the Bill Gavin Radio/Record Music Director of the Year award for Pop Format Radio. This is the second consecutive year that Bogart has attained this honor. The award, presented at the second annual Gavin Radio Program Conference at the Riviera Hotel in Las Vegas, was accepted for Bogart by WMCA vice president for programming Ruth Meyer, who was a speaker at the conclave. Bogart has been WMCA's music director for the past eight years, and is also an accomplished professional musician.

Alan R. Walden, news director for WNEW-New York, has announced that the Sunday News Closeup program, "No More Highways In The Sky," has won a special award from Trans World Airlines. The program, broadcast on Sunday, April 30, was selected as a winner in the News Writing category, Radio-TV classification, in TWA's 30th annual writing-picture competition. Written and produced by assistant news director Mike Stein, the program dealt with the hazards encountered by commercial planes as a result of ever-increasing flights scheduled in and out of the city's three major airports. A special highlight of the broadcast included Stein, in the cockpit of a jet passenger airliner, discussing air safety procedures with two pilots during an actual landing at one of New York's high-traffic air fields. The citation will be given to WNEW News at a special TWA Awards Presentation scheduled to take place early this month.



**DINNER PARTY:** Attending a preview showing of Spencer Tracy's last picture, "Guess Who's Coming To Dinner," are (l. to r.): John Gilbert, KGIL-San Fernando deejay; Stanley Kramer, producer-director of the film; Bert Pegram, account executive for KGIL; and Ed Hale, publicist for the Stanley Kramer Company. "Guess Who's Coming To Dinner" stars Katharine Hepburn, Spencer Tracy, and Sidney Poitier. Gilbert is discussing the song "The Glory Of Love," which is featured in the picture.

**SPUTTERS:** KSFO-San Francisco's Carter B. Smith was the featured speaker at the annual Past Presidents' Night and Christmas party of the San Francisco Traffic Club on December 20 at Sabella's Restaurant on Fisherman's Wharf. . . . WFUN-Miami, Fla., vice president-programming Dick Starr has been selected as the "Radio Man Of The Year" at the recently concluded Bill Gavin Radio Program Conference and Radio/Record Men Of The Year Awards Banquet in Las Vegas.

**VITAL STATISTICS:** Paul Butler, general manager of WTLB-Utica, N.Y., has been elected vice president of Mohawk Broadcasting Company. . . . Don McGilvray has been named chief producer at KLAC-Los Angeles. He comes to KLAC from KFI-Los Angeles, where he had served as a writer and producer for the past two years.

# Join ASCAP for a song.

Bobbie Gentry, The Doors, Arlo Guthrie, John Phillips (The Mamas and the Papas), Joan Baez, Manos Hadjidakis, The Strawberry Alarm Clock and Jake Holmes did in 1967.

And this year, if you have a song, you can join too.

Applicants for membership in the American Society of Composers, Authors & Publishers who meet the following requirements will be accepted as members:

**WRITERS:** Any composer or author of a copyrighted musical composition who shall have had at least one work of his composition or writing regularly published or commercially recorded.

**PUBLISHERS:** Any person, firm, corporation or partnership actively engaged in the music publishing business whose musical publications have been used or distributed on a commercial scale, and who assumes the financial risk involved in the normal publication of musical works.

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## Profits Up, Sales Down At National Mercantile

OCEANSIDE, N. Y.—National Mercantile Corp. (OTC), record distrib that recently expanded into the recording area of the record business, has reported less sales, but increased profits for the fiscal year ended July 31, 1967.

Sales for the year totaled \$2,791,094 compared with \$2,833,103 in the previous year. Net income amounted to \$173,273, equal to \$.62 per share, compared with \$163,693 or \$.58 per share in fiscal 1966 not including an extraordinary adjusted gain in fiscal 1966 of \$138,791 or \$.50 per share. The fiscal 1966 extraordinary gain resulted from the tax benefit of loss carry forwards available in that year and not available in fiscal 1967.

Commenting on the company's operations, Jesse Selter, president of NMC, stated that "anticipated sales growth during fiscal 1967 was held back during the first three quarters of the year by protracted contract negotiations with one of the company's major record suppliers." He added that the negotiations has been satisfactorily resolved in the final quarter of fiscal 1967 and stated that "sales have since moved ahead sharply in the first quarter of the current year."

### Catalogs Acquired

Reviewing the company's operations, Selter pointed out that toward the close of the year and in the months thereafter, the company expanded its operations in several significant respects, "adding further dimension and new and increased opportunities for future growth."

Specifically, he referred to the company's acquisition of its own proprietary record labels and entry into the recording phase of the record business for the first time. In the latter part of fiscal 1967, National Mercantile Corp. acquired a substantial inventory of record albums bearing the Colpix label and a 50 per cent equity interest in Coventry Music Promotion Corp., which had previously acquired a catalog of Colpix master records.

In August 1967, after the close of the recent fiscal year, the company acquired all of the outstanding stock of Orpheum Productions, Inc. whose assets included eight nationally-popular record labels, including the well-known Riverside and Jazzland labels. Selter stated that Orpheum, which is operating as a wholly owned subsidiary of National Mercantile, "will continue to deal with recording artists under contract and issue new releases under its own popular record labels."

At about the same time, the company signed a licensing agreement with ABC Records, Inc., a subsidiary of The American Broadcasting Companies, Inc., giving ABC worldwide distribution rights to the Riverside line and part of the Jazzland catalog. The agreement is expected to result in a new and favorable flow of revenues for National Mercantile Corp., Selter declared.

## Gene Block Joins Muntz

VAN NUYS — Gene Block has been named national sales manager of Muntz Stereo-Pak, Inc., reports Earl Muntz, president of the Van Nuys-based car stereo and cartridge firm.

Block resigns his exec position at Uni Records division of MCA to assume duties at Muntz. He had actively participated in Universal's formation in 1966.

The new Muntz sales manager has been charged to extend Muntz distribution channels and to develop new Muntz franchise outlets throughout the U.S. Block has been a long-time champion of the cartridge configuration.

Block, 39, is the son of the late Martin Block, the noted national radio personality who presided over "Make Believe Ballroom" at New York's WNEW. The younger Block programmed "Make Believe Ballroom" for his father during 1952.

Block studied journalism at the University of Southern California. He completed his studies in 1948, and was assigned to active duty with Armed Forces Radio. He served in Hollywood as AFR's musical program director for shortwave and also directed the organization's news and sports programming.

He joined Columbia Records in 1955 in Los Angeles as local promotion director. Eventually, he escalated from regional to district manager, finally becoming Columbia's national sales manager for single records. Block was associated with Columbia for 11 years.

Block plans an initial marketing program geared to strengthen public acceptance of the 4-track cartridge in the east and midwest. His goal is to bring 4-track sales there to a level commensurate with 4-track popularity in the southern and western states.



Gene Block

Summarizing the company's prospects for the current year, Selter said "our new record activities together with the company's traditional distributing operations, lead us to view fiscal 1968 with a great deal of optimism."

## Philco-Ford Names Hip Pocket Distribs

NEW YORK—Philco-Ford has begun to distribute its Hip Pocket Records line nationally, it was announced last week by Vince Novak, new products planning manager for the company's consumer electronics division. The list of distributors, who will also sell Philco-Ford's new Mini-Radio Phono is nearing completion.

"The records and machines are now available in more and more record stores," according to Novak, "and placement by rack jobbers is going well," he said.

Hip Pocket (HP) Records are pure vinyl and measure 3 3/4 inches in diameter. The initial catalog of 24 discs is made up of best selling sales tunes only.

The list of HP distributors who have been added to Philco-Ford's consumer product distribution system include:

Action Record Distributing Co., Denver, Colo.

Alexander News Co., Asheville, North Carolina.

All State Dist., Chicago, Illinois.

Consolidated Record Distributors, Seattle, Washington.

D & H Distributing Co., Harrisburg, Pennsylvania.

Delta Distributing Co., New Orleans, La.

Disceries, Inc., Buffalo, New York

Distric Records, Inc., Washington, D.C.

Eastern Record Distributors, Inc., East Hartford, Conn.

Eric Distributing Co., San Francisco, California

Hotline Records (Cleveland branch Regal Records), Cleveland, Ohio

Jay-Kay Distributing, Dallas, Texas

Jay-Kay Distributing Co., Detroit, Michigan

John O'Brien Distributing, Milwaukee, Wisconsin

Mangold Distributing Co., Charlotte, North Carolina

Mershaw of America, Dallas, Texas

Mid-West Tape Cartridge Corp., Cincinnati, Ohio

Music Sales of Florida, Inc., Miami, Florida

Musical Isle Corp., Chicago, Illinois

Park Record Distributors, East Hartford, Connecticut

Pioneer Distributing Co., Wichita, Kansas

Privilege Distributors, Inc., Los Angeles, California

Rapid Sales Co., Inc., Madison, Wisconsin

Record City, Milwaukee, Wisconsin

Record Distr. Co., Houston, Texas

Recordwagon, Inc., Woburn, Massachusetts

Regal Records, Inc., Pittsburgh, Pennsylvania

Roberts Record Dist. Co., St. Louis, Missouri

Southern Record Distr., Nashville, Tennessee

Southland Records Distr. Co., Atlanta, Georgia

Sunland Supply Co., El Paso, Texas

United Record Distr., Houston, Texas

Universal Record Distributing Corp., Philadelphia, Pa.

Wendy Distributors, Inc., Newark, New Jersey

## Grammy Voting Underway

NEW YORK—Round one in bids for 1967 Grammy Awards opens this week as members of NARAS, the disk awards academy, begin casting their first votes.

Forms, along with an eligibility list of close to 5,000 eligible selections, were mailed late last week from Los Angeles by the independent accounting firm of Haskins and Sells to all voting members in the academy's four chapters, reports NARAS executive director Christine Farnon.

Accompanying the ballot and eligibility list was a letter from the academy's national president, Pete King, urging all members to exercise "utmost care and discretion when casting their votes." A new regulation, recently passed by the National Trustees, limits members to voting in no more than seven of thirteen specialized fields. Failure to comply with this ruling leads to automatic disqualification of a member's ballot.

Deadline for the first round of voting is a week from this Wednesday (10), when Haskins and Sells will immediately begin tabulating the ballots. Finalists for the 1967 Grammy Awards will be announced early in February.

## Home Entertainment

(Continued from Page 7)

in use, industry sources estimate, almost 1 1/4 sets for every U.S. citizen.

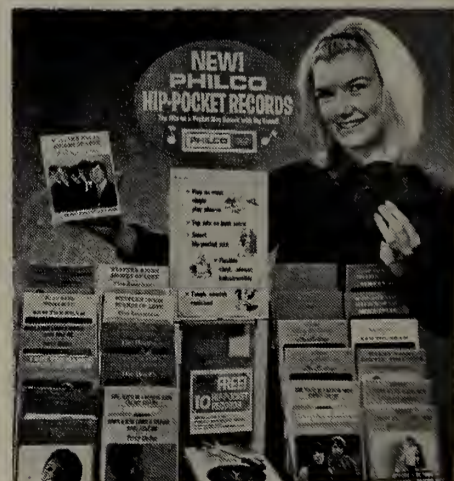
Sound reproduction is probably the area of consumer electronics in which the greatest technical advances have been coupled with market growth. The development of high fidelity and stereo sound has led to a broadening of the market for expensive audio equipment, while miniaturization has fostered a boom in portable models. Portable and table phonograph factory sales increased to 4.4 million units in 1966, up nearly 36 per cent from 1957. Radio-phonograph combinations have had an even more remarkable sales history, nearly doubling from the factory sales figure of 914,000 in 1957 to 1.7 million in 1966.

Phonographs in use in the U.S. have grown from 27.1 million units in 1957 to over 50 million in 1967.

The big-sound-in-a-small-package concept has been paralleled in recent years by a big-sound-in-a-luxury-package trend. Full-line manufacturers and specialty sound equipment producers have begun to imitate each other's strong points. The audio component makers have become style conscious, while the diversified manufacturers have adopted many of the sound advanced introduced by the former in the phonograph lines.

Next to color TV, the most spectacular consumer electronics growth area is that of magnetic tape equipment, including reel-to-reel and various cartridge units. From a minute 100,000-unit market worth some \$10-million in 1957, magnetic tape equipment sales will attain and surpass the 5 million unit mark for a market value of \$200 million this year.

The Common folk are digging something besides clams.



**BULL'S EYE WITH A HIP SHOT**—This is the point of sale merchandising rack for the 24 Hip Pocket records in the first release from Philco-Ford. The firm's mini phono is also displayed in the rack. Up to 20 of the 3 3/4 dia. decks can be stored on the phono's turntable. The mini-decks are 69¢ apiece and the mini-phono retails at \$24.95.





# CashBox Album Plans

- DIAMOND**—One free for every 5 purchased. Expires March 31.
- DUKE-PEACOCK**—Buy-7-get-one-free. No expiration date has been set.
- FORTUNE**—1 free when 6 are purchased in any combination. No time-limit.
- GATEWAY**—Two free for 10 purchased on entire catalog. No time limit.
- JEWEL-PAULA**—One free for five purchased on entire catalog. No expiration date.
- LITTLE-DARLIN'**—Special 2 on 10 deal on all product. No expiration date.
- MONMOUTH-EVERGREEN**—1 free with 10 purchased on entire catalog. No expiration date.
- NASHBORO**—Buy-7-get-one-free on entire catalog plus an additional 5% discount through January 5. 100% exchangeable.
- ORIGINAL SOUND**—15% discount on all LP's—until further notice.
- PHILIPS**—Discounts on entire catalog. SPM/SPS series are discounted 10%, all other classicals discounted 20%. No expiration date.
- PRESTIGE**—15% discount on all LP product until further notice.
- ROULETTE**—15% discount in free merchandise. Expiration date indefinite.
- SCEPTER-WAND**—2 free with every 10 purchased. No termination date.
- SIMS**—3 free with every 10 purchased on entire catalog. No expiration date.
- SMASH-FONTANA**—Special discounts available through distribs. No expiration date.
- TAMLA-MOTOWN-GORDY**—Buy-7-get-one-free. No expiration date set.
- TOWER**—10% discount on all albums. No expiration date.

## Ampex Offers Kapp Tapes

NEW YORK — Ampex Stereo Tapes will offer stereo tape albums from Kapp Records in all four tape configurations — four and eight-track cartridge, cassette and open reel—according to Donald V. Hall, AST general manager.

Ampex and Kapp have signed a new contract that will make such top artists as Roger Williams, Louis Armstrong and Jack Jones available in all forms of stereo tape. The contract for open reel tapes with Kapp is a renewal of a previous agreement while the cartridge and cassette agreements are new, Hall said.

"We have already begun to master and duplicate Kapp artists in the new configurations," Hall said, "and expect to start shipping immediately."

Ampex, nation's largest producer and marketer of stereo tapes, is the only company to offer stereo tapes in all four major configurations.

## Pickwick Int'l Markets 12 New Tape Cartridges

NEW YORK — Six new eight-track stereo tape cartridges and six duplicates in four-track stereo, have been issued by Pickwick International.

The budget priced tapes, suggested retail of \$4.98, include selections from "Camelot," "The Great Dr. Dolittle Songs," Dean Martin's "I Can't Give You Anything But Love," "Once More With Feeling" from Peggy Lee, George Shearing's "You Stepped Out of a Dream" and "Original Hits-Original Artists" featuring 12 country-western stars with Patsy Cline, Jimmy Dean, Webb Pierce and others.

Along with the variety of budget cartridge tapes also available from Pickwick, the company is offering in-store merchandising aids such as a full-color combination display box and self shipper which holds ten cartridge tapes.



**THE L.A. JUNGLE**—This is a view of one of the more than 50 Los Angeles area record dealers' windows that have been decorated on a theme concerning the premiere release of Walt Disney's "Jungle Book" flick. The feature is showing only in the L.A. area at this time but will go into national release this week. The Disneyland soundtrack LP is also a story teller, having a full color, multi-page book of representative drawings from the cinema venture.

## 'Russian Revolution' Issued By CBS

NEW YORK—The CBS Legacy Collection's series of book and record sets has a new addition—"The Russian Revolution." The 254-page book, containing over eighty rare photographs, features essays by noted historians and scholars on the men and events which shaped the Revolution, as well as excerpts from classic works of the period including Trotsky's "History" and John Reed's "Ten Days That Shook the World."

The accompanying LP, which is the only available spoken-word documentary on the Revolution, features eyewitness accounts of the chaotic era. Aristocrats, foreign observers, political leaders, and ordinary men and women recall, in their own words, what it was like to be alive during those times. In addition to their stories, the LP includes songs of the period and the voice of Lenin himself in excerpts from his speeches.

The complete book-and-record set of "The Russian Revolution" is priced at \$12.50.

## PlayTape Appoints Horwitz To Newly Created Mgr. Slot

NEW YORK—Earl D. Horwitz has been named to fill the newly created Western sales manager post at PlayTape, Inc.

Announcement of the appointment came last week with a statement by national sales director Hal Dennis, who noted that the post will solidify PlayTape's sales position which now enjoys nationwide distribution, though the product was introduced to the market only fifteen months ago.

Horwitz was formerly national sales manager of Muntz Stereo-Pak Corp. and had been with Capitol Records distributing for 15 years as west coast division sales manager and special markets manager.

Horwitz, a native Californian, is a graduate of San Francisco State College.

## Liberty Stereo Tape Issues Jan. Cassettes

BEVERLY HILLS, CAL. — Liberty Stereo Tape has released 6 new cassettes for the month of January.

Highlighting the release is the cassette of Vikki Carr's hit album, "It Must Be Him."

Other January releases are: "Invisible Tears," by the Johnny Mann Singers; "Here We A Go-Go Again," by Johnny Rivers; "Golden Greats," by the Ventures; "Big Swing Face," by the Buddy Rich Big Band; and "Washington Square," by Spike Jones.

Liberty entered the cassette market in November with an initial release of 24.

## Amy Buys Variation's Theme

NEW YORK—Larry Uttal has bought a mid-west breakout master from Bob Yorey. Song involved is "A Shot of Love" by the Variations, originally on the Pow label. It is now being released under Amy's banner.

## Mercury Releases 33 New Cassettes

CHICAGO—Mercury Records' recorded tape division last week released 33 new pre-recorded cassettes.

Harry Kelly, product manager of the recorded tape division, pointed out that Mercury's cumulative catalog now numbers 266 different cassettes. One hundred and thirty-one different artists are featured in the pop and jazz categories, and there are eight different motion picture sound track cassettes.

Highlights of the new year-end cassette release are the first ten Command label cassettes and initial cassettes by such artists as Judy Garland, Jimmy Roselli, and the Beatles (singing the sound track from their movie, "A Hard Days Night"). The soundtrack from the movie, "Dr. Doolittle," which just opened, is also being offered.

In order to enable dealers to order more knowledgeably, the new Mercury cassette order form carries cover illustrations of key items within the release. Similar illustrations will be included in future order forms.

- YOU DON'T KNOW ME**  
ELVIS PRESLEY ..... RCA VICTOR  
Brenner Music
  - MONTEREY**  
ERIC BURDON & ANIMALS.....MGM  
Slamina Music, Inc.  
Sea-Lark Ent, Inc.
  - AIN'T THAT SO**  
ERIC BURDON & ANIMALS.....MGM  
Slamina Music, Inc.  
Sea-Lark Ent, Inc.
  - WITHOUT LOVE**  
OSCAR TONEY, JR. ....BELL  
Progressive Music Pub. Co., Inc.  
Suffolk Music, Inc.
  - WHAT'S IT GONNA BE**  
DUSTY SPRINGFIELD .....PHILIPS  
Rumbalero Music, Inc.  
Ragmar Music, Inc.
  - LOVEY DOVEY**  
BUNNY SIGLER .....PARKWAY  
Progressive Music Pub. Co., Inc.
  - YOU'RE NEVER GONNA GET MY LOVIN'**  
ENCHANTED FOREST .....AMY  
Rumbalero Music, Inc.  
Kenny Lynch Music, Inc.
  - HERE COMES HEAVEN**  
EDDY ARNOLD .....RCA  
Hill & Range Music, Inc.
  - THE IDOL**  
THE FORTUNES .....U.A.  
Noma Music, Inc.  
Fortitude Music, Inc.
  - HIS SMILE WAS A LIE**  
THE FORTUNES .....U.A.  
Noma Music, Inc.  
Fortitude Music, Inc.
  - WAITIN' FOR CHARLIE TO COME HOME**  
MARLENA SHAW .....CADET  
Dolfi Music, Inc.
  - ANY DAY NOW**  
PAT LUNDY .....COLUMBIA  
Plan Two Music, Inc.
  - WATERLOO SUNSET**  
THE KINKS .....REPRISE  
Noma Music, Inc.  
Hi-Count Music, Inc.
  - TWO SISTERS**  
THE KINKS .....REPRISE  
Noma Music, Inc.  
Hi-Count Music, Inc.
  - SHE BELIEVES IN ME**  
SAMMY DAVIS, JR. ....REPRISE  
Noma Music, Inc.  
Smooth Music, Inc.
- THE ABERBACH GROUP**  
1619 Broadway, New York, N. Y.

It's the new frontier in old Back Bay.





# CashBox Record Ramblings

## NEW YORK

Well, the new year is upon us. Yes, '68 is here and, rather than consider how groovy or un-groovy '67 was, it might be fun to think about what this new one may hold in store.

It would be particularly nice to see an end to bottlegging of recorded product, after all free enterprise can only go so far . . . it might be nice to see a more adventurous attitude in programming on AM radio, the pd certainly isn't taking much of a chance with a deck that's already getting national recognition . . . it would be a joyous thing to witness the end of the totally unbelievable and out-

is a color photo of a beach with a small rock in the foreground, thus giving a first glance impression of a jazz LP which it most definitely is not. Bruce Mackay is a particularly good contemporary rock writer and performer. . . . "Penny's Arcade" on Bud-dah is the LP debut of Billy James' west coast find, Penny Nichols . . . If you like folksy guitar (by that we mean an acoustic guitar played in a finger picking style, at least in this case) with lots of interesting tunings and variations, you'll most likely dig John Fahey's "Requia" LP on Vanguard.

ABC's Influence is currently holding forth at Steve Paul's the Scene.

Noel Harrison taped Donovan's "Tinker And The Crab," published by Peer-Southern, for a Jerry Lewis TV'er.

Jake Holmes (Tower) does the singing on a new TV spot, "Showbiz Baby," a new line of dolls that features the faces of famous personalities.

Mercury is shipping the first Bunky & Jake album this week. The duo is produced by Bob Wyld and Art Polhemus of Longhair Productions. The plans to start them out with a single were changed after Mercury's product manager Alan Mink heard Bunky & Jake at a live audition. Work has begun on the LP immediately thereafter.

his recent ulcer attack, has signed a personal management pact with Stan Pat. . . . Dino, Desi and Billy set as guests on the four segments of Dick Clark's "Happening '68" which debuts this Saturday on ABC-TV.

Stu Phillips may become the first composer-conductor to find himself the object of teen adoration. A feature article in the Feb. issue of Flip Magazine, with a by-line by Phillips, reached the newsstands this week. It concerns Stu's first impressions of the Monkees, describing his initial meetings with group members. Phillips composes and conducts all the b/g music used on the Monkees TV'er and also produced the "Monkees Songbook" for Epic. More



Lovin' Spoonful



Willis Conover



Bunky & Jake



Ohio Express



Joan Bond



Friend & Bond

rageous type, the one that does no one any appreciable good because it's tantamount to crying "Wolf!" . . . it would certainly be nice to see mini skirts get more minute . . . it would be nice to see a Canadian rock act make it really big in the U.S. . . . it would be nice to see the American Indian treated with honor and respect in his own country, after all he was here first—"and when do the Indians dance?" . . . it would be nice to see an end to TV network censoring of "Knee Deep In The Big Muddy" . . . it would gladden many a heart to see the NET network get more money than it knows what to do with . . . it would be nice to be able to read the label copy on singles at a glance, and when we did finally make it out, it would be nice to know that the person listed as producer was really the producer of that record and that all label copy was complete and factual . . . it would be nice to see the rains fail to come down at the Newport Festivals . . . it would be nice to see the consumer press cease to use the Flower Power movement as a ready-made freak show to aid their own sensationalism . . . it would be nice to have peace on earth lest we run the risk of the earth's being reduced to pieces, sort of like we could all have Ed McCurdy's "Strangest Dream" and take it seriously . . . and all kinds of other things that you can think up for yourself.

There's a great new LP out by the Spoons on Kama Sutra, it's called, "Everything Playing" . . . ESP's ORO label has a really fine set out called "Bruce Mackay," that's also the name of the artist. The cover of the album

Mortimer, a group shortly to be launched with much ballyhoo from Philips has sent Season's Greetings to a selected list of persons numbering over 5,000 and including deejays, journalists, heads of State, and congressmen. The group's first LP is sked'ed for Feb. release and will be entitled, "Mortimer."

Willis Conover, who presides over the Voice of America's "Music U.S.A.," has cut a record for Columbia on which he sing/speaks lyrics to Charlie Byrd's instrumentation.

Bob Lissauer reports that a Christmas standard may be developing in his Ellison (BMI) firm. The airplay on the Ed Ames version of "The Ballad Of The Christmas Donkey" from the Ed Ames Christmas LP, has stirred sheet sales on this selection.

Mickey Wallach is particularly excited about the big things currently happening at ABC, Senate, and Impulse. Everything seems to be moving at once.

The Ohio Express, whose first single did very well, is sked'ed for a new release any minute. The group was discovered by Jamie Lyons (whose new "Soul Struttin'" is doing well) and brought to the attention of producers Jeff Katz and Jerry Kasenetz.

The Cowsill's MGM's powerhouse family act, recently at the top of the charts with "The Rain, The Park, And Other Things," played to a wildly enthusiastic crowd at New York's venerable Town Hall last Thurs. night. The delightful group had recently performed for the Christmas party at A&R Sound Studios.

## HOLLYWOOD

One-third of a century ago, give or take a few weeks, we were introduced to her. We have been hopelessly in love ever since.

