

WB-Reprise: Record Sales, Chart Action • • New Major Dot Exec: Ken Revercomb • • Decca & Talmy

September 9, 1967

In Exclusive Deal • • Bill \$4 Mil At 1st

# Cash Box

Motown Sales Confab • Phonogram & Book Publisher Plan Large Disk Factory Near Milan • • Report On German Radio-TV Fair



EPIC: FIFTH YEAR OF HOT SUMMER SALES

Int'l Section Begins Pg. 65



DONOVAN



THE DAVE CLARK FIVE



THE TREMELOES



DON AND THE GOODTIMES



THE THIRD RAIL



L. TO R: NICK ALBARANO, MORT HOFFMAN, LEN LEVY, FRED FRANK



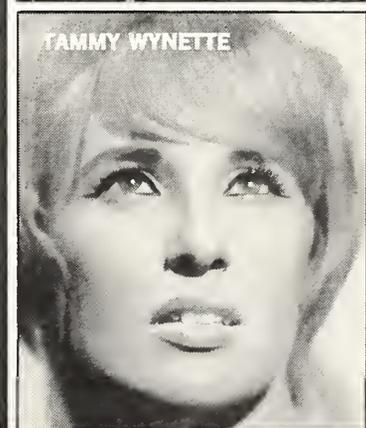
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DAVID HOUSTON



THE HOLLIES



TAMMY WYNETTE



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(Produced by James William Guercio)

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(THEY'RE PLAYING  
OUR SONG)"**

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On COLUMBIA RECORDS 



# Cash Box

Vol. XXIX—Number 7 September 9, 1967

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## The Tight Airtime Squeeze

That tight-squeeze called "Top 40" programming (or would you believe Top 30 or 20?) is one of the brutal facts-of-life of today's singles record business. As the road to a hit gets "lonelier and tougher," to paraphrase the oldie, "The Man (Hit?) That Got Away," the record industry can no longer console itself with the somewhat comforting knowledge that the other guy is having a hard time of it, too.

Things have reached a point where a number of key stations are taking the contradictory course of limiting the play on those long records (4 minutes or more) until they hit the Top 20 in sales. The contradiction: how does a 4-minute or plus disk hit the Top 20 in sales when the inclination is not to play it in the first place? Apparently, it's no longer a question of what records have to say (a gain,) but how long it takes them to say it (a loss).

The record industry, or **Cash Box**, for that matter, has never presumed to tell the radio industry what the nature of its programming should be; frankly, it is the record industry which must react to initiatives undertaken by radio.

A number of courses, as we see it, can help alleviate the problem of getting exposure of new releases. One may be to seek to broaden the nature of sounds to include Top 40 and middle-of-the-road outlets. By "simply" avoiding Top 40 or broadening the type of singles sounds is, of course, not as simple as it sounds, for catering to the needs of radio exposure can have a tremendous if not revolutionary effect on contemporary music, which

can truly pride itself on its individuality and variety. Striking a common-denominator in music can be one way of destroying the vitality on today's music scene. Taking this route may be required, but the industry could be walking a tightrope underneath which lies lifeless conformity.

While exposure woes are confined to AM broadcasts, the industry can make greater efforts to obtain airtime on FM radio, which has recently begun to expand its programming to include the sound of youth. As reported last week in **Cash Box**, 39.3% of radios on the market can receive FM broadcasts.

We have noted how teen acts are selling LP's without the benefit of singles hits. This has been achieved through so-called "underground" movements on a local level. It may take some time, but radio sooner or later has taken exposure note of the best of these "spontaneous" successes. In the meantime, however, labels can now avail themselves of the growing crop of "underground" print media to advertise such acts.

And speaking of advertising—which brings us back to radio—identification of new singles product can take the form of airtime advertisements on key teen-oriented outlets.

Obviously, replacing the great blanketing qualities of widespread Top 40 programming is at best a concession to poor substitutes. Until things open up at Top 40 radio, these alternatives must be considered and weighed according to their values to each label.



# Cash Box TOP 100

SEPTEMBER 9, 1967

	9/2	8/26
1 ODE TO BILLIE JOE	1	1
2 REFLECTIONS	4	8
3 BABY I LOVE YOU	3	3
4 THE LETTER	15	50
5 ALL YOU NEED IS LOVE	2	2
6 COME BACK WHEN YOU GROW UP	9	10
7 APPLES, PEACHES AND PUMPKIN PIE	10	13
8 YOU'RE MY EVERYTHING	11	17
9 LIGHT MY FIRE	6	4
10 COLD SWEAT	12	14
11 PLEASANT VALLEY SUNDAY	5	6
12 WORDS	7	5
13 THANK THE LORD FOR THE NIGHT TIME	13	16
14 SAN FRANCISCAN NIGHTS	19	26
15 FAKIN' IT	16	20
16 THERE IS A MOUNTAIN	25	29
17 FUNKY BROADWAY	23	36
18 TESTIFY	20	23
19 YOU KNOW WHAT I MEAN	21	32
20 SILENCE IS GOLDEN	17	11
21 I HAD A DREAM	26	39
22 HIGHER & HIGHER	28	33
23 12:30	33	58
24 HEROES AND VILLAINS	8	9
25 THE WORLD WE KNEW	22	24
26 BROWN EYED GIRL	30	37
27 NEVER MY LOVE	58	—
28 MAKING EVERY MINUTE COUNT	39	51
29 TO LOVE SOMEBODY	24	25
30 MERCY, MERCY, MERCY	14	7
31 JILL	32	35
32 HAPPY	36	41
33 BLUE'S THEME	37	40

	9/2	8/26
34 GETTIN' TOGETHER	50	62
35 GROOVIN'	38	43
36 A WHITER SHADE OF PALE	18	12
37 A GIRL LIKE YOU	27	10
38 I WAS MADE TO LOVE HER	29	15
39 I MAKE A FOOL OF MYSELF	53	64
40 MUSEUM	51	63
41 GIMME LITTLE SIGN	59	73
42 THINGS I SHOULD HAVE SAID	45	55
43 LOVE BUG LEAVE MY HEART ALONE	57	67
44 THE WINDOWS OF THE WORLD	40	46
45 I DIG ROCK & ROLL MUSIC	76	86
46 CARRIE ANNE	31	18
47 SWEETEST THING THIS SIDE OF HEAVEN	35	38
48 BALLAD OF YOU AND ME AND POONEIL	74	—
49 THERE'S ALWAYS ME	56	65
50 LITTLE OLE WINE DRINKER ME	55	60
51 DANDELION	—	—
52 CAT IN THE WINDOW	72	—
53 LAURA (WHAT'S HE GOT)	54	57
54 IN THE HEAT OF THE NIGHT	62	71
55 ANYTHING GOES	69	76
56 PUT YOUR MIND AT EASE	75	85
57 JUST OUT OF REACH	63	72
58 A BANDA	—	—
59 YOU GOTTA PAY THE PRICE	78	78
60 RUN, RUN, RUN	67	67
61 ZIP CODE	66	75
62 LITTLE THINGS	70	79
63 LITTLE OLE' MAN	82	—
64 DON'T LET THE RAIN FALL DOWN ON ME	47	48
65 WE LOVE YOU	—	—

	9/2	8/26
66 GET ON UP	87	93
67 I FEEL GOOD, I FEEL BAD	73	84
68 SOUL MAN	—	—
69 HOW CAN I BE SURE	—	—
70 WHAT NOW MY LOVE	—	—
71 IT COULD BE WE'RE IN LOVE	79	82
72 CASANOVA	80	89
73 HEY BABY	—	—
74 PURPLE HAZE	83	—
75 TURN THE WORLD AROUND	81	81
76 KNOCK ON WOOD	85	90
77 IT MUST BE HIM	93	99
78 TO SIR WITH LOVE	99	—
79 EXPRESSWAY TO YOUR HEART	—	—
80 OUR SONG	84	87
81 TAKE A LOOK	89	—
82 PAPER SUN	86	70
83 LET IT OUT	—	—
84 SUNSHINE GAMES	—	—
85 FOR WHAT IT'S WORTH	—	—
86 I'LL NEVER FALL IN LOVE AGAIN	—	—
87 LET LOVE COME BETWEEN US	—	—
88 IT'S GOT TO BE MELLOW	100	—
89 HEAVY MUSIC (Part 1)	—	—
90 MEMPHIS SOUL STEW	97	—
91 YOU CAN'T DO THAT	96	—
92 GET TOGETHER	—	—
93 CHILD OF CLAY	—	—
94 DIRTY MAN	—	—
95 I CAN'T STAY AWAY FROM YOU	—	—
96 YOU'RE A VERY LOVELY WOMAN	95	—
97 SWEET SOUL MEDLEY (Part 1)	—	—
98 WAITING FOR CHARLIE TO COME HOME	—	—
99 WHO SHOULD BE LOVIN' YOU	—	—
100 SPREADIN' HONEY	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Banda (Fermata Int'l)	58	Get On Up (Hi-Mi, BMI)	66	Let It Out (Crazy Cajun, BMI)	83	Sweet Soul Medley Part 1 (Jobete, BMI)	97
A Girl Like You (Slocor, BMI)	37	Get Together (F.S.O., BMI)	92	Letter (Earl Barton, BMI)	4	Take A Look (Eden, BMI)	81
Anything Goes (Harms, ASCAP)	55	Gettin' Together (Patricia, BMI)	34	Light My Fire	9	Testify (Groovesville, BMI)	18
A Whiter Shade Of Pale (Essex, ASCAP)	36	Gimme Little Sign (Big Shot, ASCAP)	41	Little Ole Man (Jobete, BMI)	63	Thank The Lord For The Night Time (Tally Rand, BMI)	13
All You Need Is Love (Macleon, BMI)	5	Groovin' (Slocor, BMI)	35	Little Ole Wine Drinker, Me (Moss-Rose, BMI)	50	There Is A Mountain (Peer Int'l, Hi Count, BMI)	16
Apples, Peaches & Pumpkin Pie (Akbestal/Act Three, BMI)	7	Happy (Unart, BMI)	32	Little Things (Chris Marc, Cotillion)	62	There's Always Me (Gladys, ASCAP)	49
Baby, I Love You (14th Hour, BMI)	3	Heavy Music (Part 1, Geor, ASCAP)	89	Love Bug Leave My Heart Alone (Jobete, BMI)	43	Things I Should Have Said (Trousdale, BMI)	42
Bollad Of You And Me And Pooneil (Jefferson Airplane, BMI)	48	Heroes & Villains (Sea Of Tunes, BMI)	24	Making Every Minute Count (Akbestal, BMI)	28	To Love Somebody (Nemperor, BMI)	29
Blue's Theme (Dijon, BMI)	33	Hey Baby (Progenes, BMI)	73	Memphis Soul Stew (Pronto & Killyn, BMI)	90	To Sir With Love (Screen Gems, BMI)	78
Brown Eyed Girl (Web Iv, BMI)	26	How Can I Be Sure (Slocor, BMI)	69	Mercy, Mercy, Mercy (Zawinal, BMI)	30	Turn The World Around (Finger Lake, BMI)	75
Corrie Anne (Moribus, BMI)	46	I Can't Stay Away From You (Chi Sound, BMI)	95	Museum (Peer Int'l, BMI)	40	12:30 (Wingate, ASCAP)	23
Casanova (Ric Will, BMI)	72	I Dig Rock & Roll Music (Pepamar, ASCAP)	45	Never My Love (Tamerlane, BMI)	27	Waiting For Charlie To Come Home (Hill & Range, BMI)	98
Cat In The Window (Chardon, BMI)	52	I Feel Good, I Feel Bad (Screen Gems, Columbia, BMI)	67	Ode To Billie Joe (Larry Shayne, ASCAP)	1	We Love You (Gideon, BMI)	65
Child Of Clay (Ernie Maresca, ASCAP)	93	I Had A Dream (Daywin, BMI)	21	Our Song (Santo Cecilia, BMI)	80	What Now, My Love (Remick, ASCAP)	70
Cold Sweat (Dynamone, BMI)	10	I Make A Fool Of Myself (Saturday & Seasons 4, BMI)	39	Paper Sun (Essex, ASCAP)	82	Who Could Be Lovin' You (Johnny Rivers, BMI)	99
Come Back When You Grow Up (Pointed Desert, BMI)	10	I Was Made To Love Her (Jobete, BMI)	38	Pleasant Valley Sunday (Screen Gems, Columbia, BMI)	11	Windows Of The World (Jac, ASCAP)	44
Dandelion (Gideon, BMI)	6	I'll Never Fall In Love Again (Hollis, BMI)	86	Purple Haze (Sea Lark, BMI)	74	Words (Screen Gems, Columbia, BMI)	12
Dirty Man (Chevis, BMI)	94	In The Heat Of The Night (United Artists, ASCAP)	54	Put Your Mind At Ease (Pocket Full Of Tunes, BMI)	56	World We Knew (Rosevelt, BMI)	25
Don't Let The Rain Fall Down On Me (Uganda, BMI)	64	It Could Be We're In Love (Destination, BMI)	71	Reflections (Jobete, BMI)	2	You Can't Do That (Macleon, BMI)	91
Expressway To Your Heart (Double Diamond, Downstairs, BMI)	79	It's Got To Be Mellow (Jim-Edd, BMI)	BB	Run, Run, Run (TM, BMI)	60	You Gotta Pay The Price (Myta, BMI)	59
Fakin' It (Charging Cross, BMI)	15	Just Out Of Reach (Four Star, BMI)	57	San Franciscan Nights (Sealark, BMI)	14	You Know What I Mean (Chardon, BMI)	19
Far What It's Worth (Springola Toanes, Ten East, Cotillion, BMI)	85	Knock On Wood (East, BMI)	67	Silence Is Golden (Dialogue, BMI)	20	You're A Very Lovely Woman (Thirty Four, ASCAP)	96
Funky Broadway (Routeen, Drive In, BMI)	17	Laura (What's He Got) (Al Gallico, BMI)	53	Soul Man (East, BMI)	68	You're My Everything (Jobete, BMI)	8
		Let Love Come Between Us (Al Gallico, BMI)	87	Spreadin' Honey (Keyman, BMI)	100	(Your Love Keeps Lifting Me) Higher & Higher (Jolyne, BMI)	22
				Sweetest Thing This Side Of Heaven (Blackwood, BMI)	47	Zip Code (Jestor, BMI)	61



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DANNY HILLON  
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## Revercomb To Major Slot At Dot

HOLLYWOOD—Ken Revercomb has joined Dot Records in a "high exec capacity," according to Dick Peirce, who recently joined the label as vp and general manager.

Revercomb recently left the Liberty Records operation after nine years. He most recently served as general manager of Imperial Records, an affiliate of Liberty. Peirce also came to Dot



KEN REVERCOMB

### Chess Sets Regional Meet

CHICAGO—A series of regional sales meets gets underway next week for the Chess-Checker-Cadet label operation. The meets will introduce 18 new LP's by the label's top attractions plus a new exec, Bert Loob. Formerly with All-State Distributing in the Windy City, Loob will work in LP sales.

Meets will kick-off in San Francisco (9-10) at the Fairmount Hotel, then move on to the Royal Orleans in New Orleans (12-13) for southern distribs, the Continental Plaza in Chicago for midwest outlets (15-16) and the Madison Hotel in Washington, D.C. for eastern distribs (18-19).

On hand from Chess at each gathering will be Max Cooperstein, national sales head; Dick LaPalm, marketing and merchandising director; Marshall Chess, vp and tape cartridge director; and Loob.

LaPalm predicted 100% distrib attendance in all cities. Besides their owners, distribs will be represented by their sales and promo staffs.

### FRONT COVER:

Summertime and the livin' is hectic at Epic Records. This has been the pattern-of-success at the label for the past five years: summer, when things usually quiet down a bit, the label is busy trying to supply the business with a crop of hot-selling sides. This season, the stars include Donovan, the Dave Clark Five, the Tremeloes, the Third Rail, Don & the Goodtimes, the Yardbirds, David Houston, the Hollies and Tammy Wynette. And not to mention Len Levy, Epic vp and his staff, Mort Hoffman, Fred Frank and Nick Albarano, the men behind the sales and merchandising of these successes.

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from Liberty, where he served in an A&R slot.

Revercomb will represent the label at this week's mid-year meeting of NARM, the wholesaler organization, in Host, Pa.

### Larry Welk Leaves Label

In another development at the label since the departure of Randy Wood as president (see last week's issue), Larry Welk, administrative vp, has announced his resignation, effective this week (8). Welk, son of band-leader & Dot artist Lawrence Welk, joined the label in 1960 as a promo man and later was elevated to the post of branch administrator, involved in credit and collections. Post also entailed the development of the Dot Record Club, company administration and purchasing. Welk told Cash Box he has no present plans other than to take his first vacation in seven years.

It was also learned that another highly-placed exec at Dot has resigned, but that the resignation had been refused.

### C/P To Chips In Philly

NEW YORK—Upon completion of the transition, Chips Distributing of Philadelphia, a wholly owned subsidiary of Cameo Records, will be handling the MGM and Verve labels in their area.

This switch to Chips from the Raymond Rosen Company in Philly is part of the recent agreement between Cameo and MGM which will have MGM marketing Cameo Product thru Cameo Distributors across the U.S.

It is also understood that a separate sales and promotion force will be established by Chips in order to merchandise the MGM & Verve lines in Philly.

Chips currently handles, among others, the hot Tamla/Motown labels and their affiliates.

### White Whale Adds Musso To Helm Promo

HOLLYWOOD—Johnny Musso has been named national promo director for White Whale Records, report owners Ted Feigin and Lee Lasseff. Musso will take over his new duties at the Hollywood based offices effective this Tues. (5).

Musso is a veteran of 10 years diversified experience in the record business. His first position was with Decca Records as a mid-west sales representative. After two and a half years with Decca, he joined Benart-Concord Distributors in Cleveland as promo manager. Musso relocated to Los Angeles in 1965 with Liberty Records to become west coast promo director, and later national promo director of the Imperial, World Pacific group.

Feigin and Lasseff said that he will play an "integral part in the continuing growth pattern we have exhibited since our inception two years ago."



**NARM Mid-Year Meet Sked, Pg. 8**  
**Membership Registration, Pg. 48, 50**

## Sales, Chart Action At All-Time Peaks For Warner Bros.-Reprise

HOLLYWOOD—The Warner Bros.-Reprise and Loma labels are now in the hottest period in the company's history. Sales volume and chart action are topping a 3-year boom at the label.

The Burbank-based organization is currently represented by 8 singles on the Cash Box Top 100 list and 14 LP's on this week's chart.

The string of hits is divided between the newer sounds of the groups like Harpers Bizarre and The Association along with the perennial chart makers like Frank Sinatra and Dean Martin. Some of the company's top selling LP artists are on the single list with new hits Peter, Paul and Mary are back in the singles business for the first time in two years with "I Dig Rock

'n Roll," and Bill Cosby has added another chapter to his career by hitting with his first single, "Little Ole Man," from his first vocal LP, "Silver Throat." Petula Clark racks up her 13th consecutive chart record, "Cat In The Window," while Jimi Hendrix scores with his first success for the label, "Purple Haze."

The album chart reflects the powerful catalogue value of the Warner-Reprise artist roster. Bill Cosby, Frank Sinatra, Petula Clark, Peter, Paul & Mary, Dean Martin, Nancy Sinatra, and the Kinks have hit every time out with LP releases. They are all represented along with The Association, recently added to the label, and Jimi Hendrix, an American working in England.

## Decca & Shel Talmy Enter Exclusive Deal For Talent

NEW YORK—All future talent produced by Shel Talmy, American-born indie producer now residing in England, will be marketed on an exclusive basis through Decca Records.

The three-year deals involves Decca's distribution rights in the U.S., Canada and Japan. In most other areas of the world, rights go to Talmy's present disk outlet, Polydor Records.

Talmy, who has given Decca a hot group in the Who, is ready to introduce his first act under the new arrangement, a group called the Creation. Their debut on Decca is called "Life Is Just Beginning." Like all talents produced by Talmy, the Creation comes out of England. A second attraction, R&B performer Oliver Norman (an American working in England), will appear on Decca in the near future with a side called "Drownin' In His Own Dispair."

Talmy will maintain direct contacts with Decca execs Leonard W.

Schneider and Marty Salkin.

Product recorded by Talmy is made through his 3-year-old London-based company, Orbit Music. Operation also includes a publishing unit, Associated, and a film and book publishing set-up. He is currently co-producing (with Jerry Helman) a movie based on Tom Keyes book, "All Night Stand." 20th Century-Fox will distribute.

Born in Chicago 28 years ago, Talmy arrived in England five years ago, having previously worked as an engineer for Radio Recorders in Hollywood. He landed a job at British Decca, eventually producing a series of hits by the Bachelors. He has also cut Manfred Mann, Chad & Jeremy and the Easybeats. While he no longer records these acts, he remains the producer of the Kinks, released in the U.S. on the Reprise label. The Creation, by the way, represents the first act he has signed to a management pact.

### See Clive Epstein Moving Into Brother's NEMS Spot

NEW YORK—The brother of Brian Epstein, founder and manager of one of this century's greatest entertainment attractions, the Beatles, who was found dead in his London apartment on Sunday, Aug. 27, is expected to take over the multi-million dollar show business empire of his older brother. The board of NEMS, Brian Epstein's management and booking company, were meeting last week to discuss the matter of Epstein's successor, most probably his younger brother, Clive.

Epstein, who was 32-years-old, had been ill for nearly a year with jaundice and had been depressed over the death of his father a month ago. A post-mortem is being conducted, the results of which are not expected to be made known until sometime this week.

At the time of his death, the Beatles were in Bangor, North Wales for a weekend of what was described as "meditation" with Indian mystic Maharishi Mahosh Yogi. Epstein was to have joined them on Sunday to be initiated into the cult. After that, Epstein was to visit his American business interests, including a U.S. affiliate of NEMS, Nemperor, and to take part in a Canadian TV spectacular.

From the time he discovered the act five years ago—consisting of all present personnel with the exception

(Continued on page 10)

### Scepter's Forever Label Starts Shortly

NEW YORK—Florence Greenberg, head of the Scepter-Wand family, last week told Cash Box that the diskery operations are shortly to be expanded with addition of the Forever label.

Initial product for the new banner will consist of material taken from the Scepter-Wand oldies. Some of these re-issues will be altered by inclusion of new B-side material.

No first release date is set as yet, issue to be made when pressings and revisions are completed. However, operations for the Forever label have

(Continued on page 52)

### Pell Exits UNI, Back To Lib?

HOLLYWOOD—Dave Pell has resigned his post as A&R chief of UNI Records, the label affiliate of MCA. It's understood that he may return to the Liberty label, which he left a year ago. Interestingly, a session he produced more than a year ago at Liberty is now on the Top 100. It's Vikki Carr's "It Must Be Him."

### Brettler Back At S-B, Re-Joins ASCAP Board

NEW YORK—Leon Brettler, who recently re-joined Shapiro-Bernstein Music as exec vp, has also been re-elected to the board of ASCAP. When he originally left S-B earlier this year, he gave up his place on the board, and the vacancy was never filled. His term ends next April.

# Motown's 1st National Sales Confab Bills \$4 Million On 15 New Albums

DETROIT—Motown Records made its national sales convention debut with a pleasure-bent weekend (Aug. 25-27), capped by a Monday morning new product presentation that gave the label its biggest single day of order-taking in history. Label claimed billing of \$4 million on a relatively small release of 15 albums, highlighted by a 2-LP collection, "Diana Ross & the Supremes Greatest Hits." A spokesman for the 7-year-old label, founded by Berry Gordy, Jr., said stereo sales outdistanced promo orders 5-to-1.

## Enjoy, Enjoy Weekend

More than 180 guests of the label were housed in the plush Ponchatrain Hotel. The figure swelled to more than 500 when local distrib personnel, retailers, etc. were invited to attend a "Showcase '68" presentation at the Rooster Tail, a large nitery on the banks of the Detroit River, on Sat. night (26). Performing were the Supremes, the Spinners, who did devastating take-offs on many Motown acts, Stevie Wonder, Gladys Knight & the Pips, Chris Clark, and Willie Tyler & Lester, a ventriloquist act. Earlier, the 180 guests had spent a day at the track, which included a Motown Race (the sixth) in honor of the convention. On Sunday, there was a boat ride on the Detroit River. Nighttime activities involved a round of cocktail parties and dinners at the hotel.

## Gordy: Call For Understanding

Speaking before the start of the Rooster Tail show, Berry Gordy recalled the label's first hit, a side by the Miracles. It sold 60,000 copies, he noted. With no overhead, he added, this was not a small figure, "but it would put us in a hole today." Striking a serious note, Gordy said that the label had pointed the way toward a successful working relationship between Negroes and whites and called for greater understanding from the perspectives of both races.

## Sales Day

At the audio-visual sales meeting, held Monday (28) at the Ponchatrain, a total of 15 albums and four new singles were unveiled. The singles product, featuring the Four Tops, Chris Clark, the Messengers, a new act on the label, and Stevie Wonder, was introduced by Al Klein, singles sales head.

Besides the Supremes package, which lists at \$5.79, the other new product, on the Motown, Tamla, Gordy, and Soul labels, includes dates by the Spinners, Isley Bros. ("Soul On The Rocks"), the San Remo Strings ("Hungry For Love"), Gladys Knight & the Pips ("Everybody Needs Love"), Marvin Gaye & Tammi Terrell ("United"), Marvin Gaye ("Greatest Hits"), Vol. 2, Smokey Robinson

(Continued on page 52)

# MGM Spending \$200,000 To Put Over New Family Act: Cowsills

NEW YORK—A \$200,000 program for a new family act, the Cowsills, has been launched by MGM Records.

The group, four sons, a daughter and their mother, has come to the label as a result of a 3-year, four artist production deal between MGM and Lenny Stogel, the manager, through a new production company, Gregg Yale Productions. The Cowsills are the first attraction under the arrangement. A second act, the Darling Sisters, will debut on MGM with a single in mid-Sept.

The Cowsills a vocal-instrumental act, are being introduced via a singles release, "The Rain, the Park & Other Things," set for this week. A month-long coast-to-coast promo tour, which will encompass 56-cities, will begin next Monday (11) and continue through Oct. 11. As part of the trek, MGM is making available to its local distributors a series of promo tools, including photo displays of various sizes, bios, pens and buttons. Regarded as a particularly effective visual attraction, the company is also setting-up a number of video appearances.

According to Mort Nasatir, president of MGM, the label's plans for the future call for "everything from albums to a TV series to marketing

Cowsill products."

The Cowsills, who live in Newport, R.I., consist of Bill (20), Bob (18), Barry (12), John (11) and their mini-skirted mother. Bud Cowsill, father and husband, is not a part of the team, but two other sons, Dick and Paul, are road managers.

They've been tuning up their act for the past three years. Artie Kornfeld, the indie producer, brought them to the attention of Stogel. Stogel's PR firm, Heroic Age, has signed them for promo and publicity.

## Cowsills: Caught In The Act

### A Cash Box Appraisal

If the Cowsills get an opportunity to expose their wares on TV, the group could become one of the hottest properties on the entertainment scene.

The first thought is that the group must have been created by some Hollywood script writer since they comprise a mother, father and their seven children. The Dad and two of the boys are behind-the-scenes men. On stage, the hard core of the rockin' combo is an 18 year old guitarist (and lead vocalist), a 19 year old organist, a 12 year old bass player and the wildest 11 year old drummer we've seen in years. They all sing like veterans, have a repertoire of a hundred songs

(Continued on page 12)

## NATIONAL ASSOCIATION OF RECORD MERCHANDISERS, INC. 1967 MID YEAR MEETING

September 5-8, 1967

Host Farm

Lancaster, Penna.

### TUESDAY, SEPTEMBER 5

2:00 PM-7:00 PM  
7:30 PM-8:30 PM

8:45 PM

10:00 PM

### WEDNESDAY, SEPTEMBER 6

8:00 AM-9:00 AM

9:30 AM-12:30 PM

#### I. "Your Business In Today's Economy"

Chairman: Amos Heilicher (J. L. Marsh Co., Minneapolis)  
Jim Shipley (Main Line, Cleveland)  
Fred Traub (Disco, Inc., Boston)

#### II. Warehouse Security

Chairman: James Schwartz (District Records, Washington, D.C.)

12:30 PM-1:30 PM

6:00 PM and 8:30 PM

10:00 PM

### THURSDAY, SEPTEMBER 7

8:00 AM-9:00 AM

9:30 AM-12:30 PM

#### Tape Cartridge Forum

Chairman: Jack J. Geldbart (L&F Record Service, Atlanta)  
Stanley Jaffe (Consolidated Dist., Seattle)  
Merritt B. Kirk (Calectron, Inc., Dale City, Calif.)  
James Levitus (Car Tapes, Inc., Chicago)  
James J. Tiedjens (Midwestern Tape Dist., Milwaukee)

12:30 PM-1:30 PM

#### NARM Golf

8:00 PM-8:30 PM

8:30 PM

### FRIDAY, SEPTEMBER 8

8:00 AM-9:00 AM

9:30 AM-12:00 Noon

Registration  
Reception, Philco-Ford Corp.  
Ballroom  
Dinner  
Emerald Room  
Board of Directors Meeting  
Parlor A

Breakfast  
Emerald Room  
Business Session  
Ballroom

Buffet Luncheon  
Emerald Room  
Dinner  
Emerald Room  
Regular Members Meeting  
La Fonda Room

Breakfast  
Emerald Room  
Business Session  
Ballroom

Buffet Luncheon  
Emerald Room  
Tournament  
Cocktails  
Ballroom  
Closing Dinner  
Ballroom

Breakfast  
Emerald Room  
Business Session  
Monte Carlo Room

Electronic Data Processing: A Survey of Systems  
Currently Being Used by NARM Member Companies  
Chairman: Cecil H. Steen (Recordwagon, Inc., Woburn, Mass.)

## Atlantic Shifts, Names New Execs

NEW YORK—Exec shifts and new appointments have been made at Atlantic Records, reports Jerry Wexler, exec vp

Johnny Bienstock has been named as coordinator of pop promo. He will coordinate the activities of Atlantic's field promo staff in the pop area. He will report to Henry Allen, vice president in charge of promo for the firm. For the past year, Bienstock has been exec assistant to Wexler.

Jerry Greenberg, for the past four years promotion manager for Seaboard Distributors in Hartford, Conn., has joined the label as exec assistant to Wexler.

George Furness, most recently assistant to Atlantic album sales chief Len Sachs, and previously the company's west coast office manager, has been placed in charge of the Atlantic music publishing firms, Pronto and Cotillion Music. Furness will oversee all of the label's publishing activities.

Jonny Meadow has joined Atlantic as vault researcher in the album department.

## RCA Names Summer Purchasing Agent

NEW YORK—R. D. Summer has been named purchasing agent by RCA Victor Records.

The promotion was announced by R. O. Price, manager of manufacturing and recording. Summer replaces Robert A. Bradel, who has joined the corporate purchasing staff of the Radio Corporation of America.

Previously manager of album design and special procurement programs, Summer joined RCA in 1955 as a trainee in the purchasing department following his graduation from Carnegie Institute of Technology with a Bachelor of Science degree in printing management.

## Iafannaro To Mainline

CLEVELAND—Ron Iafannaro has left Liberty Records Distributing Corp. in Cleveland to join Mainline Distributing, also located in the city.

## Seider Joins C/P As Veep, Counsel

NEW YORK—Harold Seider, has been appointed vice-president and general counsel of Cameo-Parkway Records, reports Allen Klein, chairman of the board. This is the first appointment by the new Cameo management.

Seider has been in private practice since 1962. He had been associated with John Schulman and Bernard B. Smith, specializing in entertainment and corporate law, after completing his military service in 1959.

Seider, a native of New York, was graduated from Columbia College in 1955 and from Columbia Law School in 1958. His wife, Sheila, is also a practicing attorney.



DAVE SEIDER

## Rheingold Fest Draws 270,000 Fans To Park

NEW YORK—Even though New York was a wet summer festival this year, the Rheingold Music Festival, a series of one-night stands in Central Park, pulled a total attendance of 270,000. Only three of the 61 concerts planned were called on account of rain. Net year's plans may include an earlier concert for children. Price will remain at \$1.

## Robin Exits Dover

NEW ORLEANS—Bob Robin has resigned his post with Dover Records, according to Cosimo V. Matassa, president. Matassa said that Robin left to devote his efforts to indie production and promotion. Matassa will assume the activities formerly handled by Robin.





These are The Cowsills.  
And that's the family name.  
The most fantastic sound around.  
We stand behind that claim.

We brought you Eric, Herman, Sam.  
And others through the years.  
Now listen to The Cowsills.  
You won't believe your ears...

# The rain, the park, and other things

K-13810

## THE COWSILLS

First great single from their first great album. Available soon. E/SE-4498

Produced by Artie Kornfeld  
for Mylin Music Productions, Inc.

A Product of  
Gregg Yale Productions, Inc.

Personal Management  
Leonard Stogel & Associates Ltd.



Exclusively on



MGM  
RECORDS

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



**SIGNING WITH HEART**—Clive Davis, vice president and general manager of CBS Records, is shown shaking hands with Garry Bonner, following the latter's signing an exclusive contract with Columbia. With Davis and Bonner (from the left) are: Tom Noonan, director of national promotion for Columbia; Charlie Koppelman and Don Rubin (far right), indie producers of Bonner's new single, "The Heart Of Juliet Jones." The deck is sked'ed to be released soon.

## Cowsills Highlight MGM Promo Session

ST. LOUIS—MGM Records' 3rd Annual Promotion Men's Convention was highlighted by a surprise appearance and performance by the Cowsills, a new group being given a promotional spotlight in the diskery's fall-winter push.

About to embark on a nationwide tour (beginning Sept. 11) the group gave a sneak preview to conventioners gathered at the Tan-Tar-A Country Club at Osage Lake in the Ozark Mountains. The meet featured presentations of outlines on plans for new artists and product to promo men from all the MGM-Verve labels' independent distributors as well as company promotion personnel.

The Labor Day Weekend meet also included workshop sessions with speeches from MGM head Mort Nasser; Frank Mancini, promotion director; and marketing director Lenny Scheer.

## THOROUGHLY MODERN MILLS

### LOVERS OF THE WORLD UNITE

The Vogues ..... (Co&Ce)

### SERENATA

Joe Harnell ..... (Columbia)

### THIS TIME LONG AGO

Guess Who ..... (Fontana)

### WHEN YOUR OLD WEDDING RING WAS NEW

De Angelis Singers ..... (ABC)  
Jimmy Roselli ..... (U.A.-L.P.)

### HOW LONG

Bill Smith ..... (Talmu)

### STAR DUST

Mel Carter ..... (Liberty)

### FRENTE A PALACIO

Al Caiola ..... (U.A.-L.P.)

### MY SUMMER LOVE

Nina & Frederik ..... (Atco)

### WHEN BANANA SKINS ARE FALLING

Tony Randall ..... (Mercury-L.P.)

### YOU'VE GOT YOUR TROUBLES

Jamie & J. Silvia Singers (ABC-L.P.)  
Peter & Gordon ..... (Capitol-L.P.)

**MILLS MUSIC, INC.**  
1619 Broadway  
New York, N.Y. 10019  
PUBLISHING • IRA HOWARD—PROF. MGR.

## Christensen Is New Epic Press Manager

NEW YORK—Bob Altshuler, director of press and public information at CBS Records, last week announced Barbara Christensen's appointment as manager for press and public information at Epic Records.

Miss Christensen will be responsible for national consumer and trade publicity from the Epic, Crossroads and Okeh labels. Before joining Epic, she handled publicity and public relations for Bob Cavallo Management.

## 2 Get Nod At Big 3

NEW YORK—Big 3 Music (Robbins-Feist-Miller), in continuing its current expansion phase, has signed a west-coast talent development deal with Richard Delvy and appointed Tony Orlando to the east-coast staff.

On the west coast, Richard Delvy will cover the new talent scene and function in record production deals. Delvy's prior experience runs with strong credits in the top 40 area as a promotion man, publisher and record producer. Delvy will operate from the new west coast office of Hastings Music.

Tony Orlando will work closely with professional manager Jay Lowy and director of special projects Wally Schuster in tracking down new talent and promoting new material and disks in the top 40 category.



Tony Orlando (center) is shown with Big 3 Professional Manager Jay Lowy (left) and Wally Schuster, the publishing company's Director of Special Projects. Orlando has been appointed to The Big 3's professional staff.

## A&M Obtains First East Coast Master

NEW YORK—A&M Records last week announced the release of its first master acquisition through the recently opened New York office. "Everybody's Gotta Be Someplace" by the Golden Bough marks the initial acquisition through the eastern headquarters. The deck, produced by Anne and Bill Phillips, was hurried into release late last week.

## Audio-Visual Cartridge System Thru TV From CBS

NEW YORK—Entertainment in cartridge form for home enjoyment has taken another step with the announcement by the Columbia Broadcasting System of the development of a low-cost film-in-cartridge system that can play through an ordinary TV set.

A slave unit, the size of a breadbox, can be attached to the antenna jack of a TV set, and automatically thread, play, rewind and reject circular cartridges, 7 inches in diameter.

Electronic Video Recording, as the new development is called, does not use magnetic tape, but a newly-developed unperforated thin film, on which can be stored electronically up to an hour of black-and-white programming or a half-hour in color. Cost of the unit: about \$2.80; cartridges will run \$7 to \$14.

Developed under the direction of Peter Goldmark, president and director of research at CBS Laboratories, who gave the record industry the LP, the system is expected to be made available for marketing late in 1969 or early 1970. It will be marketed in England first via a CBS global partnership with Imperial Chemical Industries, a leading British chemical concern, and Ciba Ltd, a Swiss chemical concern. CBS owns a 50% share, while Imperial and Ciba, jointly involved in a company, Ilford, that developed the process with CBS, own 30% and 20% respectively.

Asked to comment on the development, a spokesman for CBS Records said that "in the record business, 1969 and 1970 are a long time away."

## Levinson Joins Press At RCA Pop Division

NEW YORK—Peter Levinson has joined the RCA Victor Popular Records Division as manager of the press & information staff.

Announcement of the appointment was made last week by Herb Helman, manager of public affairs, to whom Levinson will report.

Levinson, who has written several articles for national magazines and a number of liner notes for LP's, replaces Barry Kittleson.

For the past three years, Levinson has been an account executive at John Springer Associates where he handled such entertainment personalities as Eddy Arnold, Godfrey Cambridge, Joel Gray, Jack Jones, Ramsey Lewis, Wes Montgomery and Robert Ryan.

In making the announcement, Helman said the public affairs department now comprises Sim Myers (press & information manager in New York), Grelun Landon (administrator of press & information in Los Angeles), Tandy Rice of Nashville, and Al Marill, writer of press & information from New York.



PETER LEVINSON

## Ron Sunshine Marries

NEW YORK—Ron Sunshine of Premier Talent Associates was married here to Barbara Blake on Aug. 16. She is employed by Berger Ross & Steidman.

## ABC Relocates Its Chi Headquarters

CHICAGO—ABC Records has moved its Chicago office to new quarters under the guidance of its Midwestern Artists & Repertoire director, Johnny Pate.

Located at 1321 South Michigan Avenue, the ABC suite includes a rehearsal hall as well as administrative offices.

Pate has announced that the additional facilities allow greater activity in the area of public contact, and he is encouraging the submitting of masters, song material and recording talent to the ABC Chicago office.

## London In Diversified Pre-Fall Singles Sked

NEW YORK—Country, good music, and pop-rock constitute the opening pre-autumn singles release from London Records as the firm continues its program of broad diversification. The new product, in fact, comes from sources as far apart as Hollywood and London, with other in-between founts of product including New Jersey, Miami, and Nashville.

Walt Maguire, London national singles sales and A & R manager, announced the first new release of this season from Jim Reeves Enterprises in Nashville, with which London has a special indie producing deal. Newest disk is "Evil Woman," by Buddy Ray Mize, produced by Clarence Selman.

Also on the country side is the first of a scheduled series of releases produced by veteran guitarist Les Paul. Paul's first London entry is "What Went On In Vietnam" and "Miss, May I Drive You Home," by duo Ginger and Gene.

London's Parrot label is rushing out a single by Jennifer, a new west coast artist. Produced by Cooper and Myers Productions, the Jennifer disk is titled "Sunny Day Blues."

From Miami's Marlin label comes Chuck Conlon's "Won't You Say Yes To Me, Girl," produced by Brad Shapiro. Conlon is the former lead singer for the Nitecrawlers.

Finally, from London (England), the Parrot label is introducing Truly Smith, a girl singer with a good-music sound. The disk, titled "I Wanna Go Back There Again," was arranged by Les Reed and produced by Noel Walker. Reed is also the maestro on a current LP on the Deram label, which is distributed in this country through London as well.

## Epstein Death . . .

(Continued from page 7)

of Ringo Starr—Epstein led them through global fame and fortune (about \$80 million in records, writing and personal-appearance monies, of which Epstein reportedly earned 25% as his share in their career).

Born in Liverpool, England, artistic home of the Beatles and many other top English pop acts, Epstein was the son of a furniture store-owner. His interest in the record world led his father to allow him to open a record dept. in his store, and when a customer requested a record by the Beatles, his curiosity was aroused. He found them performing in a nearby night club. Swiftly successful, the Beatles are regarded to have changed the course of pop music through their sounds and the songs of team members John Lennon and Paul McCartney.

Epstein also managed such other strong English performers as Cilla Black, Donovan, Gerry & the Pacemakers, Billy J. Kramer, the Bee Gees, Matt Munro. When Nempor opened shop in the U.S., it offered a strong Columbia group, the Cyrkle.

**(UBIQUITOUS!!)**

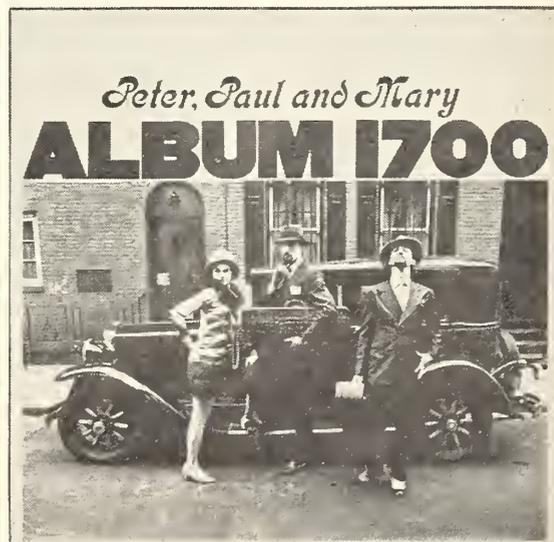
THE NEW CHART - SURE SINGLE & ALBUM BY PETER, PAUL & MARY

**"I DIG ROCK AND ROLL MUSIC"**

#7067

ANOTHER CHART IMPERATIVE FROM

WARNER BROS.  
RECORDS



ALBUM 1700 / Peter, Paul & Mary

W/WS 1700

## Lou Dennis To WB/Reprise

BURBANK, CAL.—Lou Dennis has been named east coast field sales manager of Warner Bros./Reprise Records, it was announced last week by Dick Sherman, the labels' national sales manager. Dennis has ten year's experience in the disk world. He was recently product and sales manager of Smash and Fontana Records. In his home state of Connecticut, he was a deejay and program director.

With the addition of Dennis, WB/Reprise's field staff is now complete, according to Sherman. Marty Hirsch handles the midwest and Ted Ponseti the west coast.

## Kapp Swings Wide Open Door Policy

NEW YORK—Hy Grill, executive A&R director at Kapp Records, last week announced that the diskery has increased the scope of its "open door" policy toward new professional talent.

He stated that the company is looking for groups, individuals or instrumentalists in rock, folk, country, pop and good music fields on an expanded scale. "This is not a new policy at Kapp," Grill said, "since we have always maintained an open door for new artists. Let's just say we've put new hinges on the door and that they are well oiled."

In the search, though dubs or masters are desirable, they are not essential. He commented that performers would also be listened to live "if there's something going on." He did suggest that interested talent try to present a demo with a photo and some biographical notes.

## Allen Klein To England

NEW YORK—Allen Klein, Cameo topper, heads to England on Sept. 15 to meet with the Rolling Stones and Herman's Hermits among other acts. He'll be checking on the progress of The Hermits film "Mrs. Brown You've Got A Lovely Daughter." He will be in England for the weekend.

## Harper & Rowe Bow With White Whale

NEW YORK—English talents Harper & Rowe make their world premiere this week with "Keep On Dancin'" and "The Boy Who Reads the Water" on the White Whale label.

International rights for distribution of the deck are held by White Whale, and plans are in effect to hurry the single to markets on both sides of the Atlantic.

The twosome has previewed both songs via local tv spots in the midwest, and was signed to a return spot on the "Twistarama" show due to viewer response.

Currently making personal appearances on behalf of their "Keep on Dancin'" side, Upbeat and Come Alive shows have been taped for this week.

Ralph Murphy (Harper) wrote both sides of the team's first release, and handled production of the single. His music is handled through the Mills pubbery.

## Bourke Appointed Manager Of Smash-Fontana Product

CHICAGO—Rory Bourke last week became the youngest executive appointee in the history of Mercury Records when he was named to succeed Lou Dennis as product manager of the Smash-Fontana operation.

Announcement of the move was made by Mere executive vice president Irwin H. Steinberg. Bourke moved up from his post as national promotion director of the dual label operation to replace Dennis who left Friday (1) to become eastern regional sales director for Warner Brothers-Reprise Records.

The 25-year old Bourke entered the record business in Cleveland early last year doing promotion work, and he attained the promo director position in January '67. He is a graduate of Mt. St. Mary's College with a Bachelor of Science degree in History.

Steinberg is currently interviewing possible successors for the Smash-Fontana promo post.

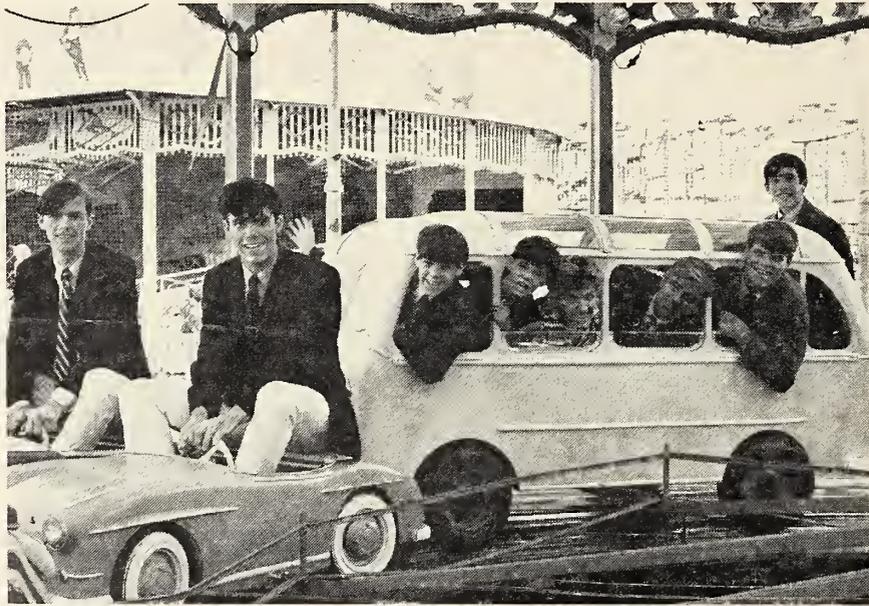


RORY BOURKE

## Cowsills To MGM

(Continued from page 8)

or more and add color to their act by featuring little 8 year old sister Suzie on some novelties or Mom on a softer number. Mom, incidently is a very attractive, youthful looking, mini-skirted performer who is charmingly un-hip. Her harmony contributes a great deal to the group on certain numbers. But its the novelty of seeing and hearing a mother in the front line



THE COWSILLS



## TOP 100 LABELS

A.B.C.	53, 54, 95	Laurie	8
Abnak	61	Liberty	6, 31, 32, 77
A&M	58, 93, 96	London	51
Atco	29, 62	Mala	4
Atlantic	3, 17, 37, 57, 69, 90	Mercury	23
Bang	13, 26	MGM	14, 40, 86
Bell	87	Motown	2
Brother	24	Parkway	89
Brunswick	22	Parrot	86
Bunky	66	Philips	39
Cadet	98	RCA Victor	48, 49, 75, 91, 92
Capitol	1, 5, 97	Reprise	25, 50, 74
Chess	94	Revilot	18
Colgems	11, 12, 67	Ric Tic	59
Columbia	15, 21, 30, 71, 73, 81	Roulette	34
Crimson	79	Scepter	44
Decca	88	Smash	7
Deram	36	Soul City	99
Double Shot	41	Stax	35, 68, 76
Dunhill	23, 42	Tamla	38
Dynovoice	70	Tower	33
E'ektra	9	United Artists	82
Epic	16, 20, 46, 60, 78, 85	Vando	47
Gordy	8, 43	Vere Forecast	83
Kapp	64, 80	Warner Bros.	27, 45, 52, 55, 63
Keymen	100	White Whale	19
King	10	Zodiac	72

of a rock group that gives the audience a boot.

Watching them at rehearsal one has got to be convinced that they're a natural for one of the big family-type TV'er's, the Ed Sullivan or Andy Williams type.

Their first record debuts this week and MGM gives the Cowsills a send-off with a cross-country tour designed to present the tremendous visual-audio excitement of the group. Should they click with their first single, a flower type rocker, there be no stopping 'em.

## Bogart Buys A Crop Of Masters

NEW YORK—Shortly after his appointment as general manager for both Kama Sutra Productions and Buddah Records, Neil Bogart has announced a host of master purchases and a new release schedule.

The Lemon Pipers "Turn Around, Take A Look," seeing action in Cleveland, has been acquired from B. Pipers Corp. by Bogart and the group signed to a long term contract.

Bogart purchased lark Toni La Marr's "It's Too Late," produced by Van McCoy and Ken Williams, from V.M.P. Productions and has paced the singer to an exclusive long-term.

More signings are expected and will be announced shortly. All master purchases were made for Kama Sutra Productions for release on the Buddah label.

The Capt. Beefheart & His Magic Band album on Buddah, produced by Richard Perry and Bob Krasnow, is reportedly a strong seller and a single pulled from the set, "Yellow Brick Road" backed with "Abba Zabba," will be issued shortly. Writer-singer Tony Bruno's single, "Small Town, Bring Down" is also showing sales action and an LP titled "The Beauty of Bruno" is shortly due for release.

The September singles list for Kama Sutra Records which includes a new deck from the Lovin' Spoonful, plus outings from the Innocence, Billy Harner, the Sopwith Camel (who will also have an LP) and a reissue of "Mind Excursion" by the Tradewinds.

Commenting on this last release, Bogart said, "Time has caught up with 'Mind Excursion.' It's a true psychedelic sound, one of the first, and the national interest in psychedelic music which has grown since 'Mind Excursion' was first offered, makes the re-issue extremely exciting."

## Boy To Catrons

NEW YORK—Stan and Betty Catron proudly announce the birth of their first child, a son, Tracy Preston Catron. Tracy was born on Aug. 15.

Stan Catron is Bornwin Enterprises' general manager, and his wife works for Bell Sound Studios.

# We're LONG

on  
Service  
at . . . . .

Dear Jack,

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

A Satisfied Customer

## LONG WEAR STAMPER CORP.

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

WHAT A SHAME.  
HARDLY ANYBODY WILL READ THIS AD.

There's a theory that people don't pay attention to wordy ads. We disagree. Our theory is that if you have something important to say, say it—no matter how many words it requires. Ray Bryant is an exceptionally gifted artist whose records sell con-

sistently. He just recorded THE instrumental version of "Ode To Billie Joe". It's a fantastic record. When you hear it we think you'll agree with us. It's CADET 5575.



## Disk Boom For 'Billie Joe'

NEW YORK—Few people could have expected Billie Joe McAllister's jump off the Tallahatchie Bridge to have made as tremendous a splash as it has. In four week's, Bobbie Gentry's tale of the suicide has hit the number one slot, and her LP featuring "Ode to Billie Joe" had a half-million copy initial pressing. A week after the LP release, the Gentry LP was issued in 8-track stereo tape cartridge and reel-to-reel versions.

Now, the boom has spread from the Capitol offices to at least five other diskeries. Four instrumental singles versions of the original smash have been announced as well as two answer decks.

Atco has rushed out a blues reading of "Ode To Billie Joe" by the Kingpins featuring a jazz sax rendering of the vocal backed by arrangements mirroring the original; Epic has also hustled an orchestral version by Artie Butler. The first is basically R&B oriented, and the latter steps up the tempo to aim at the pop and dance crowds. Cadet last week announced the upcoming release of a Ray Bryant instrumental of the smash. Bob Summers will provide the initial release on Carole Records with a guitar and orchestra "ode" performance.

