

Transcontinental Buys Recordwagon; More Deals On The Way...ABC Realigns Consolidated Dist...

December 30, 1967

Racusin Will Keynote NARM...Tom Wilson

Cash Box

Forms Indie Production Co...Epic Shows 6th Year Of Sales Gains...Liberty Seeking Further Foreign Growth...'Gala' Artists...



Orietta Berti

WB-SEVEN ARTS: CREATING, NOT FOLLOWING TRENDS

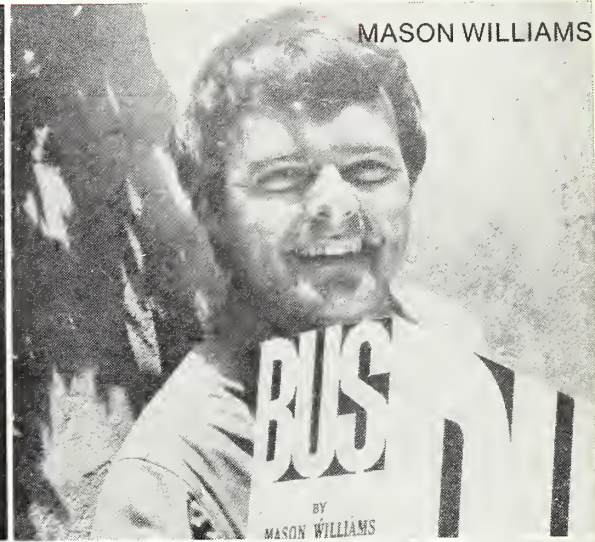
Int'l Section Begins Pg. 41



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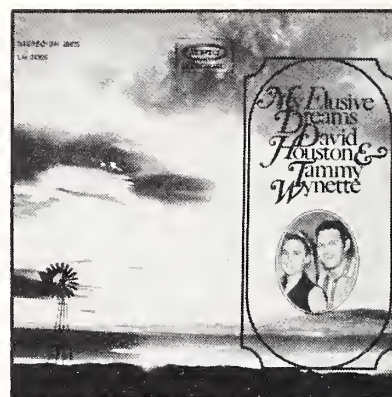
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At Last A Dialog

Pat O'Day, program director of KJR-Seattle said it best as he keynoted the Bill Gavin Radio Program Conference in Las Vegas two weekends ago: "Let's return and become teachers." Significantly, O'Day addressed not only radio personnel, the sole audience of Gavin's seminar in Chicago 20 months ago, but a virtual who's-who of top promotion and sales executives of the record business as well.

Marked by punchy, to-the-point verbiage, there have been few record industry meets of late which produced such a flow of sincere, edifying comments on the relationships between two industries whose dependence upon each other, at least, is not subject to debate. Yet, it took the initiative of Bill Gavin to elicit the first truly high-level meeting of the minds of record and radio people and remove, for all-time we hope, the fears that such a gathering would be "touchy" and "indiscreet."

The past dialog between the record and radio industries—both on the brink of becoming \$1 billion factors in the economy—has been sketchy and half-hearted. This by no means could be attributed to the fact that everything was going well. Each field, through its own sources of communications, had let it be known that there was room for greater harmony and awareness of each other's problems. A measure of contact at annual conventions of NATRA, the

deejay association, and National Association of Broadcasters (far too broad in its scope to adequately pursue the record-radio aspect) have been meaningful in only a minimal way.

We are happy to report that the Gavin conference was, to repeat the **Cash Box** headline in last week's issue, an "historic first."

It is well worth the trader's time—if he has not done so already—to read the detailed, exec-by-exec quotes of the **Cash Box** coverage. Feelings by both parties were aired with an honesty and dignity that brings the trade up to date on events that should have had a forum a long time ago; from the Top 40 squeeze to the role of the promo man who is in daily contact with radio personnel.

Thus, we feel that the Gavin conference contributed an important element to both industries: a solid, heart-to-heart "teach-in." Problems are all the more unsolvable when a groundwork of information does not exist. The Gavin conference produced that groundwork. To help solve these problems or the ones that may arise in the future, the Gavin Conference must continue, whether in the form of the Vegas meet or some other means. What ever that means turns out to be, **Cash Box** applauds Bill Gavin for putting the record & radio fields on to something good.

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Les Reed is also the composer of "It's Not Unusual," "A Kind Of Hush" (All Over The World), and the current British hit "Everybody Knows." He was the arranger, writer, and music director of Tom Jones' new hit "I'm Coming Home" and was the music director on Engelbert Humperdinck's smash single "Am I That Easy To Forget."

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potential
for '68!

LES
REED

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TO
CANDICE

from the Motion Picture "Live for Life"

B/W

his own composition

THE LAST
WALTZ

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ABC Realigns Consolidated Distrib As Umbrella For Wholesaling Firms

NEW YORK—Consolidated Distributors, the umbrella company of ABC Records' wholesaling acquisitions, will be headed by Lou Lavinthal as president, according to Larry Newton, label president.

Under Consolidated, Lavinthal's Seattle-based wholesaler purchased by ABC earlier this year, are 11 branches of New Deal Record Corp., as well as the Billinis Distributing Co.

Newton also announced that Al Levine, formerly of New Deal, has been promoted to exec vp of Consolidated. Lou Klayman of New Deal remains with this division as vp.

Although based in Seattle, Lavinthal, who reports directly to Newton, will spend a great deal of time in New York. Newton will remain on Consolidated's board of directors.

As the Newton and Lavinthal meet, they will discuss continued expansion of ABC's interests in the rack jobber-onestop area.

Consolidated expects to report combined sales of \$32 million for 1967. Newton predicted a "considerable" increase in sales based on a number of circumstances, including "tremendous" consumer interest in pre-recorded tapes.

Tom Wilson Forms Indie Prod. Co., Makes First Deal With ABC Records

NEW YORK — Tom Wilson has set up an Indie production outfit, Rasmus Productions, which has just signed a production deal with ABC Records, according to Larry Newton, president of the label.

Wilson, whose A&R association with MGM Records will continue to

involve the recording of the Mothers of Invention, will turn out singles and albums for ABC, the first two singles of which are due Jan. 2. They include one by a new group, the Bagatelle, and the other by the Fraternity of Man. LP's by both are set for release (Continued on page 34)

'MMT' Looms Biggest Yet For Beatles & Cap

HOLLYWOOD — "Magical Mystery Tour," the Beatles' thirteenth album on Capitol Records, has apparently turned into the biggest sales bonanza in the history of the twenty-five year old label. Since its release early in December, "Magical Mystery Tour" has passed the \$8 million dollar mark in sales and has garnered RIAA (Record Industry Association of America) certified Gold Album status.

"Magical Mystery Tour" thus becomes the twelfth Gold Album for the Beatles, bringing their total collection of gold disks to twenty-six, with their latest single, "Hello Goodbye" b/w "I Am The Walrus" becoming the group's fourteenth RIAA gold disk. The Beatles have earned more gold records than any other record act in the history of the RIAA.

Capitol feels that the unprecedented acceptance of "Magical Mystery Tour" by the record buying public can be credited to the musical content of the album itself, and to the colorful 24-page insert based on the Beatles' "Magical Mystery Tour" TV spectacular, now beaming in England and due to be broadcast over U.S. TV in the near future.

FRONT COVER:



The philosophy over at Warner Bros.-Seven Arts Records is "to create trends, as opposed to following them." This view was largely exemplified when the company launched its "Youthquake" project this past summer. The Top 100 album chart reflects the success of this venture, with best-selling LP's by the Jimi Hendrix Experience, Harpers Bizarre, Arlo Guthrie, the Electric Prunes, Noel Harrison and the Association. Continuing in the avant-garde motif, WB-Seven Arts is currently launching Van Dyke Parks, Mason Williams and the Fugs, all of whom have new product scheduled for release shortly.

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Transcontinental Gets Recordwagon In Further Disk Wholesaling Moves

NEW YORK — Transcontinental Investing made its second major move into the record wholesaling picture last week with the purchase of Recordwagon, the Boston-based operation with annual sales of more than \$20 million.

The New York holding company, as reported in last week's issue of Cash Box, had previously announced its purchase of Tip Top Record Service, which also does a volume of \$20 million a year through 24 branch offices in the west, southwest and midwest.

Following the pattern of the Tip Top deal, reports Bob Lifton, president of TI, Cecil Steen will continue to operate Recordwagon, which operates in 20 states east of the Mississippi. Monroe Goodman and Larry Nunes will handle Tip Top Record Service out of San Francisco. Tip Top Record Service operates in 24 states west of Chicago.

The purchase price involved in both transactions will be in excess of \$10 million in TI stock.

Like Tip Top, Recordwagon distributes records, musical instruments, tapes, tape cartridges and related automobile equipment to play the cartridges.

Consolidation Goal
Lifton said that the combining of the two firms will permit the consolidation of costly warehouse space and provide greatly improved distribu-

Lifton: No Label Purchases

NEW YORK—Transcontinental Investing, the holding company which has acquired two leading wholesalers, Tip Top Record Service and Recordwagon, does not plan any acquisitions in the record manufacturer area. Bib Lifton, president of TI, told Cash Box that label acquisitions would introduce an undesirable competitive factor into the operation in view of the company's moves into the disk wholesaling picture.

Lifton formed TI in 1961 with L. S. Adler, secretary, and I. J. Hechler, treasurer. All three had previously had been associated with real estate investments. TI's volume in 1966 was \$11 million, and for the first half of 1967 volume was reported at \$5½ million. Lifton at 39 was among the young millionaires recently surveyed by Time Magazine.

MPHC Is WB-7 Arts

NEW YORK—The entire catalogues of Music Publishers Holding Corp. and its subsidiaries, Harms Inc., M. Witmark & Sons, Remick Music Corp. and Advanced Music Corp. are now being operated as Warner Bros.-Seven Arts Music, a division of Warner Bros.-Seven Arts, Inc., as are its affiliated companies, New World Music Corp., Pepamar Music Corp., Shubert Music Publishing Corp. and Weill-Brecht-Harms Company.

Two new companies have been formed which also will be operated by the music division—W-7 Music Corp., an ASCAP firm, and Warner-Servants Publishing Corp., a BMI firm.

tion for the customers of both companies. "Acquisitions of similar operations in other sections of the country are presently underway which will give us a nation-wide network of record merchandisers who will be able to render service on a national basis to major department stores, discount outlets and chain stores wherever they are located," he added.

"Our program of acquiring companies of this nature ties in nicely with the activities of one of our other major holdings, Spectrum, Ltd.," Lifton said. Spectrum, Ltd., operates Teen Clubs International and Arthur (Continued on page 33)

RCA's Racusin To Keynote NARM Confab

PHILADELPHIA—Norman Racusin, vice president and general manager of RCA Victor Records, will be the keynote speaker for the tenth annual convention of the National Association of Record Merchandisers, Inc. (NARM) (March 17 through 22, at the Diplomat Hotel in Hollywood, Florida). In celebration of the association's tenth anniversary, the theme of the convention is "NARM's Golden Decade, Volume II."

Racusin's keynote address will highlight the Opening Business Session of the convention (Monday, March 18), and set the convention course. An anticipated audience of more than 800 will make this the largest single gathering of record and tape industry execs ever to assemble together.

Racusin has been an active participant in many earlier NARM conventions, as a representative of RCA, one of NARM's charter associate member companies. This year's role as convention keynote speaker will mark his first appearance as a speaker before an official association gathering.

A part of the RCA organization since 1950, Racusin was appointed vice president and general manager of RCA on January 1, 1967, after having

served as vice president and operations manager of the division since January, 1960. He also served as budget analyst and controller for RCA.

Racusin has also served as chairman of the executive committee of the Record Industry Association of America (RIAA) and is presently on the board of directors of the association.

In addition to his service with the RCA, he has been associated with the National Broadcasting Company, as director of budget, pricing and planning for the NBC-TV network, and as director of business affairs for NBC-TV.



Norman Racusin

MGM: Too Big For HQ

Under Mort Nasatir's direction, MGM Records has expanded so rapidly that they are forced to seek quarters outside of their new home office to house its expanding personnel. This week, MGM Records pop A&R dept., classical dept., int'l dept. and copyright dept. moves to temporary quarters in the Buckingham Hotel, 101 W. 57th St. They will remain there for approximately 12 weeks at which time they will re-move into permanent headquarters at 110 W. 57th St. The phone numbers of the above mentioned depts. remain the same.

Liberty Seeks More Foreign Growth & 'Gala' Artists
see Int'l News Report

Epic Sales Show 6th Yr. of Steady Gains

NEW YORK—Sales volume at Epic Records has topped its previous annual figure for the sixth consecutive year according to a report disclosed last week by Len Levy, label vice president of sales and distribution. Levy noted that both singles and album sales at Epic and Okeh had made this a "record year."

Highlight items in the closing drive which boosted sales were the two record packaging of Donovan's "Wear Your Love Like Heaven" and "For Little Ones" LP's in the "A Gift From A Flower To A Garden" set. Lulu's (Continued on page 34)

Industry's Sellingest Acts Top The Top 100 LPs

NEW YORK—Five of the industry's powerhouse attractions, most with multiple RIAA-certified golden albums, are uniquely grouped together at the top of the album charts. The top four sets, in fact, have already earned RIAA gold LP's for sales of \$1 million at factory prices.

The Beatles lead the way with their "Magical Mystery Tour" (Capitol), which zoomed from the 21 spot to number 1, replacing the second place album, the Monkees' "Pisces, Aquarius, Capricorn & Jones Ltd" (Colgems). Number 3 is "Their Satanic Majesties Request" by the Rolling Stones (London), while the fourth best-seller is "Herb Alpert's Ninth" (A&M). Latter sets are yet to hit number 1. The fifth LP is "Diana Ross & the Supremes Greatest Hits" (Motown), which has already enjoyed a number 1 status on the listing.

The sixth and seventh positions on the chart are taken by two onetime number 1 sellers, the Beatles' "Sgt. Pepper's Lonely Heart's Club Band" (Capitol) and the soundtrack of "Dr. Zhivago" (MGM), both of which can boost RIAA-audited gold albums.



RAMSEY LEWIS

SOUL MAN

CADET 5583

THE DELLS

O-O, I LOVE YOU

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 20, 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 |
|---|---|-------------------------------------|--------------|--|
| 60% | She's A Rainbow | Rolling Stones | London | 60% |
| 50% | Darlin' | Beach Boys | Capitol | 98% |
| 48% | Goin' Out Of My Head/Can't Take My Eyes Off You | Lettermen | Capitol | 80% |
| 42% | Explosion In My Soul | Soul Survivors | Crimson | 66% |
| 41% | Little Becky's Christmas Wish | Becky Lamb | Warner Bros. | 87% |
| 40% | Tomorrow | Strawberry Alarm Clock | UNI | 48% |
| 39% | To Give | Frankie Valli | Philips | 65% |
| 37% | It's Wonderful | Young Rascals | Atlantic | 59% |
| 35% | Baby Now That I've Found You | Foundations | UNI | 76% |
| 34% | The Lesson | Vikki Carr | Liberty | 67% |
| 32% | Just As Much As Ever | Bobby Vinton | Epic | 32% |
| 30% | Good Combination | Sonny & Cher | Atco | 45% |
| 29% | Monterey | Animals | MGM | 95% |
| 27% | We're A Winner | Impressions | ABC | 41% |
| 26% | Am I That Easy To Forget | Engelbert Humperdinck | Parrot | 93% |
| 24% | I Wonder What She's Doing Tonight | Tommy Boyce & Bobby Hart | A & M | 37% |
| 22% | Lost | Jerry Butler | Mercury | 52% |
| 20% | Zabadak | Dave, Dee, Dozy, Beaky, Mick & Tick | Imperial | 28% |
| 19% | I'm In Love | Wilson Pickett | Atlantic | 44% |
| 18% | Skip A Rope | Henson Cargill | Monument | 76% |
| 16% | Spooky | Classics | Imperial | 51% |
| 15% | Who Will Answer | Ed Ames | RCA | 98% |
| 13% | Two Little Kids | Peaches & Herb | Date | 30% |
| 12% | Foxy Lady | Jimi Hendrix | Reprise | 12% |
| 11% | Storybook Children | Billy Vera & Judy Clay | Atlantic | 11% |
| 10% | I'm Coming Home | Tom Jones | Parrot | 18% |

LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

Born Free—Hesitations—Kapp 9%

Pick Up The Pieces—Carla Thomas—Stax 28%

No Sad Songs—Joe Simon—Monument 8%

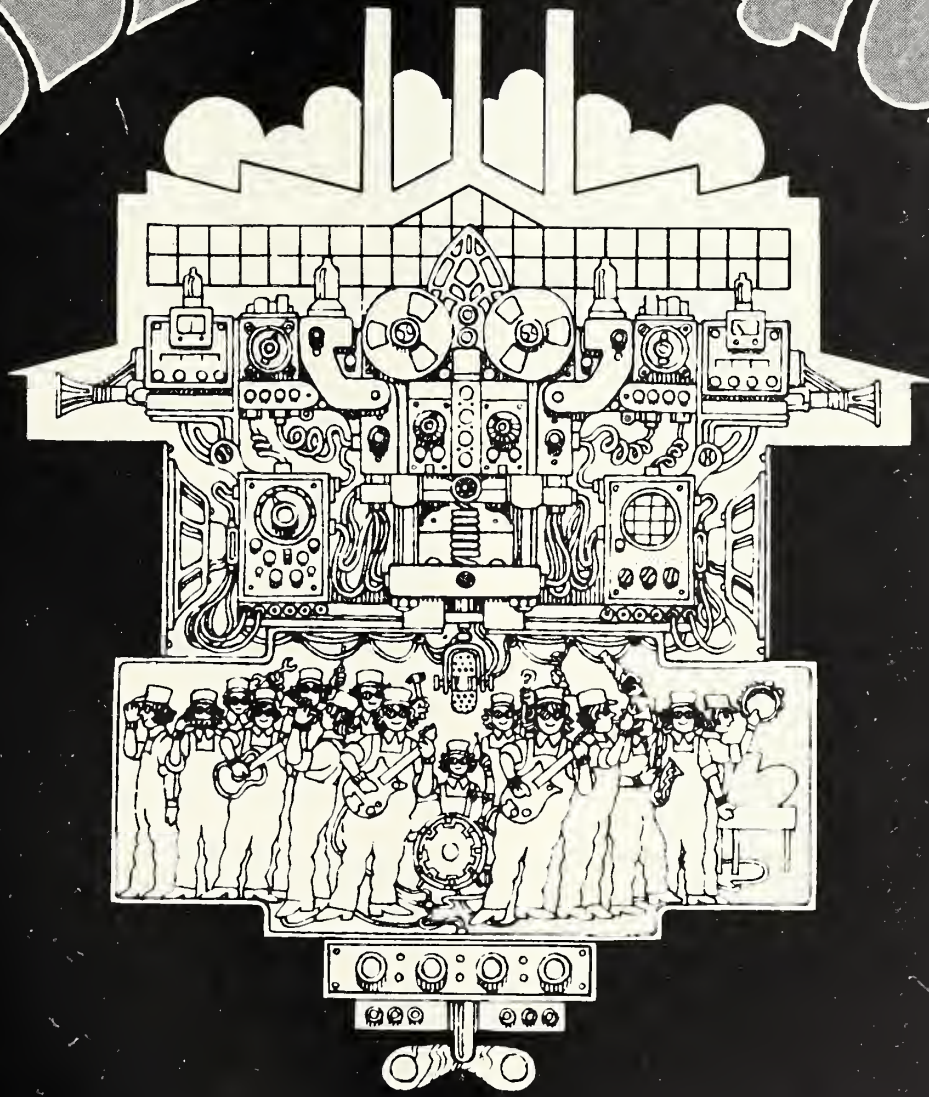
Nobody But Me—Human Beinz—Capitol 34%

My Baby Must Be A Magician—Marvelettes—Tamla 71%

Everybody Knows—Dave Clark Five—Epic 71%

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FROM THE**

MUSIC FACTORY



MU-402

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by **THE ALAN BOWN** breaking out and up
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#1 New Male Vocalist (LP's)

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phonographs

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Most promising male vocalist - #1 (LP's)

RECORD WORLD

1968: EVEN BRIGHTER...


Chart busting single!

AM I THAT EASY TO FORGET

Smash LP!

THE LAST WALTZ



Kenny O'Dell
A BEAUTIFUL WRITER
Beautiful People  *Next plane to London*
A BEAUTIFUL ARTIST
A GREAT ALBUM

BEAUTIFUL PEOPLE

74013

VEGAS


KENNY O'DELL



kentucky woman massachusetts
different drum next plane to london





Cash Box Record Ramblings

NEW YORK

Phil Ochs is back into controversy again. This time it's his "Outside Of A Small Circle Of Friends" single, culled from A&M's first Phil Ochs album "Pleasures Of The Harbor." The single has been getting a bleeping on some outlets whenever the word "marijuana" comes up, which is only once, and then in a non suggestive way. The problem in this case is not a moral issue concerning the pros and cons of this internationally known hemp-like weed, but rather a question of whether or not its name as a noun can be mentioned on the radio. Could



Phil Ochs



Monique Van Vooren



Stiller & Mearea

Merrec's Charlie Morrison reports that he's beginning to get some action on "Love Is Blue," Paul Mauriat; and "Mirror Of Your Mind," the Definitive Rock Chorale.

Jubilee's Blades of Grass began a week at the Bitter End Dec. 26th. The group also plans to cut its next single during the week. The latest Blades Of Grass single is, "Just Ah."

Gladys Shelley's "If Tears Were Roses" cleffing, out by the Bulldog Breed, is reportedly doing very well on Radio Luxembourg. Metronome Music has acquired the Scandinavian rights to the tune from U.S. publisher,

film again, discovering that it had aged like rare wine over the years. And that the songs (which included "Isn't It Romantic," "Lover," and "Mimi") are brilliantly integrated with the romantic farce.

#2 is "Mississippi," again a Rodgers and Hart score which included "Soon," "Easy to Remember" and "Down by the River" with Bing Crosby adding luster to the lyrics. #3—"Top Hat," our first Astaire-Rogers musical (words and music by Irving Berlin. Just some of the songs: "Cheek to Cheek," "Picolino," "Isn't It a Lovely Day" and the title tune). The

CHICAGO

Barrington Recordings prexy Bill Simonini announced the pacting of songster Buddy Davis, who hails from Blackshear, Georgia. Initial session, waxed in Chicago and slated for post-holiday release, is tagged "Anyone Can Move A Mountain" b/w "On A Clear Day." . . . Vocalist Georgia Harris, who recently joined the Pink Cloud roster, will team with diskery's A & R chief Lynn Hollings for her first session. . . . Newsmakers' Eva Dolin, p.r. rep for The Cheetah,



Judy Garland



Rex Harrison



Vanilla Fudge

it be that an occasional program director feels (however misguided he may be) that he's doing the world a service by bleeping a word (and that's all we're talking about here, a word, not a way of life) that he finds objectionable? Hope not 'cause it's not exactly a giant step from this ostrich-like action to the censoring of news media and then the end of the equal air-time policy in political broadcasting.

With one word bleeped out, the listener has the option to insert any other word in its place, thus expanding the scope of the song well beyond its original intent. Can you picture 50,000 imaginative youths trying to outdo one another in substituting the "mystery word" that the adult ("Don't trust 'em, they're over 30") world doesn't want them to hear? Ponder that a while.

A&M has re-mastered "Outside Of A Small Circle Of Friends" in a special deejay version, pairing the "with" and "without" efforts on opposite sides of the deck. The record (we don't know which version) has reportedly been getting a lot of air-play in Boston, L.A., Cleveland, San Francisco, and Milwaukee. Ochs' indictment of the trend toward non-involvement is backed by Lincoln Mayorga's rollicking piano accompaniment.

Ochs has just finished taping an ABC-TV special on political satire, which is sked-ed for beaming in April. His recent TV stints include: "From The Bitter End," "The New Yorkers," and an ABC-TV study of the guitar entitled, "Twang."

Monique Van Vooren will co-star with Al "He's The King" Hirt at the Latin Casino, Jan. 13-21. . . . Vikki Carr has been approached by Mitch Lee with a B'way show in mind. . . . Eddie Arnold will begin shooting his "Mr. Deeds Goes To Town" TV pilot for Screen Gems on May 1st. . . . Columbia's Stiller & Mearea, riding on the success of the "The Last Two People In The World" LP, have signed for 12 shots per year at the Concord Hotel.

Felix Pappalardi, who has produced the Cream in addition to a lot of other groups, will (in the coming month) culminate a big music publishing deal with Immediate Music.

Rambling Roy Batachio, Capitol's Nikon-wielding emissary, notes that Rubin Mitchell is holding forth nightly at Shepherd's east-side disko for a four-week stint. The pianist recently taped a Mike Douglas TV'er, on which he performed several numbers from his current "Remarkable Rubin Mitchell" LP.

True Blue Music. The deck is on Kapp in Europe.

Lou Dennis and Carl Deane of Warner Bros./Reprise stopped up to the Cash Box offices to push the Van Dyke Parks LP, the "Mass In F-Minor" by the Electric Prunes, and Nancy Sinatra's "Movin' With Nancy" LP, on which a single by Nancy and Lee Hazlewood entitled, "Some Velvet Morning" has just been released.

Alpha's Stuart Love is a busy man about town working on the latest 4-Tops deck. The group is about to open at the Copa.

HOLLYWOOD

There's a dancing llama with two heads, four eyes and two mouths in "Dr. Dolittle" which premiered here last week. He's known as Pushmi-Pullyu, a possible inspiration to the daily trades which reviewed the film with two sets of eyes and ears, mouthing at opposite ends. Variety found it "missing magic . . . suffers from a vacillating concept in script, direction and acting." The Hollywood Reporter labeled it "a unique and fantastical movie, a story that has instant appeal for children but so cunningly contrived that adults will take to it with even greater enthusiasm."

The reviews in London were even more favorable, on the whole, than the Reporter's estimate. The Daily Mail, for example, noted that Rex Harrison had "eclipsed his . . . triumph in 'My Fair Lady' . . . funny and fantastic without being foolish." Our own judgment—and we'll defend it in advance by noting that we were practically weaned on the Hugh Lofting books—is that it is one of the most magical musicals of all time. And that the songs by Leslie Bricusse (who also wrote the screenplay) place it among our favorite ten film scores. The other nine? So glad you asked.

Having hardly anything better to do, we sat down this morning and compiled the list. It is composed of films with original scores only. So that "My Fair Lady," for example, is not eligible. And neither are "Gay Divorcé," "Band Wagon," "Roberta," or "West Side Story"—all created originally for the stage and later adapted as movie musicals.

We have assembled the list pretty much in the order in which we saw them. . . . Back in the early thirties Maurice Chevalier and Jeanette MacDonald starred in a series of films together. The finest of which was a Rodgers and Hart epic titled "Love Me Tonight." We recently viewed the

follow-up film almost surpassed the original. Again Berlin and again Astaire and Rogers. #4 is "Follow the Fleet" with such memorabilia as "Let's Face the Music and Dance," "I'd Rather Lead a Band," "We Saw the Sea," and "Let Yourself Go."

"The Goldwyn Follies" arrived in the late thirties with the Gershwin's score. It's our #5 film and the redolent titles include "Love Walked In," "Our Love Is Here to Stay" and "I Was Doin' All Right." At about the same time our #6 film "On the Avenue" opened at the Music Hall. Again, and for the third time, an Irving Berlin score which served to introduce "This Year's Kisses," "You're Laughing at Me," "I've Got My Love to Keep Me Warm," "Slummin' on Park Avenue," "The Girl on the Police Gazette," and "He Ain't Got Rhythm."

#7—"The Wizard of Oz," certainly one of the most enduring films of all time. "Ding, Dong, the Witch Is Dead," "Follow the Yellow Brick Road" and, of course, the Arlen-Harburg standard "Over the Rainbow."

#8—"Meet Me in St. Louis," another film starring Judy Garland and a Blane-Martin score which involved such titles as "The Boy Next Door," "Have Yourself a Merry Little Xmas" and "The Trolley Song."

#9—"State Fair," the only Rodgers and Hammerstein score, as far as we can recollect, written especially for films. Just some of the titles—"It Might as Well Be Spring," "That's for Me," and "It's a Grand Night for Singin'."

#10—Brings us up to date with "Dr. Dolittle" and the Bricusse score which has at least a dozen memorable songs. Our particular favorites—"Beautiful Things," "I've Never Seen Anything Like It," "I Think I Like You," "After Today" and "Something in Your Smile." We are told that "Dolittle," incidentally, is the most recorded original film musical of all time.

Undoubtedly there'll be many who'll disagree with this selection. If so, you're invited to drop us a line listing your favorites.

If we had extended the list to 15, we're certain that we would have included "Damsel in Distress," "Sing, Baby, Sing," "Gigi," "Hollywood Hotel" and "Holiday Inn." But, possibly, we've left out a few that we just clean forgot. Our choice was based on score only. But the overall excellence of these musicals may have swayed our selection. No more excuses. Just Happy Holidays to all.

arranged a fullscale personal appearance tour for the Royal Guardsmen in conjunction with their one-nighter at the club. Group performed their "Snoopy's Christmas" (Laurie) hit at a string of children's hospitals in town and on the various local TV shows. . . . According to word from Summit Dist., Pat Briley's "One For My Baby And One For The Road" (Whiz) is starting to happen. And speaking of Summit, promo man Tom Amann made the scene with UNI's Strawberry Alarm Clock, who were here for a show at the Green Gorilla, followed by appearances at the Wild Goose in Waukegon and The New Place in Algonquin. Group's follow-up deck is "Tomorrow." . . . Photog Joe Gino's shot of Steve Rossi, which was taken in front of Chicago's Buckingham Fountain last summer, appears on the cover of Rossi's new Roulette album! . . . Bobby Garmisa (Garmisa Dist.) clewed us in on some potent new singles including The Candyman follow-up "Deep In The Night" (ABC), "Love Explosion" by The Troy Keyes (ABC) and "I'm Hypnotized" by Little Anthony on Veep. . . . Sergio Franchi made a personal appearance at Discount Records' loop store (18) to autograph copies of his current RCA Victor albums. Sergio's now appearing in the Empire Room of the Palmer House. . . . The Marine Room of the Edgewater Beach Hotel, which recently adopted a "name" entertainment policy, will abandon same following the New Year's Eve show, which will be headlined by The Mills Brothers. . . . Singles in the fore at United Record Dist. include Joe Simon's "No Sad Song" (Sound Stage 7), "I Need A Woman Of My Own" by Tommy Hunt (Dynamo) and "Gimme Some Of Yours And I'll Give You Some Of Mine" by Larry and The Hippies (Toddlin Town).

Caravan Trio Inked By Wednesday's Child

HOLLYWOOD—The Jimmy Caravan Trio has been signed to a long-term, exclusive recording contract by Wednesday's Child Productions, it was announced recently by Jackie Mills, Wednesday's A&R director.

Caravan, a 'pop-oriented jazz organist, is currently completing his first album under Mills' direction.

The Jimmy Caravan Trio, currently appearing at The Circle in Santa Monica, began an unlimited engagement at The Sportsman's Bowl in Compton on December 13th.

THEY SOUND EVEN TOUGHER THAN THEY LOOK.

THE HOMBRES

following up their chart-busting first single, "Let It Out," with a fast-driving, rock-powered experience that can only be described in three words...

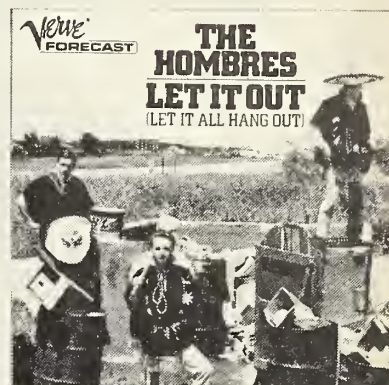
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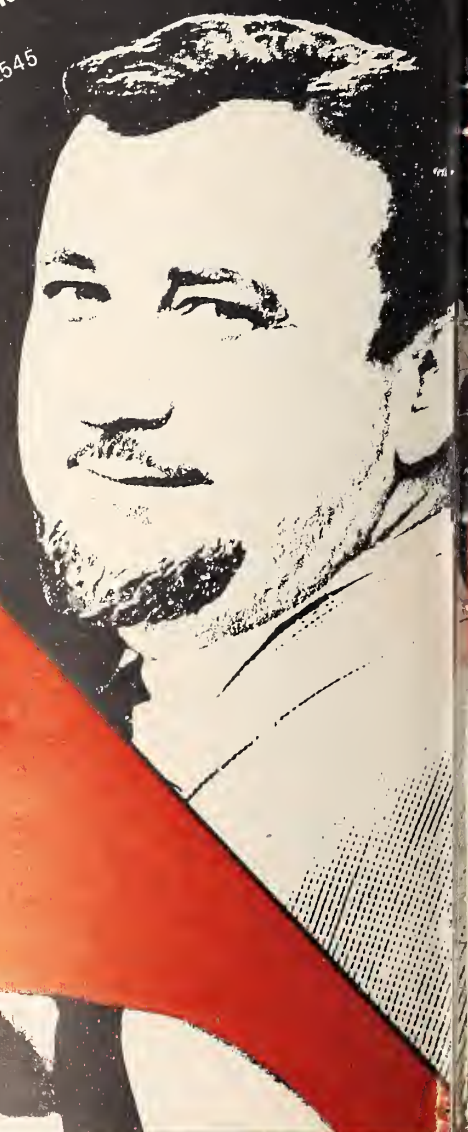


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BRENDA LEE
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N 45'S FOR '68

KITTY WELLS

My Big Truck Drivin' Man b/w You Want Her Not Me

DECCA 32217



WEBB PIERCE

Luzianna b/w Somebody Please Kiss My Sweet Thing

DECCA 32246





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>1 NO SAD SONGS (Press—BMI) Joe Simon (Monument 2602)</p> <p>2 COUNT THE DAYS (Catalogue C&I—BMI) Inez & Chorlie Foxx (Dynamo 112)</p> <p>3 CROSS MY HEART (Chevis—BMI) Billy Stewart (Chess 2002)</p> <p>4 I CALL IT LOVE (Sonovon—BMI) Monhottans (Carnival 533)</p> <p>5 WHERE IS THE PARTY (Frobob Polo Al To De Corla—BMI) Helena Ferguson (Compass 7009)</p> <p>6 SOMEBODY SLEEPING IN MY BED (East—BMI) Johnny Taylor (Stax 235)</p> <p>7 UP UP & AWAY (S. Rivers—BMI) Hugh Mosokelo (UNI 54037)</p> <p>8 BIG DADDY (Acuff-Rose—BMI) Boots Rondolph (Monument 103B)</p> <p>9 7:30 GUIDED TOUR (Sunnybrook—BMI) Five Americans (Abnok 126)</p> <p>10 BORN FREE (Screen Gems—Columbia—BMI) Hesitations (Kopp 87B)</p> <p>11 HEY JOYCE (Emallo—BMI) Lou Courtney (Riverside 4594)</p> <p>12 EXPECTING TO FLY (Ten—East Springolo—BMI) Buffolo Springfield (Atco 6545)</p> <p>13 SHOUT (Wemor Nom—BMI) Lulu (London 40021)</p> | <p>14 A MAN NEEDS A WOMAN (Rise—Aim—BMI) James Corr (Goldwox 332)</p> <p>15 DEEP IN THE NIGHT (Low—Sol—BMI) Condyman (ABC Paramount 11023)</p> <p>16 LET THE HEARTACHES BEGIN (Jonuory—BMI) Long John Baldry (Reprise 7098)</p> <p>17 YAKETY YAK (Tiger—BMI) Som The Shom (MGM K 13863)</p> <p>18 LIVING IN A WORLD OF MAKE BELIEVE (Pocket Full Tunes—Ponio—BMI) Good & Plenty (Senote 2105)</p> <p>19 SUNSHINE OF YOUR LOVE (Druntleaf—BMI) Cream (Atco 6544)</p> <p>20 I WISH I HAD TIME (Sherlyn—BMI) Lost Word (Atco 6542)</p> <p>21 OO BABY (Ollie McLoughlin—BMI) Deon Jackson (Corlo 2537)</p> <p>22 DO UNTO OTHER (BOOME—BMI) Poul Revere & Roiders (Columbia 1386)</p> <p>23 DO WHAT YOU GOTTA DO (Johnny Rivers—BMI) Al Wilson (Soul City 761)</p> <p>24 MISSION IMPOSSIBLE (Bruin—BMI) Lolo Schifrin (Dot 17059)</p> <p>25 TO EACH HIS OWN (Paramount—ASCAP) Frankie Loine (ABC Paramount 11032)</p> | <p>26 CAN'T SHAKE THIS FEELING (West Forrell—BMI) Cormel (Komo Sutro 13B69)</p> <p>27 HOW BEAUTIFUL OUR LOVE IS (Catalogue—BMI) Plotters (Musicor 12B8)</p> <p>28 MELLOW MOONLIGHT (Evejim—BMI) Leon Hoywood (Decco 32230)</p> <p>29 FINDERS KEEPERS (Myto Music—BMI) Al Kent (Ric Tic 133)</p> <p>30 MAGIC COLORS (Screen Gems Columbia—BMI) Lesley Gore (Mercury 72759)</p> <p>31 A LOVE THAT'S REAL (Rozor Shorp—BMI) The Intruders (Gomble 209)</p> <p>32 THAT LUCKY OLD SUN (Robbins—ASCAP) Bill Medley (Verve 10569)</p> <p>33 OLD TOY TRAINS (Tree—BMI) Roger Miller (Smosh 2130)</p> <p>34 NEVER TOO MUCH LOVE (Curton—BMI) Bords (Capitol 2041)</p> <p>35 MORE THAN A MIRACLE (Leo Feist—ASCAP) Roger Williams (Kopp 843)</p> <p>36 HOORAY FOR THE SALVATION ARMY BAND (Monger Keymon—BMI) Bill Cosby (Warner Bros. 7096)</p> <p>37 BOTTLE OF WINE (Deep Fork—BMI) Fireballs (Atca 6491)</p> | <p>38 FACE THE AUTUMN (Trendsetters—ASCAP) Family (USA 886)</p> <p>39 PLEASE BELIEVE ME (Ron Com—ASCAP) Jimmy Roselli (United Artists 50234)</p> <p>40 KEEP YOUR COOL (Fame—BMI) Terry & The Choin Reaction (United Artists 50199)</p> <p>41 WHAT A STRANGE TOWN (E. B. Marks—BMI) Jimmie Rodgers (A&M B9B)</p> <p>42 DON'T LOSE YOUR GROOVE (Street Car—BMI) Lovell Hardy (Rojoc 117)</p> <p>43 PLAYBOY (Acuff—Rose—BMI) Gene & Debbe (TRX 5006)</p> <p>44 CAMELOT (Choppell—ASCAP) King Richard Flugel Knights (MTA 138)</p> <p>45 HEY BABY (Green Light—BMI) Eighth Doy (Kapp 862)</p> <p>46 TOYLAND (Bronsdene—BMI) Alon Bown (Music Factory 402)</p> <p>47 BIRDS OF A FEATHER (Lowery—BMI) Joe South (Capitol 2060)</p> <p>48 SOME VELVET MORNING (Lee Hazelwood—ASCAP) Nancy Sintro & Lee Hazelwood (Reprise 0651)</p> <p>49 TOO OLD TO GO WAY LITTLE GIRL (Diogenes—BMI) Shome (Poppy 501)</p> <p>50 PSYCHEDELIC SOUL (Clomon—BMI) Chylds (Reprise 7095)</p> |
|--|--|---|--|

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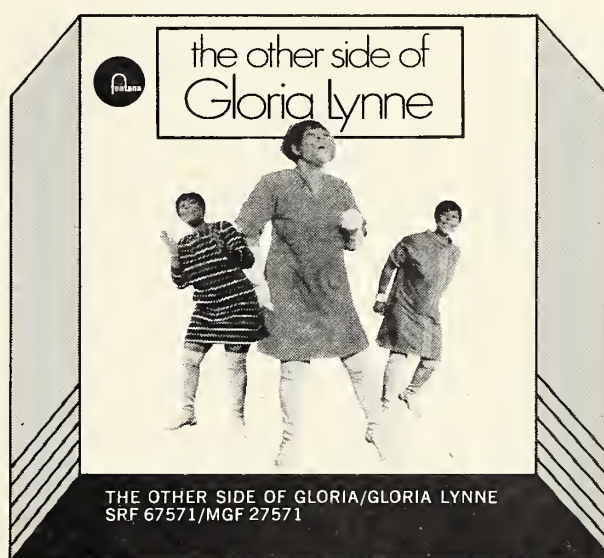
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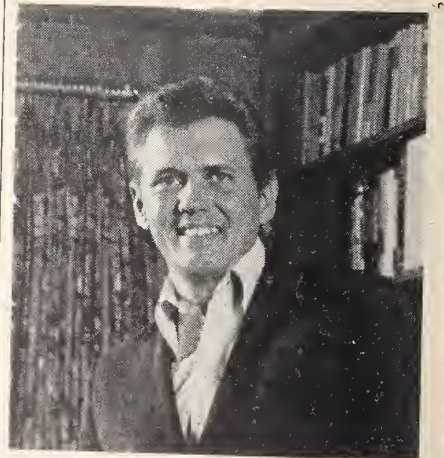
Bios for Dee Jays

John Fred & Playboy Band



John Fred and his Playboy Band was formed for the purpose of playing weekend functions while the boys were in high school. After they started college at Louisiana State University, they began to concentrate more on the recording end of the music industry. The Playboy Band is a big group, seven strong, with a big sound. The ensemble is completely self-contained, doing its own writing, recording, arranging, and producing. Besides the usual rhythm section, the band also makes good use of two trumpets and a baritone sax. Charlie Spin and Ronnie Goodson are the trumpet players; Andrew Bernard plays baritone; Jimmy O'Rourke is on guitar; Harold Cowart on bass; Joe Miceli on drums; and Tommy De, organ. Rounding out the group is John Fred, the six foot six ex-basketball and baseball player from L.S.U. who does all of the lead vocals for the group. "Judy In Disguise," the Playboys' current Paula single, is number 8 on the charts this week. Their prior release was "Agnes English," the title song from their Paula album from which "Judy" was taken.