John Wilson of the N.Y. Times recently described her as "a big, shy woman whose willowy, little-girl voice has grown subtly huskier during the 33 years that she has been on the road singing . . . she has none of the mystique of a Dietrich or a Garbo, nor the instinct for the spotlight of a Tallulah . . . she is neither garrulous nor gregarious and, in general is a poor source of news copy. She just sings."

Which, thankfully, is what she's doing these nights at the Coconut Grove.

From "A Tisket a Tasket" to her latest Capitol LP, she has cut a disappointing side. She is still as fresh, spontaneous and imaginative as she was when she first appeared at the Apollo.

In the past few weeks several other carolers have joined in the chorus—Harper's Bazaar by placing her among the "100 Women of Accomplishment," the National Association of Radio Announcers who named her "Woman of the Year" and ASCAP who honored her with a special Pied Piper award "in token of appreciation from their 3,000 music publishers and 9,000 songwriting colleagues." If you missed Ella Fitzgerald at the Grove a year ago this week when she last played the room—or even if you were lucky enough to have caught her towering performance—a reminder. She'll be appearing only thru Jan. 15th.

Koppelman-Rubin's national promo director Johnny Bond gets our hands down award as "West Coast Guy of the Week." Bond was recently named in WIBG's Hi Lit Poll as the "Outstanding National Promo Man of '67," receiving the plaque on Lit's nationally syndicated TV show.

Another Bond (Joan), traffic manageress at the Wally Heider Studios, is our "West Coast Girl of the Week." Joan hails from Chicago, a dark haired beauty who "loves all types of music—from country to classics." She also digs football, lives alone (in Glendale) and sleeps very late on weekends. The Wally Heider Studios, incidentally, are expanding their facilities—they'll be adding a larger eight track studio later this month. Strawberry Alarm Clock, Uni's hot jazz-rock group (currently represented with "Tomorrow" on the national charts) set by producer Sid Sheldon to guest-star as themselves in his Paramount TV pilot "Walt's Girls" starring Craig Stevens. . . . "Wild" Bill Davidson, recovering from

than a dozen other recording groups are spotlighted in the issue—the Ras-cals, Procol Harum, Lewis and Clarke Expedition, Bee Gees, Strawberry Alarm Clock etc.

Windows Unlimited, a graphics company headed by record producer Bones Howe, has been commissioned by Liberty Records to design the cover for the next Nitty Gritty Dirt Band LP—Windows Unlimited recently completed the cover for the Fifth Dimension's "Magic Garden" album.

Newest discotheque in town—the west coast edition of Arthur—it's located at the corner of Melrose Place and La Cienega Blvd. Execs include Roddy McDowall, Natalie Wood and prexy Cord Hamilton.

Norm Winter, publicity head at Dot, suggests A&M name their next group "Manuel Labor and the Braceros."

Nancy Ames, currently at the Century Plaza Hotel, will, according to a press release from Hanson Schwam, soon announce a new record affiliation. . . . Singles Popping Along the Pacific: "Bottle of Wine" by the Fireballs (Atco) and "Listen to the Warm" by Rod McKuen (RCA Victor) in San Francisco, "Best of Both Worlds" by Lulu (Epic) and "Darlin'" by the Beach Boys (Capitol) in Seattle, "She's a Rainbow" by the Rolling Stones (London) and "The Lesson" by Vikki Carr (Liberty) in San Diego and "Just As Much as Ever" by Bobby Vinton (Epic) and "Story Book Children" by Billy Vera and Judy Clay (Atlantic) in L.A.

## CHICAGO

Charlie Reardon, who represents Bell Records out of M. S. Dist. here, made the local rounds (21-22) with songster Al Greene in behalf of the artist's current r&b hit "Back Up Train." Deck is reportedly starting up popwise! Charlie's also working on a new Twin Stacks outing titled "How Many Times," produced by Jimmy Bryant, spotlighting Chi group The Sounds of Dawn; and newie "A Man Needs A Woman" by James Carr (Gold Wax) . . . Lesley Gore is the current attraction in the Scotch Mist . . . Totie Fields and Nick Palmer begin a two-weeker in Mister Kelly's 1/8 . . . Century Management's Al Smith, representing such blues artists as Betty Everett, Jimmy Reed and Wade Flemons, hosted a cocktail party for the trade last week (20) . . . The good word from One-derful Productions is that The Admirations are going national with their "Wait Till I Get To Know You" single! . . . Promo man Ed Redmond stopped by the CB office last week (22) to introduce new Kapp group The 8th Day.

It's the new battlecry on Bunker Hill.





# Top 50 In R & B Locations

<b>1</b>	<b>CHAIN OF FOOLS</b> Aretha Franklin (Atlantic 2464)	1	<b>24</b>	<b>I CALL IT LOVE</b> Manhattan (Carnival 533)	28
<b>2</b>	<b>I SECOND THAT EMOTION</b> Smokey Robinson & Miracles (Tamla 54159)	3	<b>25</b>	<b>WE'RE A WINNER</b> Impressions (ABC 11022)	38
<b>3</b>	<b>I HEARD IT THRU THE GRAPE VINE</b> Gladys Knight & Pips (Saul 35039)	2	<b>26</b>	<b>COUNT THE DAYS</b> Inez & Charlie Fauxx (Dynamia 112)	29
<b>4</b>	<b>SKINNY LEGS AND ALL</b> Jae Tex (Atca 4063)	5	<b>27</b>	<b>SOMETHING'S MISSING</b> 5 Stairsteps (Buddah 20)	27
<b>5</b>	<b>TELL MAMA</b> Etta James (Cadet 5578)	6	<b>28</b>	<b>O-O I LOVE YOU</b> Dells (Cadet 5574)	21
<b>6</b>	<b>I'M IN LOVE</b> Wilson Pickett (Atlantic 2448)	9	<b>29</b>	<b>UNITED Part 1</b> Music Makers (Gamble 210)	26
<b>7</b>	<b>HONEY CHILE</b> Martha Reeves & Vandellas (Gardy 7067)	8	<b>30</b>	<b>SPOOKY</b> Classics IV (Imperial 66259)	32
<b>8</b>	<b>BOO-GA-LOO DOWN BROADWAY</b> Fantastic Johnny C (Phil L.A. of Saul 305)	4	<b>31</b>	<b>A MAN NEEDS A WOMAN</b> James Carr (Galdwax 332)	33
<b>9</b>	<b>IF I COULD BUILD MY WORLD AROUND YOU</b> Marvin Gaye & Tammi Terrell (Tamla 54156)	10	<b>32</b>	<b>BORN FREE</b> Hesitations (Kapp 878)	47
<b>10</b>	<b>I'LL BE SWEETER TOMORROW</b> OJays (Bell 691)	7	<b>33</b>	<b>THIS THING CALLED LOVE</b> Webbs (Pop Side 4593)	34
<b>11</b>	<b>LOVE POWER</b> Sandpebbles (Calla 141)	15	<b>34</b>	<b>HOW BEAUTIFUL OUR LOVE IS</b> Platters (Musicar 1288)	36
<b>12</b>	<b>PIECE OF MY HEART</b> Erma Franklin (Shout 221)	12	<b>35</b>	<b>WHERE IS THE PARTY</b> Helena Ferguson (Compass 7009)	24
<b>13</b>	<b>BACK UP TRAIN</b> Al Greene (Hat Line 15000)	16	<b>36</b>	<b>PATA PATA</b> Miriam Makeba (Reprise 0606)	25
<b>14</b>	<b>COME SEE ABOUT ME</b> Jr. Walkers & The All Stars (Soul 35041)	18	<b>37</b>	<b>SOMEBODY'S SLEEPING IN MY BED</b> Johnny Taylor (Stax 235)	39
<b>15</b>	<b>I CAN'T STAND MYSELF</b> James Brown (King 6144)	19	<b>38</b>	<b>OH HOW IT, HURTS</b> Barbara Mason (Arctic 137)	45
<b>16</b>	<b>I SAY A LITTLE PRAYER</b> Dionne Warwick (Scepter 12203)	11	<b>39</b>	<b>I WISH IT WOULD RAIN</b> Temptations (Gordy 7068)	—
<b>17</b>	<b>AND GET AWAY</b> Esquire (Bunky 7752)	13	<b>40</b>	<b>MORE MORE</b> Little Milton (Checker 1189)	41
<b>18</b>	<b>YESTERDAY</b> Ray Charles (ABC 11009)	14	<b>41</b>	<b>PICK UP THE PIECES</b> Carla Thomas (Stax 239)	42
<b>19</b>	<b>WINDY</b> Wes Montgomery (A&M 833)	20	<b>42</b>	<b>YOU</b> Marvin Gaye (Tamla 54160)	—
<b>20</b>	<b>MY BABY MUST BE A MAGICIAN</b> Marvalettes (Tamla 54158)	23	<b>43</b>	<b>MOCKINGBIRD</b> Aretha Franklin (Columbia 44381)	43
<b>21</b>	<b>UP TIGHT GOOD MAN</b> Laura Lee (Chess 2030)	22	<b>44</b>	<b>DO WHAT YOU GOTTA DO</b> Al Wilson (Saul City 761)	—
<b>22</b>	<b>STORYBOOK CHILDREN</b> Billy Vera & Judy Clay (Atlantic 2445)	30	<b>45</b>	<b>I'D RATHER GO BLIND</b> Etta James (Cadet 5578)	44
<b>23</b>	<b>IN AND OUT OF LOVE</b> Diana Ross & Supremes (Motown 11)	17	<b>46</b>	<b>HAVE A LITTLE MERCY</b> Gene Wells (Calla 143)	50
			<b>47</b>	<b>THERE WAS A TIME</b> James Brown (King 6144)	—
			<b>48</b>	<b>DO UNTO ME</b> James & Bobby Purify (Bell 700)	—
			<b>49</b>	<b>DIRTY APPLE</b> Jimmy Hamman Smith (Prestige 455)	—
			<b>50</b>	<b>WOMAN WOMAN</b> Union Gap (Columbia 44297)	—

## Bendin'/Shapin'

Acta's American Breed ("Bend Me, Shape Me") is shown in the commissary at Paramount Studios while visiting Dot, Acta's parent label. In this view are (from the left): Kenny Myers, general manager of Acta; Gary Loizzo; Al Ciner; Chuck Colbert; Lee Graziano; Dick Peirce, Dot vp and General manager; and Arnold Burk, vp of Paramount Pictures, in charge of music, and president of Dot.



## Pearson Named Producer For Blue Note Records

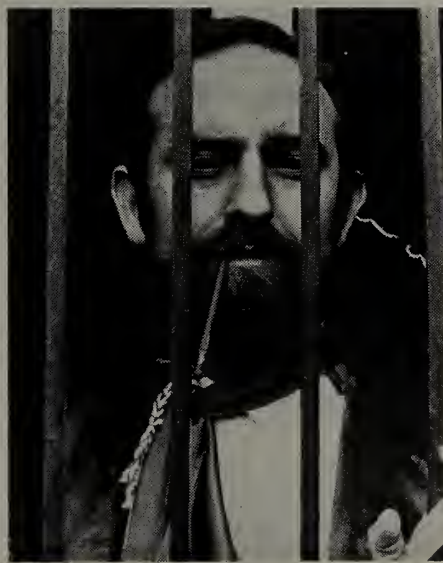
BEVERLY HILLS — Duke Pearson, jazz composer, arranger, and pianist, has been appointed producer for Blue Note Records, according to the label's co-general manager Mel Fuhrman. Pearson, also an artist on Blue Note, will be headquartered at the label's New York offices at 1776 Broadway.

Pearson, a native of Atlanta, began playing piano at the age of five and mastered several other instruments, including mellophone and trumpet, before graduating from high school.

In 1953, while working for his degree at Clark College, Pearson was drafted and assigned to the 8th Infantry Division band. After his discharge from the army, Pearson began playing piano in various clubs in the Atlanta area.

In 1959, he went to New York and began recording with Donald Byrd on Blue Note. Shortly after his first session with Byrd, Pearson was signed with the label and subsequently has turned out top selling albums including his latest, "A Sweet Honey Bee."

"We are very pleased to have Duke Pearson as a producer and are confident that he will help keep Blue Note the leader in jazz, as it has been for over thirty years," Fuhrman said.



EL DIABLO? — Bob Fead, national sales manager for A&M, has announced that Gene Silverman (pictured above) of Detroit's Merit Music Distributors, is the winner of A&M's annual Baja Marimba Band Moustache Contest. Silverman will receive a 1-week paid vacation for 2 in Spain. Traff Hubert of Consolidated Distributing in Seattle was the 2nd prize winner; Ken Carter of KOMO-San Antonio was the 3rd prize winner; Johnny Lam of Schwartz Bros. in Washington, D.C., was the 4th prize winner; and Morris Bloomberg of Schwartz Bros. was the 5th prize winner. The judges for the contest were: Claudine Longet, Angie Dickinson, and Liza Minnelli.

## MORE JEWELS FROM JEWEL/PAULA

### THE UNIQUES "I'll Do Anything"

Paula 289

### JOE VALENTINE "I Can't Stand To See You Go"

Ronn 14

### TED TAYLOR "Miss You So"

Ronn 15

### BARBARA WEST "The Love Of My Man"

Ronn 16

### CARTER BROTHERS "Why, Baby, Why"

(Part 1 & 2)  
Jewel 791



The hit album that features  
"Judy In Disguise"  
the next number one single,  
AGNES ENGLISH  
Paula LPS 2997

D.J.'s write for samples on your station letterhead.



# Talent On Stage

## COWSILLS

NEW YORK—Rain, parking and other things worked against the Cowsills, but the tremendous drawing power of their "Rain, the Park and Other Things" outdid the worst weather of this winter and pulled a large throng into Town Hall for the first New York appearances of the family group.

Few, if any, were disappointed by the performances, which coupled the appeal of a number one record, with pure showmanship, fine entertainment and a grand helping of solid music. The epitome of an "All-American Family" act with four brothers, a sister and mother on stage, and more behind the scenes, the Cowsills were more than cute, they were terrific.

A few original numbers and some recent hits made up an overall revue of the publicized act for the first segment of the evening; and the second half featured the talents of Bill, Bob, John and Barry Cowsill in a medley of "institutions" by the Beach Boys, Rolling Stones, Beatles and Herman's Hermits as well as a few rounding out sets to close the bill.

Act I was the family hour, with the spotlight shifting from one youngster to another in a bevy of cute renditions that offered a picture of the individual talents behind the Cowsills. Mother Barbara's "Time," Barry's "Mr. Postman," and a hammy "Red Roses for a Blue Lady" with brother John were all but eclipsed in the glow of the youngest member of the team, Susan. The pixie-angel figure demonstrated a showmanship usually found only in performers with more stage experience than she has years (8 to be exact). Strolling, prancing, swaying and boogaloo-ing across the apron of the stage, she showed no fear or nervousness in delivering "Hello, Hello" and "Sweet Talkin' Guy" for a chilled crowd which thawed before her,

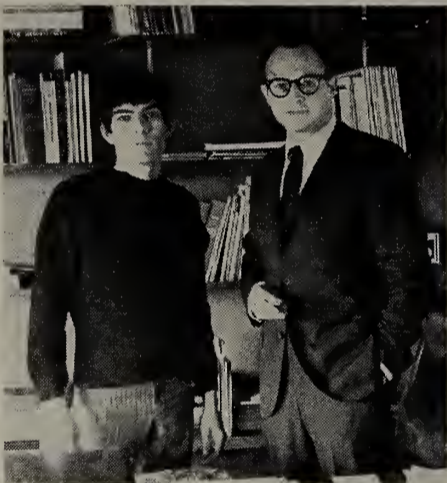
and melted under the warmth of her style.

Aside from the introductory section, the combo excelled on sets featuring "You Were On My Mind," "On The Other Side" and a few other sounds that were generally of an early-'60's-plus-amplifier genre.

Act II showed a complete shift into blues at the outset, with highlight emphasis moving to Bob Cowsill at the organ, but the funk condensed into a salute to the groups that have raised rock from its early regard to its dominant state today. Rolling off a string of hits from the '64-'67 roster, the Cowsills proved apt imitators of styles ranging from the Stonesy "The Last Time" and "Play With Fire" to the more complex "Lucy In the Sky With Diamonds" and a "Good Vibrations" that out-Beach Boy-ed the California crew.

Susan returned for "To Sir With Love," and it was a romp from there on to the closing recap of "We Can Fly," the newest single by the family.

Playing alone, the Cowsills were a tremendous bundle of energy, mirth, warmth and entertainment which ranged from Blue-eyed (and blonde haired) soul to the individual sound that projected "The Rain, the Park and Other Things" to the top spot on sales charts. When they return with a 20-piece orchestra (Jan. 19) for a show at Philharmonic Hall, the group should really be something to behold.



**LEADING THE PARADE** — Jerry Riopelle, writer/singer and producer for the Parade on A&M, has joined A&M's A&R dept. Allen Stanton, director of A&R for A&M is shown (on the right) above with Riopelle, whose first production under the pact will be the Travel Agency.

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## New Peaches For Herb

NEW YORK—Famed Date Records vocal duo, Peaches and Herb, has a new Peaches. Francine Day, the original Peaches has been replaced by Marlene Mack, former lead singer of the Joytones. Herb Fame remains as the Herb of Peaches and Herb.

The switch was made after the original Peaches, from Washington, D.C., decided that the duo's hectic touring and recording schedules were becoming too exhaustive. She wanted to remain closer to home to concentrate on a career as a solo performer.

An extensive talent search was begun to find a comparable lead singer with not only a similar sound but with the looks of Miss Day. Date executives believed that a publicized change of this nature might possibly injure the strong romantic image fostered by the twosome over the span of four top-20 hits, all love ballads. Their previous outing was "Love Is Strange." However, no such damage to the popularity of the duo has occurred, reported a Date spokesman. Publicity was minimal and the change went almost unnoticed.

Instead, Peaches and Herb are set for several major T.V. and night club appearances within the next few months, including the Jonathan Winters Show, Jan. 10, and The Mike Douglas Show, Feb. 6. Their new single, "Two Little Kids," is currently No. 53 and climbing on the Top 100.

## Scott Forms Film Co.

NEW YORK—Scott-Cedaridge Productions, a new film production company, has just been formed by arranger-composer Bobby Scott. The firm's offices are at 1619 Broadway here in N.Y.

## Correction

NEW YORK—In a story entitled "Rev. Draesel Writes Masses For The Masses" (Cash Box, Dec. 16, p. 36), the title of the Reverend Herbert C. Draesel, Jr.'s "mass with a rock beat" was inadvertently printed as being "Rejoice." The title of the Rev. Draesel's mass is really "Celebration." "Rejoice" is a country-folk mass which the Rev. Draesel wrote in collaboration. Also, the publisher of "Celebration" was printed as being Edwin B. Marks. It should have read Edward B. Marks. One error leads to another, and so, in the final paragraph, it was inadvertently stated that "Rejoice" was initially performed at Trinity College Chapel in Hartford, Connecticut. It was "Celebration" that received its debut at Trinity.

## Super K

(Continued from Page 10)

and will service all Top 40 and secondary stations with new releases. He will also work closely with record companies to promote new releases. Yavo Yablansky, producer of the film, "Jordi", has just been signed to produce several film shorts of all Kraft-Kent clients which will be sent out to all television networks in the U.S. and Europe. Kraft-Kent is currently negotiating to handle several groups from the U.S. and England.

## Mgmt. Connection

National Entertainment Corp., the management firm, works directly with Super K Productions. National manages all Super K acts in addition to 15 new acts that have been signed in England and America. National is currently setting up offices in Ohio, England and California. The firm is headed by Bruce Kasenetz and Bobby Katz, brothers of Jerry and Jeff. National works hand in hand with deejays throughout the nation who run record hops for their stations.

Kasenetz and Katz are going abroad in about ten days to produce two new British groups, the British Attack and the Carnaby Street Runners, and to do a date with the Mindbenders ("Groovy Kind Of Love"). They will also set up foreign publishing deals in England, France, Belgium, Australia, Holland, Germany and Italy.

## P & R Seminars

Kasenetz and Katz have just been signed to give seminars on how to produce rock and roll records, and they will be visiting over 10 cities in the next few months. They will give lectures at various universities and high schools throughout the country. Among the colleges they will visit are Harvard, Columbia, Yale, the University of Arizona, Arizona State and Indiana. They will also appear on various TV shows, including "Upbeat", "American Bandstand", "The Mike Douglas Show" and "The Joey Bishop Show".

Super K Productions is presently negotiating to build their own recording studios in Ohio. They are currently working with Herb Abramson of A-1 Sound Studios here in N.Y.

Super K recently moved into new offices at 200 West 57th Street, Suite 1210, here in N. Y. The firm maintains an open door policy and is always looking for new writers and producers.



**BIG YEAR FOR MERCO**—Merco Enterprises has received an achievement award from Columbia Records for outstanding merchandising and promotion in 1967. Shown making the presentation to Jack Grossman (seated,) president and chairman of the board of Merco, is Tony Martell, regional sales manager for the New York market of Columbia. Looking on (from left to right) are: Nick Barna, Columbia salesman; Morty Klein, vp of Merco; Warren Rossman, vp and secretary of Merco; Irv Arlen, treasurer of Merco; Don England, Columbia's director of sales; Spiros Culuris, vp of Merco; and Sol Gleit, vp of Merco Enterprises.