In the vocal line, country artist Roger White is featured on "Mystery Of Tallahatchie Bridge" which takes up the narrative where Gentry's song leaves off. Told from the preacher's eye-view, the lyrics by Dick Heard explain much of the behind-the-scenes activity left in doubt by the original. Wording and detail follow the Gentry song closely, and the arrangements are also in line with "Billie Joe" but for a very slight increase in tempo to keep the timing down to 2:50. This single is now being rushed by the Big A Record company.

# VITAL STATISTICS

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

- |  |  |   |
|--|--|---|
| <p><b>#51</b><br/><b>DANDELION (3:56)</b><br/>Rolling Stones<br/>London Records #905<br/>539 West 25th Street, N.Y., N.Y.<br/>PRODUCER: Andrew Loog Oldham<br/>Decca House, London, England.<br/>PUBLISHER: Gideon Music (BMI)<br/>c/o Allen Klein &amp; Co.<br/>1271 Ave. of the Americas, N.Y., N.Y.<br/>WRITERS: Jagger-Richards<br/>ARRANGER: Rolling Stones<br/>FLIP: "We Love You"</p>   | <p><b>#83</b><br/><b>LET IT OUT (2:03)</b><br/>Hombres<br/>Verve-Forecast Records #5058<br/>1350 Ave. of the Americas, N.Y., N.Y.<br/>PRODUCER: Huey Meaux<br/>c/o Shelby Singleton Prod.<br/>1650 Broadway, N.Y., N.Y.<br/>PUBLISHER: Crazy Cajun Music (BMI)<br/>227 E. Sterling, Pasadena, Texas<br/>WRITER: Cunningham<br/>FLIP: "Go, Girl, Go"</p>  | <p><b>#94</b><br/><b>DIRTY MAN</b><br/>Laura Lee<br/>Chess Records #2013<br/>320 E. 21st St., Chicago, Ill.<br/>PRODUCER: Davis-Caston (Chess)<br/>PUBLISHER: Chevis Music (BMI)<br/>320 E. 21st St., Chicago, Ill.<br/>WRITER: Bobby Miller<br/>ARRANGER: Charles Stepney<br/>FLIP: "It's Mighty Hard"</p>   |
| <p><b>#58</b><br/><b>A BANDA (2:09)</b><br/>Herb Alpert &amp; Tijuana Brass<br/>A&amp;M Records #870<br/>1416 La Brea, L.A., Calif.<br/>PRODUCER: Herb Alpert for A&amp;M<br/>PUBLISHER: Fermata Int'l Melodies, Inc., 6290 Sunset Blvd., L.A., Calif.<br/>WRITERS: Chico Buarque De Hollanda<br/>ARRANGER: Herb Alpert<br/>FLIP: "Miss Frenchy Brown"</p>   | <p><b>#84</b><br/><b>SUNSHINE GAMES (2:03)</b><br/>Music Explosion<br/>Laurie Records #3400<br/>165 West 46th Street, N.Y., N.Y.<br/>PRODUCER: Super K Productions<br/>PUBLISHER: Southern Music (ASCAP)<br/>1619 Broadway, N.Y., N.Y.<br/>WRITER: E. Wolfson<br/>FLIP: "Can't Stop Now"</p>   | <p><b>#95</b><br/><b>I CAN'T STAY AWAY FROM YOU (2:35)</b><br/>Impressions<br/>ABC Records #10964<br/>1330 Ave. of the Americas, N.Y., N.Y.<br/>PRODUCER: Johnny Pate<br/>PUBLISHER: Chi-Sound Corp. (BMI)<br/>79 West Monroe St., Chicago, Ill.<br/>WRITER: C. Mayfield<br/>ARRANGER: Johnny Pate<br/>FLIP: "You Ought To Be In Heaven"</p>  |
| <p><b>#65</b><br/><b>WE LOVE YOU (4:39)</b><br/>Rolling Stones<br/>London Records (905)<br/>539 West 25th Street, N.Y., N.Y.<br/>PRODUCER: Andrew Loog Oldham<br/>Decca House, London, England<br/>PUBLISHER: Gideon Music (BMI)<br/>c/o Allen Klein &amp; Co.<br/>1271 Ave. of the Americas, N.Y., N.Y.<br/>WRITERS: Jagger-Richards<br/>ARRANGER: Rolling Stones<br/>FLIP: "Dandelion"</p>   | <p><b>#85</b><br/><b>FOR WHAT IT'S WORTH (2:23)</b><br/>Staple Singers<br/>Epic Records #10220<br/>51 West 52nd Street, N.Y., N.Y.<br/>PRODUCER: Larry Williams<br/>PUBLISHER: Springalo Toones, 7715 Sunset Blvd., Los Angeles, Calif.<br/>Ten East Music, 7715 Sunset Blvd., Los Angeles, Calif.<br/>Cotillion Music (BMI) 1841 Broadway, N.Y., N.Y.<br/>WRITERS: S. Stills<br/>FLIP: "Are You Sure"</p> | <p><b>#97</b><br/><b>SWEET SOUL MEDLEY PT. I (3:16)</b><br/>Magnificent Men<br/>Capitol Records #5976<br/>1750 N. Vine, Hollywood, Calif.<br/>PRODUCER: Marvin Holtzman<br/>1290 Ave. of the Americas, N.Y., N.Y.<br/><b>SWEET SOUL MUSIC</b><br/>PUBLISHER: Redwal (BMI)<br/>535 Cotton Ave., Macon, Ga.<br/>WRITER: Arthur Conley<br/><b>AIN'T TOO PROUD TO BEG</b><br/>PUBLISHER: Jobete Music (BMI)<br/>2648 W. Grand Blvd., Detroit, Mich.<br/>WRITER: Holland-Whitfield<br/><b>OOH BABY BABY</b><br/>PUBLISHER: Jobete Music (BMI)<br/>WRITERS: Robinson-Moore<br/><b>I CAN'T HELP MYSELF (SUGAR PIE, HONEY BUNCH)</b><br/>PUBLISHER: Jobete Music (BMI)<br/>WRITERS: Holland-Dozier<br/>FLIP: "Sweet Soul Medley Pt. II"</p> |
| <p><b>#68</b><br/><b>SOUL MAN (2:36)</b><br/>Sam &amp; Dave<br/>Stax Records #231<br/>1841 Broadway, N.Y., N.Y.<br/>PRODUCER: Isaac Hayes-David Porter (Stax)<br/>PUBLISHER: East- (BMI)<br/>926 E. McLemore, Memphis, Tenn. (BMI)<br/>1841 Broadway, N.Y., N.Y.<br/>WRITERS: Issac Haynes-David Porter<br/>FLIP: "May I Baby"</p>   | <p><b>#86</b><br/><b>I'LL NEVER FALL IN LOVE AGAIN (4:10)</b><br/>Tom Jones<br/>Parrot Records #40018<br/>539 West 25th Street, N.Y., N.Y.<br/>PRODUCER: Peter Sullivan<br/>Decca House, London, England<br/>PUBLISHER: Hollis Music (BMI)<br/>10 Columbus Circle, N.Y., N.Y.<br/>WRITERS: Donegan-Currie<br/>ARRANGER: Johnny Harris<br/>FLIP: "One Upon A Time"</p>                                      | <p><b>#99</b><br/><b>WHO COULD BE LOVIN' YOU (3:00)</b><br/>Al Wilson<br/>Soul City Records #SCR759<br/>6920 Sunset Blvd., Hollywood, Calif.<br/>PRODUCER: Johnny Rivers- (BMI)<br/>Marc Gordon (BMI)<br/>c/o Johnny Rivers Music<br/>1560 N. La Brea, Hollywood, Calif.<br/>PUBLISHER: Johnny Rivers<br/>1560 N. La Brea, Hollywood, Calif.<br/>WRITER: Willie Hutchison<br/>ARRANGER: Jim Webb<br/>FLIP: "When You Love You're Loved Too"</p>   |
| <p><b>#69</b><br/><b>HOW CAN I BE SURE (2:50)</b><br/>Young Rascals<br/>Atlantic Records #2438<br/>1841 Broadway, N.Y., N.Y.<br/>PRODUCER: Young Rascals<br/>444 Madison Ave., N.Y., N.Y.<br/>PUBLISHER: Slacсар (BMI)<br/>444 Madison Ave., N.Y., N.Y.<br/>WRITERS: Felix Cavaliere-Eddie Brigati<br/>ARRANGER: Arif Mardin<br/>FLIP: "I'm So Happy Now"</p>  | <p><b>#87</b><br/><b>LET LOVE COME BETWEEN US (2:23)</b><br/>James &amp; Bobby Purify<br/>Bell Records #685<br/>1776 Broadway, N.Y., N.Y.<br/>PRODUCER: Papa Don Productions<br/>3520 Rothschild Dr., Pensacola, Fla.<br/>PUBLISHER: Al Gallico Music (BMI)<br/>101 West 55th Street, N.Y., N.Y.<br/>WRITERS: Joe Sobotka-Johnny Wyker<br/>FLIP: "I Don't Want To Have To Wait"</p>                        | <p><b>#100</b><br/><b>SPREADIN' HONEY (2:10)</b><br/>Watts 103rd Street Rhythm Band<br/>Keymen Records #108<br/>7400 Fountain, Suite A; L.A., Calif.<br/>PRODUCER: Fred Smith (Keymen)<br/>PUBLISHER: Keyman Music (BMI)<br/>221 W. 57th St., N.Y., N.Y.<br/>Pure Soul Music (BMI)<br/>WRITERS: Smith-Nathan<br/>FLIP: "Charley"</p>  |
| <p><b>#70</b><br/><b>WHAT NOW MY LOVE (4:14)</b><br/>Mitch Ryder<br/>Dynavoce Records #901<br/>1507 N. Vine, Hollywood, Calif.<br/>PRODUCER: Bob Crewe for Bob Crewe Productions<br/>1841 Broadway, N.Y., N.Y.<br/>PUBLISHER: Remick Music Corp. (ASCAP) 488 Madison Ave., N.Y., N.Y.<br/>WRITERS: Becaud-Delanol-Sigman<br/>ARRANGER: Hutch Davie<br/>FLIP: "Blessing In Disguise"</p>  | <p><b>#89</b><br/><b>HEAVY MUSIC—Part I (2:32)</b><br/>Bob Seger<br/>Cameo Records #494<br/>250 West 57th Street, N.Y., N.Y.<br/>PRODUCER: B. Seger-D. Brown<br/>PUBLISHER: Gear Pub. Co. (ASCAP)<br/>15318 Mack Ave.<br/>Grosse Pointe Park, Michigan<br/>WRITER: B. Seger<br/>ARRANGER: B. Seger-D. Brown<br/>FLIP: "Heavy Music Part II"</p>  | <p><b>#92</b><br/><b>GET TOGETHER (4:37)</b><br/>Young Bloods<br/>RCA Records #47-9264<br/>155 East 24th Street, N.Y., N.Y.<br/>PRODUCER: Bob Cullen<br/>155 East 24th Street, N.Y., N.Y.<br/>PUBLISHER: SFO Music (BMI)<br/>c/o Rene Cardenas<br/>916 Kearny St., San Francisco, Calif.<br/>WRITER: Chet Powers<br/>FLIP: "All My Dreams Blue"</p>   |
| <p><b>#73</b><br/><b>HEY BABY (2:35)</b><br/>Buckingham<br/>Columbia Records #44254<br/>51 West 52nd Street, N.Y., N.Y.<br/>PRODUCER: James Williams Guercio<br/>PUBLISHER: Diogenes Music (BMI)<br/>Bag Of Tunes (BMI)<br/>c/o Richard M. Shelton Esq.<br/>79 W. Monroe St., Chicago, Ill.<br/>WRITERS: Holvay-Beisbier<br/>FLIP: "And Our Love"</p>  | <p><b>#79</b><br/><b>EXPRESSWAY TO YOUR HEART (2:21)</b><br/>Soul Survivors<br/>Crimson Records #1010<br/>1005 Chestnut St., Phila., Pa.<br/>PRODUCER: K. Gamble-L. Huff<br/>PUBLISHER: Double Diamond, 250 So. Broad St., Philadelphia, Pa.<br/>Downstairs Music (BMI) 5412 Osage Ave., Philadelphia, Pa.<br/>WRITERS: Gamble-Huff<br/>FLIP: "Hey Gyp"</p>  | <p><b>#93</b><br/><b>CHILD OF CLAY (3:58)</b><br/>Jimmie Rodgers<br/>A&amp;M Records #871<br/>1416 La Brea, L.A., Calif.<br/>PRODUCER: Allan Stanton for A&amp;M<br/>PUBLISHER: Ernie Maresca Inc. (ASCAP) c/o S &amp; J Music Pub. Corp.<br/>35 West 45th Street, N.Y., N.Y.<br/>WRITERS: Maresca-Curtiss<br/>ARRANGER: Mort Garson<br/>FLIP: "Turnaround"</p>   |
| <p><b>THERE'S ALWAYS ME</b><br/>ELVIS PRESLEY ..... RCA VICTOR<br/>Gladys Music, Inc.</p> <p><b>JUDY</b><br/>ELVIS PRESLEY ..... RCA VICTOR<br/>Progressive Music Pub. Co., Inc.</p> <p><b>SAN FRANCISCAN NIGHTS</b><br/>ERIC BURDON &amp; ANIMALS ..... MGM<br/>Siamna Music, Inc.<br/>Sea-Lark Ent. Inc.</p> <p><b>GOOD TIMES</b><br/>ERIC BURDON &amp; ANIMALS ..... MGM<br/>Siamna Music, Inc.<br/>Sea-Lark Ent. Inc.</p> <p><b>SHAKE, RATTLE AND ROLL</b><br/>ARTHUR CONLEY ..... ATCO<br/>Progressive Music, Inc.</p> <p><b>16 TONS</b><br/>TOM JONES ..... PARROT<br/>Noma Music, Inc.<br/>Elvis Presley Music, Inc.<br/>American Music</p> <p><b>16 TONS</b><br/>JAMES &amp; BOBBY PURIFY ..... BELL<br/>Noma Music, Inc.<br/>Elvis Presley Music, Inc.<br/>American Music</p> <p><b>MY HEART CRIES FOR YOU</b><br/>CONNIE FRANCIS ..... MGM<br/>Alamo Music, Inc.<br/>Massey Music Co., Inc.<br/>Ross Jungnickel, Inc.<br/>Gladys Music, Inc.</p> <p><b>WAITIN' FOR CHARLIE TO COME HOME</b><br/>MARLENA SHAW ..... CADET<br/>Doli Music, Inc.</p> <p><b>ANY DAY NOW</b><br/>OSCAR TONEY, JR. ..... BELL<br/>Plan Two Music, Inc.</p> <p><b>ANY DAY NOW</b><br/>PAT LUNDY ..... COLUMBIA<br/>Plan Two Music, Inc.</p> <p><b>WATERLOO SUNSET</b><br/>THE KINKS ..... REPRIS<br/>Noma Music, Inc.<br/>Hi-Count Music, Inc.</p> <p><b>TWO SISTERS</b><br/>THE KINKS ..... REPRIS<br/>Noma Music, Inc.<br/>Hi-Count Music, Inc.</p> <p><b>SHE BELIEVES IN ME</b><br/>SAMMY DAVIS, JR. ..... REPRIS<br/>Noma Music, Inc.<br/>Smooth Music, Inc.</p> <p><b>LOVE ME TENDER</b><br/>PERCY SLEDGE ..... ATLANTIC<br/>Elvis Presley Music, Inc.</p> <p><b>WHAT AM I LIVING FOR</b><br/>PERCY SLEDGE ..... ATLANTIC<br/>Progressive Music Pub. Co., Inc.<br/>Tideland Music Pub. Co.</p> <p><b>UNTIL YOU WERE GONE</b><br/>ARETHA FRANKLIN ..... COLUMBIA<br/>Hill &amp; Range Songs, Inc.</p> <p><b>LEE CROSS</b><br/>ARETHA FRANKLIN ..... COLUMBIA<br/>Noma Music, Inc.</p> | <p><b>THE ABERBACH GROUP</b><br/>1619 Broadway, New York, N. Y.</p>  |   |



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**BOBBY  
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SINGLE IN HIS  
TRUE HIT STYLE  
AND TRADITION

**"Please  
Love Me  
Forever"**

c/w 'Miss America'  
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# RECORD RAMBLINGS

## NEW YORK:

The debut Smothers Brothers TV'er of the season will have the redoubtable Pete Seeger as a guest. Congratulations to CBS on this move, which may signify an end to the dark days of the 1950's blacklisting purge. Congratulations also to David Susskind and the NET network, both of whom had Seeger on earlier this year.

Arlo Guthrie has been working out at Clarence Hood's Gaslight Cafe on MacDougal St. all this week. The Reprise artist, who is handled by the Harold Levanthall office, has been drawing good crowds.

Rainbow Grill atop Rockefeller Center.

Yaphet Kotto has signed a recording contract with Chisa Records. Kotto is currently filming "The Crown Caper" for Mirisch Films Ltd. The LP will be a talk set entitled, "The Almanac Of Enoch Shadobee," for which Hugh Masakela will compose, arrange, and conduct the background music.

Flip Wilson, whose first Atlantic LP "Cowboys & Colored People" is doing very well, has been set for an appearance on the Ed Sullivan TV'er on Sept. 17th.

Liberty's Pair Extraordinaire will be working a return engagement at

(Jefferson Airplane and Moby Grape) has a new group known as It's a Beautiful Day.

Cash Box' Tom McEntee returned to N.Y. after his first visit to the coast. In case you missed him, it's understandable. He was traveling incognito, arriving at the L.A. airport inconspicuously in a red plaid, short sleeved suit and top hat.

Producer-manager Billy James, profiled in the Village Voice by Richard Goldstein, who described as a "professional with an amateur's head. . . his clients are young, poor and unknown . . . the real core of the hype known as flower music. "His hat tilts

the Holding Co. (Mainstream) in Seattle, "Kitty Doyle" by Dino, Desi and Billy (Reprise) in Portland, "We Love You" by the Rolling Stones (London) and "Higher and Higher" by Jackie Wilson (Brunswick) in L.A.

## CHICAGO:

Merrill and Aaron Rose hosted a weeklong grand opening celebration to launch their spacious, new Rose Record Shop retail store at 165 W. Madison. This one's billed as the "world's second largest" store—the "world's first largest" being their Wabash Ave. location! . . . Barrington Recordings prexy Bill Simonini items



ADVENTURERS



LEMON PIPERS



HELENA FERGUSON



MARILYN MILLER



STANDELLS



5TH DIMENSION

Marty Thau, director of pop activities at Kama Sutra/Buddah, reports excellent reaction to "Turn Around And Take A Look" by the Lemon Pipers as well as to "It's Too Late" by Toni LaMarr. The Lemon Pipers deck was recently acquired by Buddah out of Cleveland, where the master originated.

The Glories appeared with Stevie Wonder at Cheeta last Aug. 28th, and really tore the place up, according to reports we've received. Sept. 1st saw the Glories begin a 10-day gig at the Uptown Theatre in Philadelphia. Their current Date deck is "Give Me My Freedom."

Peter Leeds, manager of Every Mothers' Son, is on the coast to supervise his group's appearance on the first "Hollywood Palace" TV'er of the season.

Helena Ferguson is our East Coast Girl of the Week. Buzz Willis informs us that her Compass recording of "Where Is The Party" is doing extremely well in Atlanta, the Balto./Wash. area, throughout New Jersey, and in Richmond. Another Compass act meeting with a good deal of success is the Adventurers, their major markets are Philadelphia, N.J., and Wash./Balto.

The Guess Who have released "This Time Long Ago" on Fontana. The flip is "There's No Getting Away From You." Both sides are published by Mills Music.

Gallant's Lisa Carroll has just completed a gig at the Fontainebleau in Miami Beach.

Chanter Bobby Goldsboro guested on the Jovv Bishop ABC TV'er last week. Goldsboro's latest album on UA is entitled, "The Romantic, Wacky, Soulful, Rockin', Country, Bobby Goldsboro."

Lots of talk around town in anticipation of a powerhouse debut LP offering from Wes Farrell's David, Della Rosa, and Brooks on Senate.

The 5th Dimension, Soul City recording group managed by Marc Gordon, will be recording their next LP from Sept. 11 to 21. The set will be produced by Gordon and Johnny Rivers.

Joe Butler, drummer for the Lovin' Spoonful, has wed actress Leslie Vega. The wedding took place in Southampton.

Sept. 5 will see a couple of important events in New York. The Mothers' "Absolutely Free" off-B'way venture, which opened at the Garrick Theatre on Mar. 23, 1967, will close after 206 performances. Jonah Jones will open on that date at the

bistro in Columbus, Ohio until Sept. 5th. The duo then wings out to San Francisco to play two concerts with Jonathan Winters.

The Young Rascals are set for a series of airings and pa's throughout the United Kingdom from Oct. 4 to 17. This will be the group's second jaunt to England.

Wes Farrell has completed 12-sides by the Beacon Street Union. Release date will be announced when label negotiations are completed.

The Vagrants, the Candymen, and the Young Rascals will appear at the Singer Bowl in Flushing Meadow on Sept. 16th.

Steve Harris rushed us the Doors new single, it's wild.

## HOLLYWOOD:

Up and away for the past several weeks, the Fifth Dimension have returned to their Soul City home town to tape their next single and album. As a special service to our readers we were on hand at the studio this week to do a bit of taping ourselves, measuring Lamont McLemore at 40-34-36, Ron Townson at 40-38-38, Billy Davis, Jr. at 38-32-34, Marilyn McCoo at 35-24-35 and Florence LaRue at 36-25-35. Now, give or take a few inches, you have the Fifth Dimensions' dimensions.

A couple of weeks back we credited Gene Block with the line "he wouldn't know a top ten record if it was eleven his week—with a bullet." Bob Krasnow, Kama Sutra's west coast promo manager, called to remind us of his olie but goodie "That record's so bad it'll have bullets going down the chart." But our favorite chart inspire! funny from indie producer-publisher Steve Clark is the self-deprecating throwaway "I got a record that's #98 this week—with an anchor."

KMPC's afternoon punster Gary Owens insists that Betty Crocker was the original flour child. . . He also notes that there's one line in "Ode to Billie Joe" that has him totally baffled. . . "What are black eyed peas?"

Columbia's west coast promo chief Bruce Hinton starting sales action on two "sleepers"—Johnny Seas' "Behind My Baby's Bedroom Door" and Johnny Duncan's "Hard Luck Joe."

Chappell and Co., Inc. prepping a Jack Jones Song Book for fall release. Jefferson Airplane, Grateful Dead and Big Brother (Janis Joplin) and the Holding Co. headlining the Hollywood Bowl next week (Sept. 15). Matthew Katz, producer - manager - publisher

over his left eye. He keeps letters from his friends. His face always comes out blotchy in Billboard."

Our "West Coast Girl of the Week" is Marilyn Miller, one-sixth of Imperial's Love Generation, currently celebrating their second single and initial LP release. Born in Long Beach, Calif., Marilyn's musical training began at the age of twelve when she started plucking on a ukulele and singing in the school chorus. Following graduation she auditioned and won a regular spot as a Good Time Singer. Her voice has also been used to dub the singing voice of Sally Fields on the "Gidget" TV series. Other members of the group—John Bahler, Jim Wasson, Tom Bahler, Mitch Gordon and Oklahoma's Ann White, formerly with the New Christy Minstrels.

Steve Flanagan, one of the leads in the Columbia flick "The Young Americans," gets his first solo shot on Era Records—single titled "Need To Be Loved So Bad."

MGM Records outbid several other labels for the Gary Bookasta master by Power—first single "Children Ask (If He is Dead)" labeled "one of the most significant songs of our generation" in a recent GO Magazine editorial.

"A Little Togetherness" by the Young Heart on Canterbury the "Soul Sound" pick at KGFJ last week.

Doubleshot Records has released the Four Below Zero from their recording contract. Note from Libby Holden informs that "I am also releasing them from my management (thank heaven!)."

Connie Francis makes her debut at the Coconut Grove on Sept. 18th. . . Bud Dashiell currently headlining at Pasadena Ice House. . . Tower's Standells at Glendale's Ice House (Sept. 5-10). . . Bendon Hanlon, all the way from Dublin, visiting L.A. for the first time, has a strong spin single on Columbia (according to west coast promoman Bob Moering), particularly on soft music stations. Titles—"Roses For Her" b/w "With One Exception." Hanlon now calls Baltimore, Md. home.

A revival for the ten year old tune penned by Mike Corda and Jacques Wilson "(Let's Make the Most of a) Beautiful Thing," recently cut by Al Hibbler, Sammy Davis, Jr., Della Reese, Adam Wade, John Gary and others.

Currently Popping Along the Pacific: "A Banda" by Herb Alpert and the Brass (A&M) in San Francisco, "Bye Bye Baby" by Big Brother and

that, contrary to prior information released to the trade, he hasn't as yet made a decision as to which sides, cut by recent pactees The Faded Blue, will be released on singles. Several of the songs from the group's newly completed film "Blast Off Girls" are being considered for upcoming release. Chess recording artists The Radicals, who've built a great following in the Midwest and East areas, embark on their first West Coast p.a. tour. Current single is "Anything That You Do Is Alright". . . The WCFL live broadcasts from The Cheeta continue, with popular Barney Pip at the mike. . . Cannonball Adderley follows the Stan Getz Quartet into London House (5). . . David Steinberg, perennial favorite at Second City, waxed a live LP session there (23) for upcoming release on Uni. Label's local outlet is Summit Dist. and toppers Jack White and Seymour Greenspan sat in at the session. . . The entire WLS deejay staff and ALSAC (Aiding Leukemia Stricken American Children) presented a free pop concert in Grant Park (26), featuring the New Colony Six, The Riddles, The Shadows of Knight, and H. P. Lovecraft. Purpose was to enlist local teens for the annual ALSAC march for funds 9/16. . . Allstate's Cy Gold points to the Motown label and a trio of hot, new albums—namely, "Diane Ross & The Supremes' Greatest Hits," "The Four Tops' Greatest Hits" and "The Temptations In A Mellow Mood". . . UA's Serendipity Singers will appear in concert at the Conrad Hilton Hotel 9/23. . . Ben Arden Associates, headed by the Empire Room orkster, announced the appointment of Allan Curtis as director of the firm's "Music On Campus" department. . . Among the new singles sprouting up at United Record Dist. are the latest Marvin Gaye-Tammi Terrell offering "Your Precious Love" (Tamla), "You've Made Me So Very Happy" by Brenda Holloway (Tamla) and "You've Got Your Finger In My Eye" by Willie Parker (M-Pac).

Our condolences to publicists Artie and Marty Pine, who's dad, Charles, passed away last week of a heart attack. He was 74-years old.

## HERE AND THERE:

Fred and Mickie Finn, Dunhill recording artists who starred in the NBC-TV hour last summer based on their successful night club operation in San Diego, will open a second Mickie Finn's in Los Angeles, Sept. 20, at 157 N. La Cienega on the city's famed Restaurant Row.



# Soul territory.



When those soul giants  
**The Righteous Brothers**  
are  
**Stranded In The Middle  
Of No Place** VK-10551  
they're out of sight!

Another great new single, another limitless chart possibility from



Produced by  
Mickey Stevenson

Verve Records is a division of Metro-Goldwyn-Mayer Inc.



BILLY STEWART

# CROSS MY HEART

CHESS 2002

LAURA LEE

# Dirty Man

CHESS 2013

MARLENA SHAW

# WAITING FOR CHARLIE TO COME HOME

CADET 5571

AHMAD JAMAL

# NATURE BOY

CADET 5569

RAMSEY LEWIS

# DANCING IN THE STREET

CADET 5573

**CHESS**  
RECORDS



# RADIO ACTIVE CHART

A survey of key radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks. (SURVEY COMPLETED TO AUGUST 30, 1967)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
50%	Never My Love	Association	Warner Bros.	98%
49%	Dandelion	Rolling Stones	London	83%
45%	Ballad Of You & Me & Pooneil	Jefferson Airplane	RCA	86%
41%	Cat In The Window	Petula Clark	Warner Bros.	81%
39%	How Can I Be Sure	Young Rascals	Atlantic	39%
37%	Little Ole Man	Bill Cosby	Warner Bros.	55%
34%	A Banda	Herb Alpert & Tijuana Brass	A & M	34%
32%	We Love You	Rolling Stones	London	32%
30%	Let It Out	Hombres	Verve/Forecast	30%
29%	I Make A Fool Of Myself	Frankie Valli	Philips	97%
28%	Expressway To Your Heart	Soul Survivors	Crimson	28%
27%	What Now My Love	Mitch Ryder & Detroit Wheels	Dynavoice	27%
26%	Soul Man	Sam & Dave	Stax	26%
25%	Let Love Come Between Us	Johnny & Bobby Purify	Bell	25%
23%	Museum	Herman's Hermits	MGM	95%
21%	Heavy Music	Bob Seegar	Cameo	38%
19%	Hey Baby	Buckingham's	Columbia	19%
18%	Get On Up	Esquires	Bunky	45%
17%	Sunshine Games	Music Explosion	Laurie	17%
15%	Anything Goes	Harpers Bizarre	Warner Bros.	95%
13%	Purple Haze	Jimi Hendrix Experience	Reprise	61%
11%	Gimme Little Sign	Brenton Wood	Double Shot	94%
10%	Put Your Mind At Ease	Every Mother's Son	MGM	85%
10%	In The Heat Of The Night	Ray Charles	ABC	72%
10%	Casanova	Ruby Andrews	Zodiac	48%

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

Total % To Date

Soulstation Copreez (S. Sound)	16%	Do Something To Me ? & Mysterions (Comeo) (Stox)	7% 31%	Child Of Cloy Jimmie Rodgers (A&M)	8%
Take A Look Aretho Franklin (Columbia)	34%	Would You Believe Tempest (Mercury)	16%	Knock On Wood Otis Redding & Carlo Thomos	31%
		Kitty Doyle Dino, Desi & Billy (Reprise)	8%		

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# NOEL HARRISON

SINGS

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records

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## LOOKING AHEAD

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

- |    |   |    |   |
|----|---|----|---|
| 1  | <b>LOOK OF LOVE</b><br>(Cold Gems—ASCAP)<br>Dusty Springfield (Philips 40465)                     | 26 | <b>WITH YOU GIRL</b><br>(Prod Al Kasho—BMI)<br>Arbors (Date 1570)                           |
| 2  | <b>TELL HIM</b><br>(Beechwood—BMI)<br>Patti Drew (Capitol 5861)                                   | 27 | <b>LOVIN' SOUND</b><br>(Whitmark-Sons—ASCAP)<br>Ian & Sylvia (MGM K 13686)                  |
| 3  | <b>SALLY SAYIN' SOMETHIN'</b><br>(Sunshine Pattegeist-Kama Sutra—BMI)<br>Billy Harner (MGM KA226) | 28 | <b>JOHNNY B. GOODE</b><br>(Arc—BMI)<br>Coronados (Parliament 750)                           |
| 4  | <b>YOU KEEP ME HANGIN' ON</b><br>(Jobete—BMI)<br>Vanilla Fudge (Atco 6495)                        | 29 | <b>SHOUT BAMALAMA</b><br>Mickey Murray (SS Int'l 715)                                       |
| 5  | <b>SUGAR MAN</b><br>(Screen Gems-Columbia—BMI)<br>Keith (Mercury 72713)                           | 30 | <b>TRY IT</b><br>(Co-Jac—BMI)<br>Standells (Tower 310)                                      |
| 6  | <b>THERE MUST BE A WAY</b><br>(Laurel—ASCAP)<br>Jimmy Roselli (United Artists 50197)              | 31 | <b>ON THE OTHER SIDE</b><br>(Chappell—ASCAP)<br>Seekers (Capitol 5974)                      |
| 7  | <b>HEART BE STILL</b><br>(Ranger Web IV—BMI)<br>Lorraine Ellison (Loma 2074)                      | 32 | <b>SOME KIND OF WONDERFUL</b><br>(Anteresgo—BMI)<br>Soul Bros. (Atlantic 2406)              |
| 8  | <b>STOUT HEARTED MAN</b><br>(Hams—ASCAP)<br>Barbra Streisand (Columbia 44225)                     | 33 | <b>COME ON SOCK IT TO ME</b><br>(Caforn—BMI)<br>Syl Johnson (Twilight 100)                  |
| 9  | <b>WEDNESDAY</b><br>(Sanphil Roznique—BMI)<br>Royal Guardsmen (Laurie 3397)                       | 34 | <b>TRY, TRY, TRY</b><br>(Trousdale)<br>Jim Valley (Dunhill 4096)                            |
| 10 | <b>LOVERS OF THE WORLD UNITE</b><br>(Mills—ASCAP)<br>Vagues (Co & Co 246)                         | 35 | <b>AIN'T IT THE TRUTH</b><br>(Pronto—BMI)<br>Drifters (Atlantic A 12371)                    |
| 11 | <b>DRUMS</b><br>(Earl Barlan—BMI)<br>Jon & Robin (Abnak 122)                                      | 36 | <b>TAKE ME BACK</b><br>(Go—Mo—ASCAP)<br>Flock (Distination 635)                             |
| 12 | <b>MORE THAN A MIRACLE</b><br>(Rabbins—ASCAP)<br>Roger Williams (Kapp 843)                        | 37 | <b>NO ONE HERE TO PLAY WITH</b><br>(Big Seven MGD—BMI)<br>Choir (Roulette 4760)             |
| 13 | <b>REQUIEM FOR THE MASSES</b><br>(Beechwood—BMI)<br>Association (Warner Bros. 7074)               | 38 | <b>THAT'S HOW STRONG<br/>MY LOVE IS</b><br>(Rise—BMI)<br>Sweet Inspirations (Atlantic 2436) |
| 14 | <b>FORGET IT</b><br>(Unbelievable—BMI)<br>Sandpebbles (Calla 134)                                 | 39 | <b>GINA</b><br>(Capt. Marvel—BMI)<br>Lou Christie (Columbia 44240)                          |
| 15 | <b>HUSH</b><br>(Lowery—BMI)<br>Billy Joe Royal (Columbia 44277)                                   | 40 | <b>HIGH HEEL SNEAKERS</b><br>(Medal—BMI)<br>Jimmy Hughes (Fame 12716)                       |
| 16 | <b>FOR ONCE IN MY LIFE</b><br>(Stein & Van Stock—ASCAP)<br>Tony Bennett (Columbia 44258)          | 41 | <b>AGNES ENGLISH</b><br>John Fred & Playboy Band (Paula 273)                                |
| 17 | <b>PEARL TIME</b><br>(Polaris Jahn-L—BMI)<br>Andre Williams (Sport 4105)                          | 42 | <b>DEVIL'S ANGELS</b><br>(Dijon—BMI)<br>Arraws (Tower 341)                                  |
| 18 | <b>A LOVE THAT IS REAL</b><br>(Razor—Sharp—BMI)<br>Intruders (Gamble 209)                         | 43 | <b>KITTY DOYLE</b><br>(Chardon—BMI)<br>Dino, Desi And Billy (Reprise 0619)                  |
| 19 | <b>RESPECT</b><br>(East—BMI)<br>Jimmy Smith (Verve 10536)   | 44 | <b>SHE KNOWS</b><br>(Chardon—BMI)<br>Bobby Darin (Atlantic A 12772)                         |
| 20 | <b>SUBSTITUTE</b><br>(Devon—BMI)<br>The Who (Atco 6509)   | 45 | <b>SOULSATON</b><br>(Mitten—BMI)<br>Capreez (S Sound 171)                                   |
| 21 | <b>EVER LASTING LOVE</b><br>(Risln' Sons—BMI)<br>Robert Knight (Risln' Sons 705)                  | 46 | <b>KARATE BOO GA-LOO</b><br>(Boo Ga-Laa & Love Lane—BMI)<br>Jerry O. (Shout 217)            |
| 22 | <b>I'LL RELEASE YOU</b><br>(Four Star—BMI)<br>Jaann & Coquettes (MTA 129)                         | 47 | <b>CAN'T STOP LOVING YOU</b><br>(Sherlyn—BMI)<br>Last Word (Atco 6498)                      |
| 23 | <b>WOULD YOU BELIEVE</b><br>(Platshan—BMI)<br>Tempests (Smash 2094)                               | 48 | <b>LOVE IS A DOGGONE GOOD<br/>THING</b><br>(East—BMI)<br>Eddie Floyd (Stax 223)             |
| 24 | <b>KNUCKLE HEAD</b><br>(East—BMI)<br>Bar-Kays (Volt 148)  | 49 | <b>FALL IN LOVE WITH ME</b><br>(Maney—BMI)<br>Betty Swann (Money 129)                       |
| 25 | <b>I'M A FOOL FOR YOU</b><br>(Rise Aim—BMI)<br>James Carr (Goldwax 328)                           | 50 | <b>DO SOMETHING TO ME</b><br>(Cardell, Gentry, Patricia—BMI)<br>? & Mysterians (Cameo 496)  |

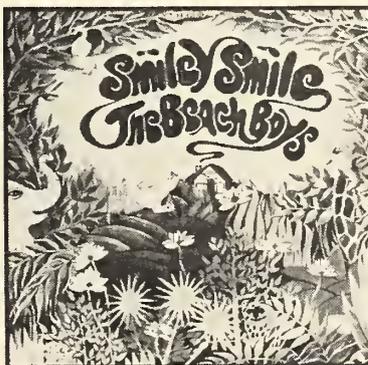
# GETTIN' HUNGRY



## Brian Wilson & Mike Love

How does a new label follow up a chart-topper like "Heroes and Villains"? Brother Records does it with "Gettin' Hungry" — a far-in sound from two artists who come from a long line of hits. The song is Brian Wilson's. The success of "Gettin' Hungry" is coming fast. And it's coming on Brother Records (distributed by Capitol, of course).

And here's  
the first great LP  
from Brother Records  
SMILEY, SMILE:  
The Beach Boys  
ST9001



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## Jimmy Miller: Indie Producer With A Manager

NEW YORK—Most independent producers lead double lives. In addition to producing records, they must make their own contacts, set their own deals with labels and publicize themselves—in short, they have to be businessmen as well as creators. Jimmy Miller, who has to his credit the Spencer Davis Group's "I'm A Man" and "Gimmie Some Lovin'" and the Traffic's "Paper Sun," is an exception. Through the management and publicity services of West End Promotions, the London, England firm headed up by Chris Blackwell, Miller has been freed of the burden of handling his own business affairs. He can now devote fulltime to production and the search for new talent.

Chris Blackwell came up with the idea of managing independent producers through his West End firm about two months ago (see Cash Box, July 1, p. 8). Blackwell is president and co-owner not only of West End but also of Island Records and Island Music. Thus his producers, besides having a management and publicity service, also have a label to bring their artists to and a music publisher which will publish any songs which these artists or they, the producers themselves, write. But the producers are not tied down to Island Records. Blackwell arranges deals for them to produce for other labels as well.

Jimmy Miller, for instance, produces the Traffic for Island Records, but through arrangements made for him by West End, he is currently in New York preparing to produce four

sessions for United Artists Records. West End has also arranged for Miller to produce several sides for Mercury Records in the U.S. beginning this month.

Essex Music, one of the publishers belonging to the Richmond Organization (TRO), is Island Music's world publisher, and Miller is making TRO his home base while he is here in the States. TRO is providing publicity in the U.S. for him and for his latest production, the Traffic's new single, "Hole In My Shoe," which has already been released in Britain on Island Records and is due for release in America on United Artists Records in the near future. "Hole In My Shoe" is published by Island Music in Britain and by Essex Music throughout the world.

Miller believes that the West End-Island set-up has been of invaluable help to his career. Without the services it provides, he feels, he might still be struggling in New York (he was born, reared and got his start as a producer here, and it was here that he met Chris Blackwell, who persuaded him to come to England). And even if he had become successful on his own, he would still have had to manage his business affairs himself, or if he had signed with a label, be restricted to producing for that label alone.

Miller is still an independent producer—but with a difference. He has a manager, and that makes all the difference in the world.

## 2

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## 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

<b>DANDELION</b> ROLLING STONES .....	London 905
<b>A BANDA</b> HERB ALPERT TB .....	A & M 870
<b>YOU GOTTA PAY THE PRICE</b> AL KENT .....	Ric Tic 127
<b>WE LOVE YOU</b> ROLLING STONES .....	London 905
<b>SOUL MAN</b> SAM & DAVE .....	Stax 231
<b>HOW CAN I BE SURE</b> YOUNG RASCALS .....	Atlantic 2438
<b>WHAT NOW MY LOVE</b> MITCH RYDER .....	Dynavoice 901
<b>HEY BABY (THEY'RE PLAYING OUR SONG)</b> BUCKINGHAMS .....	Columbia 44254
<b>IT MUST BE HIM</b> VICKI CARR .....	Liberty 55986
<b>TO SIR WITH LOVE</b> LULU .....	Epic 40187
<b>EXPRESSWAY TO YOUR HEART</b> SOUL SURVIVORS .....	Crimson 1010
<b>LET IT HANG OUT</b> HOMBRES .....	Verve Forecast 5058
<b>SUNSHINE GAMES</b> MUSIC EXPLOSION .....	Laurie 3400
<b>FOR WHAT IT'S WORTH</b> STAPLE SINGERS .....	Epic 10220
<b>I'LL NEVER FALL IN LOVE AGAIN</b> TOM JONES .....	Parrot 40018
<b>LET LOVE COME BETWEEN US</b> JAMES & BOBBY PURIFY .....	Bell 685
<b>IT'S GOT TO BE MELLOW</b> LEON HAYWOOD .....	Decca 32164
<b>HEAVY MUSIC (PART 1)</b> BOB SEEGAR .....	Cameo 494



HAPPY TRIO—Ed Ames (left,) who will be opening at the Persian Room on Sept. 6th., for a 3-week gig, smiles for the camera with Susan Barrett, who just finished a workout at the Persian Room, and Norman Racusin, vice president and general manager of the RCA Victor Records.

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THE LEMON TREE'

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BY  
THE  
IDLE  
RACE





# RECORD REVIEWS

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

## Pick of the Week

PEOPLE ARE STRANGE (2:10) [Nipper, ASCAP—Doors]

UNHAPPY GIRL (1:58) [Nipper, ASCAP—Doors]

DOORS (Elektra 45621)

Looking at the gloomier side of contemporary life, the Doors have turned out a #1 "Light My Fire," and promise to repeat with this not quite so harsh picture of alienation. Mid-speed setting on "People Are Strange" adds kick to the black humor of the lyrical content. Production and ork work are fantastic, as is the deck's impact. Smashing performance.

WHY DO FOOLS FALL IN LOVE (2:43)  
[Patricia, BMI—Lyman, Levy]

WHEN THE SUMMER IS THROUGH (2:31)  
[Bright Tunes, BMI—Margo, Margo, Medress, Siegel]

HAPPENINGS (B. T. Puppy 532)

With one eye on the oldies and one on the present sounds, the Happenings have hit with repeated success via smooth renderings of once-before biggies. Serving up a good music styled reading of the way-back Frankie Lyman smash "Why Do Fools Fall In Love," the team should find itself back on the best seller lists.

THE LAST WALTZ (2:58) [Donna, ASCAP—Reed, Mason]

THAT PROMISE (2:48) [Duchess, BMI—Mills]

ENGLEBERT HUMPERDINCK (Parrot 40019)

Sweet swaying waltz strains spotlight the gentle voice of Englebert Humperdinck on his newest hit-bound entry in the singles market. Seemingly untouched by the influence of the rock scene, the chanter continues to pour out fine sounds with strong pop appeal packed into the good music groove.

MORE THAN THE EYE CAN SEE (2:35)  
[Saturday, BMI—Crewe, Weiss]

RED IS RED (2:10) [Pamco, BMI—West]

AL MARTINO (Capitol 5989)

Mystical Martino musings on this flashing ballad make up another winning release that could well outdo his recent "Mary in the Morning." Bright orchestral breaks, and the smooth sounding vocals filled with strong sentiment earmark the side for outstanding pop and good music receptions.

FALLING OFF THE EDGE OF THE WORLD (2:58)  
[Miller, ASCAP—Vanda, Young]

REMEMBER SAM (2:30) [Miller, ASCAP—Vanda, Young]

EASYBEATS (United Artists 50206)

Shattering hollowness reflected in the arrangements and orchestral work on "Falling Off the Edge of the World" link nicely with a lost-that-lovin'-feeling message. The smash build, and excellent vocal sounds of the Easybeats make this item one that will move high into the picture. Look for it to hit the winner's circle.

JUST ONE LOOK (2:30) [Premier Albums, BMI—Payne, Carroll]

RUNNING THROUGH THE NIGHT (1:49) [Maribus, BMI—Ransford]

HOLLIES (Imperial 66258)

Remember a hit version of "Just One Look" from several years back? Well, it's here again, and aside from the title and lyrics the only similarity is the full impact the song will have on the market. Mark up another popular go-round for the oldie in its up-tempo reading from the Hollies. Bright reading with great dance appeal.

JUST ANOTHER FACE (2:36) [S&J, ASCAP—Day, Dischel]

BABY YOU'RE A REAL GOOD FRIEND OF MINE (2:21)  
[Goodness & Truth, BMI—Jerome, Jr., Jerome]

BLADES OF GRASS (Jubilee 5590)

If the Blades of Grass were "Happy" with their former hit sound, they should become ecstatic with "Just Another Face." Gliding along in a polished group vocal, the side features an unusual arrangement and some easy-moving sounds plus just enough orchestral tension to set it well on its way up the sales charts.

SOMETHING IN YOUR SMILE (2:41) [Hastings, BMI—Bricusse]

I THINK I LIKE YOU (2:33) [Hastings, BMI—Bricusse]

ANTHONY NEWLEY (RCA Victor 9310)

Bristling with unreleased power, the restrained force of Anthony Newley's vocal combines solidarity and tenderness in this reading of "Something In Your Smile" from the score of the forthcoming "Dr. Doolittle." Pretty melody, very fine arrangements and a charming ballad make this a sure-fire good music hit.

## Pick of the Week

SOMETIMES SHE'S A LITTLE GIRL (2:32)  
[Screen Gems-Columbia, BMI—Boyce, Hart]

LOVE EVERY DAY (2:32) [Screen Gems-Columbia, BMI—Boyce, Hart]

TOMMY BOYCE & BOBBY HART (A&M 874)

The influence of Boyce & Hart as tunesmiths for the Monkees shows up strongly in the pair's newest bid for recognition as artists. Eye-opening guitar licks, fine vocal workouts and a marvelous song roll into a smash session that promises to top their last hit outing.

I FEEL IT (2:30) [Almo, ASCAP—Sheldon, Hamilton]

LONESOME ROAD (2:30) [Paramount, ASCAP—Shilkret, Austin]

PEGGY LEE (Capitol 5988)

Every Peggy Lee outing meets with widespread deejay response, and from time to time the songstress cracks the pop market—this is one of those sprees and via "I Feel It" she should hit in a big way. The loping melody, spicy brass backing from Ralph Carmichael, and splendid vocal add up to a brilliant session with big happenings in store.

EVERYTHING IS COMING UP ROSES (2:17)  
[Press, BMI—Penn, Oldham]

BOUND BY LOVE (2:01) [Press, BMI—Carter]

BOBBY HEBB (Philips 40482)

The title is from Broadway (but not the song), the message is from the West Coast, the beat is from Detroit and the vocal is from the very soul on Bobby Hebb's solid new outing, "Everything is Coming Up Roses." Big beat blues with a tremendous vocal outburst on this lid should see Hebb rising again on the r&b scene, with pop breakout prospects.

SOMETHING'S GOTTEN HOLD OF MY HEART (3:31)  
[Maribus, BMI—Cook, Greenaway]

BUILDING UP MY DREAM WORLD (2:02)  
[Catalogue, BMI—Sheppard, Fox]

GENE PITNEY (Musicor 1252)

Softly spotlighted with a feelingful, tender ballad, Gene Pitney turns off the power on his latest effort, and delivers "Something's Gotten Hold of My Heart" in a vibrant manner that builds to a stirring close. Satiny tenor showing exhibited with quietly powerful orking here, and bound for big response.

MASTERS OF WAR (2:32) [M. Witmark & Sons, ASCAP—Dylan]

WHY NOT STOP AND DIG IT WHILE YOU CAN (2:13)  
[Trousdale, BMI—McGuire]

BARRY MCGUIRE (Dunhill 4098)

Hardly a follow-up to "Eve of Destruction," Barry McGuire's "Masters of War" delivers the second half of a shattering one-two punch that should pop him back into the hit spotlight. He delivers a solid vocal on this slow reading of the Bob Dylan tune, and excellent production behind him make it a big entry for wide recognition.

THREE IN THE MORNING (2:16)

[Unart, BMI—Kim, Youakim, Spolan]

BOBBY GOLDSBORO (United Artists 50186)

Attractive phrasing, catchy lyrics, light organ luster in the calliope train, and a bouncy vocal job from Bobby Goldsboro combine forces in a hearty effort that should find the chanter back in his winning ways. "Three in the Morning" is one of the best sessions from Goldsboro in a while, and is certain to meet good pop reaction.

SUN POWER (2:28) [Breg, ASCAP—Pohlman]

SUNSHINE GIRL (2:45)  
[Good Sam, Inevitable, BMI—Riopelle, Roberds, MacLeod]

MARKETTS (World Pacific 77874)

A rock cocktail laced with just a scent of Latin flavoring, and plenty of the basic beat is served up by the Marketts on their latest high-powered offering, "Sun Power." The stunning rhythm and a catchy intricate melodic line make the side one to gain favor with deejays and dance-minded teens. Could break wide open.

BEAUTIFUL PEOPLE (2:22) [Mirwood Antlers, BMI—Gist, Jr.]

FLOWER GIRL (2:37) [Mirwood Antlers, BMI—Gist, Jr.]

KENNY O'DELL (Vegas 718)

The lyrics of "Beautiful People" are straight teen, but the production makes it a candidate for soft music spins as well as pop play, and the double-market exposure should put this tune in the running for a good chart ride. Pretty vocal showing from Kenny O'Dell, and a smooth listening piece could catch fire.



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# RECORD REVIEWS

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

## Pick of the Week

THE HOUSE THAT JACK BUILT (3:15) [Alan Price, BMI—Price]
WHO CARES (2:50) [Pall Mall, ASCAP—Waterman]
ALAN PRICE SET (Parrot 3013)

Thumping Nashville beat couple with a smooth rock ork sound provides a grand backup for the Alan Price Set as they cruise through the soft-slide picture of "The House That Jack Built." Unusual lyrics, fine dance bounce, a catchy vocal sound and plenty of laugh-or-cry humor should catch a big reception for this deck.

BYE BYE BABY (2:18) [Saturday, BMI—Gaudio, Crewe]
THE THINGS YOU DO TO ME (2:40) [Saxon, BMI—Mansfield, Gold]
SYMBOLS (Laurie 3401)

The Symbols have seldom sounded stronger than they do on this revamping of the some-years-back Four Seasons hit "Bye Bye Baby." The built in attraction of the song is amplified by a smooth vocal out-pouring and some exciting ork arrangements. Solid bounce for dancers, great sound for listeners—smash offering.

## Newcomer Picks

EXPRESSWAY TO YOUR HEART (2:21)
[Double Diamond, Downstairs—BMI—Gamble, Huff]
HEY GYP (2:55) [Southern, ASCAP—Donovan]
SOUL SURVIVORS (Crimson 1010)

Already pressing into the national breakout category, "Expressway To Your Heart" presents a pulsing city-sound rock side with a tremendous vocal showing on the part of the Soul Survivors. Power-packed throb side that should catch more than enough attention to send it soaring on the best-seller lists.

UNDER THE STREET LAMP (2:48)
[Hangra, Stockbridge, BMI—Conwell, Graham, Colbert]
YOU GOT TO HAVE MONEY
[Hangra, Stockbridge, BMI—Conwell, Graham, Colbert]
EXITS (Gemini 1004)

Slow beat ballad side from the Exits should mark an entrance for the team on the pop and r&b scene via "Under The Street Lamp." The teen attraction of lyrics describing the aspirations and dreams of neighborhood youths is added to by a catchy old-flavored group showing and good dance beat.

ODE TO BILLIE JOE [Larry Shayne, ASCAP—Gentry]
KINGPINS (Atco 6516) (2:48) ARTIE BUTLER (Epic 5-10231) (3:17)

Two different approaches to the delta blues sound of Bobbie Gentry's smash "Ode To Billie Joe" should soon be vying for chart honors via their programming potential. The Kingpins' reading is basically an r&b oriented jazz version with similar arrangements to the original. Artie Butler's version stays more in the pop vein, applying touches of a faster tempo and large combo sound to give more drive and dance appeal to the tune.