Henson Cargill



Henson Cargill was born February 5, 1941, in Oklahoma City, Oklahoma. He learned to ride, rope, and brand cattle on his father's cattle and horse ranch a few miles northwest of the big city. In addition, he developed a love and a natural talent for music. By the time he had reached his mid-teens he had his own group which made public appearances at school functions, charitable benefits, local TV shows, and some of the larger variety shows in Oklahoma City. Eventually, the Kimberleys, a Columbia recording group, started him on a series of nightclub tours which were climaxed by personal appearances in Las Vegas. For one year Cargill had his own local country music TV show. Then came "Skip A Rope," the artist's current Monument single, which is number 76 on the charts this week. Cargill's favorite hobbies are hunting and fishing in the area of Crested Butte, Colorado, a little mining town nestled in the Rockies. He resides in Oklahoma City with his wife and three children.

The Steve Paul Scene, a two-hour program of contemporary pop sounds, will be televised on WKBG-TV-Boston from 10:30 P.M. to 12:30 A.M. on New Year's Eve, Sunday, December 31. The special colorcast will be hosted by Steve Paul, owner of two New York discotheques, the Scene and the Scene East. The program will highlight artists who are a vital part of today's music scene. The show will feature Aretha Franklin, the Young Rascals, Janice Ian, the Blues Project, the Chambers Brothers, the Staple Singers, and Moby Grape. Talent was selected to present the full spectrum of current American rooted sounds from traditional to modern. The groups and singles will encompass the Motown sound, the west coast sound, country, R&B, rock, and gospel and blues. Special effects to produce a living environment will be achieved with sixteen slide projectors, strobe lights, three motion picture screens, and silver foil walls.



WESTERN EXPOSURE: Bill Western, program director of KISN-Portland, Oregon, is at the controls as Harpers Bizarre visited the outlet to promote their Warner Bros. album, "Anything Goes," and their single, "Chattanooga Choo Choo." Mike O'Brien, KISN deejay (second from right) was also on hand to greet the group, comprised of (l. to r.) Eddie James, Ted Templeman, John Peterson, Dick Scoppettone and Dick Yount. Looks like everything's real gone in Oregon.

As in previous years, WNEW-New York has won top awards in management and talent categories at the annual Gavin Radio Management Conference. This year's citations were presented before a distinguished gathering of management, programming, and record industry executives attending the awards banquet at The Riviera in Las Vegas on Saturday, December 9. Named for a sixth consecutive time as "Radio Station Manager of the Year" in the "non-rock" category was WNEW's vice president and general manager, Harvey L. Glascock. In the same category, WNEW program director Richard F. Carr won the title of "Radio Program Director of the Year" for a fifth time; Gertrude Katzman, WNEW's music director, was cited for a fourth time as "Music Director of the Year"; and William B. Williams was named "Radio Personality of the Year."

Charles Waite, anchorman for KNX-Hollywood's "Newsday A.M.," has won the top honor, the 1967 Journalism Award, from the Los Angeles County Employees Association at their Fourth Annual Awards Luncheon in the Music Center Eldorado Room, on Thursday, December 7. Waite was honored by the LACEA "for upholding the highest standards of his profession in his perceptive and conscientious reporting of public affairs." This is the second time Waite has been the recipient of the Journalism Award. In 1965, he was honored with the award "for services rendered to the Los Angeles County Employees Association . . . in presenting County employees' work to the public . . ."

WDAF-Kansas City, Mo., has been featuring hundreds of voices in song to add a note of Christmas cheer to

the holiday scene. Six evenings a week through the Christmas season, the outlet presented live performances of "The Voices of Christmas." WDAF Radio contacted 23 of the finest local school and church choirs in Greater Kansas City to participate in the broadcasts. WDAF is reportedly the first midwestern station in recent years to carry live choral performances of this scope and nature. Several of the groups are nationally famous musical organizations. Among the most famous are the choirs of the Reorganized Church of Jesus Christ of Latter Day Saints from Independence, Missouri, called "The Auditorium Chorale," the Park College Choir from Parkville, Missouri, and the University of Missouri at Kansas City "Heritage Singers." WDAF repeated highlights of the series on Christmas Eve. Fred Everett, WDAF personality, hosted and narrated each 25 minute performance.

"Happening '68," Dick Clark Productions' new ABC-TV color show, starring Paul Revere and Mark Lindsay, has scheduled editors of four leading teenage magazines as special guests. The program debuts January 6. Reporting on current teen trends will be Sue Cameron, editor of Teen Magazine, Carol Deck of Flip Magazine, Ann Moses of Tiger Beat Magazine, and Penny Pence of Teen Life Magazine. Rosalind Ross is "Happening '68" executive producer. Kip Walton will produce and direct.

The Teen Age Federation of the Catholic Youth Organization of the Archdiocese of New York honored Joe O'Brien, popular WMCA-New York Good Guy. O'Brien received his award plaque at the organization's Sixth Annual Convention, recently held in the New York Hilton Hotel. The award cites O'Brien for his "Service to the Catholic Youth Organization of the Archdiocese of New York." O'Brien is host of WMCA's "The Joe O'Brien Show," broadcast Monday through Saturday from 6 to 10 A.M.

WXYZ - Detroit's "Big Spender" Danny Taylor recently hosted a special dinner party for six Detroit-area couples at Detroit's famous Rooster-tail Club. In keeping with WXYZ's "Good Life" tradition, Danny provided his guests with ringside tables for the performance of internationally-known singer Sergio Franchi. After his show, Franchi invited the WXYZ Party to be his guests backstage. At the end of the evening of relaxation and conversation, Franchi presented each person with a personally autographed copy of his latest album. The night out came at the end of Danny Taylor's "Big Spender" contest in which winners were selected by a random drawing from hundreds of post card entries received at Broadcast House. Danny Taylor, host of the ABC-owned outlet's 11 A.M. to 2 P.M. time segment, is becoming famous in Detroit for his "Big Spender" parties. During the past few months he has taken winners to see such well-known artists as Robert Goulet, Bobby Darin, Wayne Newton, and the original "Hello Dolly" in addition to the evening with Sergio Franchi.

SPUTTERS: For the fourth year in a row, KSFO-San Francisco's Al Collins exceed the annual Salvation Army Kettle Drive on December 15 at the Crown Zellerbach Plaza.

VITAL STATISTICS: Frankie "Mr. Lucky" Halfacre, formerly with WJMO-Cleveland, and Mike "The Chaplain of Soul" Reynolds, formerly with WZAK-FM-Cleveland, are now both cooking on WNIO-Niles . . . Tom Moran, formerly with WKDN-Camden, N. J., has been appointed music director of WIP-Philadelphia, replacing Allan Hotlen, who became program director of WIP . . . Perry Allen has been named program director of KHOW-Denver. Buzz Lawrence has assumed the duties of music and merchandising director of the outlet.

Happening!

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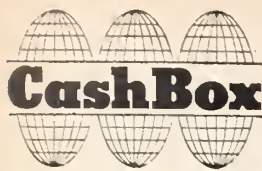
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Picks of the Week

NEIL DIAMOND (Bang 554)
New Orleans (2:24) [Rock Masters, BMI-Royster, Guida]

Riding the crest of a hit wave that stretches back a long way, Neil Diamond could add yet another to his list with this up-tempo dance drive rock side. The tune is a familiar side done by many popsters, but Diamond's heavy hitting reading is one of the best and is bound to carry plenty of weight with his teen fans. Flip: "Hanky Panky" (2:47) [T.M., BMI-Barry, Greenwich] Spoof of the while-back big one.

NANCY SINATRA & LEE HAZLEWOOD (Reprise 0651)
Some Velvet Morning (3:45) [Lee Hazlewood, ASCAP-Hazlewood]

Imaginative counterplay of murky and dazzling orchestral arrangements offset the male-female drama unfolded in "Some Velvet Morning." The two-part story dovetails in a splendid finish which will keep the hit fire burning for Nancy Sinatra and Lee Hazlewood. One of the finest sounding sides yet from the team. Flip info not available.

LOVIN' SPOONFUL (Kama Sutra 241)
Money (2:01) [Faithful Virtue, BMI-Sebastian]

Nashvillian banjo antics liven a down-keyed country-pop-blues track from the Spoonful. Back from "She Is Still a Mystery" success, the team is once more slated for big chart action via this lovin' tuneful. Added attractiveness steps in midway with use of an adding machine for sound and to light the lyrics. Flip: "Close Your Eyes" (2:44) [Faithful Virtue, BMI-Sebastian, Yester]

SPANKY & OUR GANG (Mercury 72765)
Sunday Mornin' (3:00) [Blackwood, BMI-Guryan]

Sliding into a lazy, misty groove, Spanky & Our Gang drift along in a smooth rock styled deck that is bound to nab a large amount of teen attention. Down-keyed lover's view of the day that started things off for the team with "Sundays Will Never Be the Same." Stunning vocals make this a splendid session with tremendous hit impact. Flip: "Echoes" (3:10) [Coconut Grove, Third Story, BMI-Neil]

HOMBRES (Verve Forecast 5076)
It's A Gas (1:56) [Crazy Cajun, Shelby Singleton, BMI-Cunningham, Hunter, Masters, McEwen]

Keeping in the off-beat vein that gave them their top ten "Let It All Hang Out," the Hombres step up the action again with this touch of sarcastic sensibility punctuated by a cute break with "It's A Gas." Chalk up another biting side from the team, one that should top their first effort on the pop scene. Flip: "Am I High" (2:49) [Same credits.]

CREAM (Atco 6544)
Sunshine of Your Love (3:03) [Dratleaf, BMI-Bruce, Brown, Clapton]

Blending the flavor of blues and psyche-orking, the Cream have collected a huge following among teenagers, young adults and the mass of underground listeners. With a fan club like that there's no doubt that the team has a smash on its hands with this low-keyed, funk flavored blues side. Pop breakout track from the new "Disraeli Gears" LP. Flip: "Swlabr" (2:30) [Dratleaf, BMI-Bruce, Brown]

ROBERT KNIGHT (Rising Sons 707)
Blessed Are the Lonely (3:02) [Sons of Ginza, BMI-Cason, Gayden]

Stepping into the spotlight after scoring with "Everlasting Love" on both the singles and LP fronts, Robert Knight serves up a very fine ballad in "Blessed Are the Lonely." Traces of his last hit are evident at parts, but the chanter's style is softened this time into a big ballad pattern that could click with many middle-of-the-road spots as well as the r&b and pop outlets. Flip: "It's Been Worth It All" (1:42) [Same credits.]

JAMES & BOBBY PURIFY (Bell 700)
Do Unto Me (2:23) [Big Seven, BMI-Levey, Illingworth, Grasso]

Soul work from the Purify people sets this new side up for a top run at the r&b lists, and the catchy rhythmic side is one that should attract a considerable share of the teen dance market as well. Another solid mid-speed side from the duo is a fine track to keep their hit string unbroken. Flip: "Everybody Needs Somebody" (2:16) [Papa Don, BMI-Schroeder, Crawford]

OSCAR TONEY, JR. (Bell 699)
Without Love (There Is Nothing) (3:43) [Progressive, Suffolk, BMI-Small]

A complete refinishing job gives the old Clyde McPhatter hit a bright shot at repeating its success via r&b channels with a big spillover into pop programming. The slow ballad takes on a deeper sound through a tremendous performance from Oscar Toney, Jr. Material, vocal and a towering instrumental touch give this side the strength to skyrocket. Flip: "A Love that Never Grows Cold" (2:52) [Papa Don, BMI-Toney]

FRANKIE LAINE (ABC 11032)
To Each His Own (3:03) [Paramount, ASCAP-Livingston, Evans]

Splendid arrangements give the standard "To Each His Own" a lively listening aura that should keep Frankie Laine going strong with his pop admirers as well as the good music following which has sparked his recent popularity outburst. The gliding melody punctuated by a fine bass line is perfectly suited to multi-taste programming and is a stunning side for sales attraction. Flip: "I'm Happy to Hear You're Sorry" (2:35) [Leo Feist, ASCAP-Kusik, Snyder]

DICKIE LEE (Atco 6546)
Red, Green, Yellow and Blue (2:52) [Il Gatto, BMI-Lee]

Back after a long absence, Dickie Lee debuts with the Atco label in a session that should have him moving up the pop charts in short order. The lilting lift of Lee's lost-love ballad features contemporary lyrics, a sweet production and some fine vocal work to start sales in motion. Should break wide open. Flip: "Run Right Back" (2:10) [Same pub, BMI-Lee, Reynolds]

Picks of the Week

JEAN PAUL VIGNON (Philips 40502)
Goodbye, Goodbye, Colette (2:28) [Bikini, ASCAP-Vance, Carr]

Cute vision of a growing daughter is aimed basically at the good music market, but has the same charm that broke Mike Douglas' while back hit and might turn this deck into a pop smash. Easy moving waltz rhythm is carried lightly to spot the soft yet lively vocal touches of Vignon's style. His delivery makes this sentimental side a likely chart item. Flip: "Ma Vie (My Life)" (2:55) [Bikini, Emily, ASCAP-Vance, Pockriss]

MITTY COLLIER (Chess 2035)
That'll Be Good Enough For Me (2:55) [Savoy, BMI-Cleveland]

Hoarse opening shows Mitty Collier at the bottom of her vocal range, but serves as a springboard from which she leaps into a powerful set. Slow blues side with power building from the start to a peak that will put the side high in the running for r&b honors. A big winner from the artist. Flip: "Git Out" (2:50) [Arc, BMI-McCall, Bland]

Newcomer Picks

LETTA MBULU (Capitol 2070)
Pula Yetla (3:30) [Semenya, BMI-Semenya]

Picking up on the rebirth of Afro-beat spurred by Miriam Makeba's recent "Pata Pata," this unusual side is one that can expect wide response across the pop and blues fronts. Eerie slow rhythm highlights a chant showcasing the entrancing vocal quality of Letta Mbulu. Rainstorm background gives the entire session a stark atmospheric sound. Phenomenal. Flip: "Aredze" (4:06) [Same credits] is a trifle faster and just as fetching.

HARVEY AVERNE DOZEN (Atlantic 2467)
You're No Good (2:49) [Trampoline, BMI-Averne, Sheller]

Coming across with a vocal sound much like a Fifth Dimension gone all-r&b, and packing an instrumental shine through glittering rhythm and vibes work, the Harvey Averne Dozen should turn up a winner with r&b outlets. Spillover is likely into the pop and Latin fields. Interesting new r&b approach. "Make Out" (2:45) [Petric, BMI-Averne, Sheller]

Best Bets

JERRY-O (Shout 225)
Funky Boo-Ga-Loo (2:25) [Boo-Ga-Loo, Love Lane, BMI-Murray, Kaplan, Wylie] Back from a big blues breakout with "Karate Boogaloo," Jerry-O looks like another dance set favorite with this outgoing beat side. The rhythm and commentary make it a hot lid. Flip: "Push Push" (2:20) [Same pubs, BMI-Murray, Kaplan]

PRECISIONS (Drew 1002)
Why Girl (2:27) [Sidrian, BMI-McGregor, Terry, McNeil] Opening will "keep you hanging on" and that's enough to hook listeners for this overwhelming slow-rock blues side from the Precisions. A best-seller r&b team, this deck could crack the pop charts. Flip: "What I Want" (3:04) [Sidrian, BMI-Warren, Arnold]

FELICE TAYLOR (Kent 483)
I Can Feel Your Love (2:55) [Modern, Taflang, BMI-Planagan, Taylor] Fetching phrasing in Felice Taylor's delivery should put her back in the blues picture. Her showing is one that could see r&b breakouts. Flip: "Good Luck" (2:00) [Same pubs, BMI-Cook, Tate]

COUNT BASIE & HIS ORCH. (Coliseum 2709)
Detroit (2:27) [Wonderland, BMI-R & R. Sherman] Count Basie offers a swinging, big band jazz interpretation of this ditty from the Walt Disney flick, "The Happiest Millionaire." Side should be welcomed by the Count's numerous devotees. Flip: "Fortuosity" (2:21) [Wonderland, BMI-R. & R. Sherman] Another tune from "The Happiest Millionaire," this one is also shown to good advantage via Basie's treatment. Could see action.

JOE HARNELL (Columbia 44407)
Theme to Candice (2:10) [Unart, BMI-Lai] Sweeping tune from the score of "Live for Life" is given a grand hand from the keyboard technique of Joe Harnell. Easy listening spots and middle-of-the-roaders will be picking up on this deck. Flip: "Spanish Eyes" (2:27) [Roosevelt, BMI-Singleton, Snyder, Kaempfert]

LEE MAYE (ABC 11028)
If You Leave Me (2:40) [Pameo, BMI-Cashman, Pistilli, West] Atlanta outfielder Lee Maye makes an auspicious debut in the recording field with an up-tempo blues set that should find a warm r&b reception. Sleeper prospect. Flip: "The Greatest Love I've Ever Known" (2:43) [Same credits.]

TAMIKO JONES (December 881)
Don't Go Breaking My Heart (2:59) [Jac, Blue Seas, ASCAP-David, Bacharach] Off on a near bossa rhythm, this pretty lilter from the David-Bacharach songbook could prove a solid vehicle for Tamiko Jones. Good music, middle-of-the-road and pop receptions probable. Flip: "Pearl" (2:27) [Trajames, Jabber, ASCAP-Jones, Wisner]

CHRIS CALLOWAY (Cub 9154)
I Don't Need Another Baby (2:48) [Calculated, BMI-Fleming, Kornickey] Soft voiced daughter of Cab Calloway bows with a smooth bluesy balad styled for pop, good music and r&b spinning. Could break loose. Flip: "You're Something Else" (2:46) [Popup, Calculated, BMI-Hallon]

STEVE MASON (Mason 9)
Call Me Darling (2:35) [Anne-Rachel, ASCAP-Reisfield, Fryberg, Marbot, Dick] Crooner Steve Mason returns with another standard which should prove a hot item with one-stops and coin operators servicing soft music locations. Flip: "Just One More Chance" (3:13) [Famous, ASCAP-Coslow, Johnston]

PICCOLINO POP STRINGS (Spiral 81877)
Clown Town (2:05) [Spiral, ASCAP-Shelley] Sparkling instrumental reading of the recent Donna Lee noise-maker should become a much programmed addition to good music and middle-of-the-road rosters. Festive working of an attractive tune. Flip: "Vous Etes Beau" (2:05) [Same credits.]



KLP/KLPS-8061

YES, VIRGINIA, THERE IS A NEW LOVIN' SPOONFUL ALBUM.

And it contains two extra bonuses: the next Lovin' Spoonful million record-seller; and what is sure to be the most talked about track of 1968, "Younger Generation," which is not now intended for single release.

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Best Bets

PARTNERSHIP (MGM 13854)
Baby, If I Had You (2:34) [J-Wiz, BMI-Jubilee, Matthews] The Partnership could get good airplay with this steady-moving, R&B-influenced rocker. Merits a listen. Flip: "Not For Love Nor Money" (2:36) [J-Wiz, BMI-Jubilee, Matthews]

DEW POINT (Bell 698)
Rainmaker (2:21) [Earl Barton, BMI-Thompson] Sorrowful love ballad in which the lover is called a rainmaker because he or she brings the raindrops to the singers' eyes. Nice group vocal by the Dew Point. Side could catch attention. Flip: "Spread A Little Joy" (2:56) [Press, BMI-Penn, Oldham]

ROY HARPER (Epic 10268)
Midspring Dithering (2:40) [Noma, Croesus, BMI-Harper] Buoyant, fanciful ditty celebrates the coming of Spring. Side has a novel quality and could catch on. Watch it. Flip: "Zeng-em" (1:30) [Noma, Croesus, BMI-Harper]

JIMMY VELVET FIVE (Velvet Tone 114)
Good, Good Lovin' (2:21) [Lois, BMI-Brown, Schubert] The Jimmy Velvet Five, named for the songwriter who had a string of hits ("Teen Angel" is the one that comes first to mind) some years ago, here offers a thumping, R&B-slanted love outing that could do good things for them. Jimmy Velvet himself produced the side. Flip: "Heart Breakin' Misery" (2:32) [Telev, BMI-Velvet Carpenter] Velvet Tone Records, P.O. Box 4045, Huntsville, Alabama 35802.

PETER AND GORDON (Capitol 2071)
Never Ever (3:02) [Felicia, BMI-Waller] Could be good sales action in store for Peter and Gordon via this blues-toned rock romance effort. Eye it. Flip: "Greener Days" (2:37) [Screen Gems-Columbia, BMI-Gates] Another blueser on the back. This one has an infectious beat and could get attention, too.

JOHNNY 'HAMMOND' SMITH (Prestige 455)
Dirty Apple (2:30) [Prestige, BMI-Smith, Richardson] Slow, pulsing, funky R&B-jazz instrumental here. Johnny "Hammond" Smith plays a groovy organ, and the side should please his many fans. Flip: "N.Y.P.D." (2:00) [Clinton, ASCAP-Gross, Piedmont]

JIMMY REED (Blues Way 61063)
Crazy About Oklahoma (2:40) [Alstein, BMI-Smith] Opening reaction indicates that this could be the biggest Jimmy Reed side in some time. Look for big blues station response for the Chicago-styled side with unusual lyrics. Flip: "Buy Me a Hound Dog" (2:30) [Same credits.]

TAJ MAHAL (Columbia 44405)
E Z Rider (2:41) [Blackwood, BMI-Arr: Majal] Gliding blues track with an easy going rhythm. Some fine guitar work and a good vocal give the lid impetus for a shot at r&b recognition. Flip: "Leaving Trunk" (2:47) [John Estes, BMI-Estes]

RHETTA HUGHES (Columbia 44401)
Come Live With Me (2:29) [Leo Feist, ASCAP-Previn, Previn] Alluring ballad offered with a powerful vocal artistry by Rhetta Hughes, this beauty from the score of "Valley of the Dolls" is likely to obtain heavy good music, and middle-of-the-road play. Flip: "A Little Bit of Sunshine" (2:31) [Bourne, ASCAP-Sexter, Jacobson]

MUSIC BACHS (Date 1584)
Dream Machine (2:50) [Dwylo, BMI-Bedrick] Soft, imaginative rock romancer here. Girl is promised paradise via a "dream machine." Side has a contagious sound and could catch attention. Flip: "Dig Yourself" (2:06) [Dwylo, BMI-Thompson]

EARL GAINES (Hollywood 1120)
The Things I Used To Do (3:07) [Venice, BMI-Jones] Earl Gaines could please a good many listeners with this strong, slow, down-to-earth item in the traditional Negro blues vein. Good job by the chanter. Flip: "Have Faith" (3:02) [Arc, BMI-Higgins, Wrencher]

FUNDAMENTALS (Okeh 7301)
Let Me Show It To You (2:15) [Daedalus, BMI-Williams] The Fundamentals could make a winning amount of sales noise with this rhythmic R&B love session. Listen closely to it. It could break out. Flip: "I Wouldn't Blame Ya" (2:15) [Daedalus, BMI-Williams]

CARL EDWARDS (Diamond 234)
Gettin' A Groove (2:27) [Rock Masters, BMI-Barge, Anderson] Contagious, high-spirited soul session could bring in the bacon for Carl Edwards. Good sing-a-long item. Flip: "Come On Into My Dreams" (2:30) [Badale, Simon]

UNIQUES (Paula 2383)
I'll Do Anything (2:35) [Su-Ma, BMI-Stampley, Woodfield] The Uniques could score with their latest outing. Side is a steady-moving, medium-paced, love-oriented rock venture that deserves a listen. Flip: "Go On And Leave" (2:00) [Sunnybrook, BMI-Brians, Barton]

MOTHERS OF INVENTION (Verve 10570)
Lonely Little Girl (2:44) [Frank Zappa, BMI-Zappa] Interesting rock ballad about a girl whose parents don't understand her. Song speeds up as the lyrics explain that "there will come a time when everybody who is lonely will be free to sing and dance and love." Could click. Flip: "Mother People" (2:30) [Frank Zappa, BMI-Zappa]

MONGO SANTAMARIA (Columbia 44397)
Juan Jose (3:45) [Mongo, BMI-Echevarria] Bongo and conga drummer Mongo Santamaria leads his band through a groovy Latin jazz number. Should go over big with his many fans. Flip: "Bloodshot" (3:21) [Hutlaws, BMI-Laws]

LOVELITES (Bandera 2515)
You Better Stop It (2:05) [Sundown, BMI-P. & R. Hamilton, Hines] Brisk-paced, romance-oriented toe-tapper could go somewhere for the Lovelites. Watch it. Flip: "I Found Me A Lover" (2:12) [Sundown, BMI-P. & R. Hamilton, Hines] Bandera disks are distributed by U.S.A. Records, 1448 S. Michigan Ave., Chicago, Illinois.

MARGIE JOSEPH (Okeh 7304)
Why Does A Man Have To Lie (2:02) [Jublant, Cosoul, BMI-Diamond, Davis] Margie Joseph puts a lot of feeling into this bluesy, rhythmic love effort. Could go places. Flip: "See Me" (2:57) [Jublant, Cosoul, BMI-Diamond, Davis]

DONALD HEIGHT (Shout 223)
Good To Me (3:25) [Redwal, East, BMI, Redding, Green] Plaintive, slow-paced R&B love session here. Feelingful vocal by Donald Height could make the side a winner. Flip: "Bona Fide Lover" (2:40) [Web IV, Soulful Songs, BMI-Height]

PAT BOONE (Dot 17056)
You Mean The World To Me (2:15) [Al Gallico, BMI-Sherrill, Sutton] Pat Boone here offers a catchy, speeded-up version of David Houston's recent country smash. The tempo change transforms the song from a pretty ballad into an infectious toe-tapper. Interesting. Could be an attention-getter. Flip: "Green Kentucky Hills Of Home" (3:06) [Spoone, ASCAP-(based on "My Old Kentucky Home"-lyrics and adaptation by Roger Dollarhide)]

JOHNNY WILLIAMS (United Artists 50244)
Make Me Rainbows (3:00) [Unart, BMI - Bergman, Bergman] Pretty soft-sound selection from the score of the upcoming "Fitzwilly" offers good spinning material for easy listening stations. Lovely orchestra and chorus single. Flip: "Fitzwilly's Date" (3:37) [Unart, BMI-Williams]

LEE CHARLES (Revue 11007)
Standing on the Outside (2:37) [Jalynne, BMI - Tarleton, Davis] Melancholy theme is done with powerful vocal expression on this fine blues outing from Lee Charles. Throb Ork-ing gives the side extra impact. Flip: "If That Ain't Loving You" (2:33) [Jalynne, BMI-Sims, Smith]

BOCEPHUS (Verve 10572)
Splish Splash (2:24) [Travis, BMI - Darin, Murray] The side that started pop things happening for Bobb Darin provides a very fine vehicle for Bocephus, in this driving session that gives the artist a shot for discotheque and pop spin action. Flip: "Mental Revenge" (2:20) [Cedarwood, BMI-Tillis]

STORMY & SUNNY (InArts 104)
All the Warm Is Gone (2:35) [Red Sails, Bel Canto, ASCAP-Yess] Attractive dance beat in the mid-tempo vein set things up well as a backdrop for the fine vocal artistry of the femme duo, Stormy & Sunny. Powerful build could make this side happen. Flip: "Little Brother" (2:35) [Cantare, Royal Woods, BMI-Chapman, Cansler]

GEORGE TORRENCE & NATURALS (Shout 224)
Lickin' Stick (2:55) [Web IV, BMI-Torrence, Manley] Terrific r&b rhythmic punch puts this side up in the running as a breakaway side for blues listeners and as a likely breakout side for pop sales as well. Flip: "So Long Goodbye" (2:30) [Web IV, BMI-Torrence, McElrath]

JOHNNY DAYE (Stax 238)
What'll I Do For Satisfaction (2:55) [East, Redwal, BMI-Cropper, Sharnwell] Vocal fire heats up the prospects for this blues side from Johnny Daye. The hard beat and soul work could spur a pop response in addition. Flip: "I Need Somebody" (2:40) [East, Redwal, BMI-Cropper, Daye, Rock]

DONNA MARIE (Columbia 44402)
The Penthouse (2:45) [Ensign, BMI-Leka, Pinz] Inspired by the recently opened motion picture, this peculiarly attractive side is likely to gain popularity with a lot of listeners. The beat could lure a sizeable teen market. Flip: "Pretty Thing" (2:07) [E. B. Marks, BMI-Leka, Pinz]

GERRI GRANGER (Columbia 44408)
Wait Until Dark (2:25) [M. Witmark, Northridge, ASCAP - Livingston, Evans, Mancini] Stunning ballad theme from the current movie, this title tune is a pretty side which takes on a near-blues style in Gerri Granger's reading. Could be much heard via pop, soft-listening and blues outlets. Flip: "I've Got to Do It on My Own" (2:05) [Beresford, BMI-Kern]

ERROLL GARNER (MGM 13870)
Like It Is (2:43) [Octave, ASCAP-Garner] Famed jazz pianist-composer Erroll Garner here performs one of his own pieces, a contagious, mid-tempo item that's bound to go over big with his fans. Flip: "Blue Moon" (2:45) [Robbins, ASCAP-Rodgers, Hart]

BRENDAN HANLON (Columbia 44392)
Ev'ry Day Of My Life (2:42) [Miller, ASCAP-Crane, Jacobs] Smooth, lushly ork'd good music romancer here. Nice, rich vocal by Brendan Hanlon. Could do something. Flip: "Ivy" (2:52) [Saturday, BMI-Linzer, Randedell]

CHRIS CARPENTER (Ocean-Side 100)
This World (Is Closing In On Me) (2:49) [Xyland, Sidrian, BMI-Drake] Woes-filled, psychedelic-sounding rocker here. Might see action for Chris Carpenter. Flip: "Waterfalls" (2:08) [Xyland, Sidrian, BMI-Parsons, Tuma, Carnes] Ocean-Side Records is a subsidiary of Sidra Records, 18292 Wyoming, Detroit, Michigan 48221

JIMMY HOLIDAY (Kent 482)
I Can't Stand It (1:56) [Sunny Skies, ASCAP-Roberts, Freed, Easter] Jimmy Holiday could score with this strong, full-bodied tear-tugger. Keep tabs on it. Flip: "The New Breed" (2:30) [Versil, ASCAP-Easter]

J.C. HEARD (Sir-rah 503)
J.C.'s Grit Gitter (2:13) [John L., Daedalian, BMI-Lewis, E. & J. Ashford, Crosson] Could be a sizeable number of spins on tap for J.C. Heard as a result of this soul-filled, slow-to-medium-paced dance item. Groovy vocal by Heard. Flip: "J.C.'s Grit Gitter #2" (2:13) [John L., Daedalian, BMI-Lewis, E. & J. Ashford, Crosson]

EMBRACEABLES (Sidra 9010)
Here I Go (2:55) [Sidrian, BMI-Jones] The Embraceables could pull in a slice of the pop sales action with this contagious mid-tempo outing about a girl who can't get enough love. Scan it. Flip: "Let My Baby Go" (2:33) [Sidrian, BMI-Jones]

SVENSK (Fontana 1605)
Dream Magazine (2:48) [Dick James, BMI-Hopkins, Paul] Church organ intro leads into a groovy mid-tempo rocker. The organ continues to be featured throughout the song, providing an interesting contrast to the rock sounds. Lyric (about a boy who dreams of a girl he saw in his "dream magazine") is also interesting. Side could happen. Flip: "Getting Old" (2:07) [Dick James, BMI-Hopkins, Paul]

LOS PEKENIKES (UA International 2809)
The Silken Thread (2:28) [Miller, ASCAP-Los Pekenikes] Buoyant, pop-good music instrumental could do nice things for Los Pekenikes. Give it a listen. Flip: "Lady Josephine" (2:55) [Unart, BMI-Sainz] UA International Records, c/o United Artists Records, 729 Seventh Avenue, New York, N.Y.

LENNY DEE (Decca 25725)
There's a Kind Of Hush (2:35) [Francis Day & Hunter, ASCAP-Reed, Stephens] This is a pleasant organ reading of Herman's Hermits' while-back smash. Could see some action. Flip: "Exodus" (3:14) [Chappell & Co., ASCAP-Gold]

TENDER JOE RICHARDSON (Hot Biscuit Disc Company 1451)
Hip Huggin' Mini (2:25) [Chardon, Happi Three, BMI-Richardson] Tender Joe Richardson really swings out on this rhythmic, highly contagious romancer. Could make noise. Flip: "I Ain't Going For That" (2:29) [Chardon, Happi Three, BMI-Owens] Hot Biscuit Disc Company, 1650 Broadway, New York, N.Y. (manufactured by Capitol Records)

A nice thing happened to Tim Gilbert...

KIMN

BROADCASTING COMPANY
DENVER, COLORADO 80214

December 7, 1967

Dear Tim:

I was very pleased that we were able to make your new recording of 'If We Stick Together' our Five Star Pick of The Week.

I appreciate the fact that you took the time to send me a copy of lyrics which I feel are some of the most beautifully written I have seen in some time.

Please accept my congratulations on a musical presentation extremely well done.

Sincerely,



Jack R. Merker
Program Director

**“IF WE STICK TOGETHER”
BY TIM GILBERT**

**from the writers of
'Incense and Peppermints'**

P.S. And it's selling!