# TOP 100 Albums

JANUARY 6, 1968

1	<b>MAGICAL MYSTERY TOUR</b> Beatles (Capitol MAL/SMAL 2835)	1	25	<b>BEE GEES 1ST</b> (Atco 233/D 233)	24	51	<b>HAWAIIAN ALBUM</b> Ray Conniff (Columbia CL 2747/SC 9547)	46	73	<b>HUGH MASAKELA IS ALIVE AND WELL AT THE WHISKEY</b> (UNI UNI 3015/73015)	93
2	<b>PISCES, AQUARIUS, CAPRICORN &amp; JONES LTD</b> Monkees (Calgems COM/COS 104)	2	26	<b>TO SIR, WITH LOVE</b> Soundtrack (Fontana MGF 27569/SRF 67569)	26	52	<b>TEMPTATIONS GREATEST HITS</b> (Gordy GM/GS 919)	50	74	<b>THE VOICE OF SCOTT MCKENZIE</b> (Ode Z12 44001/Z12 44002)	76
3	<b>THEIR SATANIC MAJESTIES REQUEST</b> Rolling Stones (London NP/NPS 2)	3	27	<b>RELEASE ME</b> Engelbert Humperdinck (Parrot PA 61012/PAS 71012)	29	53	<b>WINDOWS OF THE WORLD</b> Dionne Warwick (Scepter SRM/SRS 563)	53	75	<b>MISSION IMPOSSIBLE</b> Lala Schiffrin (Dot DLP 25831)	87
4	<b>HERB ALPERT'S NINTH</b> Herb Alpert & Tijuana Brass (A&M 134/SP 4134)	4	28	<b>CAMELOT</b> Soundtrack (Warner Bros. B/BS 1712)	30	54	<b>MANTOVANI/HOLLYWOOD</b> (London LL3516/PS 516)	47	76	<b>MONKEES HEADQUARTERS</b> (Calgems COM/COS 103)	59
5	<b>DIANA ROSS &amp; THE SUPREMES GREATEST HITS</b> (Motown M/MS 2-663)	5	29	<b>GROOVIN'</b> Young Rasco's (Atlantic 8148/SD 8148)	27	55	<b>I FEEL LIKE IM FIXIN' TO DIE</b> Country Joe & The Fish (Vanguard VRS 9266/VSD 79266)	64	77	<b>ALLIGATOR BOOGOLOO</b> Lau Donaldson Blue Note BLP 4263/BLPS 84264)	81
6	<b>DR. ZHIVAGO</b> Soundtrack (MGM E/ES 6 ST)	7	30	<b>THE LAST WALTZ</b> Engelbert Humperdinck (Parrot PA 61015/PAS 71015)	31	56	<b>ODE TO BILLIE JOE</b> Bobby Gentry (Capitol T/ST 2830)	56	78	<b>GET THAT FEELING</b> Jimi Hendrix & Curtis Knight (Capitol T/ST 2856)	82
7	<b>SGT. PEPPER'S LONELY HEART'S CLUB BAND</b> Beatles (Capitol T/TS 2653)	6	31	<b>IN A MELLOW MOOD</b> Temptation (Gordy G/GS 924)	39	57	<b>TURN THE WORLD AROUND</b> Eddy Arnold (RCA Victor LPM/LSP 3869)	54	79	<b>THE WHO SELL OUT</b> (Decca DL 4950/DL 74950)	92
8	<b>STRANGE DAYS</b> Doors (Elektra EK 4014/EKS 7414)	9	32	<b>ALICE'S RESTAURANT</b> Arla Guthrie (Reprise R/RS 6267)	38	58	<b>PLEASE LOVE ME FOREVER</b> Bobby Vinton (Epic LN 24341/BN 26341)	71	80	<b>EYDIE GORME'S GREATEST HITS</b> (Columbia CL 2764/CS9564)	79
9	<b>FAREWELL TO THE FIRST GOLDEN ERA</b> Mamas & Papas (Dunhill D/DS 50025)	8	33	<b>WILD HONEY</b> Beach Boys (Capitol T/ST 2859)	45	59	<b>PINK FLOYD</b> (Tower T/ST 5093)	61	81	<b>BEST OF SONNY &amp; CHER</b> (Atco 219/SD 219)	83
10	<b>DISRAELI GEARS</b> Cream (Atco 232/SD 232)	10	34	<b>ARETHA ARRIVES</b> Aretha Franklin (Atlantic 8150/SD 8153)	28	60	<b>COWBOYS AND COLORED PEOPLE</b> Flip Wilson (Atlantic 8149)	66	82	<b>FLOWERS</b> Rolling Stones London LL 3509-PS 509)	63
11	<b>SOUND OF MUSIC</b> Soundtrack (RCA Victor LOCD/LSOD 2005)	12	35	<b>BUFFALO SPRINGFIELD AGAIN</b> (Atco 226/SD 226)	33	61	<b>WHEN THE SNOW IS ON THE ROSES</b> Ed Ames (RCA Victor LPM/LSP 3913)	74	83	<b>MASS IN F MINOR</b> Electric Prunes (Reprise R/RS 6075)	101
12	<b>THE TURTLES GOLDEN HITS</b> White Whale (WW 115/WWS 7115)	13	36	<b>TO SIR, WITH LOVE</b> Lulu (Epic LN 24339/BN 26339)	34	62	<b>RAVI SHANKAR AT THE MONTEREY INT'L POP FESTIVAL</b> World Pacific WP 1442/WPS 21442	62	84	<b>THE MAGIC GARDEN</b> The 5th Dimension (Saul City SCM 91001/SCS 92001)	88
13	<b>SIMPLY STREISAND</b> Barbra Streisand (Columbia CL 2682/CS 9482)	11	37	<b>FRESH CREAM</b> Cream (Atco 206/SD 206)	41	63	<b>A MAN AND A WOMAN</b> Soundtrack (United Artists UAL 4147/UAS 5147)	55	85	<b>ENCORE</b> Henry Mancini (RCA Victor LPM/LPS 3887)	90
14	<b>LOVE ANDY</b> Andy Williams (Columbia CL 2766/CS 9566)	15	38	<b>INSIGHT OUT</b> Association (Warner Bros. W/WS 1696)	32	64	<b>FOR A FEW DOLLARS MORE</b> Leroy Halmes (United Artists UAL 3608/UAS 6608)	65	86	<b>\$1,000,000 WEEKEND</b> Ventures (Dolton LRP 2054/LST 8054)	95
15	<b>INCENSE AND PEPPERMINTS</b> Strowberry Alarm Clock (UNI 3014/73014)	14	39	<b>THE BYRDS GREATEST HITS</b> (Columbia CL 2716/CS 9516)	35	65	<b>SOUNDS LIKE</b> Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124)	57	87	<b>LOOK OF LOVE</b> Claudine Langet (A&M 129/SP 4129)	85
16	<b>DIONNE WARWICK'S GOLDEN HITS PART ONE</b> (Scepter SRM/SRS 565)	16	40	<b>CLAMBAKE</b> Elvis Presley (RCA Victor LPM/LPS 3893)	49	66	<b>FOR ALL THE SEASONS OF YOUR MIND</b> Janis Ian (Verve Forecast FT/FTS 3024)	77	88	<b>ANYTHING GOES</b> Harpis Bizarre (Warner Bros. W/WS 1716)	86
17	<b>AFTER BATHING AT BAXTER'S</b> Jefferson Airplane (RCA Victor LOP/LSO 1511)	23	41	<b>UP, UP AND AWAY</b> Johnny Mathis (Columbia CL 2726/CS 9526)	51	67	<b>HISTORY OF OTIS REDDING</b> (Volt M/S 418)	78	89	<b>MARY IN THE MORNING</b> Al Martino (Capitol T/ST 2780)	89
18	<b>VANILLA FUDGE</b> (Atco 224/SD 224)	17	42	<b>ALL MITCH RYDER HITS</b> (New Voice NV/NVS 2004)	36	68	<b>MAN OF LA MANCHA</b> Original Cast (Kopp KRL 4505/KRS 5505)	70	90	<b>MOVIN' WITH NANCY</b> Nancy Sinatra (Reprise R/RS 6277)	—
19	<b>ARE YOU EXPERIENCED</b> Jimi Hendrix Experience (Reprise R/RS 6261)	19	43	<b>DOCTOR DOLITTLE</b> Soundtrack (20th Century-Fox DTCS 5101)	48	69	<b>PATA PATA</b> Miriam Makeba (Reprise R/RS 6274)	75	91	<b>PLEASURES OF THE HARBOR</b> Phil Ochs (A&M 133/SP 4133)	98
20	<b>IT MUST BE HIM</b> Vikki Carr (Liberty LRP 3533/LST 7533)	18	44	<b>SNOOPY AND HIS FRIENDS THE ROYAL GUARDSMEN</b> (Laurie LLP/SLP 2042)	60	70	<b>WHEN THE WHISTLE BLOWS</b> Saul Survivors (Crimson LP 502)	69	92	<b>LETTERMEN... AND LIVE</b> (Capitol T/ST 2758)	135
21	<b>THE DOORS</b> (Elektra EK 4007/EKS 7407)	21	45	<b>THE BOX TOPS</b> (Bell 6011/S 6011)	37	71	<b>EVERYBODY NEEDS LOVE</b> Gladys Knight & The Pips (Saul S/S 706)	67	93	<b>FOWL PLAY</b> Bajo Marimba Band (A&M 136/SP 4136)	97
22	<b>THE COWSILLS</b> (MGM E/SE 4498)	22	46	<b>BEST OF WILSON PICKETT</b> (Atlantic 8151/SD 8151)	42	72	<b>WITHOUT HER</b> Jack Janes (RCA Victor LPM/LPS 3911)	73	94	<b>FLYING NUN</b> Sally Field (Calgems COM/COS 106)	105
23	<b>4 TOPS GREATEST HITS</b> (Motown M/MS 662)	20	47	<b>A GIFT FROM A FLOWER TO A GARDEN</b> Donovan (Epic L2N 6071/B2N 171)	68	73	<b>GOLDEN GREATS BY THE VENTURES</b> (Liberty LRP 2053/LST 8053)	130	95	<b>DANCING IN THE STREET</b> Ramsey Lewis (Cadet LP/LPS 794)	94
24	<b>A DAY IN THE LIFE</b> Wes Montgomery (A&M 2001/SP 3001)	25	48	<b>GONE WITH THE WIND</b> Soundtrack (MGM 1E-10 St)	43	74	<b>JOHN GARY CARNEGIE HALL CONCERT</b> (RCA Victor LOC/LSO 1139)	131	96	<b>REACH OUT</b> Burt Bacharach (A&M 131/SP 4131)	100
101	<b>YOU DON'T HAVE TO BE ITALIAN TO LIKE PAT COOPER</b> (United Artists UAL 3600/UAS 6600)	101	49	<b>ALBUM 1700</b> Peter, Paul & Mary (Warner Bros. W/WS 1700)	44	75	<b>SOMETHING SUPER</b> King Richard & Fluegel Knights (MTA MTA 1005/MTS 5005)	132	97	<b>WITH A LOT O'SOUL</b> Temptations (Gordy G/GS 922)	99
102	<b>STONE PONEYS VOL. II</b> (Capitol T/ST 2763)	102	50	<b>WITH LOVE CHER</b> (Imperial LP 9358/LPS 12358)	52	76	<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell (Capitol T/ST 2851)	107	98	<b>CANDYMEN</b> (ABC ABC/ABCS 616)	107
103	<b>WELCOME TO MY WORLD</b> Dean Martin (Reprise R/RS 6250)	103	101	<b>THE RESURRECTION OF PIGBOY CRAB-SHAW</b> Butterfield Blues Band (Elektra EKS 74015)	111	77	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	99	<b>PLEASURES OF THE HARBOR</b> Phil Ochs (A&M 133/SP 4133)	98
104	<b>REVENGE</b> Bill Cosby (Warner Bros. W/WS 1169)	104	102	<b>CLEAR LIGHT</b> (Elektra EKL/EKS 74011)	112	78	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	100	<b>EVERLASTING LOVE</b> Robert Knight (Manument 7000/17000)	114
105	<b>SOUL MEN</b> Sam & Dave (Stox 725/SD 725)	105	103	<b>WHIPPED CREAM</b> Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110)	113	79	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	101	<b>FISTFUL OF DOLLARS</b> Soundtrack (RCA Victor LOC/LOS 1135)	135
106	<b>SMOKEY ROBINSON &amp; THE MIRACLES MAKE IT HAPPEN</b> (Tamla T/TS 276)	106	104	<b>THE WORLD WE KNEW</b> Frank Sinatra (Reprise F/FS 1022)	114	80	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	102	<b>LISTEN</b> Ray Charles (ABC ABC/ABCS 595)	116
107	<b>LOOK OF LOVE</b> Dusty Springfield (Philips PHM 200-256/PHS 600-256)	107	105	<b>WHAT NOW MY LOVE</b> Mitch Ryder (Dynovoice DY 1901/31901)	115	81	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	103	<b>SURREALISTIC PILLOW</b> Jefferson Airplane (RCA LPM/LPS 3766)	137
108	<b>RIGHTEOUS BROTHERS GREATEST HITS</b> (Verve V/V6 5020)	108	106	<b>SUPER HITS</b> Various Artists (Atlantic 501/-D 501)	116	82	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	104	<b>FIDDLER ON THE ROOF</b> Original Cast (RCA Victor LPM/LPS 3730)	138
109	<b>HELLO DOLLY</b> New Cost Pearl Bailey & Co. (RCA Victor LOC/LSO 1147)	109	107	<b>LET IT OUT</b> Hambres (Verve/Farecast FT/FTS 3036)	117	83	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	105	<b>THAT'S MY KICK</b> Errol Garner (MGM E/SE 4463)	139
110	<b>COLLAGE</b> Nael Harrison (Reprise R/RS 6263)	110	108	<b>RESPECT</b> Jimmy Smith (Verve V/V-6 8705)	118	84	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	106	<b>SMILEY SMILE</b> Beach Boys (Brother T/TS 9001)	140
			109	<b>DOWN TO MIDDLE EARTH</b> Hobbits (Decca DL 4920/74920)	119	85	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	107		
			110	<b>THE BEST OF WES MONTGOMERY</b> (Verve V/V6 8714)	120	86	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	108		
			111			87	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	109		
			112			88	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	110		
			113			89	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	111		
			114			90	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	112		
			115			91	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	113		
			116			92	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	114		
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			119			95	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	117		
			120			96	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	118		
			121			97	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	119		
			122			98	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	120		
			123			99	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	121		
			124			100	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	122		
			125			101	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	123		
			126			102	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	124		
			127			103	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	125		
			128			104	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	126		
			129			105	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	127		
			130			106	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	128		
			131			107	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	129		
			132			108	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	130		
			133			109	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	131		
			134			110	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	132		
			135			111	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	133		
			136			112	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	134		
			137			113	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	135		
			138			114	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	136		
			139			115	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	137		
			140			116	<b>WILDFLOWERS</b> Judy Collins (Elektra EKS 74012)	134	138		

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## Pop Picks



**THE BEST OF HERMAN'S HERMITS VOL. III** —MGM E/SE 4505

As the name implies, this is a delightful compilation of some of the biggest Herman's Hermits decks of recent vintage like "There's A Kind Of A Hush," "No Milk Today," "Don't Go Out Into The Rain," and "East West." Delightfully packaged with a "Far From The Madding Crowd"-type cover, this set is sure to enjoy heavy sales and airplay. The group's fame has been spreading far and wide so vol. III should do as well as the two previous sets.



**EVERYTHING PLAYING** — Lovin' Spoonful — Kama Sutra KLP/KLPS 8061

The Lovin' Spoonful is back with their first LP since Jerry Yester joined the group. The set, highlighted by their recently charted single "She's Still A Mystery," is in strict keeping with the high standards of quality and fun-filled mostly soft rock that we've grown used to over the years. The country-flavored "Boredom," the folksy "Money," and the gently reflective "Younger Generation" are delightful tracks on a great LP.



**\$1,000,000 WEEKEND**—Ventures—Liberty LRP 2054/LST 8054

Sparked by a big promotional campaign featuring a sales incentive contest (the prize is a weekend at Caesar's Palace in Las Vegas and \$200 in chips), this latest offering by the Ventures, Liberty's four ace pop guitarists, should go far. Hard-driving, funky efforts such as "What Now My Love," "Ode To Billie Joe," and "Music To Watch Girls By" are included on the power-packed LP. The disk shapes up as a monster.



**A SCRATCH IN THE SKY**—Cryan' Shames—Columbia CL 2786/CS 9586

The Cryan' Shames' second Columbia LP is a highly inventive venture. Though not imitative of the Beatles' "Magical Mystery Tour," it shares with that album the successful marriage of fantasy and rock. Lennie Kerley and Jim Fairs, members of the Cryan' Shames, wrote all but two of the selections. Among the surprises on the set is the inclusion of a bagpipe on "The Sailing Ship." Put this package high on your list of disks to watch.

## Jazz Picks



**GET UP & GET IT!**—Richard "Groove" Holmes — Prestige PR 7514

Organist Richard "Groove" Holmes performs six jazz tunes: the title track, "Lee-Ann," "Body And Soul," "Broadway," "Groove's Blues Groove," and "Pennies From Heaven." Holmes is given the stellar support of Teddy Edwards, tenor sax; Pat Martino, guitar; Paul Chambers, bass; and Billy Higgins, drums. Displaying his characteristic ability for sustained invention, Holmes makes this LP priority listening for jazz buffs.



**THE GRASS IS GREENER** — Grassella Oliphant Atlantic SD 1494

A sterling example of tasteful jazz drumming, this is the second Grass LP on Atlantic, the first being "The Grass Roots." Personnel includes such figures as Grant Green, John Patton, Harold Ousley, Clark Terry, and Major Holly. Clark Terry's "Peaches Are Better Down The Road" is one of the more outstanding selections on the set. This one should find a ready made market within jazz circles.

## Classical Picks



**JOHN CAGE: VARIATIONS II/HENRI POUSSEUR: TROIS VISAGES DE LIEGE/MILTON BABBITT: ENSEMBLES FOR SYNTHESIZER** —Columbia MS 7051

John Cage, Henri Pousseur and Milton Babbitt are three modern classical composers whose works have aroused and continue to arouse much controversy, centering mainly around the question "Is it music?" The listener must make up his own mind. The electronic pieces on this album sound superficially like the soundtrack of a science fiction movie, but they were conceived as works of art. Are they? The listener must decide.



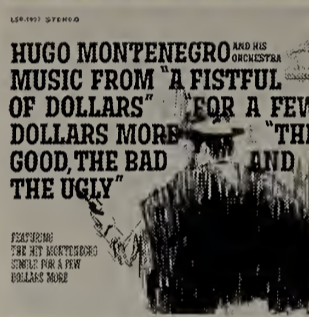
**THE FASCINATING RHYTHMS OF THEIR BRAZIL** — Los Indios Tabajaras — RCA Victor LPM/LSP 3905

Los Indios Tabajaras perform a set of Latin-pop-jazz tunes with stylistic grace and skill. The material finds Los Indios on their guitars, accompanied by a small rhythm section which varies in size and in instrumentation from tune to tune. "Rio Antigo," "The Girl From Ipanema," and "Blue Angel" are outstanding tracks. This exciting LP should get active play in both pop and jazz markets.



**LE FORMIDABLE JACQUES BREL**—Vanguard VRS 9265/VSD 79265

Jacques Brel sings an album of French songs, all of which he wrote or had a hand in writing. The artist employs a fine, warm, virile voice in performing such tunes as "Mon Enfance," "Les Coeurs Tendres," "La Chanson Des Vieux Amants," and "Le Gaz." The power, intensity, and depth of the chanter's interpretations make this an LP well worth the careful attention of the listener.



**MUSIC FROM "A FISTFUL OF DOLLARS" — "FOR A FEW DOLLARS MORE" — "THE GOOD THE BAD AND THE UGLY"** — Hugo Montenegro & Ork — RCA Victor LPM/LSP 3927

The drama and intensity of these three well known western ventures comes through in these Hugo Montenegro treatments of their themes. The set also features the Montenegro single of "For A Few Dollars More." Fans of the films as well as those persons interested in powerful, richly melodic music will go for this one.



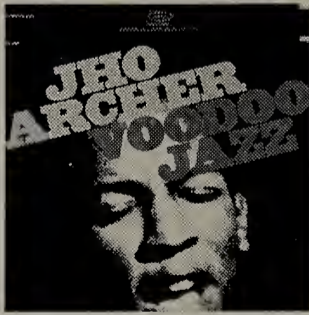
**ORIGINAL GOLDEN INSTRUMENTAL HITS**—Various Artists—Warner Bros. W/WS 1725

Here, in bristling array, are twelve powerful instrumentals, all suited for dancing or just satisfying listening. Included on the set are the Marketts' "Out Of Limits" and "Batman Theme," "Bumble Boogie," by B. Bumble and the Stingers, "Limbo Rock," by the Champs, and "Teen Beat," by Sandy Nelson. There should be a ready market for this distillation of big beat sounds.



**WE AND THE SEA** — Tamba 4 — A&M LP 2004

Tamba 4 is comprised of Luiz Eca, piano and organ; Dorio, guitar, and percussion; Ohana, drums, jawbone, and conga; and Beбето, flute and bass. The title track is a smooth, sinuous bossa nova; "The Hill (O Morro)" is a colorful, swinging 8-minute tour de force. The group's music is exciting, inventive, and swinging, and both jazz and pop fans should enjoy this flavorful disk.



**VOODOO JAZZ** — Jho Archer — Epic LN 24331/BN 26331

Jho Archer, the young Haitian singer, composer, producer, dancer and choreographer, assembled for this album a number of the voodoo songs of his native land and mixed them with modern jazz. The mixture is a success, and the set should appeal to many jazz listeners. Those unfamiliar with voodoo music might expect it all to be "scary" and filled with suggestions of witchcraft. The selections on this LP are for the most part as gentle and soothing as a tropical breeze.



**MUSIC FROM THE ORTHODOX LITURGY** — Slavonic Cappella Ensemble/Fekula — ESP-Disk ESP 1065

The rich heritage of the ritual music from the Eucharistic liturgy of the Eastern Orthodox Church is excruciatingly evident on this beautiful and majestic waxing by the Slavonic Cappella Ensemble. The group was organized in America by the Slavonic Arts Society in 1965 to perpetuate this somewhat neglected musical tradition. Some of the finer operatic voices of our time have been effectively sublimated into a unified choral ensemble that leaves nothing to be desired.

## Mercury Unveils 1st '68 LP's

NEW YORK—Mercury Records last week unveiled its first album release for the new year. The product chiefs and the corporation's regional sales vice-presidents, Abe Chayet (East), Steve Brookmire (South and Midwest) and Bob Sarenpa (West) fanned out cross-country to present their respective early '68 programs to both branch and independent distributor representatives.

### Philips Release

Lou Simon, head of Mercury's Philips label subsidiary, is presenting a permanent sales presentation book to each salesman containing full details of his new six pop and six classical program.

The spearhead album is "Mystic Moods of Love," by the Mystic Moods Orchestra. This LP is from producer Brad Miller whose first four mood-music-plus-sound-effects entries have all met with success. Reviewer and radio copies of the album are going out with perfumed inserts designed to carry out the exotic motif of the repertoire. Reviewer and radio promo copies of Ken Nordine's "Twink" will also carry inserted copies of the mini-book by Robert Schure which inspired the Nordine recording.

Maintaining Philips' global image, the Swingle Singers present "Spanish Masters" in which the French-based harmonists vocally delineate Castilian classical works while Germany professors guitarists Sigfried Schwab in a stringed-with-choral background outfit titled simply "The Fabulous Guitar."

Aimed at jazz and R&B buyers is an LP which showcases the late Earl Bostic in a series of previously unreleased instrumentals called "The Song Is NOT Ended." The Philips compact program also includes "Quiet Nights," by Sergio Mendes.

Leading off Philips' new classical release, Colin Davis conducts the BBC Symphony Orchestra and the John Aldus Choir with soloists Helen Donath, Soprano; Gerd Niensted, bass, in Mozart's Requiem. The record is housed in a double-fold album with full Latin-English text translation. Gerard Souzay, accompanied by Dalton Baldwin, sings the songs of French modernists Polenc in another collection. Lorin Maazel conducts the RSO Orchestra in Dvorak's "New World" Symphony, while George Szell conducts the Concertgebouw Orchestra of Amsterdam in a pairing of Beethoven's Symphony #5 and Mozart's Symphony #34 in still another new classical LP. The Concertgebouw Orchestra is included a second time under the baton of Bernard Haitink performing Bruckner's "Romantic" Symphony (#4). The final classical offering on Philips features Pablo Casals conducting the Lamoureux Orchestra featuring Maurice Gendron, performing Haydn's Concerto in D Major and Boccherini's Cello Concerto in B-Flat Major.

Providing merchandising support for Philips' mood music are colored browse box divider cards which have been made for the Mystic Moods Orchestra and Paul Mauriat and his Orchestra.

### New Mercury LP's

Alan Mink, Mercury sales chief, is peaking his 1968 opener with five "Best Of" LP's. Pop sets in this category are: "The Best of Moms Mabley" and "Jerry Butler's Golden Hits (Live at Morgan State College, Baltimore, Md.)". In the C&W idiom, Dave Dudley, Faron Young and Roy Drusky are featured in "Greatest Hits—Vol. 2" albums.

Newcomer talent is also included in the Mercury release. Producers Bob Wyld and Art Polhemus of Longhair Productions who guided the successful careers of the Blues Magoos, unveil their newest vocal find, Bunky & Jake. Earl Wilson, Jr., son of the syndicated columnist, makes his start as a romantic balladeer in another Mercury package. Winding up the Mercury release is a first on the label by twin pianists Derek and Ray, reprising popular cinema themes in "The Cinema Scene Today."

### Smash-Fontana Sets

Rory Bourke, who heads up Mercury's Smash and Fontana subsidiary labels, introduces a pair of Smash and a pair of Fontana albums to kick off the New Year. The Collage, a two gals and two guys mod choral group who have been personally guided through a six month shakedown cruise by the label, make their album debut. Scott Walker does his first solo recording via a British-produced album called "Aloner" in the other Smash entry. Gloria Lynne displays her versatility in a new Fontana album titled "The Other Side of Gloria Lynne." The other Fontana album stems from Israel. It is titled "Jerusalem of Gold" and contains songs of the recent Arab-Israeli conflict performed by Israeli musicians and singers.

## RCA Issues 1st Stereo 8 Tapes For The New Year

NEW YORK—RCA Victor last week unveiled 17 new Stereo 8 tape cartridges, the firm's first Stereo 8 release for 1968.

The January release includes the following cartridges. Pearl Bailey in the new "Hello Dolly!" Broadway cast album; "Eoncore! More of the Concert Sound of Henry Mancini"; Ed Ames' "When the Snow Is On the Roses"; Jack Jones' "Without Her"; "The Best of John Gary"; Lana Cantrell's "Another Shade of Lana"; Marilyn Maye's "Step to the Rear"; Armando Manzanero's "A Mi Amor... Con Mi Amor"; Connie Smith's "Soul of Country Music"; and Leon Ashley's "Laura, What's He Got That I Ain't Got."

Red Seal cartridges include: Arthur Fiedler and the Boston Pops' "Music From Million Dollar Shows" and Mario Lanza's original soundtrack LP from "The Student Prince."

The two RCA Camden Stereo 8 cartridges are the twin-pack, "Boots Randolph Sweet Talk/The Yakin' Sax Man" and "More Music For A Sunday Drive" featuring the Living Brass, Living Guitars, Living Jazz, Living Strings, Living Trio, and Living Voices.

## Xmas Stocking

Sergeant Zidar of the Marine Reserve unit at Floyd Bennett Field is shown picking up the first toy of a stockpile built at Cash Box for contribution to the "Toys for Tots" campaign. CB's Mike Martucci, who headed the office's charity drive which netted \$235 for the purchase of toys, games and other gifts, handed over the collection last Tuesday (19). These and other contributions were distributed by the Marines on Christmas to a number of orphanages and institutions to spread the holiday cheer among unfortunate children.



## Capitol Releases January Product

NEW YORK — Capitol Records has released its January album and tape product, featuring 14 pop albums, 12 tape packages, and 17 classical LP's.

The pop packages are as follows: "An Original By Bruno," Tony Bruno; "The Best Of King Curtis;" "It Takes People Like You To Make People Like Me," Buck Owens and his Buckaroos; "Our Garden Of Hymns," Tennessee Ernie Ford and Marilyn Horne; "Seen In Green," the Seekers; "The World We Know," Stan Kenton; "Sing Me Back Home," Merle Haggard; "Love's Gonna Happen To Me," Wynn Stewart; "Welcome To My Love," Nancy Wilson; "Wayne Newton The Greatest;" "Sessions," Fred Neil; "Israeli Songs," Esther Ofarim, "Romantic Gypsy Strings," Papha Brogiotti and his Orchestra; and an LP by France's Georges Chelon, making his U.S. debut on record.

### 5 New Reel-to-Reel Stereo Tapes

Capitol is issuing five new reel-to-reel stereo tape packages, all in the pop genre, and one classical tape. They are: "Invitation To Broadway," Matt Monro; "74 Miles Away," Cannonball Adderley; "Guilty," Howard Roberts; "Medleys On Parade," Guy Lombardo & the Royal Canadians; "God Is Alive," Wayne Newton; and "Aida," featuring Birgit Nilsson, Franco Corelli, and Grace Bumbry, with orchestra and chorus of the opera house, Rome, conducted by Zubin Mehta.

Seven 8-track stereo tape cartridges are being released by Capitol, all of which are twin-pack configurations. They are: "The Big Sounds Of The Drags," a candid, on-the-spot collection of stock cars and roadsters in actual competition; "Mary In The Morning," Al Martino; "74 Miles Away," Cannonball Adderley; "Guilty," Howard Roberts; "Medleys On Parade," Guy Lombardo & the Royal Canadians; "Just An Old Flame," Hank Thompson; and "Two Raga Moods," Ravi Shankar.

Capitol is adding three new classical albums to Angel's Melodiya/Angel series. Yevgeny Svetlanov conducts the U.S.S.R. Symphony in a performance of Tchaikovsky's Fourth Symphony. The Fourth Symphony of Prokofiev is conducted by Gennady Rozhdestvensky, with the Moscow Radio Symphony. The G Minor Piano Concerto of Rachmaninoff is played by Nikolai Petrov with the Moscow Radio Symphony Orchestra under Rozhdestvensky. The Rachmaninoff is coupled with Prokofiev's Third Piano Concerto.