LOVE IS ON THE WAY (2:18)
[Screen Gems—Columbia, BMI—Linzer, Randell]
A LETTER TO EMILY (2:48)
[Screen Gems—Columbia, BMI—Linzer, Randell]
LINZER & RANDELL (Columbia 44250)

Linzer & Randell add magic to the while-back sounds of the Beatles or the Monkees in a mid-speed bag. Far from being an imitation, though, "Love Is On The Way" comes across as a grabbing session with powerhouse possibilities.

RICHARD & ME (2:43) [Pamco, BMI—Pistilli, West]
CAN'T GET TO STOPPIN' (2:00) [Pamco, BMI—Pistilli, West]
GENE & TOMMY (ABC 10981)

Slow thudding blues tale culled from the racial headlines shows promise of breaking out in pop and r&b markets. Easy drive in the beat, solid vocal showing, interesting message. Deck with a punch and hit capability.

## Newcomer Picks

BEG, BORROW AND STEAL (2:26) [S&J, ASCAP—Day, Zerato]
MAYBE (2:15) [Kasket, BMI—Katz, Chiprut, Kasenetz]
OHIO EXPRESS (Cameo 483)

Teen lover's rejection lyrics are set to a driving beat in the style of "Louie Louie" on this thudding entry from the Ohio Express. Rhythmic appeal and a good vocal showing make the tune a likely item to see widespread acceptance.

MYSTERY OF TALLAHATCHIE BRIDGE (2:50)
[Marmaduke, ASCAP—Heard]
WILD ROSES (1:50) [Krandon, BMI—Aycock, Heard]
ROGER WHITE (Big A 103)

Picking up the narrative where "Ode To Billie Joe" leaves off, Roger White presents a preacher's-eye view of untold events surrounding the death of the Bobbie Gentry character. Adeptly written lyrics that stick close to the original story, fine vocal showing and arrangements that mirror the smash make this an answer record that should be much heard.

GOT TO HAVE MORE LOVE (2:36)
[Bobbie & Howard, MRC, BMI—Howard]
YOU CAN'T WIN AT LOVE (2:10)
[Florentine, Bobbie & Howard, MRC, BMI—Howard]
SWEET (Smash 2116)

Had the Young Rascals gone to Detroit for a course in "soul-ing" they might have come out sounding like the Sweet, which pours an ecstatic energy into "Got To Have More Love." The verve of the group, a solid rock-blues song, and good ork appeal make this an item that will blaze its way up the charts via pop, r&b discotheque exposures.

FOOT STEPS (2:30) [MicWil, BMI—Bridges, Knight, Eason]
A DREAM (2:15) [MicWil, BMI—Bridges, Knight, Eason]
CREATIONS (Zodiac 21005)

Somewhat subdued Detroit orking and an intriguing vocal session in the style of the Four Tops should stir up a big reception for the Creations in the r&b areas. Initial responses could be big enough to spread "Foot Steps" high into the national picture.

COME INTO MY WORLD (2:45) [Gil, BMI—Darrow]
DOWN AROUND THE RIVER (2:18) [Duchess, BMI—Ross, Crane]
HARBINGERS (Columbia 44290)

Polished group ballad outings are clicking in a big way, and furthering the trend is this sunshiny uplifting smooth throbber from the Harbingers. Mid-speed outing, "Come Into My World" bounces along in bright style carrying an infectious quality that should send it up the best seller route.

TIME ISN'T THERE (ANYMORE) (2:52)
[Stontry, BMI—Barry, Brooks]
LIFE STANDS DARING ME (2:26) [Stontry, BMI—Beck]
STONE COUNTRY (RCA Victor 9301)

Highly appealing production work on this thudding, somewhat muffled rock side adds heavily to the impetus given by the beat, and could add just enough drive to send the Stone Country into the pop spotlight. Good group work, and some ear-snagging ork workouts.

WATERMELON SUMMER (2:52)
[Fred Rose, BMI—Blackwell, Blackwell]
TOO SAD FOR WORDS (3:13) [Fred Rose, BMI—Blackwell]
BLACKWELL MANNER (Warner Brothers 7066)

Cool remembrances of a pleasant summer romance make for plenty of seasonal plays and widespread teen sales response on "Watermelon Summer" from the Blackwell Manner. Gently gliding ballad melody with a lilting handling and finely harmonized group showing.

SOCIETY'S CHILD (2:48) [Dialogue, BMI—Ian]
YOU'RE LOSING (2:19) [Dialogue, BMI—Ian]
YOUNGER GENERATION SYMPHONIA (Mr G 803)

Listeners who have been captivated by the lyrics of "Society's Child" are in for a pleasant surprise as the musical side of the controversial song is presented on this instrumental version from the Younger Generation Symphonia. Splendid piano work and exciting arrangements bring out the score's beauty in a lush splendor suited to pop and good music formats.

# RCA CAMDEN

A PRODUCT OF RADIO CORPORATION OF AMERICA

## America's Biggest Entertainment Value

### NEW FOR AUGUST AND SEPTEMBER



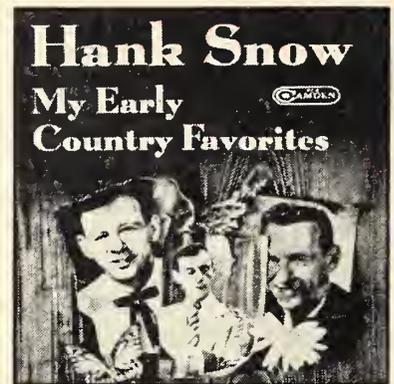
The fascinating before and after music of the New Orleans Negro funeral. "I Shall Not Be Moved," "Do Lord," "Lily of the Valley," "Pleyel's Hymn." CAL/CAS-2138



Her first Camden release. "You Ain't Woman Enough," "Together Again," "Slowly," "Heartaches by the Number," "Crazy Arms," "I Don't Hurt Anymore." CAL/CAS-2155



Old and new Mancini compositions include "Moon River," "Dear Heart," "Two for the Road," "Mr. Lucky," "Baby Elephant Walk," "Happy Barefoot Boy." CAL/CAS-2162



A natural for Hank's fans. "Sunny Side of the Mountain," "Rose of the Rio," "The Galveston Rose," "Within This Broken Heart of Mine." CAL/CAS-2160(e)



Great motion picture tunes. "Thoroughly Modern Millie," "Chaplinesque," "Two for the Road," "Rhett Butler," "Tara Theme," "Scarlett O'Hara." CAL/CAS-2161



The top guitarists in the business play the hits. "Somethin' Stupid," "Casino Royale," "California Nights," "Let's Fall in Love," "Moringtown Ride." CAL/CAS-2156



Music from the films' whacky era. "Thoroughly Modern Millie," "Poor Butterfly," "Jimmy," "Rose of Washington Square," "Baby Face," "Jazz Baby." CAL/CAS-2165



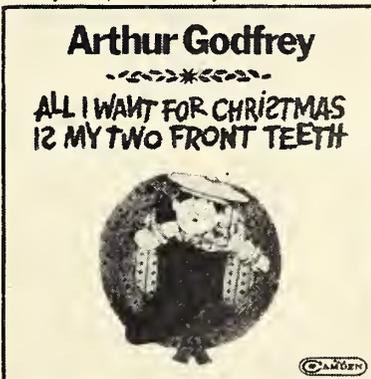
Great country hits dedicated to the rose. "Bouquet of Roses," "Rose of Old Pawnee," "Millions of Roses," "Roses," "Room Full of Roses." CAL/CAS-2154



Contains 10 big hits aimed right for the kiddies. It's a child's album of teen-age and "grown-up" songs sung by children. It's a sure-fire winner. CAL/CAS-1091



33 Christmas songs, all in medley. "I'll Be Home for Christmas," "That Christmas Feeling," "Home for the Holidays," "One Bright Star." CAL/CAS-2159\*

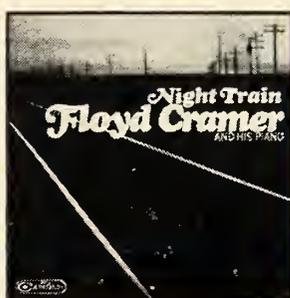


"The Old Redhead" does "Christmas Is for Children," "Frosty the Snow Man," "Santa Claus Is Comin' to Town," "The Twelve Days of Christmas." CAL/CAS-1092\*

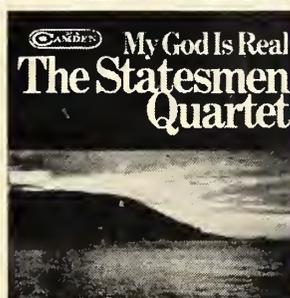


Should be a strong children's favorite. "Getting Ready for Bed," "Now I Lay Me Down to Sleep," "Just Me," "By Myself Alone," "King Thrushbeard." CAL/CAS-1089

### OTHER RECENT RELEASES



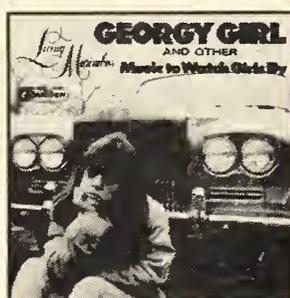
\*To Ship October CAL/CAS-2152



CAL/CAS-2151(e)



CAL/CAS-2150



CAL/CAS-2149†

†Available on Stereo 8 cartridge tape



# RECORD REVIEWS

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

## Newcomer Picks

**NOBODY BUT ME (2:71)** [Wemar, BMI—Isley]

**SUENO (2:11)** [Beechwood, BMI—Markulin, Pachuta, Belley, Tatman]

**HUMAN BEINZ (Capitol 5990)**

Remember the smash success of "Shout" from the Isley Brothers? Well, this side, penned by one of the Isleys, packs the same repeat-and-build infectious quality that created the oldie. Up-dated in ork terms and rewritten to stay in touch with current dance trends, "Nobody But Me" turns out to be an exciter in a big way.

**SOMEDAY BABY (2:30)** [Amber, BMI—Sullivan]

**PARTY TIME (2:25)** [Shelview, BMI—Taylor, Willis]

**DIANE CUNNINGHAM (Fontana 1601)**

Already catching fire as a local hit, Diane Cunningham's "Someday Baby" comes on as a strong entry in the r&b field. Catching vocal from the songstress on this slow shuffling ballad, and the easy-losing pace should set it on the breakout path in the national picture.

**SOULIN' (1:45)** [Portable, BMI—Milan]

**ON THE GO (2:10)** [Portable, BMI—Milan]

**LEATHER BOY (MGM 13790)**

Heavy emphasis on driving rhythm and solid bass beat make this a tune to annihilate the discotheque crowd. Dancers, rock fans and deejays should put in a big showing in setting this throbbing item on its way up the lists. Deck carries a hard invitation to the dance.

**SOMETHING'S HAPPENING (3:00)**

[Madcap, Northern, ASCAP—Condello, James]

**STAND UP AND SHOUT (2:37)**

[Madcap, Northern, ASCAP—Condello, Trainer]

**LAST FRIDAY'S FIRE (LHI 17019)**

Take a folk blues sound, run it through the West Coast funk school, add a solid production sound and the result will be close to the hefty beat item from Last Friday's Fire. The slow moving "Something's Happening" should show more sales vitality than its tempo indicates.

## Best Bets

**CASINOS (Fraternity 995)**

● **WHEN I STOP DREAMING (2:33)** [Acuff-Rose, BMI—I. & C. Louvin] Solid, courage-filled wooser here. Might be a winner for the Casinos.

(B+) **PLEASE LOVE ME** [Peggy-lou, BMI—White, Hughes]

**GLENN YARBROUGH (RCA Victor 9309)**

● **HONEY AND WINE (2:33)** [Screen Gems-Columbia, BMI—Goffin, King] Exciting production work and the splendid voice of Glenn Yarbrough work well with this big ballad to assure good music spins and pop acceptance. Could break wide open.

(B+) **AIN'T YOU GLAD YOU'RE LIVIN' JOE (2:20)** [Stanyon, ASCAP—McKuen]

**JACKIE TRENT (Warner Brothers 7070)**

● **YOUR LOVE IS EVERYWHERE (2:39)** [Northern, ASCAP—Trent, Hatch] Wonderful vocals from Jackie Trent are nicely highlighted on this lovely ballad offering with good music spins built in.

(B+) **IT'S NOT EASY LOVING YOU (3:01)** [Partita, BMI—Trent]

**BLUESBUSTERS (Capitol 5959)**

● **I'VE GOTTA GET THERE (2:26)** [Unart, BMI—James, Campbell] Up-tempo tasty on this new release from the Bluesbusters. Solid punching ork work could put this r&b workout in the big picture.

(B) **IRREPLACEABLE YOU (2:45)** [Vicki, BMI—Carroll, Walquer]

**JERRY BUTLER (Mercury 72721)**

● **MR. DREAM MERCHANT (2:37)** [Saturday, BMI—Weiss, Ross] This one is a full-bodied, romance-slanted combination rock and good music ballad that could appeal to a wide variety of listeners. Watch it.

(B+) **CAUSE I LOVE YOU SO (2:32)** [Lonport, BMI—McDaniels] Tongue-in-cheek blueser.

**JUSTUS (Kapp 853)**

● **WHAT ARE WE GONNA DO? (2:51)** [Blackwood, BMI—Taylor, Gorgoni] Summer's end ballad with a groovy production sound to send it on its way toward the hit standings. Soft team sound, throbbing ork and smooth polish.

(B+) **WAIT BY THE FIRE (3:30)** [Blackwood, BMI—Taylor, Gorgoni]

**DUANE & MIRIAM EDDY (Reprise 0622)**

● **GUITAR ON MY MIND (2:34)** [Criterion, ASCAP—Hazlewood] Slow femme vocals alternate with pulsating guitar showcases on this offering that should attract some deejay response.

(B+) **WICKED WOMAN FROM WICKENBURG (3:11)** [Linduane, BMI—Eddy]

**BLUE THINGS (RCA Victor 9308)**

● **YES, MY FRIEND (1:54)** [Music City, ASCAP—Ford, Barnes] Off-the-wall sounds in the form of a roaring-twenties gone psychedelic make for some crazy licks on this peculiar deck. Just wierd enough to catch hold.

(B+) **SOMEBODY HELP ME (2:03)** [Essex, ASCAP—Edwards]

## Best Bets

**SHAGS (Golden Voice 3114)**

● **DID I SAY (2:20)** [Golden Voice, BMI—Booe] This stirring, teen-slanted love rocker could beat a chart-bound path for the Shags. Eye it closely.

(B+) **TALK TO A SIDEWALK (2:02)** [Golden Voice, BMI—Booe]

**CHOZEN ONES (Frog 867)**

● **COLD SUMMER (2:04)** [Oasis, BMI—Buser, Darmiento] The Chozen Ones could chalk up an enviable sales figure with this soulful, mid-tempo lament. Watch it move.

(B+) **HOW MANY TIMES (2:29)** [Oasis, BMI—Buser, Darmiento]

**WILLIE HEADEN (Kent 473)**

● **I WANT TO KNOW (2:20)** [Modern, Chalito, BMI—Headen] Willie Headen could make the charts with this contagious, blues-slanted R&B love ditty. Scan it.

(B+) **FIND ANOTHER WOMAN (2:10)** [Modern, Chalito, BMI—Headen]

**FLUFFY FALANA (Alpha 007)**

● **HANGOVER FROM LOVE (2:13)** [Dew, BMI—Martin, Buckholtz] A slow, inventive pulser, this one could stir up lots of buying interest for chanter Fluffy Falana. Deserves attention.

(B+) **MY LITTLE COTTAGE (2:18)** [Dew, BMI—Martin]

**JOHNNY CASWELL (Luv 250)**

● **FACES (2:47)** [Double Diamond, BMI—Caswell, Rakes, Pakula] Could be a Top 100 position in the cards for this imaginative, medium-paced rocker. Excellent production.

(B+) **WHAT'S A MATTER, BABY (2:53)** [Eden, BMI—Otis, Byers]

**JOYS (Raydin 103)**

● **SHAKE A LEG (2:13)** [Big Sport, BMI—Diacio] Rousing knee-slapper with a freaky but groovy instrumental interlude. Could make it.

(B+) **YOU PLAY WITH TOYS (2:38)** [Big Sport, BMI—Diacio]

**ARK (MGM 13789)**

● **POVERTY TRAIN (2:49)** [Celestial, BMI—Nyro] Low-down blues in the modern folk bag which picks up in volume and tempo as the side rolls along. Good sound for the pop market.

(B) **DAILY REMINDER (2:36)** [Fuddydaddy, BMI—Taylor]

**JIMMY JOYCE JAMBOREE (Warner Brothers 7077)**

● **BONNIE & CLYDE (2:01)** [M. Witmark & Sons, ASCAP—Adams, Strouse] Movie exposure could drum up interest in this roaring-twenties styled offering. Out of the ordinary sound that has a change-of-pace advantage.

(B+) **I'M GOIN' BACK TO LOUISIANA (2:15)** [Tamerlane, BMI—DeVorzon, Chandler]

**DAVID KERR (Sidewalk 925)**

● **LITTLE NOISE MAKER (2:42)** [Earl Barton, BMI—Carson] Medium speed pop blues offering with some fine organ licks backing up the vocal showing.

(B+) **SUMMER NIGHTS (2:16)** [Earl Barton, BMI—Jacobson]

**MILLIONAIRES (Philips 40477)**

● **NEVER FOR ME (2:00)** [Bun-Bud, BMI—Sturkey] Smooth up-tempo outing brim full of fire and a big r&b possibility. Old-fashioned vocals, hefty ork throb and a lively session.

(B) **IF I HAD YOU BABE (2:25)** [Noma, Web IV, Femme, BMI—Burton, Sawyer]

**LONESOME RHODES (RCA Victor 9305)**

● **THE DELIGHT OF MY DAY (2:07)** [Crestmoor, BMI—Rhodes] Light-hearted offering in a low-keyed femme vocal on this bright item. Candidate for chart activity via teen sales.

**SOUL SET (B B 4012)**

● **MICKEY'S FUNKY MONKEY (2:30)** [Jobete, BMI—Holland, Dozier, Holland] Up-dating of the throbbing Detroit smash. Good group sounds and heavy beat make it a dancer's delight.

● **FLUNKY—FLUNKY (2:20)** [Binn, Virtu, ASCAP—Binnick, Virtuoso] More big drive rock sounds in the instrumental vein on this flip side that could stir up attention.

**MARTINIS (Bar 101)**

● **HUNG OVER (1:55)** [Roubraton, Kesax, BMI—Keyes, Axton, Mitchell, Hodges, Hodges] Slow, funky instrumental with a "hung over" break that will have listeners looking for a replay. Catchy item with heavy r&b possibilities.

(B+) **LATE LATE PARTY (2:11)** [Roubraton, Kesax, BMI—Keyes, Axton, Hodges, Hodges]

**DELANEY & BONNIE BRAMLET (Independence 78)**

● **YOU'VE LOST THAT LOVIN' FEELIN' (2:59)** [Screen Gems-Columbia, BMI—Mann, Weil, Spector] Delaney & Bonnie Bramlet could make a trip to chartsville via this dynamic, pain-filled thumper. Keep tabs here.

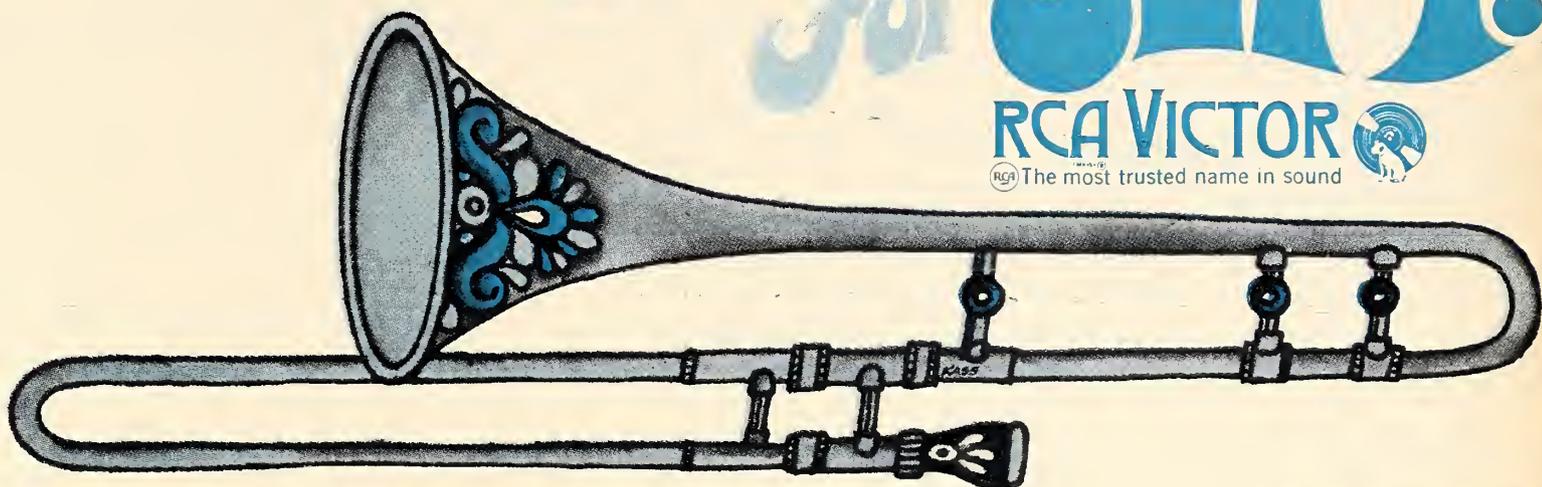
**KATHY & LARRY (Challenge 59374)**

● **MAGIC ISLAND (2:46)** [4-Star, BMI—K. & L. Colley, Henderson] Driving rock effort with an imaginative lyric. Could go places for Kathy and Larry.

(B+) **TIME (1:50)** [4-Star, BMI—K. & L. Colley]

# NEW ALBUMS for SEPT.

**RCA VICTOR**  
The most trusted name in sound



## NEW POP ALBUMS



Eddy will do big things with this one. "Walk with Me," "Release Me," "Don't Keep Me Lonely Too Long," "I'll Love You More." LPM/LSP-3869\*



Recorded on the scene at an Atlantic City night spot. "Let It Be," "Little Tracy," "Up Top," "Adoration," "Soft Winds," "Jive Samba." LPM/LSP-3799



"Live" at Carnegie. Album includes text and picture story of John's career. "Sunrise, Sunset," "My Cup Runneth Over," "More." LOC/LSO-1139\*†



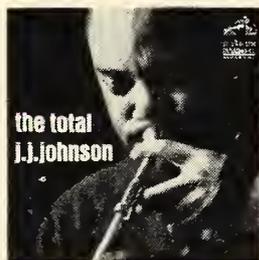
MUSIC FROM THE CLASSIC MOTION PICTURE. "Gone with the Wind," "Tara," "War," "Invitation to the Dance," "Ashley," "Scarlett O'Hara." LPM/LSP-3859(e)



The big soul sound of Al's horn features a strong New Orleans influence. "Honey Pot," "Mess Around," "Calypsoul," "Love Ya' Baby." LPM/LSP-3878



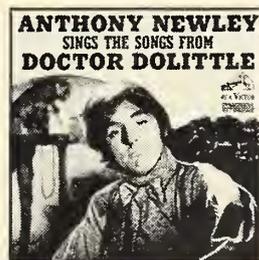
Exciting deliveries of "007," "Archie Buck Me Up," "Mambo #5," "Guantanamera," "Hernando's Hideaway," "Air on a G String." LPM/LSP-3804\*



Features his own compositions. "Blue," "In Walked Horace," "Short Cake," "Space Walk," "Say When," "Euro #1," "Ballade." LPM/LSP-3833\*



A musical look at Nashville women. "Behind My Back," "Nashville Women," "Burning Inside," "Release Me," "Hurt Me Again." LPM/LSP-3841\*



"Talk to the Animals," "Something in Your Smile," "Doctor Dolittle," "When I Look in Your Eyes," "My Friend the Doctor." LPM/LSP-3839\*



High priestess of soul sends out the word with "Cherish," "Turning Point," "Turn Me On," "It Be's That Way Sometime." LPM/LSP-3837\*



Their teamwork will put this one over. "Thirty Pieces of Silver," "God's Wonderful Way," "God Walks These Hills with Me." LPM/LSP-3855\*

## NEW RED SEAL RECORDINGS



Heifetz's Saint-Saens Sonata has been in the catalog for 20 years. His new recording is even better! Includes 6 other selections. LM/LSC-2978\*



A great follow-up to last year's best-selling Leontyne Price-Prima Donna album. Price fans have been waiting for this one! LM/LSC-2968\*



One of the most popular Beeethoven Symphonies recorded absolutely complete by the BSO and Leinsdorf. Sonic masterpiece. LM/LSC-2969\*



This seldom-heard opera will interest opera buffs and Mozart lovers. Cast includes Grist, Popp and Saunders. 2 L.P.s and libretto. LM/LSC-7049



First recording of the work. This lesser-known Handel work features a stellar cast and will delight a large audience. 3 L.P.s plus libretto. LM/LSC-6181

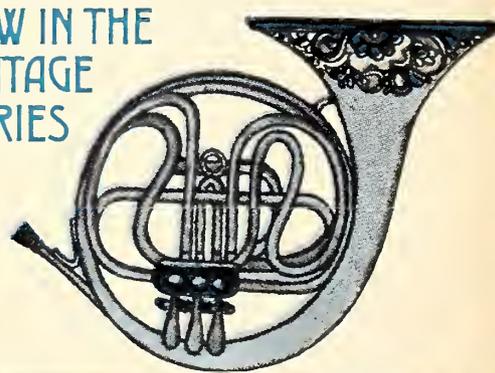


Beautiful Mozart melodies and some of the greatest music ever written for the instrument. Includes Concerto Rondo. LM/LSC-2973



A unique recording of unaccompanied 20th-century viola music. A must for viola enthusiasts and contemporary music lovers. LM/LSC-2974\*

## NEW IN THE VINTAGE SERIES



Re-creates the sounds and moods of 1927. "The Varsity Drag," "At Sundown," "Sunny Disposish," "Hello! Swanee, Hello!," "Flapperette." LPV-545



Contains some of his best works along with 4 previously unissued takes. "Burnin' the Iceberg," "Mr. Jelly Lord," "Load of Coal." LPV-546

\*Recorded in Dynagroove sound

†Available on Stereo 8 cartridge tape



# RECORD REVIEWS

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

## Best Bets

**SERGIO MENDES & BRASIL '66** (A&M 872)

● **THE FROG** (2:40) [Rodra, BMI — Donato] Rhythmic, Latin-styled, good music swinger here. Should do nicely.

(B+) **WATCH WHAT HAPPENS** (2:50) [South Mountain, BMI — Legrand, Gimbel]

**KRIS KRISTOFFERSON** (Epic 10225)

● **GOLDEN IDOL** (2:22) [Buckhorn, BMI — Kristofferson] Kris Kristofferson could have a real winner on his hands with this forceful rock item. Bears watching.

(B+) **KILLING TIME** (2:27) [Buckhorn, BMI — Kristofferson]

**PAUL KELLEY** (Philips 40480)

● **IF THIS OLD HOUSE COULD TALK** (2:52) [Tree, BMI — Kelley, Reid, Clarke] This touching, feelingful ballad could prove to be a noisemaker for Paul Kelley. Stay on it.

(B+) **YOU DON'T KNOW, YOU JUST DON'T KNOW** (2:05) [Tree, BMI—Tex]

**RAINBOWS** (Capitol 5991)

● **HELP ME IF YOU CAN** (2:40) [Beechwood, BMI — Daniels] Watch out for the Rainbows to bite off a nice slice of the pop sales action with this energetic, fast-moving foot-stomper. Groovy effort by the group.

(B+) **PEOPLE LIKE TO TALK** (2:45) [Beechwood, BMI — Greene]

**WILLIE BAILEY** (Loadstone 1616)

● **WAYWARD GIRL** (2:12) [Stonebees, BMI — Bailey] Look out for Willie Bailey to grab a sizeable chunk of airplay with this funky, driving, one-note rocker. Striking date.

(B+) **IF YOU WERE BLUE** (2:38) [Stonebees, BMI — Stone]

**MIKE DOUGLAS** (Epic 10223)

● **FATHER OF THE BRIDE** (3:04) [Jewel, ASCAP—Dee, Kent] Mike Douglas could earn spins aplenty with this slow-paced sentiment-filled ballad. Scan it with care.

(B+) **HOLD ME** (2:45) [Robbins, Ross Jungnickel, World, ASCAP—Little, Oppenheim, Schuster]

**LARRY WILLIAMS** (Okeh 7294)

● **JUST BECAUSE** (2:55) [Pamco, BMI—Price] Might be a chart spot waiting for Larry Williams via this potent, medium-paced, woes-toned love session. Give it a careful listen.

(B+) **BOSS LOVIN'** (2:43) [Nehell, BMI—Williams]

**SAGITTARIUS** (Columbia 44289)

● **HOTEL INDISCREET** (2:20) [Stone Canyon, BMI—Gordon, Griffin] Quaint melody and bouncing rhythmic sections could set Sagittarius on the right path with this off-beat selection. Weird break leaves a question on the matter of radio acceptance though.

(B+) **VIRGO** (2:22) [Blackwood, BMI—Usher]

**HALLMARKS** (Smash 2115)

● **SOUL SHAKIN' PSYCHE-DELIC SALLY** (2:41) [MRC, Cleopatra, BMI—Scalzo] Wild echo-filled foot-stomper here. Could be a big one for the Hallmarks.

(B+) **GIRL OF MY DREAMS** (2:26) [MRC, Cleopatra, BMI —Scalzo]

**DEAN COURTNEY** (MGM 13776)

● **BETCHA CAN'T CHANGE MY MIND** (2:08) [Hugo & Luigi, BMI—Jubilee, Matthews] Keep an eye on this rhythmic, danceable knee-slapper. It might catch on.

(B+) **YOU JUST CAN'T WALK AWAY** (2:31) [Parenthesis, BMI—Courtney, Mack, Jr.]

**RAY SCOTT** (Decca 32186)

● **CAN'T GET OVER LOSING YOU** (2:20) [East, BMI — Rice] Ray Scott here offers a gripping R&B moaner that could haul in heaps of coin for him. Give it a spin.

(B+) **THE REAL THING** (2:15) [East, BMI — Shamwell, Hayes, Porter]

**BOBBY SHEEN** (Capitol 5984)

● **THE WAY OF LOVE** (2:49) [Chappell, ASCAP—Stillman, Dieval] This one is a slow, bluesy message ode that could turn into a nice-selling item for Bobby Sheen. Ought to be eyed.

(B+) **THE SHELTER OF YOUR ARMS** (2:47) [Print, ASCAP —Samuels]

**THUNDERMUGS** (All-American 399)

● **MOTION TREE** (2:36) [Suede, BMI—Lutz] Could be loads of sales on tap for the Thundermugs as a result of this groovy, one-note rock session. Deserves attention.

(B+) **CAPTAIN MIDNIGHT** (2:07) [Suede, BMI—Lutz]

**CLIFFORD CURRY** (Elf 90,006)

● **EAST, WEST, NORTH OR SOUTH** (2:10) [Russell-Cason, ASCAP—Whitson] Clifford Curry could have a sizeable money-maker in his possession with this powerful, woes-packed thumper. Give it your full attention.

(B+) **JUST A LITTLE TASTE** (2:15) [Sons of Ginza, BMI—Cason, Gayden]

**FANTASTIC JOHNNY C** (Phil-LA of Soul 305)

● **BOOGALOO DOWN BROADWAY** (2:41) [Dandelion, James Bay, BMI—James] Big, bright, bold bounce in this multi-dance throbber. Could catch fire.

(B+) **LOOK WHAT LOVE CAN MAKE YOU DO** (2:26) [Dandelion, James Bay, BMI—James]

## Best Bets

**POWER PLANT** (Diamond 229)

● **I CAN'T HAPPEN WITHOUT YOU** (2:39) [Smooth, Noma, BMI—Knight] Could be big things in store for the Power Plant via this energetic rock romancer. Stay with it.

(B+) **SHE'S SO FAR OUT SHE'S IN** (2:19) [Smooth, Noma, BMI—Knight]

**JUDY STONE** (Monument 1026)

● **AND THE TROUBLE WITH ME IS YOU** (2:44) [T.M., BMI — Young, Resnick] Australian songstress Judy Stone had a hit in her native land with this sad but infectious finger-snapper. The ditty could do well for her in the States too. Nice effort.

(B+) **SO SOFTLY** (2:55) [Wide World of Music, ASCAP—Hiscock]

**LENNY WELCH** (Kapp 854)

● **CORONET BLUE** (2:02) [Chappell, ASCAP—Shuman, Rosenthal] Contagious, full-orked swinger from the TV series of the same name. Could happen.

(B+) **I'M OVER YOU** (2:20) [Painted Desert, BMI—Brass, Levine, Cooper]

**TERI THORNTON** (Mothers Records & Snarf Co.)

● **WHERE WAS I?** (2:38) [Joy, BMI—Martins, Lee] A powerful, slow-moving blueser, this one could garner heaps of spins for Teri Thornton. Excellent job by the lark.

(B+) **MOLLY MARLENE** [Little Darlin', BMI — Thornton]

**TINGLING MOTHER'S CIRCUS** (Roulette 4758)

● **FACE IN MY MIND** (2:52) [Kama Sutra, BMI—Schwartz, Kaye] The Tingling Mother's Circus could make a lot of noise with this rousing, psychedelic rock stand. Eye it.

(B+) **ISN'T IT STRANGE** (2:00) [Branston, BMI — Schwartz, Hebert]

**MR. JOE LEE WILSON** (Wahalla 1)

● **SITTIN' HIGH** (2:40) [Wahalla, ASCAP—J. & A. Wilson] Soft but intense love item here. Could develop into a big seller for Mr. Joe Lee Wilson.

(B+) **COME AND SEE** (4:58) [Wahalla, ASCAP—Pillar, Wye, A. & J. Wilson]

**RANDOLPH WALKER** (Mala 572)

● **ACHIN' ALL OVER** (2:19) [Edwina, Aim, BMI—Ryals, Willis] Randolph Walker could make national noise with this pounding, blues-drenched R&Ber. Should be heard.

(B+) **YOU'LL LOSE YOUR LOVE** (3:10) [Edwina, Aim, BMI—Haney]

**JERRY SHARELL** (Main Line 1365)

● **IT'LL NEVER HAPPEN AGAIN** (2:40) [Top Drawer, BMI—Edelman] Brisk-moving, blues-toned love ode here. Could go far for Jerry Sharell.

**EUGENE JEFFERSON** (Open 1617)

● **A PRETTY GIRL DRESSED IN BROWN** (2:30) [Stonebees, BMI—Stone] This one is a rhythmic, romance-oriented toe-tapper that could send this deck on a healthy chart ride. Keep tabs.

(B+) **HIGH PRESSURE BLUES** (2:30) [Stonebees, BMI — Stone]

**KIWIS** (Brunswick 55335)

● **OOPY-DOOPY-SAM** (3:00) [Etnop, BMI—Leonard, Martin, Ponte] Wild dance appeal could bring note to this effort from the Kiwis. Nonsense tale of a fireman's love makes for a crazy spinning break.

(B+) **JOHN** (2:50) [Etnop, BMI—Loubart, Cardon, Douglas]

**LARRY & TOMMY** (Modern 1041)

● **YO-YO** (2:50) [Viva, BMI—Cale] Cute intro and a carnival music r&b side. The twosome's cut-ups make for some way-out programming. Could catch hold as a novelty-rhythm-cutie outing.

(B) **YOU'VE GOTTA BEND A LITTLE** (2:30) [Modern, BMI —Perrault, Hammond]

**LINDA BALL** (Jerden 816)

● **THE END** [Burdette, BMI—Whitcomb] Good rhythmic push and a soft enticing vocal sound from Linda Ball could drum up attention for this easy-driving side in the ballad field.

(B) **ALWAYS YOU** [Irving, BMI Asher, Nichols]

**WILL HAMMOND & WORLD'S BEST APPLE PIE**

● **THE WIND, THE SUN AND ME** (2:26) [LeBill, BMI — Hammond] Will Hammond and the World's Best Apple Pie here offer a pulsing, love-oriented rock stand that could be heard throughout the airwaves. Watch it move.

(B+) **THE COOL** (2:06) [LeBill, BMI—Hammond]

**SABASTIAN SHANE** (Lucky Eleven 008)

● **THAT'S WHAT SHE SAID** (2:17) [Wormwood, BMI — Tuttle] Here's a powerpacked, bluesy foot-stomper that could bring Sabastian Shane into the center of the pop scene. Ought to be watched.

(B+) **HEY EVERYBODY** (2:39) [Wormwood, BMI—Tuttle]

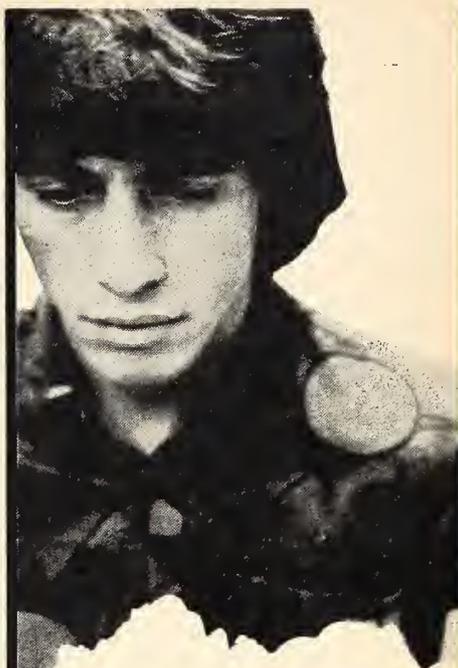
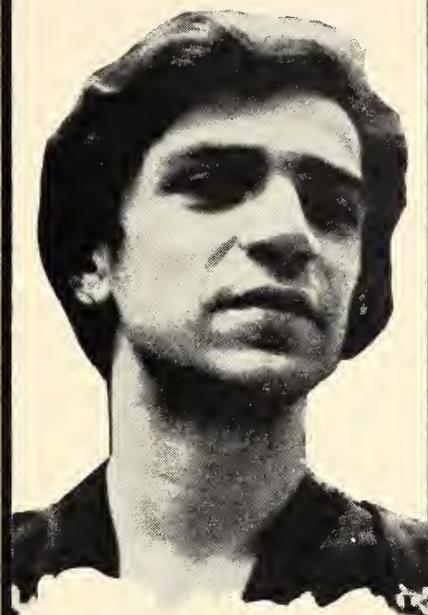
**CHALLENGERS** (GNP Crescendo 396)

● **EVERYTHING TO ME** (2:00) [Neil, Miraleste, BMI—Fournier] The Challengers could make a successful assault upon the pop market with this woes-stained, mid-tempo rock outing. Nice job by the group.

(B+) **THE WATER COUNTRY** (2:10) [Almo, ASCAP—Artesian, Moross]

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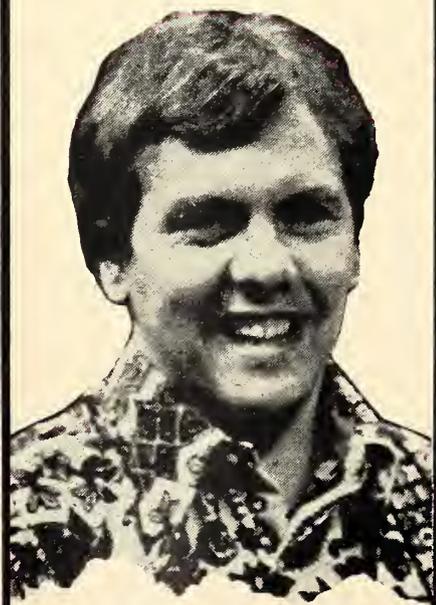


HOW CAN I  
BE SURE

Written by Felix Cavaliere & Eddie Brigati

Published by Slacсар, BMI

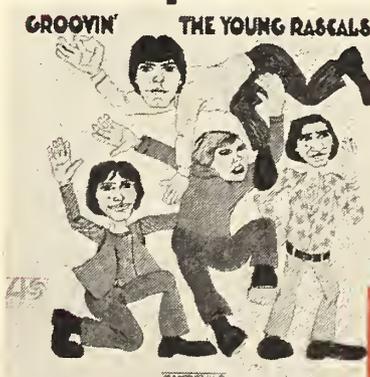
Atlantic #2438



Management: Sid Bernstein

from the  
Young  
Rascals  
hit album  
Groovin'

8148/SD 8148



## GI Inspirational Letter Receives Overdue Reading

NEW YORK—Unusual circumstances initiated joint effort on the production of "Letter to an Unborn Child" for release as a single last week.

Scott Muni, who reads the inspirational letter, had come across the note in a copy of Stars and Stripes during his service in the Marine Corps. He clipped the article and kept it, but due to the material's highly personal nature it was never used by him during his following fifteen years of disk jockey activities.

Recently, he commented upon the letter found on the body of an unknown soldier during World War II to Anne and John Phillips. Anne then produced a copy of the same letter, which she had been working at for some time. John Phillips also had a copy, unknown to either of the other two.

Both Phillipses set to work on musical scoring and production of the "Letter to an Unborn Child." Hilary Lipsitz was called in to help in rewording the note, keeping as close to the original as possible. And the Anne Phillips Singers were enlisted for background choral work.

Last week, the culmination of all these efforts saw light in the reading issued as an RCA Victor single.

## TRO's Larry Coleman To Top 'Columbus Circle Group'

NEW YORK—Larry Coleman has been named managing director of the Columbus Circle Group, a newly-formed music publishing operation within the framework of the Richmond Organization.

Coleman, a music industry veteran associated with TRO for the past four years, will build a program of development and presentation of writers and material for the Columbus Circle Group. He will also be responsible for bringing new writers to the attention of artists and diskeries, and for the selection and exploitation of new music material.

Activities of the Columbus Circle Group will be independent of other TRO operations, which include the music publishing activities of the Richmond Organization, TRO talent division, the Essex Music Group (headed by David Platz of TRO's London affiliate), and TRO workshop productions. The Columbus Circle Group will, however, be housed and serviced internationally by TRO.

Coleman, who entered the music industry as an author, composer, and pianist, was a founder of the Kingston Trio publishing operation, and

## Cameo/Parkway Stirs Wall St.; Klein May Merge Label With His Company, Allen Klein, Inc.

NEW YORK—The new whirlwind on Wall Street is Cameo-Parkway Records. Since its recent acquisition by Allen Klein and Abbey Butler, who purchased 56% of the shares in the label, interest has centered on the company's rapid rise on the American Stock Exchange from a few dollars to, as of last Fri. (1), well past \$30 a share.

Highlight developments over the past week include: a statement by Allen Klein that he is "exploring" the possibility of merging Cameo-Parkway with all companies which he directly, or indirectly, owns. He is president of Allen Klein, Inc., an entertainment business complex including investments in talent management, records, music publishing, film production, among others. If such arrangements reach fruition, Klein said, they would be subject to stockholders approval and favorable rulings from the Internal Revenue Service, the Securities & Exchange Commission and the American Stock Exchange. He added that the action to combine the companies was in the preliminary stage and contingent upon results of an independent appraisal.

There has also been a \$5 million damage suit, filed in Federal District Court here, against the label, Bankers Life & Casualty Co. and eight individuals, including Klein and Butler, charging that they breached a contract to deliver 312,000 shares of C/P at a price of about \$3 a share. Also, both the American Stock Exchange & Securities & Exchange Commission are investigating the developments involving the company.

## Mickie Most To Visit N.Y.

NEW YORK—British indie producer Mickie Most is coming to N.Y. on Sept. 11 for a one week visit during which he will look for new material for Herman's Hermits, Jeff Beck, Lulu, the Yardbirds and Donovan.

was vice-president of Balliston Music Corp. He was general professional manager of Joy Music, Inc., before coming to TRO. In addition, he has been active in the personal management and record production aspects of the music industry.



## In Paradise

The Children Of Paradise, shown here, is the latest addition to Columbia's rock stable. The first deck from the group is, "What Am I Doing Here?" The tune is penned by the group. Manager of the Children Of Paradise is Herb Wise.

"I will never forget the wire Jim Conkling sent Dave Cavanaugh after we had recorded 'Columbia the Gem of the Ocean.' It said 'Congratulations Ray and Dave on the best recorded band record Capitol has ever made.' . . . It sold approximately 200 copies."

**Ray Anthony**

THE CASH BOX CAPITOL CAVALCADE—COMING NEXT WEEK.



# RECORD REVIEWS

## Best Bets

ASTRUD GILBERTO (Verve 10548)

● STAY (2:21) [Irving, BMI—Caldwell] Ecstatic orchestral backdrops provide liveliness and gaiety behind smoky, silken vocals from Astrud Gilberto on a side tailored for good music spinning. Lively pop punch as well.

(B+) I HAD THE CRAZIEST DREAM (2:24) [Bregman, Vocco & Conn, ASCAP—Gordon, Warren]

SPARKLES (Hickory 1474)

● HIPSVILLE 29 B.C. (2:10) [Acuff-Rose, BMI—Turnbow] Primitive rock outing relying mainly on drumming and guitar throb for dance impact. Has hefty drive that could put it in the picture.

(B+) I WANT TO BE FREE (1:44) [Acuff-Rose, BMI—Floyd, Morris]

RAMSEY LEWIS (Cadet 5573)

● DANCING IN THE STREET (2:55) [Jobete, BMI—Stevenson, Gaye] More in a mode of stylized rock than jazz, Ramsey Lewis continues to pour on his personal interpretations of the hits in a flavorful manner.

(B+) GIRL TALK (3:12) [Consul, ASCAP—Hefti, Troup]

EDDIE FISHER (RCA Victor 9311)

● THERE'S A WORLD FULL OF GIRLS (2:37) [Eden, BMI—Otis, Cassano] Big vocal reading of the lilting ballad on Eddie Fisher's latest offering should stir up attention at good music outlets.

(B+) JERUSALEM, JERUSALEM (2:46) [Chappell, ASCAP—Schemer]

YOUNGFOLK (Double Shot 117)

● MARY SAID (2:45) [Hot Shot, BMI—Janssen, Janssen, Kingsford] Breathless vocals done in soft ballad stylings backed by good beat-glide ork push a la Association. Could see activity.

(B+) IN SPRING (2:08) [Valentina, ASCAP—Skelton, Lloyd]

WILDARE EXPRESS (Brunswick 55343)

● WHY AM I TREATED SO BAD (2:51) [Staple, BMI—Staples] Funky sax wailings on this r&b oriented track should see a good response. Slow but potent beat could set it in motion.

(B+) DEAD END STREET (2:26) [Beechwood, BMI—Raleigh]

ST. GEORGE & TANA (Kapp 852)

● EVERYDAY (1:58) [Peer Int'l, BMI—Hardin, Petty] Lofty, liltily sweet vocals and a moderate tempo serve to update the way-back Buddy Holly hit. Good beat and lively interpretations could catch fire.

(B+) BIG DADDY'S BLUES (2:50) [Teutonic, Ashland, BMI—Sacks, Campolongo]

STEFF SULKE (Dial 4062)

● OH, WHAT A LOVEY DAY (3:02) [Tree, BMI—Sulke] Traces of an English accent, high organ helpings, light beat and a fine vocal add up to a sweet sounding rock offering here.

(B+) BROKEN DREAMS (2:25) [Tree, BMI—Sulke]

BLUES PROJECT (Verve Forecast 5063)

● GENTLE DREAMS (2:40) [Blues Projections, BMI—Katz, Kuhlberg] Fascinating carney opening breaks down into a moderately paced ballad that could excite fans of the Blues Project and entice deejays. Breakout possible.

● LOST IN THE SHUFFLE (2:57) [Unart, BMI—McDuffy, O'Brien] R&B and pop spinners could turn this solid throbbing side into a hit for the consistent album clickers. Excellent organ and ork work behind a shattering vocal.

TWENTIE GRANS (Columbia 44239)

● GIVING UP YOUR LOVE IS LIKE (GIVING UP THE WORLD) [Little People, Myto, BMI—Mancha Ross] A potent, feelingful love item, this one could send the Twentie Grans high on the charts. Eye it carefully.

(B+) GUILTY (2:31) [Brohun, BMI—Ross, Griffin, Hunter]

HARD TIMES (World Pacific 77873)

● COLOURS (2:08) [Southern, ASCAP—Donovan] Buoyant, melodious, poetic romance ode here. Could appeal to a varied audience. Scan it.

(B+) BLEW MIND (2:45) [Har-Bock, BMI—Richardson]

BUDDY ENGLAND (Dot 17039)

● MOVIN' MAN (2:25) [H & L, BMI—Barr, Meshell] Buddy England could hit the charts with this moving, blues-toned toe-tapper. Don't let it out of your sight.

(B+) GET AWAY (1:59) [Beechwood, BMI—England, Farrar]

IDLE RACE (Liberty 55997)

● HERE WE GO ROUND THE LEMON TREE (2:40) [Wood] Give a close listen to this brisk-moving, contagious finger-snapper. It could be destined for a place on the charts.

(B+) MY FATHER'S SON (2:13) [Metric, BMI—Pritchard]

CHRIS KENNER (Instant 3286)

● FUMIGATE FUNKY BROADWAY (2:40) [Tune-Kel, —Kari] Chris Kenner could really go places with this funky, rhythmic rocker. Stirring performance.

(B+) WIND THE CLOCK (2:48) [Tune-Kel, —Kari]

'NEW' SOUND SPECTRUM (Take 6 1003)

● SUMMER GIRL (2:30) [Maravilla, BMI—Garcia] Keep an eye on this tuneful, medium-paced rock romancer. It could develop into a moneymaker for the "New" Sound Spectrum.

TONY MCKAY (Josie 979)

● THE TICKING OF THE CLOCK (3:19) [Weaver, McKree, BMI—McKay] Romantic rock ballad with a steady beat. Could see action for Tony McKay.

(B+) ISLAND HOG (2:40) [Weaver, McKree, BMI—McKay, Reese]



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## Columbia's Komisar To Promo Good Music Singles

NEW YORK—Tom Noonan, Columbia Records' director of national promotion, has announced that Harold Komisar, the label's national album product promotion manager, has been given the additional responsibility of the national promo of good music singles.

Within this broadened assignment, Komisar will be responsible to Noonan for planning, developing and directing all Columbia good music singles promotion. His position involving the national promotion of all Columbia albums remains unchanged.

In announcing Komisar's new assignment, Noonan commented: "This is a logical move and one that will assure us of greater direction and concentration in this very important area of good music records. Good music singles are vital to the introduction and initial exposure of new LPs and contribute heavily to the eventual sales of the LP product by the same artist. Harold Komisar's experience in the field and in his present position gives us strong support of these artists and records."

Prior to assuming his present position, Komisar served as district manager in Columbia Records' southeastern district for two years. Komisar joined Columbia Records as a salesman in 1960.



HAROLD KOMISAR

## Broadway Cleffers Hit With Public Rock Tune

NEW YORK—Moving off Broadway with "Cabaret" credits and an upcoming "The Happy Time Show" under their belts, tunesmiths Fred Ebb and John Kander have a guaranteed rock bag hit.

The composers came up with an r&r jingle, "Hey, Litterbug," for the Citizens Committee to Keep New York Clean, their first rock tune. Use of the jingle will be made on radio spot commercials, and as a backdrop for future television ads.

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# PLATTER SPINNER PATTERN

WPOP—Hartford is popping for love. The outlet's Good Guys have begun building a chain of love with flowers across the nation. The Good Guys asked listeners to send in flowers of every sort and description which could then be mailed to San Francisco as a gesture of love from the east coast to the west. More than 14,000 flowers were sent in and the proceeds from the contest were shipped to San Francisco's hippie newspaper, The Switchboard, in the Haight-Asbury section of the city. The Good Guys believe that theirs is the first effort in the country to build a flower chain between the coasts. Hartford was renamed Hartford by the Good Guys for the contest.

Now's your chance to win a real, live glamour girl. Don't let the fact that it's a cow deter you. It's free. All you have to do to win her is guess how much milk she produces during a 24-hour period when she is milked twice. WCFL-Chicago VIP Jerry G. Bishop awarded "Glamour Girl" to a lucky winner on August 31, in a one-man war against the Chicago milk strike.