UNI 55045



LITTLE DRUMMER BOY

- Lou Rawls.....(Capitol)
- Harry Simeone Chorale... (20th-Fox)
- Bert Kaempfert(Decca)
- Midnight String Quartet.....(Dot)
- Stevie Wonder(Tamla)
- Joan Baez(Vanguard)
- Ed Sullivan(Columbia)
- Floyd Cramer(RCA-Victor)
- Merv Griffin(MGM)
- Do-Re-Mi Children's Chorus..(Kapp)
- Ferrante & Teicher.....(U.A.)
- Lennon Sisters(Dot)

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 Crusty Minstrels....(Columbia)
- Hermanos Zavala(Capitol)
- Jack Jones(Kapp)
- Boston Pops Orchestra..(RCA Victor)

CARAVAN

- Bert Kaempfert(Decca)

KEEP ON DANCIN'

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

WHO'S SORRY NOW

- Bobby Vinton(Epic)

LITTLE SUNSHINE

- Arnie Corrado.....(Columbia)

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)



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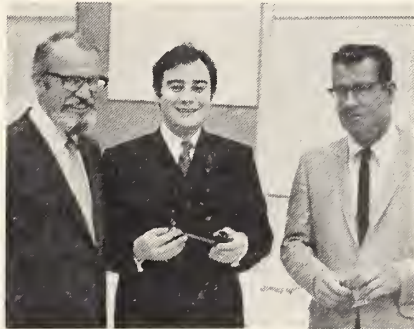
Dot in Promo Push For 'Mission Impossible'

HOLLYWOOD — Heavy re-orders for the original soundtrack recording of "Mission Impossible," arranged and conducted by the composer, Lalo Schifrin, have resulted from excellent reaction to a series of special promotions on behalf of the Dot Album, now listed on the charts. Additionally, a title tune single b/w "Jim On The Move," from the LP, is garnering heavy airplay in all situations, the label reports.

"Consumer acceptance at the retail level has been phenomenal," said Dot Records vp and general manager Dick Peirce, "primarily for two reasons; product is 'in the groove' and overall coordination by our marketing staff has been beautiful."

Initially Dot previewed the album via a special press party in Hollywood, attended by radio station personnel, sales staffers, Lalo Schifrin and the cast of the popular tv series. Shortly thereafter, co-stars Barbara Bain and Martin Landau made a series of telephone calls to deejays throughout the nation. In keeping with the mood of the television show, sales manager Dick Bowman then began mailing humorous packages to radio stations, containing the following "warning": "This LP might not self-destruct in 10 seconds, nor will it self-destruct in 100 plays. However, you will likely blow your mind when you listen to it. Your mission: Determine how many plays this record will stand." In turn, Dot received numerous gag replies, accompanied by ashes and bits of shattered vinyl. The merchandising department played their part with displays, directed toward holiday shoppers, at key retail outlets.

In order to continue the pace set thus far, national promotion manager Freddy DeMann has concocted a "Mission Impossible" cloak & dagger type contest, directed toward radio stations and their listeners in some ten major markets. Besides LP give-aways, a grand prize of a Honda will be presented to a winning listener in each area. In addition, several thousand packages of unique animated matches are on order for mailings to opinion makers every where, in an effort to maintain the momentum.



Mack, Schifrin & Stinson

FOCUS ON JAZZ

MORT FEGA

With the Holiday Season upon us, it seems like a good time to voice a few thank you's and a few well wishes to some of the many people who make jazz what it is. So, here goes:

To DICK LaPALM, who works for Leonard Chess and his Chess, Checker, and Cadet labels, than you for being the embodiment of what a good liaison man should be. I could have said promotion man, but what Dick does goes beyond promotion. He should be given a sabbatical from his regular job so that he could write a primer, which, in turn, should be required reading for all people in the record business who concern themselves with developing good relationships with anyone who, in any capacity, handles their product. The jazzman who makes recordings would be much better off if each company had a DICK LaPALM on its payroll.

To WOODY HERMAN, thank you for the many years of great music that you have given us all. Here's hoping that Father Time will continue to smile at you, the better that you retain your vitality, your interest, your involvement in making good music. I'm grateful for the chance to echo the sentiments of hundreds of thousands of appreciators all over the world.

To ORNETTE COLEMAN, a salute for being an innovator and the fond hope that you remain strong and resolute in your devotion to your thing.

To DUKE ELLINGTON, what glories and praises can be heaped upon you that have not already been? I recommend that a monument to your greatness be constructed, in your time, so that all, the knowing and the unknowing, be ever aware of the magnitude of your contributions to music. A mere thank you seems hardly adequate where you're concerned.

To DAVE BRUBECK, now that your long tenure as leader of your group is about to come to an end, my wish for your happiness and success in whatever new horizons you approach. In your time you have been an eloquent spokesman for jazz and you have been responsible for recruiting countless thousands to the fold.

To ESMOND EDWARDS, recently having joined the Verve family as A & R man, may you continue to enjoy the high level of success that you had when you were at Prestige and at Cadet. Your track record of successful dates more than qualifies you for your present situation.

To COUNT BASIE, whose age and appearance belie the fact that his big bands have been making the good music for over thirty years, keep on keeping' on. Somehow the music scene wouldn't be the same without the knowledge that somewhere, sometime, we could have a night out to see and hear The Basie Band.

To DIZZY GILLESPIE, long may you wail! Listening to some of your vintage sides, it seems impossible that you could have become even better than you were. But as we listen to some of your current and in-between recordings it becomes crystal clear

that you have continued to grow, and, knowing you, that you shall continue to grow.

To GARY BURTON, one of the more musically adventurous members of the young jazz performers, stay with your thing, and, above all, maintain your belief that the new has a direct relationship with what has been before. Your sense of logic and form fortifies that point of view.

To JOHN HANDY, than you for your many fine efforts of the past year. Your music, like that of only some of your colleagues, affirms the attitude that freneticism and chaos can be expressed in music without sacrificing a sense of order and discipline, each of which is the hallmark of a professional musician who recognizes his obligation to his craft.

To BUCK CLAYTON, whom I had the pleasure of hearing several weeks ago, a thank you is in order. Not having heard you play in several years I must confess I had forgotten what a marvelous player you are, and you are! My wish for you is that you have the opportunity to play more local engagements so that the many, instead of the few, will be kept mindful of your beautiful music and your beautiful person.

To WILLIE BOBO, whose music is so vital and infectuous, I wish you a BIG hit record, one that would catapult you to the top of the charts. Once there, your long awaited arrival would become a matter of fact, an arrival that would have a very salutary effect on what makes it for the young, record-buying public, whose devotion to recordings that would seem to have a sameness about them could stand some kind of musical relief.

To BILLY TAYLOR, jazz pianist, jazz disk jockey, and articulate spokesman for jazz, I wish you continued good health so that you can carry on your 'round the clock activities, each of which contributes so much to the cause of good music. Seldom have I met anyone who devotes himself so completely, so unselfishly to the art of jazz. If there's anything the jazz community needs, it's more BILLY TAYLORS.

To the radio stations around the nation who program jazz on a regular basis, I salute you and I wish you continued success in your undertakings. To the many more radio stations who can, but refuse to, program jazz I suggest you re-evaluate your programming policy, particularly with an eye to your responsibility to the listening audience.

My Seasons Salutations were chosen strictly at random as they came to mind so, naturally, I've overlooked many good friends and fine performers. For this oversight I beg their indulgence and their understanding. However, to all people who devote themselves to jazz, either actively or in a passive manner, I wish for them what they would wish for themselves, in the hope that when these wishes come to fruition the world of music, and jazz in particular, will be richer as a result.

They're digging it in Harvard Yard.



Hero's Welcome

Comic Pat Cooper (rear) stopped up to the Cash Box offices with a hero for the gang (l. to r.) Mary Goodman, John Klein, Allan Dale, Tom McEntee, Irv Lichtman, U.A. promo man Danny Crystal, and Dan Bottstein. Purpose was a promotion on Cooper's latest UA album, "You Don't Have To Be Italian To Like Pat Cooper."



New 1968 Image Planned For Gore

CHICAGO — Mercury Records has begun planning for a new image campaign for Lesley Gore, who was just re-pacted by the label. The promotion is expected to go into high gear about June, when the artist graduates from Sarah Lawrence College and will be available for full-time career work.

In announcing the recontracting and initiation of the "new image" promo, Mercury head Irving Green stated, "we look for even greater horizons from Lesley Gore as an internationally accepted recording artist during the tenure of her new contract."

Central to the new look in store is bridging the gap between teen and adult popularity. The 21-year-old artist, who completes her fifth year with Merc this February, is appearing at Chicago's Scotch Mist over the Christmas vacation in a pivotal engagement to extend her appeal. A saturation campaign will be in effect in this trial run, to include at least four television shows and far spread press coverage. Radio interviews are slated and a visit to Milwaukee and several cities in Indiana are planned.

Preparing for the full-time entry into her show business career, Lesley Gore has arranged for Rogers, Cowan and Brenner to serve as her national publicity agency. She has also signed with Management Three, a New York talent counsel, whose Marty Kummer has worked toward building the act debuted in Chicago.

In connection with the overall "new image" campaign, she will be working even before graduation whenever possible with increased television appearances and a series of summer stock showings.

New album sessions will also aid the artist's transition by including diversified material. Her latest LP is due in January with her current "Magic Colors" single as the title track.

Smash Unveils Collage

CHICAGO — Smash Records last week introduced a group it has been fostering for several months — the Collage — via an album titled after the group.

The label, a division of Mercury Record Corporation, thinks so highly of the two-man, two-girl Collage that it has, among other things, completely outfitted them with costumes and purchased for them an expensive P.A. system.

An extensive promotion, publicity and advertising campaign is being initiated and a cocktail party is planned for sometime in January on the West Coast to introduce the group.

The Collage whose members are Ron Joelson, Jerry Careago, Donna

Promo Film Co. Sees Big Home-Biz Future

NEW YORK—Cartridge Film Productions, headed by Paul Jonali, is anticipating a rapid development in the filming of recording acts for home and commercial TV use.

Exploring and gaining experience in the new field, CFP has already produced several short films featuring new record acts including the United Artists' group, "The Hassles". Currently under production is a short film about the shipment of Elvis Presley's gold Cadillac to Australia for RCA Victor. RCA plans to introduce the film on TV "down under" and possibly to present it later in the United States.

In addition to the basic film production, CFP is gearing up its operations to service its films to the more than sixty TV stations in the U.S. now programming such repertoire. Jonali also indicated that there is great interest in the international use of the specially produced music-films and that CFP has plans to expand its operations to include Europe and the Far East in the immediate future.

Ascher Obtains Libraries Of Ultra Music Service

NEW YORK — Emil Ascher, Inc., has acquired distribution rights for Ultra Music Service's OK, PM and Production Music Series libraries. The announcement was made by Everett Ascher, secretary-treasurer of the company.

The PMS portion of the library includes albums which have been used to great extent by TV and Radio stations and advertising agencies as programming aids. The OK and PM music has been used as a film library service by editing and dubbing houses.

"The music in these libraries was composed by Bill Loose and Emil Cadkin and are utilized as themes for radio and TV programs, both local and network, for documentary background music, and for commercials," says Ascher. "We intend to make this music even more useful in the future. As of now many stations have purchased rights to this music, and it has been used on such shows as 'The Fugitive,' 'Ben Casey,' 'The Untouchables' and 'Ozzie & Harriet.'"

The libraries include 15 hours of music, bringing the total Ascher libraries to almost 300 hours.

Byrd and Jodi, has been together a little less than a year. Careaga got his training in rhythm & blues, Joelson in classical music, Miss Byrd in club singing and Jodi in musical comedy.

Jingles Are Through Now, It's Condensed Pop

NEW YORK — Less than two years ago, few Madison Avenue admen would have been able to distinguish Mick Jagger from Pet Clark; but through the work of a handful of people, advertising agencies are watching pop charts as carefully as many record companies.

Dave Lucas was one of the first musicians to make extensive use of mod sounds in commercials, and has continued to advance advertising from the age of the jingle to the era of condensed rock spots.

Describing the sound shifts, Lucas noted that until two years ago Madison Avenue was using "jingles" to put across messages that would stand out from straight-talk announcements and make use of "melodic retention," people's ability to better remember words set in a musical framework. All the music though was of a style from the '50's, and it was not until he and a few other musical producers and writers began slugging away with modern rock songs that pop music grabbed the ad spotlight.

Since the opening success of themes for Alka Seltzer, Diet Pepsi and a series of other products, advertisers have opened the doors to inventive music figures from the new scene. More and more interest is being shown in trends that shape the ear appeal of today's market, with particular emphasis on teen and young adult consumers who are fast becoming the majority of the buying public.

Not only is a tremendous amount of new material being bought from publishers for revamping and rewording to sell a product; but a good deal of original music is coming back in instrumental and non-ad versions for rock sales.

"No Matter What Shape Your Stomach Is In" by the T-Bones and "Music to Watch Girls By" from the Bob Crewe Generation and Andy Williams are the biggest successes in the return movement; with other efforts including the "Take Me Along" United Airlines song from the Ray Charles Singers, and tunes taken from Clairol,

Bactine, and others also highlighting the movement.

Meanwhile, "Up, Up and Away" (being adapted by Lucas for TWA) and a collection of contemporary hits in use by Coca Cola exemplify the countertrend.

No longer are advertisements merely jingles, but a distilled pop music form which trims the current sound from three-minutes to a one-minute or less form.

Discussing his own work, Lucas notes that he follows the normal form of a pop song, but keeps it tight, eliminates repetition where possible, and thus has a musically "right" composition that fits the advertising time limitation. One of the reasons he cited for his success in boosting the updating of ad music was that Lucas handles his composing, arranging and production. Former music personnel working in advertising were basically arrangers who would set up simpler efforts used in making commercials.

Lucas began as bandboy and performer with the Buddy Rich Orchestra, and had compiled many credits before turning to commercial writing. He was musical director of the off-Broadway show "The Golden Screw" which was recorded for Atlantic in an original cast version; produced several sessions for Scepter; and scored the music for "Two," a movie short recently shown with "Luv" during its New York downtown run. Lucas also co-heads D'Lisa publishers, a BMI affiliate.

Winner of a Clio, the advertising world's Oscar, for his Yardley "Slicker" theme, Lucas is also in the running this year with his Pall Mall "Seven Minute Cigarette" theme, and has been busy with music for tv spots featuring Volkswagen, Salem, Fresca, Canoe, Ambush and other products.

Things have nearly gotten out of hand since Lucas began work in commercial writing, and though he has been planning to re-enter pop music commitments leave little time to get back to work on a non-advertising bit of commercial work.

ASCAP Names 2 In Operation Youth

NEW YORK — ASCAP's youth-in-writing-and-publishing membership drive picks up steam with the appointments of Mark Meyerson and Harvey Lippert to staff posts as membership reps.

In the east, Meyerson, 25, will work with Paul Marks, director of the society's distribution. Lippert, 27, is covering the west out of the Beverly Hills ASCAP office run by Herbert N. Gottlieb.

Both Lippert and Meyerson are closely associated with the current music scene. Meyerson is a musician who played electric piano and drums with a rock group while still an Amherst undergraduate. Lippert, a one-time acting student and long-time contemporary music buff, spent several years in record promotion in Los Angeles before joining ASCAP.

"We believe in the exciting contributions that dynamic young writers and publishers are making and will make," commented ASCAP president

Stanley Adams in announcing the appointments, "and we believe that ASCAP has a great deal to offer those creative talents. Young, knowledgeable and able to communicate with their contemporaries, Harvey Lippert and Mark Meyerson are indicative of our commitment to get the facts about ASCAP to this important new generation of composers and lyricists. We care about writers and publishers and the advantages of ASCAP membership reflect this concern. It will be these important facts that Meyerson and Lippert are to explain in frank and realistic terms."

Drive Paying Off

The new ASCAP royalty distribution system, which combines a "fast payout" with the long-range security of "averaging" performance credits and income, has recently attracted such talented new members as Arlo Guthrie, The Strawberry Alarm Clock, Bobbie Gentry, The Doors, Joan Baez and The Mamas and The Papas.



AFTER 'A BANDA'—Herb Alpert is shown here after performing "A Banda" in an unusual finale at the Hollywood Bowl. The performance was somewhat unusual in that it featured the combined Brasil '66, Baja Marimba, and Tijuana Brass bands. Alpert is posed with Betty and Debbie Frenkiel. Debbie is manager of Fermata International Melodies, publishers of "A Banda."

The Strangler's hung up on it.



Epic Releases New LP's And Tapes For January

NEW YORK—Epic Records is releasing six popular albums, six jazz LP's, and eight stereo tapes available in four and eight-track conversions.

The popular packages are: "Love Themes," the Doodletown Pipers; "David Houston's Greatest Hits;" "Charlie Walker's Greatest Hits;" "Take Me To Your World/I Don't Wanna Play House," Tammy Wynette; "Everybody Knows," the Dave Clark Five; and "The Godfrey Cambridge Show."

The jazz sets are: "Hodge Podge," Johnny Hodges and his Orchestra, featuring Cootie Williams, Lawrence Brown, and Duke Ellington; "The Hackett Horn," Bobby Hackett and his Orchestra; "The Duke's Men," Barney Bigard and his Jazzopaters, Rex Stewart and his 52nd Street Stompers, Johnny Hodges and his Orchestra, and Cootie Williams and his Rug Cutters; "Chu (1936-1940)," Chu Berry and his Stompy Stevedores, with Teddy Wilson and his Orchestra, Cab Calloway and his Orchestra; vocals by Hot Lips Page, Cab Calloway, and Bennie Payne; "Red Norvo And His All Stars;" and "Gabbins' Blues' And Other Big Hits," Big Maybelle, featuring Sam "The Man" Taylor, Brownie McGhee, Mickey "Guitar" Baker, Ernie Hayes, and Budd Johnson.

The four and eight-track stereo tapes are: "Please Love Me Forever," Bobby Vinton; "Wear Your Love Like Heaven," Donovan; "Dear Eloise/King Midas In Reverse," the Hollies; "Charlie Walker's Greatest Hits;" "Take Me To Your World/I Don't Wanna Play House," Tammy Wynette; "David Houston's Greatest Hits;" "Everybody Knows," the Dave Clark Five; and Lawrence Welk's Greatest Hits," Eddie Layton.



IN 3 DIMENSIONS — Heading up a list of music notables attending the recent press reception in honor of the formal release of the new Rolling Stones LP, "Their Satanic Majesties Request," in New York, were D. H. Toller-Bond, chairman of the board for London, here proudly presenting the first copy of the album with its unique 3-dimensional cover to Iris Keitel, representing the group's manager, Allen Klein.

Longest Nitery Stint Set For Frank Sinatra

NEW YORK—On February 7, at the Fontainebleau Hotel in Miami Beach, Frank Sinatra will begin to play the longest nightclub engagement of his career. Commencing that night, he will be doing one show nightly, six nights a week, for six consecutive weeks. On February 19 Sinatra starts shooting 20th Century Fox's sequel to "Tony Rome," called "Lady In Cement." As with its predecessor, "Lady In Cement" will be shot entirely in Miami.

Paul Reveres Them.



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 distrib. No expiration date.

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

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

Capitol, Manpower In Merchandising Tie-In

HOLLYWOOD—In order to augment its 1967 post-Christmas merchandising campaign, Capitol Records Distributing Corp. has tied in with Salespower, the marketing division of Manpower, Inc., according to an announcement by Brown Meggs, vice president and national merchandising manager of CRDC. According to the agreement, Salespower will make 1,000 complete point-of-purchase installations in 18 markets throughout the country in one day, December 26.

Catchword for the campaign is the slogan, "Day-Old Christmas Gifts at Low Prices." Ready for distribution is a series of ad mats, for co-op news-

paper advertising and featuring the latest in Capitol's best selling albums—the Beatles' "Magical Mystery Tour," Jimi Hendrix's "Get That Feeling" and the Beach Boys' "Wild Honey."

In-store display and merchandising pieces include a step-down floor merchandiser and a window banner with a bedraggled Santa Claus staring tiredly at the Christmas gift copy. All of the point-of-purchase materials will promote the "day-old gifts" theme. Divider card titles read as follows: "Party Picker-Uppers," "Left-Overs," "Grab-Bag Goodies," "Nifty and New" and "Year-End Specials."

Leonetti Forms Cyntom Pubbery

LOS ANGELES—Cyntom Publishing Company has been formed by singer-composer Tommy Leonetti, who has written songs for John Gary, Sergio Franchi, Trini Lopez, Bobby Vee, and Vikki Carr, among others. The pubbery own the rights to all of Leonetti's original compositions. Trini Lopez' newest single release for Warner Bros./Reprise is Leonetti's tune "Let's Take A Walk." Leonetti himself records for Columbia Records.

Fania Relocates; Signs 2 Artists Issues 7 Albums

NEW YORK—Fania Records has moved to new and larger quarters, according to an announcement by Jerry Mascucci, president of the label. The firm is now located at 850 Seventh Avenue. With the announcement came word that the diskery has signed Ray Barretto and Mongo Santamaria, Jr. Plans call for seven albums to be released in January, which include Barretto and Santamaria. Others in the release will be Orchestra Harlow, Willie Colon, George Guzman, Bobby Valentin, and the Latineers. Johnny Pacheco, vp of Fania who also records for the label will have a new release, entitled "Pacheco Presents Monguito."

Harvey Averde, vp in charge of production and promotion reports that Fania's releases for December, "Subway Joe Bataan" and "Ralph Robles Was Here," are seeing good sales action.

The Latin-oriented Fania label will number 24 LP's in its catalog by January.

CORRECTION

Last week's story on the death of Eugene Auerbach, vp of directing marketing at CBS, contained incorrect spelling of his name.

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TOP 100 Albums

DECEMBER 30, 1967

- 1 **MAGICAL MYSTERY TOUR**
Beatles (Capitol MAL/SMAL 2835) 21
- 2 **PISCES, AQUARIUS, CAPRICORN & JONES LTD**
Monkees (Colgems COM/COS 104) 1
- 3 **THEIR SATANIC MAJESTIES REQUEST**
Rolling Stones (London NP/NPS 2) 11
- 4 **HERB ALPERT'S NINTH**
Herb Alpert & Tijuana Brass (A&M 134/SP 4134) 18
- 5 **DIANA ROSS & THE SUPREMES GREATEST HITS**
(Motown M/MS 2-663) 2
- 6 **SGT. PEPPER'S LONELY HEART'S CLUB BAND**
Beatles Capital T/TS 2653 4
- 7 **DR. ZHIVAGO**
Soundtrack (MGM E/ES 6 ST) 6
- 8 **FAREWELL TO THE FIRST GOLDEN ERA**
Mamas & Papas (Dunhill D/DS 50025) 5
- 9 **STRANGE DAYS**
Doors (Elektra EK 4014/EKS 7414) 3
- 10 **DISRAELI GEARS**
Cream (Atco 232/SD 232) 17
- 11 **SIMPLY STREISAND**
Barbra Streisand (Columbia CL 2682/CS 9482) 7
- 12 **SOUND OF MUSIC**
Soundtrack (RCA Victor LOC/LSOD 2005) 14
- 13 **THE TURTLES GOLDEN HITS**
White Whale (WW 115/WWS 7115) 15
- 14 **INCENSE AND PEPPERMINTS**
Strawberry Alarm Clock (UNI 3014/73014) 8
- 15 **LOVE ANDY**
Andy Williams (Columbia CL 2766/CS 9566) 13
- 16 **DIONNE WARWICK'S GOLDEN HITS PART ONE**
(Scepter SRM/SRS 565) 16
- 17 **VANILLA FUDGE**
(Atco 224/SD 224) 10
- 18 **IT MUST BE HIM**
Vicki Carr (Liberty LRP 3533/LST 7533) 9
- 19 **ARE YOU EXPERIENCED**
Jimi Hendrix Experience (Reprise R/RS 6261) 12
- 20 **4 TOPS GREATEST HITS**
(Motown M/MS 662) 19
- 21 **THE DOORS**
(Elektra EK 4007/EKS 74007) 24
- 22 **THE COWSILLS**
(MGM E/SE 4498) 23
- 23 **AFTER BATHING AT BAXTER'S**
Jefferson Airplane (RCA Victor LOP/LSO 1511) 34
- 24 **BEE GEES 1ST**
(Atco 233/SD 233) 20
- 25 **A DAY IN THE LIFE**
Wes Montgomery (A&M 2001/SP 3001) 22
- 26 **TO SIR, WITH LOVE**
Soundtrack (Fontana MGF 27569/SRF 67569) 25
- 27 **GROOVIN'**
Young Rascals (Atlantic 8148/SD 8148) 29
- 28 **ARETHA ARRIVES**
Aretha Franklin (Atlantic 8150/SD 8150) 30
- 29 **RELEASE ME**
Engelbert Humperdinck (Parrot PA 61012/PAS 71012) 27
- 30 **CAMELOT**
Soundtrack (Warner Bros. B/BS 1712) 31
- 31 **THE LAST WALTZ**
Engelbert Humperdinck (Parrot PA 61015/PAS 71015) 37
- 32 **INSIGHT OUT**
Association (Warner Bros. W/WS 1696) 26
- 33 **BUFFALO SPRINGFIELD AGAIN**
(Atco 226/SD 226) 33
- 34 **TO SIR, WITH LOVE**
Lulu (Epic LN 24339/BN 26339) 32
- 35 **THE BYRDS GREATEST HITS**
(Columbia CL 2716/CS 9516) 28
- 36 **ALL MITCH RYDER HITS**
(New Voice NV/NVS 2004) 39
- 37 **THE BOX TOPS**
(Bell 6011/S 6011) 38
- 38 **ALICE'S RESTAURANT**
Arla Guthrie (Reprise R/RS 6267) 42
- 39 **IN A MELLOW MOOD**
Temptation (Gardy G/GS 924) 50
- 40 **A CHRISTMAS ALBUM**
Barbra Streisand (Columbia CL 2757/CS 9557) 64
- 41 **FRESH CREAM**
Cream (Atco 206/SD 206) 40
- 42 **BEST OF WILSON PICKETT**
(Atlantic 8151/SD 8151) 35
- 43 **GONE WITH THE WIND**
Soundtrack (MGM 1E-10 St) 36
- 44 **ALBUM 1700**
Peter, Paul & Mary (Warner Bros. W/WS 1700) 41
- 45 **WILD HONEY**
Beach Boys (Capitol T/ST 2859) 85
- 46 **HAWAIIAN ALBUM**
Ray Canniff (Columbia CL 2747/SC 9547) 47
- 47 **MANTOVANI/HOLLYWOOD**
(London LL3516/PS 516) 55
- 48 **DOCTOR DOLITTLE**
Soundtrack (20th Century-Fox DTCS 5101) 48
- 49 **CLAMBAKE**
Elvis Presley (RCA Victor LPM/LPS 3893) 53
- 50 **TEMPTATIONS GREATEST HITS**
(Gordy GM/GS 919) 57
- 51 **UP, UP AND AWAY**
Johnny Mathis (Columbia CL 2726/CS 9526) 61
- 52 **WITH LOVE CHER**
(Imperial LP 9358/LPS 12358) 56
- 53 **WINDOWS OF THE WORLD**
Dionne Warwick (Scepter SRM/SRS 563) 43
- 54 **TURN THE WORLD AROUND**
Eddy Arnold (RCA Victor LPM/LSP 3869) 45
- 55 **A MAN AND A WOMAN**
Soundtrack (United Artists UAL 4147/UAS 5147) 44
- 56 **ODE TO BILLIE JOE**
Bobby Gentry (Capitol T/ST 2830) 46
- 57 **SOUNDS LIKE**
Herb Alpert & Tijuana Brass (A&M LP 124/SP 4124) 52
- 58 **SUPER HITS**
Various Artists (Atlantic 501/SD 501) 49
- 59 **MONKEES HEADQUARTERS**
(Calgems COM/COS 103) 54
- 60 **SNOOPY AND HIS FRIENDS THE ROYAL GUARDSMEN**
(Laurie LLP/SLP 2042) 70
- 61 **PINK FLOYD**
(Tower T/ST 5093) 65
- 62 **RAVI SHANKAR AT THE MONTEREY INT'L POP FESTIVAL**
World Pacific (WP 1442/WPS 21442) 62
- 63 **FLOWERS**
Rolling Stones (London LL 3509-PS 509) 58
- 64 **I FEEL LIKE IM FIXIN' TO DIE**
Country Joe & The Fish (Vanguard VRS 9266/VSD 79266) 84
- 65 **FOR A FEW DOLLARS MORE**
Leroy Holmes (United Artists UAL 3608/UAS 6608) 67
- 66 **COWBOYS AND COLORED PEOPLE**
Flip Wilson (Atlantic 8149) 86
- 67 **EVERYBODY NEEDS LOVE**
Gladys Knight & The Pips (Soul S/SS 706) 74
- 68 **A GIFT FROM A FLOWER TO A GARDEN**
Danavan (Epic L2N 6071/B2N 171) 88
- 69 **WHEN THE WHISTLE BLOWS**
Soul Survivors (Crimson LP 502) 73
- 70 **MAN OF LA MANCHA**
Original Cast (Kapp KRL 4505/KRS 5505) 97
- 71 **PLEASE LOVE ME FOREVER**
Bobby Vinton (Epic LN 24341/BN 26341) 78
- 72 **SOUL MEN**
Sam & Dave (Stax 725/SD 725) 72
- 73 **WITHOUT HER**
Jack Jones (RCA Victor LPM/LPS 3911) 75
- 74 **WHEN THE SNOW IS ON THE ROSES**
Ed Ames (RCA Victor LPM/LSP 3913) 87
- 75 **PATA PATA**
Miriam Makeba (Reprise R/RS 6274) 79
- 76 **THE VOICE OF SCOTT MCKENZIE**
(Ode Z12 44001/Z12 44002) 77
- 77 **FOR ALL THE SEASONS OF YOUR MIND**
Janis Ian (Verve Forecast FT/FTS 3024) 76
- 78 **HISTORY OF OTIS REDDING**
(Volt M/S 418) 101
- 79 **EYDIE GORME'S GREATEST HITS**
(Columbia CL 2764/CS9564) 69
- 80 **WELCOME TO MY WORLD**
Dean Martin (Reprise R/RS 6250) 59
- 81 **ALLIGATOR BOOGOLOO**
Lou Donaldson (Blue Note BLP 4263/BLPS 84264) 81
- 82 **GET THAT FEELING**
Jimi Hendrix & Curtis Knight (Capitol T/ST 2856) 134
- 83 **BEST OF SONNY & CHER**
(Atco 219/SD 219) 60
- 84 **SMOKEY ROBINSON & THE MIRACLES MAKE IT HAPPEN**
(Tamla T/TS 276) 66
- 85 **LOOK OF LOVE**
Claudine Longet (A&M 129/SP 4129) 63
- 86 **ANYTHING GOES**
Harpers Bizarre (Warner Bros. W/WS 1716) 83
- 87 **MISSION IMPOSSIBLE**
Laio Schiffrin (Dot DLP 25831) 89
- 88 **THE MAGIC GARDEN**
The 5th Dimension (Soul City SCM 91001/SCS 92001) 90
- 89 **MARY IN THE MORNING**
Al Martino (Capitol T/ST 2780) 68
- 90 **ENCORE**
Henry Mancini (RCA Victor LPM/LPS 3887) 94
- 91 **CHRISTMAS RHAPSODIES FOR YOUNG LOVERS**
Midnight String Quartet (Viva V/V3 6010) 96
- 92 **THE WHO SELL OUT**
(Decca DL 4950/DL 74950) —
- 93 **HUGH MASAKELA IS ALIVE AT THE WHISKEY**
(UNI UNI 3015/73015) —
- 94 **DANCING IN THE STREET**
Ramsey Lewis (Cadet LP/LPS 794) 93
- 95 **\$1,000,000 WEEKEND**
Ventures (Dolton LRP 2054/LST 8054) —
- 96 **RIGHTEOUS BROTHERS GREATEST HITS**
(Verve V/V6 5020) 91
- 97 **FOWL PLAY**
Baja Marimba Band (A&M 136/SP 4136) 136
- 98 **PLEASURES OF THE HARBOR**
Phil Ochs (A&M 133/SP 4133) 98
- 99 **WITH A LOT O'SOUL**
Temptation (Gardy G/GS 922) 95
- 100 **REACH OUT**
Burt Bacharach (A&M 131/SP 4131) 126
- 101 **MASS IN F MINOR**
Electric Prunes (Reprise R/RS 6075)
- 102 **YOU DON'T HAVE TO BE ITALIAN TO LIKE PAT COOPER**
(United Artists UAL 3600/UAS 6600)
- 103 **REVENGE**
Bill Casby (Warner Bros. W/WS 1169)
- 104 **LOOK OF LOVE**
Dusty Springfield (Philips PHM 200-256/PHS 600-256)
- 105 **FLYING NUN**
Sally Field (Colgems COM/COS 106)
- 106 **HELLO DOLLY**
New Cast Pearl Bailey & Co. (RCA Victor LOC/LSO 1147)
- 107 **CANDYMEN**
(ABC ABC/ABC8 616)
- 108 **COLLAGE**
Noel Harrison (Reprise R/RS 6263)
- 109 **STONE PONEYS VOL. II**
(Capitol T/ST 2763)
- 110 **WHIPPED CREAM**
Herb Alpert & Tijuana Brass (A&M LP 110/SP 4110)
- 111 **RESPECT**
Jimmy Smith (Verve V/V-6 8705)
- 112 **CLEAR LIGHT**
(Elektra EKL/EKS 74011)
- 113 **THE WORLD WE KNEW**
Frank Sinatra (Reprise F/FS 1022)
- 114 **HERE WHERE THERE IS LOVE**
Dionne Warwick (Scepter M/S 555)
- 115 **A KIND OF HUSH**
John Davidsan (Columbia CL 2734/CS 9534)
- 116 **WHAT NOW MY LOVE**
Mitch Ryder (Dynavoic DY 1901/31901)
- 117 **PSYCLE**
Happenings (B. T. Puppy BTP/8TPS 1003)
- 118 **THERE MUST BE A WAY**
Jimmy Roselli (United Artists ULA 3611/UAS 6611)
- 119 **GROOVIN' WITH THE SOULFUL STRINGS**
(Cadet LP/LPS 794)
- 120 **GOLDEN GREATS BY THE VENTURES**
(Liberty LRP 2053/LST 8053)
- 121 **DOWN TO MIDDLE EARTH**
Hobbits (Decca DL 4920/74920)
- 122 **LET IT OUT**
Hombres (Verve/Farecast FT/FTS 3036)
- 123 **THESE ARE MY SONGS**
Petula Clark (Warner Bros. W/WS 1698)
- 124 **JOHN GARY CARNEGIE HALL CONCERT**
(RCA Victor LOC/LSO 1139)
- 125 **SILVER THROAT-BILL COSBY SINGS**
(Warner Bros. W/WS 1709)
- 126 **EVERLASTING LOVE**
Robert Knight (Manument 7000/17000)
- 127 **LATIN' LOVE-IN**
Tany Mattola (Project 3 PR 5010 SD)
- 128 **SOMETHING SUPER**
King Richard Fluegel Knights (MTA MTA 1005/MTS 5005)
- 129 **SMILEY SMILE**
Beach Boys (Brother T/ST 9001)
- 130 **FISTFUL OF DOLLARS**
Soundtrack (RCA Victor LOC/LOS 1135)
- 131 **SURREALISTIC PILLOW**
Jefferson Airplane (RCA LPM/LPS 3766)
- 132 **THE KENNEDY DREAM**
Oliver Nelson (Impulse A/AS 9144)
- 133 **COME BACK WHEN YOU GROW UP**
Bobby Vee (Liberty LRP 3534/LST 7534)
- 134 **WILDFLOWERS**
Judy Collins (Elektra EKS 74012)
- 135 **LETTERMEN . . . AND LIVE**
(Capitol T/ST 2758)
- 136 **LISTEN**
Ray Charles (ABC ABC/ABC5 595)
- 137 **FIDDLER ON THE ROOF**
Original Cast (RCA Victor LPM/LPS 3730)
- 138 **LUSH LIFE**
Nancy Wilson (Capitol T/ST 2757)
- 139 **TODAY'S THEMES FOR YOUNG LOVERS**
Percy Faith (Columbia CL 2704/CS 9504)
- 140 **THAT'S MY KICK**
Earl Garner (MGM E/SE 4463)

Taft Stations Join ABC's New American FM Network

NEW YORK — Walter A. Schwartz, president of the ABC Radio Network, last week announced that the Taft Broadcasting Company has affiliated all of its FM radio stations with ABC's new American FM Radio Network, which premieres on New Year's Day.

The Taft FM stations are: WKRC-FM, Cincinnati; WGR-FM, Buffalo; WDAF-FM, Kansas City; WTVN-FM, Columbus; and WBRC-FM, Birmingham.

"We are delighted to welcome the Taft stations to the new network," Schwartz said. The new network's format will complement the local programming of each of the stations.

"The affiliation of the Taft stations with the American FM Radio Network," Schwartz added, "is a significant step in the history of broadcasting in general and FM in particular. It is indicative of the acceptance of the concept of a national network of FM stations."

Major Markets

"With about two weeks remaining before the network debuts on Jan. 1, FM stations covering the country's top five markets and eight of the top 10 markets have already signed as affiliates," Schwartz said.

These stations serve New York City, Los Angeles, Chicago, Philadelphia, Detroit, Boston, Washington, D. C., and St. Louis. San Francisco, the sixth major market in the U.S., and Pittsburgh, the ninth, are expected to provide the rapidly expanding network with outlets before programming begins on New Year's Day, according to Schwartz.

Alexander Smallens, Jr., program director of the nation's first national FM Radio Network, said that on a broader scale FM stations in 40 of the country's top 50 markets are now affiliated with the new network and that "there is every reason to believe that by Jan. 1 we will have 47 of the top 50 markets covered, giving us highly effective major market saturation."

"In all, the FM network, one of four networks of the American Broadcasting Companies bowing on Jan. 1, has signed affiliated stations in 123 of the top 200 markets."

In some cases, the program director said, the new network is breaking into totally new areas, putting lines in for some stations where they had not existed.

Among the services which the new network will provide for its nationwide line-up of stations are 12 five-minute daily newscasts plus special news and public affairs programs.



LET'S PLAY TAPE—Harold Wally (right), of Wally's Stereo Tape City, is merchandising the MGM Playtape machine and cartridges through the use of special wall and window displays. He is shown posed with Mel Price, manager of MGM's Playtape dept. Theme copy being used on the display is "The Mobile Sound System For Mobile Young America."

MacMillan Co. To Tie-In Mountfort Mission On Audio-Visual Project

NEW YORK—The MacMillan Co. will use the artistry of the Mountfort Mission, a group of singing seminarians who do anti-poverty work in St. Louis, for an audio-visual project.