### 5 New Seraphim LP's

Five new additions to the Seraphim series have been made by Capitol. Heading the release is "The Beggar's Opera," featuring the voices of Elsie Morison, Monica Sinclair, John Cam-

eron, and Owen Brannigan. Sir Malcolm Sargent conducts the Pro Arte Orchestra & Chorus and members of the Old Vic Company. In an album transferred for the first time from the original masters (recorded 1928-33), soprano Lotte Lehmann sings arias from "Arabella," "Lohengrin," "Tannhaeuser," "Otello," "Tosca," "The Tales Of Hoffman," and five other operas, as well as two Wagner songs. Colin Davis conducts the B.B.C. Symphony in "A Mozart Evening," a collection of light serenades. Five famous overtures by Rossini are performed by the Philharmonia Orchestra conducted by Carlo Maria Giulini. Completing the release is the Brahms Violin Concerto, performed by Leonid Kogan, with the Philharmonia Orchestra under Kiril Kondrashin.

Capitol Classics is releasing the "Best Of" conductors Leopold Stokowski and Carmen Dragon, and pianist Leonard Pennario. "The Best Of Stokowski In Stereo" is a program of shorter works by Sibelius, Debussy, Barber, Dukas, Tchaikovsky, and Stravinsky. Stokowski's Bach transcription, the "Little G Minor" Fugue is also included in the LP. "The Best Of Carmen Drago & The Hollywood Bowl Symphony Orchestra" includes Schubert's Serenade, the Gypsy Dance from "Carmen," the Intermezzo from "Cavalleria Rusticana," and "Hora Staccato." "The Best Of Leonard Pennario In Stereo" showcases the pianist playing some of his "lighter" repertoire with orchestra, including Gershwin's "Rhapsody In Blue."

### 6 Angel LP's

Six albums comprise Angel's release for the month of January. "Aida," the performers of which are detailed above in Capitol's reel-to-reel stereo tape release, is one of the LP's. Yehudi Menuhin conducts the Bath Festival Orchestra in performances of Schubert's Symphonies No. 2 In B Flat and No. 6, the "Little C Major." "A Treasury Of English Songs" presents music ranging from Elizabethan times to contemporary sung by mezzo Janet Baker, with instrumental accompaniments by Robert Spencer (lute), Martin Isepp (harpsichord), Ambrose Gauntlett (viola da gamba), Douglas Whittaker (flute), and Gerald Moore (piano). An album of piano music by Erik Satie is performed by Aldo Ciccolini. Soprano Mirella Freni is heard in a collection of Puccini arias. The Rome Opera and RAI orchestras are conducted by Thomas Schippers, Franco Ferraris, and, in several instances, by Leone Magiera. Completing the release is an album containing compositions for piano, strings, and winds by Leos Janacek. Neill Sanders (horn), Gervase De Peyer (clarinet), and Lamar Crowson (piano), are soloists with members of the Melos Ensemble.

## Carnegie Schedules Folk Tribute To Woody Guthrie

NEW YORK—A battery of folk artists have been scheduled to appear in the two-performance memorial "Tribute to Woody Guthrie" at Carnegie Hall on Jan. 20. Afternoon showtime is 2:30 and an evening performance is set for 8:30.

Millard Lampell, screen writer and former colleague of Guthrie in the old Almanac Singers, has prepared a script based on the late artist's songs and writings. Entertainers included on the bill are Judy Collins, Bob Dylan, Arlo Guthrie, Richie Havens, Odetta, Brownie McGhee and Sonny Terry, Tom Paxton and Pete Seeger. Narration will be handled by Robert Ryan and Will Geer.

Profits from the shows will be donated to "The Committee to Combat Huntington's Disease, Inc." The medical research organization is working to fight the ailment which led to Guthrie's death.

Tickets for these shows are now on sale at Carnegie Hall.

## Liberty Opens Promo Drive For 'Pair' Tour

LOS ANGELES—Liberty Records is kicking off a major promotion-exploitation campaign on behalf of the Pair Extraordinaire to capitalize on their cross-country concert swing with Bill Cosby and two Nevada nitery engagements.

Special materials for promotional use in concert cities are now in preparation and a series of in-store appearances and other special events are being planned during the 25-city tour. The Cosby-Pair dates will run from Jan. 5 through Jan. 28, and following dates are set for the Pair at the New Frontier Hotel in Las Vegas and Harrah's Club in Tahoe through Feb. and March.

Liberty's catalog now includes four LP's by the group, latest of which is "It's a Wonderful World." Concert locale flyers will feature LP covers and catalog flyers will be given to audiences at tour shows.

## Trefferson And Pact Join Wand Management

NEW YORK—Arthur Trefferson has joined the Wand Management organization to work in the handling of indie producers and production companies as well as artists; and the expanding Wand setup has also announced the addition of Pact Management to the growing agency.

Pact recently signed RCA's Linda Scott and Scepter's Allan Jones, boosting a roster which also includes



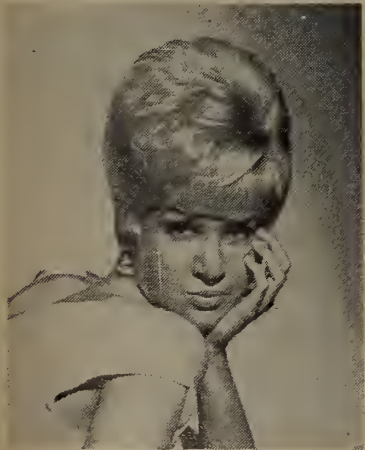
Cantor & Trefferson

Clyde McPhatter (Bell) and Sandy Waddy (Wand).

Wand currently represents Dionne Warwick, the Shirelles, B. J. Thomas, Maxine Brown and Ronnie Milsap. Newest additions to the Wand fold are the Esquires who rose to fame with "Get On Up" and "Get Away."

Trefferson's prior experience includes work as consultant to the Crosly Broadcasting TV station groups, American business manager for the D'Oyle Carte Opera Company and an executive post at G.A.C.

**"When It Came To Marriage... HE CHICKENED OUT ON ME!"**



Dear Disc Jockey,

We think Bobbi Staff, and her new RCA recording are too nice for anyone to "Chicken Out" on!

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333 West 52nd Street  
New York, N. Y. 10019

## Janis Finds Manuscript For Two Chopin Waltzes

NEW YORK—Pianist Byron Janis has reported the discovery of two Chopin manuscripts for the Waltzes in G flat major (Op. 70, No. 1) and E flat (Op. 18). Both copies were verified by Francoise Lesure, the Chopin expert of the Societe Francaise de Musicologie, and photostats have been brought to the US by Janis for further authentication.

Both works have been available in published versions, and are included among the waltzes on several recordings, but this is the first manuscript copy found with the G flat major work. Two manuscripts of the E flat waltz are in existence at the State Collection in Warsaw and the Mariemont Museum in Belgium.

Usefulness of these discoveries centers around comparison for alterations in later printings of the works, and accurately dating the time of composition.

Though the E flat waltz is known to have been written in 1831, the G flat major opus had been dated 1835 in estimates. Notation of the date on the newly uncovered manuscripts would move the date forward since a handwritten note shows these papers presented in 1833.

Concerning variations in the copies from published versions, Janis commented that there were many differences in the G flat composition. Changes have been made from the very first note though the harmonies and basic melodies are unaltered. Dynamic and pedaling instructions are somewhat different as is the layout of the opus in its published version.

Found Last October

Janis was shown the manuscripts last October by the Count de la Panouse who uncovered the works at the family residence in the Chateau de Thoiry.

The papers were submitted to Lesure for authentication, and earlier this month Janis brought copies to show American specialists. All were agreed that the handwriting appeared to be Chopin's, but none would commit himself without seeing the original to compare paper, watermarks, ink, etc. There was the possibility that these were copies by Jules Fontana, a friend of Chopin's who had made many copies of other manuscripts by the composer. His handwriting and notation are similar to Chopin's, and several Fontana copies have been mistaken for the original.

In the near future, Janis hopes to publish new versions of the two waltzes. He also plans a performance of the works at the Chateau de Thoiry in May or June; and a recording of the works is being planned.

## Elmer Bernstein To Do 40th 'Oscar' Show Music

HOLLYWOOD—Producer Arthur Freed has chosen composer Elmer Bernstein, an eight-time nominee for an Academy Award, as musical director and conductor for the 40th annual Academy of Motion Picture Arts and Sciences "Oscar" ceremonies, April 8.

Bernstein has been an officer of the Academy of Motion Picture Arts and Sciences since 1963, serving as second vice president and, currently first vice president.

He received his first music scoring Oscar nomination in 1955, for "The Man With A Golden Arm." Bernstein also received single nominations in 1960, 1961, and two in 1962. He wrote the much acclaimed score for "To Kill A Mockingbird."

Last year, the noted conductor was nominated on three counts: for original music score ("Hawaii"); scoring of music—adaptation or treatment ("Return Of The Seven"); and music for the song, "My Wishing Doll" (also from Hawaii).

Bernstein joins an Oscar Show team headed by Freed and comedian Bob Hope, who is scheduled to emcee the event for the 14th time. Others already named include: Robert Enders, associate producer; Alex Golitzen, art director; and Emile Kuri, set decorator.

The Awards again will be staged at the Santa Monica Civic Auditorium.



## RIAA Gold Record Awards DECEMBER

A Monthly Survey Of RIAA-Gold Record Awards  
Singles: Sales Of 1 Million Or More Albums: \$1 Million At Factory Prices

**Albums: Their Satanic Majesties Request-Rolling Stones (London)**

**Release Me-Engelbert Humperdinck (Parrot)**

**Herb Alpert's Ninth (A&M)**

**Magical Mystery Tour-The Beatles (Capitol)**

**Merry Christmas to All-Ray Conniff (Columbia)**

**Buttoned Down Mind Strikes Back-Bob Newhart (Warner Bros.)**

**Insight Out Association (Warner Bros.)**

**Singles: Hello, Goodbye-The Beatles (Capitol)**

**The Rain, the Park & Other Things-Cowsills (MGM)**

**Incense & Peppermints-Strawberry Alarm Clock (Uni)**

## Brief Maharishi Comments Made Available For Radio

NEW YORK—Special deejay singles including eleven excerpts from the World Pacific album by Maharishi Mahesh Yogi have been made available to facilitate play of short tracks on the air.

The single, which is not for sale, includes nine under-a-minute complete thoughts and two segments which run for 1:00 and 1:39. Each is a full statement taken from "Maharishi Mahesh Yogi Speaks to the Youth of the World on Love."

The celebrated "guru" came to gain renown through consultation sessions with the Beatles, Donovan and a wealth of famous figures, and recorded his first LP a few months ago. Since the album features full sides with no interruption, the single was pressed to enable disk jockies to use material for short spots.

All stations serviced by World Pacific will receive copies, and other interested outlets may contact Liberty distributors.

## Film Academy Accepts Kaye

LOS ANGELES—The Academy of Motion Picture Arts & Sciences has a new member—lyricist Buddy Kaye, who has just been accepted into the Academy's music branch.

Kaye is known for his pop lyric work, "Till The End of Time," "Full Moon and Empty Arms," "A-You're Adorable," "I'll Close My Eyes," and "Quiet Nights" are among his credits.

Kaye moved from New York to Los Angeles one year ago and entered the motion picture field. He has lyricized the title songs to the following motion pictures: "Hurry Sundown" (Paramount), "The Young Americans" (Columbia), "For Singles Only" (Columbia), "The Corrupt Ones" (Warners), "Triple Cross" (Warners), "To Kill A Dragon (UA) and "Wicked Dreams of Paula Schultz" (UA).

Kaye's acceptance at this time insures his voting in both the nominations and final balloting for the upcoming Academy Awards presentations.



**BLAZING BUDDAH**—Buddah Records is currently doing well, especially with "Green Tambourine" by the Lemon Pipers and "Something's Missing" by the Five Stairsteps & Cubie, both of which are showing strong sales action. Shown displaying some merchandising tools for use on the Five Stairsteps & Cubie, are (from the left): Marty Thau, director of pop activity; Cecil Holmes, director of R&B activity; and Neil Bogart, general manager of Kama Sutra/Buddah. The color window display, four feet high, features a reproduction of the group's "Our Family Portrait" LP. Being rush released from the set is a new single, "A Million To One."





# CashBox Country Music Report

## Don Light Agency Inks Thrasher Bros.

NASHVILLE—Don Light, president of the Don Light Talent stable, has announced the signing of the Thrasher Brothers to a long-term management and booking contract with his agency. The six-man group, which hosts its own syndicated color TV show, "Amer-

ica Sings," has already been set for several major concerts by Light, who is currently negotiating for a record contract for the group.

In signing with the agency, the Thrasher Brothers join such gospel acts as Jimmie Davis, the Oak Ridge Boys, the Happy Goodman Family, the Singing Rambos and the Prophets Quartet, in addition to the Chuck Wagon Gang.

## Country On Stage

### BOBBY LEWIS TOMPALL & GLASERS

NEW YORK—One can be easily lulled into the feeling that there are only a dozen or two top country acts, but in scrutinizing a list, such as that of the yearly poll winners, one is rudely awakened to the fact that there are many, many more than just a dozen or two. This awakening can also be brought about by examining the list of artists which have streamed into New York's Nashville Room in the past, and the list of names scheduled to pour in the future.

The latest of the touring Nashvilleans to visit the Metropolitan mecca of country music were Bobby Lewis and Tompall & the Glaser Bros., who teamed up to bring out some real good country sounds for the few hardy patrons who managed to brave the mid-holiday week for a night on the town.

The smooth-toned Lewis opened the show, lute in hand, with a pleasant act, laced generously with some of the more popular ballads to originate from Music City—several of which were brought into prominence by none other

than Bobby himself. The songster has come a long way in the business in the past year, and, judging by the way he handles himself on stage, he'll be going a lot farther.

With barely a pause between acts, Tompall & the Glaser Bros. (Chuck and Jim) leapt upon the stage with an act that featured mainly the folk-country sound. Kicking off the performance with Tom Paxton's "The Last Thing On My Mind" and John Hartford's "Gentle On My Mind," the boys changed pace with a touch of the Southwest in "South Of The Border" and some comedy with Chuck's presentation of "Great Men Repeat Themselves."

All in all, the Nashville Room made for some fine entertainment last week, but as we mentioned last week, the holiday season certainly does not afford N.Y. nightclubs with overflow audiences. Club owners, at least, will be happier when "the season to be merry" has been added to the history books.



**FOLLOWING IN HIS HERO'S FOOTSTEPS**—The recent "Bill Anderson Birthday Contest" hosted by KOYL-Odessa was won by young Bill Tucker (foreground), who was caught by photogs posing with his prize, a replica of Anderson's "Gold Guitar." Shown with the youngster (left to right) are Anderson's manager Bud Brown, Eddie Miller, Anderson and Hubert Long.

### Marchar Skeds Big Push For New Connie Single

NASHVILLE—As the New Year gets underway, Marchar Music prepares for its first big promo push of 1968 in support of one of its copyrights,

"Baby's Back Again," released by Connie Smith on RCA Victor.

According to owner Charlie Lamb, "all-out" promotion will be put into play to launch the tune as the publisher's first chart-contender for the new year.



## CashBox Top Country Albums

1	<b>BRANDED MAN</b> Merle Haggard (Capital T/ST 2789)	1	16	<b>WHAT DOES IT TAKE</b> Skeeter Davis (RCA Victor LPM/LSP 3876)	18
2	<b>TURN THE WORLD AROUND</b> Eddy Arnold (RCA Victor LPM/LSP 3869)	2	17	<b>WHAT LOCKS THE DOOR</b> Jack Greene (Decca DL 4939/7 4939)	20
3	<b>GENTLE ON MY MIND</b> Glen Campbell (Capital MT/ST 2809)	5	18	<b>HELLO, I'M DOLLY</b> Dolly Parton (Manument MLP 8085/LP 18085)	14
4	<b>ALL THE TIME</b> Jack Green (Decca DL 4904/DL 4904)	7	19	<b>THE BUCKAROOS STRIKE AGAIN</b> (Capital T/ST 2828)	22
5	<b>YOU MEAN THE WORLD TO ME</b> David Houston (Epic LN 24338/BN 26338)	13	20	<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell (Capitol T/ST 2851)	27
6	<b>ODE TO BILLIE JOE</b> Bobbie Gentry (Capitol T/ST 2830)	8	21	<b>COOKIN' UP HITS</b> Liz Anderson (RCA Victor LPM/LSP 3852)	23
7	<b>LOVE OF THE COMMON PEOPLE</b> Waylan Jennings (RCA Victor LPM/LSP 3825)	4	22	<b>GEMS BY JIM</b> Jim Ed Brawn (RCA Victor LPM-SLP 3853)	19
8	<b>BEST OF EDDY ARNOLD</b> (RCA Victor LPM/LSP 3565)	3	23	<b>I'LL HELP YOU FORGET HER</b> Dotti West (RCA Victor LPM/LSP 3830)	24
9	<b>BILL ANDERSON'S GREATEST HITS</b> (Decca DL 4859/74859)	16	24	<b>SPANISH FIREBALL</b> Hank Snow (RCA Victor LPM/LSP 3857)	21
10	<b>LAURA (What's He Got That I Ain't Got)</b> Lean Ashley (RCA Victor LPM/LSP 3900)	10	25	<b>I'LL NEVER FIND ANOTHER YOU</b> Sanny James (Capital T/ST 2788)	17
11	<b>QUEEN OF HONKY TONK STREET</b> Kitty Wells (Decca DL 4929/DL 74929)	11	26	<b>DON'T SQUEEZE MY SHARMON</b> Charlie Walker (Epic LN 24328/BN 26328)	
12	<b>TONIGHT CARMEN</b> Marty Robbins (Columbia CL 2725/CS 9525)	9	27	<b>THIS IS JAN HOWARD COUNTRY</b> Jan Howard (Decca DL 4904/DL7 4931)	
13	<b>YOUR TENDER LOVING CARE</b> Buck Owens Capital T/ST 2760)	6	28	<b>SINGING AGAIN</b> Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872)	
14	<b>BEST OF CONNIE SMITH</b> (RCA Victor LPM/LSP 3848)	12	29	<b>RAY PRICE'S GREATEST HITS, VOL. 2</b> (Columbia CL 2670/CS 9470)	
15	<b>SINGIN' WITH FEELING</b> Loretta Lynn (Decca DL 4930/DL7 4930)	15	30	<b>OUR WAY OF LIFE</b> Bobby Goldsbara & Del Reeves (United Artists UAL 3615/UAS 6615)	



## JOHNNY AND JONIE MOSBY

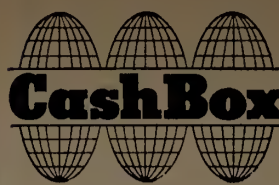
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# CashBox Country Top 50

1	FOR LOVING YOU (Painted Desert—BMI) Bill Anderson & Jan Howard (Decca 32197)	1	36	ROSANNA'S GOING WILD (Melady Lane—BMI) Johnny Cash (Columbia 4373)
2	WHAT LOCKS THE DOOR (Acclaim—BMI) Jack Greene (Decca 32190)	3	31	EVERYBODY OUGHT TO SING A SONG (Blue Crest—BMI) Dallas Frazier (Capitol 2011)
3	IT TAKES PEOPLE LIKE YOU (Blue Book—BMI) Buck Owens (Capitol 2001)	2	32	I'M A SWINGER (Barmour—BMI) Jimmy Dean (RCA Victor 9350)
4	BY THE TIME I GET TO PHOENIX (Rivers—BMI) Glen Campbell (Capitol 2015)	4	33	YOU MEAN THE WORLD TO ME (Al Gallico—BMI) David Houston (Epic 10224)
5	BOTTLE BOTTLE (Window—BMI) Jim Ed Brawn (RCA Victor 9329)	5	34	WHAT KIND OF GIRL DO YOU THINK I AM (Sure Fire—BMI) Loretta Lynn (Decca 321B4)
6	SING ME BACK HOME (Blue Book—BMI) Merle Haggard (Capitol 2017)	8	35	WOMAN HUNGRY (Southtown—BMI) Porter Wagoner (RCA Victor 9379)
7	IF MY HEART HAD WINDOWS (Glad/Blue—Crest—BMI) George Jones (Musicar 1267)	7	37	JUST FOR YOU (Tree—BMI) Ferlin Husky (Capitol 204B)
8	IT'S THE LITTLE THINGS (Marson—BMI) Sonny James (Capitol 5987)	8	38	REPEAT AFTER ME (Tree—BMI) Jack Reno (Jab 9009)
9	COUNTRY HALL OF FAME (Yellow River—ASCAP) Hank Locklin (RCA Victor 9323)	9	39	I WOULDN'T TAKE HER TO A DOGFIGHT (Window—BMI) Charlie Walker (Epic 10237)
10	BURNING A HOLE IN MY MIND (Delmore—ASCAP) Connie Smith (RCA Victor 9335)	11	40	YELLOW-HAIRED WOMAN (Hollis—BMI) Claude King (Columbia 44340)
11	HERE COMES HEAVEN (Hill & Range—BMI) Eddy Arnold (RCA Victor 9368)	17	41	TAKE ME TO YOUR WORLD (Al Gallico—BMI) Tammy Wynette (Epic 10269)
12	JUANITA JONES (Natson—Post—ASCAP) Stu Phillips (RCA Victor 9333)	16	42	THE ONLY WAY OUT IS TO WALK OVER ME (Central Sings—BMI) Charlie Louvin (Capitol 2007)
13	I THOUGHT I HEARD A HEART BREAK LAST NIGHT (Hill & Range—BMI) Jim Reeves (RCA Victor 9343)	13	43	TENDER & TRUE (Acuff—Rose—BMI) Ernie Ashworth (Hickory 1484)
14	SKIP A ROPE (Tree—BMI) Henson Cargill (Monument 1041)	22	44	TELL MAUDE I SLIPPED (Champion—BMI) Red Sovine (Starday B23)
15	LOVE'S GONNA HAPPEN TO ME (Freeway—BMI) Wynn Stewart (Capitol 2012)	15	45	STRANGER ON THE RUN (Shamley—ASCAP) Bill Anderson (Decca 32215)
16	A DIME AT A TIME (Pass Key—BMI) Del Reeves (United Artists 50210)	10	46	THE DAY YOU STOPPED LOVING ME Bobby Helms (Little Darlin' 0034)
17	I'LL LOVE YOU MORE (Pamper—BMI) Jeannie Seely (Monument 1029)	18	47	FUNNY (Wilderness—BMI) Conway Twitty (Decca 32208)
18	BLUE LONELY WINTER (Newkeys—BMI) Jimmy Newman (Decca 32202)	19	48	DON'T MONKEY WITH ANOTHER MONKEY'S MONKEY (Mayhew—BMI) Johnny Paycheck (Little Darlin' 0035)
19	I'D GIVE THE WORLD (Page Boy—SESAC) Warner Mack (Decca 32211)	21	49	MY GOAL FOR TODAY (Pamper—BMI) Kenny Price (Boone 32215)
20	PROMISES, PROMISES (Yanah—BMI) Lynn Anderson (Chart 2010)	24	50	CHILDHOOD PLACES (Jewel—ASCAP) Dottie West (RCA Victor 9377)
21	WONDERFUL WORLD OF WOMEN (Cedarwood—BMI) Faron Young (Mercury 7272B)	20	51	LOVE'S DEAD END Bill Phillips (Decca 2007)
22	ANNA (I'M TAKING YOU HOME) (Gallico—BMI) Leon Ashley (Ashley 2025)	25	52	BEFORE THE NEXT TEARDROP FALLS Duane Dee (Capitol 5986)
23	ANYTHING LEAVING TOWN TODAY (Newkeys—BMI) Dave Dudley (Mercury 70741)	26	53	SON OF HICKORY HOLLER'S TRAMP Johnny Darrell (United Artists 50235)
24	THE LAST THING ON MY MIND (Deep Fark—ASCAP) Porter Wagoner & Dolly Parton (RCA Victor 9369)	30	54	SET HIM FREE Skeeter Davis (RCA Victor 9371)
25	HEAVEN HELP THE WORKING GIRL (Wilderness—BMI) Norma Jean (RCA Victor 9362)	27	55	YOU'RE EASY TO LOVE Arlene Hardin (Columbia 44310)
26	TUPELO MISSISSIPPI FLASH (Vectar—BMI) Jerry Reed (RCA Victor 9334)	35	56	RIVER OF REGRET June Stearns (Columbia 44321)
27	YOU'RE THE REASON (Vogue—BMI) Johnny Tillotson (MGM 12839)	28	57	BIG DADDY Browns (RCA Victor 9364)
28	WEAKNESS IN A MAN (Gallico—BMI) Roy Drusky (Mercury 72742)	32	58	LITTLE WORLD GIRL George Hamilton IV (RCA Victor 9385)
29	I DOUBT IT (Ly-Rann—BMI) Bobby Lewis (United Artists 50208)	29	59	WRONG SIDE OF THE WORLD Hugh X Lewis (Kapp B6B)
			60	TOGETHERNESS Freddie Hart (Kapp B79)

# "ANNA"

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There are those times, in the course of human events, when those ordinary, run-of-the-mill jobs are suddenly the most difficult things in the world to accomplish. When routine matters seem to demand the greatest output. When the typewriter just doesn't want to type and the pen refuses to write. This phenomenon is most evident immediately following a major holiday, such as Christmas or New Year. It can probably be termed the "Post-Holiday Blahhs."

The fun is all over, the gifts are all torn open, and the only physical reminders we have left of 1967 are the overflowing ashtrays and the Scotch tape marks on the doorways where the Christmas cards were displayed. Here and there we can see a stray piece of tinsel that has escaped the gluttonous throat of the vacuum cleaner, while a bright red piece of mangled wrapping paper peeks out from underneath the living room sofa. And blanketing the entire household is a thin veil of morning-after grime, depressing in its cigarette-ash grayness and accentuated by the harsh morning sunlight.

We head for our various offices, somewhat bedraggled, but looking forward to getting back into the groove. In a week or two we'll have shaken off the Holiday heeby-jeebies and once again we'll be cranking out the sounds to soothe the savage beast. In the meantime we suffer.

But in the midst of the suffering, one bright light shines through, bringing hope to our weary souls: There are over three hundred shopping days left before next Christmas.