In recognition of the 450th Reformation Anniversary, The Lutheran Churches are supplying some 5,000 broadcasting stations with an album prepared by the TV, Radio and Films Department of the American Lutheran Church in St. Paul, Minnesota. One side of the LP features the "Cantata Of New Life," a serious work by Robert Way and John Rydgren, which encompasses the anniversary theme of "Life—New Life." The other side consists of 12 one-minute radio spots, which also highlight the New Life motif.

"Try It," the Standells' latest Tower release, is yet another item in the controversy raised by Gordon McLendon's ban of recordings with "offensive lyrics," "suggestive, lewd sounds," or interpretive meanings considered in bad taste. "Try It" has been banned on many radio outlets throughout the country since its release. The Standells performed the disk intact on "Boss City," live on KHJ-TV-Los Angeles on August 19. Two weeks ago, Reb Foster, KRLA-Pasadena program director announced that his station would play the lid with 90% of the lyrics "bleeped" out. "Try It" became number 1 on WQAM-Miami, Fla., on WHOO-Orlando, Fla., and on WLL-Lynchburg, Va. It made the Top 10 on KSVN-Ogden, Utah, and on KFLY-Corvallis, Ore. It hit the Top 40 on WCOL-Columbus, Ohio. It has, of course, remained banned on all McLendon-owned stations, and on many other stations throughout the country. According to Bud Frazier, Tower president, there have been no consumer complaints received either by that company or the stations airing "Try It," and he confesses being "confused" by the lack of conformity of station reactions in various areas.

A KFRC-San Francisco listener will have the opportunity to hear his original lyrics sung by Moby Grape, and will receive \$1,000 in cash and royalties. "The Sound of San Francisco," KFRC's song writing contest, has drawn over 10,000 works from the Bay Area and surrounding counties. Contestants have been writing in prose, poetry, and original literary styles on subjects including peace, love, reality, meaning, and civil rights. Moby Grape will choose the winner from over 500 finalists. Many of the entries are preambled with personal notes to the Grape describing the inspirations of the contestants' lyrics. Some contain drawings or collages. The winner will be announced Friday, September 25.

WIBG-Philadelphia has won the 1967 TV Radio Mirror Award for outstanding programming in its broadcasting area. The outlet received the

award for the Bill Wright, Sr., Show, 10 A.M.—2 P.M. The TV Radio Mirror Award is the oldest in the broadcasting industry. The awards were established 18 years ago to help promote continued excellence in radio and TV programming.

KSFO-San Francisco News has won top honors in the California State Fair Press-Radio-Television awards. Gold medals for the Best Radio News Program and the Best Radio Public Affairs Program were awarded at the Governor's banquet at the Capitol on September 2. The award-winning news program was based on a representative newscast produced by Jeff Skov and delivered by Bill Heyward. It featured contributions by almost everyone in the news and engineering departments. The public affairs award for "Situation Wanted," a four-part documentary on the crisis in minority employment in the Bay Area, was produced and narrated by Mike Powell.

WYDD-Pittsburgh held the final installment of this year's "Free Ride on WYDD" contest on July 22. The WYDD-Guys and 40 guests went for a day at the races at Waterford Park, West Virginia. Thirty listeners rode a chartered bus to the track at Waterford Park, where they were Clubhouse Guests for dinner and cocktails, and WYDD provided wagering money for the races. The sixth race was billed "WYDD-Guys," and WYDD personalities Phil Brooks, Misty, Tony Mowad, Gil Barrington, and Ed Sullivan awarded a trophy to the winner of this race in the winner's circle.



WIBG MEETS THE MAMAS: The scene was Philadelphia's Convention Hall, where the Mamas and The Papas, together with the Blues Magoos, Moby Grape, and Scott McKenzie, played to an estimated crowd of 10,000 fans. Foreground, left to right: WIBG-Philadelphia deejays Allen Dean, Ray Gilmore, and Dean Tyler. Background, left to right: Mama Cass Elliot, WIBG deejay Joe Niagara, Mama Michelle Gilliam, and Dunhill Record promoter Matty Singer.

SPUTTERS: WCFL-Chicago VIP's Barney Pip, Ron Britain, and Jim Stagg emceed the Four Seasons concert at the Opera House on August 18. Dick Williamson and Jerry G. Bishop did the honors the following night.

VITAL STATISTICS: Dick Robinson, afternoon air personality for WDRC-Hartford, has been named chief announcer. . . . Bob Beers has been appointed program director of KSD-Des Moines. . . . Bob Dayton, previously heard on WABC-New York, has joined KRLA-Pasadena.

## Deejay Copy Of Ryder's 'Love' Under 4 Min.

NEW YORK—Airplay versions of Mitch Ryder's new Top 100 hit, "What Now My Love," have been pared 30 seconds by Bob Crewe, producer of the disk for the Dot-handled Dynovoice label. Originally running 4:13, sides run 3:33 in the special edition. Copies can be obtained through Dot or Dynovoice, headquartered in New York at 1841 Broadway.

# BIOS FOR DEEJAYS

## Van Morrison



Van Morrison was born 23 years ago in Belfast, Ireland. He comes from a musical family, his mother having sung opera, jazz, and blues. At the age of two, Morrison had his first "professional" job when a visiting aunt from Detroit paid him \$5 for singing "Money Is The Root Of All Evil." Throughout his school years in Belfast, he maintained a tremendous interest in music. At 15 Morrison left school to become a professional musician. Before he was 16, he had mastered the guitar, harmonica, tenor saxophone, and piano. He was soon touring Europe with a rock group, playing in Scotland, England, and Germany. A movie director spotted him and signed him for the part of a jazz musician in a German film. In 1964 he performed at an R&B club in Belfast, and formed a group called "Them." Among the tunes Them recorded was "Gloria," which Morrison wrote. The song was recorded by the Shadows of Night and became an American hit. Morrison has just had an album entitled "Blowin' Your Mind" released, and his current single, "Brown Eyed Girl," on Bang, is number 26 on the charts this week.

## Lulu



Little Marie McDonald McLaughlin Lawrie, professionally known as Lulu, is currently appearing in the Columbia Pictures film "To Sir, With Love," starring Sidney Poitier. In addition to acting, Lulu sings the title song of the movie. Her Epic single, "To Sir, With Love," is number 78 on the charts this week. Lulu was born on November 3, 1948, at Lennox Castle, Lennoxtown, Scotland. She began singing almost as soon as she could talk. She was about five when she won a competition on holiday in Blackpool. By the time she was nine she was regularly appearing with a local accordion band. She has made British and continental tours and has appeared on TV. In March, 1966, she toured Poland, reportedly the first British girl artist to play there. Lulu, who is managed by Marian Massey, began her professional career singing in Glasgow's Le Phonographe club when she was 14. Her hobbies are dancing and bowling. Ray Charles, Mel Torme, Dusty Springfield, and Stevie Wonder are her favorite singers.

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Atco #6511



## Merco 6 Mos. Net Drop; Campus Problems Cited

NEW YORK—Merco Enterprises, the large rack operation, has reported a net loss of \$98,022 for the six month period ended June 30, reports Jack Grossman, president and chairman. This showing was based on sales of \$5,348,218, an increase of 25% over the same period last year.

Grossman attributed the six-month profit picture to "unusual circumstances surrounding our college operation." He said costs of putting the company's college operation on a "sound paying basis" proved to be far in excess of what the firm thought would be necessary. "Much of the merchandise on the shelves of the College Book Stores turned out to be hopelessly out-dated. We chose to accept the return of this out-dated merchandise at the price that it had originally been billed although its value was greatly reduced. We did this in order to replenish the inventories of the collegiate retailers with saleable recordings and also to show our good faith."

At the time of the acquisition of Collegiate Record Co., the Merco serviced 260 College Book Stores in 36 states. The figure, Grossman said, is now 300 accounts and the scope of the operation extends from coast-to-coast. He said a "painful 'clean-up' campaign would mean profits from the college operation in the next six months.

He predicted an overall profit for the company for the entire period of 1967.

## Tony Bruno Slated For Vegas Showing

HOLLYWOOD—Former record producer and now Buddah Record artist Tony Bruno has been booked in for a four-week stint at the Frontier niter in Las Vegas.

Arrangements firmed by Sy Samuels with Frank Melvin and Artie Ripp, arranged for an estimated \$10,000 weekly for Bruno and his 18 piece orchestra. The figure was cited as unusual for an artist represented only by his first LP and single, "Small Town, Bring Down."

The engagement begins Sept. 20.

## Sons Ink Merchandising Pact With Screen-Gems

HOLLYWOOD—Peter Leeds, manager of Every Mother's Son, has announced that the MGM rock group just signed a contract with Screen-Gems for merchandising. The pact does not include filming deals, though the team is currently negotiating with David Wolper and others.

Every Mother's Son, currently hitting with "Put Your Mind At Ease" (#56), made the contract while in Hollywood for the taping of a Hollywood Palace Show to be aired this week (5), and a series of local tv'ers.

## Bell Issues 7 LP's

NEW YORK—As a part of its fall program, Bell Records has just released 7 new albums. Highlighting the release is "All Mitch Ryder Hits" on the New Voice label. On the Bell label itself are: "The Pure Sound Of The Purifys—James Bobby;" "More For Your Money," by various artists; "The Wonderful, Wacky World Of Woody Allen;" "Psychedelic Seeds," by the Electric Piano Playground; and "The Guitar Styling Of Those Nashville Cats," by the Tennessee Guitars. On Bell's Sphere Sound label is "I Need You," by Elmore James.

Beginning with this release, Bell is instituting a new sales plan which offers to the dealer two free albums with every ten he buys.

## Jubilee & Argon Sign Production Contract

NEW YORK—Jubilee Records and Clyde Otis' Argon Productions have inked a long-term production contract which calls for Argon to record several artists who are signed exclusively to Argon for release on Jubilee. Under the terms of the contract, Otis will A&R both singles and LP's.

## Amiel Takes In Art Post As Nat'l Sales Manager

LOS ANGELES—Fred Darian and Irv Weinhaus, heads of InArts records, this week announced the appointment of Lewis Amiel as national sales manager.

Amiel, a veteran of 20 years in the music field has functioned in distribution, production, sales and retailing.

"Mr. Amiel, with his background and thorough knowledge of the record business," Darian said, "will prove a valuable asset to our new organization."

InArts, recently formed as a division of International Artists, Ltd., this week releases two singles, "High Flyin' Bird," by the new Good Time Singers and "Let Me Touch You" by the ESB.

## Carole Distribution Reaches Crescendo

HOLLYWOOD—Gene Norman, president of GNP Crescendo, last week announced that his company would be exclusive worldwide distributor for the new Carole label. Mike Curb of Sidewalk Productions will provide all masters for this new label starting with two new releases—an instrumental version of "Ode To Billie Joe" featuring Bob Summers, his guitar and orchestra; and a new song by writers T. Gilbert and J. Carter, "Incense and Peppermints" featuring "A Little Bit Of Sound." Other releases already planned for Carole feature Mary Ford and The Mystic Astrologic Crystal Band.

"When Capitol was but four years old, I was an infant advertising copy-writer working for a Los Angeles agency . . . since I knew absolutely nothing about music or records, it was "natural" that I be assigned to prepare copy and advertisements for a record company . . . Capitol."

**Stanley M. Gortikov**  
Pres. CRDC

NEXT WEEK: THE CASH BOX COMMEMORATIVE TO CAPITOL'S 25th ANNIVERSARY.

## Motown's Confab: Number 1 Makes It



The Motown label's first national sales confab was a fun-filled, order-taking (\$4 million on 15 LP's) success. Top photo is a group shot of the sales meeting held in Detroit as part of the Motown Convention Aug. 25-28. The next photo shows (l. to r.) Paul Glass, Allstate Distributing in Chicago; Berry Gordy Jr., president of Motown; Mr. and Mrs. Fred Ross; Diana Ross. Berry Gordy Jr., is shown receiving a standing ovation at the Motown "Showcase '68" review. Howard Allison of Southern Distributing in Nashville, is shown at the gaming tables with phony Motown money. Mr. & Mrs. Jack Sager of Boston's Hitsville, are pictured as they leave the boat after the Motown ride up the Detroit River. Shown flashing the winning tickets are Eddie Biscoe, Motown's national promotion director, and Art Godwin, of Atlanta's Godwin Distributing. The two Mexicans in the bottom photo are Cash Box's own Bernie Blake (left) and Irv Lichtman (right) with Motown vice president Barney Ales.

What's Monday Without



For Ann.

Glenn Yarbrough's new single

# Honey and Wine

c/w "Ain't You Glad You're Livin', Joe" #9309

A strong coupling from his new album "Honey and Wine"  
LPM/LSP-3860, dedicated to his wife.

**RCA VICTOR**   
The most trusted name in sound



# TALENT ON STAGE

## STEVE LAWRENCE & EYDIE GORME

The weatherman did his dampest as the Forest Hills Music Festival staged its concluding concert on Saturday night, August 26th, presenting Steve Lawrence and Eydie Gorme before a sellout stampede of rain-weary fans.

The festivities got underway with the sibling syncopation of the Everly Brothers. Phil and Don Everly paid musical tribute to a number of their "best" girls— "Wake Up, Little Suzie," "Kathy," and "Suzy Q." And then the crowd joined them in a rousing sing-in of "Bye Bye Love."

Deejay William B. Williams, who confessed he couldn't speak for long without "breaking for a Robert Hall commercial," quickly introduced Steve Lawrence who soloed "The Impossible Dream" and "Tell Me Where Can I Go?" with impressive fervor. After overcoming some mike difficulty, Eydie joined spouse for some Broadway show chants, proving that the family that sings together, swings together. Then Eydie broke up the place with her spine-chilling rendi-

tion of "If He Walked Into My Life."

The tennis stadium also served as proving ground for two brand new numbers from the team's Broadway-bound opus, "Golden Rainbow," as the audience reacted approvingly to Steve's "I Gotta Be Me," and Eydie's "How Could I Be So Wrong." The Show will mark the twosome's initial Rialto effort and they may well turn out to be the musical stage's answer to Lunt and Fontanne.

Columbia's gems then breezed through some back-and-forth banter before closing out with "The Honeymoon Is Over." The performance went on without an intermission in an effort to outwit the weather. At one point, a soupy fog stalked the stadium and steeped the entire proceedings in a pseudo-psychedelic haze.

Jackie Mason wrapped up the evening in a gale (no pun intended) of laughter. All in all, the inclement weather did nothing to dampen the high-spirited musical luster of the event.

## NANCY WILSON

Title: Nancy Wilson is as easy on the ears as she is on the eyes (or Nancy Wilson is as easy on the eyes as she is on the ears).

Preface: The lights are dimmed, the curtain is raised and the stage bursts into life as the Doodletown Pipers invade the Congo Room at Las Vegas' Sahara Hotel. "Bright And Breezy" is the Doodletown battle cry, spry and sprightly is the army's attack. The group is fun and, at times, funny, with the horde of freshly-scrubbed, All-American Doodletowners offering a fare ranging from rock through a cute sketch on heroes and villains in Movieland. The pace is quick and the performers abound in energy. It's a pleasant appetizer before the main course.

Our Story: With an enchanting smile, Nancy Wilson tells us very early in the program (via "Don't Talk, Just Sing") that there will be no monolog forthcoming during her performance. She's a singer, she says, and is paid just to sing. She more than fulfills her contractual stipulations.

Call her a jazz singer. Call her a blues singer. Or maybe a pop singer.

You can't be too far off with any of those tags. Nancy is wit and charm, humor and flair, lowdown and uptown. She epitomizes that quality which is often described by such an unclassy word as "class." But if that's the word that is used, we'll use it. Nancy Wilson has class!

Her repertory ranges widely. She touches on rock, adds a dash of Broadway and sprinkles in pop most generously. And over all she laces in the heady spicing of jazz. That's her forte, after all, and she uses it to her best advantage.

Call in the Pipers once again for a little zest on a medley of "Sunny" and "Up, Up And Away." Then enjoy the dessert—her closing effort of "You Can Have Him" from the Broadway vehicle, "Miss Liberty. This is her strongest piece. It's a poignant, somewhat bitter number and she offers it with "truth and sarcasm."

It's a wholesome show, and an enjoyable one. Nancy Wilson entertains delightfully, and that, for an entertainer should be a much sought after accomplishment.

## EDDIE FISHER

NEW YORK—RCA Victor songster Eddie Fisher is currently sharing a six week engagement with comedian Buddy Hackett at the Palace Theatre. On opening night, Monday, Aug. 28, Fisher took the spotlight for the first half of the evening (the two artists alternate their order of performance each night) and offered a program consisting of standards, show tunes and his own hits.

Fisher opened the show with "Let Me Entertain You" and then went on to give a sentimental reading of "The Impossible Dream" (a number which he used as a sort of theme song

throughout his performance, repeating it in part several times throughout the evening). "Games That Lovers Play," his most recent hit, and "Oh, Mein Papa," which was a hit more than a decade ago, were among the highlights of the evening, as was a zestful Jolson medley.

Fisher kept his audience entertained throughout the show.

Buddy Hackett depended on ribaldry to sustain most of his routines, some of which were amusing and some of which were not. An account of his army experiences was the highlight of his performance.

## VAN MORRISON

NEW YORK—If R&B is your cup of tea, we suggest you hie yourself down to the Bitter End on Bleeker Street where Van Morrison is serving up a heady brew of same. Morrison, currently represented on the charts with "Brown Eyed Girl," sends up a shower of electric sparks in a scintillating performance of soul tunes calculated to rattle your back teeth. Supported on stage by three lissome girl singers, the artist blasts his way through an energetic program which does not give him a moment to pause for breath.

It is the unabated intensity of Morrison's performance which makes one wish that the singer had more of a mixed bag. The sheer, overwhelming dynamism of the artist becomes wearing after a bit, and one longs for a quiet change of pace.

Nevertheless, Morrison's forceful delivery is his strength as a performer, and the artist displays a talent for R&B which many a fellow entertainer might envy. Van Morrison's New York debut, all in all, was a highly auspicious occasion.

## ARLO GUTHRIE STEVE GILLETTE

NEW YORK—Reprise recording artist Arlo Guthrie opened to a packed house at the Gaslight Cafe, Aug. 30., on a double bill with Vanguard's Steve Gillette. Pop Hood's Gaslight is one of the few folk clubs that has remained a folk club in the midst of Macdougall St.'s tinsel glitter. It's proved its mettle once again by booking two acts of such high caliber into the same program.

Steve Gillette opened the show with several tunes, all of which featured his highly personalized guitar style. A particularly rewarding style that combines flat picking and finger picking at the same time, utilizing the better points of both. Gillette sang "Molly And Tenbrooks," "You Don't Know Her Like I Do," and "2:10 Train" but the highlight of the set was his (and Tom Campbell's) now-almost-standard, "Darcy Farrow." Perhaps the most refreshing element in Steve Gillette is his honesty. He comes on stage with something to say, says it very well, and leaves.

From the beginning of his set, Arlo had the audience right where he

wanted them. He knew it, they knew it; he seemed to enjoy it, and they did too. Arlo began his set with the "Motorcycle Song," a delightful bit of whimsy, the first line of which reads, "I don't want a pickle, just want to ride my motorcycle." Next in line from Arlo was his fiercely satirical "Alice's Restaurant Massacre Pt. 2." The song which runs in excess of 30-minutes, is a masterpiece of controlled digression; beginning as the saga of a littering conviction in Stockbridge, Mass., and ending as an exercise in draft evasion. Considering the date, Arlo closed his set with a Christmas carol entitled, "The Paws Of Mr. Claus."

As an encore, Arlo did an impromptu (and presumably unsolicited) Exceldrin commercial. Arlo left the stage after informing the audience that they might see how fast the tablet worked by the next set because, "I'm not about to sing you a song with a headache." He had shown himself an excellent humorist in addition to his having arrived as a folk star in his own right.

## JAKE HOLMES

NEW YORK — Somewhere on the back shelves of a number of record shops, an LP called "The Above Ground Sound of Jake Holmes" gathers dust, but not in the "underground" sections, where the singer has gained a sizeable following.

In his current stint at the Bitter End (through the end of this week) Holmes is spreading his material further along the line, and doing a shattering job of it.

Relying solely on adept lyrics and the tight sound of his small combo (two guitar accompanists and a drummer), he delivers his statements with a clarity and art lacking in many of the "undergrounders." Images, statements, phrasings and a universalized personal commentary give Holmes a stature considerably above the "shock" artists and pseudo-poets crowded into Village and West Coast clubs.

Musically, he presents a voice in

the low tenor range, thus able to offer a fine, fragile sound as well as a more substantial baritone burst where needed. His original lyrics range from the forthright lover's complaint "I Think I'm Bein' Had" to an introspectively ornate "Lonely" and the searing commentary of "Genuine Imitation Life."

Open and relaxed in his stage presence, Holmes makes the most of his time between numbers with a few comedy routines; including a description of his visit to San Francisco, during which time he was a bit "ill." At first it seemed to be homesickness, but it turned out only to be symptoms of withdrawal—from soot.

His humor reflects the material and style of his songs, capturing bits of the hip and straight worlds in a brand new combination.

Release of his upcoming Tower single should bring well-earned acclaim to this bright entertainer.

**" 'The Make Believe Ballroom' started back in the early thirties—B.C. That's Before Capitol."**

**Al Jarvis**

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LIONEL JEFFRIES

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Music by Frederick Loewe  
Directed by Moss Hart

Music Conducted by Alfred Newman

Music by  
FREDERICK LOEWE

Screenplay and Lyrics by  
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Produced by  
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ATLANTA, GEORGIA—A new R&B label, Baja Records, has been formed here in Atlanta by writer-producer Jan Cox and R&B retailer Bill Barrow, owner of Record Heavens 1, 2, and 3. Cox is handling production and Barrow promotion for the label. Baja Records, whose studios and offices are located at 4 Broad St. S.W., is a part of Baja Recording Co., which also includes Twin Jay Music Publishers and Southern Sound Recording Studios. The label's first disk, issued two weeks ago, is entitled "If Love Is Not The Answer, (Where Do We Go From Here?)." Four more singles and a comedy album will be released by the label in Sept. Baja is distributed by Godwin, F & F, Tone, and Southern.

In speaking of his plans for the label, Jan Cox stated that the back of every vocal release will carry not a separate tune but an instrumental version of the 'A' side performed by Baja's studio band, the Congregation. Cox says that he wants everything he records to be of quality and that he "will not throw away good material on a 'B' side that may never be heard."

**Bell Shifts Coronados' Tag**

NEW YORK—Irv Biegel, sales manager for Bell Records, has announced that the recording of "Johnny B. Goode" by The Coronados advertised by Bell Records in the August 19, 1967 issue of Cash Box was not a product of the Parliament Records' division of Connoisseur Record Corporation and that the name Parliament Records was used by Bell Records, Inc. inadvertently and will be discontinued. The Coronados hereafter will appear on another label distributed by Bell Records.

**2 NEW R&B RELEASES!**

**"SOLDIER'S SAD STORY"**

**TINY WATKINS**

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**"YOU'LL LOSE A GOOD THING"**

**KIP ANDERSON**

EXCELLO 2288

**NASHBORO RECORDS** 1611 WOODLAND ST.  
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**'Take A Look' Hits Top 100**

NEW YORK—"Take A Look," by Aretha Franklin on Columbia, the first record to be endorsed by the Take A Look Foundation, has reached the Top 100. The disk was released earlier this month at the request of the foundation as a public service feature to help in curbing violence and in preventing further disorder in racially troubled cities in the U. S.

Numerous letters have been received by the foundation from deejays across the nation to the effect that they are programming the record and others of a similar nature, which have also been endorsed by the Take A Look Foundation.

Other platters that have been released include "American Power," by Johnny Wright on Decca, "This Bitter Earth," by Dinah Washington on Mercury, and "If I Had A Hammer" b/w "A Change Is Gonna Come," by Sam Cooke on RCA Victor. More records will be issued in the near future.

The founders of the Take A Look Foundation have been holding meetings to draw up a list of prominent names in the entertainment industry to be invited to join the foundation's board of directors.

**Frog Leaps Into Action**

NEW YORK — Signings by three groups and the initial release of two singles marked the opening of Frog Records last week by Joe Buser.

Formerly an independent record producer, Buser is operating the new label in headquarters at 23 Maryland Ave., Bay Shore, New York.

The three teams inked by Frog are a girl vocal group, the Sassy Ones; and two soul-rock combos, the First Grade and the Chosen Ones.

First singles, shipped late last week, are "But We're Old Enough" by the First Grade and "Cold Summer" from the Chosen Ones.

**Montfort Singers Now Tagged Montfort Missions**

NEW YORK—The Montfort Missions is the new name for the Warner Bros. label's new act previously known as the Montfort Singers. Group is composed of seminary students who do anti-poverty work in the St. Louis area. According to George Lee, eastern head of the label, the group will have a singles release this month, followed by an LP, now being cut by Milt Okun, in Oct. They are also scheduled for a number of TV appearances and engagements in such clubs as the Hungry i. In their spare time, they are permitted to perform for commercial purposes. Last week, they appeared on the Mike Douglas TV'er, and will guest on Ed Sullivan in the near future.

**J/R Advertising Opens On Coast**

LOS ANGELES—Ivor Associates, Los Angeles/New York public relations firm, has announced the formation of a subsidiary advertising agency, J/R Advertising Co., which has opened its doors at 8961 Sunset Boulevard, Los Angeles. Telephone 278-3313.

Principals in the agency are John Ivor Kurland and Ron Tepper. Initial clients for the agency are Gauss Electrophysics, and The Peanut Gallery, a new type of adult nightclub which will open this fall in Los Angeles.



**TOP 50 IN R&B LOCATIONS**

1	BABY I LOVE YOU Aretha Franklin (Atlantic 2403)	1	26	WHITER SHADE OF PALE Procol Harum (Deram 7507)	18
2	COLD SWEAT James Brown (King 6110)	2	27	BABY I'M LONELY Intruders (Gamble 209)	33
3	YOU'RE MY EVERYTHING Temptations (Gordy 7063)	3	28	THE WINDOWS OF THE WORLD Dionne Warwick (Scepter 12196)	26
4	FUNKY BROADWAY Wilson Pickett (Atlantic 2430)	7	29	I CAN'T STAY AWAY FROM YOU Impressions (ABC Paramount 10964)	31
5	GROOVIN' Booker T. & MG's (Stax 224)	5	30	MAKE ME YOURS Betty Swann (Money 126)	20
6	REFLECTIONS Diana Ross & Supremes (Motown 1111)	6	31	EXPRESSWAY TO YOUR HEART Soul Survivors (Crimson 1010)	43
7	CASANOVA Ruby Andrews (Zodiac 1004)	8	32	JUST OUT OF REACH Percy Sledge (Atlantic 2434)	36
8	EVERYBODY NEEDS LOVE Gladys Knight & Pips (Soul 35034)	4	33	FUNKY BROADWAY Dyke & Blazers (Original Sound 64)	22
9	YOUR LOVE KEEPS LIFTING ME HIGHER AND HIGHER Jackie Wilson (Brunswick 55336)	10	34	LOVE IS A DOGGONE GOOD THING Eddie Floyd (Stax 223)	37
10	IN THE HEAT OF THE NIGHT Ray Charles (ABC Paramount 10970)	12	35	YOUR PRECIOUS LOVE Marvin Gaye & Tammi Terell (Tamla 54156)	—
11	GET ON UP Esquires (Bunky 7750)	14	36	FALL IN LOVE Betty Swann (Money 129)	50
12	COME ON SOCK IT TO ME Syl Johnson (Twilight 100)	9	37	IF THIS IS LOVE Precisions (Drew 1003)	38
13	MEMPHIS SOUL STEW King Curtis (Atco 6511)	21	38	THAT DID IT Bobby Blue Bland (Duke 421)	24
14	KNOCK ON WOOD Otis Redding & Carla Thomas (Stax 228)	16	39	BIG BOSS MAN Erma Franklin (Shout 218)	32
15	I WAS MADE TO LOVE YOU Stevie Wonder (Tamla 54151)	11	40	GLORY OF LOVE Jackie Lee (Keymen 109)	48
16	YOU GOTTA PAY THE PRICE Al Kent (Ric Tic 127)	25	41	LITTLE OLE MAN Billy Cosby (Warner Bros. 7072)	—
17	LOVE BUG LEAVE MY HEART ALONE Martha & The Vandellas (Gordy 7062)	23	42	YOU KEEP RUNNING 4 Tops (Motown 1113)	—
18	SWEETEST THING THIS SIDE OF HEAVEN Chris Bartley (Vando 101)	15	43	YOU'RE THE MAN Inez & Charlie Foxx (Dynamo 109)	45
19	SOUL FINGER Bar-Kays (Volt 148)	17	44	HEART BE STILL Lorraine Ellison (Loma 2074)	—
20	DIRTY MAN Laura Lee (Chess 2013)	27	45	LET LOVE COME BETWEEN US James & Bobby Purify (Bell 685)	—
21	IT'S GOT TO BE MELLOW Leon Haywood (Decca 32164)	34	46	TAKE A LOOK Aretha Franklin (Columbia 44270)	—
22	TESTIFY Parliaments (Revilot 207)	19	47	9 LBS. OF STEEL Joe Simon (Sound Stage 7-2589)	—
23	APPLES, PEACHES AND PUMPKIN PIE Jay & Techniques (Smash 2086)	29	48	HUNK OF FUNK Gene Dozier (Minit 32026)	—
24	NEARER TO YOU Betty Harris (Sansu 466)	13	49	BELIEVE IN ME Jesse James (20th Century Fox 6684)	—
25	SOUL MAN Sam & Dave (Stax 231)	41	50	SHOUT BAMALAMA Mickey Murray (SS1715)	—



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tells it all.*

# *That's Groovy*

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# *Kim Weston*

*Miss Good'n Groovy*



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*Produced by Mickey Stevenson*



## POP PICKS



**PROCOL HARUM**—Deram DE 16008/DES 18008  
Procol Harum follows up its chart hit, "A Whiter Shade Of Pale," with its first album. Included on the disk, in addition to that tune, are "She Wandered Through The Garden Fence," "Something Following Me," "A Christmas Camel," and "Repent Walpurgis." A 22" x 33" poster comes with the LP. The package should shortly be receiving lots of chart play.



**WITH LOVE**—Horst Jankowski—Mercury MG 21125/SR 61125

Pianist-arranger Horst Jankowski has put together a pleasant pastiche of pop tunes for the maximum in listening enjoyment. The melodies include "Fly Me To The Moon (In Other Words)," "Music To Watch Girls By," "The Days Of Wine And Roses," and "A Lover's Concerto." The set should score solidly with good music fans.



**BLOWIN' YOUR MIND**—Van Morrison—Bang BLP/BLPS 218

Van Morrison sings a selection of R&B outings. Among the tunes are the artist's current chart item, "Brown Eyed Girl," "He Ain't Give You None," "Goodbye Baby (Baby Goodbye)," and "Who Drove The Red Sports Car." The performer renders his material with style and feeling, and the album should enjoy heavy sales action.



**VANILLA FUDGE**—Atco (SD) 33-224

The Vanilla Fudge performs ten rock outings. Among the efforts are "Ticket To Ride," "She's Not There," "Illusions Of My Childhood," Parts One, Two, and Three, and "Take Me For A Little While." The group creates a wailing, choral effect in "People Get Ready" and an eerie, psychedelic sound in "Illusion Of My Childhood." A most promising LP debut indeed.



**THE TRIP**—Original Soundtrack by the Electric Flag, An American Music Band—Sidewalk T/ST 5908

All but one of the 18-tunes of this powerhouse soundtrack were composed by Mike Bloomfield, leader and lead guitar of the Electric Flag. Barry Goldberg wails on organ, piano, and harpsichord. With that kind of talent, the LP should prove a fast moving item and have an easy jaunt to the Top 100. "Gettin' Hard," "A Little Head," "Peter Gets Off," and "Fine Jung Thing" are among the better tracks.



**MORE BRAZILIAN BYRD**—Charlie Byrd—Columbia CL 2692/CS 9492

Brazilian rhythms are the order of the day on this fine LP which spotlights the talents of guitarist Charlie Byrd. Included on the offering are "One Note Samba," "Pretty Butterfly," "How Insensitive," and "Foi A Saudade (You Can't Go Home Again)." The music is light, soft and refreshing, and the album should stir plenty of consumer reaction.



**THERE MUST BE A WAY**—Jimmy Roselli—United Artists UAL 3611/UAS 6611

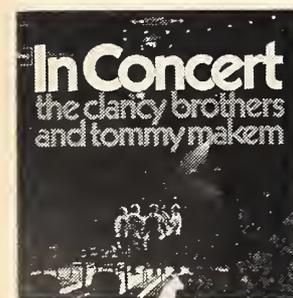
Here's Jimmy Roselli's follow up album to his chart single, "There Must Be A Way." Titled after that hit tune, the set features, besides the title song, "There Goes My Everything," "Oh What It Seemed to Be," "I Don't Want To Walk Without You," and "Walkin' My Baby Back Home." The package should be cause for rejoicing for the artist's followers.



**ENCADENADOS**—Carmen Delia Dipini—Dorado DRM 1000/DRS 2000

Carmen Delia Dipini sings eleven Latin ditties with warmth and intensity. The offerings include the title song, "Encadenados," "Vamos A Contar Mentiras," "No Debo Perdonarte," and "Por Neustra Corbardia." The romantic, lyrical tunes are interpreted with fervor by the artist, and the LP should set a brisk sales pace.

## POP BEST BETS



**IN CONCERT**—Clancy Brothers & Tommy Makem—Columbia CL 2694/CS 9494

The Clancy Brothers and Tommy Makem render a group of folk-oriented tunes in a vigorous, zestful manner. Among the songs are "Blackwater's Side," "Red-Haired Mary," "Master McGrath," and "In This Windy Old Weather." The energetic, boisterous melodies provide a richly rewarding listening experience.



**CHUCK BERRY LIVE AT FILLMORE AUDITORIUM**—Mercury MG 21138/SR 61138

The granddaddy of the rock 'n' rollers, Chuck Berry, delivers his customary exciting performance on an LP recorded live at Fillmore Auditorium in San Francisco. The tunes include "Everyday I Have The Blues," "Driftin' Blues," "Hoochi' Coochi' Man," and "Johnny B. Good." The set should score major sales returns.



**KING GUITAR**—Al Caiola—United Artists UAL 3586/UAS 6586

Guitarist Al Caiola plays eleven pop tunes in a display of striking versatility. Included on the package are "This Is My Song," "For A Few Dollars More," "A Man And A Woman," and "Stag Or Drag." The artist exhibits complete mastery of his instrument on the LP, and the disk could very well develop into a monster.



**TINA MASON IS SOMETHING WONDERFUL!**—Capitol T/ST 2785

Tina Mason warbles a tuneful package of pop outings. Included on the set are "You Are There," "Life And Soul Of The Party," "A Good Kind Of Hurtin'," and "Crazy He Calls Me." The artist sings with intensity and spirit on this, her debut album. The LP should make many new friends for the lark.



**AND ME . . . I'M ED McMAHON**—Cameo C/SC 2009

Johnny Carson's number 1 man, Ed McMahon, displays a winning way with a song on this set of pop tunes. Included on the disk are "Wait Till You See Her," "The Most Beautiful Girl In The World," "Thank Heaven For Little Girls," and "They Call The Wind Maria." McMahon sings with disarming naturalness, and the package shapes up as a big winner.



**THE DUKES OF DIXIELAND ON PARADE**—Audio Fidelity AFLP 2174/AFSD 6174

The Dukes of Dixieland set out on a zestful, sprightly parade of Dixieland tunes, calculated to warm the hearts of Dixieland fans throughout the land. Numbers on the LP include "South Rampart Street Parade," "Alexander's Ragtime Band," "New Orleans Funeral," and "Thunder & Blazes." Should be spins aplenty in store for this one.

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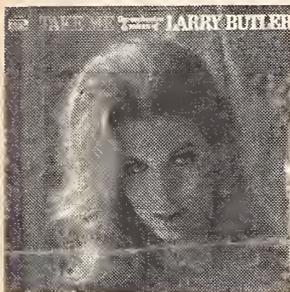
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## POP BEST BETS



**TAKE ME**—Larry Butler—Imperial LP 9354/12354

The orchestra and voices of Larry Butler are spotlighted in this delightful album of pop tunes. Among the melodies are "Here Comes My Baby Back Again," "Livin' In A House Full Of Love," "Kiss Away," and "Sugar Lips." The music flows gently and softly and the disk should be popular with the good music trade.



**MORNING SONG**—Jackie Washington—Vanguard VRS 9254/VSD 79254

Jackie Washington offers a sampling of folk-slanted ditties. The tunes include the title song, "Morning Song," "You Can't Buy Me Back," "Lily Of The West," and "A Night In June." The artist sings with unstrained warmth and intimacy, and the LP should favorably impress a large listenership.



**SONGS FOR RAINY DAY LOVERS**—Clare Fischer—Columbia CL 2691/CS 9491

Pianist Clare Fischer is featured on an album of pop instrumentals. Included on the LP are "On A Clear Day You Can See Forever," "I'm Beginning To See The Light," "Look At That Face," and "The Shadow Of Your Smile." The arrangements are rich and full, and the disk should gain the approval of the middle-of-the-road trade.



**FLY BUTTONS**—Various Artists—Capitol T/ST 2502

An album of five comedy routines distinguished by their wit and originality. The routines are: the title track, "Fly Buttons," "Won'erful, Won'erful," "The Eisenhower Interview," "The 2000 Year Old Man," and "Max Tractor, Cosmetologist." The humor flies fast and furiously, and the LP provides many a hearty chuckle.



**MESSAGE TO OUR ANCESTORS**—Introducing Big Black—Uni 3012/73012

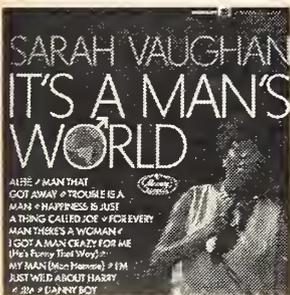
The rich, primitive sounds of the African jungle are featured on this album. Big Black plays the kongo drums and Black Harold performs on the flute. The songs include "Speak To Me," "The Snake Charmer," and "Bits And Pieces." The LP should be popular with listeners who enjoy African music.



**SOUNDS OF AFRICA**—Verve/Forecast FT/FST 3021

An album of music from the ABC News television production, "Africa." The LP features the musical sounds and moods of Nigeria, Ghana, Mocambique, Uganda, and Botswana. Most of the music on the LP was recorded with folk performers; consequently there is complete authenticity. The disk should appeal to anyone interested in the Dark Continent.

## JAZZ PICKS



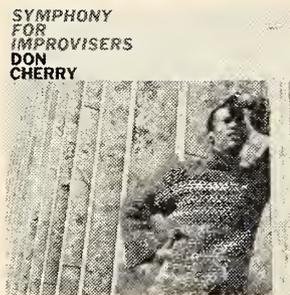
**IT'S A MAN'S WORLD**—Sarah Vaughan—Mercury MG 21122/SR 61122

Sarah Vaughan lends her brilliant talents to a package of pop efforts. The offerings include "Happiness Is Just A Thing Called Joe," "For Every Man There's A Woman," "I Got A Man Crazy For Me (He's Funny That Way)," and "I'm Just Wild About Harry." The artist displays her customary full, rich tone and infallible phrasing. The disk should have immense appeal for the lark's followers.



**NEW VIEW!**—John Handy—Columbia CL 2697/CS 9497

The New John Handy Quintet performs three jazz tunes: "Naima (In Memory Of John Coltrane)," "A Little Quiet," and "Tears Of Ole Miss (Anatomy Of A Riot)." The Quintet consists of John Handy, alto sax; Bobby Hutcherson, vibes; Albert Stinson, bass; Doug Sides, drums; and Pat Martino, guitar. The album should find favor with jazz enthusiasts.



**SYMPHONY FOR IMPROVISERS**—Don Cherry—Blue Note BLP 4247/84247

Cornetist Don Cherry leads his troupe through an inventive set of eight jazz sessions. The numbers include the title track, "Symphony For Improvisers," "What's Not Serious," "Manhattan Cry," and "Sparkle Plenty." Cherry has eliminated the separating hiatus between the tunes, leaving the record as a unit, intact and self-sufficient. Jazz buffs should go for the LP in a big way.



**I'M MOVIN' ON**—Jimmy Smith—Blue Note BLP 4255/84255

Organist Jimmy Smith renders six jazz sessions. He is given able support by Grant Green on guitar and Donald Bailey on drums. The tunes include the title track, "I'm Movin' On," "T'Ain't No Use," "Back Talk," and "What Kind Of Fool Am I." Smith inventively utilizes the many colors of the organ, and the set should catch the fancy of jazz aficionados.

## CLASSICAL PICKS



**HONEGGER: JOAN OF ARC AT THE STAKE**—Zorina; Seiji Ozawa/London Symphony Orchestra—CBS 32 21 0003/32 21 0004

The first recording in English of Arthur Honegger's oratorio masterpiece, "Joan Of Arc At The Stake." Vera Zorina plays the part of Joan and Alec Clunes is Brother Dominic. Seiji Ozawa conducts the London Symphony Orchestra and Chorus and the Orpington Junior Singers in an inspired performance of the work. The 2 record set should gain the approbation of classical music lovers.



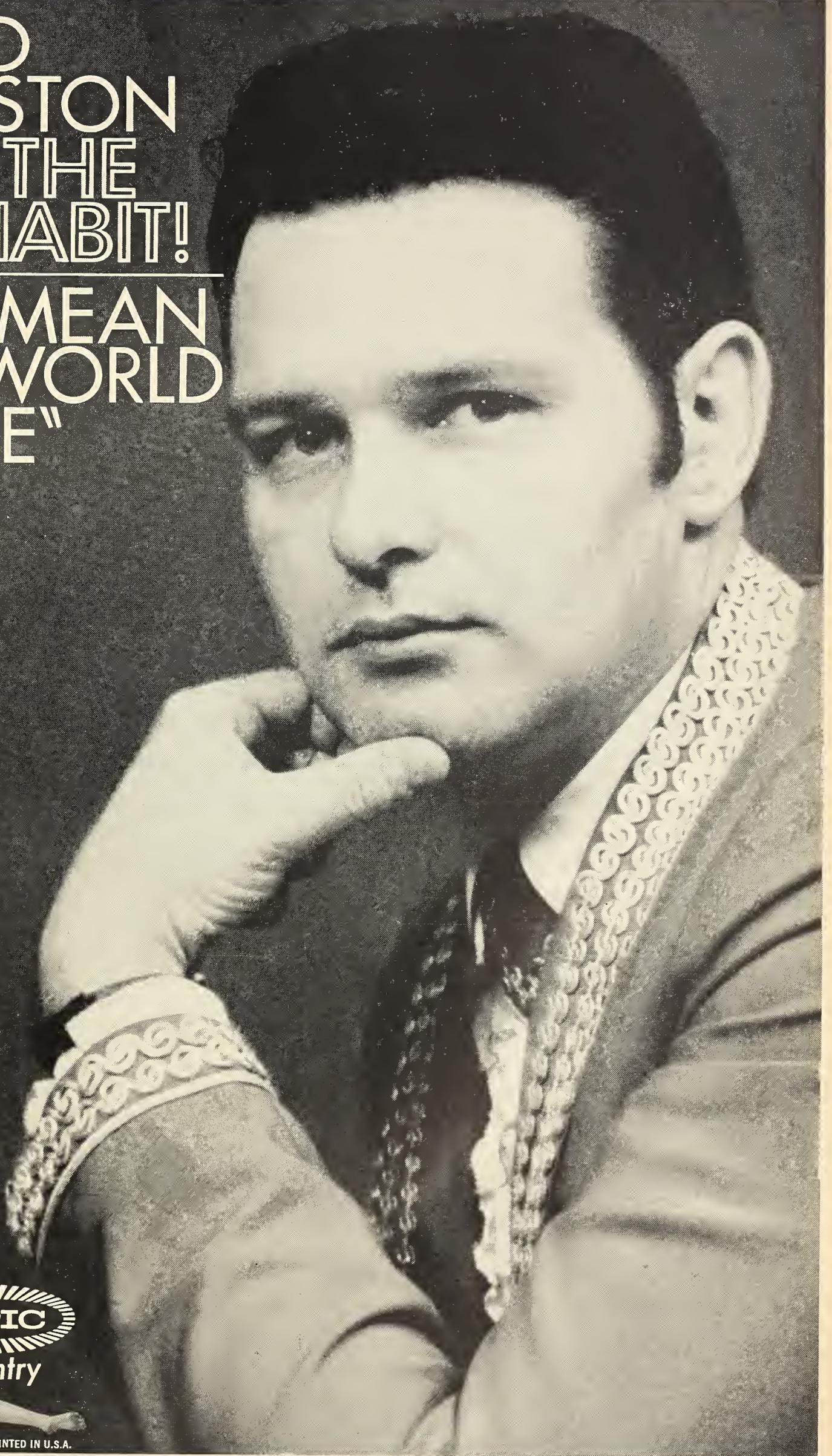
**BRAHMS: ALTO RHAPSODY; KODALY: PSALMUS HUNGARICUS**—Various Artists—Mercury SR 90467

An album consisting of Johannes Brahms' "Alto Rhapsody, Op. 53" and "Tragic Overture, Op. 81," and Zoltan Kodaly's "Psalmus Hungaricus, Op. 13." Igor Markevitch conducts the Russian State Academy Choir and the Russian State Symphony Orchestra in a magnificent performance of the works. This is a most distinguished classical recording.

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HAS THE  
HIT HABIT!

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THE WORLD  
TO ME"

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## RCA Victor Makes Deal To Market Chart Records

To Mfr, Promote, Distribute Indie C&W Label

NASHVILLE — Slim Williamson's Nashville-based Chart Records made a rather unique deal, when Williamson signed a deal with RCA Victor last week (1), for that company to handle his label, world-wide, on a manufacturing, promotion and distribution level. The deal made between RCA division vp Steve Sholes and Chart co-owners Williamson and Stephens, sees the vast Victor complex taking on only its second label in this manner; the first being Colgems, which has been booming consistently in the pop field with the Monkees. Victor handles no other country labels in this, or any other, manner.

Williamson and Stephens founded the Chart setup in 1964, and hit the national listings with their second release, "Lookin' For More In '64." The disk, which remained on the lists for almost six months, reportedly sold in excess of 40,000 copies. The label recently registered with three items on the Cash Box Top 50 in one week, "Keeping Up Appearances" by Lynn Anderson and Jerry Lane, "World's Biggest Whopper" by Junior Samples and "Too Much Of You," Lynn Anderson's third solo charter in a row.

The label has also registered on the LP charts with its second album release, Lynn Anderson's "Ride, Ride, Ride," titled after the songstress' first hit single

"Chart," says Williamson, "had simply grown to the point where we either had to expand our operation or look to a major label for assistance. After considering offers from almost every major and independent label in the business, we decided RCA Victor would be the company most qualified to go all the way with us. Now we should have the time needed to build new talent and do an even better job trying to cut hit records."

Williamson and Stephens will continue in their present capacities and coordinate their activities through Victor's Felton Jarvis in Nashville and will continue to handle all sessions and set releases. Chart continues to own all artist contracts and all masters, as the setup with Victor is for manufacturing and distribution only.

In addition to Chart Records, the two former Georgia natives also own Yonah Music (BMI); Peach Music (SESAC); Country Talent Agency which books most of the Chart artists; radio station WPEH-Louisville, Ga. and WLOV-Washington, Ga.

Despite the fact that the owners have their own publishing interests, the label will continue to observe an "open door" policy. In Stephens' words, "If a song's an 'A' side song, we'll cut it regardless of where it's published."

## Price-And-Strings Project Coming Up Roses

NEW YORK—Not too long ago Columbia Records undertook a project to give Ray Price a "new image," complete with a full orchestra and strings, and to date, the experiment seems to be on its way to becoming an unqualified success.

Price, whose country stylings (with a simple, standard C&W backing) have been responsible for the sale of many millions of Columbia singles



RAY PRICE

and albums over the past 15 years, became the object of the much ballyhooed and much watched campaign early this spring when famed producer Don Law called in the less famed arranger Cameron Mullins to draw up big ork arrangements for Price's single of "Danny Boy." The plan was much ballyhooed because of its lack of conformity with the accepted pattern, much watched as all innovations are closely watched. It was also a calculated gamble. In fact, such is the gamble that the great majority of country artists and producers have shied away from the lush string sound, fearing a loss of identity with country buyers by aiming for a chunk of the pop market. Evidently the gamble paid off. The Price-performed, Law-produced, Mullins-arranged "Danny Boy" single soared well up into the top ten on the national singles chart, while the follow-up "Danny Boy" LP, also arranged by Mullins, is currently No. 1 on the LP list.

### Big Chance For Mullins

Columbia credits indie producer Don Law for the successful project, and Law, in turn, shifts much of the credit to Cam Mullins, who has for-

merly done arrangements for Brenda Lee, and has, in the past, worked alongside of Bill Justis. "Cam is a remarkable talent," says Law, "but his light has been hidden for too long. We were fortunate to recognize this talent and to be able to make use of it with Ray."

Price, who journeyed to N.Y. last week for his second guest stint on Johnny Carson's "Tonight Show," underscored Law's comment by bringing Mullins along to do his arrangements and conduct the show's orchestra (which was beefed up by a string section especially for Price).

"It's gratifying to work with a man like Ray Price," Mullins told Cash Box, "As an arranger, it turned out to be a once-in-a-lifetime opportunity. Ray gave me carte blanche as far as my job went. He let me know that I was the arranger and he would go along with anything I suggested in that capacity. As a result, we used one of the largest orchestras ever recorded in Nashville—outside of the Nashville Symphony Orchestra. In addition to the normal musicians we had 23 strings, French horn, timpani and six voices."

To date, very few artists who have attempted to bridge the pop-country gap with the use of such addenda as large string sections, etc., have been successful for any period of time. Most have not only failed miserably, but in the process have alienated the hard country buyer who is essential in forming the basis for a successful C&W record.

### Not Deserting C&W Field

Price and Law stressed the fact that they were not deserting the country market. They were not trying to "go pop." They felt, according to Law, "that we could aim at a large section of the pop audience without losing our country identity." The fact that most of the sales on the "Danny Boy" single and LP have been in the country market seems to indicate that the country buyer is solidly behind the "new image."

Ray Price has been recording under Don Law and the Columbia logo for 15 years and has been a top country act since his first hit, "Talk To Your Heart" in 1952. Since that time he has had two million-selling records, "Crazy Arms" and "City Lights." The former also garnered him Columbia's first Gold Guitar Award. The name of Ray Price is as common to country buyers as is grits or white lightning. It was highly amusing therefore when, in speaking to a representative of the Johnny Carson Show, concerning Price's first appearance on that vehicle, Cash Box was told, "we felt as if we discovered a new star."

## Norma Jean Exits Porter Wagoner Show, Dolly Parton To Replace Future Bride

NASHVILLE—Norma Jean, one of the more popular female vocalists in the country music area, has announced her resignation from the highly-popular Porter Wagoner TV show, where she has been a regular member for seven years. The RCA Victor artist's decision came as a result of her recent engagement and impending marriage to H. D. "Jody" Taylor of Oklahoma City. She will be replaced on the show by Monument's Dolly Parton.

Norma Jean explained that her heavy schedule of personal appearance dates and taping sessions for the TV segment has left her little time for her personal life. With marriage plans in the offing—the exact date to be announced in the near future—she made her decision based on the fact she will be unable to meet all her roadshow commitments.

The TVer, which began syndication

in 1960 in 18 markets, has featured Norma Jean since its very beginning, resulting in a high degree of success for both the artist and the program, which is now projected into 80 markets where it has an audience in the millions.

Although she has left the program, the Victor songstress will continue as a member of the Grand Ole Opry and as part of the RCA artist roster. She will also make personal appearances as a single, with the Moeller Talent agency booking her for a limited amount of engagements.

Dolly Parton, who first came to the public eye with her hit single, "Dumb Blonde" and her followup hit, "Something Fishy," is described by Wagoner as "already a star, and one whose talents we feel will broaden and develop further through association with the show."



FIFTEEN BIRTHDAYS LATER—On August 8, his birthday, Decca's ace C&W chanter Webb Pierce (right) made a special appearance on the "Arthur Smith" TVer in Charlotte, Carolina. Fifteen years ago to the day, he had appeared on the show for the first time to introduce his then brand-new Decca disk, "Wandering," which became a big hit for him. During his August 8, 1967 appearance, Webb debuted his latest Decca outing, "Fool, Fool, Fool." He is pictured above with Arthur Smith (left).