The deal, according to a spokesman for the group, involves the creation of a 4-LP package with four film strips and a 260-page textbook to be written by the group. Completion of the project is expected to take at least



a year, at which time the book publisher will distribute the audio-visual aid to school systems. The book will be called "Dialog in Self-Fulfillment," which will concern questions of social significance. The book will contain lyrics of songs penned by the quintet that are sung on the LP's.

MacMillan recently offered a similar project by the Supremes, a learning series on hygiene.

Meanwhile, the team reports a steady increase in sales interest for their first Reprise album, "Yesterday's Gone." Pre-holiday orders on the LP, produced by famed folk music authority Milt Okun, reached 10,000 from the J. C. Penney chain and 6,000 from E. J. Korvettes.

The LP includes a quasi-protest song by the group, "No More Silence," on which they are accompanied by Mary Travers of Peter, Paul & Mary.

The Mountfort Mission has appeared at rock concerts with such groups as the Association, the Rascals and the Turtles. They also write a column for the St. Louis Post Dispatch and are planning a series of public service announcements for radio.

Happy Birthday, Mr. Klein!

RIVERDALE, N.Y.—"I was stunned. I froze," said Allen Klein, president of Allen Klein & Co. and Cameo-Parkway Records, when asked how he was effected by the surprise birthday party given for him at his Riverdale estate on Sunday, December 17. Klein had just returned from a New York Giants football game with his wife Betty and was preparing to spend a quiet evening at home, when—POW!—just as he entered his living room, lights, music and a multitude of people singing "Happy Birthday" came at him all at once. "I was stunned. I froze."

People journeyed from all over to attend the event. Bobby Vinton came down from Toronto; TV and movie actor Tony Anthony jetted in from Rome; Ray Davis, of the Kinks came in two hours earlier than scheduled from London; British photographer Michael Cooper delayed his videotaping with the Beatles to be on hand—and a host of other guests including bankers and brokers, recording artists, managers, distributors, lawyers and execs from the disk firms congregated to wish Klein well.

The party began at 4 P.M. and at midnight the orchestra and the guests were all still swinging.

Marty Klein Joins GAC In Concert Department

NEW YORK—Marty Klein last week joined the concert department staff of GAC where he is now working at the New York office reporting directly to Larry Bennett, vice president and head of the section.

Klein had been with the Gerald W. Purcell Associates talent management organization where he was national director of the concert division, responsible for all client bookings in all areas (with the exception of television), company sponsored promotions and productions for over 200 separate engagements and packaging. Among the artists handled by Klein through Purcell were Al Hirt, Eddy Arnold, Sally Ann Howes and Boots Randolph.

Earlier, he had worked as executive director of the 14 million dollar Baltimore Civic Center, which entailed scheduling of multi-purpose events, operational management, etc. When he assumed the post in '65, the Center was operating at a \$38,000 loss. At the time he left a \$26,000 operating surplus had been achieved.

Klein took a Marketing degree from the Bernard Baruch School of Business Administration, a branch of City College of New York; is married and currently living in Mt. Vernon, N.Y.

Hoffman Forms Pub With Kenny O'Dell

HOLLYWOOD — A new publishing firm, Beautiful Music, has just been formed by Byron Hoffman, president of Vegas Records, in partnership with Vegas recording artist Kenny O'Dell. The new pubbery will be affiliated with BMI.

O'Dell's Vegas single "Beautiful People," is currently #35 on the Top 100. The artist wrote the song himself, and it has been covered by Bobby Vee. Vee's Liberty label waxing of "Beautiful People" is currently #32 on the Top 100.

Vegas Records and Vegas Music are both based in Las Vegas, Nevada.

Merger Planned By MCA, Spencer Gifts

NEW YORK—An agreement in principle has been reached for merger of MCA, the entertainment complex, and Spencer Gifts, according to Lew Wasserman, president of MCA, and Max Adler, chairman of the large mail order-retail operation.

The transaction is still subject to approval of a definitive agreement by the boards of both companies and the shareholders of Spencer Gifts. The merger would be effected by the exchange of one-third (1/3) share of MCA Inc. Common for each outstanding share of Spencer Gifts, Inc. Common. It is anticipated that the exchange will be made on a tax-free basis.

MCA Inc. reported sales of \$218,137,751 and earnings of \$13,619,194 for the year ended December 31, 1966. Spencer Gifts reported sales of \$16,689,821 and earnings of \$1,006,531 for the same period.

Memphis Adds Pepper

MEMPHIS — Newest addition to the Memphis recording scene is Pepper Records, a division of Pepper Sound Studios. Most program directors and deejays will recognize Pepper as a top producer and manufacturer of radio and television station identification announcements and commercials.

Heading the diskery is Marty Lacker, personal bookkeeper and secretary to Elvis Presley for the past five years. Prior to that, Lacker worked in radio as director of programming and promotions.

Two releases have already hit the market from Pepper, "There's Reasons Why" from the Scandals and Ollie Jackson's "Barbara." Other artists pacted to the label include the Short Kuts, Avantis and Windy Rivers. Singles will be released by these groups after New Year's.

Pepper has already established a distribution system covering key cities in the country through thirty distributors. Deals are presently in the works for representation in Canada and overseas.



They came, they saw, they Concord.



Otis Redding Buried In Macon, Georgia

NEW YORK—Otis Redding, 26, famous for popularizing the "Memphis Sound" was buried last week (18) on the grounds of his 300 acre Big O Ranch near Macon, Georgia. (Cash Box had been incorrectly advised that the date of burial was Friday, December 15.)

Earlier in the day, from 7 to 11:30 A.M., Redding's body had laid in state in the City Auditorium in Macon, scene of many Otis Redding performances. A steady procession of thousands of his fans filed by to pay their last respects. At noon, a public funeral service was held in the City Auditorium, which was attended by many figures in the music world. Following the public funeral service, a private service was held at the ranch in keeping with an often expressed desire of Redding to be buried there.

COPMW Names

LOS ANGELES — Dick Linke, Seymour Heller, Edward Sherman, Red Doff and Glenn Rose have been chosen to serve on the 1968 planning committee of the Conference of Personal Managers, West, by the organization's president, Bill Loeb.




INKING TOGETHER—Johnny Hammond Smith is shown inking an exclusive management contract with Eddie O'Jay. The two have been acquainted for about 10-years and expect to have a strong and long lasting business arrangement.

Kon-Ti-Ki Floats Into New York

NEW YORK—Kon-ti-ki Records has opened offices at The President Hotel in New York, Joey Vance, president of the new firm, has announced. Vance formerly recorded for Mercury Records under the name of Ali Baba. The first release on the Kon-ti-ki label is "Can't Take My Eyes Off Of You" b/w "Come Back To Me Baby," by 18-year-old Georgie Dee who hails from New Jersey and as a youngster was with his brothers in a singing group known as the Dee Brothers. The session was recorded in Charlotte, North Carolina, and already Georgie has TV appearances scheduled for Jim Kilgore's Show in Charlotte and The Clark Race Show on KDKA-TV, Pittsburgh. National distribution is now being set.

JOE BATAAN
DOES IT AGAIN
WITH HIS
BRAND NEW
ALBUM



"SUBWAY JOE BATAAN"
FANIA LP 345/SLP345
DEEJAYS — WRITE FOR COPIES:
FANIA RECORDS
850 SEVENTH AVE., NEW YORK, N. Y.
(212) PL 7-9120

CashBox Top 50 In R & B Locations

| | | | | | |
|-----------|--|----|-----------|---|----|
| 1 | CHAIN OF FOOLS Aretha Franklin (Atlantic 2464) | 1 | 26 | UNITED Part 1 Music Makers (Gamble 210) | 28 |
| 2 | I HEARD IT THRU THE GRAPE VINE Gladys Knight & Pips (Saul 35039) | 2 | 27 | SOMETHING'S MISSING 5 Stairsteps (Buddah 20) | 31 |
| 3 | I SECOND THAT EMOTION Smakey Robinsan & Miracles (Tamla 54159) | 3 | 28 | I CALL IT LOVE Manhattan (Carnival 533) | 23 |
| 4 | BOO-GA-LOO DOWN BROADWAY Fantastic Johnny C (Phil L.A. of Saul 305) | 4 | 29 | COUNT THE DAYS Inez & Charlie Faxx (Dynamia 112) | 33 |
| 5 | SKINNY LEGS AND ALL Joe Tex (Atca 4063) | 6 | 30 | STORYBOOK CHILDREN Billy Vera & Judy Clay (Atlantic 2445) | 35 |
| 6 | TELL MAMA Etta James (Cadet 5578) | 8 | 31 | SINCE YOU SHOWED ME HOW TO BE HAPPY Jackie Wilson (Brunswick 55354) | 27 |
| 7 | I'LL BE SWEETER TOMORROW OJays (Bell 691) | 9 | 32 | SPOOKY Classics IV (Imperial 66259) | 41 |
| 8 | HONEY CHILE Martha Reeves & Vandellas (Gardy 7067) | 11 | 33 | A MAN NEEDS A WOMAN James Carr (Galdwax 332) | 48 |
| 9 | I'M IN LOVE Wilson Pickett (Atlantic 2448) | 12 | 34 | THIS THING CALLED LOVE Webbs (Pap Side 4593) | 36 |
| 10 | IF I COULD BUILD MY WORLD AROUND YOU Marvin Gaye & Tammi Terrell (Tamla 54156) | 14 | 35 | SOUL MAN Sam & Dave (Stax 231) | 25 |
| 11 | I SAY A LITTLE PRAYER Dianne Warwick (Scepter 12203) | 7 | 36 | HOW BEAUTIFUL OUR LOVE IS Platters (Musicar 1288) | 42 |
| 12 | PIECE OF MY HEART Erma Franklin (Shout 221) | 13 | 37 | TOUCH OF BLUES Babby Bland (Duke 426) | 29 |
| 13 | AND GET AWAY Esquire (Bunky 7752) | 15 | 38 | WE'RE A WINNER Impressians (A&C Paramount 11022) | — |
| 14 | YESTERDAY Ray Charles (ABC 11009) | 5 | 39 | SOMEBODY'S SLEEPING IN MY BED Johnny Taylor (Stax 235) | 43 |
| 15 | LOVE POWER Sandpebbles (Calla 141) | 17 | 40 | SOCKIN' 1-2-3-4 Jahn Raberts (Duke 425) | 30 |
| 16 | BACK UP TRAIN Al Greene (Hot Line 15000) | 18 | 41 | MORE MORE Little Milton (Checker 1189) | 45 |
| 17 | IN AND OUT OF LOVE Diana Rasc & Supremes (Matawn 11) | 10 | 42 | PICK UP THE PIECES Carla Thomas (Stax 239) | 47 |
| 18 | COME SEE ABOUT ME Jr. Walkers & The All Stars (Saul 35041) | 19 | 43 | MOCKINGBIRD Aretha Franklin (Columbia 44381) | 46 |
| 19 | I CAN'T STAND MYSELF James Brawn (King 6144) | 22 | 44 | I'D RATHER GO BLIND Etta James (Cadet 5578) | 49 |
| 20 | WINDY Wes Mantgamery (A&M 833) | 24 | 45 | OH HOW IT, HURTS Barbara Masan (Arctic 137) | — |
| 21 | O-O I LOVE YOU Dells (Cadet 5574) | 20 | 46 | HEY JOYCE Lau Courtney (Riverside 4594) | 44 |
| 22 | UP TIGHT GOOD MAN Laura Lee (Chess 2030) | 26 | 47 | BORN FREE Hesitations (Kapp 878) | — |
| 23 | MY BABY MUST BE A MAGICIAN Marveletts (Tamla 54158) | 32 | 48 | SHAME ON ME Chuck Jackson (Wand 1166) | 39 |
| 24 | WHERE IS THE PARTY Helena Ferguson (Compass 7009) | 21 | 49 | FINDERS KEEPERS Al Kent (RIC Tic 133) | 46 |
| 25 | PATA PATA Miriam Makeba (Reprise 0606) | 16 | 50 | HAVE A LITTLE MERCY Gene Wells (Calla 143) | — |

It's happening a stone's Thoreau from Walden Pond.



ACTA Arrives—1½ Mill. Sales In 11 Mo.

HOLLYWOOD — "Just a couple of months ago," Acta's sales and promo manager Morris Diamond recalls, "station playlists were inadvertently crediting Atco Records when they charted the American Breed. But last week one of the stations named Acta as the label for the Bee Gees, Rose Garden and Sonny and Cher. Could be an indication that we've finally arrived." Acta, a division of Dot, has been operating for a scant eleven months. With just eleven singles and one LP issued in that time, the firm expects to top the 1,500,000 unit mark by the time it celebrates its first year in the industry.

American Breed Arrive

Kenny Myers, general manager of the compact operation (Morris Diamond and Joyce Bauer, general administrator, make up the total roster of executive personnel) notes that, of the first eleven singles, eight were "picked" by the trade mags and five hit the national charts. The one LP (by the American Breed) was a chart album in October but action on their current smash single "Bend Me, Shape Me" has helped revitalize sales on the LP. The discovery of the group was, according to Myers, a "fortunate accident." Myers was visiting Chicago last winter when a blizzard closed all air traffic out of the city. "A case where an ill wind blew some good. Stuck in town, I wandered down to one of the recording studios, ran into Bill Traut of Dunwich Productions and he played me a newly cut tape of the Mauds, a group he was producing. Sandwiched between their takes was a foursome out of Cicero who had previously cut for MGM. They had been known as Gary and the Nite Lights. On February 18th of this year we released our first single with the group's new name — The American Breed. It was titled "I Don't Think You Know Me." It made itself known enough to hit the national charts within four weeks. The group has since had three

other single releases — all of them chart titles."

No Internal A&R

Acta is one of several successful labels operating without A&R director. All of their acts are independently produced — Bill Traut and Dunwich Prod. who produces the American Breed and a new group known as The Pride and Joy; Ed Cobb of Greengrass Prod. who records The Neighborhood; Larry Goldberg and Leo Kulka of No. 1 Prod. who cut The Other Half and The Neighbor'hood Childr'n (two underground groups of out San Francisco); Danny Dalton of Dalton Prod. who produces The Peppermint Trolley Co. (their first "It's a Lazy Summer Day" was a chart record); Stan Silver of Stan Silver Prod. who produces The Domestic Help; arranger-leader Ernie Freeman and Sid Sharp of SER Prod. who cuts Bobby Sansom; Steve Clark of Our Prod., who records The Brothers Cain and Mike Curb along with Clancy Grass of Sidewalk Prod., who produces Johnimah Bahlh. Three LP's are planned for early '68 release — two which'll introduce the San Francisco groups and a new American Breed which will be titled "Bend Me, Shape Me."

Myers, after 15 years with Mercury Records, admits to being influenced by that label's philosophies. "One is that we're less interested in hit records and much more in hit acts. An act that earns a million is far more satisfying than ten who each earn \$100,000. Then too, there's a tendency with any major label to lose touch with the development of these acts. Personal involvement is not only gratifying but, from our view point, most necessary. Morris Diamond, who worked with me for four years at Mercury, shares this philosophy. Less than five months after we opened our doors, the Acta label was in the black." Acta is distributed through Dot licensees throughout the world, but otherwise, is a separate division of Dot.

Alexenburg Upped At Columbia

NEW YORK—Ron Alexenburg, formerly promotion manager of the mid-west region for Date Records since its inception nearly two years ago, has been promoted to the newly created post of assistant director of national promotion for Columbia Records. The announcement was made by Tom Noonan, the label's director of national promotion.

In his new capacity, Alexenburg will assist Noonan in all areas of national promotion for Columbia's singles and album product. All regional promotion managers will report directly to Alexenburg, who is based in New York.

Preceding his Date assignment, Alexenburg was local promotion manager for an independent record distributor in Chicago.

'Incense' A Goldie!

NEW YORK — The Uni Label, the MCA affiliate has come up with its first million-selling single, as certified by the RIAA. It's "Incense & Peppermint" by the Strawberry Alarm Clock.

ABC Names Legal Heads

NEW YORK—ABC Records has named Alan S. Bergman and Michael S. Gussick joint heads of its legal department, effective immediately. Both attorneys have been employed in ABC's legal department since 1966.

Bergman, who joined ABC Records in July, 1966, was previously house counsel for Frank Music (ASCAP) for three years. Prior to that he was in private practice for two years. He is a graduate of Princeton University and New York University Law School.

Gussick came to ABC in June, 1966, after working three years for a private law firm. He graduated from Columbia College and New York University Law School.

Assisting in the legal department at ABC Records will be Norman Powell, who joined the company two weeks ago. Powell was formerly with Columbia Records, and he has also engaged in private practice. He is a graduate of New York University and Brooklyn Law School.



Straight Shooters

Dean Tyler (left), program director of WIBG-Philadelphia, was a recipient of program consultant Bill Drake's (right) widely known Calif.-style hospitality. Also staying in Drake's Bel-Air home, were: Bernie Torres, of Drake's staff; Jerry Ross, Mercury producer; Big Jim Benji, Liberty-Imperial promo man; and Tom Facton, of the Lee Hazelwood production firm.



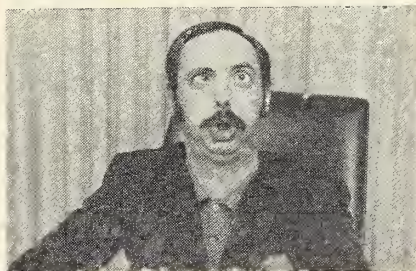
MIND DUSTING PARTY—Shown at a recently held Mercury party in the Bitter End during an all out promotion on newly pacted artist Kenny Rankin, are (from the left): "Mind Dusters" LP producer Jack Lewis; arranger Artie Schroeck; Kenny Rankin; Mercury vp and director of recorded product Charlie Fach; Mercury product manager Alan Mink; and Bob Bronstein (who in this photo looks suspiciously like Kenny Rankin) of WNEW-FM-New York.

Garrett's Exit From Dot A&R Is Official

LOS ANGELES — Snuff Garrett has officially resigned his position as vice-president in charge of A & R for Dot Records to institute an overall expansion move throughout his organization, Snuff Garrett Productions. Move was reported previously in *Cash Box*. In addition to stepping up activity for Viva Records, which is distributed by Dot, Garrett will continue to take on several other assignments for the label from his home base as an outside producer.

Although Garrett has physically moved from Dot's building in Hollywood, plans for the new year will provide still further emphasis to their association. Besides the success of Viva's Midnight String Quartet and Sonny Curtis, Garrett's Dot productions have included The Billy Vaughn Singers and Brian Hyland.

Ed Silvers, partner in the Garrett Productions enterprises, is currently in negotiation with various artists and companies to augment Garrett's production roster.



Garrett

Transcontinental

(Continued from p. 7)

International franchise operations. It also publishes Hullabaloo Magazine, a publication directed toward the music interests of teenagers.

Teen Clubs now has more than 75 franchised Hullabaloo dance centers for teen agers between the ages of 14 and 18. Arthur International is patterned after Arthur, the famed New York City discotheque owned by Sybil Burton Christopher and other celebrities. The newest in this chain will open in Los Angeles this month, followed by openings in Detroit and Miami early next year.

SAC Inked By Dick Clark

HOLLYWOOD — Dick Clark has signed Strawberry Alarm Clock, Uni's jazz-rock group currently riding the charts with their new single "Tomorrow" and "Incense & Peppermints," to write the main theme for his motion picture "Psych-Out." The group guest stars in the film about the New Generation and performs "Incense & Peppermints" as well as "The World's On Fire" from their chart LP, "Incense & Peppermints."

YOU DON'T KNOW ME
ELVIS PRESLEYRCA VICTOR
Brenner Music

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

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

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

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

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

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

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

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

WAITIN' FOR CHARLIE TO COME HOME
MARLENA SHAWCADET
Dolfi Music, Inc.

ANY DAY NOW
PAT LUNDYCOLUMBIA
Plan Two Music, Inc.

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

TWO SISTERS
THE KINKSREPRISE
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.





GOING ON A CHARITY DRIVE—Elvis Presley's custom gold Cadillac is shown here as it is being hoisted onto a freighter bound for Australia. The auto will be displayed in all major Australian cities with 100% of all monies raised marked for down under charities through the National Benevolent Society of Australia. The car was filled with toys to be given to the children in Australia's orphanages. The car features an RCA stereo 8 unit with a complete catalog of Elvis' tapes to be placed for those viewing it.

Liberty Ventures 'Million \$ Weekend'

BEVERLY HILLS, CAL. — Liberty Records has begun a major promotion program on behalf of "Million Dollar Weekend," the latest album by its four ace pop guitarists, the Ventures. The LP is on Liberty's subsidiary label, Dolton.

The promo program includes a contest, buttons and extensive radio advertising.

Liberty has proclaimed Jan. 5 and 6 as the "Million Dollar Weekend" and has purchased saturation radio time for Ventures promotion spots.

"Million Dollar Weekend" buttons have been distributed to all dealers, distributors and salesmen.

Blank entry forms have been sent to record stores and Liberty branches and contestants will be asked to write in 200 words or less, how they would spend a million dollars in a weekend.

After the Jan. 8 deadline the entries

Record Col Pix Profits

NEW YORK — Columbia Pictures Corp. announced expectations for a record year's earnings in the present fiscal year ending June 30. First quarter reports indicated a per share earning increase more than doubling last year's. Common shares netted 66 cents, opposed to 29 the same quarter a year before.

President Leo Jaffe stated at a stockholder's meeting that the second quarter should be better than its corresponding quarter, and that earnings for the current fiscal year is expected to exceed the \$5,767,000 record of fiscal '67.

A cash dividend of 30 cents per common share was announced last week (18), on presplit stock. This is equivalent to 15 cents a share on stock after a recommended 2-for-1 split approved later in the week.

will be judged and three winners, a distributor, a salesman and a dealer, will be named.

The prize will be a weekend at Caesar's Palace in Las Vegas (Feb. 2-4) and \$200 in chips.



Shown going over some of the promotional material are (from left) Dennis Ganim, national promotion director; Derek Church, advertising and merchandising manager and Bud Dain, general manager.

Alperin Appointed To Sunset Records Post

BEVERLY HILLS—Howard Alperin has been appointed national sales manager for Sunset Records, according to an announcement by Ed Barsky, general manager of the Sunset division of Liberty Records.

Alperin, formerly with Jules Bahari's Custom Record Manufacturing Company, has twelve years of record industry experience in sales, production and manufacturing.

Cash Box Sure Shots

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

| | |
|--|--------------|
| SHE'S A RAINBOW Rolling Stones | London 906 |
| TOMORROW Strawberry Alarm Clock | UNI 55046 |
| LITTLE DRUMMER BOY Lau Rawls | Capitol 2026 |
| JUST AS MUCH AS EVER Bobby Vinton | Epic 10226 |
| I WONDER WHAT SHE'S DOING TONIGHT Tommy Boyce & Bobby Hart | A&M 893 |
| OH HOW IT HURTS Barbara Mason | Artic 137 |
| I'M COMING HOME Tom Janes | Parrat 40024 |

Epic Sales

(Continued from page 7)

first Epic LP, "To Sir With Love" featuring her million-plus-seller and its follow-up "Best of Both Worlds" and the new Bobby Vinton LP, "Please Love Me Forever" are also bright sellers sparking the surge.

Other teams racking up top sales as part of the label's biggest year yet are the Hollies, the Third Rail, Tremeloes, Yardbirds and the Dave Clark Five. The last two groups have been consistent sellers for the Epic roster, while each of the first three are new acquisitions for the diskery this past year.

Big additions to the record earnings were contributed by the Staple Singers, whose reputation in the gospel field has long been established, and who broke on to the pop and r&b charts with "For What It's Worth," "Side Trips" and "Beacon from Mars" were two highlight LP's for the label from the underground Kaleidoscope.

Tom Wilson

(Continued from page 7)

in March.

Wilson will operate from his home in Brooklyn at 361 Waverly Avenue. Rasputin Productions will also maintain management and publishing branches, representing total involvement with artists in all areas of the music business.

Wilson has one of the industry's best track records: he produced Bob Dylan albums and singles, including the smash "Like A Rolling Stone"; Simon & Garfunkel recordings, including their top hit, "The Sounds of Silence"; The Mothers of Invention are a Tom Wilson discovery, and he produces their recordings; he is responsible for The Velvet Underground; and he has produced records by The Animals for the past two years, resulting in four top twenty records, and sales of almost two million albums.

A graduate of Harvard University with a major in economics, Wilson turned his talent to music when he started the Transition Records label in Cambridge, Massachusetts. The label discovered Odetta and recorded such jazz greats as Donald Byrd, Yusef Lateef, Curtis Fuller, Cecil Taylor, Sun Ra and made some of the earliest recordings of Cannonball Adderley and the late John Coltrane.

From his own Transition label, Wilson moved to United Artists Records for two years doing artists & repertoire duty and producing records by Art Farmer, Coltrane, Cecil Taylor and Brook Peters, among others. Two years in jazz A&R work with Savoy Records followed before he was named recording director for the Audio Fidelity label which resulted in the pop hit, "Somewhere in the Night" by Teri Thornton. During a stint with Columbia Records, Wilson worked with Pete Seeger, The Clancy Brothers, Eddie Harris and Herbie Mann, in addition to Dylan and Simon and Garfunkel. His association with MGM

R&B—C&W Gains

In the rhythm and blues area, Larry Williams and Joe Watson have been leading the pack via the impact of their vocal "Mercy, Mercy, Mercy," and a new side done with electronic accompaniment by the Kaleidoscope, "Nobody." Walter Jackson's sales showings have also aided the '67 tally.

Expansion in the country-western field during '67 has lifted the Epic volume through the hit efforts of Tammy Wynette, David Houston, Jim & Jesse, Charlie Walker, Stan Hitchcock, Lois Johnson, Lucille Starr and Mac Curtis as well as the writing talents of Billy Sherrill and Glen Sutton.

Among the new acquisitions for Epic include the October Country, Sly & the Family Stone and the Band Wagon.

"Our interest," according to Epic's A&R vice president Dave Kapralik, "is in communication. We are rapidly broadening the spectrum of Epic's A&R representation to include artists who will communicate to every segment of the many publics who make up the overall public of the music industry."

Records for the past two and a half years has produced records by Connie Francis, dramatic and spoken-word recordings, as well as The Mothers of Invention, which Wilson claims as his top-ranking achievement. His records with the group help put the psychedelic music trend in motion in 1966.

Youth Approach

Wilson's philosophy for his Rasputin Productions is based on the overwhelming percentage of population under twenty-five, and his releases will emphasize young ideas and young sounds. He says, "This is the most adventurous period in the history of recording because music is now incorporating all styles into the young sound. Young people are playing from a total musical experience that dwarfs the imagination of musicians who were leaders in the field even as recently as ten years ago. Rasputin will try to discover important new acts that will say something different, advancing the entire scope of modern popular records."

The New Groups

In line with his outlook, Wilson points to his groups, The Bagatelle, lead by Lee Mason, featuring three singers. The group hails from Boston and Wilson describes their innovations as being "to rhythm & blues what The Mothers of Invention were to rock music." They have expanded the R&B concept and Wilson adds, "they are an integrated group because the music business is ready for them."

The Fraternity of Man is the second Wilson group for Rasputin Productions. Originating on the West Coast, the group plays the entire range of music from basic blues to psychedelia, featuring a witty and sardonic type of original material. The leader is Elliot Ingber, former guitarist for The Mothers of Invention.



NEWTON...



CashBox Album Reviews

Pop Picks



AL HIRT PLAYS BERT KAEMPFFERT—RCA Victor LPM/LSP 3917

On this album, one of the most famed pop trumpeters in the world meets one of the most famed pop composers in the world, and the result is a collection that's bound to make lots of noise. Hornman Hirt, whose spirited playing and near-perfect technique are the envy of thousands, lends his talents to such Bert Kaempfert-penned hits as "Strangers In The Night," "Spanish Eyes" and "The World We Knew." Put this set high on your list of disks to watch.



PETE FOUNTAIN PLAYS BERT KAEMPFFERT—Coral CRL 57499/757499

Clarinetist Pete Fountain, in his treatment of a set of Bert Kaempfert tunes, displays the lyrical, clear, pure tones that have made him one of the most respected musicians on the pop scene. The tunes include "Strangers In The Night," "Danke Schoen," "For Pete's Sake," which Kaempfert wrote in tribute to Fountain, and "Wiederseh'n." Fountain fans should be hugely pleased with this album.



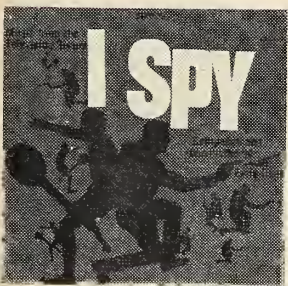
SUPER SOUL—Various Artists—Wand WDM/WDS 685

Ten artists and sixteen tunes are spotlighted on this powerful offering of R&B ditties. The disk features unreleased sides such as Brenton Wood's "Hideaway" and Bobby Hebb's "I Love Mary." Chuck Jackson, Solomon Burke, the late Otis Redding, and Wilson Pickett are also represented, as are Tommy Hunt, Timmy Shaw, Roscoe Robinson, and J. J. Barnes. Here's a festival of soul for the discriminating listener.



FOREVER CHANGES — Love — Elektra EKL 4013/EKS 74013

Love, an underground rock group from the west coast, offers their second Elektra album. The quintet's versatility is demonstrated by its ability to create a powerful, hard-driving sound ("A House Is Not A Motel"), and its soft, lyrical sound ("Old Man" and "The Red Telephone"). Love should generate lots of positive feeling among a great number of record buyers.



I SPY—Music from the Television Series—Capitol T/ST 2839

Exciting music with an international flavor is featured on this album of music from the hit TV series "I Spy," starring Robert Culp and Bill Cosby. The music was composed and conducted by Earle Hagen. Side one includes music from the U.S.A., (with the title track highlighted,) Mexico, and Greece. Music spiced with Italian, Japanese, and Spanish sounds comprises side two. The LP should score big with fans of the series.

Pop Best Bets



JOE O'BRIEN'S ALL-TIME GREAT ITALIAN HITS — Various Artists — Baci CS 1691

Popular WMCA-New York deejay Joe O'Brien has put together for this album a collection of what he considers to be "the finest, most beautiful and most exciting songs from Italy in recent years." We can't disagree with his choices. Here in one package are "Mala Femmena" (performed by Jimmy Roselli); the recent San Remo Festival winner, "Non Pensare A Me" (Iva Zanicchi); "Volare" (Domenico Modugno); "Vurria" (Al Martino) and seven others. Watch for this one on the charts.



YOU'RE A GOOD MAN, CHARLIE BROWN — 'Bugs' Bower Boys & Girls — Pickwick/33 PC/SPC 3069

Ten songs from "You're A Good Man, Charlie Brown," the successful off-Broadway musical which Clark Gesner, who wrote the music and lyrics, based on Charles Schulz' "Peanuts" comic strip, receives an excellent interpretation at the hands of the "Bugs" Bower Boys & Girls, who bring the "Peanuts" characters, Charlie Brown, Linus, Schroeder, Snoopy, etc. vividly to life. Brimming with good spirits, the album should see a healthy amount of sales action.



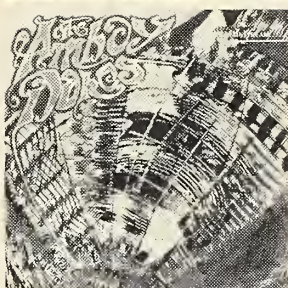
BEAUTIFUL PEOPLE — Kenny O'Dell — Vegas V 401

Taking the title of his current chart single for his debut album, Kenny O'Dell has put together a powerhouse collection consisting of 7 songs which he wrote ("Beautiful People" is one of them) and 4 others, 3 of them recent hits. O'Dell comes from Oklahoma, and both his songs and his singing, though definitely pop, sometimes have, like Neil Diamond's, a certain country flavor. "Next Plane To London," one of the O'Dell-penned songs on this album, is currently #21 on the Top 100 via the Rose Garden's Atco version.



NO FOOLIN' — Peggy March — RCA Victor LPM/LSP 3883

Peggy March renders a package of pop ditties with fluid grace and purity of tone. Highlights of the album are a lively, up-tempo version of "What The World Needs Now Is Love," a brisk, energetic delivery of "Falling In Love With Love," and a soft, gentle interpretation of "For All We Know." A large and appreciative listenership should be favorably impressed with the lark's talents.



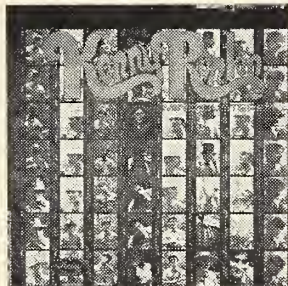
THE AMBOY DUKES — Mainstream 56104/S/6104

This is the debut Amboy Dukes LP and it might easily win them plenty of spins and sales. The six-man rock act offers particularly good harmony, rhythm, and phrasing. Some of the better tracks include: "Let's Go Get Stoned," "I Feel Free," and "Baby Please Don't Go." The set is likely to see a lot of action with the teens and young adults.



SONG CYCLE—Van Dyke Parks—Warner Bros. W/WS 1727

This first Van Dyke Parks album is a Baroque offering of contemporary song served up with sparkling orchestra and chorus accompaniment. Highlights include a sprightly romp called, "By The People," and "Laurel Canyon Blvd." The set should cause quite a stir both on the airwaves and in the marketplace.



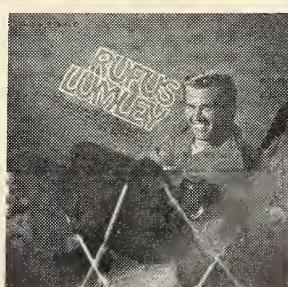
MIND-DUSTERS — Kenny Rankin — Mercury MG 21141/SR 61141

Contemporary singer-guitarist-songwriter Kenny Rankin here offers as his first Mercury album a collection of gentle ballads. Four of the songs are solo cleffings by Rankin; two are co-efforts with his wife, Yvonne; the rest are by others. An intimate performer, Rankin casts a quiet spell that should affect many listeners. Keep an eye on this set. It could break out.



THIRD AND MAIN — Jonathan & Leigh — Vanguard VRS 9257/VSD 79257

A highly talented young folk-rock vocal and guitar playing duo, Jonathan and Leigh, could, with the proper exposure, achieve national fame with "Third And Main." The set should appeal to the listener who enjoys Ian & Sylvia, Judy Collins, Tom Rush, etc. John Alder (Jonathan) wrote more than half of the songs on the album. All of them are excellent. Top track is the title song, a blues ballad which Jonathan co-wrote with Sandy Roepken and which Leigh sings solo.



RUFUS LUMLEY — RCA Victor LPM/LSP 3898

Rufus Lumley performs a set of pop melodies with vibrant feeling and dynamism. Included on the disk are "They Don't Give Medals (To Yesterday's Heroes)," "What Kind Of Fool Am I?" "Let's Hide A Way," and "Just Say Goodbye (Regardez Les)." This debut album should serve to introduce a major talent to a sizeable audience.

Pop Best Bets



THE BEST OF ARTHUR PRYSOCK — NUMBER 2 — Verve V/V6-5038

Followers of Arthur Prysock should be delighted with this distillation of the chanter at his best. The rich, warm, deep baritone of the artist makes for rewarding listening. The selections include "Full Moon And Empty Arms," "In The Still Of The Night," "The Very Thought Of You," and "All Or Nothing At All." This is a most attractive offering.



THE GREEK SOUND

MIKIS THEODORAKIS

THE GREEK SOUND — Mikis Theodorakis — **Odeon (EMI) SX 6172**

This interesting and enjoyable album spotlights sixteen instrumental compositions by Mikis Theodorakis, conducted by the composer, and played by a "laikée" (popular orchestra) ensemble. Alternately buoyant and romantic, the pieces on the set feature such instruments as the bouzouki (a cousin of the mandolin) the xylophone, played Greek style, and the cimbalom (a cousin of the xylophone). Devotees of Greek music should find this LP much to their liking.



THE BEAUTIFUL STRANGERS — Rod McKuen — **Warner Brothers W/WS 1722**

Poignant poetry set to simple and folksy melodies have made Rod McKuen a favorite among European and American audiences for a decade. In this collection 12 works by McKuen are showcased, several already recorded by other singers. Among the standout selections for good music or middle-of-the-road programming are "Isle In The Water," "Tamarack" and the title "The Beautiful Strangers." Rejoicing in life and delivering lyrics with dramatic art, the artist should enjoy much exposure through this stunning album.



THE INCREDIBLE NEW LIVERPOOL SCENE — **Adrian Henry & Roger McGough — Epic LN 24336/BN 26336**

A delightful offering of fun filled revelry chronicling the recent rise of Liverpool from working class factory town to Queen City of the international rock scene, this package contains one of the most poignant and hilarious performances ever to miss B'way. Based on the book, "The Liverpool Scene," the set features Mersey-side poetry and folk/country-blues-flavored music. The set should prove a hit among the hipsters.



NEWPORT UPROAR — Lionel Hampton And His All Star Alumni Big Band — **RCA Victor LPM/LSP 3891**

This is a live recording of the now classic night (3 July, 1967) when Lionel Hampton made his first appearance at the Newport Jazz Festival. Hamp got his all star alumni band together for one of the most rousing big band sessions we've ever heard; people were dancing in the mud and even the cops were grooving on it. "Flying Home," the 7:55 finale, features Milt Buckner on piano and Illinois Jacquet on tenor sax. A glimpse at one of the great moments of Jazz, it's a must.



MARRIED WELL — Chico O'Farrill — Verve V/V6 5035

This intriguing jazz venture is a blend of the Afro-Cuban rhythm with the contemporary American musical idiom and is therefore something of a marriage between Memphis and Havana. Some of the stronger tracks are: "Hip Hug Her," "Georgy Girl," "Llora Timbero," and "A Man And A Woman." This one should see a lot of additional activity to that which it will surely receive in jazz circles.