Our sincere wishes for a speedy recovery to Starday vp-general manager Hal Neely who recently suffered a major accident while horseback riding with his son Chris and Don Pierce at the Neely-Pierce Grasslands Ranch. Hal, whose injuries included a broken knee and a broken wrist, is now recuperating at the Nashville Memorial Hospital in Madison, Tenn.

Opry favorite George Morgan recently kicked off a string of Christmas season events for the inmates of the

Tennessee State Prison in Nashville with a benefit performance at the institution. Prior to the show, which featured Harold Weakley, fiddler Dale Potter and a lineup of singers and musicians, the performers unveiled a specially-prepared holiday cake (no hacksaws, please) which topped off the holiday meal. Needless to say, the show brought about enthusiastic response from the inmates. But two nights later, another topnotch show was presented behind prison walls by Porter Wagoner and the Wagonmasters, which also helped make things a little more cheerful for the prisoners.

Rex Allen has been set, once again, to act as the master of ceremonies for the annual Pioneer Awards Ball, held each year in Phoenix. This year's fete, to be held on Jan. 20, will see the "Man Of The Year" award go to Gene Autry and the "Woman Of The Year" honors be dealt to Amanda Blake, both of whom will be on hand to accept their plaques.

Not long ago, producer-writer Jack Clement received a letter from Jimmy Walker, manager of the Okefenokee Swamp Park, asking for an autographed lead sheet of Jack's famed composition, "Miller's Cave," that legendary, but non-existent cave which was immortalized on wax by Hank Snow. Clement, who chose the symbol of a cave to signify the despair of a rejected lover when he wrote the tune, took the name from a childhood memory of Miller's boat dock and chose Waycross, Ga. as the location of his imaginary hole in the ground. However, it seems that so many tourists visit the Okefenokee Swamp Park (whose borders are marked by Waycross) and ask to see the mythical cave that Walker felt that the museum exhibit of songs and poems about the swamp would be incomplete without a copy of Miller's Cave."

Billy Deaton has just cut his first session for his new radio station jingle package in Nashville, with jingles to be made available immediately. His first client will be KBER-San Antonio.

Gene Norell of the Key Talent stable tells us that Claude King has just concluded a successful tour of the Western part of the country, including a pair of SRO nights at the Silver Dollar in Las Vegas. Other Nashville-based Key acts headed for the same area include Billy Grammer, Jimmy Newman and Margie Bowes.

Just a word to Grandpa Jones to let him know that we are all hoping that the New Year brings him good news. The banjo-picking artist damaged a finger recently in a tractor accident, but will not know the extent of the damage for a while yet. Hopefully it will be only minimal.

## Picks of the Week

**WEBB PIERCE** (Decca 32246)  
Luzianna (2:53) [Tuesday BMI-Powell, Pierce, Phillips]

Just off one of his biggest in a long time in "Fool, Fool, Fool," Webb Pierce shoots for the higher chart reaches once again with "Luzianna." Maybe even stronger in content than "Fool," this one could put Pierce back on top of the heap. Flip: "Somebody Please Kiss My Sweet Thing" (2:11) [Tuesday BMI-Pierce, Powell, Anderson]

**KITTY WELLS** (Decca 32247)  
My Big Truck Drivin' Man (2:25) [Moss Rose BMI-Mills]

The Queen looms large once again as she combines her own tremendous popularity with the popularity of the gear-jamming song for her latest outing, "My Big Truck Drivin' Man." The easy-paced tale of synchro-mesh love looks like another fast mover with juke box operators. Flip: "You Want Her Not Me" (2:28) [Kitty Wells BMI-Anglin]

**WAYLON JENNINGS** (RCA Victor 9414)  
Walk On Out Of My Mind (2:19) [Tree BMI-Lane]

Piling up a nice string of hits for himself, Waylon Jennings follows his "Chokin' Kind" with another sure-shot for solid action, this one called "Walk On Out Of My Mind." The powerful Jennings sound gets some funk treatment in this lowdown arrangement of a very attractive number. Looks big. Flip: "Julie" (2:23) [Wilderness BMI-Jennings]

**SKEETER DAVIS & DON BOWMAN** (RCA Victor 9415)  
For Loving You (2:47) [Painted Desert BMI-Karliski]

Holding down the chart-topping position in its rendition by Bill Anderson and Jan Howard, "For Loving You" gets quite a different treatment in the hands of Skeeter Davis and Don Bowman. Spinners should find some interesting back-to-back spinning with both interpretations. Flip: "Baby It's Cold Outside" (2:29) [Frank ASCAP-Loesser]

## Best Bets

**CANADIAN SWEETHEARTS** (Epic 10258)

Let's Wait A Little Longer (2:33) [Tree BMI-Putman, Sherrill] Ready to bust out at any time, the Canadian Sweethearts could do it now with this pace-changing offering. A good job by the duo, it makes for good programming fare. Flip: "More Than Money Can Buy" (2:12) [Cutbank BMI-Regan]

**JOANN BON & COQUETTES** (MTA 137)

It May Kill Me (3:07) [Moss Rose BMI-Howard] Newcomers Joann Bon and the Coquettes are in fine fettle with this tale of tragic love. The easy-paced, Roy Drusky-produced sound could catch on with a good many country buyers. Flip: "Not From My World" (2:38) [Moss Rose BMI-Thomas]

**PRISCILLA MITCHELL** (Mercury 72757)

Your Old Handy Man (2:14) [Combine BMI-Parton] Uncorking a thumping ditty which sort of falls into the protest category, Priscilla Mitchell may soon find herself occupying a comfortable chart berth. Deejays may find it worth a spin. Flip: "Who's Cheating Who" (2:06) [Jack BMI-Westberry]

**STERLING BLYTHE** (Sand 5923)

Picture On My Wall (2:42) [Sage & Sand SESAC-Blythe] Sterling Blythe shows himself off in a good light with this self-penned ballad offering. Tear-stained number has the potential to stir up some nice reaction to the songster. Flip: "You Picked Up A Stranger" (3:20) [Honorary BMI-S./G. Blythe]

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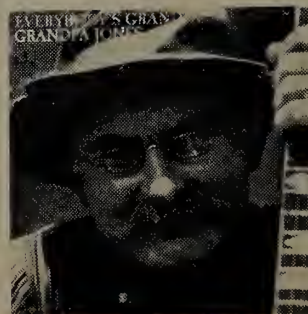
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**DOWN TO EARTH**—Harlan Howard—RCA Victor LPM/LSP 3886

"Down To Earth" is a good name for Harlan Howard's latest album. All the songs on the set get right to the point, and Harlan's delivery of them is forthright and masculine, even gruff sometimes. The first track on Side 1, "It's Nothin' To Me," is especially down to earth. Here are a couple of lines: "I'd rather have a hot seat in Sing Sing, Buddy/Than sit down by her on that stool." Always a popular performer, Howard should please his many fans with his new outing.



**EVERYBODY'S GRANDPA**—Grandpa Jones—Monument MLP/SLP 8083

A vigorous and high-spirited performer, Grandpa Jones here offers an album that should set thousands of fingers to snapping throughout the country music world. Jones' style has its roots in bluegrass, and he picks the banjo and sings in a manner that often calls up the Kentucky hill country. He has a fine sense of humor, too. Should be a nice amount of action in the cards for this LP. Keep it in sight.

# Cash Box



INTERNATIONAL SECTION

January 6, 1968



British group, Traffic, seen here with a Silver Disk for their quarter million selling "A Hole in My Shoe." The group, which records for Chris Blackwell's Island Records, has had three successive hits "Paper Sun"; "A Hole in My Shoe" and a current charter, "Here We Go Round The Mulberry Bush"—the theme song from the United Artists film of the same title which has its world premier in London last month. Traffic, which writes all its own material, is to undertake its first tour of America in March opening at the Fillmore Auditorium, San Francisco followed by a five-week coast to coast tour.

Nico E I Gabbiani (a group who suddenly became popular in Italy thanks to their recording of "Parole") are leaving for Germany where they will record the Italian version of "Parole" under the Ariola label. The first appearance of the group on TV will take place next week in the popular TV show "Chissa' sch lo sa'" where they will introduce to the TV audience their current top seller.

Ariston top artist Ornella Vanoni will be in Toronto (Canada) on the 12th, 13th and 14th of January for concerts and TV appearances.

Roberto Carlos (CBS Italiana) due in Italy to take part in the 18th edition of the San Remo Festival. He will sing "Canzone per te" together with Sergio Endrigo (Fonit-Cetra).

Phonocolor presents two new discoveries: Franco IV and Franco I, two young singer/composers. These two artists took part in the very popular TV program for teenagers "Settevoci" where they presented their first recording "La Quinta" b/w "Una Storia Vera."

An original musical event took place on December 19th at the Press Club in Milan. The theme of the evening was "Music At Home." This manifestation was presented by Pippo Baudo, and participants included Peppino Principe, Domenico D'Acquino, Santi Latore, the group Jo Fedeli and I Corsari. The event was promoted by Farfisa (musical and electronic instruments) and by Antonio Monzino with the aim of popularizing music even more, particularly in private homes.

Memo Remigi (Cemed-Carosello) is recording for television a performance in which he will present some songs composed by himself ("Innamorati A Milano," "L'Amore Fra Noi Due" and "Monamie") and some new songs of Francis Lai from the film "Vivere per Vivere" (Live For Life): "Vivere Per Vivere" and "Cerchi Nell'Acqua." Memo Remigi's interpretation of "Vivere per Vivere" got second prize at the Roses Festival. The English version has recently been recorded by Samantha Jones as "Live For Life" in a very original and beautiful interpretation. This record will be issued soon in Italy and England.

Bruno Venturini (Cemed Carosello) one of the best known Neapolitan singers scheduled the first February for a singing tour in the States. Bruno is currently recording a TV program in which he will present some Neapolitan and Italian songs. Among them, "A Canzone," "Napule Senza Te," "Coccio Di Vetro," and some from his latest L.P. entitled "Panorama Neapolitano" (Neapolitan Panorama). He has also contracted for a future tour in U.S.S.R.

## Italy's Best Sellers

This Week	Last Week	Charts	Title	Artist	Label
1	1	11	*Poesia: Don Backy/Clan	Published by El & Chris	
2	2	9	Mama: Dalida/RCA	Published by Ricordi	
3	5	4	Il Sole E' Di Tutti: Steve Wonder/RCA—Dino/RCA Italiana	Published by RCA Italiana	
4	4	4	L'Ora Dell'Amore: I Camaleonti/CBS Italiana	Published by Sugarmusic	
5	6	9	San Francisco: Scott McKenzie/CBS—Bobby Solo/Ricordi	Published by Ricordi	
6	13	2	L'Ultimo Valzer: Dalida/RCA	Published by RCA Italiana	
7	7	3	Io Ti Amo, Tu Mi Ami: Alberto Lupo/Fonit Cetra, Anthony Quinn/EMI Italiana	Published by EMI Italiana	
8	3	3	*Tenerezza: Gianni Morandi/RCA Italiana	Published by RCA Italiana	
9	9	2	The World We Knew: Frank Sinatra/CBS	Published by Sugarmusic	
10	10	10	Estate Senza Te: Christophe/SAAR	Published by MAS	
11	15	4	Due Minuti Di Felicità: Sylvie Vartan/RCA	Published by Edizioni Les Copains	
12	—	1	*30 Donne Del West: Adriano Celentano and Claudia Mori/Clan	Published by	
13	14	11	*Parole: Nico E I Gabbiani/City Records	Published by Ariston	
14	—	1	Mezzanotte Fra Poco: Gianni Morandi/RCA Italiana	Published by RCA Italiana	
15	—	1	Massachusetts: The Bee Gee/Polydor	Published by	

## Great Britain's Top Ten LP's

1	Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)	6	Disraeli Gears—The Cream (Reaction)
2	The Sound Of Music—Soundtrack (RCA)	7	British Chartbusters — Various (Tamla Motown)
3	Val Doonican Rocks But Gently—(Pye)	8	Axis—Bold Is Love—Jimi Hendrix (Track)
4	The Last Waltz—Englebert Humperdinck (Decca)	9	Their Satantic Majesties Request —Rolling Stones (Decca)
5	Breakthrough — Studio 2 Stereo (EMI)	10	Tom Jones At The Talk Of The Town—(Decca)

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PHILIPS—MERCURY—FONTANA HAVE ALREADY TRUSTED IN POLYGRAM.

Notwithstanding earlier indications that it would not be entering into competition with the commercial record companies, the BBC's own record label, formed several months ago, is certainly going after a consumer market if its projected New Year release is anything to go by. The label, BBC Radio Enterprises, is preparing a tribute to Sir Malcolm Sargent. It will be an album of some considerable appeal to the classical music mart and could easily prove to be the label's first best seller.

BBC Radio Enterprises is run by Canadian Rooney Pelletier who now insists that his department is "blatantly commercial." He cannot yet compete fully with the commercial diskeries because he is still negotiating agreements with the Musicians Union and Actors Equity. But the intention is to bring out disks of music and drama which arise out of programs on BBC Radio, a non-commercial operation with a legal sound monopoly in this country. At present the label has a half a dozen records on the market including comedy platters of "The Goon Show" and, at the other end of the scale, certain minority appeal spoken word items. But future plans, according to Pelletier, are more soundly commercial and include, for instance, an album saluting bandleader Ted Heath's 21 years in show business which BBC Radio prepared as a network programme.

The BBC's move in on the record scene is by no means the first instance of a British broadcasting operation reaping some of the ancillary benefits of wax marketing. Pye Records, for example, is wholly owned by Associated Television which also runs a major commercial TV company. And Granada-TV, which has dabbled in records to a small extent, is presently preparing to accelerate its drive in this field. The station is looking hard for a record chief to head up its operation. Before the Independent Television's revamp of the commercial TV network took one active regional company, TWW, out of the running by not renewing its contract, there was some suggestion that this outfit, too, was considering its own record label. Unlike Granada-TV which owns a chain of shops throughout the country through which it can distribute its own label, the TWW enterprise would have been a more modest affair and may have included participation of other regional TV stations to give it a firmer base.

Whether those remaining regional TV stations will still give serious thought to bringing out their own banner is a moot point and one which probably will not be resolved until the companies have resolved their more immediate problems in inter-network programming. But if the BBC and Granada make a success of their waxing activities, the issue is bound to come up again.

The Performing Right Society has won from the BBC an increase in the amount of money paid by the radio and TV network for use of music. The Corporation will, in future, pay £1,500,000 (\$3,600,000) annually for its music, an increase of £220,000 (\$528,000) a year. This is the decision of the Performing Right Tribunal to which the BBC had appealed in its protracted fight with the P.R.S. over the increase in performance fees. The P.R.S. had asked for an increase of 9d (9 cents) per license (there are 16,000,000 radio and TV licenses taken out by the British public) which the Corporation considered unjust. The Tribunal awarded 3d (3 cents) per license increase deeming this a "reasonably representative" amount for the enhanced value of music used by the BBC.

In a week crammed full of pre-Christmas parties, receptions and good will, Norman Newell invited a host of artists, executives and pressmen to his new suite of offices. Bob Reisdorf of Liberty Records extended a warm welcome to call at the company's opulent new building to mark their first independent Christmas in Britain. One of the major toasts was Vikki Carr who took Liberty high in the charts for many weeks with "It Must Be Him." Island Records held a party to celebrate Christmas and also to present Traffic with a Silver Disk for quarter million sales of "A Hole In My Shoe." EMI hosted a lunchtime get-together for the Beach Boys in London to do some Christmas shopping. Another enjoyable lunch time soiree was hosted by Noel Gay to celebrate another highly successful year of publishing culminating in "Thank U Very Much" by the Scaffold which just about sums up what we would like to say to all our friends for their help and co-operation during the past twelve months. From the Cash Box London office Thank U Very Much and we wish you all a happy and prosperous 1968.

## Great Britain's Best Sellers

This Week	Last Week	Charts	Title	Artist	Label
1	1	4	*Hello Goodbye—The Beatles (Parlophone)	Northern	
2	7	4	*I'm Coming Home—Tom Jones (Decca)	Donna	
3	4	8	If The Whole World Stopped Loving—Val Doonican (Pye)	Immediate	
4	2	7	*Let The Heartaches Begin — Long John Baldry (Pye)	Schroeder	
5	5	6	*Something's Gotten Hold Of My Heart—Gene Pitney (State)	side) Maribus	
6	16	3	*Magical Mystery Tour (EP)—The Beatles (Parlophone)	Northern	
7	6	5	Careless Hands—Des O'Connor (Columbia)	E. H. Morris	
8	9	3	*Thank U Very Much—The Scaffold (Parlophone)	Noel Gay	
9	3	7	*Everybody Knows—Dave Clark Five (Columbia)	Donna	
10	8	5	*World—Bee Gees (Polydor)	Abigail	
11	11	4	Daydream Believer—The Monkees (RCA)	Screen Gems	
12	10	6	*All My Love—Cliff Richard (Columbia)	Shapiro Bernstein	
13	14	3	Kites—Simon Dupree (Parlophone)	Robbins	
14	13	3	*Here We Go Round The Mulberry Bush—Traffic (Island)	United Artists	
15	12	18	*The Last Waltz—Englebert Humperdinck (Decca)	Donna	
16	—	1	Walk Away Renee—Four Tops (Tamla Motown)	Flamingo	
17	19	2	In And Out Of Love—Diana Ross & Supremes (Tamla)	Motown) Jobette/Carlin	
18	15	8	*Love Is All Around—The Troggs (Page One)	Dick James	
19	18	6	I Feel Love Coming On—Felice Taylor (President)	Kasner	
20	—	1	*Tin Soldier—Small Faces (Immediate)	Immediate	



## 24 Songs Make It To San Remo

SAN REMO—Twenty-four songs have been selected for performance at the 18th edition of the San Remo Festival in Feb. (1-3). The figure is two more songs than the original total of 22, since the screening committee felt that the general high quality of material warranted the extension.

Here are the titles of the 24 numbers selected for the 1968 San Remo Festival, together with the names of the original publishers, and the names of the performers of each song. (List of the performers is not yet the complete one. Following is the names of the singers whose presence on the San Remo stage has been definitively assured:

**Le Solite Cose:** published by Curci, will be performed by Pino Donaggio (EMI Italiana) and by Richard Anthony (EMI Italiana).

**La Vita,** published by Curci, will be performed by Elio Gandolfi (Cemed Carosello).

**Canzone,** published by Clan, will be performed by Adriano Celentano (Clan).

**La Tramontana,** published by Mas will be performed by Antoine (Saar).

**La Farfalla Impazzita,** published by El & Chris (Campi Group), will be performed by Johnny Dorelli (CGD) and by Françoise Hardy (Saar).

**La Siepe,** published by EMI Italiana will be performed by Al Bano (EMI Italiana) and by Bobbie Gentry (EMI Italiana).

**No Amore,** published by EMI Italiana will be performed by Giusy Romeo (EMI Italiana).

**Canzone Per Te,** published by Edizioni Usignolo (Fonti-Cetra group) will be performed by Sergio Endrigo and Marisa Sannia (with Fonit-Cetra).

**Un Uomo Piange Solo Per Amore:** Published by Ariston, will be performed by Little Tony (Durium).

**Il Re D'Inghilterra:** Published by Leonardi, will be performed by Nino Ferrer (Ri-Fi).

**Gli Occhi Miei:** Published by Ricordi, will be performed by Wilma Goich (Ricordi).

**Mi Va Di Cantare:** Published by Pierquinto Carriaggi, will be performed by Louis Armstrong (CDI).

**Deborah:** Published by La Cicogna, will be performed by Fausto Leali (Ri-Fi) and Wilson Pickett (Ri-Fi).

**Le Opere Di Bartolomeo:** Published by RCA Italiana, will be performed by The Rokes (RCA Italiana).

**Il Posto Mio:** Published by RCA Italiana, will be performed by Tony Renis (RCA Italiana).

**Per Vivere:** Published by Ariston, will be performed by Iva Zanicchi (Ri-Fi).

**Che Vale Per Me:** Published by C. A. Rossi, will be performed by Sarah Vaughn (CDI).

**Da Bambino:** Published by Ricordi, will be performed by I. Giganti (Ri-Fi) and by Massimo Ranieri (CGD).

**Stanotte Sentirai Una Canzone:** Published by Aberbach, will be performed by Annarita Spinaci (Phonogram).

**La Voce Del Silenzio:** GTA Music/Alberto Carisch, will be performed by Tony Del Monaco (CGD).

**Casa Bianca:** Published by Clan, will be performed by Ornella Vanoni (Ariston).

**Tu Non Sorridi Mai:** Published by C. A. Rossi Esedra will be performed by Orietta Berti (Phonogram).

**Sera:** Published by Sugarmusic, will be performed by Giuliana Valci (CGD).

**Quando M'Innamoro:** Published by Sugarmusic, will be performed by Gigliola Cinquetti (CGD).

The most surprising news, which has reached us just a few minutes before putting on the plane our weekly article, was given by the announcement that Adriano Celentano will be present this year on the San Remo stage. Until the latest minute, the song should have been performed by Don Backy.

### Chappell Inks Israeli Writer In Int'l Growth

NEW YORK—Chappell & Co. Inc. has signed Shalom Aharoni, the Israeli composer, to a composer's contract. Aharoni's serious compositions are among the best-known in the Israeli repertory, and have been performed by orchestras and soloists in many countries of the world.

Aharoni's works are primarily in the traditional Hebraic musical style and consist of oratorios, cantatas, sonatas, concerti, and concert song. Among his best-known compositions are the oratorio "Song of Deborah" for orchestra, chorus and two soloists; and the cantata "Vision Of The Prophet Isaiah For Universal Peace."

A number of publications are planned for the Aharoni catalog, focussing first on a series of his new concert songs for chorus. These include "Before The Sabbath Candles," "Tower Of Youth," and "Before Thy Gates, Oh Jerusalem."

Earlier this year Chappell contracted for the material of another Israeli composer, Miss Naomi Schemer, the writer of "Oh Jerusalem," which became a kind of second Israeli national anthem during the recent six-day war.

### Japan Likes Lecuona

NEW YORK—Tokyo-based Toa Music Company reports a revival in Japan's interest in the compositions of the late Ernesto Lecuona. Among the Latin-American favorites mentioned, "Malaguena," "Andalucia" and "La Comparsa" were the most frequent.

According to Suano Asaka, president of the firm, "Lecuona's suites have not been recorded or performed in this style as yet in Japan, but we would like to see it done."

Toa is the exclusive Japanese representative of the E. B. Marks Music Corporation in New York.

### Mancini To Conduct At Bambi Festival

HOLLYWOOD — Germany's Bambi Festival, the counterpart of our Academy Awards, has set Henry Mancini to conduct the Bambi Festival Symphony Orchestra at the awards presentation in Munich on Jan. 20. The composer is currently preparing the score for Blake Edwards' "Darlin' Lili," but leaves here on Jan. 16 for Europe. It was also disclosed that the National Television Network will pay Mancini \$5,000, the highest salary ever given an American conductor on government owned television, to tape a TV Special on Jan. 22 that will be called, "The Portrait of Henry Mancini." RCA Victor Records will dispatch one of their top promotional aides from Geneva to meet composer in Munich and act as interpreter.

### Ariston Offers 1st LP By Vanoni

MILAN—Ornella Vanoni's first album for the Ariston label was introduced recently at a party held in her honor at the Principe Savoia Hotel in Milan.

The record contains some of the recent top hits of the artist. Among these are "Tristezza" (Italian version of the top Brazilian success, "Tristeza"), "La Musica E' Finita," "Il Mio Posto Qual E'," together with some new recordings like "Ore d'Amore" (Italian version of "The World We Knew"), "Serafino," "Can I" and others. Special mention shall be made of the modern adaptation of the Italian top standard "Un'Ora Sola Ti Vorrei."

During the party, the performer introduced her new album to the press. All of Ariston's managing and execu-

## First Festival Of Latin Song Set For Buenos Aires In April

BUENOS AIRES—Pietro Bonino is organizing the First World Festival Of Latin Song, which will take place in Buenos Aires on April 3, 4, 5, 6, and 7, 1968, in the Teatro Coliseo.

All Latin nations in the world (20 in America and 5 in Europe) will take part in the Festival, each with 2 singers and 4 songs. The participating countries are:

Argentina, Belgium, Bolivia, Brazil, Chile, Colombia, Costa Rica, Dominican Republic, Ecuador, El Salvador, France, Guatemala, Haiti, Honduras, Italy, Mexico, Nicaragua, Panama, Paraguay, Peru, Portugal, Puerto Rico, Spain, Uruguay, Venezuela.

During the first 4 evenings 25 songs will be presented each night (one for each participating country) and at the final session the 25 songs (one for each participating country) that have received the votes during the first 4 evenings. In practice, the competition in the first four evenings will only be between the two artists representing each country, in order to establish which of the four songs (for each country) will be entitled to enter in the final to compete with the other twenty-four countries participating in the Festival.

Awards will be given to the 7 songs that have obtained most votes in the final evening, but all the seven songs will be given awards on an equal basis with a first prize.

The votes will be given by 4 juries, each composed of 10 persons picked daily by lot by a notary public. The jury will consist of:

- Jury a—10 persons from the public;
- Jury b—10 reporters of the invited press;
- Jury c—10 students of the Conservatory of Music;
- Jury d—10 persons selected from

the 10 chief professions that may exist in every country of the world.

The songs to be presented at the Festival must be unpublished and originals by authors and composers of each country. Record companies or publishers may choose them freely and record them, but the records may only be sold to the public the day after the end of the Festival.

The Festival will be televised live by Proartel (Channel 13), Buenos Aires and also broadcast live by Radio Belgrano. It will also be recorded on video tape (black and white), by radio, and on film, to be transmitted by television and radio in every country in America, and included in the principal newscasts of the entire world. The Festival will also be recorded on color video tape for retransmission all over Europe.

The Festival organization will make available an orchestra of 46 musicians, so that everyone can make the arrangements of the songs in the way he feels will bring the song out best.