## Jimmy Dean Sets \$ Mark During California Stand

NEW YORK—Jimmy Dean scored with what was reportedly one of the top grosses in the three-year history of the Circle Star Theatre, in San Carlos, Calif., during his week-long stand there in Aug.

Eight performances were given, with a total gross of \$93,800. Furthermore, it was stated that opening day saw the largest single-day box-office sale ever recorded at the theatre. Between 10:00 AM, and 6:00 PM, \$14,000 in tickets were sold.

Two hundred extra chairs were added to the 3,298-seat theatre for each performance, and crowds were turned away at five of the eight shows.

The Jimmy Dean Show also included the Lennon Sisters and the Cimmaron Singers.

## Wagner Now Repping Halsey

HOLLYWOOD—Former Capitol Records' coordinator of artists' services, William Wagner, who recently returned to personal management, will be representing all of Jim Halsey's artists here, exclusively for motion pictures, TV and personal appearances.

Artists include Hank Thompson, Wanda Jackson, Mary Taylor, Jerry Naylor, Tex Williams, Minnie Pearl, Buddy Cagle and Roy Clark.



20 YEARS OF GOOD MUSIC—WGUN-Radio in Atlanta, Georgia celebrated its 20th birthday on August 5, and a special proclamation citing the station for its contribution to country music and declaring the week of August 1 as Country Music Week in Georgia and August 5 as "Big Gun Day" was issued by Governor Lester Maddox of Georgia. WGUN's manager John Fulton is shown above (left) receiving a copy of the proclamation from the Governor's press secretary, Bob Short. At the August 5 birthday celebration, held in Lakewood Park in Atlanta, a host of C&W artists, including Ferlin Husky, Tammy Wynette, Del Reeves, Jerry Reed, Ray Godfrey, Archie Campbell, Neal Merritt and Alice Joy entertained a large audience of fans.

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**SCOTT MUNI**  
**"LETTER TO AN UNBORN CHILD"**

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# 1967 NARM Mid-Year Meeting Registration List

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Fink, Irwin
- ALMOR PLAYTIME COMPANY  
Hyman, Albert  
Sukel, Richard
- ASSOCIATED DISTRIBUTORS  
Singer, Leonard
- BANDSTAND RECORD SERVICE  
Rappaport, Jerry  
Slavin, Philip
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Israeloff, Milton
- BETA DISTRIBUTORS  
Halonka, John  
Kleinbaum, Edward
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Billinis, John
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- CAR TAPES, INC.  
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- CARMICHAEL ENTERPRISES, INC.  
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Straub, Jack
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Comstock, Don
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Lavinthal, Louis
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Gray, Charles
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Press, David  
Pyle, Buck  
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Glaser, Jerold
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Traub, Fred
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Schwartz, James
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Allsup, Elbert
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Greenberg, Leonard
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Friedman, Gerald  
Friedman, Ted
- GENERAL RECORD SERVICE  
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Thurman, Don
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Godwin, Arthur
- GOLDSTATE RECORD DIST.  
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Rosen, Jerry
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Lombardo, Carl  
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Shiple, Jim  
Simone, Joe  
Spence, Mike
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- SUMMIT DISTRIBUTORS  
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Williams, Shannon
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Kline, Sam  
Post, Carl  
Selter, Jesse  
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Cox, Ralph  
Kole, Herb  
Sachs, Leonard
- BANG RECORDS  
Berns, Bert  
Darnel, Bill  
Ross, Milton

(Continued on page 50)



# FOCUS ON JAZZ

MORT FEGA

There has been a recent development in the pop record field which could have serious implications in the jazz record industry. At the time of this writing the two top singles on the charts are what have come to be called "long songs," recordings that run considerably longer than the accustomed two and a half minutes. One is a Beatles record, "All You Need Is Love" which runs 3:57, and the other is Bobby Gentry's, "Ode To Billie Joe," 4:17. The success of these two disks has precipitated the release of many more "long songs" with the hope that this is the beginning of a trend. The record business being a series of trends, we can expect many more producers to jump on the "long song" bandwagon. Until now it has been virtually impossible to get any airplay on a record that ran longer than the prescribed 2:30; often, a hit tune from an album had to be edited down for a single release to assure its being played on pop stations. Apparently this obstacle has been overcome and now we may expect to hear longer recordings on the pop stations. Therein lies the new hope for the producers of jazz records.

## Boon To Jazz Singles?

The jazz single has never really been a factor with the record companies. True, they were released, but rarely with the idea of becoming hits. Once in a great while a jazz single would take off and make the charts, but this was the great exception rather than even an infrequent happening. The major market for the jazz single has been the one-stops, stores that service the juke-box operators. Fortunately, there are enough hip juke boxes around the country to warrant the release of jazz singles. Now that the important radio stations throughout the country have begun to be conditioned to the idea of playing long songs, perhaps the jazz producers will seize upon this opportunity to produce singles specifically for air play, instead of as an afterthought.

We should ask ourselves why the pop record producers have abandoned the ironbound principle of the short record and, in so doing, challenged the strict policy of the program directors. To those of us who have been paying strict attention to the pop market, it's increasingly apparent with the passing of each month that the musical content of pop recordings is ever greater. No longer is it possible to get by with a so-so accompaniment; the arrangements are extravagant, the bands are bigger, the sound is much more grand. All of this contributes to much better music, and as such it becomes difficult, almost impossible, to put it all together in less than three minutes. Much of the credit for this new "better pop music" concept must be given to Motown, whose Detroit sound set the pace for the big sound in pop music. Today, more than ever before, pop record producers are going far afield to incorporate a new sound in their product. As a consequence of this search, more and more of today's

pop product is jazz-oriented, so much so, that much of it could stand on its own merit as jazz, not jazz-oriented pop music. One would imagine that jazz record producers are aware of this, and would capitalize on it. It remains to be seen if these jazz producers will launch a new program designed specifically to capture its share of the radio airplay market. Certainly, they realize that unless records are played on the air they don't sell.

## Jazz Sessions For Singles

Until now, whatever jazz singles that have been released have been, for the most part, edited versions of the originals that appear on albums. These have been edited for the purpose of making them acceptable, time-wise. But in editing, certainly some of the flavor must have been removed from the original. Jazz, with its intensity and dynamics, was never intended to incorporate all its facets in a two and a half minute performance. However, given four or four and a half minutes in which to do it, chances are much of the jazz feeling can be retained. Furthermore, now that the shackles of time limitation have been loosened a little, the producers should make sides specifically for the singles market. By that I mean sessions should be conceived in a singles record framework, precisely the way the pop record producers do it. Their's must be the right formula, so why not follow it? It will mean a greater expense, of course, because it won't be possible to cull jazz singles from the same sessions that produced the albums. But it's a much bigger dollar market that awaits, and it means that more money must be spent to get it, or at least a part of it. And the indications are that this might be just the right time for the jazz community to make its move. First, the music of the pop market has been infused with a much greater degree of complexity, a sign of sophistication. Secondly, now that the element of timing has been deemed less important, the powers that be at the radio stations will be less hostile toward jazz singles. Undoubtedly, this is a most propitious time for the jazz companies to make a concerted effort to crack the singles market.

The only thing that might prove unfavorable is the resolve, or lack of it, of the radio people. If they continue to feature the "long song," the jazz record people will be in good shape. Naturally, the "long song" concept means that fewer selections can be featured in a day's play and that fact might scare off some of the less resolute radio authorities. Fortunately, or unfortunately depending on your point of view, it is they, the radio people, who fashion the musical tastes of the public. And it is to them that the jazz record people should direct their attention, letting them know that it's about time that jazz product got some exposure on the air.

## Diamond's Dynamo

Diamond Records has acquired worldwide rights to all recordings by a group known as the Power Plant (picture at left.) The deal was made with Amos Productions of Los Angeles. Title of their debut deck is, "I Can't Happen Without You."



## Dot Inks Kellie Greene

LOS ANGELES—Dot Records has signed Kellie Greene, contemporary and jazz pianist, to an exclusive long-term contract.

Miss Greene, in addition to being an accomplished arranger and composer, also is a craftsman with the vibraharp, flute and oboe among other numerous instruments.

A native of Janesville, Wisconsin, Kellie Greene began studying music as a child, moving from one instrument to the other to achieve a sufficient basis of musical understanding. Finally concentrating on the piano, she found new intricacies of musical text, new expression and new ideas of phrasing in the modern musical field.

In 1961 at the first Mid-Pacific Jazz Festival held at Hawaii's Waikiki shell, singer Frank Sinatra saw Miss Greene and hired her to work at his Cal-Neva Lodge in Lake Tahoe. From there she began a career which not only took her to the leading night clubs across the country and numerous television and concert appearances, but also included a featured spot for 26 weeks on ABC-TV's Ray Anthony Show which resulted in her joining Anthony on his European tour where she became a major attraction on the continent.

Continuing to please night club audiences and branching into more television appearances and recordings, Kellie Greene also remains interested in the development of the craft of discovering new arrangements and composition styles of her own that is aimed toward achieving the fullest musical expression.

## 'Miracle' Work Going For Roger Williams

NEW YORK—Staying with the movie theme train that has proved successful for Roger Williams, the Kapp pianist has re-entered the singles field with "More Than A Miracle."

The title tune comes from a soon-to-be-released MGM picture starring Sophia Loren and Omar Sharif.

## Motown Confab

(Continued from page 8)

& the Miracles ("Make It Happen"), Jr. Walker & the All Stars ("Live!"), Martha Reeves & the Vandellas ("Live!"), Stevie Wonder ("I Was Made To Love Her"), the Temptations ("In A Mellow Mood"), ("16 Big Hits"), Vol. 7, various artists, The Four Tops ("Greatest Hits").

Part of the label's merchandising program includes a new browser box and folders.

The sales presentation was hosted by Motown execs Barney Ales, Phil Jones, Al Klein, Ron Newman, Eddie Bisco, Mel DeKroob and Carol Manning.

## Scepter's Forever

(Continued from page 7)

gotten underway and a promotion campaign is being planned by Miss Greenberg and Karen Ginsberg of the S-W publishing outlet.

Choice of the label name was made originally because of the timeless quality of the r&r oldies, but it now works as a catchy addition to the firm's heading which now reads Scepter-Wand Forever!

## Kay Starr Signs With ABC Records

NEW YORK—Kay Starr is the latest name vocalist to sign an exclusive recording contract with ABC Records. Pacting was announced last week by Larry Newton, president of the diskery. Negotiations for Miss Starr's pacting were handled between Newton and Bill Weems, the singer's manager.

Through her years of recording hits, the Oklahoma-born Kay became established with her first hit, "I'm The Loneliest Gal In Town." Her biggest was "Wheel Of Fortune," though the Starr style has been heard in "Bonaparte's Retreat," "Wabash Cannonball," "When My Dreamboat Comes Home," "Ain't Nobody's Business," and other recordings.

Beginning as a hillbilly singer, complete with yodeling, she later became one of the nation's leading band vocalists with Bob Crosby, Joe Venuti and Charlie Barnet. Following a serious throat ailment which threatened her career, the songstress bounced back to a recording contract which was her springboard for international fame.

Bob Thiele, ABC Records' director of A&R is currently collecting material for Miss Starr's first recording session, with a release planned within a few weeks.



ON PARADE—Amy-Mala-Bell has signed a label distribution deal with Carnation Productions, Ltd. The first release on Carnation will be "His Children's Parade" by Richard Dawson (center) of the "Hogan's Heroes" TV'er. The deal was made between Bell Records and Murray Cohen (left), independent producer. Jerry Fielding (right) was called in to arrange and produce the date.

## Channel Marketing Intros Test Cartridge

NEW YORK—The first cartridge for use by consumers to test the operation of their tape cartridge players in the home and in the car has been developed by Channel Marketing of New York and Los Angeles.

The cartridges contain electronic tests of frequency response, tape tracking, program and individual track volume balance, speaker and program identification and automatic switching. Each test is preceded by recorded instructions to the user.

## ACCOUNTANTS RECORD INDUSTRY

Expanding, International Record Co. seeks 2 Accountants with a degree or related exp in the Record Ind to handle Publisher or Artist Royalty Accounting. Position involves direct contact with Publishers & Artists. Exc advancement opportunities. Please send resume of educ, exp & sal req to—CASH BOX, Box 798, 1790 Broadway, N.Y.C., N.Y.

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## Bialek Forms Veritas; Historic Disks Offered

NEW YORK—A new label, Veritas Records, which plans to devote its activities to the production of historic recordings, has just been formed with headquarters at 22 West 48th Street, here in N.Y. Heading up the new label is Robert Bialek. Peter C. Sutro, who during his career has been associated with Cetra-Soria, Angel, RCA Victor, Warner Bros. and with Artia-Parliament as vice president, has been named VP and general manager of Veritas.

Veritas has made agreements with the International Piano Library, a nonprofit organization located here in N.Y., to draw on many recordings in the Library's possession. The International Piano Library owns a part of the Jan Holzman collection, and Veritas' first release, scheduled for this month, will include several recordings from this source. A recording of Josef Hofman's 1938 recital at the Curtis Institute's Casimir Hall and other recordings from the Holeman collection by Wanda Landowska, Leopold Godowsky, Sergei Rachmaninoff and Rudolf Ganz will be released on Veritas in Sept. Veritas' first release will also include excerpts from Wagner's "Flying Dutchman," sung by Friedrich Schorr, and highlights of recordings made by stars of the Ziegfeld Follies.

The International Piano Library also owns an extensive collection of piano rolls and a full-size Steinway concert grand piano which is equipped with a mechanism to reproduce them. By employing modern engineering techniques, it is possible to transfer the performances preserved on these rolls to records. Veritas plans to produce many such recordings beginning in the spring of 1968.

A British Veritas headed up by John Mitchell has also just been formed with headquarters at 22 St. George's Court, Gloucester Road, London S.W. 7.

## Jay-Gee Names Ediss Field Sales/Merch. Rep.

NEW YORK—Stan Ediss has been appointed to the post of field sales and merchandising representative for Jay-Gee Records and its subsidiary labels, effective Sept. 1. In his new job, Ediss will work with distributors, rack jobbers and one-stops, arranging in-store promotion and point-of-purchase displays on behalf of Jay-Gee's latest releases and catalog product. He will also cover local promotion for the label's touring artists, including Aliza Kashi, the Happenings, the Fifth Estate and the Blades of Grass. In addition, Ediss will travel throughout the country coordinating sales and merchandising efforts.

## Saul Richfield Associates Moves Offices To 57th St.

NEW YORK—The public relations firm of Saul Richfield & Associates has moved to 200 West 57th Street, Suite 607, in New York City. The firm represents leading recording personalities including Bobby Goldsboro, Rip Taylor, Enzo Stuarti and Bobby Darin (east coast). The organization also handles press for Leonard Stogel & Associates, personal management firm whose clients include Sam the Sham, the Cowsills, Tommy James & the Shondells, Keith, the Royal Guardsmen and the Darling Sisters.

## Ron Eliran To Perform At NARM Meet Dinner

NEW YORK—Ron Eliran, Israeli entertainer recently signed by Decca Records, will perform at the Sept. 7 closing dinner for the National Association of Record Manufacturers (NARM) mid year meeting at Host Farm in Lancaster, Pennsylvania. Known primarily as a pop singer in his native land, Eliran is also a humorist who uses topical material in his routines. During the recent Arab-Israeli conflict, he served as a combat photographer. His recording of "Sharm El Sheikh," a song about the conflict which he co-wrote, was a big hit in Israel (see Cash Box, Sept. 2, p. 12), and it has been released on Decca's Coral label in the U.S.

## TALENT ON STAGE

### MERRY GO ROUND

NEW YORK — Had the Merry Go Round made its one-night only showing at any of the New York discotheques, the A&M act would have had less trouble than it faced at the Cafe Au Go Go last week (30).

There is generally a greater difficulty for new rock groups at coffee house settings due to the nature of a sitting crowd. Lack of polished routines between numbers and minor technical problems are magnified when a team is faced with an audience that has little more to do than face them through their act.

At a dance palace, music counts, and patter means little. A blown mike or faulty amplifier can be ignored because of the general volume of the rest of the crew—but at the cafe, discomfort becomes evident when technical troubles mount.

The saving grace of the Merry Go Round is its musical aptitude. The team gave New Yorkers a taste of the

sounds that have put it at the top of the Los Angeles scene, with a #2 single behind and another tune currently at the #2 slot.

Rambling through a collection of original material, there was no lack of rhythmic appeal, and the vocal talents of the lead singer and his backers was evident. The balance achieved with each of the guitarists and drummer was excellent but showed again that the combo was basically discotheque oriented since the volume was overwhelming. For a dance crowd, the team would have been superb, but to listeners in a small room the volume approached a deafening level and practically drowned out the fine vocalizing efforts.

Sandwiched between "Live," the team's first hit, and their current outing "You're A Very Lovely Woman," were a series of grand dance numbers, "On the Way Out" and "Loving Time" being the most appealing.

## Liberty Releases 'Enter Laughing' LP

LOS ANGELES—Hard on the heels of the success of Columbia Pictures' "Enter Laughing," Liberty Records has released an album of music from the original motion picture sound track.

The LP is highlighted by two firsts—Mel Carter's initial appearance on a sound track package and the debut of Quincy Jones on Liberty. Jones has scored numerous important films during the past few years, such as "Walk Don't Run," "The Pawnbroker," and "In The Heat Of The Night," thereby creating a huge following among movie buffs. Additional vocals by Carl Reiner are featured.

Mel Carter's "Enter Laughing" single was released simultaneously with the motion picture's premiere in New York City. Saturation bookings of the film on a national scale start in Oct.

Liberty Records is coordinating closely with Columbia Pictures for complete coverage. Besides in-store displays and full-scale radio promotion, exhibitor tie-ins on a city-to-city basis are also planned. Copies of the recording are being distributed to motion picture editors of metropolitan newspapers with appropriate art.

Liberty's sales manager Jack Bratel has expressed optimism concerning the retail sales outlook for the LP.



## Take A 'Trip'

Sal Licata, assistant national sales and promotion manager for Tower Records, gazes deep into the big window at Schermers (49th & 5th Ave.) to view a display of Tower product. The latest entry to the window is the Sidewalk release of the original soundtrack to "The Trip," starring Peter Fonda. The soundtrack is by Mike Bloomfield and the Electric Flag.

# 1967 NARM Mid-Year Meeting Registration List

(Continued from page 48)

#### BIG THREE MUSIC CORP.

Leipzig, Jay  
Steiger, Herman

#### BORG WARNER CORPORATION

Krebs, Wesley  
Vecchione, Vincent

#### B. T. PUPPY RECORDS

Barash, Seymour  
Rigler, William

#### CAMEO PARKWAY RECORDS

Rosenthal, Alfred  
Santone, Ernie (Chips Dist.)  
Sikora, Larry

#### CAPITOL RECORDS DIST. CORP.

Beucler, Oris W.  
Tallant, William B.

#### CHANNEL MARKETING

Kay, Arnold  
Obsgarten, Ronald  
Rabin, Marvin

#### COLUMBIA RECORDS

Burman, Bernie  
Craig, Jack  
England, Don  
Glinert, Floyd  
Linsky, Herb  
Loetz, Jack  
Lundvall, Bruce  
Lyons, Joseph  
Novak, George  
Roberts, Calvin  
Van Gorp, Donald

#### COMPO COMPANY

Armstrong, Lee

#### CONNOISSEUR RECORD CORP.

Rosenberg, Henry

#### CROWN RECORDS

Panos, George

#### DECCA RECORDS

Brennan, Claude  
Goldberg, Sydney N.  
Sebok, Lou

#### DISKMAKERS, INC.

Bush, Milton

#### DOT RECORDS, INC.

MacLure, Ron  
Welk, Larry

#### ELEKTRA CORPORATION

Dorfman, Marvin

#### EPIC RECORDS

Albarano, Nick  
Hoffman, Mort  
Levy, Leonard S.

#### FIESTA RECORDS

Morand, Jose  
Rosen, Allen

#### FOLKWAYS/SCHOLASTIC RECORDS

Aronoff, Larry  
McBride, Robin  
Socell, Larry

#### FRANSON CORPORATION

Singerman, Herman

#### GENERAL RECORDED TAPE

Bonnetti, Thomas  
Hershfield, Herbert

#### GLOBE ALBUMS

Helpern, Lee  
Ravis, Norman

#### INTERNATIONAL TAPE CART. CORP.

Finley, Larry  
Fsadni, Larry  
Fsadni, Vincent  
Gall, James  
Geller, Jerry  
Ringler, Harry

#### JUBILEE INDUSTRIES

Blaine, Elliott  
Blaine, Jerry  
Blaine, Steve

#### KAPP RECORDS

Schaeffer, Sid

#### LAURIE RECORDS

Faura, Oscar  
Singer, Murray

#### LEAR JET CORPORATION

Haberstock, Ralph  
Featherstone, Paul

#### LE BO PRODUCTS COMPANY

Dame, Leslie

#### LIBERTY RECORDS

Bennett, Alvin S.  
Bratel, Jack  
Dain, Bud  
Elliott, Mike  
Lipman, Macey

#### LONDON RECORDS

Libert, Paul  
Trofe, Sam  
Welfeld, Jack

#### MERCURY RECORD CORP.

Abramson, Jules (Merrec)  
Ghannam, Ed  
Kelly, Harry  
Mink, Alan  
Steinberg, Irwin H.

#### MET RICHMOND RECORDS

Last, David

#### MGM RECORDS, INC.

Denish, Art  
Greenberg, Sol  
Mancini, Frank  
Nasitir, Mort L.  
Picone, Phil  
Scheer, Len  
Seidman, Dave  
Stimler, Irv

#### MOTOWN RECORD CORP.

Dakroob, Mel  
Newman, Ron

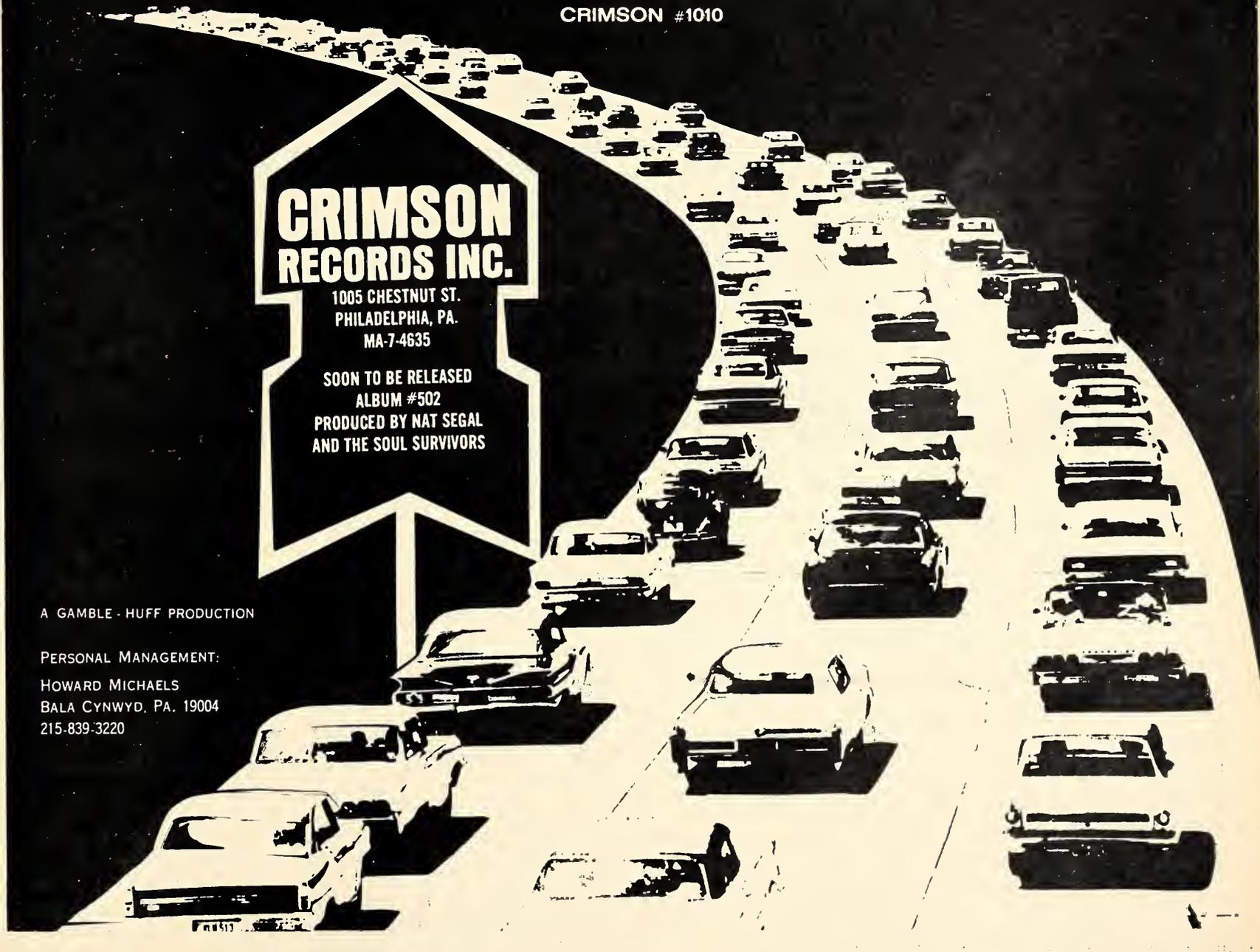
#### MUNTZ STEREO PAK

Davis, Jere  
Horowitz, Earl

New Smash Single...

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CRIMSON #1010



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## Mercury Unveils 39 Sept. LP's

NEW YORK—At a recent series of regional sales meetings held in Chicago, New York and Los Angeles, Mercury Records unveiled its September album product, which consists of 39 new sets on the Mercury, Lime-light and Philips labels.

Appearing on the Mercury label are 9 pop, 2 country, and 2 classical LP's. The pop LP's are: "Out Of Crank," by Keith; "The Robbs"; "Hold On," by the Mauds; "Break Out," by Lori Burton; "Live At The Fillmore Auditorium," by Chuck Berry; "Saturday Night At The World," the first solo vocal set by Dick Smothers of the Smothers Bros; "With Love," by Horst Jankowski; "It's A Man's World," by Sarah Vaughan; and "Sitar Beat," by Briton Jim Sullivan.

The 2 country sets are "Now," by Roy Drusky and "Dave Dudley Country". Mercury is sending a special 14-track album entitled "Best Of The Mercury Stars" to country radio stations throughout the nation to promote the new C&W releases. This LP, which features hits by Dudley, Drusky and Faron Young, will not be sold to the public. A two-sided interview record featuring the voices of Dudley and Drusky is also being sent to C&W stations.

Mercury's two new classical albums are "Tchaikovsky: The Six Symphonies," a six-record set by the London Symphony Orchestra, Antal Dorati, conductor, and "Brahms: 'Alto Rhapsody' and 'Tragic Overture'/Kodaly: 'Psalms Hungaricus,'" by the Russian State Symphony, Igor Markevich, conductor. The six records in the Tchaikovsky set are being offered for the price of four.

One jazz album on Mercury's Lime-light label is also included in the new release. The package is "Les McCann Live At The Bohemian Caverns Club, Washington, D.C."

### New Philips LP's

Mercury's Philips label is offering 7 pop, 6 classical and 12 "World Series" budget classical LP's for the month of Sept.

The pop LP's are: "Mexican Trip" and "Thorinshield," both by the Mystic Moods Orchestra; "The Young Girls Of Rochefort (Les Demoiselles De Rocheford)," an original sound-track recording, sung in French, of the follow-up flick to Michel Le Grand's "Umbrellas Of Cherbourg" ("The Young Girls" will be issued in both a two-record package and a one-record edited version); "H.P. Lovecraft," by a Chicago rock group of the same name; "The Now Composers," by Leon Bibb; and "The Distinguished Delegates," a comedy LP that "pokes good-natured fun at the recent Middle East conflict".

The 6 classical sets are: "Bach: 'St. Matthew Passion,'" a four-record package by the Concertgebouw Orchestra, Eugen Jochum, conductor, featuring as solo singers Ernst Haefliger

and Walter Berry (the package includes a portfolio of 13 Rembrandt drawings depicting the Passion story as well as the complete libretto); "Stravinsky: 'Orpheus' and 'Symphony In Three Movements,'" by the London Symphony Orchestra, Colin Davis, conductor; "Mozart: Violin Concerto No. 5 In A Major and No. 6 In D Major," by violinist Henryk Szeryng and the New Philharmonia Orchestra, Alexander Gibson, conductor; "An Evening In Venice," by I. Musici, featuring works of Albinoni, Vivaldi, Marcello and Galuppi; "Debussy: String Quartet In G Minor/Ravel: String Quartet In F Major," by the Quartetto Italiano; and an LP including Mayart's 'Missa Brevis In C Major' (organ solo mass) and other liturgical music by Moyart, performed by the Vienna Choir Boys, the Vienna Chorus and the Vienna Cathedral Orchestra, Ferdinand Grossman, conductor.

### 'World Series' Sets

The 12 "World Series" budget classical albums are: "Mozart: 'Don Giovanni,'" a three-disk recording of the complete opera by the Vienna Symphony Orchestra, Rudolf Moralt, conductor, featuring George London as Don Giovanni; "Schubert: Piano Sonata In B Flat/Mozart: Piano Sonata No. 10 In C Major," by pianist Clara Haskil; "Mahler: 'Das Lied Von Der Erde' (Songs Of A Wayfarer)," a two-record set by the Concertgebouw Orchestra, Edward Van Beinum, conductor, featuring as solo singers Ernst Haefliger and Nan Merriman; a set containing Concertos 2, 3, 4, and 6 from A. Marcello's 'La Cetra', performed by I. Musici with soloists; "Bach: 'Suites For Unaccompanied Cello,'" a three-record package by cellist Maurice Gendron; "Telemann: 'Pimpinone,'" the complete opera featuring Erna Roscher, soprano, and Reiner Suss, bass, backed by the Berlin Chamber Orchestra, Helmut Koch, conductor; "Franck: 'Grand Piece Symphonique', 'Fantasie In A' and 'Pastorale,'" by organist Marcel Dupre; "Shostakovich: Symphony No. 5," by the Minneapolis Symphony Orchestra, Stanislaw Skrowaczewski, conductor; "Brahms: Sonata For Two Pianos In F Minor," by duo-pianists Marie-Jose Billard and Julien Azais; "Schoenberg: Wind Quartet," by the Danzi Quintet; "The Virtuoso Clarinet," featuring Stamitz' Clarinet Concerto in B Flat Major and Pokorny's Clarinet Concertos in D Major and A Major, performed by clarinetist Jacques Lancelot and the Rouen Chamber Orchestra, Albert Deauchamp, conductor; and "Rameau: 'Les Indes Galantes' and 'Les Surprises De L'amour,'" two orchestral suites performed by the Lamoureux Orchestra, Marcel Courad, conductor.

## ALBUM PLANS

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

### ATLANTIC-ATCO

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

### AUDIO FIDELITY

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

### DUKE-PEACOCK

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

### FORTUNE

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

### GATEWAY

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

### JEWEL-PAULA

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

### LITTLE DARLIN'

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

### MONMOUTH-EVERGREEN

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

### NASHBORO

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

### ORIGINAL SOUND

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

### PHILIPS

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

### PRESTIGE

15% discount on all LP product until further notice.

### ROULETTE

15% discount in free merchandise. Expiration date indefinite.

### SCEPTER-WAND

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

### SIMS

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

### SMASH-FONTANA

Special discounts available through distribs. Expiration date not announced.

### TAMLA-MOTOWN-GORDY

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

### TOWER

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

### Capitol Rushing Beach Boys LP To Join Month's Issues

HOLLYWOOD—"Smiley Smile," a new LP from the Beach Boys, featuring their current single hit "Heroes and Villains," is being rushed into release to join the pop product announced for issue this month.

Comprising eleven tracks, the LP also includes "Gettin' Hungry," now on the market from Brian Wilson and Mike Love. Wilson produced the album.

Another rush entry to the Capitol catalog is the tape version of Bobbie Gentry's "Ode to Billie Joe," now available in an 8-track stereo cartridge form and 3 3/4 ips reel-to-reel recording.

### Decca Inks Mandala

HOLLYWOOD—Decca Records last week announced the signing of the Mandala, a Canadian rock group, to an exclusive, long-term pact. Under the pact, the Mandala will produce other Canadian acts for Decca as well as record for the label themselves.

The Mandala's first Decca release will be on the market in the near future. The label has announced the possibility of a simultaneous single and LP release by the group early this month.

"I later inherited a corner office that had formerly been reserved for entertainment, the room being dominated by a huge bar. It always called for explanations when visitors arrived, so I finally said simply, 'I'm a heavy drinker.'"

Lloyd Dunn

v.p. Capitol Records

SHIPPING NEXT WEEK: THE CASH BOX CAPITOL CAVALCADE



**Jerry Sharell**  
**SINGS**  
**"IT'LL NEVER**  
**HAPPEN**  
**AGAIN"**

Produced By  
GORDON NEAL  
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**GREAT NEW ALBUM STEREO BLP 25828 MONO DLP 3828**  
**ODE TO BILLY JOE**

**HAPPENING NOW AT**





# TOP 100 Albums

September 9, 1967

Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album	Pos.	Last Week	Album
1		SGT. PEPPER'S LONELY HEARTS CLUB BAND <i>Beatles (Capitol T/TS 2653)</i>	26		BOB DYLAN'S GREATEST HITS <i>(Columbia KCL 2663/KCS 9463)</i>	51		JOAN <i>Joon Baez (Vanguard VRS 9240/VSD 79240)</i>	76		I LOVE YOU <i>Billy Vaughn Singers (Dot DLP 3813/25813)</i>
2	4	THE DOORS <i>(Elektra EKS 4007/EKS 74007)</i>	27	18	UP, UP, AND AWAY <i>5th Dimension (Soul City SCM-91000/SCS-92000)</i>	52		THOROUGHLY MODERN MILLIE <i>Org. Soundtrack (Decca DL 1500/71500)</i>	77		RIGHTEOUS BROTHERS GREATEST HITS <i>(Verve V/V6 5020)</i>
3	2	FLOWERS <i>Rolling Stones (London LL 309/PS 509)</i>	28	22	YOU ONLY LIVE TWICE <i>Original Soundtrack (United Artists UAL 4155/UAS 5155)</i>	53		YARDBIRDS' GREATEST HITS <i>(Epic LN 24246/BN 26246)</i>	78		GOLDEN GREATS BY THE VENTURES <i>(Liberty LRP 2053/LST 8053)</i>
4	3	SURREALISTIC PILLOW <i>Jefferson Airplane (RCA LPM/LSP 3766)</i>	29	28	JANIS IAN <i>(Verve Forecast FT/FTS 3017)</i>	54		LUSH LIFE <i>Nancy Wilson (Capitol T/ST 2757)</i>	79		LET'S LIVE FOR TODAY <i>Grass Roots (Dunhill D/DS 50020)</i>
5	5	MONKEES HEADQUARTERS <i>(Colgems COM/COS 103)</i>	30	30	MORE OF THE MONKEES <i>(Colgems COM/COS 102)</i>	55		LISTEN <i>Ray Charles (ABC ABC/ABCS 595)</i>	80		VANILLA FUDGE <i>Atco 33-224/SD 33-224)</i>
6	6	GROOVIN' <i>Young Rascals (Atlantic SD 8148)</i>	31	56	SUPER HITS <i>Various Artists (Atlantic (SD) 501)</i>	56		THIS IS MY SONG <i>Ray Conniff (Columbia CL 2676/CS 9476)</i>	81		COLD SWEAT <i>James Brown (King 1020)</i>
7	8	WITH A LOT O'SOUL <i>Temptations (Gordy 922)</i>	32	32	HERE WHERE THERE IS LOVE <i>Dionne Warwick (Scepter M/S 555)</i>	57		ODE TO BILLIE JOE <i>Bobby Gentry (Capitol T/ST 2830)</i>	82		BEST OF THE SEEKERS <i>(Capitol T/DT 2746)</i>
8	12	REACH OUT <i>4 Tops (Motowa 660)</i>	33	66	THE BYRDS GREATEST HITS <i>(Columbia CL 2716/CS 9516)</i>	58		BEE GEES 1ST <i>(Atco (SD) 233)</i>	83		THE MONKEES <i>(Colgems COM/COS 101)</i>
9	10	INSIGHT OUT <i>Association (Warner Bros. W/WS 1696)</i>	34	42	THESE ARE MY SONGS <i>Petula Clark (Warner Bros. W/WS 1698)</i>	59		EQUINOX <i>Sergio Mendes and Brasil 66 (A&amp;M LP 122/SP 4122)</i>	84		STAX/VOLT REVIEW, VOL. 1 <i>Various Artists (Stax (S) 721)</i>
10	7	SOUNDS LIKE <i>Herb Alpert &amp; Tijuana Brass (A&amp;M LP 124/SP 4124)</i>	35	31	EVOLUTION <i>Hollies (Epic LN 24315/26315)</i>	60		DADDY'S LITTLE GIRL <i>Al Martino (Capitol T/ST 2733)</i>	85		OTIS REDDING <i>Live In Europe (Volt (S) 216)</i>
11	11	DR. ZHIVAGO <i>Soundtrack (MGM E/SE 6 ST)</i>	36	69	ARE YOU EXPERIENCED? <i>Jimi Hendrix Experience (Reprise R/RS 6261)</i>	61		SILVER THROAT—BILL COSBY SINGS <i>Warner Bros. W/WS 1709)</i>	86		BIG SWING FACE <i>Buddy Rich (Pacific Jazz PJ 10117/ST 20117)</i>
12	9	RELEASE ME <i>Engelbert Humperdinck (Parrot PA 61012/PAS 71012)</i>	37	33	CLAUDINE <i>Claudine Longet (A&amp;M LP 121/LPS 4121)</i>	62		MAMAS & THE PAPAS DELIVER <i>(Dunhill D/S 50014)</i>	87		TEST PATTERNS <i>Tammy Boyce &amp; Bobby Hart (A&amp;M SP-4126)</i>
13	14	BORN FREE <i>Andy Williams (Columbia CL 2680/CS 9480)</i>	38	39	NEW GOLD HITS <i>Four Seasons (Philips PHM 200-243/PNS 600-234)</i>	63		SPRING! <i>Lettermen (Capitol T/TS 2711)</i>	88		FUTURE <i>Seeds (GNP/Crescendo M/S 3028)</i>
14	15	SOUND OF MUSIC <i>Soundtrack (RCA Victor LOCD/LSOD 2005)</i>	39	46	S.R.O. <i>Herb Alpert &amp; The Tijuana Brass (A&amp;M LP 119/SP 4119)</i>	64		WE CAN FLY/UP-UP AND AWAY <i>Johnny Mann Singers (Liberty LRP 3523/LST 7523)</i>	89		WINDS OF CHANGE <i>Animals (MGM E/SE 4484)</i>
15	13	REVENGE <i>Bill Cosby (Warner Bros. W/WS 1691)</i>	40	41	HIP-HUG-HER <i>Booker T &amp; MG's (Stax S-717)</i>	65		COUNTRY, MY WAY <i>Nancy Sinatra (Reprise R/RS 6251)</i>	90		PROCOL HARUM <i>(Deram DE 16008/DES 18008)</i>
16	17	A MAN AND A WOMAN <i>Soundtrack (United Artists UAL 4147/UAS 5147)</i>	41	49	WELCOME TO MY WORLD <i>Dean Martin (Reprise R/RS 6250)</i>	66		DOUBLE TROUBLE <i>Elvis Presley (RCA Victor LPM/LSP 3787)</i>	91		THE LIVE KINKS <i>(Reprise R/RS 6260)</i>
17	19	PAUL REVERE & THE RAIDERS GREATEST HITS <i>(Columbia KCL 2662/KCS 9462)</i>	42	63	REVOLUTION! <i>Paul Revere &amp; Raiders (Columbia CL 2721/CS 9521)</i>	67		RHAPSODIES FOR YOUNG LOVERS—VOL. II <i>Midnight String Quartet (Viva V 6008/36008)</i>	92		GOLDEN HITS <i>(Kapp KL-1530/KS 3530)</i>
18	24	ARETHA ARRIVES <i>Aretha Franklin (Atlantic (SD) 8150)</i>	43	47	SOUND OF WILSON PICKETT <i>(Atlantic (SD) 8145)</i>	68		TIME, TIME <i>Ed Ames (RCA Victor LPM/LSP 3834)</i>	93		MANTOVANI/HOLLYWOOD <i>(London LL 3516/PS 516)</i>
19	21	BEST OF SONNY & CHER <i>(Atco M/S 219)</i>	44	44	LITTLE GAMES <i>Yardbirds (Epic LN 24313/BN 26313)</i>	69		THE WORLD WE KNEW <i>Frank Sinatra (Reprise R/RS 1022)</i>	94		ARETHA FRANKLIN'S GREATEST HITS <i>(Columbia CL 2673/CS 9473)</i>
20	27	ALBUM 1700 <i>Peter, Paul &amp; Mary (Warner Bros. W/WS 1700)</i>	45	50	BEST OF THE LOVIN' SPOONFUL <i>(Kama Sutra KLP/KLPS 8056)</i>	70		SPANKY & OUR GANG <i>(Mercury MG 21124/SR 61124)</i>	95		TEMPTATIONS LIVE <i>(Gordy 921)</i>
21	16	I NEVER LOVED A MAN <i>Aretha Franklin (Atlantic 8139/SD 8139)</i>	46	37	MOBY GRAPE <i>(Columbia CL 2698/CS 9498)</i>	71		WHIPPED CREAM <i>Herb Alpert &amp; Tijuana Brass (A&amp;M LP 110/SP 4110)</i>	96		TO SIR, WITH LOVE <i>Original Soundtrack (Fontana MGF 27569/SRF 67569)</i>
22	20	HOLLIES' GREATEST HITS <i>(Imperial LP 9350/12350)</i>	47	48	ABSOLUTELY FREE <i>Mothers of Invention (Verve V 5013/V 6-5013)</i>	72		THAT'S LOU <i>Lou Rawls (Capitol T/TS 2756)</i>	97		BEST OF EDDY ARNOLD <i>(RCA Victor LPM/LSP 3565)</i>
23	25	FRANKIE VALLI SOLO <i>(Philips PHM 200-247/PHS 600-247)</i>	48	55	MAN OF LA MANCHA <i>Original Cast (Kapp KRL 4505/KRS 5505)</i>	73		GOING PLACES <i>Herb Alpert &amp; Tijuana Brass (A&amp;M LP 112/SP 4112)</i>	98		BIG BROTHER & THE HOLDING COMPANY <i>(Mainstream 56099/S 6099)</i>
24	29	TEMPTATIONS GREATEST HITS <i>(Gordy GM/GS 919)</i>	49	34	COLLECTIONS <i>Young Rascals (Atlantic M/S 8134)</i>	74		REWIND <i>Johnny Rivers (Imperial LP 9341/LSP 12341)</i>	99		JUDY GARLAND AT HOME AT THE PALACE OPENING NIGHT <i>(ABC-ABC/ABCS 620)</i>
25	26	BEST OF THE BEACH BOYS VOL. II <i>(Capitol T/DT 2706)</i>	50	53	ELECTRIC MUSIC FOR THE MIND & BOBY <i>Country Joe &amp; Fish (Vanguard VRS/VSD 9244)</i>	75		FRESH CREAM <i>Cream (Atco. (SD) 206)</i>	100		THE MOVIE ALBUM <i>Ramsey Lewis (Cadet LP/LPS 782)</i>
101		CANNED HEAT <i>(Liberty LRP 3526/LST 7526)</i>	110		RALLY 'ROUND THE FLAGG <i>Fannie Flagg (RCA Victor LPM/LSP 3856)</i>	120		THE WILD ANGELS <i>(Soundtrack Tower T/ST 5043)</i>	130		GREATEST HITS FROM ENGLAND <i>Various Artists (Parrot PA 61010/PAS 71010)</i>
102		HEADS UP <i>Baja Marimba Band (A&amp;M LP 123/SP 4123)</i>	111		WONDERFULNESS <i>Bill Cosby (Warner Bros. W/WS 1634)</i>	121		FISTFUL OF DOLLARS <i>(Soundtrack RCA Victor LOC/LOS 1133)</i>	131		HUGH MASEKELA'S LATEST <i>(UNI UNI 3010/73010)</i>
103		MELLOW YELLOW <i>Odell Brown &amp; The Organ-Izers (Cadet LP/LPS 788)</i>	112		MAGNIFICENT MEN LIVE <i>(Capitol T/ST 2775)</i>	122		GENE PITNEY GOLDEN GREATS <i>(Musicor MM 2134/MS 3134)</i>	132		MAME <i>Original Cast (Columbia KOL 6600/KOS 3000)</i>
104		I'LL TAKE CARE OF YOUR CARES <i>Frankie Laine (ABC ABC/ABCS 604)</i>	113		EVERY MOTHER'S SON <i>(MGM E/SE 4471)</i>	123		THE MAMAS & THE PAPAS <i>(Dunhill D/DS50010)</i>	133		A MAN AND HIS SOUL <i>Ray Charles (ABC 590-X/S)</i>
105		SUPREMES SING RODGERS & HART <i>(Motown 659)</i>	114		PAINT IT BLACK <i>Soulful Strings (Cadet LP/LPS 776)</i>	124		FRANCIS ALBERT SINATRA & ANTONIO CARLOS JOBIM <i>Reprise (R/RS 1021)</i>	134		ENGLAND'S GREATEST HITS <i>Various Artists (Fontana MGF 27570/SRF 67570)</i>
106		WHAT NOW MY LOVE <i>Herb Alpert &amp; Tijuana Brass (A&amp;M LP 114/SP 4114)</i>	115		ZODIAC COSMIC SOUNDS <i>Electra (EK 4009/EKS 74009)</i>	125		FIDDLER ON THE ROOF <i>Original Cast (RCA Victor LPM/LPS 3730)</i>	135		CASINO ROYALE <i>Original Soundtrack (Colgems COMO/COSO 5005)</i>
107		IN THE HEAT OF THE NIGHT <i>Original Soundtrack (United Artists UAL 4160/UAS 5160)</i>	116		LOVIN' SOUND <i>Ian &amp; Sylvia (MGM E/SE 4388)</i>	126		FREAKOUT <i>Mothers of Invention (Verve V/V6-30051)</i>	136		KING AND QUEEN <i>Otis Redding &amp; Carla Thomas (Stax (S) 716)</i>
108		LITTLE BIT O'SOUL <i>Music Explosion (Laurie M/S 2040)</i>	117		WILD ANGELS Volume II <i>Original Soundtrack (Tower T/TS 5056)</i>	127		THAT'S LIFE <i>Frank Sinatra (Reprise P/FS 1020)</i>	137		I'M A MAN <i>Spencer Davis Group (United Artists UAL 3589/UAS 6589)</i>
109		THE SANDPIPER <i>A&amp;M (LP 125/SP 4125)</i>	118		MR. SPOCK'S MUSIC FROM OUTER SPACE <i>Leonard Nimoy (Dot DLP 3794/25794)</i>	128		JOHNNY CASH'S GREATEST HITS <i>(Columbia CL 2678/CS 9478)</i>	138		SUPER PSYCHEDELICS <i>Ventures (Liberty LRP 2052/LST 8052)</i>
			119		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT! <i>(Warner Bros. W 1518)</i>	129		A LATIN LOVE-IN <i>Tony Mottola (Project 3 PR 5010 SD)</i>	139		TOO MUCH <i>Lou Rawls (Capitol T/ST 2713)</i>
									140		GOOD TIMES <i>Original Soundtrack (Atco M/S 214)</i>

# BASIC ALBUM INVENTORY

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

## COUNTERPOINT

	MONO	STEREO
<b>Dimitri Mitropoulos ISCM</b>		
Concert Group	Schnoenberg: Serenade, Op 24	501 5501
<b>Music of the Malinke &amp; Baoule Tribes</b>	Africa	529 —
<b>Sistine Choir of Vatican City</b>	Collection of Sacred Music	600 5600
<b>Vocal Arts Ensemble Roger Wagner Chorale</b>	Music Of The Renaissance	601 5601
<b>Anthony Bernard-London Symph. Orch.</b>	Handel: Water Music Suite, Royal Suite, Royal Fireworks Music	606 5606
<b>Gunter Wand Philhar. Orch.</b>	Cologne Bartok: Divertimento For Strlng Orch.	607 5607

## CRESCENDO

	GNP	GNPS
<b>Buddy Merrill</b>	Holiday For Guitars	5016 5016
<b>Billy Strange</b>	In The Mexican Bag	2022 2022
<b>Buddy Merrill</b>	The Guitar Sounds of Buddy Merrill	5010 5010
<b>Billy Strange</b>	Secret Agent File	2019 2019
<b>Don Adams</b>	Don Adams Meets the Roving Reporter	91 91
<b>Arthur Lyman</b>	Pearly Shells	606 606
<b>Joe &amp; Eddie</b>	There's A Meetin' Here Tonight	86 86
<b>Arthur Lyman</b>	Cast Your Fate To The Wind	607 607
<b>Billy Strange</b>	The James Bond Theme	2004 2004
<b>Billy Strange</b>	Goldfinger	2006 2006
<b>Billy Strange</b>	12 String Guitar	94 94
<b>The Seeds</b>	The Seeds	2023 2023
<b>Buddy Merrill</b>	Latin Festival	5018 5018
<b>Billy Strange</b>	The Best Of Billy Strange	2037 2037
<b>Les Baxter</b>	Brazil Now	2036 2036
<b>The Challengers</b>	25 Greatest Instrumental Hits	609 609
<b>The Seeds</b>	A Web Of Sound	2033 2033
<b>Billy Strange</b>	Billy Strange & The Challengers	2030 2030
<b>Joe &amp; Eddie</b>	The Best Of Joe & Eddie	2032 2032
<b>The Seeds</b>	Future	2038 2038
<b>Billy Strange</b>	James Bond Double Feature	2039 2039
<b>Dick Dale</b>	Coast To Coast	5033 5033

## DECCA—CORAL—BRUNSWICK

<b>Pete Fountain</b>	Music To Turn You On	CRL 57496	CRL 757496
<b>Kitty Wells &amp; Red Foley</b>	Together Again	DL 4906	DL 74906
<b>Loretta Lynn</b>	Don't Come Home A Drinkin'	DL 4842	DL 74842
<b>Jack Greene</b>	All The Time	DL 4904	DL 74904
<b>The Young-Holt Unlimited</b>	On Stage	BL 54125	BL 754125
<b>Bert Kaempfert</b>	Greatest Hits	DL 4810	DL 74810
<b>Patsy Cline</b>	Greatest Hits	DL 4854	DL 74854
<b>Bert Kaempfert</b>	Hold Me	DL 4860	DL 74860
<b>Bill Anderson</b>	I Can Do Nothing Alone	DL 4886	DL 74886
<b>Burl Ives</b>	Greatest Hits	DL 4850	DL 74850
<b>Ed Kenney</b>	Ed Kenney's Hawaii	DL 4877	DL 74877
<b>Kitty Wells</b>	Love Makes The World Go Around	DL 4857	DL 74857
<b>Lenny Dee</b>	Moving On	DL 4880	DL 74880
<b>Russ Morgan</b>	The Best Of Russ Morgan	DXB 196	DXSB 7196
<b>Earl Grant</b>	Greatest Hits	DL 4813	DL 74813
<b>Wilburn Brothers</b>	Cool Country	DL 4871	DL 74871
<b>The Hawaiian Surfers</b>	The Hawaiian Surfers Today	DL 4843	DL 74843
<b>The Who</b>	My Generation	DL 4664	DL 74664
<b>The Mills Brothers</b>	Our Golden Favorites	DL 4084	DL 74084
<b>Pete Fountain</b>	I've Got You Under My Skin	CRL 57488	CRL 757488
<b>Earl Grant</b>	Ebb Tide	DL 4165	DL 74165
<b>The Kitchen Cinq</b>	Everything But	E 12000	E 712000
<b>Patsy Cline</b>	The Patsy Cline Story	DXB 176	DXSB 7176
<b>Alfred Apaka</b>	The Best of Alfred Apaka	DXB 163	DXSB 7163
<b>Wayne King</b>	Dance Medleys	DL 4848	DL 74848
<b>Brenda Lee</b>	Ten Golden Years	DL 4757	DL 74757
<b>Buddy Holly</b>	Greatest Hits	CRL 57492	CRL 757492
<b>Brenda Lee</b>	Coming On Strong	DL 4825	DL 74825
<b>Al Jolson</b>	The Best Of Al Jolson	DXA 169	DXSA 7169
<b>Pete Fountain</b>	A Taste Of Honey	CRL 57486	CRL 757486
<b>Guy Lombardo</b>	Greatest Hits	DL 4812	DL 74812
<b>Sammy Kaye</b>	Swing And Sway In Hawaii	DL 4862	DL 74862