BEETHOVEN/SYMPHONY NO. 7 — Karl Ristenpart/South German Philharmonic Orchestra — **Checkmate C 6007/76007**

Beethoven's Seventh Symphony is one of his richest and most various creations. The first movement is full of exuberant vigor; the second movement is slow and solemn; the third movement is colorful and romantic; the final movement is a wild, bacchanalian dance. Karl Ristenpart's interpretation of the Seventh is excellent, combining energy and discipline in a manner which probably would make Beethoven himself applaud.



PORTRAIT OF THE YOUNG ARTIST — Marc Turnbull — **Reprise R/RS 6272**

The essence of this set by newcomer artist Marc Turnbull lies in the lyrics of the 12-Turnbull clefted ditties. Warm, sensitive, contemporary lyrics delivered as softly and gently as possible; nothing to hit you over the head, but plenty to remember and think about. Standouts include: "The Iceman," "The Greystone Trilogy," and "The Hunter." This one may prove the debut of a powerful new Reprise artist.



MAKE SOMEONE HAPPY — We Five — **A&M 138/SP4138**

We Five, who have gone their separate ways since this album was recorded, perform twelve pop ditties. Bev Bivens is the featured vocalist, and she sings with full-throated joy. This, indeed, is an LP to make someone happy. "Let's Get Together," the title track, "Our Day Will Come," and "You Let A Love Burn Out," are among the fine tunes. The disk should receive widespread approbation.



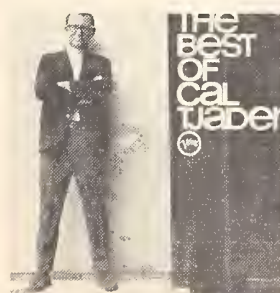
LOOK WHERE I AM — Erik — **Vanguard VRS 9267/VSD 79267**

The title song of this album, "Look Where I Am (Well It's Right Over Here)," is a sad, plaintive tune which sets the mood for the rest of the set. Erik Heller has written the words and music for all eleven songs on the LP, and he exhibits a happy facility with melody and image. "Dead Afternoon Song," "Georgeann," and "Triumphant Breaking Bottle," are among the better efforts. The set should serve to acquaint a large and approving audience with Erik.



NEAL FORD & THE FANATICS — Hickory LP/LPS 141

There's plenty of medium paced soft rock in store for those within earshot of this one from Neal Ford & the Fanatics. Highlights of the set include "That Girl Of Mine" and "Get Together With Me," which has a lighthearted, frivolous feeling. This package might very well create a strong demand for the group wherever it's heard.



THE BEST OF CAL TJADER — Verve V/V6 8725

Perhaps the most striking thing about this set is the harmonic approach Tjader takes to his jazz, this is clearly evident on "The Whiffenpoof Song" and "Sonny Boy." This package is one of easy going, gentle vibes that delivers the message with understatement rather than overemphasis. Jazz fans are likely to go for this one in a really big way.



DR. DOLITTLE LOVES JAZZ — Gordon Beck + 2 — **Epic LN 24334/BN 26334**

Pianist Gordon Beck offers a set of sparkling jazz interpretations of music from the film "Doctor Dolittle." He is ably assisted by bassist Kenny Baldock and drummer Jackie Dougan. Beck is a player with technique, imagination, power, and swing, and he is at his best in such numbers as "My Friend The Doctor," "At The Crossroads," "I Think I Like You," and "Beautiful Things." Jazz enthusiasts should dig this LP in a big way.



A PSYCHIATRIST CONDUCTS! — Dr. H. Angus Bowes/Westminster Symphony Orchestra — **Everest 3188**

The late Dr. H. Angus Bowes, an American psychiatrist who was also an amateur conductor, prescribed a rather unusual therapy for himself while on vacation in London. He hired 63 members of the Royal Philharmonic Orchestra and, calling his assemblage the Westminster Symphony Orchestra, conducted and recorded the ballet music from Verdi's "Vespri Siciliani" and from Rossini's "William Tell". The results, as this recording attests are surprisingly good.

CashBox Country Roundup

CashBox Country Top 50

Here's hoping that everyone in Countryland has had the merriest of Christmas holidays—especially those who have been on the road and unable to be home with loved ones. But, whether you were on tour or home with the family and friends, we sincerely hope that your Christmas was as enjoyable as it could possibly have been.

In addition, we here at Cash Box would like to wish each and every one of you a very Happy New Year, and a very successful one, too. May the year of 1968 be both prosperous and rewarding, and may each week in the coming 52 bring the answers to your questions and the fulfillments to your dreams. And may the coming year bring all those pleasantries that help to make life all the more rewarding.

May 1968 bring only Bull's-eyes, and may every Bull's-eye be followed by chart records. May the road be lined with packed houses and cheering crowds everywhere you go. May every record result in a Golden Guitar and may every schedule be booked solid.

May that once-in a lifetime song come your way, and may each week bring another bullet. Most of all, may you be happy and enjoy yourself in everything you do.

Bob Neal's Agency has just completed its move to the new address, where it has taken over an entire building at 817 18th Ave. So., in Nashville. Neal asks that the records of those people dealing with him be

changed to the new address.

Starting off the New Year with a bang will be Jimmy Dean, who opens up the 1968 schedule with 5 major network TV shots during a six-week period. Jimmy kicks off the string with a guest spot on the Joey Bishop Show (ABC) on Jan. 15, followed by a dramatic role on the "Daniel Boone" show (NBC) on Jan. 18. On Feb. 4, the songster hunts moose in Alaska on "The American Sportsman" (ABC), then turns singer once again for a stint on "Hollywood Palace" (ABC) on Feb. 17, followed by a Feb. 23 hosting job on "Operation Entertainment," a new ABC series coming from military bases around the country. In addition, he has scheduled an Ed Sullivan appearance on Mar. 24, while he has a second "Daniel Boone" segment already taped and still pending scheduling.

The Jimmie Klein Agency has lined up Lonzo & Oscar for a six-week tour of the Far East, beginning on Mar. 1, with stopovers in Formosa, Japan, Okinawa, Thailand, Korea and Viet Nam. The pair has also been set for a series of state and county fair dates next summer with the Homesteaders.

The Phoenix flash, Waylon Jennings, has made a few personnel changes in his backup group, the Waylor's, putting an even stronger emphasis on the Phoenix area. The two newcomers to the Phoenix area, the two newcomers to the Waylor's, Daly Perkins and Jimmy Gray (replacing the Lyle Brothers) are old-time friends of the Victor chanter and will continue to produce the "electric" sound with which Waylon has become identified. Perkins, by the way, has recently become part of the Columbia roster, with a debut deck on the market called "Helpless."

George Hamilton IV zipped in and out of New York last week for a special party honoring Life magazine editor Edward K. Thompson. Seems Thompson, who is retiring from the magazine, is a strong Country Music fan and his colleagues decided to throw a surprise party for him, complete with some real live country talent. And, of course, the country sounds were provided for the shindig by none other than old Lonesome George, who had to leave New York almost immediately to head back to Nashville.

Fiddling champeen Scotty Stoneman (seven-time winner of national fiddle championships) has just signed a recording pact with Jed Records. His first release, to be cut under the direction of John Denny, is due out on Jan. 15.

Goldie Hill Smith's first Epic album, entitled "Goldie Sings Again," has just been released. Produced by Don Law, the package contains her current single, "There's Gotta Be More To Life Than Lovin' A Man."

Yodeling Kenny Roberts took time out from a schedule of shows and club dates earlier this month (16) to bounce into Toronto to film another guest shot on the syndicated Carl Smith TVer. This latest stint marks the 4th appearance for Kenny on the show in the past two years.

Tunesmith Larry Lee also came into N. Y. last week, in order to finalize the details of his new position with the American Guild of Authors and Composers. The powerful writers' association, long a force in the pop music field, recently decided to open a branch office in Nashville for the benefit of country composers, and has requisitioned Lee to handle its interests in Music City. Larry states that he will begin recruiting Nashville writers to the fold, which already boasts of a membership of over 2300 composers around the world.

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

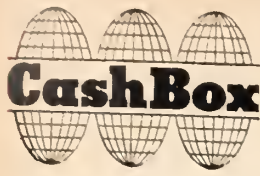


Dear Disc Jockey,

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

Pelton Publishing Company
Room 700
333 West 52nd Street
New York, N. Y. 10019

- | | | | | | |
|----|--|----|----|--|----|
| 1 | FOR LOVING YOU (Painted Desert—BMI) Bill Anderson & Jan Haward (Decca 32197) | 4 | 30 | THE LAST THING ON MY MIND (Deep Fark—BMI) Porter Wagoner & Dally Parton (RCA Victor 9369) | 35 |
| 2 | IT TAKES PEOPLE LIKE YOU (Blue Baok—BMI) Buck Owens (Capitol 2001) | 3 | 31 | EVERYBODY OUGHT TO SING A SONG (Blue Crest—BMI) (Dallas Frazier (Capitol 2011) | 34 |
| 3 | WHAT LOCKS THE DOOR (Acclaim—BMI) Jack Greene (Decca 32190) | 1 | 32 | WEAKNESS IN A MAN (Gallico—BMI) Ray Drusky (Mercury 72742) | 37 |
| 4 | BY THE TIME I GET TO PHOENIX (Rivers—BMI) Glen Campbell (Capitol 2015) | 5 | 33 | DOES MY RING HURT YOUR FINGER (Janda—ASCAP) Charlie Pride (RCA Victor 92B1) | 16 |
| 5 | BOTTLE BOTTLE (Window—BMI) Jim Ed Brown (RCA Victor 9329) | 6 | 34 | BALLAD OF WATER HOLE #3 (Famous—ASCAP) Rager Miller (Smash 2121) | 26 |
| 6 | IT'S THE LITTLE THING (Marsan—BMI) Sanny James (Capitol 59B7) | 2 | 35 | TUPELO MISSISSIPPI FLASH (Vectar—BMI) Jerry Reed (RCA Victor 9334) | 42 |
| 7 | IF MY HEART HAD WINDOWS (Glad/Blue—Crest—BMI) George Jones (Musicar 1267) | 8 | 36 | ROSANNA'S GOING WILD (Melody Lane—BMI) Jahny Cash (Columbia 4373) | 47 |
| 8 | SING ME BACK HOME (Blue Baok—BMI) Merle Haggard (Capitol 2017) | 12 | 37 | I'M A SWINGER (Barmour—BMI) Jimmy Dean (RCA Victor 9350) | 44 |
| 9 | COUNTRY HALL OF FAME (Yellow River—ASCAP) Hank Locklin (RCA Victor 9323) | 10 | 38 | WOMAN HUNGRY (Oweper—BMI) Porter Wagoner (RCA Victor 9379) | 45 |
| 10 | A DIME AT A TIME (Pass Key—BMI) Del Reeves (United Artists 50210) | 11 | 39 | I WOULDN'T TAKE HER TO A DOGGIFT (Window—BMI) Charlie Walker (Epic 10237) | 41 |
| 11 | BURNING A HOLE IN MY MIND (Delmore—ASCAP) Connie Smith (RCA Victor 9335) | 13 | 40 | TENDER & TRUE (Acuff—Rase—BMI) Ernie Ashworth (Hickory 1484) | 43 |
| 12 | YOU MEAN THE WORLD TO ME (Al Gallico—BMI) David Houston (Epic 10224) | 7 | 41 | A GIRL DON'T HAVE TO DRINK TO HAVE FUN (Blue Baok—BMI) Wanda Jackson (Capitol 2021) | 49 |
| 13 | I THOUGHT I HEARD A HEART BREAK LAST NIGHT (Hill & Range—BMI) Jim Reeves (RCA Victor 9343) | 15 | 42 | YELLOW-HAIRED WOMAN (Hallis—BMI) Claude King (Columbia 44340) | 46 |
| 14 | WHAT KIND OF GIRL DO YOU THINK I AM (Sure Fire—BMI) Loretta Lynn (Decca 321B4) | 9 | 43 | REPEAT AFTER ME (Tree—BMI) Jack Reno (Jab 9009) | 48 |
| 15 | LOVE'S GONNA HAPPEN TO ME (Freeway—BMI) Wynn Stewart (Capitol 2012) | 18 | 44 | JUST FOR YOU (Tree—BMI) Ferlin Husky (Capitol 2048) | 51 |
| 16 | JUANITA JONES (Naitson—Post—ASCAP) Stu Phillips (RCA Victor 9333) | 17 | 45 | THE ONLY WAY OUT IS TO WALK OVER ME (Central Sings—BMI) Charlie Louvin (Capitol 2007) | 55 |
| 17 | HERE COMES HEAVEN (Hill & Range—BMI) Eddy Arnold (RCA Victor 9368) | 24 | 46 | STRANGER ON THE RUN (Shamley—ASCAP) Bill Anderson (Decca 32215) | 54 |
| 18 | I'LL LOVE YOU MORE (Pamper—BMI) Jeannie Seely (Manument 1029) | 19 | 47 | TELL MAUDE I SLIPPED (Champion—BMI) Red Savine (Starday B23) | — |
| 19 | BLUE LONELY WINTER (Newkeys—BMI) Jimmy Newman (Decca 32202) | 21 | 48 | THE DAY YOU STOPPED LOVING ME Bobby Helms (Little Darlin 0034) | 53 |
| 20 | WONDERFUL WORLD OF WOMEN (Cedarwood—BMI) Faron Young (Mercury 72728) | 20 | 49 | TAKE ME TO YOUR WORLD (Al Gallico—BMI) Tammy Wynette (Epic 10269) | — |
| 21 | I'D GIVE THE WORLD (Page Boy—SESAC) Warner Mack (Decca 32211) | 23 | 50 | FUNNY (Wilderness—BMI) Canway Twitty (Decca 3220B) | 56 |
| 22 | SKIP A ROPE (Tree—BMI) Henson Cargill (Manument 1041) | 33 | 51 | IF YOU CAN'T BRING IT HOME Trina Love & Ott Stephens (Chart 1005) | — |
| 23 | I DON'T WANNA PLAY HOUSE (Al Gallico—BMI) Tammy Wynette (Epic 10211) | 14 | 52 | RIVER OF REGRET June Stearns (Columbia 44321) | — |
| 24 | PROMISES, PROMISES (Yonah—BMI) Lynn Anderson (Chart 2010) | 32 | 53 | LOVE'S DEAD END Bill Phillips (Decca 2007) | — |
| 25 | ANNA (I'M TAKING YOU HOME) (Gallico—BMI) Leon Ashley (Ashley 2025) | 28 | 54 | BEFORE THE NEXT TEADROP FALLS Duane Dee (Capitol 59B6) | — |
| 26 | ANYTHING LEAVING TOWN TODAY (Newkeys—BMI) Dave Dudley (Mercury 70741) | 27 | 55 | DON'T MONKEY WITH ANOTHER MONKEY'S MONKEY Johnny Paycheck (Little Darlin' 0035) | — |
| 27 | HEAVEN HELP THE WORKING GIRL (Wilderness—BMI) Norma Jean (RCA Victor 9362) | 29 | 56 | SON OF HICKORY HOLLER'S TRAMP Jahny Darrell (United Artists 50235) | — |
| 28 | YOU'RE THE REASON (Vogue—BMI) Jahny Tillotson (MGM 12B39) | 31 | 57 | YOU'RE EASY TO LOVE Arlene Hardin (Columbia 44310) | — |
| 29 | I DOUBT IT (Ly-Rann—BMI) Bobby Lewis (United Artists 50208) | 30 | 58 | BIG DADDY Browns (RCA Victor 9364) | — |
| | | | 59 | SET HIM FREE Skeeter Davis (RCA Victor 9371) | — |
| | | | 60 | WRONG SIDE OF THE WORLD Hugh X Lewis (Kapp 868) | — |



CashBox Country Music Report

Collie Joins Imperial As Country Sales Exec

HOLLYWOOD—Veteran country air personality Biff Collie has just joined Imperial Records as sales and promotion coordinator of the label's country product, according to an announcement made last week by Al Bennett, president of Liberty Records, Inc.

With 25 years of air time behind him, Collie will be responsible for all country artists with the Liberty corporation and produced by Scotty Turner.

In addition to his years as a radio-TV personality, he has also written for the major country publications and has owned his own retail record business, specializing in country product.

Commenting on the Collie signing, Bennett stated, "We are very happy to welcome Biff to the growing Liberty family and are confident that his varied and extensive experience will keep us among the leaders in the country and Western field."

Lamb Forms SESAC Pubbery, Joab Music

NASHVILLE—Charlie Lamb, president of the Charlie Lamb Corp. has announced the addition of a new enterprise to his growing complex of music business enterprises, Joab Music, Inc. The new publishing house will be affiliated with SESAC and joins Lamb's other recently formed pubbery, the BMI-affiliated Marchar Music.

Serving in the capacity of executive assistant with the new operation will be Bill Jones, formerly with WSIX-AM-FM-TV, who will act in all facets of the Lamb organization's music and talent endeavors.

The Lamb setup now covers a wide spectrum of the music, including publicity and promotion at all levels, and talent direction and management.



BUCKING FOR THE TOTS — The third annual Buck Owens Toys For Tots extravaganza which pulled in 4,000 country music lovers to Bakersfield's Civic Auditorium, proved to be the most successful yet in the tradition's three-year history, as evidenced by the huge assortment of toys which were collected for the underprivileged children of Bakersfield and Kern County. Owens, who hosts the show in order to aid the U.S. Marine Corps in its yearly Toys for Tots campaign, is shown above introducing Lt. P. J. Donley of the U.S.M.C. reserve and Bakersfield's Mayor Karlen during the gala package. Immediately after the show, the entire package headed for the Phoenix area to recreate the show for the underprivileged children in that section of the country.

NBC Plans Video Profile On Country Music

Arnold To Narrate Feb. Color-cast

NEW YORK—The multi-million dollar country music business will become the subject of an hour-long special report to be taped in color by NBC News and broadcast in color by the NBC network on Feb. 19. The report, entitled "American Profile: Music From The Land," will be narrated by Eddy Arnold and will be produced, directed and written by Chet Hagan.

"This is a story about a music now designated as 'country and Western,' mostly 'country,' and strictly American," comments Hagan. "But the days when country music was confined to the hills of Appalachia or to the picnic parks of the rural South or on the stage of the Grand Ole Opry are gone. It has become the 'new pop' and today you can take it anywhere."

The show is planned to lead off with a capsule history of country music and some big stars of its past; move on to a performance of Grand Ole Opry in Nashville; show country music's successful invasion of the big cities and its expansion overseas; and document the booming recording business and songwriting craft in Nashville.

In addition to his role as narrator, Eddy Arnold will be seen performing at the Panhandle South Plains State Fair in Lubbock, Texas; at a recording session in Nashville; and as soloist with the Memphis Symphnoy Orchestra.

Other prominent performers in the program are Buck Owens and the Buckaroos, Lester Flatt and Earl Scroggs and the Foggy Mountain Boys, the Stonemans, and Bill Anderson and the Po' Boys.

Shown in performance at the Grand Ole Opry in Nashville, country music's Carnegie Hall, are Roy Acuff and the Smoky Mountain Boys, Minnie Pearl, Dottie West, Marty Robbins, and the Stoney Mountain Cloggers. The cameras also venture backstage to show some of the confusion of this unrehearsed, unproduced, spontaneous show.

Historic film footage will recall country music stars no longer living: Uncle Dave Macon, Jimmy Rodgers (the "singing brakeman") and Hank Williams. Also on film are Tex Ritter and Hank Williams Jr. The historic sequence is pegged to the dedication of the Country Music Hall of Fame and Museum in March, 1967, in Nashville.

Old-style country music as it is still played today at festivals—string music played on fiddles, banjos and guitars—was filmed for the program at the Old Fiddler's Convention at Galax, Virginia.

In sharp contrast is an exploration of Music Row in Nashville, the heart of the multi-million dollar country music business, actually a sprawling complex of 400 music publishers, 18 talent agencies, 35 record companies, and hundreds of musicians, composers and arrangers. The recording business is the backbone of it. All the big labels are represented, and it is through the records produced there that the Nashville Sound is sent around the world.

Tunesmith John Loudermilk, talks with producer Chet Hagan in Nashville about song production. During the course of the interview he plays and sings two of his songs, "The Language of Love" and "Then You Can Tell Me Goodbye."

In Bakersfield, California, the program looks into the activities of Buck Owens, one of the superstars of country music, whose complex of successful businesses includes a production company, two music publishing houses and two broadcasting companies. He and

the Buckaroos are heard in "Tiger by the Tail."

Country music's invasion of the big cities is documented in film footage shot in New York and San Francisco. In New York the Stonemans are shown in a "Blue Grass" performance in the ballroom of New York's Waldorf-Astoria Hotel. In San Francisco, Lester Flatt and Earl Scroggs and the Foggy Mountain Boys are seen at the Avalon Ballroom.

In a sequence on country music overseas, viewers will hear Bill Anderson and the Po' Boys performing at a U.S. Air Force base near Frankfurt, Germany, and the Millers at a ballroom in Liverpool, England, where American country music is beginning to invade the rock 'n' roll market.

Special consultant on the program is Robert Shelton, author (with Burt Goldblatt) of "The Country Music Story."

The program was filmed by Bruce Powell (NBC News, Chicago), Dexter Alley (NBC News, Burbank), and Simon Avnet and Robert Donohue (NBC News, New York).



TWO ON THE RISE—Pictured above are two gentlemen whose reputations in the country music world are growing by leaps and bounds. On the left is Danny Davis, who was just promoted at RCA Victor Records. Danny is now an A&R exec at Victor's Nashville offices, and he reports directly to no less a man than Chet Atkins. On the right is Stu Phillips, RCA's crack country chanter who just finished an engagement with Tex Ritter in the Nashville Room at the Taft Hotel in New York. Danny and Stu are shown here in the Nashville Room after one of Stu's shows.

A HIT SINGLE!

JOHNNY WRIGHT'S

"MUSIC TO CRY BY"

DECCA 32216



THE CHART-BUSTER ARE ON CHART

Terry's First on CHART and it's

"TOGETHERNESS"

Chart #59-1014



GORDON TERRY

Another New One Behaving Like A Hit!

"MY MIND WON'T MIND ME"

Chart #59-1012



JERRY LANE



RECORDS

806 16th Avenue South Nashville, Tennessee

Manufactured and Distributed World Wide by RCA Victor

Picks of the Week

SONNY JAMES (Capitol 2067)
A World Of Our Own (2:29) [Chappell ASCAP-Springfield]

Back into the bag of the Seekers' modern folk sound, Sonny James rambles and scrambles with an exciting version of the while-back pop smash, "A World Of Our Own." Sonny shifts into high gear and stomps on the throttle as he lets fly with this latest well-guided missile. Flip: "An Old Sweetheart Of Mine" (2:55) [Marson BMI-Hollingsworth, James]

STONEWALL JACKSON (Columbia 44416)
Nothing Takes The Place Of Losing You (2:31) [Fingerlake BMI-Peters]

After telling us that "This World Holds Nothing (Since You're Gone), Stone-wall Jackson re-emphasizes the point in "Nothing Takes The Place Of Losing You." Looks like the thumpin' tear-tugger will be soon carving another chart niche for the popular Stonewall. Flip: "If Heartaches Were Wine" (2:16) [Cedarwood BMI-Jackson, Westberry] Plenty of merit in this side as well.

LONZO & OSCAR (Columbia 44400)
Did You Have To Bring That Up (While I Was Eating) (2:10) [Greenback BMI-Anderson]

Sales-wise, Lonzo & Oscar have been in a slump for quite a lengthy spell, but this new item should be extremely helpful in getting the duo re-established with record buyers. A comic blueser, "Did You Have To Bring That Up (While I Was Eating)," is good for plenty of turntable action. Flip: "Give Me A King-Size Cola And A Moon Pie" (2:05) [Valley BMI-McAlpin]

JERRY LANE (Chart 1012)
My Mind Won't Mind Me At All (1:56) [Yonah BMI-Lane]

Jerry Lane is about due to break out on his own, and this Chart single may be just the vehicle he needs. Titled "My Mind Won't Mind Me At All," it's a breezy tale of woe with an infectious flavor. Could be the one he's been looking for. Flip: "Lover's Lane" (2:32) [Peach SESAC-Hood]

Newcomer Picks

LAMAR MORRIS (MGM 13866)
The Great Pretender (2:34) [Panther ASCAP-Ram]

Lightning could well strike twice as Lamar Morris takes the Platters' decade-back rock giant, "The Great Pretender," and gives it a brand new country packaging. May be enough left in the oldie to give it another ride up the charts. Flip: "The World's Perfect Couple" (2:36) [Ly-Rann BMI-Morris]

Best Bets

CLYDE OWENS (Chart 1016)
Wide World Of Love (2:44) [Yonah, BMI-Smith, Hughey] A pretty ballad offering by Clyde Owens, this one stands a strong chance of stirring up chart action. Songster's smooth approach may be met with wide acceptance from buyers. Flip: "Long Live Love" (1:51) [Yonah BMI-Gibson, Perkins, Robinson]

LEON RAUSCH (Longhorn 583)
Dim Lights, Thick Smoke (2:15) [Comet BMI-Lee, Fidler, Maphis] The honky-tonk flavor of this thunker by Leon Rausch could make it a big request item among followers of the Western sound. Good sales may result. Flip: "You Bring Out The Worst In Me" (2:30) [Sure-Fire BMI-Russell]

JUDY LYNN (Musicor 1283)
(B+) Yellowstone (3:25) [Glad BMI-Montgomery] Loping ballad of the old, fiery West. Flip: "On Smoke Not Fire" (2:40) [Glad BMI-Lynn, Klierer]

STEVE DORRIER (Major 1007)
(B+) Letter To The President (2:45) [Doms BMI-Bransford] Child's comment on the war. Flip: "What's The Matter, Mommie" (2:50) [Dooms BMI-Bransford]

JIMMY CORNWELL (Trend 3328)
(B+) I'm Picking Up The Pieces (2:04) [Mimic BMI-Cornwell] Lively, tale of heartbreak. Flip: "Beer, Liquor Or Wine" (2:29) [Mimic BMI-Cornwell]

GLENN THOMPSON (Tornado 160)
(B+) You're Not The Girl I Used To Know (3:04) [B-W, Live-Wire BMI-Perkins, Lee] Funky woeser. Flip: "Sunshine Through The Rain" (2:18) [Peer Int'l BMI-Thomas]

WAYNE CAMPBELL (Columbia 44364)
Soft Hearted Me (2:53) [Combine BMI-L./L. Groah] May be a good turnout for Wayne Campbell and this Columbia stand. The easy-paced offering makes for pleasant listening and spinning fare for radio audiences. Flip: "Shadow Of Love" (2:34) [One Note BMI-Campbell]

LEFTY FRIZZELL (Columbia 44390)
A Prayer On Your Lips (2:42) [Brittany BMI-Owens] Hitting home with a war-oriented ballad, Lefty Frizzell could find himself making a quick re-entry into the chart picture. Feelingful ballad is worth a spin. Flip: "Anything You Can Spare" (2:36) [Wilderness BMI-Howard]

ROY BEE (Note 101)
Caution To The Wind (2:25) [Blue Echo BMI-Griff] Romantic ballad offering by the artist. Flip: "The Stroke Of A Pen" (2:10) [Blue Echo BMI-Griff]

JIMMY VELVET (Velvet Tone 112)
(B+) Candy Heart (2:38) [Screen Gems-Columbia BMI-Greenfield, Keller Mid-tempo blueser.] Flip: "Sigma Alpha Lonely" (2:49) [Screen Gems-Columbia BMI-Mamm, Weil]

C. D. DRAPER (Curtain Call 35672)
(B+) Bright Lights And Blues (2:45) [CCRI ASCAP-Draper, Reemes] Heartaches at a medium pace. Flip: "You're Touching Me" (2:18) [Blanket BMI-Draper]

LEX THOMAS (Ranger 439)
Going Down The Third Time (2:30) [Janon ASCAP-Trent, Wade, Singleton] Sorrowful ballad. Flip: "Live Just To See You Again" (2:50) [Big Foot BMI-Ripley]

| | | | | | |
|-----------|--|-----------|-----------|---|-----------|
| 1 | BRANDED MAN Merle Haggard (Capitol T/ST 2789) | 2 | 16 | BILL ANDERSON'S GREATEST HITS (Decco DL 4859/74859) | 18 |
| 2 | TURN THE WORLD AROUND Eddy Arnold (RCA Victor LPM/LSP 3869) | 1 | 17 | I'LL NEVER FIND ANOTHER YOU Sonny James (Capitol T/ST 2788) | 15 |
| 3 | BEST OF EDDY ARNOLD (RCA Victor LPM-LSP 3565) | 6 | 18 | WHAT DOES IT TAKE Skeeter Davis (RCA Victor LPM/LSP 3876) | 20 |
| 4 | LOVE OF THE COMMON PEOPLE Woylon Jennings (RCA Victor LPM/LSP 3825) | 4 | 19 | GEMS BY JIM Jim Ed Brown (RCA Victor LPM-SLP 3853) | 14 |
| 5 | GENTLE ON MY MIND Glen Campbell (Capitol MT/ST 2809) | 5 | 20 | WHAT LOCKS THE DOOR Jack Greene (Decco DL 4939/74939) | 26 |
| 6 | YOUR TENDER LOVING CARE Buck Owens Copital T/ST 2760) | 3 | 21 | SPANISH FIREBALL Honk Snow (RCA Victor LPM/LSP 3857) | 22 |
| 7 | ALL THE TIME Jock Green (Decco DL 4904/DL 4904) | 9 | 22 | THE BUCKAROOS STRIKE AGAIN (Capitol T/ST 2828) | 25 |
| 8 | ODE TO BILLIE JOE Babbie Gentry (Capitol T/ST 2830) | 10 | 23 | COOKIN' UP HITS Liz Anderson (RCA Victor LPM/LSP 3852) | 23 |
| 9 | TONIGHT CARMEN Morty Rabbits (Columbia CL 2725/CS 9525) | 7 | 24 | I'LL HELP YOU FORGET HER Dotti West (RCA Victor LPM/LSP 3830) | 25 |
| 10 | LAURA (What's He Got That I Ain't Got) Leon Ashley (RCA Victor LPM/LSP 3900) | 8 | 25 | THE PARTY'S OVER Willie Nelson (RCA Victor LPM/SLP 3858) | 21 |
| 11 | QUEEN OF HONKY TONK STREET Kitty Wells (Decco DL 4929/DL 74929) | 12 | 26 | SINGING AGAIN Ernest Tubb & Loretto Lynn (Decco DL 4872/DL 74872) | 19 |
| 12 | BEST OF CONNIE SMITH (RCA Victor LPM/LSP 3848) | 11 | 27 | BY THE TIME I GET TO PHOENIX Glen Campbell (Capitol T/ST 2851) | 29 |
| 13 | YOU MEAN THE WORLD TO ME Dovid Hauston (Epic LN 24338/8N 26338) | 16 | 28 | CLASS GUITAR Chet Atkins (RCA Victor LPM/LSP 3885) | 28 |
| 14 | HELLO, I'M DOLLY Dolly Parton (Monument MLP 8085/SLP 18085) | 13 | 29 | DON'T SQUEEZE MY SHARMON Charlie Walker (Epic LN 24328/8N 26328) | 30 |
| 15 | SINGIN' WITH FEELING Loretto Lynn (Decco DL 4930/DL7 4930) | 17 | 30 | THIS IS JAN HOWARD COUNTRY Jan Howard (Decco DL 4904/DL7 4931) | |

Country On Stage

CHARLIE LOUVIN MARY TAYLOR BILLY GRAMMER

NEW YORK—A long bill oftentimes prove monotonous, but last week's lineup at the Nashville Room was quite the reverse. Although very lengthy, the show proved to be enjoyable and the evening one of fun, from the opening bars from Sleepy LaBeef's band to the icing provided by Charlie Louvin.

Subbing for the regular house band for two weeks, the LaBeef combo specialized in some hard-moving Memphis-like sounds with Buck Sell going wild on a gas of a piano and Sleepy offering such all-time favorites as "White Lightning" and "I Washed My Hands In Muddy Water" during the set. The band also handled the backup job for all of the featured performers on the bill, kicked off by Billy Grammer.

The amiable Grammer, who claimed a severe case of "limelight nerves," certainly didn't appear so in this writer's opinion. He came across cool and relaxed, with easy-going interpretations of a good many of his hits, including his giant "Gotta Travel On" and his more recent "Bottles" and "Mabel (You Have Been A Friend To Me)." In fact, so relaxing was Grammer that we were caught almost off-balance when Mary Taylor came on stage to make her presence known.

The walloping Miss Taylor hit the stage like gangbusters and wound up walking off with a good deal of the spotlight. Funny, sharp-witted, undaunted and super-charged, Mary flattened most of the audience with a show worthy of some of our more polished stars. She highlights her act with a weird instrument known as an electric tambourine (which, unfortunately,

was not operating on opening night), which she rattles, bangs, tunes and smashes to some dynamic arrangements of country and rock numbers. Keeping up a running repartee with members of the audience, she presented a show which caused famed member of the Opry (visiting the club as part of the audience) to remark, "I'd rather follow Elvis Presley." A few moments after this comment, Charlie Louvin took over the stage and confessed that "the only way to follow Mary Taylor is with a bulldozer."

Coming from Louvin the remark carries all the more weight since Charlie himself is no slouch. There's lots of country soul in those Louvin tonsils, and tons of feeling put into every number he delivers. With such numbers as "Think I'll Go Somewhere And Cry Myself To Sleep" and "See The Big Man Cry" listed among his long list of hits, Charlie proved to be as popular with the New York 'live' audience as he is with the record-buying crowd. His manner is affable, and in his performance it's easy to understand why popularity has lasted so long. (And, although he tells of his current hit record, "The Only Way Out (is To Walk Over Me)," being so "hot" that it jumped from No. 59 clear out of the charts, we know for a fact that the New York audience really took him to heart).

The only unfortunate thing about the entire show was, as emcee Lee Arnold put it, "the week before Christmas makes for poor crowds, what with all the last minute shopping and all." For those people who were too busy with their shopping to catch the show, we can only say—"sorry about that."

Distribution and production in the record business are things that go hand in hand. Promotion is the catalyst that ties them together. In the U.S.A. it's normal that a local distributor, whether he is an independent or manufacturer-owned sales organization, also does intensive promotion and contact work on a local level. This is very necessary because a distributor and his salesmen have only one major job, and that is to make sure that the product that the buyer wants is in the racks of the shop or one-stop where he buys. In other words, he is not a salesman, because if he oversells his customers, they are unhappy because product is left on their shelves and repeat business is in danger. He also can't undersell, because the dealers, one-stops and rack jobbers then do not reach their maximum sales potential and are also angry.

Therefore, the local distributor must have his ear glued to the local market to find out what is being played in radio and even influence the plays by frequent visits to local stations, find out what is being presented in TV, find out which records are the most requested in the discoteques and juke boxes and which records are showing up in the national and local charts. This information must be passed along to dealers so that they can order properly.

Sometimes it's even necessary to make the dealer stock product which the dealer does not think will move by offering high return privileges. How should the poor girl working behind the counter know what is really going on in the world around her if the distributor and his salesmen don't inform her?

But in Germany the situation is very different. Since all major manufacturers have their own distribution, the distributor only sells. And I mean only! Promotion is done from the central office with no basic tie between distribution and promotion. So the line-up goes something like this. The production department delivers product to a weekly meeting held with the distribution central management who then decide how many records will be pressed.

Then, the local distribution points order from samples the number of records that they feel are needed for their area, and salesmen go out and try to sell as many records of each and every single and LP as possible. The buyer of each individual shop is then left the decision as to how many of each product he or she should stock. This system basically works for established artists as past experience show that it is "safe" to order so and so many records of a top star's newest waxing, but new artists have problems.

Recently we made a test and visited 4 major one stops in a major German market. These one stops supply the records to leading juke box operators and discoteques in their area. The poor girls behind the counter had no idea what they were doing. Operators and disc jockeys from clubs came in with hit parade listings, and the salesgirls didn't know if the records were even stocked. They meekly offered record after record, played the new release and once again left the decision to the buyer without trying hard to influence them one way or the other. In one case, a buyer asked for the top English hit parade song by name and although the salesgirl said that she didn't have the record in stock, she pulled it out five minutes later and offered it to the buyer as a new release. On another record, the buyer turned down the release until he was informed by me that the record was the current U.S.A. chart topper. The salesgirl did not know.

A check of stocks found that top hits were sparsely stocked but the racks were full of records unknown chartwise and just not saleable, but records which the buyer for the shop happened to like. "We'll get rid of them sooner or later" was the answer received when asked why the records were stocked. This weak system is leading to the loss of sales which reach in the thousands to say the least. The poor girls behind the counters and the poor buyers both for the shops and the juke boxes and clubs are not at fault.

The blame lies on the record industry here. German manufacturers must find a way to decentralize their ties between production, promotion and sales. Local distributors must be given a promotion job to do, and the information gathered must be passed along to the salesman so that he can place the records needed by the shops and one-stops. The information is then passed on to the shops and one stops who in turn pass it on to their customers through visual or at least oral aids. Singles sales are way down in Germany. This may be a way to boost the sagging single record.

Foreigners beware! Don't think that everything is wrong with the German record business. It's a fine business and basically well organized. However we have been told that these columns should point out the weakness as well as the strength of the market and these recent editorials which will continue for several weeks more are meant as a constructive aid.

Now to the brighter side of the news. Christmas business was booming. All firms report record sales especially on LP product for the season. Top singles product are reaching sales figures unknown to Germany in recent years, and LP's are racking up sales figures like singles. The recent tour of EMI artist ADAMO was sold out in all cities. The recent LP "Eine Stern Stunde Der Musik" (A Star Hour Of Music) which represented product available from CBS, Deutsche Grammophon, Edition Montana, Metronome and Philips Ton with all artists represented as well as all dealers and manufacturers giving their profits to charity reached the 250,000 sales mark, and a golden record was given to the dealer's association for this achievement. A strong public-relations action by the record industry in Germany. May many more follow.

That's it for this week in Germany.