The orchestra will have 5 conductors, each of whom will conduct for 5 countries, as listed below:

- a) from Mexico: Jose Sabre Marroquin, who will conduct: Costa Rica, Guatemala, Mexico, Puerto Rico, Dominican Republic.
- b) from Argentina: Lucio Milena, who will conduct: Argentina, Bolivia, Paraguay, Peru, Uruguay.
- c) from France: Franck Pourcel, who will conduct: Belgium, France, Italy, Portugal, Spain.
- d) from Venezuela: Aldemaro Romero, who will conduct: Chile, Colombia, Ecuador, Panama, Venezuela.
- e) from Brazil: (yet to be named), who will conduct: Brazil, El Salvador, Haiti, Honduras, Nicaragua.

## Yugoslavia To Start Beaming Series Of Italian Telecasts

MILAN—Yugoslavian TV is about to start transmissions of programs in the Italian language, confirming rumors of this announcement over the past month. Rumors got underway when Yugoslavian TV increased the power of its transmitters, orienting its antenna towards the Italian coasts. Official announcements were made through the TV offices in Milan.

This step into the TV field follows a similar initiative taken two years ago, when Italian radio broadcasting were started from Radio Capodistria. Radio Capodistria is giving strong support to the Italian music industry, especially during the summer, with

special broadcasting to Italian disks. Yugoslavian TV can be received on the Italian coast on the Adriatic, from Trieste to Pesaro, and in a big part of the hinterland.

First results of the Yugoslavian telecasts will be seen during the next summer when the Adriatic coast will become one of the most crowded holiday centers, and more than 25 million can be reached by the Yugoslavian TV transmissions.

### Big 7 Adds 2 Hits To Global Catalog

NEW YORK—Big 7 Music has beefed-up its international catalog with two more hit copyrights, reports Normand Kurtz, director of global operations.

In an agreement with Teddy Vann's Unbelievable Music, Big 7 has acquired "Love Power," the smash by The Sandpebbles. Adding to its roster of Buckingham's tunes (which already includes "And Our Love" and "Hey Baby, They're Playing Our Song"), Big 7 has secured their recent charter, "Susan." The agreement was made with The Buckingham's attorney, Richard Shelton.

Early last month Big 7 acquired world rights (excluding Australia and New Zealand) for "Apples, Peaches & Pumpkin Pie," "I'm So Proud," "Banned In Boston," and "Makin' Every Minute Count," chart songs for, respectively, Jay & The Techniques, Keith, The Royal Guardsmen and Spanky & Our Gang, as well as the catalog administration of a pair of Canadian pubberies, Youngart Music and Elegent Music.

The end of the year is the time for charts, comparisons and prognoses. The year 1967 is no different. The first statistical work for the old year was done by the trade paper "Musik Markt" who analyzed their own hit parade charts which are gathered bi-weekly together from information received from 60 major dealers. That means that the information here listed is not an absolutely true picture of the year that was, but it does tell a story. Let's go.

234 songs made the top 40 in the lists. Teldec-Telefunken-Decca had 46 songs or 19.66% with Electrola following with 35 songs or 14.96%. Deutsche Grammophon-Polydor tied for second with 35 songs equaling 14.96% while Ariola came close on the heels of the top 3 with 32 songs or 13.68%. Deutsche Vogue also had 32 songs with 13.68% while the 6th place was taken by Philips-Ton with 21 songs or 8.97%. CBS followed with 15 songs with 6.41% followed by Metronome with 13 titles representing 5.5%. Three young firms made up the rest with Bellaphon and Cornet both in with 2 songs or 0.85% and young Liberty with 1 song or 0.43%. That's real statistics for you!

Here's an interesting count. 153 songs were written by U.S. or British authors for a whopping 65.38% with German authors responsible for 57 songs or 24.36%. The rest or 24 songs were written by various foreign authors including Austria for a 10.26% statistical count.

The 10 most represented publishers were Hans Gerig Music with 47 songs followed by Peter Meisel's Intro Music complex with 25 songs. Aberbach was third with 20 songs followed by Johann Michel's Melodie Der Welt group with 15 songs. The newly independent Francis Day & Hunter came in a strong fifth with 13 songs followed by Rolf Budde Music with 12 titles. Rudy Von Der Dovenmuehle's Minerva Music also had 12 songs followed by the Peer Music group lead here by Theo Seeger with 9 songs. August Seith's Chappell/Seith organization had 8 songs and Belmont Music from Vogue had 7 titles for a total of 168 songs for 10 publishers or 71.79% of the 234 songs listed.

Artists landing more than 3 songs in the hit lists were led off by Dave Dee, Dozy, Beaky, Mick and Tich of Philips-Fontana with 6 songs tied with the Monkees from RCA/Teldec with 6 as well. The Kinks from Deutsche Vogue and the Troggs from Hansa/Ariola each had 5 titles. The first German language artist to hit the lists were under the 4 song group. They were, listed alphabetically, Peter Alexander of Ariola, the Beach Boys from Capitol/Electrola, the Bee Gees from Polydor, Rex Gildo from Ariola, the Jimi Hendrix Experience from Polydor, the Hollies from Hansa/Ariola, Tom Jones from Decca/Teldec and the Who from Polydor accounting for 54 of the 234 songs making the charts. LP wise, 132 records made the top 40 lists with Deutsche Grammophon/Polydor leading the way with 31 LP's or 23.48% followed by Teldec-Telefunken-Decca with 25 LP's or 18.94%. Ariola/Hansa finished third with 19 LP's or 14.39% followed by Electrola with 15 LP's representing 11.36%. Philips-Ton followed with 14 LP's with 10.60%, Deutsche Vogue with 9 LP's or 6.82%, CBS with 7 LP's or 5.33%, Metronome and Saba with 5 LP's or 3.79% and Bellaphon had 1 LP for 0.75%. The only other hit parader was Stern Music which was a production of many major firms for charity purposes. The record topped the chart but represented only 0.75%.

By the way, in this period of time the 9 major firms delivered 1,933 new singles, 124 EP's, 2,034 LP's to the market with well over half of the LP and single production being international product. The 14 smaller firms delivered about 330 singles and 320 LP's in addition.

Top LP stars with more than 3 LP's in the charts were Polydor's James Last with 8 LP's, Peter Alexander with 5 LP's, Herb Alpert from Teldec/Polydor with 4 LP's, Udo Jurgens from Vogue/Ariola with 4 LP's as well along with Esther & Abi Ofarim for Philips-Ton and the Rolling Stones for Decca/Teldec. 36 of the 132 LP's were released in connection with local magazines magnifying the importance of the major journals in the LP business here.

We'll close this statistical report over the year 1967 with the hit parade of the year for 1967 from Musikmarkt Magazine.

- Lara's Theme From Dr. Schiwago—Original Film Music—MGM—Hans Gerig Music
- Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music
- Frag nur dein Herz (Just ask your heart)—Roy Black—Polydor—Hans Gerig Music
- Meine Liebe zu dir (My love for you)—Roy Black—Polydor—August Seith Music
- Dear Mrs. Applebee—David Garrick—Deutsche Vogue—Melodie Der Welt
- Lass die Sonne wieder scheinen (Let the sun shine again)—Ronny—Telefunken—Edition Maxim
- I Was Kaiser Bill's Batman—Whistling Jack Smith—Deram—Rolf Budde Music
- I'm A Believer—The Monkees—RCA Victor—Hans Gerig Music
- Let's Spend The Night Together—The Rolling Stones—Decca—Hans Gerig Music
- No Milk Today—Herman's Hermits—Columbia—Hans Sikorski Music

We'll print the results listed in other trade papers in future issues. That's it for this week in Germany.

## Germany Record Mfr's Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks on Charts	Title	Label
1	4	3	Hello, Goodbye — The Beatles	Odeon — Northern Songs/Rolf Budde Music
2	—	18	San Francisco — Scott McKenzie	CBS — Edition Intro/Meisel
3	1	9	Massachusetts — The Bee Gees	Polydor — Rudolf Slezak Music
4	2	4	The Letter — Box Tops	CBS — Belmont Music
*5	6	6	Monja — Roland W.	Cornet — Aberbach Music
6	7	4	Morning Of My Life — Esther & Abi Ofarim	Philips — Sikorski Music
*7	5	3	Seemann, Weit Bist Du Gefahren (Sailor, You've Traveled Far) — Freddy	Polydor — Edition Esplanade
*8	—	7	Der Letzte Walzer (The Last Waltz) — Peter Alexander	— Ariola/Francis, Day & Hunter
9	10	3	Schiwago-Melodie — Maurice Jarre	MGM — Hans Gerig Music
*10	—	7	Siebenmeilenstiefel (Seven Mile Boots) — Graham Bonney	— Elektrola — AME Kassner

\*Original German Copyright

One of the Buenos Aires night spots most favored by tourists and local goers is "Nuestro Tiempo," a place presenting every evening a show with local top performers of tango and folk music. Currently topping the bill are famed tango musician, orkster and composer Astor Piazzola, one of the originators of the much discussed "modern tango" movement, the top newcomer folk group Cuarteto Vocal Zupay, tango beautiful lark Susana Rinaldi, who is also an actress, and folk soloist Miguel Saravia, also engaged in a modernization of folk tunes. And it was at "Nuestro Tiempo" that Trova Records arranged a gathering for the press people and deejays celebrating the release of the first album by Los Zupay with a selection of tunes that goes from the traditional "Camino del Indio" to a Bach-styled version of Argentina's typical rhythms. Trova's topper Radoszynski was very happy with the acceptance of the record by the critics and expects it will sell strongly in a market that is lacking this sort of musical innovations.

Music Hall's VP Luis Calvo reported to CB that sales of his company have increased by more than 100% during 1967, if compared with the previous year. An even more impressive growth is expected for 1968 and strong expansion plans are being blueprinted now. The diskery is currently working on the promotion of "El Evangelio Criollo," a record produced by Carlos Ballon and recorded by Oscar Cardozo Ocampo, Daniel Toro, Luis Medina Castro and folk group Los Pucareños. Also under promotion is "A Lanza y Fueye," a selection LP priced at 795 pesos (vs 1400 for regular LP's) carrying recordings by some of the top names in the folk & tango fields.

CBS' aims for 1968, according to manager Armando Di Guglielmo, are a strong improvement in the pop field with the inking, already started, of young talent that is believed to have good possibilities. There will be also a new packaging of the diskery's products and new promotional ideas are being developed. Di Guglielmo feels very optimistic about the new year and expects that the slice of the market belonging to CBS will increase sharply. The label has recently contracted Los Quilla Huasi, folk group previously with Philips.

Odeon Publishers report the contracting of Adamo's "Le Neon" and "Une Larne Aux Nuages" whose Spanish lyrics are being prepared, and an agreement with Tallyrand Music of the States, which includes Neil Diamond's "Girl, You'll Be A Woman Soon," already released by Microfon, and "You'll Forget," also by Diamond.

Adolfo Pino of RCA feels happy with the success of the diskery's massive launching "The Ten of '68" featuring ten albums by its top artists as Palito Ortega, Los Gatos, selection album "Modart No. 1" and also Mexican star Armando Manzanero, whose LP is selling strongly. Now RCA has released "No Pisen las Flores," by the same Palito Ortega, as a single in the belief that it will also reach a high position in the charts.

Phonogram is releasing the first single by new teen group Los Shimmy's with two hard beat songs penned by themselves. There is also a four-LP set recorded by Eduardo Falu with a selection of the best songs by this world-known guitar player. On the international pop side, the label expects very much from the Bee Gees and Frankie Valli, since both are showing strong possibilities.

## Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	*Quiero Llenarme De Ti (Melograf)	Sandro (CBS); Lord Klave (Philips); Cinco Latinos (Quinto)
2	2	The World We Knew (Relay)	Frank Sinatra (Music Hall); Caravelli (CBS); Paul Jourdan (RCA); Bert Kaempfert, Vincent Morocco (Philips); Nueva Generacion (Quinto)
3	3	Aranjuez Mon Amour Richard Anthony (Odeon); Caravelli, Jacko Zeller (CBS); Vincent Morocco (Philips); Lucio Milena (Disc Jockey)	
4	5	*La Balsa (Fermata)	Los Gatos, Nacho Paz (RCA)
5	4	*Todos Es Mentira (Fermata)	Palito Ortega (RCA)
6	6	Even Bad Times Are Good	Tremeloes (CBS)
7	8	Digan Lo Que Digan	Raphael (Odeon)
8	14	Esta Tarde VI Llover (Relay)	Armando Manzanero (RCA); Los Cuatro Brillantes (CBS)
9	9	La Carcel De Sing Sing (Edami)	Jose Feliciano (RCA); Pepito Perez (Disc Jockey)
10	15	Villa Cariño	Los Wawanco (Odeon)
11	13	Release Me (Melograf)	Engelbert Humperdinck (Odeon); Dino Alvarado, Percy Faith, Roberto Yanes (CBS)
12	7	I Love You, You Love Me	Anthony Quinn (Odeon)
13	12	Lenita Nilton Cesar	(RCA)
14	10	Las Manos	(Melograf) Sandro (CBS)
15	17	Dandy Herman's Hermits	(Odeon)
16	—	*No Pisen Las Flores	Palito Ortega (RCA)
17	—	*Soy Como Tu Quieres	Luis Aguile (CBS)
18	20	La Pata Pela Bovea	(RCA)
19	16	Cuando Tu No Estas	(Fermata) Raphael (Music Hall)
20	11	No (Edami)	Olga Guillot (Music Hall); Armando Manzanero, Antonio Prieto (RCA); Rosamel Araya (Disc Jockey); Carlos Lico (Odeon); Carmita Jimenez (CBS); Polo Marquez (Microfon)
20	—	San Francisco	Scott McKenzie (CBS); Fausto Papetti (Music Hall); Violeta Rivas (RCA)

(\*) Local

## Argentina's Top LP's

1	1	El Impacto	Palito Ortega (RCA)
2	4	A Mi Amor Con Amor	Armando Manzanero (RCA)
3	3	Mas De Modart En La Noche	Selection (Philips)
4	3	Propiedad Privada	Rosamel Araya (Disc Jockey)
5	5	The World We Knew	Frank Sinatra (Music Hall)
6	10	Ritmo De Locura	Cuarteto Imperial (CBS)
7	9	Herman's Hermits	Herman's Hermits (Odeon)
8	6	Flower Power	Selection (CBS)
9	7	Los Gatos	Los Gatos (RCA)
10	—	En Castellano	Salvatore Adamo (Odeon)





# Mexico

Capitol Records announces that as of January they will have the distribution of American label Tamla-Motown and all its affiliates. The initial release of this label will consist of some 15 long plays.

Maricarmen Cirici leaving the A&R department of RCA December 31 and in the future will work with this company only in a free lance capacity. At the same time she will do some recordings for Radio Universidad.

Miriam Makeba's hit "Pata Pata" has already been recorded by Los Rockin Devils at Orfeon and with Los Kleiners at Capitol. It is hoped that Miriam will perform in the Mexican capital sometime next year.

CBS released two new long plays. The first with Ray Conniff and his singers named "Hawaiian Album," the second with Caravelli and his Magnificent Strings titled "San Remo Greatest Hits."

Under the Viva label, Philips Records released the album by the Midnight String Quartet titled "Rhapsodies For Young Lovers" with special arrangements for past top hits as "Strangers In The Night," "Michelle," "Born Free," "Guantanamo," "Summer Samba," etc.

Orfeon Records is strongly promoting a new album where artists like Los Rockin Devils, Los Zorros, Los "H," Tono Quirazco, Chuck Wood, Julissa sing songs like "Sock It To Me," "Juan Tatachun," "Baby, I Need Your Loving," "Creeque Alley," "The Joker," and others.

## Mexico's Best Sellers

- 1 Quinceañera—Los Vlamers (Musart). Toño Quirazco (Orfeon). Frankie y Los Matadores (Peerless).
- 2 Dame Una Señal (Gimme A Little Sign)—Brenton Wood (Gamma). Roberto Jordán (RCA).
- 3 Alto, Mas Alto (Higher And Higher)—Jackie Wilson (Orfeon). Los Hiters (Orfeon).
- 4 Musita—Sonora Santanera (CBS). Carlos Campos (Musart).
- 5 Yo, Tu Y Las Rosas—Los Piccolinos (CBS). Hermanitas Nuñez (Orfeon). Hermanitas Jiménez (Peerless).
- 6 La Carta—Los Box Tops (Capitol). Los Belmonts (Orfeon).
- 7 Noches De San Francisco (San Franciscan Nights)—Eric Burdon and The Animals (MGM).
- 8 Tengo—Carlos Lico (Capitol). Los Cuatro Brillantes (CBS). Imelda Miller (RCA). (RCA Publishing).
- 9 La Balada Del Vagabundo—Rosa María y José Guardiola (Son Art). Lucho Gatica and Luchito (Capitol). Pedro Moreno (RCA).
- 10 Bugaloo No. 1—Leo Acosta (Capitol).

## Japan's Best Sellers

### ALBUMS

This Week	Last Week	
1	4	Monkees Golden Album—The Monkees (RCA Victor)
2	2	Let's Go Classics—The Bunnys (Seven Seas)
3	1	The Tigers On Stage—The Tigers (Polydor)
4	—	Rolling Stones Golden Album—The Rolling Stones (London)
5	5	Koyubi No Omoide—Alfred House (Polydor)

### LOCAL

This Week	Last Week	
1	1	Love You Tokyo—Los Primos (Crown)
2	4	Inochi Karetemo—Shinichi Mori (Victor)
3	5	Aino Kokoro—Akira Fuse (King)
4	8	Sekai Wa Futari No Tameni—Naomi Sagara (Victor)
5	2	Saku-No Koitaro—Yukio Hashi (Victor)
6	3	Koiono Fuga—The Peanuts (King)
7	9	Sentimental Boy—Kazuo Funaki (Columbia)
8	—	Niji-Iro No Mizuumi—Akiko Nakamura (King)
9	6	Shiokazega Fukinukeru Machi—Teruhiko Saigo (Crown)
10	—	Watashi No Sukinamono—Naomi Sagara (Victor)

### INTERNATIONAL

This Week	Last Week	
1	1	Theme Of The Monkees — The Monkees (RCA Victor) Sub-Publisher/Shinko
2	2	Okay—Dave Dee, Dozy, Mick & Tich (Philips)
3	4	Itsumademo Dokomademo — The Spiders (Philips) Publisher/New Orient
4	6	Let's Go Unmei—The Bunnys (Seven Seas) Publisher/Seven Seas
5	3	Kitaguni No Futari—The Blue Comets (CBS) Publisher/Watanabe
6	7	L'Amour Est Bleu—Vicky (Philips) Sub-Publisher/Shinko
7	8	Okay—The Carnabeats (Philips) Sub-Publisher/A. Shoreder
8	5	Koio Shiyoyo Jenny—The Carnabeats (Philips) Publisher/Shinko
9	11	Wasureenu Kimi—Tempters (Philips) Publisher/—
10	9	Mona-Lisa No Hohoemi — The Tigers (Polydor) Publisher/Watanabe
11	—	The Words—The Monkees (RCA Victor) Sub-Publisher/Shinko
12	10	Dancing Lonely Night—The Jaguars (Philips) Publisher/Shinko
13	—	Taiyo Yaro—The Bunnys (Seven Seas) Publisher/Terauchi—Seven Seas
14	12	San Francisco—Flowers In Your Hair—Scott Mackenzie (Columbia) Sub-Publisher/Victor
15	14	Kiri-No Kanatani—Jun Mayuzumi (Capitol) Publisher/Ishihara

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## Editorial

# Communication is a 2-Way Street

A great deal has been spoken and much printed on the subject of effective communication (or the lack of it) between the music operator and the record manufacturer. Grudgingly, it seems, the average operator feels in an "also-ran" position as a record buyer, with respect to the retail purchaser. Thus disinterested in or disenchanted with conscientious location programming, today's average operator spoonfeeds on the records offered him by his supplier instead of measuring his record purchases by the varying tastes of his individual locations.

Why? Well, he feels the record companies in general are convinced the operator buys only chart hits, plus those long shots the record supplier, for one reason or another, will recommend. The number of operators who keep one hand on the pulse of the location taste in music and the other on the listings of new releases carried in the trade press for an effective "marriage" between "tune and tavern" could probably be counted on one hand.

Is it because the record firms don't spend the money in direct mailings of new releases to operating firms? Is it because the one-stop prefers to push those records with the highest profit markup? Is it because the average music operator is out of touch with the tastes of today's musical styles. Is it simply the case of a veteran operator whose energies have mellowed, taking the course of least resistance? Or is it really just **one more symptom** of the lack of communications among members of this trade itself?

**Now**, that strikes an interesting note, A lack of the exchange of ideas between operators, between operators and distributors, between operators and manufacturers. Certainly a better example of this mysterious blanket of silence couldn't be found than at an association meeting. You attend one during a time of relative calm. . . . when no legislators are crawling down that local industry's back or when the tax ax isn't threatening to fall and you can expect a minimum attendance. But

wait until grief shows up and the rest of the membership will come flocking in for help.

This condition is also reflected by the poor feedback of ideas both to MOA (which publishes its 'Location' and 'Linkletter' to keep its membership up-to-date on legislative and merchandising information) as well as to the trade press. This trade may be surprised to learn there is a small block of operators who consistently supply their thoughts to both the commercial and association publications serving this industry. . . . the balance of the news must be dug out, many times from a grudging operator who'd prefer you said "things are swinging" instead of telling you three of his games were unfairly seized by the local police.

The "let George do it" attitude, which seems to pervade this trade's collective thinking, can be both frustrating and damaging to the disinterested operator. At a recent New England get-together, one operator approached Russ Mawdsley (MOA director) for a personal review of the Washington copyright situation. Russ touched upon the highpoints of the subject, thinking the operator was as well-informed on the events leading to the \$8 per-box House ruling as himself (via reports published in the trade and association press). After listening patiently and apparently approvingly to Mawdsley's summary, the operator asked, "but what I don't understand is why we have to pay anything at all!"

These are several examples why an exchange of ideas is so darned important. "A feedback of ideas", Bill Cannon calls it and in his tenure as MOA president, will do all he can to improve it. Without it, how long can a few association leaders effectively improve our position before the lawmakers and the man on the street. Without it, how can we expect the choice of parts, supplies, machines, records to be purchased according to an intelligent comparison. Send your ideas, your suggestions, your complaints to MOA and to the trade magazines. Get your views aired and those of your colleagues. Let's get together.

# Rock-Ola Sets Regional Vend Sales Staff



Nine of the twelve new representatives gathered in the Rock-Ola exhibit at the recent National Soft Drink Association Convention in Houston, Texas, and posed with members of Rock-Ola's management. From left to right (rear row) Charles Miller, a Rock-Ola regional representative, Clarence C. (Buck) Lott, George Rife, E. G. Doris, Rock-Ola's executive vice-president, Richard M. Dingley, Dr. David R. Rockola, vice-president, Ervin J. Kaufman, Rock-Ola special sales representative, Dale Shearer, Hugh Gorman, Rock-Ola's vending division sales manager, Edward Lorkowski, Rock-Ola's field service representative. Front row, Walter J. Ward, Richard Moffitt, William Killoren, Jr., Dale Rife, W. Barker Preddy. Not shown are Jerry Tripod, Robert Illing and Roy Bowen.

CHICAGO—The Rock-Ola Manufacturing Corporation in Chicago, Illinois, recently announced the appointment of a new staff of sales representatives to handle the sales of Rock-Ola's line of vending equipment to soft drink bottlers in the United States.

Edward G. Doris, executive vice-president stated, upon announcing the appointment of this new sales staff, "with the tremendous growth of vending and with the ever increasing sales to bottlers of vending equipment and in particular can vendors, it was necessary for the bottler division of Rock-Ola's vending sales department to have its own sales staff to properly serve the bottlers of America and to offer them every available aid in increasing their sales and profits."

The new bottlers' sales staff is composed of men well known in the bottling industry and these twelve sales representatives bring with them a total of 327 years experience either in or servicing the bottling industry.

A complete list of Rock-Ola Sales Representatives and their territories follows:

W. Roy Bowen Co., W. Roy Bowen in the Charlotte, N. Carolina area with 41 years of experience as a bottler and representative, also servicing the S. Carolina and eastern Tennessee territories.

R. M. Dingley & Co. R. M. Dingley serving the Indiana and northern Illinois area with ten years of experience in the bottling industry.

Harold H. Illing Co., Robert H. Illing servicing the Wisconsin, Minnesota and upper Peninsula of Michigan areas having 18 years experience in the beverage industry. For the past five years Illing has been sec-trea. Of the Wisconsin Bottlers of Carbonated Soda Association.

William H. Killoren of St. Louis, Missouri, in the Iowa, Missouri, western Illinois, eastern Nebraska and eastern Kansas territories. Killoren has fifteen years of service in the beverage industry.

Clarence G. Lott of Atlanta, Ga., in the Florida, Georgia, Alabama and southeastern Tennessee areas. Lott has 36 years in the bottling industry.

Richard S. Moffitt of Annapolis, Maryland and will service the Pennsylvania, Maryland, Delaware, District of Columbia, southern New Jersey and Virginia areas. Moffitt has served 21 years in the beverage industry and is

a past president of Keystone Bottlers Booster Club, Pennsylvania and Maryland and Booster Clubs.

W. Barker Preddy, Texas & Oklahoma Beverage Supply Co., in the Oklahoma and Texas west of Winkler, Ward, Pecos and Brewster counties. He has 34 years in the beverage and vending industries.

The Dale Rife Co., Messrs. George and Dale Rife of Ft. Thomas, Ky. will service the Ky., W. Virginia and Southern Ohio areas. They have 40 years of combined experience.

A. Dale Shearer of Denver, Colorado serving the Wyoming, Colorado and western Nebraska territories. Shearer has 41 years experience as a bottler and manufacturers' representative.

Jerry Tripod of Paragould, Arkansas covering the Louisiana, Mississippi, Arkansas and western Tennessee area. Tripod has 19 years experience with the Dr Pepper Co. and recently formed his own company. Now a manufacturers' representative.

Mr. Walter J. (Bud) Ward of the firm by the same name in Cleveland Heights, Ohio. He will serve the Michigan, except the Upper Peninsula and Northern Ohio. Mr. Ward has been in business for 52 years.