## DIAMOND

<b>Ronnie Dove</b>	Right Or Wrong	(S)D-5002
<b>Ronnie Dove</b>	One Kiss For Old Times' Sake	(S)D-5003
<b>Ronnie Dove</b>	I'll Make All Your Dreams Come True	(S)D-5004
<b>Ronnie Dove</b>	The Best Of Ronnie Dove	(S)D-5005
<b>Ronnie Dove</b>	Sings The Hits For You	(S)D-5006
<b>Ronnie Dove</b>	Cry	(S)D-5007

## DISNEYLAND/BUENA VISTA

<b>Julie Andrews/Dick Van Dyke</b>	Mary Poppins Original Sound Track	BV-4026	STER-4026
<b>Bill Lee/Marni Nixon/Richard Sherman</b>	Mary Poppins 10 Songs	DQ-1256	
<b>Various Artists</b>	Mary Poppins Storyteller	ST-3922	
<b>Sterling Holloway</b>	Winnie the Pooh—Honey Tree	DQ-1277	
<b>Sterling Holloway/Sebastian Cabot</b>	Winnie the Pooh—Honey Tree Storyteller	ST-3928	
<b>Sterling Holloway</b>	Mother Goose Nursery Rhymes	DQ-1211	
<b>Sound Track</b>	Bambi	DQ-1203	
<b>Storyteller</b>	Bambi	ST-3903	
<b>Sound Track</b>	Snow White	DQ-1201	
<b>Sound Track</b>	Pinocchio	DQ-1202	
<b>Sound Track</b>	Cinderella	DQ-1207	
<b>Storyteller</b>	Snow White	ST-3906	
<b>Storyteller</b>	Cinderella	ST-3908	
<b>Storyteller</b>	Pinocchio	ST-3905	

## DISNEYLAND/BUENA VISTA (Cont'd.)

<b>Storyteller</b>	Peter Pan	ST-3910
<b>Children's Chorus</b>	Acting Out the ABC's	DQ-1223
<b>Songs From Movie</b>	Alice in Wonderland	DQ-1208
<b>Rica Moore</b>	Best Loved Fairy Tales	DQ-1284
<b>Storyteller</b>	Peter and the Wolf	ST-3926
<b>Songs From Movie</b>	Sleeping Beauty	DQ-1228
<b>Songs From Movie</b>	Lady and the Tramp	DQ-1231
<b>Ray Bolger</b>	Scarecrow of Oz	ST-3930
<b>Laura Olsher</b>	The Little Engine that Could	DQ-1259
<b>Leopold Stokowski &amp; Philadelphia Orch.</b>	Nutcracker Suite	DQ-1243
<b>Laura Olsher</b>	Learning to Tell Time is Fun	DQ-1263
<b>Mary Martin</b>	Sound Of Music	DQ-1296
<b>Mary Martin</b>	Sound Of Music (Storyteller)	ST-3936
<b>Mary Martin Sings</b>	Walt Disney Songs	ST-3943
<b>Various Artists</b>	Goldilocks & The 3 Bears	DQ-1250
<b>Various Artists</b>	Hansel & Gretel	DQ-1253
<b>Narrated by Robie Lester</b>	Stories of Hans Christian Andersen	DQ-1276
<b>Sterling Holloway</b>	Happy Birthday Party With Winnie the Pooh	ST-3942

STER-1296  
STER-3936  
STER-3943

## DOLTON

<b>Vic Dana</b>	Red Roses For A Blue Lady	2034	8034
<b>Ventures</b>	Walk, Don't Run	2003	8003
<b>Ventures</b>	The Ventures Play Telstar	2019	8019
<b>Ventures</b>	Let's Go	2024	8024
<b>Ventures</b>	Walk, Don't Run—2	2031	8031
<b>Ventures</b>	Ventures A Go-Go	2037	8037
<b>Ventures</b>	Where The Action Is	2040	8040
<b>Ventures</b>	Go With The Ventures	2045	8045
<b>Ventures</b>	Wild Things!	2047	8047
<b>Ventures</b>	Guitar Freakout	2050	8050
<b>Ventures</b>	Super Psychedelics	2052	8052
<b>Ventures</b>	Play Guitar With The Ventures—Vol. 1	16501	17501
<b>Ventures</b>	Play Guitar With The Ventures—Vol. 2	16502	17502

## DOT

<b>Eddie Peabody</b>	Man With The Banjo	DLP #
<b>Billy Vaughn</b>	The Golden Instrumentals	110
<b>Sound Track</b>	The Ten Commandments	3016
<b>Pat Boone</b>	Pat's Great Hits	3054D
<b>Billy Vaughn</b>	Sail Along Silv'ry Moon	3071
<b>The Mills Brothers</b>	Great Hits	3100
<b>Billy Vaughn</b>	Blue Hawaii	3157
<b>Jo Ann Castle</b>	Ragtime Piano Gal	3165
<b>Billy Vaughn</b>	Orange Blossom Special & Wheels	3249
<b>Lawrence Welk</b>	Moon River	3366
<b>Jerry Burke</b>	Greatest Organ Hits	3412
<b>The Surfaris</b>	Wipe Out	3450
<b>Jerry Burkt</b>	Golden Organ Hits	3535
<b>Liberace</b>	Mr. Showmanship!	3541
<b>Liberace</b>	My Most Requested	3547
<b>Billy Vaughn</b>	Pearly Shells	3563
<b>Eddie Fisher</b>	Today	3605
<b>Billy Vaughn</b>	Moon Over Naples	3631
<b>Harry James</b>	San Antonio Rose	3654
<b>Billy Vaughn</b>	Alfie	3735
<b>Liberace</b>	New Sounds	3751
<b>Lawrence Welk</b>	Winchester Cathedral	3755
<b>Jimmie Rodgers</b>	Love Me, Please Love Me	3774
<b>Billy Vaughn Singers</b>	Sweet Maria	3780
<b>Myron Floren</b>	Shall We Dance	3782
<b>Billy Vaughn</b>	That's Life & Pineapple Market	3787
<b>Frankie Carle</b>	Frankie Carle	3788
<b>Lawrence Welk</b>	Hits Of Our Time	3789
<b>Bonnie Guitar</b>	Bonnie Guitar—Award Winner	3790
<b>The Lennon Sisters</b>	Somebody Stupid	3793
<b>Pat Boone</b>	How Great Thou Art	3797
<b>Jo Ann Castle</b>	Queen Of The Ragtime Piano	3798
		3799

## DUKE

<b>Johnny Ace</b>	MEMORIAL ALBUM	71
<b>Bland Parker</b>	BLUES CONSOLIDATED	72
<b>Variety</b>	LIKE 'ER RED HOT	73
<b>Bobby Bland</b>	TWO STEPS FROM THE BLUES	74
<b>Bobby Bland</b>	HERE'S THE MAN	75
<b>Junior Parker</b>	DRIVING WHEEL	76
<b>Bobby Bland</b>	CALL ON ME	77
<b>Bobby Bland</b>	AIN'T NOTHING YOU CAN DO	78
<b>Bobby Bland</b>	THE SOUL OF THE MAN	79
<b>Variety</b>	BLUES THAT GAVE AMERICA SOUL	82
<b>Junior Parker</b>	THE BEST OF JUNIOR PARKER	83
<b>Bobby Bland</b>	THE BEST OF BOBBY BLAND	84

## DUNHILL

<b>Mama's &amp; Papa's</b>	If You Can Believe Your Eyes And Ears	D-50006
<b>The Brass Ring</b>	The Flight Of The Phoenix	D-50008
<b>Mickie Finn</b>	Americas No. 1 Speakeasy	D-50009
<b>The Mama's and Papa's</b>		D-50010
<b>The Brass Ring</b>	Lara's Theme	D-50012
<b>The Brass Ring</b>	Sunday Night At The Movies	D-50015
<b>Mickie Finn</b>	Saturday Night At Mickle Finns	D-50013
<b>Mama's &amp; Papa's</b>	Mama's & Papa's Deliver	D-50014
<b>Brass Ring</b>	The Disadvantages of You	D-50017
<b>Grass Roots</b>	Let's Live Today	D-50020



SID ("Girl Watchers") RAMIN  
has another smash  
coming up based on  
his Mennen TV theme.

It's called  
BRACE YOURSELF  
(and you'd better.)



# COUNTRY ROUNDUP

In Dec. 1886 a small group of people banded together to form an organization known as the American Federation of Labor, more commonly known as the AFL, which was conceived for the benefit of the working man. Many years later, another group of people founded the Committee of Industrial Organization, later changed to the Congress of Industrial Organization. The date for the original formation of the CIO was sometime in 1935. This organization, too, was conceived for the benefit of the laborer.

However, the long-established AFL, which was almost 40 years old before the upstart CIO was born, refused for many years to acknowledge the fact that the second organization was even in existence. When at length the CIO grew more and more powerful, the two organizations sat down and mapped out a feud which made the Hatfields and the McCoys seem like kissin' cousins by comparison. Meanwhile, they were BOTH still working toward ALMOST IDENTICAL ends, the betterment of the working man. But each organization was so convinced that it, and it alone, was the true prophet, that the two spent a great deal more time and effort battling with each other than grappling with unfair and low-standard working conditions with which their members had to contend. Each organization fought with the other over a matter of prestige, (or stiff-necked pride if you will) but, as a result of their constant bickering, they each lost a great deal of that very prestige for which they fought.

At length, after over twenty years being at odds, the two organizations finally came to the realization that their common goals would be all the easier to attain if they joined forces and worked in unison toward that end. In 1956 the two united to form the AFL-CIO, and, while everything is not necessarily a bed of roses in that setup, it is at least ONE organization, attempting to work toward one end.

Although the history of the AFL-CIO is not necessarily of interest to the Country Music industry, the brief synopsis presented above was not meant to be an idle rambling. And although it's a common enough situation we believe the message to be strong and clear—and pertinent. A parallel can be drawn with a situation now taking shape in the C&W field.

Back in 1958 a group of Country Music people formed their own organization, the Country Music Association, which was dedicated to the ideals of furthering Country Music, its heritage, its future and its people. At this time, only nine years old, the CMA is perhaps the singularly most powerful force in its field. But two years ago another organization was founded, this one the California-based Country/Western Music Academy, later to be called the Academy of Country/Western Music. It, too, has the same basic goal of furthering the

Country Music cause.

In addition, the New England and Middle Atlantic section of the U.S. is represented by North East Country Music Inc.

Thus, we have at least three organizations operating independently toward the same goal. Since CMA is a Southeastern operation, one is a West Coast operation, and the third is a Northern setup, it's only natural that the organizations will have their differences in some matters. To date we know of no major differences between them, but still we bring out the AFL-CIO analogy—not because of a similar rivalry developing, but merely as an historical precedent to beware of.

The offices and powers that be in all of these organizations should always remember that Country Music knows no geographical bounds. It's a culture that has drawn unto itself bits and pieces from all segments of the country to form its rich heritage. And that's the way it will always be. The art form of Country Music will live on long after organizations that promote it have disappeared. But while the organizations are still on the scene, it would behoove them all, their members, and Country Music in general, to work together in harmony. After all, harmony is an integral part of Country Music.



A WELL-DESERVED HONOR-In conjunction with its second annual jubilee, the Country Music Association of South Carolina presented Bill Anderson (right), Grand Ole Opry Star and popular Decca recording artist, with the first annual "South Carolina Country Musician of the Year" award. The award was given to Anderson on Aug 12, in Columbia, South Carolina, his birthplace.

The Singin', Swingin', Stompin' (etc.) Stonemans, roared into Brownstown, Ind. recently for the Jackson Country Fair and broke the all-time attendance record for the 102-year old fair. A crowd of 42,000 was on hand for the family gathering, 1,000 of which held SRO tickets while thousands of others were turned away. . . . Another record-breaking performance was staged by Hank Snow and his Rainbow Ranch Boys, who pulled in a crowd of 9,000 at Centennial Park in Music City. Crowd was the biggest ever logged during the 31 years of free park concerts sponsored by the Nashville Tennessean. . . . Speaking of record-breakers, Rex Allen's recent performance with the Omaha Symphony (a first for both Allen and the Symphony) set a new attendance mark. The songster has already been invited back for next year. . . . Johnny Paycheck & the Little Darlin's and Jeanne Riley have also just completed a highly successful gig, a ten-day stand at Las Vegas' Golden Nugget. Reports have it that 8 out of the 10 evening performances drew turnaway crowds. . . . Another recent Golden Nugget adventurer was Waylon Jen-



# TOP COUNTRY ALBUMS

1	DANNY BOY Ray Price (Columbia CL 2677/CS 9477)	2	16	DIESEL ON MY TAIL Jim & Jesse (Epic LM 24314/BN 26314)	14
2	IT'S SUCH A PRETTY WORLD TODAY Wynn Stewart (Capitol T/ST 2737)	3	17	I CAN DO NOTHING ALONE Bill Anderson (Decca DL 486/DL 4886)	19
3	BUCK OWENS AND HIS BUCKAROOS IN JAPAN (Capitol T/ST 2715)	1	18	YOUR GOOD GIRL'S GONNA GO BAD Tammy Wynette (Epic LN 24305/BN 26305)	15
4	JOHNNY CASH'S GREATEST HITS (Columbia CL 2678/CS 9478)	6	19	I'LL NEVER FIND ANOTHER YOU Sonny James Capitol T/ST 2788)	24
5	ALLTHE TIME Jack Greene (Decca DL 4904/DL 4904)	4	20	RUBY Johnny Darrell (United Artists UAL 3594/UAS 6594)	20
6	COLD HARD FACTS OF LIFE Porter Wagoner (RCA Victor LPM/LSP)	5	21	WALKIN' IN THE SUNSHINE Roger Miller (Smash MGS 27092/SRS 67092)	11
7	SINGING AGAIN Ernest Tubb & Loretta Lynn (Decca DL 4872/DL 74872)	7	22	HITS BY GEORGE George Jones (Musicor MM 2128/MS 3128)	25
8	BLUE SIDE OF LONESOME Jim Reeves (RCA Victor LPM/LSP 3793)	8	23	THANKS, HANK! Jeannie Seely (Monument LP 8073/SLP 18073)	21
9	BEST OF EDDY ARNOLD (RCA Victor LPM/LSP)	10	24	JUKEBOX CHARLIE Johnny Paycheck (Little Darlin' LD 4006/SLD 8006)	28
10	NEED YOU Sonny James (Capitol 2703)	12	25	STONEMAN'S COUNTRY (MGM E/ES 4453)	22
11	YOUR TENDER LOVING CARE Buck Owens (Capitol T/ST 2760)	16	26	TONIGHT CARMEN Marty Robbins (Columbia CL 2725/CS 9525)	—
12	ANOTHER STORY Ernest Tubb (Decca DL 4867/74867)	9	27	CARRYING ON Johnny Cash & June Carter (Columbia CL 2728/CS 9528)	—
13	I'M A LONESOME FUGITIVE Merle Haggard (Capitol T/ST 2702)	13	28	ALL MY TOMORROWS Nat Stuckey (Paula LP 2196/LSP 2196)	23
14	COOL COUNTRY Wilburn Bros. (Decca DL 4871/DL 7 4871)	18	29	FROM MEXICO WITH LAUGHS Don Bowman (RCA Victor LPM 3795/LSP 3795)	30
15	APT. NO. 9 Bobby Austin (Capitol T/ST 2773)	17	30	MR. MEL Mel Tillis (Kapp KL 1535/K5 3535)	—

nings, whose stint was successful enough for him and the Waylors to be booked back next July at "one of the highest fees ever paid an entertainer there." Earlier in the month, the same Jennings returned like prodigal sons to J.D.'s in Phoenix, a spot that Jennings opened three years ago, to draw some of the biggest crowds ever seen at the club for an entire week. . . . Roy Clark has just wrapped up what is termed the busiest fair season of his career, and is currently handling a 3-week stand at Harrah's in Lake Tahoe. Roy will be appearing in the main room until Sept. 20 with Kay Starr.

One of Countryland's most popular husband-wife teams, Johnny Wright and Kitty Wells, return to Music City this week (5) for some relaxation following their Labor Day stand in Hershey, Pa. After they shake some of the dust from their boots the two will find the charts decorated with Johnny's "American Power" and Kitty's "Queen Of Honky Tonk Street".

Thurston Moore writes that his

Haether Enterprises has just signed a deal with Jerry Rivers to publish the book "From Life To Legend," dealing with the life of Hank Williams. Moore is seeking any possible material, photos, etc. dealing with the late songster and asks that anyone having such material contact him at Haether Enterprises, 3285 So. Wadsworth Blvd., Denver, Colo. 80227.

Miami Beach has been accepted unofficially as the kingdom of Jackie Gleason, but it looks like country music may be making some inroads in that sun-drenched city as a result of the opening of the first country nitery in that area, the Golden Gate Convention Hall. Debuting the hall were Hank Williams, Jr. and the Cheatin' Hearts.

Betty Rose has a new self-penned deck out on Yale Records, "Go Away" b/w "My Song" and tells us that she is looking for a reliable booking or management agency to handle her. Betty makes her home in Hazleton, Pa. and lists a great many night club gigs among her credits.

QUEEN OF HITS

KITTY WELLS

"QUEEN OF HONKY TONK STREET"  
DECCA 32163

## A Regular Now

The happy gentleman in the black tuxedo is Epic C&W songster Charlie Walker, who made his first appearance as a regular member of WSM-Nashville's Grand Old Opry on August 19. He is shown here on the Opry stage with country booker Hubert Long (left) and Opry manager Ott Devine (right).



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# COUNTRY TOP 50



# COUNTRY REVIEWS

● Best Bet  
B+ very good B good

## Pick of the Week

IT'S THE LITTLE THINGS (2:54) [Marson, BMI—Duff]

DON'T CUT TIMBER ON A WINDY DAY (2:16)  
[Marson, BMI—Riedel]

SONNY JAMES (Capitol 5987)

It's been one chart-topper after another for Sonny James, and it's certainly a good bet to ride with a winner. Sonny likes to mix up the sounds now and then so he shifts from the big, full ork sound of his last two outings to a very simple, but haunting side called "It's The Little Things" on his latest Capitol effort. Headed for the top.

THIS WORLD HOLDS NOTHING (Since You're Gone) (2:29)  
[Cedarwood, BMI—Schneider, Southall]

ALMOST HEAR THE BLUES (2:35) [Turp, BMI—Jackson]

STONEWALL JACKSON (Columbia 44283)

As "Promises And Hearts" begins to slip from its respectable chart berth, Stonewall Jackson zips right back on the scene with another sure-fire goodie called "This World Holds Nothing (Since You're Gone)." Looks like another good-sized hit for Stonewall. Lowdown flip is called "Almost Hear The Blues."

THEY'RE GONNA HAVE ME COMMITTED (2:20)  
[Tree, BMI—Braddock]

DADDY AND THE WINE (2:44) [Southtown, BMI—Crysler]

JIMMY DICKENS (Decca 32187)

Jimmy Dickens' disk bow on Decca is a fun item reminiscent in sound to "Country Music Lover," and could do just as well for the chanter, saleswise. May be a biggie. "Daddy And The Wine" is a sorrow-filled tale of a child's woes. Could also make plenty of noise.

FAST TALKING LOUISIANA MAN [Al Gallico, BMI—Kilgore]

AVENUE OF TEARS (2:43) [Al Gallico, BMI—Kilgore]

MERLE KILGORE (Columbia 44279)

The strongest side he's had in quite a spell is Merle Kilgore's Columbia debut tabbed "Fast Talking Louisiana Man." Lively and galloping, this cutie stands a chance to stir up some pop action as well. "Avenue Of Tears" is another self-penned item, but in a gloomier vein.

BIG FOOT (2:35) [Blue Book, BMI—Ripley]

TORNADO TILLIE (2:34) [Blue Book, BMI—Ripley]

DICK CURLESS (Tower 362)

Old Dick Curless comes across with a good tune and a strong sound in what should be another Top 50 item for him. Top side, "Big Foot," is a tall tale with a light, prancing sound. Definitely worth a spin. "Tornado Tillie" is the high speed flip.

JUST LET ME MAKE BELIEVE (2:15) [Fred Rose, BMI—Blackwell]

FIREBALL MAIL (1:39) [Milene, ASCAP—Jenkins]

FRANK IFIELD (Hickory 1473)

With a potent romance ballad, a lush ork production and a fine vocal delivery, Frank Ifield should bounce back into the C&W charts shortly via "Just Let Me Make Believe For A While." Side brings out the best in Ifield. Flip is a chugging rendition of "Fireball Mail."

I LET A STRANGER (Buy The Wine) (2:29)  
[Central Songs, BMI—Adams]

HUSBAND STEALER (2:59) [Central Songs, BMI—Miller, Snyder]

KAY ADAMS (Tower 360)

In addition to her talented tonsils Kay Adams also displays a talented pen in her first writing effort, "I Let A Stranger Buy The Wine." This tale of a gal stepping out could bring the Texas lass back into the limelight after a long absence. "Husband Stealer" is a cute bouncer.

(Continued on page 64)

Pos. Last Week

Pos. Last Week

1	TENDER LOVING CARE (Blue Book—BMI) Buck Owens (Capitol 5942)	2	26	IN DEL RIO (Matamoros—BMI) Billy Walker (Monument 1013)	23
2	BRANDED MAN (Blue Book—BMI) Merle Haggard (Capitol 5931)	1	27	YOU'RE SO COLD (Wilderness—BMI) Hugh X. Lewis (Kapp 830)	28
3	LONG-LEGGED GUITAR-PICKIN' MAN (Perkins—SESAC) Johnny Cash & June Carter (Columbia 44158)	3	28	GENTLE ON MY MIND (Glaser—BMI) Glen Campbell (Capitol 5939)	30
4	HOW LONG WILL IT TAKE (Page Boy—SESAC) Warner Mack (Decca 32142)	4	29	WHAT DOES IT TAKE (Glaser—BMI) Skeeter Davis (RCA Victor 9242)	35
5	CINCINNATI, OHIO (Moss-Rose—BMI) Connie Smith (RCA Victor 9214)	6	30	QUEEN OF HONKY TONK STREET (Kitty Wells—BMI) Kitty Wells (Decca 32163)	37
6	I CAN'T GET THERE FROM HERE (Glad, Blue Crest—BMI) George Jones (Musicor 1243)	5	31	TURN THE WORLD AROUND (Fingerlok—BMI) Eddy Arnold (RCA Victor 9265)	42
7	MY ELUSIVE DREAMS (Tree—BMI) David Houston & Tammy Wynette (Epic 10194)	9	32	PROMISES & HEARTS (Barmour—BMI) Stonewall Jackson (Columbia 44121)	20
8	POP A TOP (Stuckey—BMI) Jim Ed Brown (RCA Victor 9191)	7	33	AMERICAN POWER (Kitty Wells—BMI) Johnny Wright (Decca 34477)	34
9	I'LL NEVER FIND ANOTHER YOU (Chappell—ASCAP) Sonny James (Capitol 5914)	8	34	CALIFORNIA UP TIGHT BAND (New Keys—BMI) Flatt & Scruggs (Columbia 44194)	39
10	LAURA (WHAT'S HE GOT THAT I AIN'T GOT) (Gallico—BMI) Leon Ashley (Ashley 2003)	15	35	TOO MUCH OF YOU (Peach—SESAC) Lynn Anderson (Chart 1475)	41
11	NO ONE'S GONNA HURT YOU ANYMORE (Painted Desert—BMI) Bill Anderson (Decca 32146)	17	36	LITTLE OLD WINE DRINKER ME (Moss-Rose—BMI) Robert Mitchum (Monument 1006)	25
12	'CAUSE I HAVE YOU (Central Songs—BMI) Wynn Stewart (Capitol 5937)	13	37	ROLL OVER & PLAY DEAD (Belton—BMI) Jan Howard (Decca 32154)	45
13	BREAK MY MIND (Windward—BMI) George Hamilton IV (RCA Victor 9239)	14	38	CHOKIN' KIND OF LOVE (Wilderness—BMI) Waylon Jennings (RCA Victor 9259)	50
14	JULIE (Wilderness—BMI) Porter Wagoner (RCA Victor 9243)	16	39	I DON'T WANNA PLAY HOUSE (Al Gallico—BMI) Tammy Wynette (Epic 10211)	—
15	THE STORM (Tuckohoe—BMI) Jim Reeves (RCA Victor 9238)	11	40	THROUGH THE EYES OF LOVE (Jack—BMI) Tompall & Glaser Brothers (MGM-13754)	44
16	I'M STILL NOT OVER YOU (Pamper—BMI) Ray Price (Columbia 44195)	24	41	YOU CAN'T HAVE YOUR KATE AND EDITH, TOO (Tree—BMI) Statler Bros. (Columbia 44245)	—
17	PHANTOM 309 (Cedarwood—BMI) Red Sovine (Starday 811)	18	42	MY HEART GETS ALL THE BREAKS (Tree—BMI) Wanda Jackson (Capitol 5960)	48
18	YOU PUSHED ME TOO FAR (Tree—BMI) Ferlin Husky (Capitol 5938)	21	43	FAIR WEATHER LOVE (Cedarwood—BMI) Arlene Harden (Columbia 44133)	49
19	BLACKJACK COUNTY CHAIN (Tree—BMI) Willie Nelson (RCA Victor 9202)	10	44	JACKSON AIN'T A VERY BIG TOWN (Acclaim—BMI) Norma Jean (RCA Victor 9258)	—
20	TONIGHT CARMEN (Mojava, Norma—BMI) Marty Robbins (Columbia 44128)	12	45	LAURA (WHAT'S HE GOT THAT I AIN'T GOT) (Al Gallico—BMI) Claude King (Columbia 4237)	46
21	TRUCKER'S PRAYER (Central Songs—BMI) Dave Dudley (Mercury 72697)	22	46	ADORABLE WOMEN (Stuckey—BMI) Nat Stuckey (Paula 276)	—
22	LOVE ME AND MAKE IT ALL BETTER (Barmour—BMI) Bobby Lewis (United Artists 50161)	19	47	I WASHED MY FACE IN THE MORNING DEW (NewKeys—BMI) Tom T. Hall (Mercury 72700)	52
23	A WOMAN IN LOVE (Lin-Col—BMI) Bonnie Guitar (Dot 17029)	29	48	ALL MY LOVE (Acuff-Rose—BMI) Don Gibson (RCA Victor 9266)	59
24	GOODBYE WHEELING (Cedarwood—BMI) Mad Tillis (Kapp 837)	27	49	DEEP WATER (Milene—ASCAP) Carl Smith (Columbia 44233)	58
25	FOOL, FOOL, FOOL (Cedarwood—BMI) Webb Pierce (Decca 32167)	33	50	THE CAVE (Mayhew Window—BMI) Johnny Paycheck (Little Darlin 0032)	—
31	LIKE A FOOL Dottie West (RCA Victor 9267)	—	56	I JUST WANT TO BE ALONE Ray Pillow (Capitol 5953)	—
32	NOBODY'S CHILD Hank Williams Jr. (MGM 13782)	—	57	YOU'VE BEEN SO GOOD TO ME Van Trevor (Date 1565)	—
33	I FORGOT TO CRY Charlie Louvin (Capitol 5948)	—	58	BIG BLACK BUG BOOGIE Jimmy Dawson (K-Ark 774)	—
34	MY LOVE FOR YOU Ernie Ashworth (Hickory 1466)	—	59	TOO FAR GONE Lucille Starr (Epic 10205)	—
35	I'LL NEVER BE LONESOME WITH YOU Cal Smith (Kapp 834)	—	60	THE WHEELS FELL OFF THE WAGON Johnny Dollar (Date 1566)	—

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# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

(Cont. from page 62)

JOHN L. SULLIVAN (Kapp 846)

● **WHAT COLOR IS LOVE** (2:30) [Moss-Rose, BMI—Anderson] May well be action in store for John L. Sullivan via this offering. Songster puts plenty of feeling into this woes-laced ballad.

(B+) **DEEP IN YOUR HEART** (2:02) [Forrest Hills, BMI—Crutchfield] Flip is a pleasant, rolling stanza.

MARTI BROWN (Dollie 510)

● **OVERDUE** (2:40) [Cedarwood, BMI—Crutchfield, Burch] Here's a side that has plenty of hit potential. Marti Brown serves up a real attractive woe with a fine delivery, giving the lid a shot at twin-market sales.

(B+) **I DON'T CARE** (2:16) [Cedarwood, BMI—Pierce, Walker] Mid-tempo, thumpin' sounds fill the grooves here.

SANDY MASON (Hickory 1471)

● **WE LIVE IN TWO DIFFERENT WORLDS** (2:21) [Milene, ASCAP—Rose] Sandy Mason made some noise before and could do even better this time out. The lark's latest entry is a pretty updating of the oldie, and could do it.

(B+) **I FORGOT MORE THAN YOU'LL EVER KNOW ABOUT HIM** (2:20) [Travis, BMI—Null] Another nice revamping of an oldie on this side.

JERRY McKINNON (Wayside 1006)

● **MEMORIES OF '57** (1:43) [Back Bay, Highwheel, BMI—McKinnon] A bouncing rhythm with a Western flavor and a mellow vocal makes this one attractive programming fare. Nice production on the side.

(B+) **CASTLE BUILDER** (1:55) [Back Bay, BMI—Bercier] On the bottom we have a woe with a light, airy sound.

RAY KING (Starday 816)

● **BIG WHEEL** (2:33) [Tarheel, BMI—King, Dean] The gear-jammer is an integral part of country music, a fact which adds a bit more emphasis to this Ray King deck. Coin operators should be ready to grab this one for the juke boxes.

(B+) **YOU'RE GONE** (2:33) [Tarheel, BMI—King, Touchstone] Chanter shows he can also handle a hurtin' song on the flip.

GORDON DILLINGHAM (ABC 10968)

● **CUTTIN' RIGHT OF WAY** (2:38) [Low-Rico, BMI—Banks] Crime doesn't pay says Gordon Dillingham in this ode, but singin' about it might very well pay for the songster. This side is a thinker with plenty of appeal.

(B+) **I SHOOK THE HAND** (2:32) [Low-Rico, BMI—Banks] Easy-paced tale of heartbreak and woe.

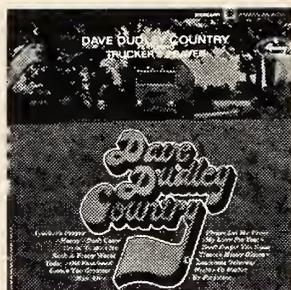


# COUNTRY LP REVIEWS



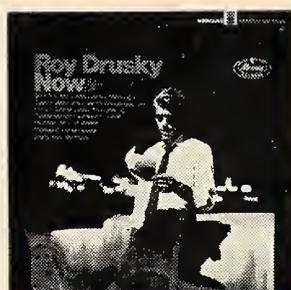
**BRANDED MAN**—Merle Haggard & Strangers—Capitol T/ST 2789

Titled after his chart-topping single, "Branded Man," Merle Haggard's new LP should have no trouble establishing itself as a winner in its own right. Backed in fine style by his group, the Strangers, Haggard offers, in addition to the title tune, such potent selections as "Somewhere Between," "I Threw Away The Rose" and "Go Home." Looks like another big one for Merle here.



**DAVE DUDLEY COUNTRY**—Mercury MG 21133/SR 61133

This inventive album showcases Dave Dudley in a performance of eleven striking C&W numbers. Included in the set are "Trucker's Prayer" (Dave's current chart climber), "Don't Come Cryin' To Me," "It's Such A Pretty World Today," and "Please Let Me Prove (My Love For You)." Could be a sizeable amount of chart action in store for this one.



**NOW (IS A LONELY TIME)**—Roy Drusky—Mercury MG 21118/SR 61118

Veteran country chanter Roy Drusky has come up with an album that might well garner enough spins to earn itself an extended chart ride. The set includes "Now," "Early Mornin' Rain," "She Still Thinks I Care," "That's What It's Like To Be Lonesome," and seven other forceful selections. Keep close tabs on this one. It could happen big.



**THE BIG HITS**—Statler Bros.—Columbia CL 2719/CS 9519

Here's an imaginative, spirited album by the Statler Brothers that stands an excellent chance of developing into a strong Top 50 item. The set starts off with the Statlers' recent smash, "Ruthless," then the boys go on to sing "Green, Green Grass Of Home," "Release Me," and a host of others including their latest single, "You Can't Have Your Kate And Edith, Too." Don't let this one out of your sight.



**YOUR FOREVERS DON'T LAST VERY LONG**—Jean Shepard—Capitol T/ST 2765

Look out for Jean Shepard to grab a high chart spot with this powerful album. Singing at the top of her form throughout the entire set, Jean leads off with the title song, "Your Forevers (Don't Last Very Long)," and then goes on to offer "Born A Woman," "I'm Living In Two Worlds," "Possession Is Nine-Tenths Of The Law," and eight others. Should go far.



**I FORGOT TO CRY**—Charlie Louvin—Capitol T/ST 2787

A dynamic effort all the way, Charlie Louvin's latest LP venture should haul in heaps of spins and sales for him. Among the numbers on the package are "I Forgot To Cry," "Looking For A Thing Called Happiness," "On The Other Hand," and "You're The Sad In My Song." Give this one a careful listen. It might well prove to be a chart-bound item.

## Long Stable Acts Making Strong Foreign Inroads

NASHVILLE—Following through on the long-range plans announced earlier this year, Hubert Long Talent stable has been laying heavy emphasis on foreign dates and tours for many of its artists.

One of the leading exponents of the exploitation of country music abroad, Long has now compiled a respectable list of name artists bound for foreign

shores. Among the name acts already scheduled for a continuing series of dates at both military installations and civilian communities this year are Tammy Wynette (20 days in Sept.), Jim Ed Brown (16 days in Sept.), Melba Montgomery (20 days in Sept.), Charlie Walker (20 days in Nov.) and Ferlin Husky (20 days in Dec.). LeRoy Van Dyke has been set for 20 days abroad in Apr. of 1968, while Wilma Burgess will do a like tour in July of next year.

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September 9, 1967



Spanish singer Raphael has travelled a long way on the road to international fame since he first represented his country in the Eurovision Song Contest of 1966. His performance at this year's contest was universally acclaimed. His latest LP, "Canta Raphael," like his film "Quando Tu No Estas" from which many of the tracks are taken is a best seller in Puerto Rico and is being well received in America. It is released in both territories by United Artists, and his Spanish recording company is Hispavox.



# GREAT BRITAIN

Mercury's British independent set-up opened in London this week with offices at 1, Chesterfield Street, London, W. 1. Lou Reizner is in charge of operations and is now seeking new artists and producers for British, American and world-wide release. He has just completed two albums, "Sitar Beat" with Jim Sullivan and "Sergeant Pepper's Lonely Hearts Club Band" with the Peter Knight Orchestra, for release in both America and Britain on the Mercury label which continues to be distributed in the U.K. through Philips Records. Reizner recently purchased the master of Julian Covey and the Machines, "A Little Bit Hurt," from Island Records for release in the States on Mercury.

Following an extensive tour of the continent during which time she topped the bill at the Olympia, Paris French Canadian singer Monique Leyrac stopped off in London to record her first English album. American CBS A & R Manager Ettore Stratta flew in specially from New York to take charge of the session. On her return Monique Leyrac undertakes a Canadian tour and makes an appearance at Expo 67.

Agent Vic Lewis in Russia at the invitation of the Soviet Bureau of Cultural Affairs for a series of top level meetings designed to instigate the first full scale exchange of musical talent between the East and the West. Says Lewis, "My talks will cover the entire light music scene—orchestras, arrangers, singers, jazz and pop groups—and the possible potential of the whole project is virtually unlimited. The visit is without precedent. At best it will lead to a regular flow of talent to and fro between Russia and the Western world." Success of these talks means that American and British acts represented by Lewis and Nems Enterprises would undertake concert and TV engagements in Russia while Soviet entertainers would play exchange dates in Britain and the rest of Western Europe.

Recording history was made in London last weekend when George Szell and the Cleveland Orchestra recorded Mozart's "G Minor Symphony"; Beethoven's "Fidelio Overture" and the "Leonora No. 1 Overture" at EMI's Abbey Road Studios. This is the first time that a top flight American orchestra and its musical director have recorded in this country, and CBS America asked CBS London to take care of all arrangements for the recording. CBS producer Paul Myers flew into London specially for the session. The Cleveland Orchestra's 50th season opened with a tour of three of Europe's most important music festivals—Salzburg, Edinburgh and Lucerne—thus notching up another "first" in that no other orchestra has appeared in all three festivals in a single season.

David Cardwell of Interpop Publicity has just signed the Turtles to a long-term publicity contract. The American group will fly in for their first British concert tour commencing September 25th being sponsored by Tito Burns with promotion in the hands of Tony Hall Enterprises. The Turtles are still in the British charts after eleven weeks with "She'd Rather Be With Me" on RCA published by Robbins Music. It is expected that their current American charter "You Know What I Mean" will be issued in Britain coincidental with their tour.

CBS Records hosted a reception at the newly decorated Hatchetts nitery for the Peddlars who make their debut on the new label with "Irresistable You." The Peddlars come to CBS via Lillian Records, an independent production company under the management of Mervyn Conn. After a four-week season at Hatchetts, the Peddlars may return to the States for a ten week tour. They recently completed a TV inset for the "Spotlight" TVer also featuring Tommy Cooper and Robert Goulet set for American screening in September.

An expansion of Interpop Publicity is the formation of a separate opera division known as Universal Productions to which they have just signed baritone Peter Glossop to a long-term publicity contract. Glossop is currently appearing with the New American National Opera Company in the leading role of "Falstaff" and is to sing the title role in Benjamin Britten's opera "Billy Budd" to be recorded by Decca.

A busy time ahead for Pye recording artist David Garrick. Although he had a moderate hit here with "Mrs. Applebee," Garrick hasn't been able to attain in Britain the fervent popularity with which he is greeted on the continent. Earlier this year he appeared in the German production of a pop opera "Robinson 2000" and a film version is now being negotiated. Garrick is currently in Germany to take part in the opening concert to launch color TV there and has been booked for concert dates in Brussels in October. An Australian tour is planned for September followed by Scandinavia in November. His new Piccadilly single has just been issued, "Don't Go Out Into The Rain" penned by American Kenny Young and published by United Artists.

Compass Music (subsidiary of the Chappell Organization) are delighted to have the current No. 1 American smash "Ode To Billie Joe" by Bobbi Gentry just issued here on Capitol. The number has been covered by new British group Life An' Soul produced by Steve Rowlands and issued on Decca, and Lee Hazlewood's version is out on Reprise.

New artist for whom Decca have high hopes is 24 year old Bill Fay who makes his debut on Deram with one of his own compositions "Some Good Advice" published here by Ambassador and in the States by Gil Music. Promotion is being handled by Tony Hall Enterprises.

Quickies: "San Francisco" still topping Best Selling Sheet Music Lists for third consecutive week for Dick James Music. . . . Wedding bells last week for Island Managing Director Chris Blackwell who married Josephine Heilmann. . . . Mervyn Conn bringing Bobby Darin to Britain late September. . . . Looks like another No. 1 for Englebert Humperdinck's new Decca single "The Last Waltz" produced independently by Peter Sullivan and published by Donna Music. . . . Within one week of release the Rolling Stones' new Decca single "We Love You" c/w "Dandelion" approaching quarter million copies. . . . Malcolm Roberts waxed Goffin-King number "Yours Until Tomorrow" produced by Norman Newell, issued on RCA and published by Screen Gems. . . . Johnny Mathis makes welcome return to London's Talk of the Town nitespot for three weeks commencing October 2nd. . . . World sales of Procol Harum's "A Whiter Shade Of Pale" on Deram now topping the 3½ million mark. . . .

# next time you are in Holland . . . .

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# 1st Report On German Radio-TV Fair: Top Int'l Stars In Grand Showing

BERLIN—The impossible happened and the entire music industry finally got together in one city for the purpose of showing the public their wares. And successful they were! The mammoth German Radio & TV Fair 1967 opened in Berlin and not only the radio, TV and Hi-Fi manufacturers and dealers were on hand but also the record industry in full force.

### Top Global Stars

Top stars flew in from all over the world to display their wares and entertainment galore was the keynote of the opening days of the 10 day long fair. The hotels and nightclubs of Berlin were overbidding themselves buying up the available talent for special appearances in their niteries.

The highpoint of the first days was the "Gala Evening of Records" sponsored by the record industry. The two and a half hour television spectacular was the first official color broadcast

came the fabulous Pamela Davis Dancers from England followed by Swedish favorite Siw Malmkvist from Sweden who did her Swedish version of the "Song for Europe Contest Winner" "Puppet On A String." The fine father-daughter combination of Ulla & Ulrik Neumann from Scandinavia followed. Both are Metronome artists. Italy was represented by Ariola-Hansa artist Nini Rosso with his fine trumpet work and then CBS star Bobby Solo who did his million selling hit "Una Lacrima Sul Viso."

The Golden Gate Quartet followed with two songs and then came Grethe & Jorgen Ingmann with an English version of their "Song for Europe" contest winner "Danse Vise" and a fine guitar solo for Jorgen with "Amorada." RCA Victor's great jazz-blues songstress Nina Simone wowed the audience with "Blues for Mama." Polydory world star Bert Kaempfert made his TV debut here with a med-



SMILES OF SUCCESS: Happy people and smiling faces in the RCA Victor family as Peggy March and Nina Simone posed together with RCA Victor European sales manager Jean Pierre Kunstle for the Cash Box camera during rehearsals at the German Radio-TV Fair now being held in Berlin. Peggy did TV and radio shots as well as a personal appearance in the Berlin Hilton Hotel while Nina was busy with her radio-TV appearances as well as an hour long special broadcast from East German TV. Capitol Records Star Al Martino grabs a breath of fresh air backstage in Berlin while rehearsing for the big Gala Evening of Records sponsored by the German Radio TV industry. The star broke things up with his performance of "Spanish Eyes" and "Somewhere My Love" sung for millions of viewers in 13 countries in Europe where the show was telecast. Al was accompanied on the trip by Capitol's Bob Klein.



for German TV and the first in Europe and was carried by 12 countries outside of Germany. International talent displayed their wares. The show opened with German vocal talent. RCA Victor's Peggy March kicked things off with her new German waxing followed by Vicky from Philips, Rex Gildo from Ariola, Nina Lizell from Metronome, Peter Beil from CBS and Gitte from Electrola. Then

ley of four hits with his orchestra including "Wonderland by Night," his first big hit and then "African Beat," "Swinging Safari" and of course "Strangers in the Night." Philips star Juliette Greco from France followed with two beautiful chansons and then Capitol records ace Al Martino thrilled the audience with his rendition of the "Blue Spanish Eyes" with (Continued on page 70)

## Musicor Int'l Deal With Hurricane Label

NEW YORK—Musicor Records has taken over the international distribution for Hurricane Records of Albuquerque, New Mexico. Founded by Mrs. Bennie Sanchez and currently operated by Mrs. Sanchez and her son, Al (Hurricane) Sanchez, the label is primarily oriented to Mexican music but has been engaged in a program of increasingly diversified product during recent months. The arrangement gives new strength to Musicor's already prominent position in the Spanish music field.

Hurricane Records has specialized in Mexican mariachi music, but has lately become involved in both pop and country areas. Al Sanchez, himself an artist on the label, has had a Mexican hit riding titled "Mi Saxophone"; and his brother, known simply as Tiny Morie, has enjoyed good action with his disk of "Lonely Letters." On the pop front, the label is also now featuring a rock artist known as Tommy G and his backing group, The Charms.

According to Musicor president Art Talmadge, the new deal with Hurricane calls for world-wide distribution, and includes a co-publishing arrangement with Hurricane's Striking Mu-

sic, a BMI-affiliate firm. Musicor will actively administer the publishing firm.

Plans call for an initial release of three LPs late in October, one each by Al Sanchez, Tiny Morie, and a Mexican mariachi band. Three more albums are scheduled for November release, with artists to be announced later.

## Chezar To Foreign Reps

NEW YORK—Irving Chezar, American rep for Pye Records, Vogue Records and Deutsche Vogue Records, leaves for London on Sept. 6, for three weeks of meetings with his Associates in England, France and Germany.

Chezar, who arranges for the overseas release of American records through Pye, Vogue and Deutsche Vogue, and the release of their records in The United States, will attend Pye's annual sales conference scheduled for next week.

Chezar will also attend business meetings with the execs and department heads of Pye, Vogue and Deutsche Vogue, and their associate companies, at their respective offices.

# Phonogram & Large Book Publisher To Build Pressing Plant Near Milan

MILAN—A large new record pressing factory will soon be built near Milan, Cash Box has learned. The new factory will be owned by Phonogram (Deutsche Grammophon Gesellschaft and Philips Italian Operation) and Fratelli Fabbri Editore, one of the biggest publishing houses in Italy.

### LP-Book Association

Phonogram presently is located in a factory which belongs to Melodicon, the company owned by Manlio Baron, which previously represented the Philips catalog in Italy. When Philips, together with DGG, opened their own operation in Italy under the name of Phonogram, the factory was located by Phonogram under a long term agreement.

Fratelli Fabbri Editore started five years ago with a series of weekly publications which with weekly installments, popularized books on various subjects.

Recently, the company started a series devoted to the history of music. Each weekly installment is provided with an LP record which groups some works of the composers mentioned in the installment. For these publications there is a need by Fabbri of more than 350,000 LPs each week, and this demand is increasing. FFE made an agreement with Phonogram for pressing disks in its factory (Melodicon's) but now the factory, due to the big success obtained by the publication is insufficient for supplying such a quantity of releases. For this reason, and in accordance with the future development plans of Phonogram in Italy, Phonogram entered into the pact with FFE for a new joint venture and for opening a big record pressing plant.

This will also mean, that a big operator like FFE will enter the record field in Italy.

## Roulette Forms Mexican Label, Pubbery

NEW YORK—Roulette Records has formed its own record company and publishing unit in Mexico, reports Morris Levv, president of the label.

Discos Tico, the new label, and Planetary-Nom Mexico Musica, the publishing company, will be headquartered in Mexico City. A group of top Roulette execs, including Levy, legal counsel and director of international operations Normand Kurtz, Latin American music director Pancho Cristal and Big 7 Music head Al Peckover, will be at the Hotel Maria Isabella

in Mexico City for a month commencing September 11, to officially open the Discos Tico offices and to coordinate initial operations.

"We regard Mexico as we do Canada—and our label there—a natural extension of the United States record market and of Roulette as an energetic and progressive record company," said Levy.

### U.S. Business Touch

Levy emphasized that "Discos Tico (Continued on page 69)

## London To Market B. T. Puppy Abroad

NEW YORK—B. T. Puppy Records has completed negotiations with London Records for distribution of its line in key markets outside of the United States. Discussions between Mimi Trepel, London's manager of foreign distribution, Marcel Stelman, British Decca's European sales representative, and Seymour Barash, B. T. Puppy chief, resulted in the signing of contracts last week. The move is the latest in a series of important overseas deals completed by London.

The B. T. Puppy contract includes distribution on the London label in Austria, Germany, Greece, Japan, Scandinavia, South Africa, and Switzerland.

B. T. Puppy has been particularly hot with The Happenings, a talented group who scored with "See You In September" last year and currently has had two top hits in a row, "I Got Rhythm" and "My Mammy." Puppy is distributed nationally through the Jay Gee Record Corporation.

London has been especially active during the past year in its foreign distribution program, with such labels as White Whale, Hickory, and Compass signed for representation in various foreign territories.

## Ted Shapiro Int'l Travels For Kapp

NEW YORK—Ted Shapiro, general manager of Kapp International, left last Friday (1) for a 30 day tour of the Continent. He will visit seven Kapp Records affiliates before returning to the U.S. on Oct. 2. Shapiro will review current hit Kapp LP product with each affiliate and introduce new single releases together with sales aids and promo materials to the following: Decca in England, Vogue in France, Negram in Holland, Scandinavian affiliates in Sweden, Vogue in Germany, Fonit-cetra in Italy and Vergara in Spain. Shapiro will also spend some time at the Army and Air Force Exchange Service in Nuremberg, Germany, which buys for the European PX's.

## B. T. Puppy Forms Own Label In Eng. Under Pye

LONDON—The American B. T. Puppy label, currently having huge success in the States with The Happenings, is to have its own label in the U.K. distributed through Pye Records. The Happenings disk is already issued here on the Pye International label, but this week the company switched to the new B. T. Puppy logo for future pressings.



THERE THEY ARE!: This photo should have appeared along with last week's story on the EMI deal with New Breed Products, which gives EMI producing efforts by Denny Cordell (e.g. the Move, Procul Harum and Beverley). Left to right: Tony Close (EMI legal dept.), Ron White, general manager of EMI's pop repertoire and marketing services divisions, Ken East, EMI managing director, David Platz, Essex Music and Alan Shulman, attorney for New Breed. Cordell is seated.

The Guess Who appear to be well underway on an extensive promotion campaign for their Fontana release of "This Time Long Ago" in the U.S. Ray Levin tells C.B. that the boys just taped a syndicated TV'er in Cleveland, "Upbeat." Radio station picks on "This Time" have been widespread, and an American tour is being set up for the group in October.

Ron Legge reports that "Gaslight" by the Ugly Ducklings is happening in the Toronto area, and for that matter throughout the eastern part of the country. Winnipeg-based Ron is hoping for similar action in the west. He has a hot one underway in Winnipeg on Yorkville. It's "New Dawn" by the Stich In Tyme. "It's Almost Tomorrow," Doug Crosley's Arc debut is getting considerable air play, and Ron is excited about the upcoming release by the Sugar Shoppe, "The Attitude."

Rick Nelson's Decca goodie, "Suzanne On A Sunday Morning," is a confirmed smash in Toronto and vicinity, according to Compo's Al Mair. It is a pick of considerable proportions on Toronto's CHUM, and action is reported on the side in most of Canada's major markets. "Huff Puff" by Mickey Dolenz on Challenge has been getting heavy request action at Calgary's CKXL. Jackie Wilson appears to be a sure thing for Canada's Top Ten reports Al. "Higher And Higher" is going that way for sure; went up nineteen spots on a recent week on the CHUM chart. A flock of newer items on Warner Brothers are going to make that firm's Canadian debut a very big development on the music scene in this country. Hot singles on the label as this is written include a great Pet Clark outing, "Cat In The Window"; a new ballad hit by the Association, "Never My Love" and a sensational updating of the Cole Porter oldie "Anything Goes" by Harpers Bizarre. Bill Cosby will do well in the chart wars with his first single, as a singer yet, with "Little Ole Man."

Len Naymark of Duluth's Variety Theatre has been doing some big business in the upper midwest of the U.S. and Canada's midwest with the Herman's Hermits tour. Included in the extremely hot package are the Blues Magoos and the Who. For some of the Canadian dates, there was an interesting tie in between the promoters and Eatons Of Canada, one of the country's major coast to coast department store chains. The store's Winnipeg branch has taken a big step into the promotion area. They have been instrumental in promoting appearances by the Monkees and the Tijuana Brass in the Peg, and there is talk of the department store chain getting similarly involved throughout the country. They handle the tickets for the attractions through their charge account facilities.

Terry Mann at Stone Records is ready to bet that the new Island outing by Britisher Wynder K. Frogg will be chart bound in short order. It's the Spencer Davis goodie of a while back, "I'm A Man." The artist got limited but enthusiastic deejay support in several centers for his previous single, "Green Door." Terry reports that the "Man" side was recorded at Bridget Bardot's birthday party. Imagine being at a party of any kind with B.B. and trying to concentrate on anything!

John Toews, newly appointed London Branch Manager in Calgary, confirms reports on the Fontana soundtrack of "To Sir With Love." The album is his best selling package at the moment. The single version of the title song from this good movie, on Epic by Lulu, has developed into a chartbuster wherever the picture plays. Phenomenal phone and sales action resulted in the Canadian Lakehead when the movie played there. The disk had not been aired at all prior to the opening of the movie. When the show came to town, the song was so heavily requested that the disk jumped onto CKPR's Boss Chart at number 42 without even being played as a pick. Sales on the record in that area of Canada are fantastic. Same is true in Regina, with much action also reported in southern Ontario.

A new album, to be produced by CKPR and featuring club entertainer Cal Bostic, has just been completed in Toronto at the RCA Studios. The good middle of the road set is available now for a lease deal. Interested parties should contact Whitey Haines at BMI Canada, or John Murphy at CKPR.