Germany Record Mfr's Sales

(Courtesy "Schallplatte")

| This Week | Last Week | Weeks On Charts | Record Title |
|-----------|-----------|-----------------|---|
| 1 | 1 | 8 | Massachusetts—The Bee Gees—Polydor—Rudolf Slezak Music |
| 2 | 2 | 3 | The Letter—The Box Tops—CBS—Belmont Music |
| 3 | 3 | 5 | Zabadak—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. von der Dovenmuehle |
| 4 | 4 | 2 | Hello, Goodbye—The Beatles—Odeon—Northern Songs/Rolf Budde Music |
| *5 | 5 | 2 | Seemann, weit bist Du Gefahren (Sailor, You've traveled far)—Freddy—Polydor—Edition Esplanade |
| *6 | 6 | 5 | Monja—Roland W.—Cornet—Aberbach Music |
| 7 | 7 | 3 | Morning Of My Life—Esther & Abi Ofarim—Philips—Sikorski Music |
| *8 | 8 | 15 | Romeo und Julia (Romeo and Julia)—Peggy March—RCA Victor/Rolf Budde Music |
| 9 | 9 | 8 | Excerpt From A Teenage Opera—Keith West—Odeon—Francis, Day & Hunter |
| 10 | 10 | 2 | Schiwago Melodie—Maurice Jarre—MGM—Hans Gerig Music |

*Original German Copyright

Last November 13th, the Court of Labour in Madrid upheld Hispavox S. A. in its suit against Raphael and decreed that the agreement between them (signed February 1, 1964) was valid and in force and would remain so until the expiration date of February 1, 1969. The matter was also referred to the French courts, and the Paris Court of Appeal has just announced the sequestration of all income Pathe Marconi received from the sale of Raphael recordings. The French court ruled that the artist was remiss in his commitments to Hispavox and that Pathe Marconi could in no way deny knowledge of them.

Claude Carrere, agent manager of Sheila, has just created his own record company with Philips distributing. Sheila, of course, is the number one artist of the new Carrere label which is currently looking for distribution in foreign countries.

Alain Boublil, manager of Vogue International, and Cyril Shane of Shapiro Bernstein & Co. concluded an agreement for the production in France of the next Tremelos' recording. Boublil is also very delighted with the success of "The Letter." In addition to the French treatment by Herbert Leonard, Claude Bolling has just recorded the first orchestral version.

Famous Flemish artist Will Tura released through Palette (Festival distributing) his first record sung in French: "Rose des neiges." Gigliola Cinquetti and Bobby Solo enjoyed great success at the Theatre des Champs Elysees. They were featured in the Canta Europa Show. Impact is launching two new English groups in France: Singers Lee and the Scenery.

Dimension is a new label which has just appeared on the French market. Only artist currently on the label is Gilbert Beaud. Prexy is Maurice Vidalin and heading the A&R is Jacques Poisson. EMI will distribute in all the European Common Market countries and separate contracts will be signed with the others.

Andre Asseo, Philips public relations, informs us that Barbara is preparing a new LP and that Nana Mouskouri will record a German treatment of "Concerto d'Aranjuez" and "Au coeur de Septembre" ("Try To Remember").

QUICKIES: Frank Pourcel, back after a visit to California, did not renew his contract with Liberty. . . . The modern music catalog Wergo will be handled by CBS Disques. . . . Electric Prunes currently in Paris for TV appearances. . . . New chanteuse through President, Fauvette. . . . Tzigane orchestra of Lajos Boross in Paris for a President recording session.

France's Best Sellers

| This Week | Last Week | Weeks On Charts | Record Title |
|-----------|-----------|-----------------|--|
| 1 | 1 | 9 | La dernière Valse (Mireille Mathieu) Barclay; Francis Day |
| 2 | 4 | 7 | Dans Une Heure (Sheila) Philips; Carrère |
| 3 | 2 | 11 | Le Néon (Adamo) EMI; Pathé Marconi |
| 4 | 5 | 4 | Tonton Cristobal (Pierre Perret) Vogue; Vogue International |
| 5 | 3 | 11 | San Francisco (Johnny Hallyday) Philips; Tournier |
| 6 | 10 | 5 | Le Plus difficile (Jacques Dutronc) Vogue; Alfa |
| 7 | 6 | 8 | Le Dernière Valse (Petula Clark) Vogue; Francis Day |
| 8 | — | 1 | Paulette (Les Charlots) Vogue; Vogue International |
| 9 | — | 1 | Comme d'habitude (Claude François) Flèche; Barclay—Jen Music |
| 10 | 7 | 2 | Au coeur de Septembre (Nana Mouskouri) Fontana; Chappell |

Japan's Best Sellers

| | | | ALBUMS |
|-----------|-----------|--|--|
| This Week | Last Week | | |
| 1 | 1 | | The Tigers on Stage—The Tigers (Polydor) |
| 2 | 2 | | Let's Go Classics—The Bunnys (Seven Seas) |
| 3 | 3 | | The Blue Comets/Original Hits No. 2—The Blue Comets (CBS) |
| 4 | — | | Monkees Golden Album—The Monkees (RCA Victor) |
| 5 | 4 | | Koyubi No Omoide—Alfred House (Polydor) |
| | | | LOCAL |
| This Week | Last Week | | |
| 1 | 1 | | Love You Tokyo—Los Primos (Crown) |
| 2 | 3 | | Saku-No Koitaro—Yukio Hashi (Victor) |
| 3 | 2 | | Koi-No Fuga—The Peanuts (King) |
| 4 | 5 | | Inochi Karetemo—Shinichi Mori (Victor) |
| 5 | 7 | | Ai-No Kokoro—Akira Fuse (King) |
| 6 | 6 | | Shiokaze Ga Fukinukeru Machi—Teruhiko Saigo (Crown) |
| 7 | 4 | | Shiroi Machi—Yujiro Ishaiharu (Teichiku) |
| 8 | 9 | | Sekai Wa Futari No Tameni—Naomi Sagara (Victor) |
| 9 | 10 | | Sentimental Boy—Kazuo Funaki (Columbia) |
| 10 | 8 | | Anohito-No Ashioto—Yukari Itoh (King) |
| | | | INTERNATIONAL |
| This Week | Last Week | | |
| 1 | 1 | | Theme of the Monkees—The Monkees (RCA Victor) Sub-Publisher/Shinko |
| 2 | 2 | | Okay—Dave Dee, Dozy, Beaky, Mick & Tich (Philips) Sub-Publisher/A. Shroeder |
| 3 | 3 | | Kitaguni No Futari—The Blue Comets (CBS) Publisher/Watanabe |
| 4 | 4 | | Itsumademo Dokomademo—The Spiders (Philips) Publisher/New Orient |
| 5 | 5 | | Koio Shiyo Jenny—The Carnabeats (Philips) Publisher/Shinko |
| 6 | 7 | | Let's Go Unmei—The Bunnys (Seven Seas) Publisher/Seven Seas |
| 7 | 8 | | L'Amour Est Bleu—Vicky (Philips) Sub-Publisher/Shinko |
| 8 | 10 | | Okay—The Carnabeats (Philips) Sub-Publisher/A. Shroeder |
| 9 | 6 | | Mona-Lisa No Hohoemi—The Tigers (Polydor) Publisher/Watanabe |
| 10 | 9 | | Dancing Lonely Night—The Jaguars (Philips) Publisher/Shinko |
| 11 | — | | Wasure E-Nu Kimi—Tempters (Philips) Publisher/— |
| 12 | 11 | | San Francisco—Flowers In Your Hair—Scott Mackenzie (Columbia) Sub-Publisher/Victor |
| 13 | 12 | | L'Amour Est Bleu—Ryoko Moriyama (Philips) Sub-Publisher/Shinko |
| 14 | 14 | | Kiri-No Kanatani—Jun Mayuzumi (Capitol) Publisher/Ishihara |
| 15 | 15 | | I Love You—The Carnabeats (Philips) Sub-Publisher/Shinko |

Cash Box



December 30, 1967



Italian songstress Orietta Berti receives a Gold Disk from Mario Corsi, manager of Phonogram in Milan, to mark record sales of over one million copies between Feb. 1 and Sept. 30 this year. After winning the Italian National TV Contest "A Summer Disk" in 1965 with "Tu Sei Quello" which took her to No. 1 in the charts, Orietta Berti, made her San Remo debut with another best seller "Io Tu E Le Rose". Internationally, she has toured successfully in Spain, Portugal, Germany, Greece, Canada and Rumania.



Great Britain



Australia

EMI Records, major British record company which—with British Decca—culls well over half the British disk market, has survived a year of tribulation and assorted harrassments to emerge, once again, as the biggest earner in the most lucrative disk-selling season of the year—Christmastide. The company, subject of successive "talent" raids by smaller operations which are pilaging both executive staff and performing pacts, has survived in such style that it expects its best Christmas business ever. Over the past months the company has coped with two changes of managing directors (Ken East being the current helmsman), a switch from a "horizontal" operation to a "vertical" one and back, the loss of top recording talent such as George Martin, Ron Richards, Norman Newell and now Norrie Paramor, plus the departure of experienced promotion personnel such as Rex Oldfield and Peter Prince (now at MGM).

But in spite of the taxing changes and with the chips down, the company has dealt itself a winning hand. At the present time EMI has six singles in the Top Ten. If it can be assumed that in terms of volume sale only the Top Ten listings count for very much, then the major waxery is siphoning off more than half the singles trade during this profitable Yuletide period. In terms of LPs, EMI has staked its claim to Christmas trade with 12 albums in the Top 40. Insiders at the company feel that, on the first week's action in December, this Christmas will prove the best ever for EMI. The diskery's plant is on a 24 hour schedule and turning out 1,000,000 platters a week. But, such is the demand for EMI product at present that the company has had to deploy pressings outside its own production mill. Contributing largely to EMI's album success is its American repertoire. The Tamla Motown school has five albums in the indexes and the Beach Boys have three. In terms of singles, American Gene Pitney is the only American artist in EMI's top sellers. Local artists include the Beatles, Dave Clark, the Scaffold, Des O'Connor and Cliff Richard with others coming up fast.

Decca's Christmas stocking is bulging with two enormous crackers, Tom Jones' "I'm Coming Home" and Englebert Humperdinck's "The Last Waltz" which is also in the album charts. Both numbers are Les Reed-Barry Mason compositions published by Donna Music. Pye Records has at least half a dozen plums for the Christmas buyer including the recent No. 1 smash by Long John Baldry "Let The Heartaches Begin" (Schroeder) and an ideal gift for the whole family, Val Doonican's "If The Whole World Stopped Loving"—the label's latest signing—who is also in the album carts with "Val Doonican Rocks But Gently." Other Pye entries include "Baby Now That I've Found You" by the Foundations (Welbeck/Schroeder) and "There Is A Mountain" recorded and published by Donovan. Polydor are there with the Bee Gees' "World" (Abigail); RCA have "Daydream Believer" by the Monkees (Screen Gems); the Troogs are back for Page One with "Love Is All Around" (Dick James); and Island Records add to the seasonal jam with the Traffic's "Here We Go Round The Mulberry Bush" (United Artists). The Philips group is celebrating with "Zabadak" by Dave Dee, Dozy, Beaky, Mick and Tich on Fontana (Lynn).

A meeting between the Mechanical Rights Society and the British Record Producers Association has been set for January 4th to negotiate the rate of mechanical royalty payable to MRS on the sale of disks. The meeting has been fixed after top level discussions between the industry leaders on both the record side and publishing side of the industry to avert a deadlock which, at one point, threatened to preclude all or most recording in this country. After a huddle between Sir Edward Lewis and Sir Joseph Lockwood for the diskeries and Alan Holmes and M. E. Ricketts for the publishers, subsequent meetings of the MRS and the BRPA agreed to extend the existing contract between the two sectors of the industry for a further six months. Thus, by extending the pact to June, 1968, the producers and the publishers have given themselves a sufficient period to re-negotiate the mechanical payments. In the first instance MRS sought to increase from the present level of 6¼% of the retail price (minus cost of the sleeve) to 10% of the retail price. The BRPA would not even discuss the rise let alone negotiate on it and, for a while, it looked as if the record industry was in for a major deadlock. Later informal meetings of top executives brought a new measure of commonsense to the issue, however, and it is understood that MRS' claim will be lowered by about 1½%. The manufacturers are now prepared to negotiate.

Edward Kassner, Managing Director of President Records, arrives in London January 9th to record the Equals' and the Pyramids' new February releases. The Equals' follow up LP to their "Unequaled Equals" hit will be issued early in the New Year under the title "Equals Explosion."

Norrie Paramor, one of Britain's top a & r men is to leave EMI in February, 1968, to set up his own independent company. During his 17 years with EMI as recording artist, musical director and recording managing, he has been responsible for a host of chart entries by top artists and has waxed such international names as Judy Garland, Kay Starr, Helen Shapiro, Al Martino, Michael Holliday, Richard Anthony, Ruby Murray, Gene Vincent, Eddie Calvert, Cliff Richard, the Shadows and Frank Ifield. His new company will be concerned primarily with record producing and music publishing (for the past year he has been responsible for EMI's international music publishing interests). As well as seeking new talent Paramor will, at the request of EMI, continue to record Cliff Richard, the Shadows, Frank Ifield, Gordon Waller, Jay Justin and his own recordings as an EMI artist. Statistically, Paramor has produced a host of quarter million sellers and his artists have collected no less than 8 Gold Disks for million selling records.

September was a bumper month for record sales which, valued at £2,118,000, reached their highest peak since March. They were a little lower than in September 1966, while exports were much lower. On the production side there was a great increase on the August figure and a total of 9,140,000 records came off the presses in September as opposed to 8,208,000 in the same month of last year. From January to September, 1967, production, sales and exports of records were all higher than in the corresponding period of 1966.

It is with very real regret that we report the death of Syd Green, one of the best loved and most colorful personalities of Tin Pan Alley. Green joined the Chappell organization in 1952 working on the catalogs of Edwin Morris and lately Famous-Chappell. We also regret to report the sudden death of Cyril Baker who formed Belinda London in 1956 and was Managing Director until his retirement in December, 1965.

Happy New Year and loads of prosperity to all from all those in the business in Australia. On the commerce end of things, most Australians are looking to a greater acceptance of Australian-produced records on the vast international market. Many Australian acts have scored very well in the past, but not with records produced in their own country . . . maybe 1968 will see a change in this situation. There is a great deal of good-quality Australian material available for the overseas market, but for some reason(s) or other most of the prominent overseas diskeries show little or no interest in this product, even though several local discs have done big sales business on a national scale in this country.

Festival Records have rush-released (on the A&M Label) the latest album from the famous Tijuana Brass, "Herb Alpert's Ninth." The set is something of a misnomer in this territory, because it is actually the tenth album to be issued here by Herb Alpert & the Tijuana Brass.

New sheet music issues from J. Albert & Son bring "Excerpt From A Teenage Opera" (recorded by Keith West); "I'm Coming Home" (Tom Jones); "The Rain, The Park & Other Things" (the Cowsills); "Yellow Days" (Damita Jo); "Everybody Knows" (Dave Clark Five), and "Living In A Child's Dream" as recorded by local group, the Masters Apprentices. Copyright in the latter title is owned by Apollo Publishing, but the sheet has been printed and distributed by J. Albert & Son.

Dick Heming, head of the promo division at Astor Records, is doing a lot of company flag-waving on behalf of such releases as "Let The Heartaches Begin" (Long John Baldry); "Baby, Now That I've Found You" (the Foundations); "The Other Man's Grass" (Petula Clark); "Autumn Almanac" (the Kinks); "As Long As You're Here" (Zalman Yanovsky); "Beautiful People" (Kenny O'Dell); and "Plastic Dreams & Toy Balloons" by local boy Peter Doyle.

Performance and broadcast restrictions have been placed on the following songs on behalf of the publishers mentioned. Entire score and title song from the film "Bonnie And Clyde" (Allans Music); "Who Will Answer" (Associated); "Darlin'" (J. Albert & Son); and "Bye Bye My Love" and "Don't Send Me Away" (Leeds Music).

Record production figures for the 4 month period ended October 31, 1967, show a slight dip in comparison with the corresponding period in the previous year. In actual units, the fall-off amounted to 89,000 pressings, which, in a total production figure of over 4½ million pieces, isn't significant.

Tony Brady, formerly professional manager with the Belinda Music operation here, has joined Artist Management Co. (151 Bayswater Rd, Rushcutters Bay, New South Wales) to manage that organization's office. The company was established a couple of years ago by Bryan Fehon, manages some prominent talent in this country. Tony will handle publicity for these artists and will also consult with recording acts on material to cut.

RCA are out with the Anthony Newley album of material from the film, "Doctor Dolittle." Newley, of course, wrote the songs. Also from RCA is a new locally produced single by the New Edition with "A Look At You" and "About You Girl."

Great Britain's Best Sellers

| This Week | Last Week | Week On Charts | Title |
|-----------|-----------|----------------|---|
| 1 | 1 | 3 | *Hello Goodbye—The Beatles (Parlophone) Northern |
| 2 | 2 | 6 | *Let The Heartaches Begin—Long John Baldry (Pye) Schroeder |
| 3 | 3 | 6 | *Everybody Knows—Dave Clark Five (Columbia) Donna |
| 4 | 5 | 7 | If The Whole World Stopped Loving—Val Doonican (Pye) Immediate |
| 5 | 4 | 5 | *Something's Gotten Hold Of My Heart—Gene Pitney (Stateside) Maribus |
| 6 | 6 | 4 | Careless Hands—Des O'Connor (Columbia) E. H. Morris |
| 7 | 7 | 3 | *I'm Coming Home—Tom Jones (Decca) Decca |
| 8 | 9 | 1 | *World—Bee Gees (Polydor) Abigail |
| 9 | 13 | 2 | *Thank U Very Much—The Scaffold (Parlophone) Noel Gay |
| 10 | 8 | 5 | *All My Love—Cliff Richard (Columbia) Shapiro Bernstein |
| 11 | 10 | 3 | Daydream Believer—The Monkees (RCA) Screen Gems |
| 12 | 11 | 17 | *The Last Waltz—Englebert Humperdinck (Decca) Donna |
| 13 | 19 | 2 | *Here We Go Round The Mulberry Bush—Traffic (Island) United Artists |
| 14 | 18 | 2 | *Kites—Simon Dupree (Parlophone) Robbins |
| 15 | 12 | 7 | *Love Is All Around—The Troggs (Page One) Dick James |
| 16 | 15 | 2 | *Magical Mystery Tour (EP)—The Beatles (Parlophone) Northern |
| 17 | 14 | 11 | *Baby Now That I've Found You—The Foundations (Pye) Welbeck/Schroeder |
| 18 | 16 | 5 | I Feel Love Coming On—Felice Taylor (President) Kassner |
| 19 | — | 1 | In And Out of Love—Diana Ross & Supremes (Tamla Motown) Jobette/Carlin |
| 20 | 17 | 10 | *Zabadak—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn *Local copyrights |

Great Britain's Top Ten LP's

| | | | |
|---|--|----|---|
| 1 | Sound Of Music — Soundtrack (RCA) | 6 | Disraeli Gears — The Cream (Reaction) |
| 2 | Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone) | 7 | Val Doonican Rocks—Val Doonican (Pye) |
| 3 | Breakthrough—Studio 2 Stereo (EMI) | 8 | Dr. Zhivago—Soundtrack (MGM) |
| 4 | British Char'busters — Various (Tamla Motown) | 9 | The Best Of The Beach Boys—Vol. 2—(Capitol) |
| 5 | The Last Waltz — Englebert Humperdinck (Decca) | 10 | Smiley Smile—The Beach Boys—(Capitol) |

RCA's 'Sound' LP Hits \$4 Mil Sales In Canada; Nation High

CANADA—RCA Victor's soundtrack album of "Sound Of Music" has come up with another year of two million dollars of retail sales, which makes it the biggest seller in Canada's record history.

Besides this honor for the album, the movie has set four records in Toronto's Eglinton Theatre. 1) The 33 month run is the longest for any theatre in the world. 2) Approximately one million tickets have been sold since the opening in March of 1965. 3) The Eglinton revenues have to-

talled \$2,250,000. 4) The film has gone through the projector 1600 times.

What's most impressive about this Toronto showing is the number of times people have viewed the film. Some families have attended the showing as many as twelve times, and what is more incredible is the fact that the theatre has used only one print, the original.

A suitable presentation will be made the first part of the new year (a gold record).

'Grand Gala' Artists Named

AMSTERDAM—Piet Beishuizen, director of the C.C.G.C. (Collective Gramophone Campaigns), has announced the names of the artists who are already under contract for an appearance on the "Grand Gala Du Disque," March 8 at the R.A.I. Congress Center, Amsterdam. These are: Gilbert Bécaud, Dusty Springfield, Wilson Pickett, The Four Tops, Esther and Abraham Ofarim, Nancy Wilson, Vikki Carr, Jimmy Smith, Roy Black, Eugen Cicero, Manuel Del

Plata, Barbara etc. Rumours that Donovan, Cliff Richard, Joan Baez, Nancy Sinatra and Chet Atkins would come to Holland for the occasion are not true. The show will be presented by big Dutch artist Wim Sonneveld with assistance of Ina van Faassen, and be screened on color-television (AVRO). Before this live show from the R.A.I.-building, TV will broadcast a one hour long special beat-show with top-of-the-bill groups.

Kapp's Reinman To Germany As DGG Guest

NEW YORK—Kapp Records' Betty Reinman has left for Germany for two weeks upon the invitation of the Deutsche Grammophon people in "appreciation of her participation in establishing the Gunter Kallmann Chorus as an important recording artist in America." Dave Kapp first scored a hit with the Chorus here with the Four Corners LP, "Serenade For Elizabeth," in German. Miss Reinman is responsible for the American repertoire of the Gunter Kallmann Chorus and originated the concept for them to record top hit material in English, and their first such LP, "Wish Me A Rainbow" was a success.

She has never met the members of the Chorus, nor their musical director, Hans Bertram and plans to see them in West Berlin and Munich and will meet with the Deutsche Grammophon executives in Hamburg. The next Gunter Kallmann Chorus LP will be released in January.

London 'Moonlighting' For Singer Martino

NEW YORK—Capitol Recording star Al Martino, who makes his third headlining engagement in as many seasons at London's "Talk of the Town" in April, will be moonlighting during most of his three-week stand starring in his own musical special for Granada-TV.

Martino, who created the special, will also serve as executive producer. Arrangements have also been finalized for Capitol to release an LP version of the show.

Plan London 'Mancha'

NEW YORK—Mitch Leigh, composer of the Broadway hit "Man Of La Mancha," and Milton Herson, president of Mark Century Corporation which owns major share of the show, have returned to New York from England where they completed arrangements for "La Mancha's" upcoming Spring opening in London.

Otis Renews Pacts In France, Italy

NEW YORK—Clyde Otis, president of Eden Music, has renewed his publishing company's association with its French and Italian licensees. In separate meetings with Gerard Tournier of Editions et Productions Musicales and Krikor Mantigian of Durium, S. P. A., Otis agreed to a continuance of an exchange of songs and a closer affiliation with these outlets.

Through Argon Productions, his independent record production firm, Otis will also be active in arranging for the release of Italian and French disk product in this country.

Eden Music has acquired the American rights to the French hit, "Les Ballons Rouges." There have been several waxings of Eden tunes by established foreign artists in recent weeks. Among these are "On Top of the World" by Sweden's Jerry Williams, "The Same One" by Jackie Edwards, a Canadian singer, and an Italian version of "Can't You Just See Me?" by Papetti.

Laurie's Schwartz On London Trip

NEW YORK—Bob Schwartz, President of the Laurie Group of Companies, is in London for business meetings with British Decca executives who are the new Laurie Records United Kingdom licensees. Meetings will include new product and marketing plans for 1968.

Schwartz will also be meeting with Robert Mellin, who represents the publishing interests of the Laurie Group of Companies in the United Kingdom. He also hopes his schedule will permit meetings with indie producers.

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Liberty Maps Label-Pub Expansion In All Major Foreign Territories

HOLLYWOOD—Liberty Records is making major expansion moves in all major foreign markets, according to Ron Kass, Liberty Records director of overseas operations.

Kass, who spent last week in Hollywood in conferences with Liberty execs, said the expansion moves cover both publishing and recording fields.

"Liberty became the first American independent to establish two foreign record companies and we are presently organizing and expanding the foreign publishing interests," Kass said.

Liberty presently has record companies in England and Germany which sign local talent and produces and releases the product locally. Both companies were formed in June of this year, and the English company has already had two Top 5 hits. The German acts have also charted regularly.

Liberty has publishing firms in

England and Germany and expansion plans in this field include the forming of a French publishing firm and the naming of representatives in many countries to manage the extensive Metric Music Group catalogs.

"Another one of our plans," Kass said, "is to increase the number of personal appearances in foreign countries by U.S. artists on Liberty labels. We are presently trying to set up tours by Vic Dana, Bobby Vee, Johnny Rivers and The Ventures," Kass said.

London In Canada

As a part of its major expansion in foreign markets, Liberty has named London Records of Canada as Canadian licensee.

Liberty interests in Canada will be supervised by London sales manager Dave Doucette.

All Liberty labels will be represented by London.

Geoffrey Bridge Leaving Post At EMI

LONDON—Geoffrey Bridge is leaving EMI as joint general manager of the company's overseas division. Move, effective at the end of this month, makes the second surprise shift for Bridge in recent months. First was at the

beginning of the year when he was succeeded as managing director by Ken East and took up his appointment as joint general manager of the overseas division. Bridge's future plans are undecided.

Promo Film With Disk Featuring Lightfoot

CANADA—Peterson Productions Limited, producers of motion pictures have recently filmed "Movin" which is a 10 minute version of the original 28 minute film prepared for Paramount Pictures.

The film is sponsored by the Freight Division of the Canadian National Railways and tells about Canada, Canadians and the CN Freight that moves Canadian products on steel rails North to South, East to West.

Featured on this film is one of Canada's brightest and top folk talents and international composer of many U.S. outings, Gordon Lightfoot. The songs on the disk (soundtrack) were written specially by Lightfoot and are the only "special communications" techniques used in telling the story.

A by-product to further publicize and develop interest in the film has been the pressing of 10,000 disks (initial pressing) of the soundtrack in both English and French to be used by the company for promotional use only.

This 7 inch 33 1/3 rpm recording was produced through Peterson's Custom Recording Division and features Lightfoot singing the English version on one side with Montreal's famed Jean-Pierre Ferland singing the French version.

This documentary is in general release from coast to coast in Canada and many cities in the U.S.

"Movin" has received three international awards:

- 1) Top Public Relations Award in the recent Canadian Film Awards.
- 2) The Silver Medal at the International Film & Television Festival in New York City.
- 3) A Chris Award for top PR film at the Columbus Festival in Ohio.



ED BENOUE (left) has been named director of manufacturing and technical operations for CBS International in Europe, reporting to Peter De Rougemont, vice president for CBS International European Operations (right).

Reflecting CBS International's growing emphasis on record manufacturing and studio facilities, Benou will direct activities in the area of development of manufacturing and technical operations throughout Europe. Part of his task will be to assure standards of quality, service and efficiency from CBS International manufacturing operations.

Since customs barriers in the Common Market will disappear in 1968. CBS expects to manufacture for greater markets in the years to come. Also with the CBS Records plant at Aylesburg, England having increased its output by 30% in 1967, increased business is expected in 1968. These factors led to the creation of the new post.

Benou joined CBS International in 1966. He was formerly with RCA International.

New Holland Label

HOLLAND—Johnny Hoes started his own sales company, called N.V. Telegram, which has been established in Weert, St. Maartenslaan 1-3. Salesmanager: Charles Noordendorp. Production and publicity: H. Timman and Jacqueline Hoes. Managing director: Johnny Hoes.

CANADA - 1967 IN REVIEW

To Canada, 1967 was the YEAR THAT WAS, because it was the 100th year of Canada's Confederation and Centennial year brought to Canada. Expo '67 the world's fair in Montreal. All through Canada Centennial year was celebrated by Canadians and visitors from all over the world.

The Canadian music industry was doing its share and 1967 was a landmark year in Canadian production.

JANUARY: John Pozer formed the Sir John A. Label. Gord Edwards moves from the post of Ontario Promo Manager of RCA Victor to Capitol Records in the same capacity. Columbia's Debbie Lori Kaye joins the top rated CBC-TV "Tommy Hunter Show." Compo Records picks up the distribution of the Edmonton based Damon Records with initial release by the Nomads. Robert J. Stone bows budget C&W line with initial release from the Acadia firm. RCA's Lucien Hetu awarded gold record for half million sales of his album. Canadian awards pick Staccatos as top Canadian group; Barry Allen, top male vocalist; Catherine McKinnon, top female vocalist; Gordon Lightfoot, top folk singer; Three's A Crowd, top folk group; "Let's Run Away" by The Staccatos, best produced single; Capitol Records, top record company; Red Leaf Records, top Canadian content company; Stan Klees (of Red Leaf) Canadian Music Industry Man of the Year. Quality Records hold "Centennial Year" meet at Toronto's Inn on The Park (Jan. 15-17). Many of their U.S. label excesses dropped in.

FEBRUARY: Compo picks up Canadian rights to Enoch Light's Project 3 label. Montreal's French Canadian Classels debut first release in the U.S. on the Main Line label. Capitol Records acquire Disneyland and Buena Vista label for distribution in Canada. Winnipeg's Guess Who single of Johnny Cowell's "His Girl" hits #1 spot in Canada. Bobby Gimby's "Canada" picked as official Centennial song and recorded by Young Canada Singers. Toronto's CKFH goes from jazz format to top 40 to complete with CHUM. Groovy art formed by Bill Armstrong and Stan Klees to make available promotion material to young Canadian artists. First such firm in Canada. Terry Mulligan moves from CKCK in Regina to CFUN in Vancouver.

MARCH: Compo picks up Canadian distribution rights to Abnak Records. Staccatos release "Half Past Midnight" on Capitol. Bill Patterson elevated to RCA Victor product manager vacated by Stan Kulin who moves to New York and RCA International duties. Andy Nagy assumes post of National promotion manager of RCA Victor. Compo acquires distribution rights for UNI Records for Canada. Ed Preston leaves post as music director of radio station CHML in Hamilton to become promo man for RCA Victor, Ontario. London Records of Canada announces the takeover of Mackay Record Distributors in Ontario and move to new building in Scarborough (Toronto suburb). Gilles Aubin heads up new Ontario branch.

APRIL: Capitol recording artists, The Staccatos appear at packed Ottawa Coliseum with string section, the first rock group to do so in Canada, to perform their single "Half Past Midnight." Winnipeg's Mongrels play Governor's Ball at the Legislative Buildings in Winnipeg. RCA Victor and CBS release 17 albums containing 42 works mainly by Canadian composers. Each LP cover is a reproduction of art by a Canadian artist. Starday label switches Canadian distribution from Sparton to Columbia. Laurel Records, Winnipeg, take over distributorship of all Phonodisc product in mid-western Canada. Robert H. Hermann and Radcliffe

Weaver co-producers of the Garden Centre Theatre in Vineland Ontario release first outing on the Canamyth label "Ogopogo" and the "Ookpik Song" by Greg Hambleton. Vancouver's Collectors have national hit with their "Looking At A Baby" on the New Syndrome label. Popular CBC-TV star Tommy Hunter releases "Cup Of Disgrace" on Columbia.

MAY: Johnny Clark bows with new JC label. First release "It's Just About Over." "Canada" by Bobby Gimby covered by various artists including McHarg's Stompers on Casl; Dept. of Public Works on Sparton. Official version by Young Canada Singers (produced by government) still top version, is distributed by Quality. Jack Boswell of Allied Records announces acquisition of Canadian Compass line. Robert J. Stone Ltd. announces Caravan will distribute all Stone product in Canada. Op Art label bows with initial release by the Luv Lites. Distribution to be handled by Allied. Leonard Alexander Agency announces their tri-city setup with booking offices in Montreal, Toronto and Ottawa. Red Leaf recording artists The British Modbeats album released with sales reaching over 3000 in first three weeks. Andy Stewart completes cross Canada tour and releases "Two Lands" on Capitol as a tribute to Canada.

JUNE: Reg Ayers, formerly of Quality Records Winnipeg operation, moved from Toronto HQ to Vancouver B.C. as manager of Taylor Pearson & Carson distributors. Capitol Records releases Centennial album "Canada Observed" featuring cast of CBC-TV "Nitecap." Dennis Day, long time friend of Jack Markle, cuts 6 sides at RCA Victor studios in Toronto. Produced by Markle's firm, the sides were a&r'd by BMI's Whitey Haines. John Pozer announces distribution pact with RCA Victor for his all Canadian content label, Sir John A. Don Messer and His Islanders start off on cross Canada tour in conjunction with Centennial year. Highlight of tour was appearances at Toronto's CNE and Expo '67. Craddock Kids (better known as the Young Canada Singers) cut LP for newly formed Giant Records headed by Canadian arranger Ben McPeek. Session arranged by McPeek and produced by Alan MacMillan. The Paupers appear at San Francisco's Monterey Festival and are first Canadian group to attain such an honor. RCA Victor releases first eight of Canadian Talent Library series. Releases to be made each month. Canadian composer Jerry Martin signs long term pact with Pye Records in England. Compo picks up distribution rights in Canada for B. T. Puppy.

JULY: Jupiter president Yvon Dufresne reports Donald Lautrec to represent Canada at International Song Festival in Poland in August and Rio Song Festival in October. Steinberg Food Chain produces the 100% Canadian content record "Centennial Polka" by Billy Van. Proceeds to go to Indian-Eskimo Association of Canada. One of Canada's top arrangers Bob Hahn of Montreal produces "Montreal" and "Canada" for RCA Victor International. Don Wayne's Jet Records to be distributed by London Records in Canada. London Records hold their annual meet at the Mont Gabriel Lodge in Laurentians near Montreal. Reps from London's labels round the world attend. Gord Edwards lifted to National Advertising manager at Capitol and Paul White to fulltime A&R for Capitol. Capitol moves into new building in Malton on the outskirts of Toronto on July 23rd. Arc Records releases "Canada" by The Sugar Shoppe putting the official Centennial song right back on the charts. BMI Canada's Special Centennial Awards go to four Canadians. Jefferson Airplane appear for one

week at Canada's famous O'Keefe Centre with complete light show and launch psychedelia in Canada.

AUGUST: The Mariposa Folk Festival '67 at Innis Lake Ontario, headlines Buffy Sainte Marie, Staple Singers and Three's A Crowd. Sparton announces an expansion of their pressing facilities in London, Ontario. Compo Records becomes the Canadian distributor of Star Records in Canada. All product to be released on the Apex label. Don McKim of Phonodisc plays host to firm's U.S. affiliates as well as reps from across Canada. CHUM's music director Bob McAdorey is guest speaker at meet. CTL (Canadian Talent Library) celebrates their fifth year as producers of Canadian content for radio stations and more recently for record label. The Staccatos (chosen top Canadian group of '66) recorded by Capitol in L.A. The Toronto Telegram entertainment section Showcase does an in depth study of the music industry in Toronto. Canada's Guess Who sign with Fontana in U.S. Canadian National Exhibition features Teen Fair in conjunction with radio station CKFH and After Four teen weekly. Columbia Records re-organizes their head office administration in Toronto.

SEPTEMBER: John G. Diefenbaker (former Prime Minister of Canada) leader of the opposition party (Progressive Conservative) releases an LP on RCA International label. Disk features anecdotes regarding Sir John A. MacDonald (one of the father's of Confederation). Terry Mann joins Stone Records as promo manager. BMI Canada launches a 14 page magazine "The Music Scene" to be published monthly. The publication will feature articles about Canadian composers and will be published in French and English.

OCTOBER: Bill Bannon appointed to Ontario promo rep for Capitol Records. Warner Bros.-Seven Arts set up distribution in Canada with headquarters in Montreal. Ken Middleton heads up the operation. Mel Shaw forms Music World Creations label with initial release by The Stampeders rock group.

NOVEMBER: London Records acquires the Canadian distribution rights for Golden Records introduces

Muse Line of product drawn from their Pathe catalog from France. Musimart Ltd. introduces two new lines to Canada, Super Majestic classical and popular recordings from France and the Vanguard Cardinal label from the U.S. Donald Lautrec's official Expo theme "Hey Friend, Say Friend" sells over 100,000 copies with many other versions selling very well. Dave Wright appointed to General Manager of CFGM Richmond Hill, Canada's only 24 hour country station. 1967 CBC Song Market winners to be released on RCA Victor LP. First prize winner was Bruce Barrie of Prince George B.C. Polydor Records of Canada Ltd., formed and will take over Deutsche Grammophon. Fred Exon, formerly of EMI (England) heads the operation. Three's A Crowd (chosen Canada's top folk group of '66) cut for Dunhill produced by Steve Barri and Cass Elliott. Judy La Marsh Canada's Secretary of State accepts award for big selling "Canada" by the Young Canada Singers. Sales reach 300,000. Coca Cola records jingles by The Guess Who, The Staccatos, The Mighty Preachers and The Collectors. Ben McPeek forms Nimbus Nine label. Initial release "Flower Girl" by Bill Marion. Laurel Records of Winnipeg becomes distributor for Sparton products in midwest. RCA Victor announces plans for a new million dollar recording studio in Montreal to be completed by July 1968.

DECEMBER: Moffat Awards presented for Canadian content. "Canada" by the Young Canada Singers (produced by the Canadian Government) wins top award. John Irvine promo manager of Caravan Records establishes the new Boo label in Canada. Jupiter label appoints the newly formed Barclay Ltd. to distribute their product across Canada effective Jan. 1/68. Whitey Haines reports "His Girl" by Johnny Cowell, top selling Canadian song of 1967. Cowell's "Our Winter Love" was the most performed Canadian song of '67. Sound Canada Recording Studios announces plans to expand to 8 tracks in 1968. Stan Klees (chosen "Canadian Music Industry Man Of The Year 1966) announces close of Red Leaf Records (chosen Canadian Content Company of the year 1966).

CashBox Canada

Effective January 1st, 1968, the Compo Company of Canada will distribute the Scepter-Wand labels exclusively for Canada. Field promotion manager Al Mair says Compo are planning an extensive promotional program to further establish the lines in Canada.

RCA Victor are preparing for their second gold record for another two million dollars of retail sales for all Monkees albums sold in Canada. The presentation is set for mid-January.