## Demolition Proposal For Alex. Palace Aired

LONDON—Just as the London trade is getting used to Alexandra Palace at the "home" for the Amusement Trades Exhibition, it has been learned that the Palace has come under a proposal to close. If the proposal comes about, it would be demolished and replaced by a sports and arts center by the 1970's.

The proposal was made several weeks ago by the Greater London Council whose aim is to convert the Palace into a family-type center in the 190-acre park that would offer recreation for young and old in North London. Features might include a children's zoo, artificial ski slopes, riding school, flood-lit all-weather games area and facilities for music, dancing and exhibitions.

It is understood that the 1969 A.T.E. will most likely be held there, but a new hall may have to be obtained for A.T.E. shows thereafter.

The 1968 A.T.E. scheduled to be held January 16-17 and 18th will be held as planned at the Alexandra Palace.

## CleCoin Gears For Tilt Test Shipment

CLEVELAND—Ron Gold, chief executive of Cleveland Coin International, has announced nation-wide availability of the new Atlas 'Tilt Test' counter game effective Jan. 8th via selected regional distributors as well as directly from CleCoin to areas where distributors have not yet been appointed. Atlas Manufacturing Co., also located in this city, granted CleCoin exclusive national distributing rights to this non-electric counter game the latter part of 1967 and is now in full production to fill a heavy operator demand.

Wallace and Roland Jenkins of Atlas Mfg. returned to the manufacture of equipment for the operating industry with this 'Tilt Test'. Previously they had produced the Atlas nut vendor but have been absent from the coin machine scene for several years.

Dave Liebling, sales executive at CleCoin, says the machine is 100% legal everywhere in the country. The 'Tilt Test' is completely mechanical, utilizing no electricity or batteries. Liebling describes its appearance as an immediate attention-getter and says its construction offers virtually trouble-free operation. The 'Tilt Test' measures 23" in length 13" wide and stands 9" tall. Shipping weight is 23 lbs. Shipments throughout the country will start the week of January 8th.

Ron Gold says the unit is a proven money-maker after a fine test period on a variety of locations. "This machine can be used to capture new locations for a reasonable price." Gold continued. The CleCoin exec further stated that this counter unit has proven to last appreciably longer than most present counter games on the market because the nature of the play requires a patiently acquired skill which demands many months of play and, as Ron put it, "lots of coins." The game operates on nickel plays.



TILT TEST

## Red Coats Arrive With New Gottlieb Single-Player Pin



ROYAL GUARD 1PL

CHICAGO—D. Gottlieb & Company, Chicago based manufacturer, announced last week that their latest flipper amusement game, "Royal Guard," is available to the trade.

Alvin Gottlieb, while announcing the release of the new one-player, stated that Royal Guard's all-new moving 'snap targets' presents one of the most exciting features to come along on an amusement game in many a year.

There is one design concept that deserves mentioning and that being Gottlieb's belief in product identification. It was noticed on the game that the firm name had been boldly incorporated into the design at least four times. Everyone knows that a good product with a well known name is the preferred name. Gottlieb's executive and design staffs are to be commended for their positive marketing principles.

Royal Guard, with the four shifting snap targets offers the player three 'extras' when activated . . . the feature scores 2 different sequences to light the fan targets for a special . . . lights four top targets for an extra 100 point score, and also lights the four pop bumpers for a super score. When scoring A-B-C-D-E the top rollover sequence lights 'C' rollover for special and the bottom rollover for 500 point scoring.

The Royal Guard cabinet features a colorfully illuminated coin entrance panel and auto-ball lift, and triple chute combinations.

The new game can be viewed at your local Gottlieb distributor.

## Merchandisers Handbook . . . . . No. 20

Several weeks ago a few of us were celebrating a friend's birthday in a Howard Beach, Long Island cocktail lounge and much to our surprise, the owner went behind the bar and came up with half-dozen kazoos. After passing the kazoos among his customers he went over to the jukebox and selected two tunes that featured kazoo music. Within seconds, everyone in the lounge was singing and playing the kazoo along with the music. This went on for nearly two hours . . . AND SO DID THE JUKE-BOX. The owner called it a "SING-OUT." Now, we're not suggesting that you do the exact same thing in your locations, but give the principle some thought. Like the age old proverb . . . "A rolling stone gathers no moss" . . . "A dead machine gathers no returns." You must also remember that when people are having fun, they have a tendency to spend money without any hesitation. Give it some thought. There must be hundreds of ideas that would create sales in your location using this basic principle.

"Future of little LP concept looks bright & lucrative if properly handled"

When Garwin Sales, a Chicago based distributorship for the little LP product, took on the Seeburg selections of little LP's, the entire Little LP concept took on new promises of hope for the nation's music operator. That hope is visioned in the form of a greater available listing of standard selections, whereby, the music operator would be handed a completely new guide to aide him in programming money-making music.

To gain an insight into the purpose of Garwin Sales, the Cash Box Profile decided to interview Robert Gar-

misa, Sales Manager for the family owned firm for the past one and one-half years. The president of the firm is Bob's father, Lenny Garmisa. The senior Garmisa is well known thru-out the record and music business and his experience is unquestioned.

Young Garmisa started in the business as a promotion man in 1962, at that time, the firm's name was Garmisa Distributing Company. When the Garmisa's took on the Seeburg little LP product, October 1, 1967, they changed the name to Garwin Sales.

Following are a few candid questions and answers discussed with Bob Garmisa.

What drew Garwin Sales' interest to jukebox operators programming?

Our Company was interested in obtaining a Seeburg Distributorship and during our discussions with the Seeburg people the little LP program popped up. It seemed that they were having a few minor problems with the right type of little LP product. In view of our experience, mainly my father, in the music business, the Seeburg people felt that we could offer the operator the LP product he needed. Negotiations continued and the ultimate result was our obtaining the exclusive distribution rights for the Seeburg Little LP's.

What is the primary purpose of Garwin Sales, in respect to Little LP's?

Basically, our purpose is to supply music operators of phonographs the little LP product for use on their music boxes. At this point, we primarily ship to Seeburg Distributors, however, some distributors are not interested, per se. In this event, we ship directly to an operator in an area where there is no Seeburg outlet.

Could you give us a step-by-step procedure of the construction of a little LP?

We're not in a position to give you the entire mechanics of how an album is made, but I can give you the details, as far as, the procedure we go thru in obtaining a little LP product.

First, thru our connections we find out what is out on regular album and if we feel the product is suitable material for coin-operated phonographs, we will call the record label and explain that we're interested in the album as a little LP and give them an initial order for 3,000 to 4,000 discs.

What role does Garwin Sales play in picking the artist and the tunes that appear on the junior product?

We usually leave that up to the label, however, often we will have a



Robert Garmisa, sales manager of Garwin Sales and this week's Cash Box Profile subject is shown at the left. Garwin Sales' president and father of Bob, Lenny Garmisa is on the right. Picture was taken in Chicago at the 1967 MOA Convention.

suggestion and they normally follow it. We always ask them to keep the length under three minutes, there's plenty of good material.

Where do the title strips come from?

Yes, the label will send the information to Star Title Strip Company and in return get the completed title strips. By the time we get the finished product it is ready to go.

Do you feel the majority of operators are interested in programming the little LP?

If they're not, they should be. Its good for them inasmuch as programming good material. Many times, the product is the same as that on a top selling album.

If nothing else, it could be used as a merchandising technique . . . this is something I'm not really experienced at, but where some operators program the little LP at two-for-a-quarter, others set them up as three-for-a-quarter . . . seems to me this would be good merchandising that would create more play for a product.

Do you think the little LP has been exploited to its fullest potential by record companies?

I really can't say for sure . . . I know the product in the past is the product Seeburg wanted, but was poorly picked and as a result sat in the warehouse.

Right now, the record manufacturer knows the little LP is not too much of a profit item . . . today, we can place a 5 to 7,000 little LP order, but a year from now I hope to be able to place orders of 25,000 or more.

The little LP is a means of promoting and exposing an artist primarily, but not strong enough in sales to the point of profit.

Along the same lines, if a single company has exclusive rights to distribution, there is a larger volume and some profits do come in.

Do you have any future plans to distribute LP products thru one stops or will you maintain your present set-up thru Seeburg outlets?

We have no plans as yet to go thru one stops.

What LP's do you presently offer?

Currently, we have "Man and Woman," "Heat of The Night," "Last Waltz," "Nancy Sinatra," "Ace Cannon," "Willie Mitchell" and "Ray Charles."

Do you plan to issue a weekly list of available little LP's?

We have no weekly list, however, we do have a catalogue of available material that is mailed to operators on the MOA mailing list.

Which labels have you signed to date?

We have London, ABC, Warner Brothers Reprise and Dot exclusively and Epic, A & M and Motown non-exclusively.

Do you plan to issue little LP's suitable for the nostalgic locations, such as big band tunes that can be found in catalogue inventories?

We will, they'll vary in selections . . . R & B, Jazz, soundtracks, instrumentals, etc. Eventually we hope to have a larger and more complete listing available.

Are there any artists that you specifically feel especially suitable to little LP play?

Ray Charles, Dean Martin, Frank Sinatra, Frankie Carle . . . they're others, but these are the tops.

In your opinion, is there a future for the little LP product?

Sure, we have faith in it. We're getting the cooperation from the manufacturers. The fact that Garwin Sales can offer them a larger distribution volume resulting in a profit, should encourage them to produce more and better little LP products.

The future looks very bright and lucrative, if handled properly.

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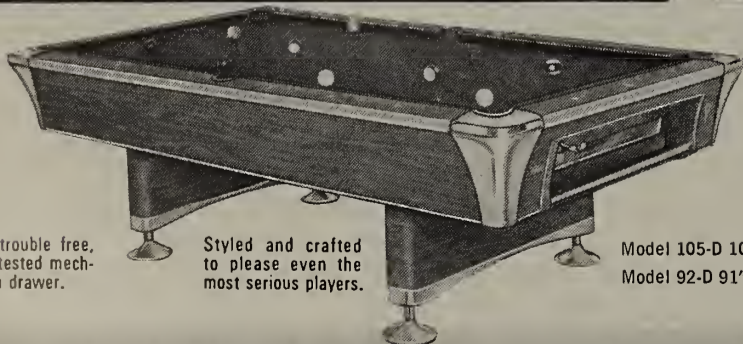
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**S. Dakota Plans Jan.  
Meet In Rapid City  
100% Distrib. Attendance**

RAPID CITY, S.D.—The Music and Vending Association of South Dakota have announced plans to hold a meeting in Rapid City at the Holiday Inn on Sunday & Monday, January 21-22.

The program consists of a cocktail hour and buffet on Sunday at 7:30 and a banquet at 6:30 on Monday night.

Secretary-Treasurer, Earl Porter said that membership attendance of South Dakota area distributors had been 100% during 1967 and would like to remind ALL members that it would be a meaningful New Year's resolution for everyone to make plans to attend the 1968 meetings.

Porter would also like to remind members to fill out the cards sent them by their Insurance Company so their agent will know how the group voted.

See you in Rapid City!

**Garwin Offers Junior  
LP's With N. Sinatra,  
Rolling Stones**

CHICAGO—Chicago based Garwin Sales, distributors of the Seeburg little LP's, as well as, other record company's junior LP's, has issued two new little LP products that will be available within a few weeks to the nation's operators.

The Rolling Stones' "Their Satanic Majesties Request" on London and Nancy Sinatra's "Movin' With Nancy" on Reprise.

Nancy's groovy music highlights, "I Gotta Get Out Of This Town," "Younger Than Springtime," "See The Little Children," "Up, Up and Away" and "This Town." Her 33 rpm single was culled from the recent Nancy Sinatra TV Special.

The Stones' LP includes "She's A Rainbow," "2,000 Light Years From Home," "In Another Land," "Citadel and 2,000 Men."

# CHICOIN WINS WITH "ALL-AMERICAN BASKET BALL"

■ 2-Player 'Multi-Action' Shuffle



Basketball 2-P

"While basketball is one of the most popular sports in the world, Chicago Coin's new multi-action shuffle game is tops in action, good repeat play and better profits to the operator," said ChiCoin's Mort Secore.

"All-American Basketball", offers exciting play action with basketball court, hoop and miniature basketball all enclosed in an esthetically appealing back cabinet.

Players mastering the game can actually shoot the ball into the basket from kick-up holes and attain the thrills of the most exciting part of basketball . . . making baskets.

The new two-player can be played by teams, two players or a single player . . . and is the first puck game with the "play again" feature.

Other features of "All-American Basketball" include, 20 shots per game with each game consisting of two halves . . . a basket made in the second half scores double.

Cabinet features include wide walnut formica hand rails, all-steel double door . . . pilfer proof coin box.

The new ChiCoin basketball game is sure to offer many thrills to the thousands of roundball fans throughout the world.

CHICAGO—The Chicago Coin Machine Division of Chicago Dynamics last week announced the introduction of a new two-player shuffle basketball amusement game, that in view of the current sporting season, is entitled, "All-American Basket Ball".

## '67 PhonoVue/Record Pairing Huge Success - Look For More In '68

WHIPPANY, N.J.—George Klersey, director of the Rowe AMI PhonoVue/Record pairing service, has released listings for the week ending January 6, 1968. Klersey said in respect to the wide acceptance of the PhonoVue service for the past year, "the music operators thruout the country have given wide acceptance to the pairing service and we will continue to give them the best possible film subject matched with appropriate music thruout the coming New Year."

Laura Lee, recording on the Chess label, has a groovy rock hit out entitled "Up Tight Good Man" that George has matched up with P/V flicks, "Go-Go Club" (L-2907Y), and "Boudoir Ballet" (L-2905W).

"Oh, How It Hurts" on Artie by

Barbara Mason has been paired with cartridges, "Oriental Night Life" (L-2907P), "Ballet In Black" (L-2905X), "Canal Street Blues" (L-2906) and "Dream Girl" (L-2906H).

"Chef's Delight" (L-2909V), "Go-Go Club" (L-2907Y) and "Boudoir Ballet" (L-2905W) has a good time charlie with Wanda Jackson's Capitol release of "A Girl Don't Have To Drink To Have Fun."

"Beauty In Disguise" by John Fred & His Playboy Band on Paula goes well with P/V films, "Basketball Game" (L-2908J), "Dream Girl" (L-2906S), "Bikini Peek - A - Boo" (L-2910G), "Sweet Shoppe" (L-2907G), "Western Go-Go" (L-2905J) and "Cycle And Surf" (L-2907D).



# JUKE BOX OPS' TOP 100 CHART GUIDE

## PICKS for PROGRAMMING

The Following Records, Selected from  
**The CASH BOX TOP 100,**  
Represent tunes and performances which  
appear to be especially suitable for music routes.

### IN THE MISTY MOONLIGHT

Dean Martin (Reprise 4-7613)

### CHAIN OF FOOLS

Aretha Franklin (Atlantic 2464)

### WHO WILL ANSWER

Ed Ames (RCA 9400)

### THE LESSON

Vicki Carr (Liberty 56012)

### SHE'S A RAINBOW

Rolling Stones (London 906)

### TOMORROW

Strawberry Alarm (UNI 702)

### JUST AS MUCH AS EVER

Bobby Vinton (Epic 10266)

### I'M COMING HOME

Tom Jones (Parrot 40024)

### \* I WISH IT WOULD RAIN

Temptations (Gordy 7068)

### \* YOU

Marvin Gaye (Tamala 54160)

### \* MONEY

Lovin' Spoonful (Kama Sutra 241)

### \* NEW ORLEANS

Neil Diamond (Bang 554)

### \* SOME VELVET MORNING

Nancy Sinatra & Lee Hazelwood (Reprise 0651)

### \* CARMEN

Herb Alpert & TB (A&M 890)

### \* TO EACH HIS OWN

Frankie Laine (ABC 11032)

### \* TELL MAMA

Etta James (Cadet 5578)

(\* indicates first week on chart)

## START '68 WITH A WINNER!

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# ★ ATLAS TILT TEST

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## NCCC Forms Missouri Council



Leaders of the carwash industry in Missouri, who are individual members of the National Coin Carwash Council (NCCC), have formed the Coin Carwash Association of Missouri (CCAM). This new group is affiliated with the NCCC in its campaign to build a unified nation-wide network of state and/or local coin carwash associations affiliated with the National Council.

Officers of the CCAM are: (left to right) John C. Rovira, Ram-Jet Carwash, an operator and treasurer; Richard K. Rigsby, The Weatherhead Company, Vice President; Walter Duvall, Malsbary Company and President of NCCC congratulates George Adams, Adams Equipment Company, President of CCAM; Alfred Buhl, Spraying Systems Company, Vice President; and Robert Morgenthaler, President of Alma Equipment Company, Secretary.

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## 'Round The Route

### Eastern Flashes

**JOINING THE KLUB** — The Klub in this case is the Irving Kaye Company's newly designed 'Klub Pool Table,' released to their distributors early December after being previewed at the October MOA Exhibition. Howie Kaye, the firm's sales director, told us last week that a notable upsurge in the number of rebound table locations has occurred during the latter part of 1967 and feels the new 'Klub' is right on time, matter of fact, is adding its high-styling best to help the trend. "Don't mistake the fact that 6-pocket tables are still the location piece," Howie advised. "But in those smaller spots that can't fit at least a 3 x 6, this rebound is the operator's meal ticket. Also there are still some spots around the country that just refuse to permit pocket tables in tavern locations and the rebound again can score points for the operator. Thirdly, the smaller tables offer a different game and are ideal companion pieces to the bigger six-pockets in locations large enough to offer room for both. Ladies are also getting the hang of the game," Howie added.

**NEW GAMES, NEW PROFITS** — Irv Morris took the wraps off D. Gottlieb's brand new single-player 'Royal Guard' out at his Newark emporium, and my lands, is it ever in demand. Irv looks forward to a good shipment from the Chicago factory on the new flipper. . . . Harold Kaufman from Musical Distributors readying new Tenth Ave. showroom. The Musical lads are also singing the praises of ChiCoin's terrific new puck shuffle 'All American Basket Ball' based upon and offering the player superb basketball-style action. This should prove out one of the highest-grossers and best sellers in ChiCoin recent history. But it must be seen to be enjoyed and Harold invites his amusement ops in for a demonstration and examination. Hey, this might be the way our boy Ben can beat the Knicks' Bill Bradley in their favorite game.

**THE RAVE FROM DAVE** — CleCoin's Dave Liebling, all excited about Atlas Manufacturing's 'Tilt Test' counter game, promises national delivery schedule to begin Jan. 8th. Dave says the unit should continue to grab the nickels much longer than you'd expect owing to its element of skill. Dave also info's that Cleveland Coin is trying out several of Mondial's 'Prof. Quizmaster' machines and says it should prove out a location winner in the Ohio area. Back to the Tilt Test, he says they've got one up on the parts counter and operators and mechanics coming into the place can't resist trying their hand in running the ball from start to finish. "The machine itself is its own best salesman," quips Dave.

**OUT AND ABOUT** — Jack Mitnick, the firebrand of All-Tech Industries, just completed an extensive three week sales tour before the Holidays arrived. Jack says the trip was most refreshing. Pool table sales in particular are fine and dandy at every distrib he visited. Many home tables also have been moved by his network, particularly before the Holidays broke. Jack was mighty surprised when he hit Los Angeles and landed in the first snowfall they've had since the year of the flood. "Luckily I had my overcoat," he quipped, "but I can't say too many other folks there knew how to cope with the white stuff." One unfortunate part of the snowfall that hit the Coast was a delay in a large piggy-back trailer shipment of home tables that got stranded and couldn't arrive at the buyers 'till after Christmas and many of them were to be gifts. Anyway, it's great to be back in the Florida

sun, says Jack. And as we hang up, we look out the window on Broadway and the falling snow is so thick we can't see across the street. . . . Old buddy Johnny Bilotta stopped by the city long enough to visit along coinrow and say hello to nephew Pat (Jimmy Bilotta's son) and then shoot back up to Newark, N.Y. before the snow closed in. . . . MOA prexy Billy Cannon also stopped by the city to visit the Greenwich Village book shops, stop along coinrow and spend a few hours up at the Cash Box offices.

**THANKS** — The many cards that arrived in this office during the Holidays from all our friends out there gives a warm glow to the joint, especially at deadline time when you can look up and see that someone really cares. Must give top honors for originality to Johnny Bilotta's card which contained an actual live shoot from a Douglas Fir tree, which is now planted and carefully watched in a flower pot at home. Most beautiful card came from Mr. and Mrs. Larry Feigenbaum of Albert Simone, Inc. Most classic-looking piece arrived via Joe Barton out at AMI. Many, many fine looking cards with fine holiday thoughts dropped in and thanks to everyone who took the time out. We were anxiously awaiting Johnny Mazey's (AMF) personal creation but guess it got lost in the mail. Anyway, hope you all enjoyed a fine New Year's Eve. Anyone who had to make a midnight service call can have the next week off!

### California Clippings

**OUT WITH THE OLD AND IN WITH THE NEW** — Since everybody has been good (you have been good, haven't you?), you have earned a Happy New Year wish from us. For some of us it's been a good year, for others — well there's always next year. Looking back at some of the events of this past year it proved to be pretty interesting. Over at Struve Distributing we found that Buddy Lurie had replaced Stan Larsen. That addition, as we have stated before, has been most profitable to both Struve and Seeburg. . . . George Muroaka of Simon Distributing made his big impression at the MOA convention. . . . Dean McMurdie of Circle International got back in town. . . . Hank Tronick's son tied the knot. . . . There was a time during this past year when it was 100 degrees and above, all though its a little hard to remember that as we sit here writing this column with woolen gloves on. . . . During the month of June Bob Portale of Advance Automatic snared the Rock-Ola line. Also Marshall Ames had just recently joined the firm. . . . Bill Happel of Badger Sales was "golfing" along. The Helicopter Trainer had just landed in their showroom. Guess things have not changed too much because they are still landing and taking off, at least sales wise. From Wurlitzer Clayton Ballard told us that Leonard Hicks was holding service schools in San Francisco, San Diego and Los Angeles. Little question? What ever happened to all the plans for vending schools for some of our under privileged young people? As we recall there was quite a bit of activity in the early part of this year, then all of a sudden we never heard another word about it. We were just wondering.

**THE 100 MILIMETER CIGARETTE** — Need we say more. This had to be one of the major problems to beset the operators, distributors and factories. . . . Higher taxes was another problem to contend with. As many

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## 'Round the Route

people predicted, the prices of cigarettes are now up to 45¢ or in many places 50¢.

**FROM THE RECORD RACKS** — As in July, the Beatles again have another double sided hit, and again Capitol was going on the wrong side, at least in Los Angeles. Then it was "All You Need is Love" and "Baby Your'e A Rich Man." Now it's "Hello and Good-Bye" and "I Am A Walrus." Brenton Wood's second hit, "Give Me A Little Sign" was just starting to happen. Now he's riding along on "Baby, You Got It" on Double Shot. Aretha Franklin, who has been around for a number of years just had put out what proved to be her second million seller, "Respect" for Atlantic. She is currently riding the charts with "Chain of Fools." . . . This past week Jerry Barish of California Music reports very good vibrations from "Nobody But Me" by the Human Beinz on Capitol. Also doing very well is the latest from the Rolling Stones "She's a Rainbow." Vikki Carr is coming on strong with her newest from Liberty, "The Lesson."

**HERE AND THERE** — Again we want to wish everyone a Happy and Peaceful New Year. One other thing. Go out and have a ball but make it sane and safe. We realize that is what people say on the 4th of July but we feel that it also holds true on New Years . . . Peace.

### Chicago Chatter

Midway Mfg. Co. will be releasing a new game shortly! That's all we can tell you now—but keep watching! We hear the firm's "Flying Saucer Gun" is proving a big hit! Ross Scheer tells us sales to date have far exceeded all expectations! By the way, Ross plans to head for London 1/14 to attend the ATE . . . NAMA sends word that the Illinois Automatic Merchandising Council's annual meeting is scheduled for April 18-19-20, at the Lake Lawn Lodge in Delavan, Wisconsin . . . Mort Secore of Chicago Dynamic Industries is more than pleased with the results coming in from several test locations on the new "All American Basketball." Shipments are being made this week . . . Attention operators: Fred Cassman of G & K Sales Co. is interested in buying used records, all types except country and western, and is offering 10¢ each for them. He specified that the records be no more than three months old. Operators may contact Fred at 3642 W. Montrose in Chicago for further information . . . Alvin Gottlieb's partaking of some Florida sunshine and will return to the office next week. Lucky him! Meanwhile, all eyes at D. Gottlieb & Co. are focused on the newly released "Royal Guard" which is on its way to distributors across the country! . . . Edward G. Doris, executive vice president of Rock-Ola Mfg. Corp., announced the appointment of a staff of twelve new sales representatives to handle the firm's vending equipment line to soft drink bottlers in the U.S.! In making the announcement, Doris cited the "tremendous growth of vending" and the "increasing sales to bottlers of vending equipment," particularly "can vendors" . . . Got the good word from Audrie Del Conte, gal Friday at Marvel Mfg. Co., that prexy Ted Rubey was released from the hospital last Sunday and was home in time for the holidays! Before we know it he'll be back in the

office! . . . This past week was an exceptionally busy one at Atlas Music Co. We talked to Joe Kline, a veteran of some 30 odd years in the business, and he told us this past year added up to one of the most successful he's witnessed! That's what we call wrapping up '67 on a happy note! We've been asked to extend New Year greetings to everyone from Eddie Ginsburg, Sam Gersh and the Atlas crew! . . . Bonnie York, who's been capably holding down the MOA fort while Fred Granger and his missus are vacationing in Portugal, received word from Fred that he'll be back in the States around January 5 and back in the office by the 8th! He also said it was mighty cold in Portugal.