**SALES MEETING IN THE PARK**—The annual Phonodisc Ltd. sales meeting was held at the Inn On The Park in Toronto. The theme for the meeting was "Promotion Is Our Most Important Project." The meeting ended with the introduction of the Playtapes line of machines and cartridges, which Phonodisc will distribute throughout Canada. Shown here from the left, are: (seated) Ken McFarland; Stan Chauvin; Dave Thomson, Phonodisc credit manager; Bob McArdorey, music director of CHUM-Toronto; Barney Ales, Motown vp; Ron Newman, LP and tape sales manager of Motown; Walter Sokulsky, Winnipeg branch manager for Phonodisc; Ken Graydon; Jim Corbett, Phonodisc branch manager in Montreal; and Les Furze, Central Records sales rep; (standing) Rick Fischuk; George Spencer, of Maritime Provinces Phonodisc; Allan Beach; Frank Weaver, Vancouver branch manager for Phonodisc; Doug Byrne; Bob Rowland; Ben Hillier; Hal Ross, Phonodisc national sales manager; Don MiKim, president of Phonodisc; Ted Shapiro, general manager of Kapp's international division; Aubrey Mayhew, president of Little Darlin'; Carl Greenberg of Audio Fidelity; Leslie Bokor, president of Le-Bo Accessories; Paul Martineau; and Danny La Roche.

## DENMARK

Recent EMI releases include a number of LP albums, among others Ventures with "The Ventures Super Psychedelics" on Liberty, Nesa Harmony Orchestra with "The Nesa Concert Band" on HMV, as well as a large number of classical music on various labels, and five Regal low-price albums and seven low-price albums on Ember. Singles include "Ithycoo Park" with Small Faces on Immediate, "The Day I Met Marie" with Cliff Richard on Columbia, and "Tremblin'" with Swinging Blue Jeans on HMV.

Tremeloes on CBS with "Even The Bad Times," Who on Polydor with "The Last Time" and Anita Harris on CBS with "Just Loving You" are among the recent releases from NPA (Nordisk Polyphon Akts.). Other NPA releases include the LP albums "Something Special" with Burl Ives on Brunswick, "The Golden All Time Hits" with Bachelors on Decca, "My Greatest Songs" with Brenda Lee, also on Decca and five on CBS.

Poul Bundgaard on Tono has recorded two tunes from a local motion picture titled "Min Kones Ferie" (My Wife's Vacation). He is also out with the LP album "Mine Yndlingsmelodier, II" (My Favorite Songs, Vol. II). Jacques Dutrone on Vogue is just out with "J'aime Les Filles" b.w. "J'ai Tout Lu, Tout Vu, Tout Bu."

Mørks Musikforlag counts a lot from the just released "Death Of A Clown" with Dave Davies on Pye, a tune already on the charts in Norway. Mørks is taking advantage of the Geno Washington TV show here recently by a special promotion of his Pye recordings. Other recent releases from Mørks includes Stephen Monahan on Kapp with "City Of Windows"/"Lost People."

## NORWAY

Coming up strong here this week is Oslo Harmony Quartet on Polydor with "Sussebas," a local recording of "Peek-A-Boo." Other newcomers at the charts this week include Vikki Carr on Liberty with "It Must Be Him" and Dave Davies on Pye with "Death Of A Clown." Local group 1-2-6 on RCA Victor is heard for the second week with their own tune "Graveyard Paradise."

Bispehaugen Musikkorps (The Bispehaugen School Music Band), well-known here as well as from tours abroad, just had their first LP album released on Triola. Among the tunes are "Puppet On A String," "Magic Trumpet," "Seventy Six Trombones." Other releases from Arne Bendixsen A/S are LP albums with Evely Brothers and Anita Kerr Singers on Warner Bros. "The World We Knew" with Frank Sinatra on Reprise is reported doing very well, as is Dean Martin with "In The Chapel In The Moonlight."

"Just Loving You" with Anita Harris, "Him Or Me What's It Gonna Be" with Paul Revere and Raiders, and Tremeloes with "Even The Bad Times Are Good," all on CBS, are among the recent releases from Norsk Phonogram A/S.

## SWEDEN

Sweden changing from left to right hand traffic on Sept. 3rd also reflects upon show biz. A large number of the country's most popular artists will be seen and heard in a night-long TV show. Touring artists and orchestras have done their best not to be on tour the actual day, partly because of the very restrictive speed limits (from 24 m.p.h. to 40 m.p.h.). The event has created international interest and a large number of foreign journalists has been in town for a couple of weeks to report on the change.

Recent EMI releases include Science Poption on Columbia with "I Set A Fire"/"Lady Of Leisure," seven new LP albums on Capitol as well as EPs with Hollies on Odeon, Dave Clark Five on Columbia, Mitch Ryder on Stateside and Osmond Brothers on HMV.

New sheet music from Gehrmans include "My Back Pages" by Bob Dylan, "El Dorado" with Swedish lyrics (same title in Swedish) by Gert Ek, "Quietly There" with Swedish lyrics ("Nu Är Det Bra") by Olle Adolphson and "Blowin' In The Wind" by Bob Dylan with Swedish lyrics ("Och Vinden Ger Svar . . .") by Tore Lagergren.

AB Philips-Sonora introduces a new trio who call themselves Ahman. It is a record for children made by Mona, 10, Lilian, 12, and Leif, 6, all with the family name Ahman. Despite their age the group has been active for some time (six years) and have been on TV and radio.

Carl-Erik Thörn has recorded "Return To Me" and "Lover's Roulette" in Swedish for Scan-Disc, where Tor Bergner has done an EP dedicated to late Nils Ferlin, including two of Ferlin's songs and two of his own.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	1	5	All You Need Is Love (Beatles/Parlophone)	Multitone A/S, Denmark
2	2	5	*Hvem Har Du Kysset I Din Gadedør (Daimi/Metronome & Dirch Passer/Philips)	Multitone A/S, Denmark
3	5	2	She'd Rather Be With Me (Turtles/London)	Mørks Musikforlag, Denmark
4	3	5	A Whiter Shade Of Pale (Procol Harum/Deram)	Musikförlaget Essex AB, Sweden
5	8	2	Maybe It's Because I'm A Londoner (David Jones/Pye)	
6	4	5	La Maison Ou J'ai Grandi Låmitie (Françoise Hardy/Vogue)	No publisher
7	7	4	Peanuts (Wishful Thinking/Decca)	
8	—	1	San Francisco (Scott McKenzie/CBS)	Sweden Music AB, Sweden
9	6	5	Alternate Title (Monkees/RCA Victor)	Screen Gems Musikförlag AB, Sweden
10	—	2	Okay (Dave Dee, Dozy, Beaky, Mich & Tich/Fontana)	

## Monument Launches Publishing Company In Scandinavia Area

**HOLLYWOOD** — Monument Music Scandinavia has been organized for the representation of the nine combined music publishing catalogs associated with the Hollywood-Nashville label, with main headquarters centered in Copenhagen, it was confirmed last week by Monument president Fred Foster.

Jorgen Kleinert of Copenhagen has been named to top the Monument music publishing efforts for Sweden, Norway, Denmark and Finland, by Bobby Weiss, vice-president and director of Monument's international

record and music publishing divisions, who negotiated the deal with Kleinert after reviewing local situation.

Kleinert, a music business vet and formerly associated with the EMI music publishing firm in Denmark, has already begun the drive to establish the copyrights of Combine, Music City Music, Vintage, Songs of the World, Wide World of Music, Longhorn Music, Matamoros, Mar-Son and Cape Ann. Kleinert has already secured local language recordings of "Single Girl" in Sweden, Finland and Denmark.



# ITALY

It seems that Brazilian music is obtaining great success in Italy. After "La Banda" (which is presently one of the most popular numbers here thanks to the Milna's recording for R.I.F.I.), another recording of a Brazilian hit which is obtaining strong sales reaction is **Ornella Vanoni's** (Ariston).

"Tristeza." This original Brazilian copyright will also serve to introduce in Italy the great talent of **Astrud Gilberto** (MGM) whose first single sung in Italian was released this week.

Astrud Gilberto will also take part with this song in the TV contest "Partitissima."

Another strong promotion on a Brazilian copyright has been announced by RCA Italiana. As a matter of fact, two new artists from Argentina will be introduced by RCA on our market. **Barbara & Dick**, who have been at the top of the charts in their country thanks to "Funeral De Um Lavrador," will present the Italian version of this top number.

It is interesting to note that "Funeral De Um Lavrador" is penned by the same author and composer of "La Banda": **Chico Buarque De Hollanda**. RCA Italiana has informed CB that a strong publicity campaign will also be conducted on **Chico Buarque** himself as a singer via a special pact between RCA Italiana and RGE of Brazil who has the artist under an exclusive agreement.

**Barbara & Dick** and **Chico Buarque** are expected in Italy in October and will take part in some top TV shows.

Strong activity at Belldisc Italiana. **Tonino Casetta** has announced the participation of his artists to various top promotional manifestations. **Fiammetta**, one of the female top talents of the company, will take part in the next Zurich contest in Switzerland. Then she, together with **Claudio Lippi**, will be present in Bari (a town in the south of Italy) for the TV show organized by **Gianni Ravera** entitled "La Caravella D'Oro" (The Golden Caravel). Announced also by Belldisc Italiana, the participation of **Anima** and the **Kings** in the International Roses Festival.

An agreement has been signed by CBS Italiana with popular film actor **Thomas Milian**. He is making his debut as a singer. **Johnny Porta**, CGD/CBS executive, has informed CB that the first disc of this artist will be released this week. Title "A" of this single is "Senza Luce," the Italian version of "A Whiter Shade Of Pale."

"Senza Luce" has also been recorded under the Ricordi label by the pop Italian group **I Dik Dik**, and their record immediately obtained a strong sale reaction.

**Dionne Warwick** arrived in Italy on August 28th. She has recorded the Italian version of "Windows Of The World" ("Le Finestre Del Mondo").

Top popular young artist **Caterina Caselli** has just finished her work as a film actress in "La Ragazza Tutta D'Oro" (The All Gold Girl). This week she will record her new disc for the Autumn/Winter season. "A" side is "Sole Spento," penned by **Daniele Pace** and published, of course, by Sugar Music.

At the end of October, **Caterina** will leave for Spain where she will guest star a top TV show. Then, early in November, she will leave for the States and Canada. A series of concerts have been scheduled in New York.

## Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	1	9	*Nel Sole	Albano/EMI Italiana	Published by EMI Italiana
2	2	10	*La Coppia Piu' Bella Del Mondo	Adriano Celentano/Clan	Published by Clan
3	3	18	A Chi	Fausto Leali/R.I.F.I.	Published by Curci
4	4	7	La Banda	Mina/R.I.F.I.	Published by La Cicogna
5	5	7	*La Mia Serenata	Jimmy Fontana/RCA	Published by RCA Italiana
6	6	9	*La Rosa Nera	Gigliola Cinquetti/CGD	Published by Sugarmusic
7	8	7	*Non C'E' Piu' Niente Da Fare	Bobby Solo/Ricordi	Published by Ricordi
8	7	16	*Stasera Mi Butto	Rocky Roberts/Durium	Published by Curci
9	10	3	A Whiter Shade Of Pale	Procol Harum/Decca	Published by Sugarmusic
10	12	3	*Eccola Di Nuovo	The Rokes/RCA	Published by RCA Italiana
11	9	18	*29 Settembre	Equipe 84/Ricordi	Published by Ricordi
12	14	7	*Corriamo	Isabella Iannetti/Durium	Published by Durium/Leonardi
13	12	2	*Tre Passi Avanti	Adriano Celentano/Clan	Published by Clan
14	13	6	*Questo Nostro Amore	Rita Pavone/RCA	Published by RCA Italiana
15	—	13	*Se Stasera Sono Qui	Wilma Goich/Ricordi	Published by Ricordi

\*Denotes Original Italian Copyrights

## Norway's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	1	7	All You Need Is Love	Beatles/Parlophone	Sonora Musikförlags AB, Sweden
2	2	3	San Francisco	Scott McKenzie/CBS	Sweden Music AB, Sweden
3	3	4	Alternate Title	Monkees/RCA Victor	Screen Gems Musikförlag AB, Sweden
4	5	2	*Graveyard Paradise	(1-2-6/RCA Victor)	
5	7	13	Silence Is Golden	Tremeloes/CBS	Edition Odeon, Sweden
6	—	1	Sussebas (Peek-A-Boo)	(Olso Harmony Quartet/Polydor)	Southern Music AB, Sweden
7	4	9	A Whiter Shade Of Pale	(Procol Harum/Deram)	Musikförlaget Essex AB, Sweden
8	—	1	It Must Be Him	(Vikki Carr/Liberty)	
9	—	1	Death Of A Clown	(Dave Davies/Pye)	Belinda (Scandinavia) AB, Sweden
10	6	12	Jag Ringer På Fredag	(Sven Ingvars/Svensk-American)	Seven Brothers Music Inc./Edition Odeon, Sweden

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist	Label
1	1	7	San Francisco	Scott McKenzie (CBS)	Dick James
2	2	5	*I'll Never Fall In Love Again	Tom Jones (Decca)	Tyler
3	3	5	I Was Made To Love Her	Stevie Wonder (Tamla-Motown)	Jobette
4	4	7	*All You Need Is Love	The Beatles (Parlophone)	North-ern
5	7	3	*Even The Bad Times Are Good	The Tremeloes (CBS)	Skidmore
6	6	3	The House That Jack Built	Alan Price (Decca)	Alan Price
7	8	4	*Just Loving You	Anita Harris (CBS)	Chappell
8	5	5	*Death Of A Clown	Dave Davies (Pye)	Carlin
9	9	5	Up Up And Away	Johnny Mann Singers (Liberty)	Carlin
10	10	10	It Must Be Him	Vikki Carr (Liberty)	Metric
11	11	5	Creeque Alley	Mamas & Papas (RCA)	Dick James
12	—	1	Pleasant Valley Sunday	The Monkees (RCA)	Screen Gems
13	16	2	*Gin House	Amen Corner (Deram)	Carlin
14	13	2	*Itchycoo Park	Small Faces (Immediate)	Avakak
15	—	1	*Excerpt From A Teenage Opera	Keith West (Parlophone)	Robbins
16	12	11	She'd Rather Be With Me	The Turtles (London)	Robbins
17	14	6	*You Only Live Twice	Nancy Sinatra (Reprise)	United Artistes
18	15	2	*We Love You	The Rolling Stones (Decca)	Mirage
19	—	1	*The Last Waltz	Englebert Humperdinck (Decca)	Donna
20	18	8	*See Emily Play	Pink Floyd (Columbia)	Magdalene

\*Local copyrights

## Top Ten LP's

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

## Roulette Forms Mexican Pub. (Continued from page 67)

has been formed and will be run according to American business techniques in administration, collections and promotion. An adequate staff will be on hand at all times to give effective service, and Roulette executives will visit the Discos Tico offices periodically to ensure that efficiency is maintained."

The new label is the result of an agreement concluded between Roulette and the Guindi Industrial Group of Mexico, a giant diversified corporation which through its international agreements with Swan Industries, Panasonic Radio and Television and Sealy Mattresses, manufactures textiles, Stereo Jet tape cartridges, mattresses and a variety of electronic equipment for home and industry.

Kurtz conducted general negotiations and the final agreement between Roulette and the Guindi Industrial Group. He announced that principal officers of Discos Tico and Planetary-Nom Mexico Musica would be: Morris Levy, Roulette treasurer Morris Gurlek, Alberto Guindi, Jose Ades, and Guindi U.S. representative Joseph Cayre. Ades is expected to be named chief executive of the new label.

Kurtz said that negotiations are

being conducted for Discos Tico and Planetary-Nom Mexico Musica to represent important U.S. record and music publishing interests in Mexico and that periodic information on Roulette's Mexican activities would be released.



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## GERMANY—RECORD MANUFACTURERS SALES

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	
1	1	4	All You Need Is Love—The Beatles—Odeon—Northern/Rolf Budde Music
2	2	16	Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music
3	10	3	San Francisco—Scott McKenzie—CBS—Edition Intro/Meisel
4	3	11	Ha Ha Said The Clown—Manfred Mann—Fontana—Fanfare Music/P. Kirsten
5	7	3	*Verbotene Traume (Forbidden Dreams)—Peter Alexander—Ariola—Hans Gerig Music
6	4	9	Okay!—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
7	5	11	*Meine Liebe Zu Dir (My Love For You)—Roy Black—Polydor—Riva Music/August Seith
8	8	4	A Whiter Shade Of Pale—Procol Harum—Deram—Hans Gerig Music
9	6	12	I Was Kaiser Bill's Batman—Whistling Jack Smith—Deram—Rolf Budde Music
10	—	1	*Monsieur Dupont—Manuela—Telefunken—Edition Intro/Meisel

## GERMANY—RECORD RETAILERS SALES

(Courtesy "Musikmarkt")

This Week	Last Week	Weeks On Chart	
1	1	3	All You Need Is Love—The Beatles—Odeon—Northern/Rolf Budde Music
2	2	8	*Meine Liebe Zu Dir (My Love For You)—Roy Black—Polydor—Riva Music/August Seith
3	3	6	A Whiter Shade Of Pale—Procol Harum—Deram—Hans Gerig Music
4	4	8	Puppet On A String—Sandie Shaw—Deutsche Vogue—Hans Gerig Music
5	5	8	Okay!—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/R. Von Der Dovenmuhle
6	6	8	I Was Kaiser Bill's Batman—Whistling Jack Smith—Deram—Rolf Budde Music
7	7	8	Ha! Ha! Said The Clown—Manfred Mann—Fontana—Fanfare Music/P. Kirsten
8	8	4	Waterloo Sunset—The Kinks—Deutsche Vogue—Aberbach Music
9	9	5	Carrie Anne—The Hollies—Hansa—Rolf Budde Music
10	10	4	Schiwago Melodie—Original Film Soundtrack—MGM—Hans Gerig Music

\*Original German Copyright

## German Radio-TV Fair

(Continued from page 67)

the orchestra directed by composer Kaempfert and "Somewhere My Love." The Philips folk-duo Esther & Abi Ofarim displayed their talents to their best advantage with two folk tunes from their new album which already has advance sales of 100,000 copies in Germany. Ariola star Udo Jurgens did two original tunes including his "Song For Europe" winner "Merci Cherie" and his newest record followed by Teldec LP favorite Hildegard Knef who thrilled the audience. Germany's best selling record star Freddy Quinn from Polydor did his million selling record "Son, Come Home Soon" followed by his Bert Kaempfert composed newie "Morgen Beginnt Die Welt" and the close of the illustrious evening was left in the capable hands of the world's best Gospel songstress Mahalia Jackson from CBS who was called back for an encore from the excited audience.

This was the first efforts of the newly formed organization of the record industry and they couldn't have started better.

### 'Golden Shot' TV'er

The night before the big gala was also filled with show biz happenings as first the big "Golden Shot" TV'er went over the airwaves featuring new Emcee Vico Torriani from Philips Records and starring Charles Aznavour as main attraction together with Manuela, David Garrick, George London, Lisa Della Casa and many others.

After the TV'er, the entire industry gathered at the Hilton Hotel for the midnight party of the record industry. Gifts galore were on hand for the guests as free records, presents from cosmetic companies, candy firms and even Lufthansa Airlines were given the invited elite. U.S. publisher Ivan Mogull was there as was Bob Klein from Capitol Records, and Dr. Peter Baumberger from RCA Victor along with European sales manager Jean Pierre Kunstle.

Of course, everybody who knows somebody who is somebody from the record industry was on hand for the "Old Berlin" party with plenty to eat and drink and good music. The party and business discussions finally broke up around 3 A.M. and everybody hit the sack for the next big day. That's just the first two days of the gala

event, but there was plenty more to come. There's hundreds of radio and TV shows being broadcast and shown from the fair, there's nightclubs and auditoriums filled with world talent, there's displays of radio and new color TV sets, there's hi fi equipment galore, and there's dealers, executives, artists, producers, disk jockeys, etc. for business talks. It's a trip around Germany done in one city as the Berlin Radio TV fair gets underway.

### Peggy's 'New Look'

One of the big surprises was the "new look" of Peggy March from RCA Victor who came to Germany in 1963 after her success with "I Will Follow Her" stateside, and began recording her long string of German hits. Peggy came as a girl and returned as a "new image" young lady with radiant costumes, lovely blonde hair and new stylings. Her night club act at the Hilton played to a packed house of appreciative fans and a professional poise which knocked out the professionals. Peggy was and is a very popular young lady in Germany with her "young girl" look but now she should easily advance to an international star role with her new image and tremendous talent. She's under new management and RCA Victor is going all out to give Peggy the push that she needs to really reach the top range of show business greats.

Speaking of greats, Al Martino who already sold over 300,000 copies of "Spanish Eyes" here on the strength of one TV show, made a great impression on the TV producers and fans here and will certainly be greatly in demand for appearances, and Nina Simone is getting stacks of offers for concert appearances with her great jazz-blues stylings. The biggest applause went to Mahalia Jackson who was virtually unknown before her appearance in Berlin and will certainly be a tremendous draw for a concert tour in Europe now. It was a successful start for the new selling season in the record business in Germany and was certainly worth a trip to Berlin for all parties concerned. More from the Fairgrounds next week. That's it for this week in Germany.



## BRAZIL

Liba Frydman, PR of TV-TUPI (Channel 4 of São Paulo) hosted press and friends at a cocktail party to introduce teen chanters Sandra and Marcio Greyck (Polydor label) who will now head the cast of a new program for that station. Among the guests were chanter Lucio Alves (who incidentally was pacted for his own show on same Channel), deejay Julio Rozenberg of the teen programs, chantress Roberta, composer Nonato Buzar.

We talked with composer-guitarist Luiz Bonfá who is happy with his future activities in the United States. As announced in Cash Box, Bonfá was pacted by UA to write scores for pictures and by Dot (Paramount) to cut new disks. He will stay in this country until the end of the year and will participate in the Rio International Fest.

Speaking about this important musical event, more and more artists and personalities throughout the world connected with music, are sending their "OK's" about their attendance to the "Second International Festival of Popular Song." Once again it is said that Frank Sinatra will be among the honored guests. Henry Mancini will preside over the jury. Chanter Lucho Gatica is also a member of that jury and all indications are that the Fest will be more important than ever before.

New disks released by RCA includes a new teen group called Os Caçulas (two boys and two girls) with their bow disk, a single with "Flor Maior" b/w "A Volta Do Pic-Nic." Active composer José Di appears as a songster in his first single for RCA. Italian chanter-compser Tony Rennis follows the success of his recently released single with a "double" which includes his hit number "Quando Dico Che Ti Amo" and "La Ragazza De Liverpool." Another interpretation of the international hit "A Man And A Woman," now in a "double" with the Johnny Mann Singers. Italian top chanter, Gianni Morandi, is again going up in the local charts with his hit number "C'Era Un Ragazzo Che Come Me Amava I Beatles E I Rolling Stones." Introducing successful group the Nitty Gritty Dirt Band, RCA released a single with chart number "Buy For Me The Rain."

Deejay Jorge Helal (who has one of the favorite daily radio programs at "Radio Excelsior" called RE Success") is one of the men in this country who does more for the promotion of good international pop music. A great fan of Brazilian and North American music, Helal is partly responsible for a sort of education in this field for his young listeners.

From CBS do Brasil we have news of a new rhythm based on folk music and introduced by chanter Ary Cordovil. It is called "Rala-côco" and the number he chose for its presentation is "Maria Bonita."

Of Discos Chantecler's latest releases, we mention specially an album of the represented Decca label bringing all-timer Louis Armstrong in which the jazz man interprets spirituals and blues accompanied by the All Stars and Sy Oliver Choral. A great disk! Also from a Decca original, Chantecler released "Bye Bye Blues—Brenda Lee" with some of the current hit revivals and some new numbers. For dancing fans, a new album with Waldemiro Lemke & His Orchestra interpreting some of the most popular numbers of the moment, both international and local. A new single by chantress Geysa Celeste who interprets "Mais Uma Vez" b/w "Malaya", selected by Moises Vivanco from Peruvian folk music, in which the chantress can show her vocal extension.

## Brazil's Best Sellers

This Week	Last Week	
1	1	*Meu Grito (Genial) Agnaldo Timóteo/Odeon
2	2	This Is My Song/Minha Cancão (Fermata) Pet Clark/Vogue-Rozenblit; Anilza Leoni/Mocambo-R; Claudia Barroso/Fermata
3	4	*Eu Te Amo Mesmo Assim (n.p.) Martinha/AU-Rozenblit
4	3	Coisinha Estupida/Somethin' Stupid (RCA) George Freedman/RCA; Nancy & Frank Sinatra/Reprise
5	5	*Quem Te Viu, Quem Te Vê (Fermata) Chico Buarque/RGE; Nara Leão/Philips
6	6	*Só Vou Gostar De Quem Gosta De Mim (RCA) Roberto Carlos/CBS
7	8	*Jardim De Infancia (n.p.) Ronnie Von/Polydor
8	10	Poor Side Of Town (RCA) Johnny Rivers/RCA
9	7	No Milk Today (Fermata) Herman's Hermits/Odeon
10	15	There's A Kind Of Hush (Fermata) Herman's Hermits/Odeon
11	13	*Não Quero Voltar Atraz (Vitale) Roberto Barreiros/Chantecler
12	9	*Cocação De Papel (Fermata) Sérgio Reis/Odeon
13	11	*O Bom Rapaz (Embi) Wanderley Cardoso/Copacabana
14	16	Era Um Garoto Que . . . /C'Era Un Ragazzo Che . . . (RCA Os Incriveis/RCA; Gianni Morandi/RCA; Os Beatnicks/Mocambo-R
15	14	Penny Lane (Fermata) The Beatles/Odeon
16	12	*Arueira (Disparada) Geraldo Vandré/Odeon; Jair Rodrigues/Philips
17	18	Dedicated To The One I Love (Vitale) Mama's & Papa's/RCA
18	20	Western Union (Vitale) Five Americans/Copacabana
19	19	*Tributo A Martin Luther King (Fermata) Wilson Simonal/Odeon
20	—	*Estou Começando A Chorar (Genial) Wilson Miranda/RCA

\*Original Brazilian Copyright

## Brazil's Top Ten LP's

This Week	Last Week	
1	1	*Obrigado Querida—Agnaldo Timóteo/Odeon
2	2	Sgt. Pepper's Lonely Hearts Club Band—The Beatles/Odeon
3	4	No Milk Today—Herman's Hermits/Odeon
4	5	*O Realejo—Chico Buarque de Hollanda/RGE
5	—	More Of The Monkees—The Monkees/RCA
6	8	*Ronnie Von, Vol. 2—Ronnie Von/Polydor (CBD)
7	3	The Monkees—The Monkees/RCA
8	6	Francis Albert Sinatra & Antonio Carlos Jobim—Frank & Tom/Reprise
9	7	*As 12 Mais De Juventude—Os Carbonos/Beverly
10	10	*Roberto Carlos, Vol. 6—Roberto Carlos/CBS

## Top Five Double Compacts

1	1	*O Ciume—Deny & Dino/Odeon
2	2	*Tributo A Martin Luther King—Wilson Simonal/Odeon
3	3	Anna—The Beatles/Odeon
4	4	Poor Side Of Town—Johnny Rivers/RCA
5	5	*Coração De Papel—Sérgio Reis/Odeon

\*Original Brazilian Recording



# MEXICO

Capitol Records hosted a cocktail party for the press to introduce Priest Ramón Cué, author of the long play "The Broken Christ" which was probably the best seller in México during 1966. His album, wherein he supposedly talks with Christ, has been released recently in Central and South America and the sales have been wonderful! The original recording was made by Odeon of Spain and distributed in México by Capitol. Now, it is probable that Priest Ramón Cué will be exclusively with the Mexican label and currently is preparing the themes for his next album.

Roberto Salinas, advertising and promotion manager of Peerless Records, informed us that his company just acquired the most modern equipment to release auto stereo cartridges. The first recordings will be with London artists: Ronnie Aldrich, Stanley Black, Ted Heath, Edmundo Ros, Frank Chacksfield, Werner Muller, Roland Shaw, Las Machucambos, Mantovani.

Also from Peerless, we were informed that President Heinz Klinckwort will assist in the Fifth Latin American Congress of Record Producers that will take place in Caracas, Venezuela, from the 24th to the 27th of September at the Hotel Tamanaco.

New releases from Tizoc Records include "Listen To The Words" and "Fisherwoman" with The Collectors, "Windy," "Wantin' Ain't Gettin'," "Reputation" and "On A Quiet Night" with the Association, "Plastic Symphony III" and "Don't Do It" with Micky Dolenz and "María Cristina" and "The Choo Choo" with Tiny Morrie.

## Mexico's Best Sellers

- 1 Esta Tarde Vi Llover Armando Manzanero (RCA)—Marco Antonio Muñoz (RCA)—Los Cuatro Brillantes (CBS)—(Emmi)
- 2 No Carlos Lico (Capitol)—Armando Manzanero (RCA)—Gloria Lasso (Musart)—Antonio Prieto (RCA)—Angélica María (Musart)—Trío Romántico (Cisne)—Magda Franco (CBS)—Carmita Jiménez (CBS)—Olga Kuillot (Musart)—Hnos. Castro (RCA)—Los Dominic (Philips)—(Emmi)
- 3 Adoro Carlos Lico (Capitol)—Armando Manzanero (RCA)—Manny Bolaños (Musart)—Enrique Guzmán (Acuario)—Sonia (RCA)—Los Kuarto (Trizoc)—Carmita Jiménez (CBS)—Los Dominic (Philips)—Marco Antonio Vázquez (Peerless)—(Emmi)
- 4 Musita Sonora Santanera (CBS)
- 5 Todo Lo Que Necesitas Es Amor (All You Need Is Love) The Beatles (Capitol)—Los Shippys (Capitol)
- 6 Cuando Tu No Estas Raphael (Gamma)
- 7 Tema De Los Monkees (Monkee's Theme) The Monkees (RCA)—Los Monky's (Orfeon)—Los Shippys (Capitol)—Mumusa)
- 8 Yo Soy Aquel Raphael (Gamma)—Carlos Lico (Capitol)—Martin Roca (Philips)—Polo (Peerless)
- 9 Corazon Loco César Costa (RCA)—Little Tony (Gamma)—Torrebruno (Musart)
- 10 Si Hoy Fuera Ayer Julio Jaramillo (Peerless)

## Sweden's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Label
1	1	5	All You Need Is Love (Beatles/Parlophone)	Sonora Musikförlags AB, Sweden
2	4	2	San Francisco (Scott McKenzie/CBS)	Sweden Music AB, Sweden
3	3	4	I'm Going Out (Tages/Parlophone)	Edition Odeon, Sweden
4	2	8	*Maria Min Vän (Larry Finnegan/Svensk-American)	Seven Brothers Music Inc./Edition Odeon, Sweden
5	8	2	Kvällens Sista Dans (Goodnight My Love) (Lars Lönn-dahl/CBS)	Sonora Musikförlags AB, Sweden
6	—	1	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise)	United Artists Musikförlag AB, Sweden
7	5	4	Alternate Title (Monkees/RCA Victor)	Screen Gems Musikförlag AB, Sweden
8	7	7	A Whiter Shade Of Pale (Procol Harum/Deram)	Musikförlaget Essex AB, Sweden
9	6	4	It Ain't Me Babe (Davy Jones/Pye)	Gehrmans, Sweden
10	9	16	Malaika (Hep Stars/Olga)	Hep House AB, Sweden

\*Local copyright.



**NEW GROUP**—The Peddlers have been signed to CBS Records. To celebrate this event, the diskery threw a wing-ding at Hatchedts, Piccadilly. Pictured are the group and recording manager Mervyn Conn with CBS marketing manager Olav Wyper.

## Japan's Best Sellers

### LOCAL

This Week	Last Week	Title	Label
1	1	Makka-Na Taiyo—Hibari Misora	(Columbia)
2	3	Nagisa-No Señorina—Michiyo Azusa	(King)
3	2	Shiritakunaino (I Really Don't Want To Know)—Yoichi Sugawara	(Polydor)
4	—	Yubue—Kazuo Funaki	(Columbia)
5	5	Hakuba-No Runna—Yoko Naito	(Columbia)
6	10	Otoko-No Yakyoku—Mahina Stars	(Toshiba)
7	4	Kasuba-No Onna—Ako Midorikawa	(Crown)
8	—	Do-Do-Dokko No Uta—Kiyoko Suizenji	(Crown)
9	7	Koyubi No Omoide—Yukari Ito	(King)
10	6	Passion—Takaya Minato	(Columbia)

### INTERNATIONAL

This Week	Last Week	Title	Label
1	1	Maria-No Izumi—The Blue Comets	(CBS) Publisher/Watanabe
2	2	I Love You—The Carnabeats	(Philips) Sub-Publisher/Shinko
3	4	Kimi-Ni Aitai—The Jaguars	(Philips) Publisher/Shinko
4	5	Kaze-Ga Naiteiru—The Spiders	(Philips) Publisher/Rythm
5	6	Kiri-No Kanatani—Jun Mayuzumi	(Capitol) Publisher/Ishihara
6	3	Seaside Bound—The Tigers	(Polydor) Publisher/Watanabe
7	7	La La La—The Shanrocks	(Polydor) Sub-Publisher/Taiyo
8	13	All You Need Is Love—The Beatles	(Odeon) Sub-Publisher/Toshiba
9	9	Mini Mini Rock—The Goosies	(Seven Seas) Sub-Publisher/Seven Seas
10	8	You Only Live Twice—Nancy Sinatra	(Seven Seas) Sub-Publisher/Taiyo
11	—	Somebody To Love—Jefferson Airplane	(RCA) Sub-Publisher/—
12	11	Hanky Panky—Tommy James	(Roulette) Sub-Publisher/—
13	10	Groovin'—The Young Rascals	(Atlantic) Sub-Publisher/Victor
14	14	I Really Don't Want To Know—Andy Williams	(CBS) Sub-Publisher/Abervach Tokyo
15	12	I Was Kaizer Bill's Bat Man—Jack Smith	(London) Sub-Publisher/Shinko

## Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	Vamos A La Cama (Milrom) Niños Latinos, Locos Combo	(Quinto); Ardillitas (CBS); Victrolita (RCA)
2	2	Puppet On A String (Fermata) Caravelli, Cuatro Voces	(CBS); Sandie Shaw (Music Hall); Paul Mauriat (Philips); Violeta Rivas, Al Hirt (RCA); Bingo Reyna, Lucio Milena (Disc Jockey); Lea Zafrani (Neptuno); Frank Pourcel (Odeon)
3	—	Trisagio Del Soltero Los Wawancó	(Odeon); Napoleon Puppy (CBS)
4	3	Mon Amour, Mon Ami	(Odeon) Barbara y Dick (RCA); Marie Laforet (Music Hall)
5	—	*La Balsa (Fermata) Los Gatos	(RCA)
6	6	Es La Lluvia Que Cae Los Iracundos	(RCA)
7	4	*Que Pasara (Fermata) Palito Ortega	(RCA)
8	7	Amor De Pobre (Smart) Pepito Perez	(Disc Jockey); Miltonho (Odeon); Los Nocturnos (Music Hall)
9	11	Summertime Billy Stewart	(Microfon)
10	5	Somehin' Stupid (Relay) Caravelli	(CBS); Nancy & Frank Sinatra (Music Hall); Juan Ramon, Paul Jourdan (RCA); Mac Ke Mac's (Microfon) Vincent Morocco, Cigarrones (Philips)
11	10	Silence Is Golden	(Odeon) The Tremeloes (CBS)
12	8	Rosa Nera (Korn) Gigliola Cinquetti	(CBS)
13	9	There Is A Kind Of Hush (Fermata) Hermit's Hermits	(Odeon); New Vaudeville Band, Claude Francois (Philips); Bingo Reyna, Lucio Milena (Disc Jockey); Popsingers (CBS); Johnny (RCA)
14	13	Cuando Tu No Estas (Fermata) Raphael	(Music Hall)
15	—	So Vou Goster De Quem De Mim Roberto Carlos	(CBS)
16	12	Music To Watch Girls By (Relay) Andy Williams	(CBS); Willie Bobo (Philips); Lawrence Welk, Roger Williams, Brass Winds (Music Hall); Mac Ke Mac's (Microfon); Ray Charles Singers (Prodisa)
17	14	Plena Española Los Wawanco	(Odeon)
18	15	Propiedad Privada Rosamel Araya	(Disc Jockey)
19	—	Sock It To Me Willie Bobo	(Philips)
20	—	Stasera Me Butto Rocky Roberts	(Music Hall); Leo Dan (CBS)
20	16	Ruby Tuesday Rolling Stones	(Odeon); Johnny (RCA); Frank Pourcel (Odeon)

\*Local

## Top LP's

This Week	Last Week	Title	Label
1	1	Sgt. Pepper's Lonely Hearts Club Band—The Beatles	(Odeon)
2	2	Yo Soy Aquel—Raphael	(Music Hall)
3	4	En Roma—Los Iracundos	(RCA)
4	3	Modart En La Noche—Selection	(Philips)
5	7	Nuestro Happening—Selection	(RCA)
6	5	Con Todo—Cuarteto Imperial	(CBS)
7	—	Musica Para La GCU, Vol II—Selection	(Philips)
8	6	Amor De Pobre—Pepito Perez	(Disc Jockey)
9	—	Discoteca De Maria Belen—Selection	(Microfon)
10	8	El Magnetismo—Palito Ortega	(RCA)
10	9	Chansons Pour Toi—Caravelli	(CBS)

## Australia's Best Sellers

- 1 San Francisco (Scott McKenzie—CBS) Associated Music
  - 2 Up-Up And Away (5th Dimension—Liberty) Belinda Music
  - 3 The Monkees E.P. (Vol. 1) (The Monkees—RCA) Tu-Con Music
  - 4 All You Need Is Love (The Beatles—Parlophone) Northern Songs
  - 5 Chapel In The Moonlight (Dean Martin—Reprise) J. Albert & Son
  - 6 Theme For A New Love (Davy Jones—Astor) E. H. Morris & Co.
  - 7 A Whiter Shade Of Pale (Procol Harum—Deram) Essex Music
  - 8 Can't Take My Eyes Off You (Frankie Valli—Philips) Castle Music
  - 9 Cry Softly Lonely One (Roy Orbison—London) Acuff-Rose
  - 10 \*Woman You're Beaking Me (The Groop—CBS) April Music
- \*Indicates locally produced record.



Editorial

Obtaining New Locations

Obtaining new locations . . . what does this mean? It means finding, sizing up, selling, deciding, and placing the machine on location and successfully introducing the machine to the public. As a part of this process, you must ask yourselves these provocative questions: Why can't you get the right location . . . the one you really are seeking? How do you find out if a location is potentially productive? What are the specifications of the locations you are seeking to fill and what are its specific needs and responsibilities?

Here are some distinct ideas, that, embodying certain proven business principles, will apply to any operator, regardless of size of operation, number of units on location, geography or scope of operations. Other businesses have found these practices helpful; perhaps they will be helpful to you.

Achieve a professional attitude by accepting the principles and by recognizing the need to put them into all phases of your business. The operator is a man of action . . . by inclination and by necessity. While he has moments of vision and contemplation, the urgencies of the day continually keep his attention focused on the practical and on the demand for results.

Build your route so that it may be assured of continuity. As an operator you have two major and equally important functions. One is to get the location prepared with a machine ready for the customer to operate. The other is to insure that the machine is provided with the proper maintenance to keep it in complete operation . . . at a profit . . . tomorrow, next year and five years from now. A rolling stone gathers no moss, the same as a dead machine gathers no returns.

Acquire an understanding with your customers. You must recognize the need to develop an understanding in all phases of your business. Understanding can vary widely, depending upon the individual. You can't expect your customers to "fit a mould" or react to a situation in the same way. This would be precisely the opposite of the true principles of understanding. Understanding is a relationship where two people work together in finding solutions to each others needs and requirements.

Develop character and a reputation as an honest businessman. Both you and your business have a character and by this character you are known. It's up to you to develop your own individual character but here are a few ideas that may help your operations to maintain its character. As we said before, you must have the professional attitude and a sense of human understanding. Your operations must have a sound organizational structure with objectives and policies . . . a communications system that works efficiently and effectively to your customers and within your own structure. You must also be a good citizen . . . you have a dual role, your operation is a citizen as well as yourself.

Select the right location and treat it as if it were your own. We all know that good locations give good returns, therefore your most important job is obtaining the right location for the most profitable results. You must also be aware of the personal character of the location.

A self-activated operator has a persuasive air of productive activity. He has a sense of being alive. He has pride and courage to tackle new problems. Be these and success will beat a path to your door.

OCTOBER						
S	M	T	W	T	F	S
1	2	3	4	5	6	7
8	9	10	11	12	13	14
15	16	17	18	19	20	21
22	23	24	25	26	27	28
29	30	31				

MOA CONVENTION NEWS

Record Exhibitors Asked To Invite One Artist Each

CHICAGO—The MOA Forum Committee, under the co-chairmanship of John R. Trucano (Black Hills Novelty Co., Deadwood, S.D.) and Robert Nims (Lucky Coin Machine Co., Inc., New Orleans, La.), and committee member Fred Collins, Jr. (Collins Music Co., Inc., Greenville, S.C.) held a telephone conference with executive vice president Fred Granger last week to plan this year's Convention Seminar.

The general outline of the program which emerged from the conference is a departure from seminar programs of the past. One half of the two hour program will be devoted to the record industry and one half to the amusement games industry.

Record company exhibitors will be

invited to furnish one artist each to speak on some facet of the record industry. The aim of this seminar will be to bring about better understanding between the operators and the record industry. Members of the MOA Forum and Seminar Committee say that operators are genuinely interested in knowing more about the business of producing records. If possible, they say they want this seminar to help bridge the "lack of information and understanding gap" from artist to jukebox operator.

Amusement games exhibitors will be invited to furnish members for a panel on "How to Make More Money with Amusement Games" and other matters of interest about the amusement games business.

Site Named For Kansas Meeting

WICHITA—The meeting of Kansas operators scheduled to take place in Wichita during the weekend of September 16-17th, will meet at the Howard Johnson Motor Hotel, 7300 Kellogg St., it was announced by MOA executive vice president, Fred Granger.

MOA president, James Tolisano and Granger will speak at the meeting in an attempt to re-organize the

Kansas association. The outline of events originally announced have been moved back one-half hour for the 16th and moved ahead one-half hour for Sunday's breakfast and general business meeting. Kansas operators are urged to attend this meeting due to its nature.

For further details, contact Harlan Wingrave at Music Service in Emporia, Kansas by calling DI 2-7242.

THE HOT BOX

this week's big stories

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## Midway Appoints J & C New England Distrib.

SCHILLER PARK—Ross B. Scheer, Vice President and Director of Marketing for Midway Mfg. Co., Schiller Park, Illinois, announced recently that the J & C Corporation of Auburndale, Massachusetts has been appointed exclusive distributor of Midway amusement games for the New England area including Massachusetts, Maine, New Hampshire, Rhode Island and Vermont. J & C which has recently become the Wurlitzer Distributor for this area is headed by well known coin machine veteran Charles Brinkman.

Directing the sales staff will be John Colgen, whose knowledge of the game market will be invaluable to the firm. Midway co-owners Hank Ross and Marc Wolverton expressed confidence in J & C's ability to grow and become one of Midway's leading distributors. Scheer was enthusiastic about the firm's future, saying "you've got to meet these people to believe it." "They are really go-go guys, who will certainly make their presence felt on the coin machine scene."

## NRI Promotes Three In Marketing Dept.

ST. LOUIS—Three members of the marketing department at the headquarters offices of National Rejectors, Inc., in St. Louis, Mo., have been promoted to new supervisory positions. H. F. (Hugh) Sackett, NRI's director of marketing, announced recently.

Robert J. Haake, formerly supervisor-product applications, has been promoted to product supervisor, with responsibility primarily for electrically operated products. He has been with UMC Industries, Inc., of which NRI is a subsidiary, since 1960.

O. Leroy Romine, formerly supervisor-retail sales, has been promoted to product supervisor, with responsibility primarily for mechanically operated products. Mr. Romine joined NRI in 1953 as a service representative.

David D. Williams has been promoted to supervisor-administrative services. He joined NRI in 1952 as a service representative and O.E.M. coordinator, his most recent post prior to his present appointment.

## Boys Town Of Italy Fund Raising Campaign In Full Swing



Shown above (left to right) are Meyer Parkoff of Atlantic New York, Mrs. Renee Link and Miss Janet T. Garry of Boys Towns of Italy and Al Miniaci of Paramount Juke Box Corp., as a special gift of an organ from the Seeburg Corporation is given to the Boys Towns of Italy representatives. The organ is being shipped to Rome, Italy for use by the boys there for their entertainment and pleasure.

Parkoff and Miniaci are presently heading up a campaign to raise funds for the Boys Towns of Italy.

## Bronze Star Awarded Dr. Brown For Military Heroism

NEW YORK—Dr. Jeffery Brown, son of Joel C. Brown, who is the regional vending representative for the Atlantic New York corporation, was recently awarded the Bronze Star Medal with the "V" device for heroism in connection with military operations against a hostile enemy on October 2, 1966.

Dr. Brown, a captain, was serving as Battalion Surgeon at the forward base camp of the 2nd Battalion, 14th Infantry when a man from Battalion ENTAC Platoon was critically injured when a land mine exploded on the base perimeter. Personnel in the area who went to the assistance of the injured soldier were unable to move him because of the seriousness of the injury. Captain Brown unhesitatingly, and at a grave risk to his own life, entered the minefield to administer first aid to the man's wounds and prepare him for evacuation. He then accompanied the injured man as he was evacuated from the area.

Captain Brown's outstanding display of aggressiveness, devotion to duty and personal bravery is in keeping with the highest traditions of the military service and reflects great credit upon himself, his unit, the 25th Infantry Division, and the United States Army. The award was given by Col. Thomas W. Mellen, Chief of Staff.

## FTC Issues Civil Suit To ABC-Berlo

WASH. D. C.—The Federal Trade Commission announced recently that a civil penalty suit has been filed in the United States District Court for the Eastern District of New York against ABC Consolidated Corporation, and its wholly-owned subsidiary, Berlo Vending Company.

According to the complaint, ABC, along with Berlo and its other subsidiary companies, is one of the largest operators in the United States of theatre concessions for food, beverages and related products. The suit, which was filed at the Commission's request by the Department of Justice through the United States Attorney's Office in Brooklyn, N.Y., charges that ABC and Berlo violated the Commission's order by refusing or otherwise failing to complete divestiture, and seeks civil penalties of \$1,000 a day as well as a mandatory injunction to compel ABC and Berlo to complete divestiture.

This suit is the first civil penalty action involving the failure to complete divestiture under a Commission order.

The complaint alleges that, following a consent agreement in a Commission proceeding wherein ABC and Berlo were charged with violations of Section 7 of the Clayton Act and Section 5 of the FTC Act, the Commission issued an order requiring ABC and Berlo to divest themselves within one year of theatre concession assets having aggregate annual concessionary sales of not less than \$4 million. During this one-year period no divestitures were carried out, according to the complaint, and the Commission granted defendants two extensions of time ending October 1, 1966, for the ordered divestitures. The only actual or pending divestitures or contracts for divestiture allegedly made by ABC and Berlo during these time extensions, and up until the filing of the present suit, consisted of concessions with combined annual sales of approximately \$1,186,912.00.

For failing or refusing to make the required \$4,000,000 divestitures, the Government in its complaint seeks civil penalties in the amount of \$1,000 per day from October 1, 1966, until the date of filing the suit and a mandatory injunction commanding ABC and Berlo forthwith to complete divestitures ordered by the FTC.

## NAMA Set For Two-Day Vending Conf. In S.F.

CHICAGO—The National Automatic Merchandising Association has planned a two-day vending management conference, which will be held September 22 and 23 at the Jack Tar Hotel in San Francisco.

The conference is designed to help you think through your most pressing people problems. According to Gib Tansey, NAMA Director of Conventions, "it will be a rare occasion when you will again find a group of personnel management specialists gathered in one spot . . . ready and waiting to answer your questions on your particular problems." Tansey also related, "Our instructions to the speakers and workshop leaders are to keep these meetings on an informal and conversational basis to maximize the possibilities that we will hit you where you live."

## Britain Set To Import Putt-Putt Golf

LONDON—What is the correct term for the coin-operated musical instrument? Is it juke box, phonograph or music box? If we are to follow the name given to the original machine by its inventor, Thomas Alva Edison, we should call it the phonograph. In fact, when the London Edison Society, formed in 1919, wrote to ask if Edison would become honorary patron, he accepted on condition that its title was changed to that of a phonograph society.

This and more interesting information was gleaned from a visit to the Ninety Years of Recorded Sound Exhibition which was held by the City of London Phonograph and Gramophone Society recently.

George Frow, chairman of the society, said, "the main object of the society is to listen to old cylinders and play them the best we can." In order to do this, old models of phonographs are required. Some of the antique models lent by members were: a 1900

Berliner coin-operated model and an early Wurlitzer 78 rpm phonograph loaned by Ruffler and Walker.

### Putt Putt

Britain may shortly find itself faced with yet another leisure-time attraction. Latest import from the United States is the Putt-Putt, a miniature golf game which will be distributed by Associated Pleasure Parks Company. The first course will open at Flamingo Park . . . a large zoo in the West Riding.

### Amusement Games

Wells Urban Council, Norfolk, has turned down an application for amusement games to be provided in a cafe on the beach. C. H. Platten, a former member of the council, appeared before the Council's General Purposes Committee in support of his application for a permit to provide amusement games on the beach for the beach-going public.

W. Pointer, Council Clerk, said that the games would contravene the terms of tenancy. Platten assured the Council he did not wish to turn his cafe into an arcade.

### BRITISH NEWS ANALYSIS

## Cleveland Coin Stages United-Williams Service Class



Shown here, are some of the Cleveland area mechanics during Cleveland Coin's United-Williams service class conducted by Robert Zeising.

CLEVELAND—The Cleveland Coin Machine Exchange of Cleveland, Ohio recently held an extremely successful service school on the United-Williams bowlers, shuffles and pin games. There were approximately 55 men in attendance who received the very capable instruction of Robert Zeising.