DJ's across the country are playing the flip side of 3's A Crowd chart climbing "Bird Without Wings." The flip "Coat Of Colours" is more of an up-tempo rouser. The Crowd opened at Toronto's Riverboat (19) for two weeks which has given an added boost to what appears to be a double-sided hit. Next for the Crowd is their January album release of "Christopher's Movie Matinee."

Lester Sills, Vice-President, General Manager of Colgems arrived in Toronto last week from California along with his New York producer Chip Douglas to further negotiate with Toronto's Sugar Shoppe who were doing turn away business at The Friars. Their Toronto visit also coincided with their newly-signed artist, mimic-comic, Rich Little's opening at the Imperial Room of The Royal York Hotel. Little is from Ottawa, and became known throughout the U.S. as the kookie next door neighbor on the TV series "Love On The Rooftop" which has led him to his own TV series.

Bob Morgan, executive producer of A & R operations for MGM Records (New York), jetted into Toronto to finalize negotiating with Mel Shaw, manager of the Stampeders. The group is apparently slated for a January recording session in New York. The Stampeders are currently topping many of the Canadian charts with their Music World Creation outing "Morning Magic."

Cava-A-Bob Records is a newly-formed record company headed up by Roy Irlam and is headquartered at 32 Beaucourt Rd., Toronto. Irlam has announced that the line will be distributed by H & H Distributing Company, 34 Habitant Dr., Weston, Ontario. Their first release is an LP by the Saints and Sinners entitled "Saints And Sinners In Canada." This uptown jazz outing includes songs from the 30's to 60's and has already received rave reviews from jazz critics across the country.

Quality Record's Liam Mullan put an all out rush on the Drifter's single "Still Burning In My Heart" to coincide with their recent appearance at Toronto's Embassy Club. The disc is getting plenty of spins in Toronto and Montreal and is a pick at Toronto's CKFH.

Bobby Vinton's latest Epic singled "Just As Much As Ever" is starting to be charted throughout Ontario. Vinton's recent engagement at the Embassy plus radio and TV interviews added that extra exposure.

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DUSTY SPRINGFIELD

Britain's first lady of pop,
twice voted the world's
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Latest album:

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AM I GOING"**

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JULIETTE GRECO

the woman who has made
"chanson" a world-wide
word and one particularly
her own.

Latest album:

"LA FEMME"

Philips 844 702 BY

..... especially because their talent has the
international Philips group ahead of it, clearing
the way to the world fame they deserve.



This is a publication of Philips' Phonographic Industries, Central Office: Baarn, the Netherlands.

Denmark

New sheet music from Francis, Day & Hunter Scandinavia A/S include "Mister Lovin' Luggage Man" and "Everybody Knows," both songs by Les Reed and Barry Mason. The former has been recorded by Young Idea and the latter by Dave Clark Five (both on Columbia).

Latest releases from Dansk Grammofonpladeforlag include the LP albums "Coloured Rains" with Traflic and Spencer Davis Group with "The Best Of The Spencer Davis Group," both on Island Records. Povl Dissing has a new single at Sonet with two tunes from a local motion picture.

Sweden

Christmas sales in Sweden were far better than anyone dreamed of, and everybody had expected it to be very high. This is the general answer from the trade when asked about their opinion about this year's Christmas sales.

Kjell Wigren of Edition Odeon has left the company and is temporarily being replaced by Bengt Sundström, who formerly handled that job, but for the last months been engaged at the record dept. of EMI here.

This office takes this opportunity to wish all friends and readers of Cash Box all over the world a Very Happy And Successful 1968.

Denmark's Best Sellers

| This Week | Last Week | Weeks On Chart | Title | Artist |
|-----------|-----------|----------------|---|--|
| 1 | 1 | 6 | *Tryllesangen (Pusle) | Helmuth/Polydor Multitone A/S, Denmark |
| 2 | — | 1 | Hello Goodbye (Beatles/Parlophone) | Multitone A/S Denmark |
| 3 | 3 | 7 | Massachusetts (Bee Gees/Polydor) | Dacapo Musikforlag, Denmark |
| 4 | 2 | 11 | Gyngerne og karusellen (Gungorna och karusellen) (Preben Uglebjerg/Polydor) | Wilhelm Hansen, Musik-Forlag, Denmark |
| 5 | 5 | 8 | I'm Going Out (Tages/Odeon) | Imudico A/S, Denmark |
| 6 | 6 | 3 | Treat Her Like A Lady (Tages/Odeon) | Imudico A/S, Denmark |
| 7 | 4 | 1 | Det er sa skont (Keld & Donkeys/HMV) | |
| 8 | 7 | 9 | Camp (Sir Henry & His Butlers/Columbia) | Imudico A/S, Denmark |
| 9 | 8 | 3 | To pa kvisten (Dorthe & Johnny Reimar/Philips) | |
| 10 | — | 1 | Hold dig pa matten (Hall till höger, Svensson) (Bjorn Tidmand/Odeon) | |

Norway's Best Sellers

| This Week | Last Week | Weeks On Chart | Title | Artist |
|-----------|-----------|----------------|--|---|
| 1 | 2 | 3 | Hello Goodbye (Beatles/Parlophone) | Sonora Musikförlags AB, Sweden |
| 2 | 1 | 8 | Onskerbrunnen (Sven-Ingvars/Svensk-American) | Seven Brothers Music Inc./Edition Odeon, Sweden |
| 3 | 3 | 8 | Massachusetts (Bee Gees/Polydor) | Sonora Musikförlags AB, Sweden |
| 4 | 5 | 5 | Baby, Now That I Found You (Foundations/Pye) | Schroeder/Sonora Musikförlags AB, Sweden |
| 5 | 4 | 3 | *Dimmefesten (Rolv Wesenlund/Camp) | |
| 6 | — | 1 | Daydream Believer (Monkees/RCA Victor) | Screen Gems Musikförlag AB, Sweden |
| 7 | 8 | 3 | Autumn Almanac (Kinks/Pye) | Belinda (Scandinavia) AB, Sweden |
| 8 | — | 1 | Magical Mystery Tour (Beatles/Parlophone) | Sonora Musikförlags AB, Sweden |
| 9 | — | 1 | Början till slutet (Almost Persuaded) (Hooten Singers/Polar) | Sweden Music AB, Sweden |
| 10 | — | 1 | Love Is All Around (Troggs/Fontana) | |

Sweden's Best Sellers

| This Week | Last Week | Weeks On Chart | Title | Artist |
|-----------|-----------|----------------|--|---|
| 1 | 7 | 2 | Hello Goodbye (Beatles/Parlophone) | Sonora Musikförlags AB, Sweden |
| 2 | 2 | 10 | Mot okant land (Four Strong Winds) (Hep Stars/Olga) | Gehrmans, Sweden |
| 3 | 1 | 7 | Massachusetts (Bee Gees/Polydor) | Sonora Musikförlags AB, Sweden |
| 4 | 3 | 8 | *Onskerbrunnen (Sven-Ingvars/Svensk-American) | Seven Brothers Music Inc./Edition Odeon, Sweden |
| 5 | 4 | 6 | Början till slutet (Almost Persuaded) (Hooten Singers/Polar) | Sweden Music AB, Sweden |
| 6 | 5 | 3 | *Maria Therese (Robban Broberg/Columbia) | Edition Odeon, Sweden |
| 7 | 8 | 4 | *Hälsa hem till mamma (Larry Finnegan/Svensk-American) | Seven Brothers Music Inc./Edition Odeon, Sweden |
| 8 | 6 | 7 | The Letter (Box Tops/Stationside) | Sweden Music AB, Sweden |
| 9 | — | 1 | Daydream Believer (Monkees/RCA Victor) | Screen Gems Musikförlag AB, Sweden |
| 10 | 9 | 5 | Treat Her Like A Lady (Tages/Parlophone) | Edition Odeon, Sweden |

*Local copyright.

Anthony Newley, one of the stars of "Doctor Dolittle," arrived in Holland. He has a fantastic album on RCA Victor with "Songs From Doctor Dolittle." Another very important release is the original cast recording of "I Do, I Do." Last week, the latest album of the Mamas & Papas "Farewell To The First Golden Era" reached the market. "Twelve Thirty," "Creeque Alley," "Monday, Monday" and "California Dreamin'" are some of the titles included. Really the Monkees, at the moment fast rising to the top, will receive a Golden Record for 100,000 sales of "I'm A Believer."

Last Sunday the "Canteuropa Express" with many Italian artists was in Holland. They had a very successful show in "De Doelen" in Rotterdam organized by promoter Paul Acket.

First releases by Inelco of the Vanguard label: Yul Brynner's "The Gypsy And I" with Aliosha Dimitrievitch, Country Joe, and the Fish's "Electric Music For The Mind And Body," and Joan Baez' "Joan." The latest Monkees' album has been released in Holland. "Pisces, Aquarius, Capricorn & Jones Ltd." is without any doubt the best album they have made. Peter Nero's LP "Xochimilco" currently out here. He composed the title song in honor of the 1968 Olympics to be held in Mexico. The album contains "Guantanamera," "The Sound Of Silence," "Michelle" and many other popular songs. Popular Peggy March has with her "Telegramme aus Tennessee"—another very good chance to reach the hit parades. She still has very good sales here with her "Romeo and Julia."

Bospel Music got (for Benelux) the rights of the two most important titles from the musical "Millionen für Penny": "Einmal möcht' ich erwachen" and "Die Welt Ist Doch Für Alle Da." The world première of this musical in which many other countries are interested took place in the Munich Statetheatre with a very enthusiastic audience. Bospel also got the rights for the latest hit by the Tremeloes, "As You Are." The record will be released in January. The copyrights of Scott McKenzie's latest single "Like An Old Time Movie" and "What's The Difference" are also from Bospel. "Zai Zai Zai" and "Now The Song Is Over," the single which Ben Cramer made his successful debut, will be released in Belgium on Decca and in England on Major Minor.

There seems to be a misunderstanding concerning the Gert Timmerman catalog. Bospel Music has the rights for all copyrights being produced on the "Carpenter" label. Carpenter Records is Timmerman's own record production company. Bospel Music N.V. obtained the rights in Benelux for the latest hit by Freddy "Seeman Weit Bist Du Gefahren" (Polydor), which is currently No. 2 in Luxembourg.

In the country—western field, Iramac is doing very well with the release on Starday of the ever popular "Foggy Mountain Breakdown" by Lester Flatt & Earl Scruggs. This record, recorded years ago, has been picked up again for the motion picture "Bonny & Clyde" and has been in the British charts for the past 5 weeks. The hit was taken from the Starday LP "Stars Of The Grand Ole Opry."

First Project 3 singles were released on Dutch market last week by Iramac. They include "Thoroughly Modern Millie" and "A Man And A Woman" recorded by the Kissin' Cousins and the wonderful "Kites Are Fun" by Free Design. Iramac is planning a cooperative Project 3 set up with several other European distributors.

Holland's Best Sellers

| This Week | Last Week | Title | Artist |
|-----------|-----------|--|----------------------------------|
| 1 | 1 | Hello Goodbye (Beatles/Parlophone) | (Leeds Holland-Basart/Amsterdam) |
| 2 | 3 | De Bostella (Johnny Kraaikamp & Rijk de Gooyer/Artone) | (Portengen/Haarlem) |
| 3 | 5 | Zabadak (Dave Dee etc./Fontana) | (Minerve Music-Basart/Amsterdam) |
| 4 | 2 | Holiday (Bee Gees/Polydor) | (Basart/Amsterdam) |
| 5 | — | Magical Mystery Tour (The Beatles/Parlophone) | (Leeds-Holland-Basart/Amsterdam) |
| 6 | — | Everybody Knows (Dave Clark Five/Columbia) | (Francis-Day-Melodia/Amsterdam) |
| 7 | — | Zai Zai Zai (Ben Cramer/Omega) | (Int. Music Co./Amsterdam) |
| 8 | 7 | Melodia (John Woodhouse/Philips) | (Altona/Amsterdam) |
| 9 | 10 | Days Of Pearly Spencer (David McWilliams/Major Minor) | Anagon/Heemstede) |
| 10 | — | All My Love (Cliff Richard/Columbia) | |

Australia's Best Sellers

| | | |
|----|--|-----------------------|
| 1 | The Last Waltz (Englebert Humperdinck—Decca) | J. Albert & Son. |
| 2 | The Two Of Us (Jackie Trent & Tony Hatch—Astor) | Leeds Music. |
| 3 | Snoopy's Christmas (Royal Guardsmen—Festival) | |
| 4 | Daydream Believer (The Monkees—RCA) | Screen Gems/Columbia. |
| 5 | Judy (Elvis Presley—RCA) | Progressive Music. |
| 6 | Hello Goodbye (The Beatles—Parlophone) | Northern Songs. |
| 7 | Massachusetts (Bee Gees—Spin) | Abigail Music. |
| 8 | *Sadie The Cleaning Lady (Johnny Farnham—Columbia) | Tu-Con Music. |
| 9 | You've Not Changed (Sandie Shaw—Astor) | Chappell & Co. |
| 10 | To Sir With Love (Lulu—Columbia) | Screen Gems/Columbia. |

Asterisk indicates locally produced record.

The local trade and customer press, record companies, publishers, and radio stations have been wondering the past months about the percentage of local and foreign music being played by radio outlets in Buenos Aires and the rest of the country. It is the general feeling that the biggest part of air time is devoted to foreign recordings or at least recorded in languages other than Spanish, which could imply a disadvantage for locally produced music (both pop and folk-tango). Since there is a limited number of radio stations in Buenos Aires (17 for a population of about 7 million) if compared with other Latin American cities or the United States, and the other means of promotion are still to be developed (festivals, etc.), there is usually a big difference between demand and supply of air time, and a preference of disk jockeys or programmers towards foreign music would mean even more trouble to promote these local recordings. As we recently reported it, a local A&R man was deeply worried because, as he said, "between 80 and 90% of the music played is in English, French or Italian," at least in the pop field. The figure would be even greater for discotheques and night clubs, except at such places like Caño 14 (devoted exclusively to tango) or Nuestro Tiempo (modern folk and tango). If we note that there is also a slump in sales, which is also very much worrying the record industry leaders, some relationship between these two facts could exist.

And it seems to exist, indeed. The sales chart relation between Spanish and what we could call "other languages" shows much better results for records in the native language than the "Radio Active" local lists: most of the Top Three songs during the past twelve months (and this has been confirmed by the Year End Cash Box Survey) have been cut in Spanish-speaking countries, like Mexico, Spain and of course Argentina, and the top selling records show a strong preeminence for these.

Why should the deejays play records that won't be sold? It's an old question, and several answers could be found. Some of them are related to radio formats: the Top Forty idea does not exist in this country, and radio programming is based mainly on the promotional ideas of the producers of the spot or the records released by the companies and their interest in programming them. Another explanation would be the appeal of radio programs that feature recordings not yet released. This could divert the attention of the listeners from the records that are available at the retailers. When the record is released, which happens some weeks after the record has been previewed, the listener has already lost interest and is looking at something new. Since there are no radio ratings, it is at the same time very difficult to establish which are really the programs best liked by the audience and their promotional force. At the same time, there are many programs devoted to "oldies" with little appeal to the teenager market.

But there are some indications that point in the direction of the companies, too. With the exception of **Los Gatos**, there hasn't been a single new local successful artist or group during 1967, chartwise. Practically all the top selling Argentine names appeared several years ago and have maintained their popularity. In what is considered an ever-changing scene, this should be surprising. The lack of a definite musical trend in local pop production may also be noticed, and even TV uses a lot of talent that isn't currently recording or hasn't proved to be interesting saleswise when contracted. The lack of new exciting talent could be partially responsible of the sales slump, since customers simply have no reason to go to buy records.

All this would show that the industry here is in bad need of a strong talent developing campaign in '68 as one way to strengthen the market. The A&R people will then be under strong pressure, and also facing competition from indie producers. It is also evident that other artists will follow the move of **Palito Ortega** who has started production of records, and some could even get to produce their own recordings, something never seen here yet, at least from the commercial point. Regarding radio programs, it is more difficult to forecast. The start of 75 new low-power stations throughout the country and the passing to private hands of 23 high and medium-power outlets, both to happen in 1968, may change the scene and mark a modernization of the whole promotional system. However, the high-pitch deejay, in the U.S. and European style, seems to be still far from the local mood.

Argentina's Best Sellers

| This Week | Last Week | Artist/Record |
|-----------|-----------|--|
| 1 | 2 | * Quiero Llenarme De Ti (Melograf) Sandro (CBS); Lord Klave (Philips); Cinco Latinos (Quinto). |
| 2 | 1 | The World We Knew (Relay) Frank Sinatra (Music Hall); Caravelli (CBS); Paul Jourdan (RCA); Bert Kampfert, Vincent Morocco (Philips); Nueva Generacion (Quinto) |
| 3 | 3 | Aranjuez Mon Amor Richard Anthony (Odeon); Caravelli (CBS); Vincent Morocco (Philips); Lucio Milena (Disc Jockey) |
| 4 | 5 | * Todo Es Mentira (Fermata) Palito Ortega (RCA) |
| 5 | 6 | * La Balsa (Fermata) Los Gatos, Nacho Paz (RCA) |
| 6 | 7 | Even Bad Times Are Good Tremeloes (CBS) |
| 7 | 4 | I Love You, You Love Me Anthony Quinn (Odeon) |
| 8 | — | Digan Lo Que Digan Raphael (Odeon) |
| 9 | 8 | La Carcel De Sing Sing (Edami) Jose Feliciano (RCA); Pepito Perez (Disc Jockey) |
| 10 | 9 | Las Manos (Melograf) Sandro (CBS) |
| 11 | 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) |
| 12 | 10 | Lenita Nilton Cesar (RCA) |
| 13 | 12 | Release Me (Melograf) Engelbert Humperdinck (Odeon); Dino Alvarado, Percy Faith (CBS) |
| 14 | 14 | Esta Tarde Vi Llover (Relay) Armando Manzanero (RCA) |
| 15 | — | * Villa Cariño Los Wawanco (Odeon) |
| 16 | 13 | Cuando Tu No Estas (Fermata) Raphael (Music Hall) |
| 17 | — | Dandy Herman's Hermits (Odeon) |
| 18 | 15 | Vamos a La Cama (Quinto) Pibes Latinos (Quinto); Ardillitas (CBS); Vietrolita (RCA) |
| 19 | 16 | Sock It To Me Willie Bobo (Philips) |
| 20 | 19 | Summertime (Neumann) Billie Stewart (Microfon); M. J. Quartet (Philips) |
| 20 | — | La Pata Pela Bovea (RCA) |

*Local

Dusa Records created a new record label under the name of Stereo Spectacular which contains exclusively instrumental music with orchestras as **Lester Lanin**, **Xavier Cugat**, etc. Basically this new label carries music of the Mercury and Fontana catalogs.

Peerless Records cut under the London label a new album with the **Turtles** including themes "Happy Together," "The Walking Song," "She'd Rather Be With Me." On 45 rpm, Peerless released "Yo, tu y las rosas" and "Va de nuez" with **Las Hermanitas Nueez** and "Un efecto extraño" with "Y si mañana" with **Los Babys**.

New CBS production includes "Even The Bad Times Are Good" with the **Tremeloes**, "September Rain" and "The Blue Matador" with the **Charlie Calelo Singers**, "Love Is Strange" with **Peaches and Herb** and "Hush" and "Watching From The Bandstand" with **Billy Joe Royal**.

Gamma Records released the ninth album here of **Frank Sinatra** titled "The World We Knew" wherein "the voice" sings "This Is My Love," "Born Free," "This Town," "This Is My Song," "Some Enchanted Evening."

"Eric Burdon y Los Animales" is the name of the new long play by this popular English group that MGM released in Mexico under Dusa distribution. Among the themes are "San Franciscan Nights," "Winds Of Change," "It's All Meat," "Man-Woman," etc. Philips released a new single with the promising group **Los Alushes**, singing Mexican go-go songs written by **Carlos Comacho** and **Ernesto Cortazar** titled "Tristeza y oscuridad" and "El mundo conquistare."

Capitol Records strongly promoting new 33 1/2 recordings: "The Dave Clark Five," "Adamo Sings Adamo," and "Gila."

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 **Musita**—Sonora Santanera (CBS)—Carlos Campos (Musart)
- 4 **Yo, Tu y Las Rosas**—Los Piccolinos (CBS)—Hermanas Muñoz (Orfeon)—Hermanitas Jiménez (Peerless).
- 5 **Alto, Mas Alto** (Higher and higher)—Jackie Wilson (Orfeon)
- 6 **Noches De San Francisco** (San Franciscan nights)—Eric Burdon And The Animals—MGM)
- 7 **Tengo**—Carlos Lico (Capitol)—Los Cuatro Brillantes (CBC)—Imelda Miller (RCA)—(RCA publishing)
- 8 **La Carta** (The Letter)—The Box Tops (Capitol)—Los Belmonts (Orfeon)
- 9 **La Balada Del Vagabundo**—Rosa María y Jose Guardiola (Son Art)
- 10 **Cierra Los Ojos**—Marco Antonio Muñoz (RCA)—Carlos Lico—(Capitol)—Alberto Vázquez (Musart)

Winners of the Ninth Disc Grand Prize were announced by Mr. **Takemi Masuzawa**, foreman of a 44 member jury:

Disc Grand Prize: "Blue Chateau" by **Jacky Yoshikawa & His Blue Comets** (Lyrics, **Jun Hashimoto**; Music, **Tadao Inoue**; Label, Nippon Columbia Records)

Best Singer: Male: **Hiroshi Mizuhara** (Toshiba Records); Female: **Yukari Ito** (King Records)

Best Composer: **Masaaki Hirao**

Best Lyricist: **Rei Nakanishi**

The **Blue Comets**, formed in May, 1965 are probably the most popular artists in Japan. "Blue Chateau," released last March, has already passed the 1,300,000 mark. The 21 releases by the **Comets** totally have sold 8,180,000 units to date.

New releases next month from Nippon Grammophon include: "Massachusetts" b/w "Holiday" (Polydor) with **Bee Gees**; "Too Young To Know" b/w "Sing, Boy, Sing" (Polydor) by **Scott Walker**; "Are You Never Coming Home" b/w "I Can Show You How To Live" (MGM) with **Sandy Posey**; "Hold On I'm Coming" b/w "Soul Man" (Atlantic) with **Sam & Dave**; "The Rain, The Park, And Other Things" b/w "River Blue" (MGM) with the **Cowbills**; and "Stagger Lee" b/w "I'm In Love" (Atlantic) by **Wilson Pickett**.

King Records offerings include the LP "Tom Jones On Stage" including all his smash hits on London; the single "What A Wonderful World" (ABC) with **Louis Armstrong**; and "Daytripper" (A&M) with **Sergio Mendes & Brasil '66**.

On December 14, the Sony Corp. announced that they will enter into a 50-50 joint operation with CBS to establish a new record company called CBS-Sony Records Corp. At the same time, Sony applied to the government for a license for the corporation. The Japanese record industry is in the category where companies having 50% foreign investment must be approved by the government as of the first of 1967. Sony is the first to enter into such an arrangement.

At the present time, CBS provides original discs to Nippon Columbia, but they will terminate its contract with Nippon Columbia in June, 1968.

The new firm will cover manufacturing, sales and promotions, tapes, and publishing.

Yamano Musical Instruments Co. will establish a subsidiary named **Yamano Musical Products Co.** in January, 1968, for record and tape production and the management of music publications.

Argentina's Top LP's

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



Editorial

A Closed Industry

With the possible exception of certain rural areas in this country, the coin machine business is a closed industry—closed to outsiders. The techniques learned thru active competition for new locations among operators has been responsible for some of the best run, best serviced, best looking equipment routes in the history of this business. But the very effectiveness of these techniques has made it rather impossible for new faces to enter this field except in those marginal spots where the successful operator wouldn't waste his time.

The scarcity of eager young lads climbing onto the coin-op bandwagon extends to the distributor level. One of our better known distributors complained to us recently that after all his years in the business, he still hasn't been able to sit back and enjoy the fruits of his labor because he's still to find that honest, intelligent and earnest employee capable of taking over management of the firm. "I'm not getting any younger," this distrib declared. "By this time I'd like to be able to take off and do the things I've always wanted while someone else runs the store. Instead, I'm still stuck behind this desk . . . after all this time."

All this may sound like noble platitudes that have no basis in sound economics. A successful music and games route very often is the fruit of decades of hard work and jealously guarded by the operator. Why should we permit newcomers into the trade when there doesn't seem to be enough locations to go around among present operators now, let alone sacrifice another share of the take by actively encouraging newcomers. Besides which, just how do you lend encouragement to a budding operator? Give him some of your spots? Tip him off to potential locations around town? Co-sign his notes? Ridiculous!

BUT . . . consider that word **attrition**. Webster defines attrition as, "the process, or state of gradually being worn down" and it's applicable to the present condition in this trade. Many, many of the operators across the land can be legitimately described as "veterans," a notable distinction to be sure, but a condition which is dating this trade and periling its future. The defensive

attitudes built up over the decades in the face of narrow-minded legislators and the secrecy covering **who** owns **what** location has drawn a curtain of distrust between the coin industry and the general public, resulting in both a shabby reputation **AND** a lack of communication among ourselves.

One excellent answer to the problem of attracting fresh troops is the promotion of the favorite routeman to the top of the company, a piece of the action for good measure when the operator retires from the business. The outright sale of routes at retirement time to newcomers is in order, although first refusal should be extended to your fellow operators. Perhaps the possibility of helping a trusted employee to snap up a couple of locations on his own or slice off a piece of your own route for him to service as his in addition to his regular duties with your machines is also in order. Remember there's as much equity in your employees as in your route.

There's one new face coming into the music and games business whether we like it or not. Several of the national vending companies have been carving out juke and games spots for the past six to twelve months with what one of our distributors termed "remarkable success". This might hurt our smaller operating companies (not so good) while bringing fresh ideas and fresh faces into the business (not so bad).

Newcomers, while offering increased competition to the present operator, also provide the stimulus for improvement and advancement. Their ideas can help their competitors just as much as themselves. New merchandising techniques lead to a more modern, sophisticated conduct of business and in this area especially we are sorely lacking.

Rather than recommend recruitment of new operators, we feel the best approach would be to encourage tolerance of would-be applicants to the trade. Sometimes like chickens in a coop, operators don't get along very well among themselves but just wait till a new face shows up and he's pecked at from all sides. An open industry is a healthy, trusted, respected industry and part of the American way of life which should be defended and protected.

TRADE RAISES THE FLAG FOR NEW "JOLLY ROGER" 4-P FROM WILLIAMS



"JOLLY ROGER" 4-P

CHICAGO—Williams Electronics, Inc. of Chicago released to the trade last week their new amusement game, "Jolly Roger," which is adjustable to 3 of 5 ball play and convertible to add-a-ball.

The new four-player game has top rollover buttons and the advance cannon ball feature that increases scoring values of all rollovers and four-jet bumpers, when the ball is at the top position. It also lites the center target to score ten times reel value and when the left roll-up is lighted the player scores an extra ball.

The left roll-up feature also permits back to the top of the playfield action scoring 300 big points. "Jolly Roger," also has a match feature.

Aside from actual play connected features, Jolly Roger offers an eye-appealing cabinet trimmed with stainless steel moulding on the front door and frame. Optional—single, double or triple chutes are available with individual lift-out coin trays.

"Jolly Roger," should create quite a piracy among fans of coin-operated amusement games.

ICMOA's Gain Plans B. of D. Meets For Jan., Feb., and Mar.

CHICAGO—Frederick C. Gain, newly appointed executive director of ICMOA (Illinois Coin Machine Operators Association) is a native of St. Louis, Missouri, having received his bachelors degree and law degree from Washington University in St. Louis.

He is currently practicing law in Springfield, Illinois with offices in the Ridgely Building. Prior to opening his own firm, Gain was assistant states attorney in Sangamon county.

He is a member of the rotary club (Springfield) and the First Methodist Church (Springfield). Also, he is a member of the Illinois State Bar Association, the American Bar Association, Missouri Bar Association and St. Louis Bar Association.

Gain is currently in the process of setting up ICMOA's headquarters offices in suite 716 of the Ridgely Building.

A series of monthly meetings at the Downtowner Motel in Springfield is scheduled for January, February and March, during which Gain and ICMOA board of directors will outline future plans for the association.

Brinkman Invades East Hartford J & C Announces New Branch

EAST HARTFORD, Conn.—Charles H. Brinkman, President of J. & C. Corporation, has announced the opening of a branch office for the distribution of Wurlitzer Phonographs and allied games and vending lines in East Hartford, Connecticut.

To celebrate this event, J. & C. is holding an "Open House" from noon to dusk on Thursday, December 28th and Friday, December 29th. Refreshments will be served. Address of the new J. & C. office is 313 Park Avenue, East Hartford, adjacent to Dave's One Stop Record Store.

Charles Brinkman and John Colgan cordially invite all their customers and business associates to join in toasting the spirit of the holidays and the advent of a new and even brighter business outlook for 1968—y'all come.

W. W. Hosts Vending Service Seminar In Windy City

CHICAGO—World Wide Distributors invited operators and service personnel from this area, to a vending school session last Thursday evening (14), on the Seeburg dry grounds coffee machine. Seeburg field engineer Jim Keenan conducted the session, which was held in the World Wide show-rooms.

Hosting for World Wide were Irving Ovitz, Jules Millman, Frank Gumma, Howie Freer, Ted Dadal, Roger Bergstrom and Wally and Ted Lacini.

More than thirty operators and servicemen from the area attended and many comments were made regarding the fine presentation and the method in which the class was conducted. Of course, the real trooper here was Jim Keenan, who carried on beautifully despite three broken ribs suffered in a recent auto mishap!

Among the "students" on hand were Victor Neiswanger, C. G. Conani and Charles Awl of Victor Neiswanger Inc. (Elgin); Tony DeVito, Bill Pecelunas, Gary McConnell, Richard May and Walter Eliassen of Ur Choice; Mike Breit of M. B. Vending; Frank and Sam Quattrocchi of Arc Vending; W. J. Buntenbach and Steven Smith of Park Ridge Vending; Daniel Kup-sche of Dan's Vending Service (Zion); Robert Verr of Mid States Vending; Dick Cialioni and Lee Sohns of Cockrell Coffee (Arlington Heights); R. A. Darlisa, Walter Niles and Harold Mills of Checkmate Vending; L. Hawek and Dick Alsridge of Rock River Vendors (Sterling); and Bob Norris and LeRoy Ward of Exact Vendors (Fairburg).

Microwave Oven Line To W. Wide

World Wide Distributors has added another equipment line to their list of machine suppliers with last week's appointment to handle the Radaragne Microwave Oven. A product of the Raytheon Company, the oven reportedly has the greatest space capacity in its class. "This is a superb machine and a profitable plus for food vending operators who desire to offer their locations delectable hot food in seconds," World Wide's chief executive Nate Feinstein stated.

Seeburg Leases 130,000 Sq. Ft. Plant In Elk Grove Village, Ill.

Warehouse to be utilized for parts, Finished Goods and Advertising Material



CHICAGO—The Seeburg Corporation has leased the modern, one story, 130,000 sq. ft. plant at 2567 Greenleaf, Elk Grove Village, Illinois to act as a suburban wing to the existing \$6 million Seeburg corporate complex located at 1500 North Dayton Street on Chicago's Near North Side.

This facility will be utilized for warehousing equipment, parts, finished goods and advertising materials used in the manufacturing and promotional programs for Seeburg coin-operated phonographs, vending product and recently introduced, Seeburg "Audiomated" Stereo Home Music Center Phonographs.

Constructed on a one story floor plan, the structure is designed to provide facilities for obtaining maximum

efficiency. All offices are air conditioned. Eight loading docks are maintained to insure expedient incoming and out-going traffic.

"Our distributors and our customers, not only in the United States, but internationally, will benefit greatly by this new acquisition," said Ted Burrows, head of the Seeburg Elk Grove operation. "Its closeness to major expressways and to the air transport facilities of nearby O'Hare Field provide ready accessibility to cross country and international routes of transportation."

Miss Lillian K. Kubicek, legal house counsel for the Seeburg Corporation, was responsible for handling the negotiations of the leasing, the terms of which run in excess of \$1 million.

Vending Industry Offers High Rate of Growth, Says Report

NEW YORK — The United States is facing a big, tough, yet prosperous year, according to an Investment Outlook Report, prepared by Burnham and Company, members of the New York Stock Exchange. In its industry forecasts for 1968, Burnham partner and industry analyst, Philip A. Clark, had the following comments to make about

the vending industry.

Several factors which attribute to the true growth profile of this industry are:

1. Products sold by vendors are consumer necessity products.

2. Growth rates in earnings have averaged 15 per cent per share over the last five to ten years. Excluding the current year, a continuation of this growth is a reasonable expectation for the next five years.

3. The industry services four major markets — hospitals, schools, industries, commerce, but saturation is low in all these areas. The hospital and school markets are approximately 20 per cent saturated at present and are growing at a rate of almost 25 per cent annually.

4. The vending industry is marked by no product obsolescence or major technological change.

5. In cyclical down-turn, the industry out-performs most other industries.

In sum, says the Burnham analyst, the vending industry offers a high rate of growth, significant cyclical protection, and has relatively attractive and predictable earnings.

Merchandisers Handbook No. 19

This week's suggestion might be viewed as a re-tread on a past Handbook thought but it certainly deserves repetition until the job is done. We're referring to the absolute necessity of in-unit burglar alarms on all the equipment on the route. Hopefully one day, our manufacturers will supply such an alarm on each piece issued from the factory but until that time, it will behoove each music, games and cigarette operator to take steps to protect his investment now. As we stated, vandalism, breakin's, any kind of machine rapeing is the single most economically depressing problem facing the coin trade today. Many operators and all servicemen ought to know at least a half-dozen inexpensive ways of hooking up an alarm within a machine even if it's a simple circuit-closer used in refrigerator doors hooked up to the current or a dry cell battery and a common door buzzer. Set it up by the cash box and when one of our midnight callers tries to jimmy the door, the buzzer ought to cool off his intentions. We're no electrical wizards but there must be numerous ways of rigging up an alarm without going overboard with money.



PARTS & SUPPLIES SECTION

This week, **Cash Box** presents its second quarterly Parts & Supplies Section. We sincerely feel that this segment of the coin machine industry, quietly laboring "backstage" so to speak, deserves the limelight of our attention from time to time as well as our thanks for so ably supplying the necessary "nuts and bolts" that fuel this great industry.

The section is far from a complete report on the entire spectrum of parts and supplies factories. Rather, it offers a sampling of each area of concentration. Other firms with other products and services will be reported upon in forthcoming specials as well as immediate weekly coverage continued as important developments occur.

We hope this feature will be helpful to the trade at large as well as to offer an expression of "well done" to the parts and supplies dealers themselves. Our best holiday wishes.

Counters



CHICAGO—A new low cost counter for vending machines is now available from the Electro Counter and Motor Co. It is available in a voltage range from 24 to 240 volts and 50-60 cycles A.C. or D.C. The unit can be supplied with leads or lugs according to customer specifications. It operates with pulse duration as low as 100 milliseconds, also 3-D line of motors. The counter is compact and uses a limited amount of space. Torques up to 100 inch pounds; speeds available from 8 to 500 rpm. The unit is manufactured by the Electro Counter and Motor Co., 2717 North Ashland Avenue, Chicago, Illinois 60614.

Chemical Rust And Corrosion Preventative

TEMPLE CITY, CALIF.—A rust preventive suitable for any kind of rust-productive metal or alloy has been made available by the Coulter Co. of Temple City, California.

The "M-P No. 7" product is a chemical process for dissolving and preventing rust or corrosion. It cleans aluminum and when used on galvanized steel will prepare it for painting without a primer coat. It is manufactured by The Coulter Company, 6220 N. Golden West, Temple City, California.

Coffee Making Guide From Pan-Am

NEW YORK—A total of 82 models of institutional coffee making devices made by 10 U.S. manufacturers have been awarded the Coffee Brewing Center's coveted "Seal of Approval," according to a year-end list issued by the Pan-American Coffee Bureau.

The previous list, issued in March, listed 63 commercial coffee makers produced by eight manufacturers.

Kenneth W. Burgess, the Bureau's executive director, said that the two companies included in the new list are American Metal Ware Co. and Continental Coffee Co., both of Chicago, with two models each. The awards are made for specific models of quantity brewing devices.

The other 78 approved models are manufactured by Bunn-Omatic Corp. of Springfield, Ill.; Cicilware-Commodore Products Corp. of Long Island City, N.Y.; Charter Design & Manufacturing Corp. of Minneapolis, Minn.; T. J. Topper Co., Inc. of San Francisco, Calif.; and Bloomfield Industries, Inc., Cory Corp., Hill-Shaw Co., and Superior Tea & Coffee Co., all of Chicago.

The ten manufacturers cited Bur-

Glass Cleaner

CHICAGO—An aerosol glass cleaner for spraying on glass portions of phonograph, vending and amusement machines has recently been introduced by Sprayway, Inc., of Chicago. The cleaner leaves no visible film for dirt or grime to cling to and can be used on enamel, tile, chrome and all metal parts as well as glass surfaces.

The cleaner is manufactured by Sprayway, Inc., 7644 S. Vincennes Ave., Chicago, Illinois 60620.

Metal Polish



IOWA FALLS, IOWA—Competition Chemicals has announced they have available a simichrome polish that is reputed to be an excellent metal polish which works better and faster on aluminum, brass, silver, chrome or any metal. A single dab will cover a large area and leave a brilliant, protective film.

The product is non-toxic and safe, comes in convenient, handy tubes retailing at 85¢, (packed 24 in a 4-color counter display carton), ½ pound can for \$2.95 and a 2 pound can for \$8.50. Information on the product can be obtained from Competition Chemicals, 704 Washington Avenue, Iowa Falls, Iowa 50126.

Vacuum Cleaner

AURORA, ILL.—A tank-type Vacuum Cleaner with built-in filter and multi-stage turbine type motor is being introduced by Ace-Sycamore, Inc., Sycamore, Illinois.