### Milwaukee Mentions

**MILWAUKEE**—Harry Jacobs, Russ Townsend and the staff at United, Inc. greeted the New Year in their new quarters! Russ says the showroom and fully stocked parts department are almost completely set up and ready for business. A gala grand opening celebration is being planned for sometime within the next 4 to 6 weeks! . . . At Hastings Dist. Co., Sam, Jack and Jim Hastings are gearing themselves for a big and BUSY 1968! Sam asked us to extend his good wishes to everyone in the industry! . . . For operators, this was the week for the big change-over from strictly holiday records. At Record City, Gordon Pelzek noted that among the "replacement" singles in local juke boxes were "The Lesson" by Vicki Carr, "It's All Over by David Houston & Tammy Wynette, "Some Velvet Morning" by Nancy Sinatra & Lee Hazelwood, "Love Is Blue" by Paul Mauriat and "Just As Much As Much As Ever" by Bobby Vinton.

### Upper Mid-West

Jack Godfrey in the cities for the day making the rounds and buying records and parts. . . Mr. & Mrs. Jim Stolp from way up north in town for a few days on a shopping trip. . . Mr. & Mrs. Doc Keintz, Tomahawk, in town for the day, buying records and parts. . . The Ike Sundem's in the cities for the day. . . Vern and Terry Boerger in town for a few hours making the rounds. . . Irv Linderholm had a touch of the flu and in bed for a few days. . . Klem Kaul in the cities on a buying trip. . . Stan Baeder, Mrs. Baeder and their two daughters in town for a few days of Christmas shopping. . . Mr. & Mrs. Gordon Runnberg in town for a couple of days doing their Christmas shopping. . . Mr. & Mrs. Clayton Norberg in town for the day. Clayt. taking care of business and Mrs. Norberg doing some Christmas shopping. . . Congratulations to Mr. & Mrs. Fred Dahlin, St. Paul on the forthcoming marriage of their son Danny on Thursday Dec. 28th. . . Congratulations to Mr. & Mrs. Jim St. Clair on the birth of a new baby daughter this week. Mother and daughter doing well and the proud papa passing out cigars. . . Mr. & Mrs. Douglas Smart in town for a few hours enroute to spend the Christmas holiday with Mrs. Smart's Parents in Wisconsin. . . Bob Lucking in town for a few hours picking up some games. . . Leo Rau, St. Cloud, in town for a few hours buying records and parts. . . Joe Topic in town for the day doing some Christmas shopping. . . And a MERRY CHRISTMAS AND HAPPY NEW YEAR TO ALL. . .

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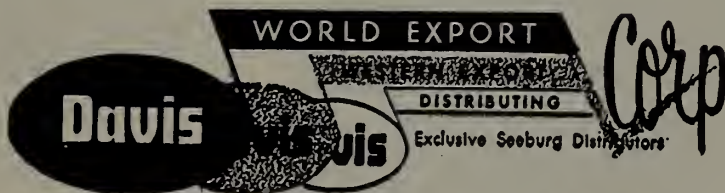
Seeburg LPC-480	\$845
Seeburg DS160	575
Seeburg AY160	475
Seeburg AQ160	375
Seeburg Q100	350

### WURLITZER

Wurlitzer 3110	\$850
Wurlitzer 2810	495
Wurlitzer 2500	295
Wurlitzer 2300	225
Wurlitzer 2310	225
Wurlitzer 2200	135
Wurlitzer 2150	95

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3WA . . . 160 or 200 Sel.	\$ 39
3WI . . . 100 Sel.	15



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# 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.  
E-40, '53, 40 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-40, '54, 40 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-80, '55, 120 Sel.  
G-120, '55, 120 Sel.  
G-200, '56, 200 Sel.  
H-120, '57, 120 Sel.  
H-200, '57, 200 Sel.  
I-100A, '58, 100 Sel.  
I-200M, '58, 200 Sel.  
I-200E, '58, 200 Sel.  
J-200K, '59, 200 Sel.  
J-200M, '59, 200 Sel.  
J-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.  
M-200 Tropicana '63-64  
N-200 Diplomat '65  
O-200 Bandstand '65

1436, '52, Fireball, 120 Sel.  
1436A, '53, Fireball, 120 Sel.  
1438, '54, Comet, 120 Sel.  
1446, '54, HiFi, 120 Sel.  
1448, '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

## ROCK-OLA

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 Inter-  
mix  
1500 A, '53, 104 Sel., 45 & 78 In-  
termix  
1600, '53, 48 Sel., 45 & 78 Inter-  
mix  
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)  
Bounty (8ingo) (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)  
Funspot '62 (11/62)  
Flying Circus 2P (6/61)  
Folies Bergeres Bingo (11/65)  
Grand Tour 1P (7/64)  
Happy Tour 1P (7/64)  
(Add-A-Ball Model)  
Golden Gate (6/62)  
Harvest 1P Pin (10/64)  
Hay Ride 1P (10/64)  
(Add-A-Ball Model)  
Hottentany (Pin) 1P (11/63)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Mad World 2P (5/64)  
Monte Carlo 1P (Pin) (2/64)  
Moonshot (3/63)  
Queens (8ch., 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)  
Discotek 2P (10/65)  
Big Chief 4P (10/65)

## CHICAGO COIN

Par Golf (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)  
Bronco 2P (5/64)  
Royal Flash 2P (8/64)  
Mustang 2P  
Festival 4P (1/67)

## 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 Top 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-Plyr. (7/62)  
Cow-Poke 1P (5/65)  
Diamond Jack, Add-A-Ball  
Dancing Lady 4P (11/66)  
Dneg. Dolls 1P (6/60)  
Dodge City 4P (7/65)  
Egg Head 1P (12/61)  
Fashion Show 2P (6/62)  
Flipper 1P (11/60)  
Flipper Clown (4/62)  
Flipper Cowboy 1P (10/62)  
Flipper Fair 1P (11/61)  
Flipper Parade (5/61)  
Flipper Pool 1P (11/65)  
Flying Circus (6/61)  
Foto Finish 1P (1/61)  
Flying Chariots 2P (10/63)  
Gaucho 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)  
2000, '53, 48 Sel.  
Miss Anabelle 1P (8/59)  
Mry-Go-Round 2P (12/60)  
Miss Anabelle 1P (8/59)  
2000, '53, 48 Sel.  
Miss Anabelle 1P (8/59)  
Mry-Go-Round 2P (12/60)  
Miss Anabelle 1P (8/59)

## MIDWAY

Rodeo 2P (10/64)  
Premier Puck Shuffle (4/66)  
Mystery Score (8/65)  
(Novelty Game)  
Fun Ball Baseball (1/67)

## 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)  
Coquette (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)  
Magic Town 1P (2/67)  
Magic City (1/67)  
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)  
Pot O Gold 2P  
Riverboat 1P (9/64)  
San Francisco 2P (5/64)  
Soccer 1P (3/64)  
Serenade 2P (5/60)  
Skill Pool 1P (6/63)  
Space Ship 2P (12/61)  
Teacher's Pet 1P (12/65)  
Tom-Tom 2P (1/63)  
Top 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)  
Wing-Ding 1P (12/64)  
Zig-Zag 1P (12/64)

## SHUFFLES—BOWLERS

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)  
Preview 2P (8/62)  
Rock-A-Ball 1P (12/62)  
Sea Shore 2P (9/64)  
Seven Seas 2P (1/60)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/55)  
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 (with 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)  
Blazer Shuffle (6/66)  
Tango Shuffle (2/66)  
Clipper (5/55)  
5th Inning (6/55)  
Capitol (6/55)  
Super Bonus (9/55)  
Deluxe model  
Top Notch (10/55)  
Regulation (11/55)  
6-Star (10/57)  
Midget Bowling (13/58)  
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)  
5-Way (5/61)  
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)  
Ultra (8/63)  
Skippy (11/63)  
Jill-Jill (11/63)  
Bank Pool (11/63)  
Topper (2/64)  
Tempest (2/64)  
Pacer (4/64)  
Tiger (7/64)  
Orbit (8/64)  
Mambo (12/64)  
Cheetah Shuffle (3/65)  
Pyramid (6/65)  
Corral Shuffle (10/65)

## Ball Bowlers

Bowling Alley (11/56)  
Jumbo Bowling (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 Galloping Dominos  
AB Circus Play Ball  
(4/59)  
AB Magic Mirror  
Horoscope (11/59)

AB Mermaid (3/60)  
Aquatit Prod. Squoits  
(11/57)  
B Jumbo (5/59)  
B Sportsman (6/59)  
B Jamboree (10/60)  
B Super Jumbo (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 Roundup (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 Tent  
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 Hockey  
Auto 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 (8/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (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 Phone (3/63)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC-4-Player Derby  
CC Goalee  
CC Midget Skee  
Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
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 Roy 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 Sgt. 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)  
Ge 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 Motorola (10/57)  
Ge Gypsy Grandma  
(5/57)  
Ge Gun Fair (5/58)  
Ge Space Age Gun (6/58)

Jungle Joe  
Ke Air Raider  
Ke Sub Gun  
Ke Sportland DeLuxe  
model  
Ke Ranger (3/58)  
Deluxe Model (3/55)  
Grand Slam Baseball  
(2/64)  
Ke League Leader (4/58)  
Ke Sportland  
Ke Two-Gun Fun (3/62)  
Mid Red Ball (5/59)  
Mid Joker 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 813 (1966)  
Mid Target Gallery  
(7/62)  
Mid. Carn. Tgt. Glry.  
(2/63)  
Mid. Slugger 88 (3/63)  
Mid. Rifle Range (6/63)  
Mid. Raceway (10/63)  
Mid. Winner 2P (12/63)  
Mid. Top Hit 88 (3/64)  
Mid. Trophy Gun 88 (6/64)  
Captain Kid Rifle (9/66)  
Mills Panorama Peek  
(11/54)  
Munves Bike Race (5/58)  
Munv. Sat. Trkr. (5/59)  
Mu Atomic Bomber  
Mu Ace Bomber  
Mu Dr. Mobile  
Mu Fly Saucers  
Mu Lord's Prayer  
Mu Photo (Pre-War)  
Mu Photo (DeLuxe)  
Mu Silver Gloves  
Mu Sky Fighter  
Mu Voice-O-Graph  
Pre-War Model  
Post-War Model  
Mu K. O. Champ  
Mu Drive Yourself  
Mu Bang-O-Rama (4/57)  
Philadelphia Toboggan  
Skee Alley  
Scientific Pitch 'Em  
Seeburg Bear Gun  
Seeburg Con Hunt  
Set Shot Basketball  
Southland's Speedway  
(6/63)  
Southland Fast Draw '63  
Southland Time Trials  
(9/63)  
Telequiz  
Un Jungle Gun  
Un Carn. Gun (10/54)  
Un Bonus Baseball (3/62)  
Un Bonus Gun (1/55)  
Un Star Slugger (7/55)  
Un Spr. Slugger (4/56)  
Un Pirate Gun (10/56)  
Un Yankee BB (3/59)  
Un Sky Raider (10/58)  
Wm. Del. BB (4/53)  
Wm. Major Leaguer  
Wm. Lil. Lg. 88 (2/54)  
Wm. Jet Fighter (10/54)  
Wm. Safari (2/54)  
Wm. Polar 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. Champ  
(5/61)  
Wm. Extra Inning (5/62)  
Wm. World Series (5/62)  
Wm. Road Racer (5/62)  
Bally Champion Horse  
Bally Moon Ride  
Wm. Official Baseball  
(4/60)  
Wm. Major League (3/63)  
Wm. Voice-O-Graph 1962  
Wms. Mini Golf (10/64)  
Wms. Hollywood Driving  
Range (4/65)  
Double Play BB (4/65)

## KIDDIE RIDES

Bally Champion Horse  
Ball Mon Ride  
Pony Twins  
Bally Space Ship  
Bally Speed Boat  
Bally Trnrl. 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)  
Capitol Donald Duck  
Capitol Elsie  
Capitol Palomina Horse  
Capitol See Saw  
Chicago Coin Super Jet  
Chicago Round The  
World Trainer  
Deco Merry-Go-Round  
Deco Space Ranger  
Exhibit Big Broncha  
Exhibit Mustang  
Exhibit Sea Skates  
Exhibit Space Patrol  
Scientific Television  
Scientific Boat Ride  
Texas Merry Go-Round  
Exhibit Rudolph The  
Reindeer





# LOOKING BACK

## WHAT HAPPENED FIVE YEARS AGO?

As 1962 began, the Justice Department was trying hard for a ban on bingo machines and at the close of the year—two weeks before the final day of 1962—The Eastland Bill became effective and it was unlawful to ship multiple-coin in-line games interstate.

As December 17, 1962, the effective date, approached, wholesalers scurried about ridding the warehouses around the country of every bingo game in sight.

New models of other types of equipment continued to be introduced, and with the new models came new appointments, new personnel and new problems. Production was the big problem with the fast selling games and sales was the problem with the losers.

## AMI IMPROVES REMOTE BOX



Rowe AMI Wall-Ette

WHIPPANY, N.J.—Jim Newlander, promotion manager at Rowe Manufacturing, revealed last week that several important technical improvements in the firm's 'Wall-Ette' remote wall-box have been effected by the engineering department in Grand Rapids and are now standard equipment on the unit.

The 'Wall-Ette,' which was initially released to the music operating trade the latter part of 1966, originally offered a four-in-one slug rejector as an optional feature. The four coin acceptor is now standard (taking

## MARITIME SERVICE A MUST FOR BUSY NEWFOUNDLAND DISTRIB

Servicing a phonograph route in Canada's newest province includes the requirement that the operator be a skilled boatman. Newfoundland Wurlitzer distributor, Bill Pound, operating head of Wm. Pound Agencies Ltd., St. John's, uses a 52 ft. schooner to call at outports accessible only by water. Outports are the many isolated fishing communities common to Newfoundland and important to its maritime economy. Only one main highway crosses the province to connect the two

population centers — Cornerbrook and St. John's.

Delivery of a Wurlitzer Americana to a community such as Heart's Content, involves loading the instrument aboard, securing the shipping carton against rough seas and off-loading with an eye to weather, time and tides.

"Performance reliability is an absolute must in our unusual franchise area and Wurlitzer machines more than meet demanding requirements," stated Bill Pound. Factory deliveries to his distributorship back up his convictions.

A further unusual aspect of Pound's distributorship is that included in his territory are the remnants of the once vast French empire in the New World — the islands of St. Pierre and Miquelon. These islands have been possessions of France since the 17th century and were visited by French President Charles DeGaulle prior to his recent Canadian tour. It is an enterprising Bill Pound that conducts a Canadian business, selling American juke boxes to French territory.

nickles, dimes, quarters and halves). A dual pricing switch, to enable operators to price-program their wall-boxes on either three or two-plays-for-25¢ is also incorporated in the improved 'Wall-Ette.'

Other new features, according to Newlander, included a simplified speaker removal process, new plug-on terminals for easy installation and a new anti-pry device on the coin box lock-bolt to prevent breakin's.

## THE IMPORTANCE OF PROGRAMMING

Programming continued to be an important part of operating music and editorials outlined the need for a closeness to the sounds which people paid money for. Operators were expected to take advantage of the growing interest in jazz, the radio swing from R & B to sweet, and a new chart in Cash Box which would pinpoint operators best bets. Wurlitzer introduced a new phonograph and the theme centered around the music which would bring the greatest income — the Top Ten Tunes — in this case Wurlitzer claimed that the ten top tunes were the records most often played . . . it still holds true to a certain extent as 1967 comes to an end. Competition pushed 33 stereo singles culled from LP's and the operator wondered if he wasn't giving way to the return to nickel play. However, after the initial debut, the Top Ten Tunes proved successful, increased play from all reports, and while on the surface it was technically music at five cents a play, the volume of play offset the technicalities and collections were greater, which was the idea from the beginning. Now that 1967 is nearing a close . . . what is the answer for 1968?

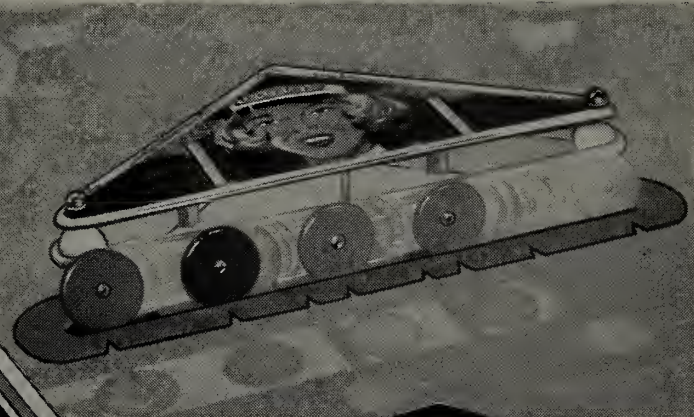
Rowe AMI announced a new phono in 1962, which would play monaural or stereo at the switch of a button (no longer a problem, mono and stereo can now be played on the same cartridge), the 33/45 feature was part of the machine's equipment and the firm began shipping little LP packages. Meanwhile, the "Celebrity" vending line was announced. Credit recognition at the operator level was stressed by leaders, Wurlitzer sold its 500,000 machine, and mergers, acquisitions and expansions continued.

All in all, as the year 1962 came to a close, the coin machine business looked as good as ever. The loan-bonus cancer was still with us (and still is after 5 years), and so was the high cost of equipment and supplies, to say nothing of the overhead. But on the other hand, 1962 was a good year. There have been 5 years in between and the business is still pretty much the same with the exception of new equipment, a few new associations, some new legislation and many new faces.

Lets all hope for some bigger and better changes over the next five years. The biggest being . . . music programming.

## Gottlieb's 1-Player

# ROYAL GUARD



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- Lights 4 top targets for 100 point score.
- Lights 4 pop bumpers for super score.
- Scoring A-B-C-D-E top roll-over sequence lights "C" roll-over for special and bottom rollovers for 500 scoring.
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## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANT—AUDIO-VIDEO MACHINES, SHUFFLE-boards with anti cheats, scoring units. Personal music equipment. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 Talbot St., St. Thomas, Ontario, Canada. Area 519-631-9550.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

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

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R. I. 02904. PHONE: UN-1-7500 or JA-1-5121.

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

WANT TO BUY USED AND NEW PINBALL GAMES, ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 41a, MILANO (ITALY).

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 So. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEUROPP/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

WANTED: WURLITZER 2510, SEEBURG KD-VL-201, AMI H-200, I-200, J-200, K-200, Rockola 425-426, Gottlieb Buckaroo. All Add-A-Balls. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 Prospect, Cleveland, Ohio, To 1-6715.

DISTRIBUTORS WANTED: BELCANTO Records—The Great Singers—Caruso, Farrar, Sutherland, Etc. Catalogue of 49-12" LP's. Write: EICHLER RECORD CORP., 815 BROADWAY, NEW YORK, N.Y. 10003

WANT TO BUY: ALL TYPES OF COUNTER Games. All Makes and Models. Quantity available and price. Cash waiting. LOWELL ASSOCIATES, 2401 W. BALTIMORE ST., BALTIMORE, MARYLAND 21223. TEL: (301) 947-3785.

WANTED TO BUY: Stoner Candy Machines. Send details in a letter to: AL AUBREY JR., R.D. #1 ANDREAS, PA., 18211.

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

RECORD RIOT, 45S, BRAND NEW RECORDS. Some late hits, \$6.50 per 100, \$65.00 per 1000. All orders shipped immediately. Send check with order for prepaid postage. Only in United States. RELIABLE RECORD CO., BOX 136, GLEN OAKS POST OFFICE, GLEN OAKS, N.Y. 11004 PHONE: (212) 343-5881.

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FOR SALE: USED BALLY, MILLS, PACE, JENNINGS, Sega Slot Machines, Keeney Uprights, Bally Bingos. BALLY DISTRIBUTING COMPANY, 44 W. LIBERTY ST., RENO, NEV. TELEPHONE 702-323-6157.

SLOT/FRUIT MACHINES FROM £40 (\$112). All makes, models, Manual, Electric. Available English 6d only. Secondhand pintables, juke boxes, amusement machines, cheap, suitable for developing countries. HALEL ENTERPRISES LTD., 182A, NEW NORTH ROAD, LONDON, N. 1, ENGLAND.

FOR SALE—SLICK CHICK-MID. 2 PL RACEWAY-Will. Beat The Clock-Bally—Beauty Contest, Beach Beauty, Ice Frolics, Varietys, Bright Lights—6 card Frolics, 6 card Showboats-UN, Starlets—Bally Surf Clubs & Atlantics. NOBRO NOVELTY CO., 142 Dore St., San Francisco, Calif.

CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ Below wholesale cost. Original Mutoscope Punching Bag A-1 \$250.00; Downey Johnson Coin Counter—Complete \$150.00. Complete stock new & used Guns — Phonos — Pool Tables — Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. PICO, LOS ANGELES, CALIF., PHONE: 749-7351.

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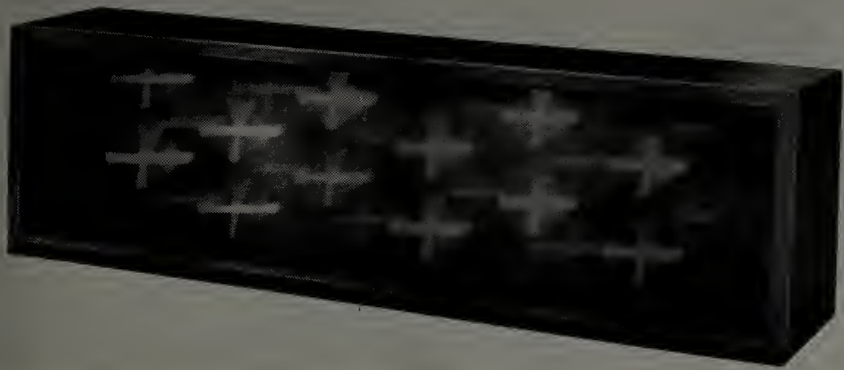
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## WEST COAST FIRM INTRO'S COLOR-LIGHT UNIT - PHONO COMBINATION?



Stereo-Lights, a product of the Questron Company of Lakeside, California, provides a sense of psychedelic excitement with its flashing array of colored lights that are activated by musical frequencies when plugged into a phono, hi-fi or radio.

LAKESIDE, Calif.—A new location-oriented merchandising aid has been announced by Questron, an electronics manufacturing firm which has specialized in inventive color-light display units for use in convention and sales exhibits for the past year. This new product, which has especially interesting possibilities for the music operator, is called "Stereo-Lights." When it's plugged into a phonograph, the unit electronically picks up the musical frequencies or vibrations from the playing record and throws intense flashes of varied-colored lights across its screen.

"Stereo-Lights" provides a sense of psychedelic excitement to a location to grab a customer's attention and subtly compel him to enjoy his very own color aurora by playing the phonograph," said Questron's president Dennis Moran. "Many customers are held in a mesmerized trance similar to that engendered by watching a fire in the hearth," Moran continued. "This is possibly the most effective color-sound traffic stopper encountered in the merchandising field today," he declared.

The unit is all solid state and is said to be practically service-free. Its versatility allows it to be displayed anywhere in the location, by itself or in multiple units. The three-color unit measures 36"x10"x8" and sells complete with all electronic components for \$199 F.O.B. San Diego. Additional light display cabinets that plug into the master unit are also available at \$79 each.

Moran said his plant is now geared to mass produce the light ensemble and is exploring various marketing approaches that will include the music operator as well as non-tradesters interested in hooking the unit up to a hi-fi at home or in a private club.

Another such location light ensemble is currently being manufactured in Texas, this especially aimed at the music operating industry. Its manufacturers reportedly are conferring with one of the four major phonograph factories toward a possible marketing approach via their present

## Triangle Declares Quarterly Dividend Of .30¢ A Share

NEWARK — The Board of Directors of Triangle Conduit & Cable Co. Inc. today declared a regular quarterly dividend of 30 cents per share of capital stock and an extra of 20 cents per share of capital stock, both payable Jan. 10, 1968, to shareholders of record Dec. 27, 1967.

Triangle is a major fabricator of a diversified line of copper, steel, brass, aluminum and plastic tube, pipe and wire products, and pre-insulated pipe. Triangle is in the process of purchasing Rowe Mfg. at an estimated \$30 million.

distributor network.

Such merchandising aids have varying appeal to the operator as well as several avenues for exploitation. The operator might use such a crowd-drawer to gain a location, keep a location happy, boost his current phonograph earnings and could either foot the bill himself, or agree with the location owner for a 50-50 split of the cost by means of an advance against collections.

## Westinghouse Vending Div. Promotes Brickley And Ackerman To New Posts

Robert L. Brickley was recently appointed marketing manager, and Raymond L. Ackerman was named marketing services manager of the Westinghouse Automatic Merchandising Division located at Springfield, Mass. The appointments were announced by H. J. Bichsel, division general manager.

The Westinghouse division produces coin-operated vending machines for soft drinks in bottles, cans and cups; and for coffee, candy and milk in cartons.

Brickley previously was central zone marketing manager for the Westinghouse X-Ray Division. He has held management positions in market planning, administration, quality assurance and engineering in Westinghouse. He joined the company as an engineer in 1953 after graduating from Purdue University with a master of science degree. He has completed Westinghouse-sponsored postgraduate programs at the University of Pittsburgh and the Harvard Business School.

Ackerman's previous post was with the Westinghouse Electric International Company where he served as director, industrial products for the company's European marketing organization. He held various sales management and sales engineering posts in Westinghouse International

## British Govt. To Control Supply Of Gaming Equip. To Deter Criminal Interest

LONDON—A three-man board which, among other things, will maintain a strict control over the supply of gaming machines and will have powers over the whole field of gaming, is to be set up by the British Government, under a Bill published at the end of last year. The policy behind the Gaming Bill is to prevent any criminal interest in gaming by establishing strict rules for the running and staffing of clubs and by eliminating excessive profits. All commercial gaming clubs will be licensed by those authorities which currently license betting shops. Gaming machines which provide unlimited profit and prizes will be allowed only in licensed premises (of which there are expected to be about 1500) or registered members' clubs. And no club must have more than two. Amusement machines providing strictly limited prizes will continue to be allowed in other premises as long as they have a permit from the local authorities. There is to be a strict control over the conditions of the supply of the machines and retailers of them must obtain a certificate of authority from the board.

both in the United States and in Switzerland after joining the company in 1948. He graduated from New York University with a master of arts degree.

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→ 11  
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13

→ 13A  
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→ 14A

→ 15

→ 15A  
KODAK SAFETY FILM

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18

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