The "Medalist" line, as it is called, includes three models: a heavy duty unit for industrial use; a medium duty model for commercial cleaning; and a light duty size for general cleaning.

The No. 320 Industrial Cleaner has a 1½ H.P. motor and 17½ gallon, 20 gauge steel tank. It includes a 10 ft. x 1½" heavy-duty plastic hose, a 5½" wide nozzle, 20 ft. cord and plug. Overall size is 16" diameter x 29" high. Shipping weight is 42 lbs.

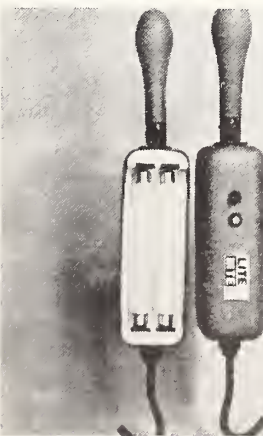
The vacuum or water lift of the Model 320 is given as 75", air volume 89 cfm. It sells for under \$200.00.

The other two models have similar specifications, but less capacity. For example, the tanks are 8½ gallon. The small size Medalist sells for under \$65.00.

All models are for dry pick-up. It is claimed that the micron filters are clog-free and easy to remove for cleaning. All units are easily portable on four swivel type wheels, or they may be carried by the handle.

Versatility of the Medalist Cleaners is increased through the use of a large selection of optional attachments. Included are a standard attachment set consisting of a 12" curved wand, two 20" extension wands, 11" metal floor nozzle with brush, a 2½" round brush and 9" crevice tool.

Ultra-Violet Light For Sanitation Viewing

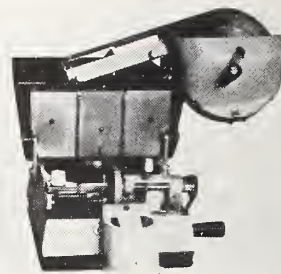


MARBLEHEAD, MASS.—"Lite-Mite" is an ultra-violet illuminator inspection tool for cleanliness, sanitation check in food service locations. Rids residual grease and other substances that appear unnoticed to the eye on freshly washed dishes, utensils and food preparation equipment by ultra-violet or "black" light.

Periodic inspection can reveal weaknesses in cleaning and washing processes. It has no effect on materials or areas to which it is exposed and is harmless to food or human beings. It is manufactured by Stocker & Yale, Inc., Marblehead, Mass.

SPECIAL SECTION

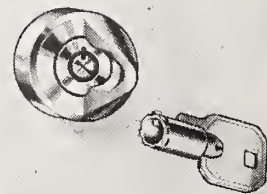
Coin Sorter



PHILA., PA.—The Sort-O-Count machine accepts mixed coins of nickels, dimes and quarters, sorts them, deposits them in separate sections, then the specific coin is counted and packed in either bags or rolls. The machine weighs 18 lbs. net. The unit is hand operated, with no electrical connections necessary. The Sort-O-Count can be either carried to locations such as vending machines, booths, or collection depots, or can be affixed permanently. Sorting only or counting only can be done without changeovers. Sorting speeds up to 500 coins per minute and counting speeds up to 1000 coins per minute.

SOURCE: Seifert Machinery Company, 1440 N. 7th St., Phila., Pa. 19122.

Security Lock



CHICAGO—After extensive research this company has designed this hardened chrome plated steel revolving guard that lends extra security to your Ace and Gem (tubular) locks.

The guard is designed to absolutely deter any known tampering device from entering the keyway of the lock. Only the standard key itself will bypass the guard and enter the keyway.

This cleverly designed unit can be installed rather easily and will not slow down the normal collection time required for a route. It is also attractive and will blend with your lock and appear as one unit, even in the most modern setting.

The guard can be used on cam locks, screw type locks, bayonet locks, and switch locks.

Full details may be obtained by writing the manufacturer: A. Ashland Lock Company, 2512D N. Ashland Ave., Chicago, Illinois 60614.

Elkay—"Automatic" Vending One-Stop

SPRINGFIELD, N. J.—When the coin goes in and something to eat, drink, or smoke comes out, we're witnessing a perfect example of space-age automation—a necessary service perfectly performed without the presence of human beings. But this little scene, played out billions of times daily at the drop of a coin, is deceptive. It takes, in fact, a vast army of engineers, manufacturers, and technicians—live, thinking people—to supply and maintain all the products and services "automatic" vending machines require.



Elkay Products Co. in Springfield, New Jersey ranks high in this particular army. With complete facilities to manufacture and warehouse, Elkay serves the vending industry from over 1500 different items related to packing, moving, and shipping practically everything an automatic vending company requires. Elkay is one of the nation's largest material handling equipment suppliers to the automatic merchandiser (known as vending machine operators a few years back) and maintains a full selection of hand trucks with retractable wheels. The trucks are specially engineered to transport vending machines that can weigh over half a ton. Other hand trucks are available in a variety of models and sizes to handle packaged vend products, beverages, coins, and everything else.

Elkay's own factory manufactures protective covers for vending machines in transit and storage. These covers are available in many type fabrics and styles to fit every model vending machine. Other products include straps and ties, dollies, hand trucks, casters, cargo control systems, conveyors, and the famous moving pads Elkay also produces.

Elkay Products Co. has been management-operated from its inception in 1929 when the idea of automatic merchandising first began to take hold. By way of celebrating a tenth anniversary at its current address, Elkay joined some 170 other outstanding corporations serving the automatic merchandising industry in a large convention-exhibit sponsored by the National Automatic Merchandisers Association in Chicago last month. Many moving and material handling items, ideal for the vending industry, were presented and enthusiastically received by the thousands of automatic merchandisers who attended.

Write Elkay Products Co., Inc. at 35 Brown Ave., Springfield, New Jersey 07081 for full facts on equipment serving the material handling requirements of the vending industry and all other industries.

Identification Decals

NEW HAVEN, CONN.—A product that most operators would be interested in is a product that can be used for advertising posters, truck signs, decals, name plates, warning tags, employee badges, property ID tags, etc. You can receive a name plate and sign catalog showing more than 100 different identification products by writing Seton Name Plate Corporation, 592 Boulevard, New Haven, Conn. 06519.

Combi Coin Sorter-Counter From Brandt

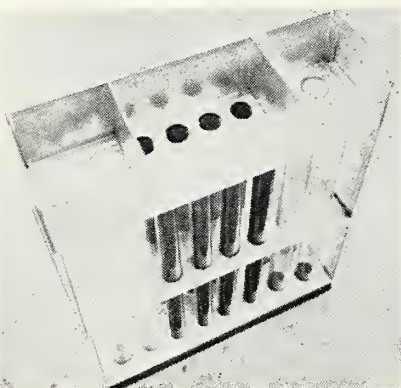


WATERTOWN, WIS.—A new, completely restyled coin sorter-counter has been announced by Brandt Automatic Cashier Company. The manufacturer states that the appearance of the machine has been simplified to fit in more with the character of contemporary building and office architecture. The finish combines warm soft greys and the reference symbols are in a complimentary red.

Mixed coins are sorted and counted into bags or drawers at 400 a minute in a single operation. Two models are available: The 665 sorts and counts and records by denomination in dollars and cents; the 675 has two sets of counters, one records in dollars and cents by denomination and the other provides a unit count.

A full description of the machine is available by writing Brandt Automatic Cashier Company, Watertown, Wisconsin 53094. Ask for Bulletin BAC 755.

Manual Coin Device Loads 200 Dimes in 90 Seconds



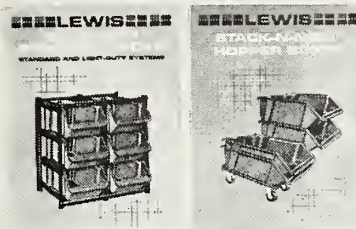
CHESTERLAND, OHIO—A manual load device that will speed coin loading for combination bill-coin changers has been produced by Changebank. The device incorporates a series of hoppers, tubes for nickels, dimes and quarters that are manually vibrated. It is claimed the unit will permit tube loading of 200 dimes in 90 seconds. The tubes can be inverted to load unit's aluminum magazines either in machine or in cash room of location.

The device costs \$60 and is made by CHANGEbank, P.O. Box 1000, Chesterland, Ohio 44026.

SNOW
CANDLES
HOLLY
WINE

Happy Holiday's

"Problem Solving" Brochures Available To Vending Ops.



MADISON, WIS.—Two colorful new "problem solving" brochures from G. B. Lewis Company give complete details on Lewisystems Container Storage Racks and Stack-n-Nest Hopper Boxes.

Container Storage Racks, the latest major addition to the materials handling Lewisystems, are offered in two rack styles with 36 variations—in single- and double-depth units. Sizes range from three to eight openings high, will accommodate 450- to 2400-pound loads per unit. Full specifications are listed in the brochure for standard- and light-duty systems. These Racks accommodate Plastibox Bins, Stack-n-Nest Pans, Hopper Boxes, or a combination of containers.

The Hopper Box brochure describes in detail how virtually any industry can save space, time and money through stacking and nesting these unique fiberglass units (stacks to protect goods—nests to conserve space). Lewisystems Hopper Boxes have four-wheeled dollies to add mobility. The containers can be stacked, nested, or stacked on incline, and will load to 150 pounds per box without damaging or warping.

Both new brochures are fully illustrated and include complete specifications as well as suggested on-the-job applications. For additional information write to G. B. Lewis Company, NP111, Montgomery St., Watertown, Wisconsin 53094.

Handbook On Business Management-McGraw-Hill

NEW YORK—The McGraw-Hill Book Company has a new guide to the art of management that should be beneficial to members of the coin machine and vending business. The book, entitled, "Handbook Of Business Management" is said to represent the best thinking of foremost experts on science of management.

The book presents the best of time-tested management practices, combined with proven newer techniques and practices. It is divided into 17 sections covering all aspects of management functions. Price: \$29.50. Published by McGraw-Hill Book Company, 330 W. 42nd Street, New York, N. Y. 10036.

Unique Water Filter From Calgon

PITTSBURGH—The Calgon Corporation has a new vander water filter that uses granular activated carbon in disposable cartridge to provide odor-free water. The new unit can be used on cup beverage venders, coffee brewers, ice machines, water coolers, soda drink carbonators and other machines.

The filter is designed to remove sediment, is effective in removing chlorine and other odor-producing substances. It has an odor removal capacity of 6,000 gallons. For continuous flow the pressure drop is four pounds per square inch at a rated flow of one gallon per minute. Filter maximum diameter is five inches with overall height of 14 inches. Maximum pressure is 125 psi; temperature range is 32 to 120 degrees; pipe connections are 3/8 mpt and 1/4 fpt. The unit is manufactured by Calgon Corp., Calgon Center, P.O. Box 1346, Pittsburgh, Pa. 15230.

SALE!

Buy NOW and SAVE MUSIC

| ROWE AMI | |
|------------|----------|
| Tropicana | \$550.00 |
| L-200 | 295.00 |
| Lyrics | 175.00 |
| K-120 | 175.00 |
| K-100 | 150.00 |
| K-200 | 275.00 |
| J-120 | 175.00 |
| J-200 | 250.00 |
| I-200 | 225.00 |
| H-200 | 195.00 |
| H-120 | 150.00 |
| Diplomats | Write |
| Bandstands | Write |

| SEEBURG | |
|-----------|--------|
| 201 | 295.00 |
| LPC-480 | 795.00 |
| 222 Model | 375.00 |
| L-100 | 225.00 |
| Seeburg R | 175.00 |

| WURLITZER | |
|------------|--------|
| Model 2000 | 100.00 |
| Model 2310 | 225.00 |
| Model 2600 | 375.00 |
| Model 2700 | 495.00 |
| Model 2710 | 475.00 |

CHECK THESE SHUFFLES

| CHICAGO COIN | |
|-------------------|----------|
| Atlas | \$ 75.00 |
| Action | 175.00 |
| Astro | 245.00 |
| Big Bonus | 75.00 |
| Dual | 75.00 |
| Eagle | 75.00 |
| Embassy | 175.00 |
| Gypsy | 125.00 |
| Crystal | 175.00 |
| Three Way | 95.00 |
| Caravelle | 245.00 |
| Ultra | 295.00 |
| Trumpets | 425.00 |
| Gold Star | 495.00 |
| Deville | 395.00 |
| Spot-Lite | 300.00 |
| Strike-ball | 295.00 |
| Citations | 225.00 |
| Starlites | 175.00 |
| Red Dots | 145.00 |
| Triple Gold Pins | 185.00 |
| Six Game Shuffles | 75.00 |
| Pro Shuffles | 95.00 |
| Red Pin Shuffles | 75.00 |
| Bowl Master | 75.00 |

| MIDWAY | |
|----------|--------|
| Premiers | 495.00 |
| Cobras | 695.00 |

MORE FOR YOUR MONEY BASEBALL

| | |
|-----------------------|----------|
| CC All Star | \$175.00 |
| CC Big League | 195.00 |
| Wm. De. Batting Champ | 125.00 |
| Wm. Grand Slam | 265.00 |
| Wm. Off. Baseball | 95.00 |
| Wm. Pinch Hitter | 95.00 |
| Wm. Short Stop | 95.00 |
| Wm. Double Play | 195.00 |
| Wh. World Series | 125.00 |
| Midway Deluxe | 125.00 |
| Midway Little League | 250.00 |
| Midway Top Hit | 195.00 |
| Midway Fun Ball | 445.00 |

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Is today's music operator getting sufficient help in his selection of music programming material for the route? This has been asked so many times that it's become redundant.

Bill Cannon, the newly elected president of MOA is one of the staunchest supporters of a program that would give operators, needing it, better guidelines to selecting music for their routes.

MOA, itself has announced plans to set up programs that would aid music operators.

Some in the business felt the little I.P. concept would greatly ease the problem of music programming, but apparently has failed as a real qualified guideline. The flow of the little I.P. product, with the exception of the Seeburg Corp. which managed to release approximately 50 junior albums during '67, amounted to a dozen mostly between Atlantic and Epic Records... a lesser number than in '66 when the trade considered even that insufficient.

A recently completed survey of the exact financial condition of the coin machine industry, indicated that music operators, without a doubt, are the largest singles buying bloc in the country. The record companies, cognizant of the tremendous buying power of the operator, but convinced almost to a man that this operator depends upon the top 100 charts for programming guidance, has done very little actual promotion and specialty record production for this market. The operating firms, on the other hand, have felt more and more being treated as a "stepchild" by the record manufacturers and have aired their grievances many times.

With all of this in mind, another question is slowly becoming redundant... "Where do the two ends meet?"

Bernie Silverman, general manager of Runyon Music Company, with seven music routes in the state of New Jersey feels that these two ends can be joined when the operator can pick up a new release and ride it all the way up the chart, instead of, not being able to get the tune until after it has been played on the airwaves so many times that the public is sick of hearing it.

Silverman said, "We would rather buy a number 50 tune on the way up than a number one tune on its way down the chart."

Silverman has been with Runyon Music for 15 years and his experience is well qualified. He supervises the operation of over 2,000 music locations in the state of New Jersey, and admits himself that he cannot always stay on top of each location's programming needs... this is why he has route men collectors that have a 90% average in programming moneymaking selections.

"Our route men collectors have an average of 15 years experience," Silverman stated, "and we have three with 25 years of music experience. We pay them a good salary and when a position opens up on the executive level, we promote from within their ranks. We think they're happy and have high respect for them and their ability."

"Our route men run the routes as if they owned them. They have the final say to which records they program, collect the money and take care of everything except service. We have several service offices situated thruout the state to conveniently service our routes."

According to Silverman, guidelines used by his route men collectors in picking selections for their routes include the Cash Box Top 100 chart; "new releases they hear on the radios; and an up-to-date compilation of all charts issued by Essex Record One Stop, which is located in our building."

When asked the average number of records changed each week, Silverman stated, "We allow each collector 10% of the gross income for two weeks of route collections to purchase new records. If income for two weeks is \$2,000 then his allowance would be \$200. Now, as for how many records changed each week... a minimum of two new selections each week for each location. This does not mean that if the location requires more, we don't give them more," Silverman related, "some of the better locations demand more... ten, fifteen... if previous collections warrant that many changes... then they'll get them."

Runyon Music has a very successful program going with their locations where the route men distribute request cards, which is nothing more than a prepaid post card that locations can write in their requests. They're mailed directly to Essex and when the collectors come in each week to buy their new records they pick up the requests and fill them as conveniently as possible."

What are the essential differences of retail records and what we call jukebox records?

"The only basic difference is that some music is played at home after being purchased at a retail outlet; and some is played in a location for pay. Naturally, there is some music that is preferred in a tavern or a teen spot that would never be played at home. The ideas of music are not confined to one style. The public buys a record and plays it at home on the phonograph and we put a record on a jukebox to make a profit. Very seldom would a teenager play that segment of pop music considered as "standards," in their home, but often they will play a standard in one of their favorite soda shops."

In the eyes of your route men collectors, what is the value of the Top 100 Chart and do they program any selections that never appear on the chart?

"To answer the first part of the question... they pay a great deal of attention to the chart... it keeps them on their toes as to what new releases are on the way up, this is great for profits if they can catch one of the real movers... it doesn't happen too often, 'tho. They usually get the big hits on the way down. The greatest popularity period of a hit is when it's on the way up... if we could pick it up and ride it the duration, profits would be good and the exposure would sell more records and even give the artist added exposure."

"The second part of your question can be answered with a definite 'yes,' artists like Sinatra very seldom, if ever, puts out a bomb. Some reach the chart... some don't. At one time or another we program them all. Some of them are not chart hits, but they're dynamite."

When asked if his route men ever program past hits, Silverman replied, "Yes, there is a definite market for them. The RCA Victor and Columbia Golden groupings is great material. When we see a machine out on a new location we sit down with the owner and ask him what kind of music he wants... almost always he selects a few of the old time hits. Some of them make money so we're not the least bit leary about programming them. We also get a few requests for past hits or old timers... this means that someone wants to play them... requests pay off... 55¢ for the record, five plays and it's paid for and everything after that is profit."

"Our route men collectors maintain their own inventory of records, such as the ethnic groupings, old timers and standards. They fill a lot of their requests by saving these old ones. I remember when I was working out there I had several thousand old records, even some of the 78rpm variety."

Bernie, something we have wanted to know for a long time is if there is such a thing as a record that is put on a machine and never taken off. "Sure, there's lots of them. 'Melody of Love' which was first recorded by Wayne King around fifteen years ago is one that gets play after play. There are several versions of it... I can't recall who the artists are, 'tho. But, there's quite a few of them around."

Do you feel the operator has, by and large, been neglected by the record labels in giving him material that would help him in his programming?

"Sure they have, it would be a great aid if we did, but we haven't received any special promotional material direct from the big labels in many years. They have been remiss in overlooking this prime source of revenue. It would be to their advantage as well as ours if they decided to work closer with the operator. When they have a hit we have a hit too. The exposure they gain thru the coin-operated phonograph would result in more sales on the retail level... there would be a larger share for them and a larger share for us. It all boils down to this: they can't operate without sales and we can't operate without records."

(Continued on Cover III)

SEGA OPENS SOUTHERN JAPAN REGIONAL HEADQUARTERS

OSAKA—To keep pace with its rapid expansion in the Southern areas of Japan, Sega Enterprises inaugurated its Kansai regional headquarters building here today with a party attended by 200 customers and friends.

The new \$300,000 facility will serve the region as a combined showroom, inspection and repair shop, storage area and parts warehouse. An em-

ployee's dormitory and parking area have been placed adjacent to the main building.

Fifteen of Sega's 38 branch offices in Japan are situated closer to Osaka than Tokyo and these offices will now be able to offer customers faster and better service. The site was selected after months of research because of its proximity to Japan's network of



The main building of SEGA's Southern Japan regional headquarters. A direct-access road is being constructed along the front to link the facility with Osaka's expressway network (and the site of Expo '70). The permanent display of amusement and vending machines here is the largest in southern Japan.



Two hundred customers and friends attended the opening ceremonies and later mingled in a part of the showroom.

expressways, Osaka airport and the Expo 70 world's fair grounds.

Among the Sega executives who flew down from Tokyo for the inaugural ceremonies was Managing Director D. Rosen and Production and Planning Director R. J. Lemaire.

A large display of amusement and vending machines will form a permanent exhibit at the showroom. These will include Sega's own products and those of the score of major international firms they represent in Japan (Rock-Ola, Williams, Bally, Midway, Chicago Dynamics, etc.). It is the largest permanent display of amusement and vending machines in southern Japan.

A direct access road is being constructed along the front of Sega's Southern Japan regional headquarters to link the facilities with Osaka's expressway network and the site of

Expo '70.

Two hundred customers and friends attended Sega's opening ceremonies and later had conversation in the showrooms.



At the inaugural party for the new regional headquarters are (L to R) Messrs. Ohashi & Mino of Japan's giant Toho Film Studios, and D. Rosen, SEGA's Managing Director.

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| BUS STOP, 2-PI. | 225 | DOUBLE PLAY | 210 |
| GRAND TOUR | 185 | | |
| HARVEST | 210 | CHICAGO COIN | |
| MAD WORLD, 2-PI. | 205 | PAR GOLF | \$185 |
| BULL FIGHT | 210 | VARIETY ROLL DOWN | 150 |
| DISCOTEK, 2-PI. | 250 | BIG HIT | 105 |
| 50/50, 2-PI. | 280 | ALL STAR BASEBALL | 125 |
| MAGIC CIRCLE | 260 | BIG LEAGUE | 315 |
| TRIO | 250 | HULA HULA | 345 |
| MIDWAY | | | |
| TROPHY GUN | \$215 | MONSTER GUN | \$325 |
| RIFLE CHAMP GUN | 255 | MYSTERY SCORE | 185 |



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'Round The Route

Eastern Flashes

SERVICE TO CIG OPERATORS—Eddie and Neil Beresth, prominent music, games, cigarette and candy operators in the Southern Connecticut area, were one of the first firms to recognize the tremendous collection possibilities they could gain by converting their cig route to 100mm column size, even when the super king brands first came out on the market. Calling upon mechanical whiz Frank Gallo to come up with an inexpensive, easily installed conversion kit for their cig route, the Beresths found the resulting unit so satisfying they decided to market it to the rest of the trade under the firm name Conversions, Inc. The rest is practically history by now, for Conversions, Inc. serves as one of the largest independents shipping conversion kits on the East Coast. Neil informed us last week they specialize in units for the 30 column machines such as the Corsair, Continental and Vendo Classic but also offer a unit for the Corsair 20. Immediate delivery is promised on the 30's with a slight wait for the Corsair 20 converter. To date, Conversions, Inc. has shipped out thousands of such units and with well over another thousand on hand in the Wilton, Conn. plant, plenty of activity is in store in the year ahead. The converters sell for \$23.95 F.O.B. Wilton and reportedly can be installed on location in 20 minutes.

THE ALL-AMERICAN—Bob Fenton, much-traveled vending supervisor for the American Tobacco Co., is busy contacting his cig vending customers with word of the firm's new machine promotion allowances for 1968. Brands cited are Tareyton 85mm's, Pall Mall Filter 100's and Pall Mall's Menthol Filter 100's. Contact Bob for details in case you missed 'em in last week's issue. Bob also informs us that congrats are in order for Bill Moore who's been appointed associate ad director for American Tobacco. Before joining American's ad Dept. last May, Bill served as vice president and director of business, TV Dept. at the giant BBD&O ad agency. Prior to that, he acted as consultant to government-operated television net-works in the United Arab Republic and Lebanon.

but FAMA's members will be advised when it's available.

FROM MONY—Ben Chicofsky recently sent a mailing to his members advising that MONY's application to waive finger-printing of operators by the Licensing Dept. of New York City has been approved. No more fingerprinting, guys! Meanwhile, Ben is stressing the positive necessity of operators giving their routemen written permission, on company letterhead, every time any machine has to be removed from a location. "Tell all your location owners to require help to check out any mechanic who says he's been sent by the operator to remove the machine for servicing. Three machines have been hijacked already in this town right under the bartender's nose," Ben declared.

THE JERSEY SIDE—While American Shuffleboard's national sales manager Sol Lipkin was in New York visiting some customers last week, his wife Marge met with a pretty serious auto accident out in their home town of Union, N. J. Seems Margie was crossing a street and the car came round the corner a little too fast and too late to stop in time. Margie suffered several fractures and bruises and may have to spend a good month in Memorial General Hospital on the mend. Send her your get well wishes. . . . Betson's Bert Betti ran one of those "for someone who's got everything" Christmas ads in a local paper. The product is the incredibly beautiful Louis XIV Tiffany style 6-pocket table. We've seen the table and it's really something everyone should have. Costs only \$3,500. (not \$3,499.95, Bert?) . . . Artie Daddis out at United Billiards is looking ahead to a giant 1968 production and sales year for his table and amusement line. Based upon the success of the still young manufacturing firm, the future looks really bright.

BOSTON—The Greater Boston Juke Box Industry today joined the growing list of supporters for WEEI's third annual "Penny-A-Month" campaign on behalf of Richard Cardinal Cushing's charities.

Daniel K. Griffin, WEEI Program Director and Chairman of the WEEI "Penny-A-Month" campaign, announced that special collection canisters were being placed at over 300 juke box locations in the Greater Boston area.

"We appreciate the support of the Juke Box Industry in Boston," Griffin said, "and we are sure that their valuable assistance will help us to exceed the amount raised in last year's "Penny-A-Month" drive."

The WEEI "Penny-A-Month" campaign will continue through Sunday, December 31. To date, mail and contributions to the fund are running far ahead of last year.

All funds collected will be turned over to His Eminence to help support St. Colletta's School in Hanover, and the Nazareth Home for Children in Boston.

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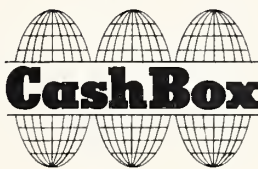
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THE FLORIDA SCENE—Julius Sturm, FAMA's executive director, gave us a classic example of how an effective, organized association can correct public and legislative misconceptions that harm the economic health of the games business. Recently, a games operator in Delray Beach reported that the town's Police Chief was impounding free play pingames based upon "the usual sheaf of antiquated opinions of the Attorney General (all predating Deeb v. Stoutamire) which ruled free play unequivocally illegal." A phonoall from an FAMA rep brought the Chief up to date with info on the Deeb v. Stoutamire case and the rulings of the Beverage Dept. Satisfied with the correct legal situation, the Chief called off his game round-up. Also, an Florida accountant is in the process of preparing a simple, inexpensive bookkeeping system for the association's members which Sturm says will stand up under close scrutiny by agents of the IRS. Completion date for this bookkeeping material is still a way off



CashBox 'Round the Route

Chicago Chatter

The hectic pace of folks getting ready for the holiday festivities was pretty much the order of the week in Windy City. Several factory reps are off to Miami by now to grab a little sun during these holidays (don't you fellas like snow?) Anyway, by the looks of the weather here last week, the only indication that Christmas was just around the corner were the decorations—the unseasonably mild weather just didn't make sense. . . . The holiday-minded fellows out at Williams Electronics, Inc. were also game-minded as they announced the official release of their 'Jolly Roger' four-player pin. This brand new flipper ought to make a terrific hit, not only here in the States but overseas where they seem to have a penchant for four-players. New Year's greetings go out to the Chicago area trade from Williams' Sam Stern, Billy DeSelm, Jack Mittel, Herb Oettinger, Pete Sagan et al. Sagan's coin-operated amusement games manual, incidentally, gets bigger and bigger as additional sections are added each time another Williams game is introduced.

ChiCoin's genial Mort Score is also game-minded but he ain't talking till next week. We're all anxious to see what's comin' up from this factory. The season's best is extended to operators from Mort, Avron and Messers Wolberg and Gensberg. . . . Seeburg's Frank Lupino tells us two new Seeburg little LP's have been issued. Complete details on the new jukebox programming product next week. Frank extends New Year's greetings on behalf of himself and Lou Nicastro, Bill Adair and Bob Breither.

Our curiosity is killing us! There's stepped up activity at the Bally Manufacturing plant but all we could get from Herb Jones is that the firm is readying two outstanding new machines for release right after the first of the year! Guess we'll just have to wait. . . . James E. Johnson of Playland Park, San Antonio, Texas, was elected president of the IAAP during the association's recent convention in Chicago. Bob Blundred was re-elected executive secretary. . . . More than thirty Illinois operators and servicemen attended World Wide Distributors' recent vending school session on the Seeburg dry grounds coffee machine. Class was conducted by Seeburg field engineer Jim Keenan. . . . It was a very good year, to quote Frank Schroeder of Fischer Mfg. Co. in Tipton, Mo.! Among other things, the Empress and Regent series have been doing extremely well. Frank added that the new plant is shaping up beautifully and should be ready within a few months. . . . FAMA (Florida Amusement And Music Association) selected The Newport in Miami Beach as the site for the 1968 convention. Dates are May 24-26. . . . World Wide Dist. was appointed distributor for Raytheon Company's "Radarange Microwave Oven," which is said to have the largest capacity in its class! . . . The annual holiday open house festivities for customers and friends was underway at National Coin Machine Exchange last week, with genial hosts Joe Schwartz and Mort Levinson extending holiday greetings to everyone! To get back to business for just a second, Joe did mention that the distrib's export department is really booming these days! . . . The holiday spirit was very prevalent at Rock-Ola Mfg. Corp. Dr. David Rockola, Edward Doris, George Hincker, et al, extend their good wishes for the season and the coming New Year! Dr. Rockola, by the way, just returned from Europe where he spent some time visiting the various Rock-Ola distributors overseas. . . . Holiday greeting to one and all from the crew at Atlas Music Co.—Eddie Ginsburg, Sam Gersh, Bob Fabian, Mike Blumberg, Stan Levin, Joe Kline, Sam Kolber, Bill Phillips,

and the whole gang! . . . At Empire International, Gil Kitt and Joe Robbins are looking back on a good year, and forward to an even better one!

Steve Poley says the New York Automatic Vending Association, Inc., will become the 24th State Council of the National Automatic Merchandising Association, effective January 1, 1968. Members of the New York association voted to affiliate with NAMA at their annual meeting in New York on December 5. Martin Winter, ABC Consolidated Corp., Long Island City, was re-elected president of the association. Other officers who will serve with Winter are Bert Nathan, Theatre Drink Corporation, Oceanside, vice president; and Robert Norman, Tilrose Vending Company, New Hyde Park, treasurer.

Elected to the New York association's board of directors were William Bruce, Bruce Vending, Inc., Corona; John L. (Jack) Burlington, The Vendo Company, Kansas City, Mo.; George Claussen, New York Seven-Up Bottling Company, Inc., Bronx; Sean Downey, Jr., New York Automatic Canteen Company, New York; Bert Gilbert, Coday Farms, Inc., New York; Emanuel Gottlieb, Vendola Concessions, Inc., Long Island City; Jordan Greenbaum Union News Company, New York; Norman; Zachary Smith, Standard Brands Sales Company, New York; George Sutcliffe, Coca-Cola Company, New York; Robert Thomson, Pepsi-Cola Company, New York; and Sam White, Liggett & Myers Tobacco Company New York.

Other directors of the association are R. Ainspan, Kwik Kafe of Albany, Inc., Albany; Robert H. Breither, The Seeburg Corporation, Chicago, Ill.; Martin Cain, Maryland Cup Corporation, Brooklyn; A. DeBlasio, Joy Automatics, Elmira; Robert Fagin, Automatique, Inc., Long Island City; Robert Gantzer, Canada Dry Corporation, Maspeth; Leo Gesser, Gesco Automatic, Long Island City; William Hennessey, Hennessey Service Corporation, Iliion; Mort Holland, Holland Vending Corp., Maspeth; Leonard Isserlis, Lamson Automatic Service, Syracuse; Leonard Kissin, Mallen Distributors, Bellerose; Herb Luckower, Automatic Snak Bars, Inc., Pelham; Seymour Morris, The Sunny Vending Service, Rochester; Nathan; Richard W. O'Brien, Canteen Service of Buffalo, Buffalo; Marvin Pierson, National Vendors, St. Louis, Mo.; William Seldy, Lily-Tulip Cup Corporation, New York; Winter; and Irving Wolf, Hot Coffee Vending Service, Brooklyn.

Herbert M. Beitel, NAMA Eastern manager and counsel, will serve as executive secretary of the association.

Milwaukee Mentions

MILWAUKEE—Consensus of opinion along Milwaukee coinrow is that 1967 was indeed a banner year! Kind of hate to see it end but there's always the thought that '68 will bring a repeat performance—or, perhaps, an even better one, if that's possible! . . . New staffer at Mel's Coin is Mel Melcore's son-in-law, Jack, who's heading up the record department. Welcome aboard! . . . Under normal circumstances the mood around here would be very low following the recent Green Bay Packers defeat. Not so, however, since we got it on good authority (namely Empire's Bob Rondeau) that a taxi squad was used in the game in order to preserve the team's strength and stamina for the big championship game against The Rams! . . . Stu Glassman of Radio Doctors had a very busy week in all departments. Stu noted exceptional juke box activity this week on Glen Campbell's "By The Time I Get To Phoenix" and the American Breed's "Bend Me Shape Me."

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Lending A Hand

NEW YORK—The charitable side of the coin machine business has always, for one reason or another, been played down in the press and donations of music and games to hospitals and civic institutions have too often gone unnoticed. We did a little digging recently and have uncorked some wonderful items where members of our industry have quietly and often consistently donated some of their used machines to homes for the aged, mental hospitals, orphanages, child care centers etc. We are planning to present a feature article shortly to pay tribute to these civic-minded tradesmen. The public relations plus gained through such donations is tremendous and we invite any operator or distributor to send us news of their own activities in this area.

Spectra-um Of Beauty



CHICAGO—Posing with the Seeburg "Spectra" are "left" Ray Marchiori, owner of Ray's Place, one of the oldest and finest restaurants in Hennepin, Illinois; and Jack Moyle of Clydesdale Music Co. in Oglesby, Illinois.

Coin Acceptor's Detroit Branch Moves To New Building—Bush Upped

DEARBORN, MICH. — Coin Acceptors, Inc.'s Detroit Branch office recently moved to a new building located at 14422 Warren Avenue in Dearborn, Michigan, a suburb of Detroit. The office's new telephone number is 313-581-3525.

Willie Benedetti, Detroit Branch Manager explained "Our new office provides better facilities for sales and service. This will enable us to give our customers even more attention. And the new location is easier to find."

Don Bush's promotion from repairman to Sales Representative working in the Denver territory was also announced by G. Scott Collins, Sales Manager for Coin Acceptors.

Don has been a serviceman for two years and is thoroughly familiar with the Coinco product line. He will aid Rees Bjork, the Denver Branch Manager, in covering his territory which includes all of Wyoming, Colorado and New Mexico.

Silverman Profile

(continued from page 53)

Bernie, we have heard operators say that they never look at the popularity meters . . . do your men ever judge the worth of a record by the meter? "Yes, this is the basis for whether they leave a selection on or take it off. It's a great outlet for judging the popularity and number of plays a selection gets."

The majority of Silverman's ideas and opinions are valid ones and while there's a great deal of work remaining ahead, the past has been rather kind and with a continued belief and sense of pride combined with a crisp, modern attitude, the music segment of our business will prevail and prosper in the years ahead. Thank you Bernie.

P/V Flicks Paired

WHIPPANY, N.J.—George Klersey, director of Rowe AMI's PhonoVue/record pairings service for operators of the AMI Music Merchant/PhonoVue audio-visual combination for the week ending December 30, 1967.

Jerry Butler's Mercury recording of "Lost" has been matched up with P.V. flicks "Fire Dance" (L-2907L), "Silhouette Dancers" (L-2907V), "Real Live Models" (L-2910E), "St. Peter's Spa" (L-2908X) and "Living Art Gallery" (L-2909W).

"Five Gals and A Cop" (L-2908U), "Montmartre — Les Girls #1" (L-2906C), "Spanish Flea" (L-2906J), "Scat In Black" (L-2907K), and "Peeping Tom" (L-2907Z) have been made to correspond with The Beach Boy's Capitol disc "Dartin'".

The Soul Survivors', "Explosion In My Soul" on the Crimson label goes well with films, "Big Top Circus" (L-2908T), "Captive Bird" (L-2910C), "Mermaids" (L-2908E), "Hoe Down" (L-2908W), "Triple Strip" (L-2910K), "Rain or Shine" (L-2908N), "Getting Myself Ready" (L-2911R) and "Pirate Wenches" (L-2911N).

"I Wonder What She's Doing Tonight" by Tommy Boyce & Bobby Hart on A & M is compatible with cartridges "Living Doll" (L-2907U), "Chef's Delight" (L-2909V), "Hermit's Heaven" (L-2910D), "Go-Go Club" (L-2907Y), "Juke Box Party" (L-2908H) and "Dixieland Fantasy" (L-2906K).

"Pick Up The Pieces," on Stax by Carla Thomas is groovy with "Floating Female Fantasy" (L-2910-H), "Girl And Sultan" (L-2905C), "Pop Out" (L-2907H), "Voodoo" (L-2907J) and "Mardi Gras Girls" (L-2909J).



JUKE BOX OPS' RECORD GUIDE

PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

BY THE TIME I GET TO PHOENIX

Glenn Campbell (Capitol 2015)

HELLO, GOODBYE

Beatles (Capitol 37614)

IN THE MISTY MOONLIGHT

Dean Martin (Reprise 4-7613)

CHAIN OF FOOLS

Aretha Franklin (Atlantic 2464)

IT'S WONDERFUL

Young Rascals (Atlantic 2463)

WHO WILL ANSWER

Ed Ames (RCA 9400)

LITTLE BECKY'S CHRISTMAS WISH

Becky Lamb (W. B. 7154)

THE LESSON

Vicki Carr (Liberty 56012)

TO GIVE

Frankie Valli (Philips 40510)

LITTLE DRUMMER BOY

Lou Rawls (Capitol 2026)

* 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)

* MOCKING BIRD

Aretha Franklin (Columbia 44381)

* MR. BUS DRIVER

Bruce Channel (Mala 579)

(* indicates first week on chart)

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 1. Increases Scoring Values of All Rollovers and 4 Jet Bumpers
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