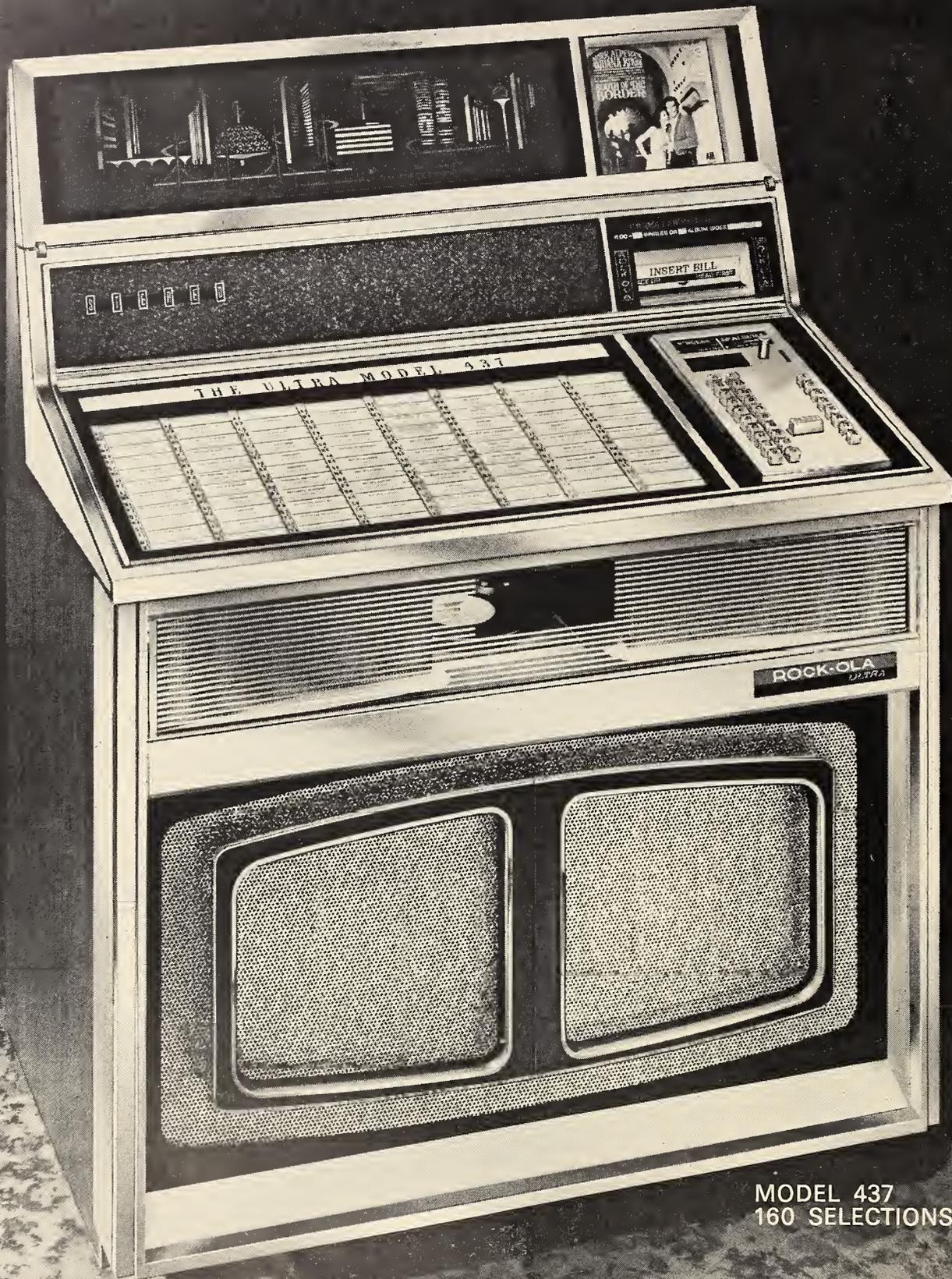
Among those in attendance were: Roland Jenking, William Emery and Charles Nediow of Atlas Enterprises; Andre Adier of Eagle Amusement; Jerry Verbelum, Charles Mann, Martin Laska, Jack Dunbar and George Haydocy of L & N Music; Dave Plagemen, Joseph Loth, Dennis Concoy, Keith Lampman, Gilmore Ros-tocil, Bob Hoth, JM Panualla and Joe Corrigan, all of Roy George Mu-

sic; Skys Sarcyk of Union Vending; Tom Elum of Elum Music; Ray Hamilton of Hamilton Music; Hy Silverstein and Mark Lipa of Excel Phono; A. Attewell and Richard Attewell of Attewell Musi; Ralph Butler, Edward Butler of S & M Music; Charles Metro of C. M. Music; Charles Pirich of SL & I Clary; Booth Matlack of Dodson Enterprises; David Palus of American Automatic Vending; John Rainey, John Waltz and Bill Baker of United Automatic Vending; Perry Hackbart of Curry Music; Odis Porter of Stephens Cigarette Service; William Witalis of Weste Music; R. Abdas of Castle Music and Clarence Lorben of Shaffer Distributing.

## MERCHANDISERS HANDBOOK . . . . . No. 8

Here's a thought that might not qualify for every location but could prove to be lucrative in a certain few. Every operator is, or should be, interested in location request records. Now most of the trade knows that location patrons haven't the slightest idea that a particular record of their liking might be submitted to the bartender and ultimately programmed on the machine. There is a great deal to be gained by programming requested tunes. In the first place a requested tune is usually the favorite of the entire 'house' rather than one particular individual. The idea is to supply your location with printed request cards for use of the customers. Maybe you could display a specially marked prepared card above or aside the juke with a pencil for the folks to write in their suggestions. You don't have to program every one. Who Could? But take a general consensus of the four or five top favorites and buy them. Let the folks cast their votes for their top tunes. Call it "Jukebox Requests". Put it in, pay attention to it and you'll make a lot of friends, and maybe a little more money.

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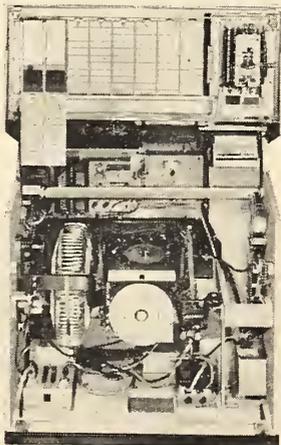
## New Flip-Top Servicing!

Open the self-locking program dome and servicing, too, is at your fingertips. Push button switches at eye level. Album price changes made with *electrical clips* can't be accidentally changed. *In-cabinet* service for amplifier. Up-top credit unit and free-play buttons.

## New Promise of Profits!

Faster, easier service and the world famous Rock-Ola Revolving Record Magazine means more profit! But that's not all. New top-design ends spillage. There's an optional dollar bill acceptor, tamper-proof automatic coin counter and a single cash box for coins and bills. Lower stylus force saves wear on records. Spring-loaded reject prevents button pounding.

The new 160-play Ultra Model 437 plus its 100-play version, the new Centura Model 436 . . . and the modestly priced, compact, 100-play Concerto Model 434 . . . make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.



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## PROFILE ON:

# JACK MORAN — Action + Progress = Success

It has been a known fact throughout the coin machine industry for many years that there has been an acute shortage of qualified mechanics. This problem has been neglected, pushed aside and snubbed by everyone . . . then, along came Jack Moran, the Cash Box Profile star for this week. Jack has been actively involved in the coin business for twenty-five years, as a mechanic and operator in the Colorado area. He was the founder-director of the Institute of Coin Operations in Denver, Colorado. Jack being one of the few men in the trade who knows it inside and out, can appreciate its needs, one of them being, skilled mechanics and service people to service the machines. Jack, being the ambitious guy he is, went out in December of 1965 and established his mechanic service training school in Denver. The 99% Government subsidized Institute has graduated 150 students, of those 150, only five have entered related industries. Is this Success? In the greatest sense of the word, it is. They say success breeds success! If the coin machine industry had a hall of fame, Jack Moran's name would be at the top of the list.

Jack, what motivated you to assume such a monumental task as opening a formal training center for coin machine mechanics?

After being in the business for more than twenty years, and constantly struggling to find qualified mechanics, I decided to establish the Institute of Coin Operations in Denver. I am sure everyone in the industry is familiar with this problem, and has certainly experienced it at one time or another. There is a great need for trained, skilled, qualified mechanics and, up until now, there's been no source to fill this need.

How does a lad learn of your school?

I attend as many association meetings as possible, throughout the country, in an effort to meet and talk to operators and explain the function of the Institute. In this way, I hope to interest the operator in our program and influence him into cooperating with us—for his own benefit.

Why do you feel a lad should attend your school?

One good answer for this would be that every time I pick up a daily newspaper I can't help but notice the growing number of unskilled among our ranks. Returning G.I.'s and scores of unskilled, unemployed men are



JACK MORAN

looking for some kind of training to equip them for a particular trade. Unfortunately, response within the coin machine industry itself, has fallen far short of what I expected. The coin machine industry is a service business and they must have competent personnel to service the machines they manufacture. I am well aware of the factory schools being conducted periodically, but I'm afraid this is not enough. An hour here and there is certainly not sufficient time to train and equip personnel.

Do you screen applicants?

Yes. An applicant enrolls in our school for a 3-week trial period. At the end of three weeks, the student is counseled, his progress is analyzed, and a decision is made as to whether or not he will remain in school. I might add that the first three weeks are the toughest!

How many have you graduated?

I would say approximately 150 have graduated from the Institute since we started the course on December 1, 1965.

What is the nature of the curriculum? What is the length of time of a course?

Our curriculum covers all four major phonographs. 120 hours is devoted to each machine, or a total of 480 hours to completely cover all four. 120 hours is devoted to Bowlers, 120 hours to Pins, 120 hours to special games and 120 hours to basic elec-

tricity. A total of 960 hours completes the course. It generally takes a student 24 weeks to complete the entire course.

Do students pay a tuition?

About 1% pay their own tuition—99% are government subsidized.

How many of your graduates have found jobs within the coin industry.

I'd say almost 100% of our students have been employed in the coin industry. Out of a total of 150 students graduated from the Institute only 5 entered related industries.

What is your own background in this business, Jack?

Well, I was actively involved in the coin machine business for 25 years, as a mechanic and operator in the Colorado area. I feel I know this business and appreciate its needs, one of them being, of course, skilled mechanics and service people to service the machines.

Do you think the phonograph manufacturers themselves should subsidize schools of this nature.

No, I do not. I believe the manufacturers should cooperate fully, but not necessarily subsidize. The school should be run on a private basis. If the manufacturers would subsidize, too many problems would arise as to curriculum, hours, etc., with each manufacturer placing his own company's needs in the fore, without due consideration of the particular requirements of the other fellow.

What does the future hold for your Institute?

Well, it's been a very rough three years. We're now finally beginning to get to the point where we can see the light a little. We are not now at capacity—and never have been for that matter. Unfortunately, the operators and manufacturers in the field take too much for granted, in my opinion. They feel that as long as I have the school I can pull a man "out of the sky" so to speak, and hand him to them. They tell me their needs but they don't seem to realize that most all of the government subsidized men are in school under some other operator, and that there is only about 1% of the men available for hire on the open market. Most of our students are subsidized by an operator from their city and subsequently employed by that operator. Most students prefer to go back to their home town to work. But, all this aside, the future does appear brighter now that we have started to iron out some of the problems.

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# Eastern Flashes

NEW YORK NEWS . . . R & B music, ala Wurlitzer 2600 definitely the vogue at the Camp Drum PX's; units thru the service of Johnny Billota—Wurlitzer distributor in those parts. Operating out of Newark, N.Y., Johnny and brother Pat pretty well cover the Northern New York State scene and Wurlitzer music is well known. . . . One of Seeburg's biggest and most effective distributors is Johnny Wertheimer's Davis Dist. with main office in Syracuse and branch offices in several other key spots in greater upstate New York. Bill Roseboom, Davis' public relations and sales promotion chief, has been quietly at work helping operators onto the two plays for two bits bandwagon. Says Bill, "we've been on a campaign to realign the price of juke box music with the rest of the retail economy and have been pretty successful at it. Not much fuss from location owners at all, like everyone feared." . . . the Fischer Regent table located in Camp Drum's Area 6 PX got so much action every night last week the coin mech was practically smoking. One young lad held the attention of the troopers for more than ten minutes by running the table three times before missing.

HERE AND THERE—Spoke LD with Joel Kaufman out at Valley Distributors in Phoenix and found one of the most ambitious coinmen we've ever spoken to. Among other things, we learned Joel and his dad have been conducting a piece by piece public relations campaign in their territory whose piece by piece success has brought the Arizona coin industry to just about the highest esteem anywhere in the nation.



## 'Round the Route



Al Dinzillo of Albert Simon, Inc., Rockola distributor for the New York area, speaking in reference to the new "Centura" and "Ultra" phonographs said that the new machines are easily the best since they've had the Rockola line and is amazed at the machines ease of operation and convenient serviceability. Spoke with Atlantic New York's 'Man of the hour', Murray Kaye says he can't understand why business is so good for this time of the year, but Murray won't complain.

The regular meeting and dinner of the New York State Operators Guild will be held at the Governor Clinton Hotel, Kingston, N.Y. on September 20, 1967 at 7:30 P.M. according to Mike Mulqueen. . . . Van Morrison opened at the Bitter End in New York's Greenwich Village last Wednesday. . . . Van's present hit 'Brown Eyed Girl' is still moving on the charts.

Nina Simone, just back from a triumphant series of concerts and jazz festivals in Berlin and elsewhere in Europe, will begin a fortnight opposite Montego Joe's Septet at Art D'Lugoff's Village Gate on Tuesday, Sept. 5, at 9:30 P.M.

Those boys, Jim, Tom and Randy up at Tarantelli Enterprises, continue to make great juke box selections. . . . This week, Jim picks Frankie Valli's 'I Make A Fool Of Myself' while Tom suggests Herb Alpert's 'A Banda' and Randy's pick of the week is 'Dandelion' by the Rolling Stones.

Vivian Sweet out at Modern Specialty Co. in Madison, Wis., sent us a letter last week requesting information on where to obtain some authentic flamenco music for one of

their jukes. . . . the best we could do Vivian was to find a recording by Juan Serrano and Jose Feliciano on RCA Victor. If any of our readers can locate some Jose Greco EP sets on Decca (ED 786 and ED 787) please write Vivian at 405 N. Broom St. in Madison, we're sure she would appreciate the info.

Dan Cox, of Hammonds Theatres Inc. was named as "Concession Man of The Year" in a contest sponsored by the Nat'l Ass'n of Concessionaires.

Gerald Roseland, president of the Arizona Automatic Merchandising Council tells us that their annual meeting—Sept. 29-30—at the Safari Hotel in Scottsdale will have Governor of Arizona, Jack Williams as guest speaker. Roseland says everyone is welcome at the dinner . . . send your reservations for dinner (\$6 per person) to Gerald at: Watkins Cigarette Service, 2706 W. Palm Lane, Phoenix, Arizona 85009 and send hotel reservations to: Hotel Safari, P.O. Box 176, Scottsdale, Ariz. 85252.

Buddy Lurie, out at Struve Dist., speaking in reference to the California coin machine market, thinks that the Calif. market is equal to the New York market, if not, it runs a close second.

Well, now that everyone is back to work, we hope you had a safe and relaxed Labor Day weekend . . . for those of you who had to grind the ax on Monday (but did you work?) you can always look forward to "Tom Turkey Day", coming up Nov. 24th.

# California Clippings

A SALUTE TO BUDDY LURIE . . . What's the secret of success. Why the answer is simple—a Buddy Lurie! Buddy feels that his success has been due to "honesty and integrity," which may well be a little redundant, but he seems to have the right to be redundant. Lurie has only been with Struve Distributing for a little under six months, and yet he has managed to double the firm's 1966 figures in those few months. To give you a little background on Lurie, he was at one time nick named the "Minimums Missionary" when he was with the Williams factory. During part of 1965 he spent a great deal of time touring the country trying to develop interest in his program of 10¢ play and front money for operators. That campaign, Buddy admits, didn't meet with the results that he had hoped for, but his campaign along Pico Blvd. seems to have been nothing short of a triumph. Lurie states, "We have the best product, at a fair price, and the best service. Our word is our bond, regardless of the cost."

Lurie also has some definite ideas about the coin machine industry as it stands today. He tells us, "The California market, I believe, is about equal to that in New York, if it is approached properly. In California there are operators from all over the country, we don't really have the old line operator. It's a market without the strong associations that other states have. I feel that the California market has boundless potential, and the vending possibilities are excellent with the rise of new apartments and country clubs springing up all over the state."

Lurie feels, along with many other concerned people in the coin machine industry, that there is a rather serious problem confronting operators, that being location owned equipment. Lurie feels that too much importance has been placed on pool tables. If a location has the desire to operate, the most obvious place to start is with pool tables. To stop this growing trend the operators will have to have something to go along with the pool tables. Lurie's suggestion is to start instituting leagues and contests. Since the contests will be supervised by operators, the location owned pool tables will not be able to compete with those that are operator owned. Needless to say (we hope) giving the best possible service is another way to combat this trend and turn the tide.

Lurie went on to say, "I feel that there is responsibility on the part of the factory, as well as the operator. The factory is expected to produce good, sound equipment, and the operators are expected to buy, so that the factory can put out newer and better equipment. There has to be a common goal for the factory, operators and distributors for the whole machine to work properly."

certain nights over a hundred Lutheran Church Of The Redeemer teen agers enjoy an evening of wholesome entertainment dancing to the tunes of a shiny late model juke box conspicuously placed in the fellowship hall of that church. Now juke boxes in youth centers are no novelty in this city but generally they are plug in type sans coin chute. This one is different because chute is in service and each play requires a coin therein. After records and other expenses of machine have been paid, remaining cash goes into treasury of the Luther League, young peoples organization of the church, and is spent for refreshments, parties and such for pleasure of the youngsters. The pastor remarked that some members of the congregation who at first were against the juke box now were completely sold on the project.

## Houston

### Happenings

Local op. Phillip Matranga loading up on a week's buy of records. Phillip in partnership with Robert Matranga own and operate Matranga Music Co., a well established and progressive firm in juke box, pool and cigarette operations. . . . New at Central Sales wholesale Record Center on Leeland, is an attractive and likable counter girl named Doris Kelly. . . . When vacations were mentioned Edward Arwardy, co-owner American Music Co., long established all around operating outfit here, said he got all the vacation he craved just moving hither and yon about city looking after business. Must really enjoy his work, that one. . . . Jesse Herrera, owner Jesse Herrera Amusement Co. with headquarters in the original North Side area, reported satisfactory business in his territory. . . . Gonna miss cute and talkative little Dorothy Metting who resigned as receptionist at H. A. Franz & Co. (Seeburg) last of August to ply her talents in another business field. . . . Bob Martin very well known local professional musician (bull fiddler) is a regular daytime employee for City of Houston. He lately moved from long held post of ambulance dispatcher to recently stepped up pest control department.

Marion Coburn, wholesale record territory sales representative for Jay Kay Dis. Co., Dallas and charming wife May apparently happy living in Houston. They emigrated from Dallas some three months ago. . . . Husky Bud Wright, service department, H. A. Franz & Co., took an early vacation this year and now talks like he wishes he hadn't. . . . Among numerous out of town operators shopping in the city were: J. M. DeOlive, Brenham; Al Hughes, Galveston; Doug Shiver, Richmond; A. C. (Buster) Ayo Victoria; Joe Baine, Beaumont; Guy Barnett, Freeport; Toby Gilbert, Texas City. . . . On

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# Chicago Chatter

CHICAGO—Meyer Parkoff (Atlantic New York Corp.) and Alfred Miniaci (Paramount Juke Box Corp.), who are spearheading a fund raising drive for the Boys Towns of Italy, advised that a Gulbransen organ, donated by The Seeburg Corp., is being transhipped to Rome as a gift to Boys Town! It might do well to follow Seeburg's lead and give these two a helping hand in this very worthy cause. . . . Joe Lally, chief engineer of Bally Mfg. Co., headed for Vandalia, Ohio last week to compete in the 68th Grand American Trapshooting Tournament. (We're expecting to see a trophy, Joe!). . . . We talked to Bill DeSelm at Williams Electronics and much of our conversation centered around the all-out activity on the Coronado 6-player bowling alley and Altair 6-player shuffle alley! . . . Ted Rubey of Marvel Mfg. is looking forward to the upcoming Cash Box Parts & Supplies special, due 9/16. While chatting with Ted, we learned that Marvel's coin box with timer, heretofore used almost exclusively on the Scoreboard, is now being very successfully tried on kiddie rides, vending, etc., and "response has been most gratifying."

Speaking of "parts," Leo Lewis, who heads up World Wide's parts department takes pride in the many customers' comments regarding the fast pick-up and delivery service (sometimes within the hour) offered by his fine department AND how well stocked it always is. Proof that the best can be easily put forth with just a tiny bit more effort, huh Leo! . . . Chicago Dynamic Industries has stepped up shipments of the new "Twinky" 2-player pinball to meet the obvious demand. However, Mort Seore hastens to add that "Cris Cross" Ski-ball has by no means slowed up—in fact, action to date has far exceeded their expectations! . . . Among visitors at the Seeburg Corp. premises this past week were William Schwartz of W & S Dist. in Brighton, Mass. and Bud Lurie, who heads up the Seeburg distributorship in Los Angeles. . . . Increased activity on phonographs, vending and games, is keeping everyone hopping at Atlas Music Co. Vacation schedules have put a bit of a dent in personnel but things will be back to normal after Labor Day when the full force will be intact! . . . Order of the day at D. Gottlieb & Co. is the recently released "Sing Along" which is creating a big fuss in the trade! . . . Rock-Ola Mfg.'s Ed Doris is back in the office this week—in fact, everyone's present and accounted for out there, keeping up with the demand for the model 437 "Ultra"! . . . Here's a nice report from Frank Gumma and Jules Millman of the vending dept. at World Wide Dist. Seems the department has such a diversified line that it's being referred to as a "one-stop" for vending!

MOA's Fred Granger advises that the association's Variable pension plan has received a very gratifying response from members and asks those who have not yet had a chance to enroll to be patient. . . . President, James Tolisano said, "We believe every member is entitled to receive a full explanation of the program so that he can reach a decision as to whether it would be of value to him."



## 'Round the Route



### Upper Mid-West Musings

Gene Clennon, Austin, welcomed his son Pat back from his hitch in the Navy into his business. Pat glad to be back and happy to be in the coin and vending operation. . . . Mr. & Mrs. Floyd Carlon and family leave next week for a vacation up north in Minnesota. . . . Mark Coughlan, Mankato, after twenty-five years in the coin machine business decided to call it quits and sold out to the C. & N. Sales Co. Mark had suffered a slight stroke a few years ago. This helped him decide to retire from the business. . . . Al Kirtz and Cap Kiester in town for day making the rounds and picking up parts and records. . . . Andrew Markfelder in town for the day as was Mr. & Mrs. L. Sanford from Dodge Center. . . . Stan Baeder, Fargo, in town for a few days. . . . Herb Peterson and Duane Reiners in town for the day making the rounds and buying parts and records. . . . Mr. & Mrs. George Mellem in the cities for the weekend visiting their children. . . . Nels Nelson making one

of his infrequent visits to the cities. . . . Ben Kragtorp in town overnight to take in the Minnesota State Fair. . . . Ritchie Hawkins in Canada for a few days fishing. . . . Johnny Galep in the cities for some shopping. . . . The Martin Kallsens, Worthington, in town for a few days visiting their children. . . . Headliners at the Minnesota State Fair are George Kirby . . . The Young Americans . . . Bob Newhart . . . Baja Marimba Band . . . Jan Murray . . . Morey Amsterdam at the Manor . . . Carmel Quinn at Diamond Jim's . . . Clayton Norberg in town for the day as was Clem Kaul from Owatonna. . . .

### Milwaukee Mentions

MILWAUKEE—While Joel Kleiman is off to New York for a vacation visit with his family, Sam Cooper has his hands full holding down the fort at Pioneer Sales & Services AND keeping up with the increased demand for the Rowe-AMI "PhonoVue" with Music Merchant phonograph. Sam tells us this sprightly set has been a

real winner throughout the area! . . . Stu Glassman, for one, doesn't believe what they say about the Little LP's slump. Stu, who heads up the Radio Doctors outlet, recently sent a mailing, advertising Little LP's, to operators in the entire Milwaukee area. The response has been fantastic! In fact, last week alone, he chalked up orders in excess of 1800! . . . Mum's the word at United, Inc. Russ Townsend isn't talking BUT he intimated at some upcoming festivities to be hosted in the Pfister Hotel. As to WHAT and WHEN—we'll just have to use our collective imaginations and WAIT for an announcement! . . . WISN-TV (Milwaukee) recently established community liaison committees in various viewing areas throughout the community, in an effort to examine current trends, issues, etc. and better serve the viewers. Areas covered so far include Milwaukee, Kenosha and Fond Du Lac.

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Exclusive Gottlieb, Rock-Ola, Fisher and Chicago Coin Distributor for Eastern Pennsylvania, South Jersey and Delaware.

ACTIVE Amusement Machines Co.  
666 No. Broad Street, Phila. 30, Pa. POplar 9-4495  
1101 Pittston Ave., Scranton 5, Penna.



# CHICAGO COIN'S TWINKY NEW MULTI-ACTION 2-PLAYER



Never Before On A Pin Game!

## PEACOCK FEATURE

- A New Concept . . . Shooter Controls High Scoring By Pressing Button on Front of Game

## BONUS SCORE FEATURE

Bonus Builds Up and Remains For Entire Play of Each Ball.

- ILLUMINATED "BALL COUNT" and "GAME OVER", Next to Shooter
- "EXTRA BALL" RETURN GATE
- HIGH SCORING On Swing Gates and Side Targets
- 2 SPECIAL LANES
- NUMBER MATCH
- 3 THUMPER BUMPERS
- ADJUSTABLE 3-5 BALL PLAY

3 INDIVIDUAL COIN CHUTES  
5c-10c-25c

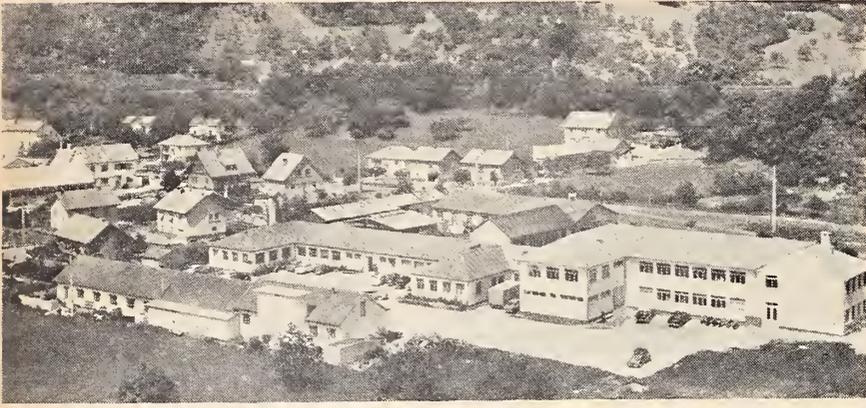


ALSO IN PRODUCTION SKI-BALL • RIVIERA • VEGAS • WILD WEST • BULLSEYE BASEBALL

CHICAGO COIN MACHINE DIV.  
**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W DIVERSEY BLVD, CHICAGO, ILLINOIS 60614

# JUPITER PREPARES TO RELEASE NEW PHONOS



The Societe Electric-Kicker factory, nestled in the hills at Baume-Les-Dames, France, near the Swiss border, where the Jupiter jukeboxes are manufactured.

MIAMI—Foreign cars had better step on the gas if they hope to maintain their dominance of the foreign import field. Coming up fast on the inside is the jukebox industry.

Bob Taran, president of Taran Enterprises, Inc., of which Jupiter Sales of America is a division, and his father Sam Taran imported their first Jupiter boxes a little more than nine months ago. Their foresight has not only established them as the leader in this field, but it has sparked a complete reawakening in the jukebox business.

Taran and his chief engineer, Eddie Frink, recently returned from Baume-Les-Dames, France, where they had an extended engineering and promotional conference with Lucien Gosteli, president of Societe Electric-Kicker, and his father Charles, manufacturers of the Jupiter boxes.

"With each visit to this charming little manufacturing town," Taran said, "I never cease to be further amazed at the skills of Jupiter's dedicated European workmen. In spite of their advanced machinery and overall mechanization, Eddie and I found tremendous reaffirmation of the old world tradition of hand craftsmanship."

While there are more than 3,000 parts in each Jupiter machine, 98% of them are manufactured in Gosteli's Electric-Kicker plant, affording them an outstanding advantage in maintaining quality control and justified pride in the finished product.

Motors, amplifiers, transformers and relays are made right in the Electric-Kicker shops. They do their own electro-plating and plastic injection molding. The huge machine which stamps and forms metal parts from rough stock is manned by Gosteli employees. Likewise, the die-casting apparatus in the machine shop. Integral parts of the jukebox carriages are welded under the minute supervision of Gosteli inspectors.



Lucien Gosteli, President of the Societe Electric-Kicker, Manufacturer of Jupiter Juke Boxes, shown in his office at the Baume-Les-Dames, France factory.

"Having practically every operation under one roof," Taran stated, "is unquestionably one of the factors that make the Jupiter jukeboxes so economically priced. Naturally, they can achieve greater perfection in the machines with such pin-pointed quality control through every manufacturing step.

"Since 350 of the town's residents work at the Electric-Kicker plant," he said, "they have kiddingly remarked to Gosteli that the town's name should be changed to Jupiter. But here again the continental pride asserts itself for the people know it will be their Baume-Les-Dames for centuries to come."

According to Taran, one of the prime features of the Jupiter jukeboxes is their economy of operation, due to practically nil maintenance worries. This increases longevity and

thus gives much higher net profit per machine.

"We have tried in every instance," Gosteli said, "to simplify the mechanism in order to make it a maintenance man's dream, with finger-tip accessibility to all parts. You know, we Europeans have always taken pride in our precision, and we have added a unique Parisian styling externally to enhance its beauty and appearance."

One of the major outcomes of the summer conference was the birth of the new Jupiter 100F with such added features as a 50¢ coin chute, total play meter and solid state 30-watt amplifier. The specially designed multi-range speaker in concert with the solid state amplifier reproduces the sound exactly as it was recorded in the studio. It offers a full range of sound from 20 to 40,000 cycles, without distortion, even at full volume. With spare parts available throughout the country, it represents an important price break-through on both the distributor and operator levels.



Bob Taran and his father Sam go over some promotional material on the new Jupiter 100 model phono.

In addition to the 100F, a new 120- and 160-selection phonograph, featuring a 66-watt solid state amplifier, will be on display at the Music Operators of America (MOA) convention at the Pick-Congress Hotel in Chicago, October 27, 28, 29.

Although Taran Enterprises at 3401 N. E. 36th Street, Miami, Florida, began their importing a little more than nine months ago, the Taran name is no newcomer to the jukebox and coin machine industry. Sam Taran, Bob's father, has been a top distributor in the business for 30 years. Bob now heads up the Jupiter Sales Division of Taran Enterprises. And even his wife Carol, well-known night club singer, gets attractively into the act by posing as "Miss Jupiter" in many of the promotional and sales efforts of the company.

Among Jupiter Sales of America distributors are: Darvin Corp., Los Angeles, California; Powers Amuse-



"Miss Jupiter", in the person of Carol Taran, wife of Bob Taran, importer of the Jupiter jukeboxes for the U.S., Canada and the Caribbean, poses before one of the Jupiter models.

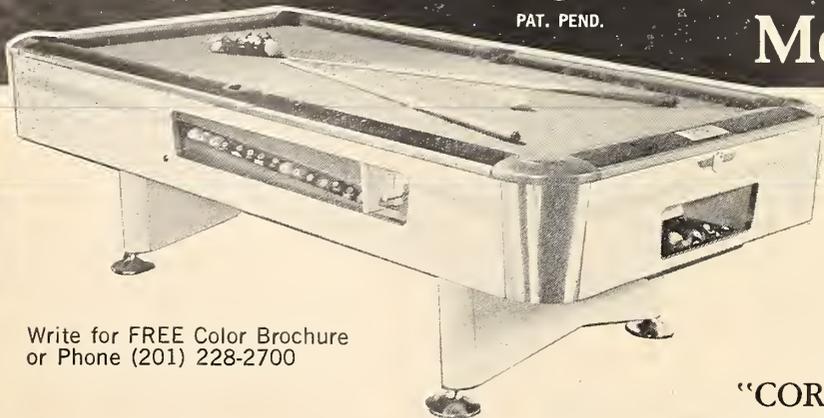


Eddie Frink, chief engineer of Jupiter Sales of America, examines some of the equipment used in testing the Jupiter phonos at the factory in France.

ment Co., Las Vegas, Nevada; Miller-Newmark Distributing Co., Detroit and Grand Rapids, Michigan; D & L Coin Machine Co., Harrisburg, Pennsylvania; Universal Vending Distributors; Columbia, S.C.; S & H Distributing Co., Inc., Shreveport, Louisiana; Wallace Distributing Co., Inc., Mineral Wells, Texas; Complete Coin Corp., No. Chesapeake City, Maryland; and recently appointed Signal Music Co. for North and South Dakota.

## NEW! Roto Magic Feather Touch Mechanism

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Write for FREE Color Brochure or Phone (201) 228-2700

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- NO Jamming
- NO Cheating
- Just a Sure Money Maker

"CORONET" T.M.

Available in White and now also Pecan in these sizes: Cor. I — 46"x78" • Cor. IA — 49"x84" • Cor. II — 52"x92" Cor. III — 4'x8' PRO. • Cor. IV — 4½'x9' PRO.

**NATIONAL**

Shuffleboard & Billiard Co. DEPT. C.

1275 BLOOMFIELD AVE., FAIRFIELD, N. J. 07006

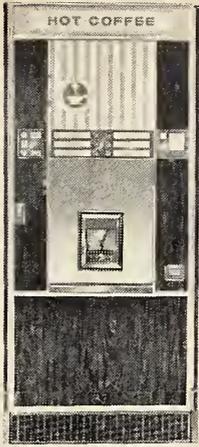
## Nevada Fruit Mach Executive Back From Tour Of Europe

RENO, NEV.—Lane Fleischer, president of the Nevada Fruit Machine Company, has recently returned from a six-week tour of Europe and informs that the trip was very informative and successful. Fleischer stated that he expects an added interest in the exportation of slot machines in the next three years as the European and Scandinavian countries look for more tax revenue from coin-operated devices and easing of the import laws of certain types of games of chance.

Fleischer further stated, "economics will play a big part in allowing the operation of slots in a lot of the smaller countries."

Accompanying Fleischer on the tour were his wife, father-in-law and mother-in-law. The countries visited included Denmark, Sweden, Norway, Germany, Austria, Liechtenstein, Switzerland, France, Luxembourg, Belgium and the Netherlands.

## New From Coffee-Mat



COFFEE-MAT  
Model CSSC-600  
Coffee and Hot Chocolate  
Model CISC-600  
Model CISC-600 T  
Coffee, Hot Chocolate  
and Soup

### Moduline

KENILWORTH, N.J. — Coffee-Mat Corporation, manufacturer of single cup fresh brew coffee vending machines, Kenilworth, New Jersey, has just introduced a new model which was designed to fit in the newest 72" Moduline recently introduced.

Built with the identical interior assemblies as Coffee-Mat's own Royal Standard and Imperial Deluxe models, all assemblies and parts in this unit are interchangeable with these popular Coffee-Mat models. Only the door design is new.

The unit designated as Model CSSC-600 dispenses coffee six ways plus whipped hot chocolate with a 600-cup capacity. Model CISC-600S dispenses coffee six ways with hot chocolate and soup. Model CISC-600 T dispenser coffee six ways plus whipped hot chocolate and tea or soluble coffee. This unit can be converted to soup in place of tea or soluble coffee.

All models include nickel and dime payout changers and are available in choice of Walnut Woodgrain, Stainless Steel, or Beige Enamel finishes. Options include multi-price changers, Everpure water filters, extra capacity canisters and 9-oz. cup modifications.

### P/V Parings

WHIPPANY, N.J. — Suggested pairings for Rowe AMI's PhonoVue operators according to George Klersey, division manager of the P/V program, are as follows:

"I'm So Happy Now," by the Young Rascals on Atlantic #45-2438, is seen suitable for P/V film cartridges "Hula Shake" (L-2908K), "Cycle and Surf" (L-2907D), "Fashion Model" (L-2906Y), "Western Go-Go" (L-2905J) and "Sweet Shoppe" (L-2907G).

Jessie James' "Believe In Me Baby" on Twentieth Century Fox #6684, swings with P/V films "Western Go-Go" (L-2905J), "Oriental Night Life" (L-2907P) and "Ballet In Black" (L-2905X). "Happy Times" by The Box Tops on Mala #565 has been paired by George with P/V film "Blues GO-GO" (L-2906E).

Ruby Andrews' single "Casanova" is suggested for P/V film cartridges, "Where Did It All Begin" (L-2907R), "Strip Fun" (L-2907F), "Girl and Sultan" (L-2905C), "Voodoo" (L-2907J), "Bachelor Girls" (L-2906W), "Pussy Cat" (L-2909L) and "Girls For Sale" (L-2909L).

P/V films suggested for Jerry's "Karare Boogaloo" on Shout #S-217 are: "Mermaids" (L-2908E), "Belly Dancer" (L-2907W), "Polka Dot Bikini" (L-2909Z), "The Dating Machine" (L-2909Z) and "Little Ol' Winemaker" (L-2909U).

Sam and Dave's new hit "Soul Man" waxed on Stax #45-231 is best suited for P/V films "Silouette Dancers" (L-2907V), "Fire Dance" (L-2907L) and "Living Doll" (L-2907U).

Paul Revere and The Raiders has a new single on Columbia #4-44227 and pairs well with P/V cartridges "Hoe Down" (L-2908W), "Mermaids" (L-2908E), "L'il Old Winemaker" (L-2909U), "Belly Dancer" (L-2907W), "Polka Dot Bikini" (L-2905Y) and "Roaring Twenties" (L-2908G).



## JUKE BOX OPS' RECORD GUIDE

### PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

**THE WORLD WE KNEW**  
Frank Sinatra (Reprise 8610)

**TURN THE WORLD AROUND**  
Eddy Arnold (RCA 47-9265)

**ODE TO BILLIE JOE**  
Bobbie Gentry (Capitol 5950)

**SAN FRANCISCAN NIGHTS**  
Eric Burdon & Animals (MGM 13769)

**FUNKY BROADWAY**  
Wilson Pickett (Atlantic 2430)

**MAKING EVERY MINUTE COUNT**  
Spanky & Our Gang (Mercury 72714)

**LITTLE OLE WINE DRINKER, ME**  
Dean Martin (Reprise 608)

**I FEEL GOOD, I FEEL BAD**  
Lewis & Clark Expedition (Colgems 66-1006)

**12:30**  
Mamas & Papas (Dunhill 4099)

**I DIG ROCK & ROLL MUSIC**  
Peter, Paul & Mary (WB 1700)

**HIGHER & HIGHER**  
Jackie Wilson (Brunswick 55336)

**CAT IN THE WINDOW**  
Petula Clark (WB 7073)

**BALLAD OF YOU & ME & POONEIL**  
Jefferson Airplane (RCA 47-4297)

**\* DANDELION**  
Rolling Stones (London 905)

**\* I'LL NEVER FALL IN LOVE AGAIN**  
Tom Jones (Parr 40018)

**\* A BANDA**  
Herb Alpert & Tijuana Brass (A&M 870)

(\* indicates first week on chart)

## CINEJUKEBOX



**THIS IS IT!** Write Wire Phone

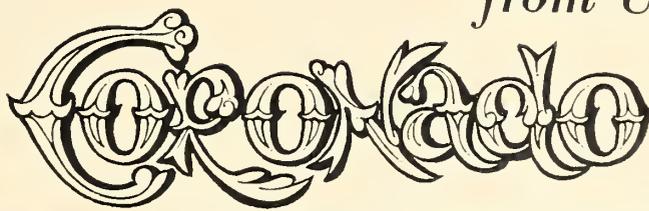
Exclusive Rowe AMI Distributor  
Ea. Pa. - S. Jersey - Del. - Md. - D.C.

**DAVID ROSEN inc**

855 N. BROAD ST., PHILA., PA. 19123  
Phone: (215) Center 2-2900

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BOTH FEATURE **MATCH BONUS**  
**5 WAYS TO PLAY**

- dual flash
- flash
- regulation
- match bonus
- bonus lane

**Altair**  
6 PLAYER SHUFFLE ALLEY



**Williams** ELECTRONICS, INC.

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CABLE ADDRESS WILCOIN CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR

# MANUFACTURERS NEW EQUIPMENT

## CURRENTLY IN PRODUCTION

### ALL-TECH INDUSTRIES

Ace New Yorker (49"x85")  
Gold Crest 6 (46"x78")  
Gold Crest 7 (52"x92")  
Gold Crest 8 (57"x101")  
Gold Crest 9 (64"x114")  
Champion Slot Car  
Batti Car Kiddie Ride  
Chuck Wagon  
Sante Fe Express  
Fire Engine  
Stage Coach  
Indian Scout  
Satellite Explorer  
Helicopter

### AMERICAN MACHINE & FOUNDRY CO.

American Speedway

### AMERICAN SHUFFLEBOARD CORP.

Electra "6" 6' (6-pkt. table)  
Electra "7" 7' (6-pkt. table)  
Electra "8" 8' (6-pkt. table)  
Classic "6" 6' (6-pkt. table)  
Classic "7" 7' (6-pkt. table)  
Classic "8" 8' (6-pkt. table)  
Imperial Shuffleboard (16' to 22')  
Imperial Cushion Model (12')  
Bank Shot Model (9')  
Shuffle '88'

### AUTOMATICS PRODUCTS COMPANY

Smokeshop "Satellite" 630; 18 Sel. Cap. 630  
Smokeshop "Satellite" 850; 27 Sel. Cap. 850  
Smokeshop Modular "900"; 18 Sel. Cap. 900  
Candyshop "100" Ten Columns 400 Capacity—  
Candy; Six Columns, 200 Capacity—Gum &  
Mint. First in-First out Feature. Multiple  
Pricing. Changemaker Optional.

### AUTO-PHOTO CO.

Model 12 Studio

### BALLY MFG. CO.

Loop The Loop 2P (9/66)  
Six Sticks 6P (3/66)  
1966 Bally Bowler (4/66)  
Deluxe Fun Cruise 1P (11/66)  
Bazaar 1P (11/66)  
Capersville 4PL (2/67)  
Rocket III Add-A-Ball Flipper (6/67)

### CHICAGO COIN MACHINE

Beatniks 2P (2/67)  
Park Lane Puck Bowler 6P (1/67)  
Vegas Bowler (3/67)  
Bullseye Baseball (3/67)  
Wild West Gun (5/67)  
Riviera Puck Bowler 6P (6/67)  
Ski Ball 4P (7/67)  
Twinky 2P (9/67)

### COLOR-SONICS, INC.

Colorama 2600  
Combi 150 (To be released)

### DANCARR MUSIC

Wallbox conversion unit

### DuKANE CORP.

Ski 'n Shore  
Grand Prix Raceway  
Tag-It

### FISCHER MFG. CO., INC.

COIN  
Empress 105C (105 x 59)  
Empress 92C (92 x 52)  
Regent 101C (101 x 57)  
Regent 91C (92 x 52)  
Regent 86C (84 x 48)  
Fiesta 58 (Rebound pool)  
NON-COIN  
Empire 105 (59 x 105)  
Empire 8 (101 x 57)  
Empire 7 (92 x 52)  
Dutchess 8 (101 x 57)  
Dutchess 7 (92 x 52)  
Princess 58  
Crown Town & Country

### J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)  
Double Header (12/62)

Save Our Business  
U.S. Marshall 5¢ Gun  
Kicker & Catcher  
ABT Challenge Pistol  
ABT Guesser Scale  
ABT Rifle Sport  
Aristo Scale

### D. GOTTLIEB CO.

Hi-Score 4P (6/67)  
Sing-Along 1P (9/67)

### PAUL W. HAWKINS MFG.

Rodeo Pony  
Mustang  
Pony Cart  
Ben Hur Chariot  
Twin Quarterhorse  
Derby Pony Jr.  
Leo The Lion  
Sam The Clown  
Donny Duck

### INTERNATIONAL MUTOSCOPE

Photomatic 60's  
Plasti-Matic  
Balloon-O-Mat  
Snack Bar  
Pony Cart

### IRVING KAYE CO., INC.

NON-COIN MODELS  
Deluxe Continental (4 1/2' x 9')  
Ambassador 70 (85" x 47")  
Ambassador 75 (92" x 52")  
Ambassador 80 (106" x 58")  
Ambassador 90 (114" x 64")  
COIN-OP MODELS  
Deluxe Eldorado "66" 6 Pkt. Series  
Mark I, 77x45  
Mark II, 86x48  
Mark III, 92x52  
Mark IV, 106x58  
Mark V, 114x64  
Deluxe Satellite, 77x45  
Deluxe Klub Pool  
Regular 56x40  
Jumbo 75x48

### MARVEL MFG. CO.

Side-Rail Elect. Scoreboard  
Coin Box  
Cross-mount Scoreboard

### MIDWAY MFG. CO.

Cobra Shuffle (4/67)  
Fun Ball Baseball (1/67)  
Spocce Gun (5/67)

### MONDIAL INTERNATIONAL

Mondial Shoeshine  
Flash Soccer 2P (5/67)

### NATIONAL SHUFFLEBOARD & BILLIARD CO.

COIN-OP MODELS  
Coronet I 46x78  
Coronet II 52x92  
Coronet III 59x105  
Coronet IV 63x113

### PATTERSON INT'L CORP.

Foosball Match  
Flip Match  
Drop Strip

### ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002  
Cigarette Machine  
Model 434 Concerto phonograph, 100 selections, 45/33 rpm stereo-monoaural intermix. Compact size.  
Model 433 GP/Imperial phonograph, 160 selections, 45-33rpm stereo-monoaural intermix. Console size.  
Model 437 "Ultra" console-sized, 160 selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 436 "Centura" console-sized, 100-selection, 45-33rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 430 100-Sel. Wall Phono (33-1/3 Optional).  
1628 Deluxe "Stereo Twins" Speakers  
1631 "Stereo Twins Jr" Speakers  
1984 Remote Volume Control Unit  
Model 500 160-Sel. Stereo Speaker Wallbox 3 level personal pushbutton volume control  
Model 501 100-Sel. Wallbox  
500F 160-Sel. Wallbox (50¢ chute)  
501F 160-Sel. Wallbox (50¢ chute)  
502 Universal Wall Box Bracket  
1989 Money Counter for Model 418-SA, 424, 425, 426

### DAVID ROSEN, INC.

Cinejukebox (audioviz)  
Phono-Voice Recorder

### ROWE MANUFACTURING

PHONOGRAPH  
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records intermixed, stereo or monaural. Phonovue 120-sel. audioviz component.  
PHONOVIEW—20 sel. Super 8 mm. film auxiliary projection unit.

### MUSIC EQUIPMENT

Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/8". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.  
HJG—Hideaway—selective stereo—200 sel.  
HGG—Hideaway—selective stereo—160 sel.  
HHG—Hideaway—selective stereo—100 sel.  
R-2092-A—Discotheque Speakers—Console Cabinets.  
EX-401—Wall Speakers.

### BACKGROUND MUSIC SYSTEMS

Customusic Programaster—background tape music system—60 hours of continuous music. Exclusive teatue avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.  
CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.  
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.  
277—Celebrity—11 columns, 340 items capacity.  
77—Candy Merchandiser—11 columns. 340 items—changemaker. Small cabinet model.

### CIGARETTE VENDORS

160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.  
260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.  
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.  
86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.  
DOLLAR BILL CHANGERS  
6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

### THE SEEBURG CORP.

PHONOGRAPHS  
Seeburg Stereo Showcase  
160-selections, 33-1/3 and 45 rpm, stereo-mono play, rotating album display, optional dollar bill acceptor and Income Totalizer System, balanced tone arm transistorized.  
HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.  
SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.  
EBCS-1—Extended Bass Console Speaker. Provides full range stereo response in conjunction with Console speakers.  
SC-11—Stereo Communication Console. Console serves as Intercom.  
CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.  
BACKGROUND MUSIC  
ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.  
BMS-2—Background Music System 1000 Selections.  
BMC-1—Background Music Compact, 1,000 Selections.  
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)  
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.  
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.  
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.  
CANDY VENDORS  
W10CN1—Mechanical. 10 Selections. 220 pack capacity.  
W8TIG—Mechanical 8 Selections. 152 pack capacity.  
CIGARETTE VENDORS  
4E6—Electric. 22 Selections. 825 pack capacity.  
W20T1—Mechanical. 20 Selections. 672 pack capacity.  
W14T1—Mechanical. 14 Selections. 510 pack capacity.  
MCC-20—Mechanical. 20 Selections. 720 pack capacity.

### UNITED BILLIARDS

COIN-OPERATED TABLES  
"100" (78 x 46)  
"200" (88 x 51)  
"300" (93 x 53)  
"400" (103 x 58)  
"500" (114 x 64)

### URBAN INDUSTRIES

Movie Theaters  
Model AP-10  
Panoram

### U.S. BILLIARDS, INC.

Electro-Pool, Electric Pocket Billiard Game.  
6 Pkt. Series:  
Pro 1—78x46  
Pro 2—88x51  
Pro 3—93x53  
Pro 4—103x58  
Pro 5—114x64  
Club Pool  
56x40  
75x43  
Coin-A-Copy (Photocopy unit)

### VALLEY SALES CO.

Bumper Pool®  
Model 5225/W Reg. Size  
Model 785A—78x45  
Model 875A—88x50  
Model 935A—93x53  
Model 1035—100x57  
El Magnifico Series  
Model 884—88x50  
Model 934—93x53  
Model 1014—101x7

### WILLIAMS MFG. CO.

Arctic Gun (1/67)  
Altair Shuffle (3/67)  
Shangri-La 4P (4/67)  
Apollo 1P (6/67)  
Coronado Bowler (6/67)

### THE WURLITZER COMPANY

PHONOGRAPHS  
AMERICANA Model 3100, 200-selection; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochure on request.  
HIDEAWAY PHONOGRAPHS  
Model 3117 . . . 100-selection. Model 3111 . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.  
REMOTE CONTROL EQUIPMENT  
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.  
Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.  
Model 5220-A . . . 200-selection wallbox without speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.  
Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.  
Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.  
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.  
#259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.  
#261B Stepper . . . 200-Selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.  
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.  
Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.

## Univ. of Cincinnati Students Design New Food Containers



This special vending machine packaging unit, consisting of a polystyrene cup and lid, was designed by University of Cincinnati student Tom Davis. Davis suggests a clear polystyrene lid for vending machines, in order to allow visual inspection of each item. This package is designed to serve pies, sandwiches, salads, etc.

CINCINNATI—An industrious group of University of Cincinnati fourth year industrial design students recently tackled the problem of a cheaper and more efficient way of serving meals in institutional feeding establishments, and the result is durable, disposable plastic serviceware and containers that may be very economical.

The search for a more useful type of serviceware for the institutional feeding industry was chosen by the Cincinnati students as their 1966-67 subject for an industrial design collaborative sponsored by The Dow Chemical Company. The collaborative program is now in its third year; Dow provides plastics materials for the students to work with.

The students, under the direction of faculty member Gilbert C. Born, approached the problem from three angles: research, design needs and actual production.

Preliminary research indicated a growing need for a better way of serving food in an institutional setting.

The design considerations were equally important. The students knew that the serviceware had to be functional and practical as well as attractive and economical.

The students designed and produced prototypes of their ware using high impact Styron polystyrene provided the school by Dow. Production methods employed were vacuum forming or injection molding, depending upon the need.

Even though the Cincinnati students used high impact polystyrene in their designs, there are a number of other plastics that could just as easily be used. High impact polystyrene and other plastics possess several advantages over more conventional materials: excellent colorability and ease of decoration; strength and durability; light weight, and less heat loss. And versatile plastics are an important bridge between china and paper utensils.

This disposable serviceware should be of interest to food areas in transportation (trains and airplanes especially), cafeterias, vending machine companies, delicatessens, drive-in restaurants and school lunchrooms.

Born feels his students have answered a need of mass food service without compromising the features of style and aesthetics inherent in our dining traditions. "In this regard, I think we have shown that plastic materials when handled properly could be highly successful and still offer cost savings and other advantages," Born says. "This program was a valuable educational experience and I hope our results will stimulate some industrial and commercial response," he adds.

## CANTEEN BREAKS GROUND FOR MODERN COMPLEX

CHICAGO—Officials of Canteen Corporation broke ground Friday (August 25, 1967) for a new 50,000-square-foot office, food preparation and distribution center in Dearborn, Michigan.

Canteen Corporation is the oldest national vending company and offers a full line of food items and cigarettes through vending machines. The company also provides food service for many industrial cafeterias, including major auto plants in the Detroit area. Canteen's sales in 1966 were \$313,192,000. Its stock is listed on the New York Stock Exchange.

Patrick L. O'Malley, president of Canteen Corporation, who attended the ground breaking, said the new facility will consolidate the services performed by several Canteen branches in the Detroit area. He said the new building's location, adjacent to a major link of Detroit's freeway system will provide easy access to the five-county area served by the company's trucks.

Fred A. Hessler, Canteen Corporation operations manager-vending, said the building will serve as head-

quarters for Canteen Corporation's Lake Central Area Division headed by Paul G. Duffy, area director, and Cigarette Service Co., of which Benny Koss is president.

The new facility on Prospect Avenue near Miller Road, Dearborn, is being designed and built by units of the Campbell Group, an industrial building organization that provides full building services including site

selection and development, design, construction, building products and financing.

The building, scheduled for completion early in 1968, will make use of precast, prestressed concrete; insulated porcelain panels; exposed aggregate concrete; face brick and metal siding, and the exterior will be finished in Canteen's corporate colors—white, blue and black.

### CLEVELAND HAS BOOZ-BAROMETER

The Greatest nickel grabber yet !!!

A GREAT GIMMICK  
FOR ENTERTAINING  
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A REAL MONEY-MAKER  
FOR THE REASONABLE  
PRICE.



CUSTOMERS CAN'T RESIST  
PLAYING AGAIN AND AGAIN.

(and bringing their friends to take this side-splitting sobriety test). Whether played for kicks or seriously, the BOOZ BAROMETER packs a lot of appeal into the small space it takes, insuring substantial profits from a minimum outlay.

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International  
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All Phones Tower 1 6715

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## Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANTED TO BUY: 9 Seeburg 3W—100 chrome plated wall boxes, in good shape. G & P Vending, 5405 Conner, Detroit, Mich. 48213.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS Returns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO. —453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13c. REC-O-RAC 942 DEODAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-5121.

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD 21230.

WANT TO BUY USED AND NEW PINBALL GAMES ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 41a, MILANO (ITALY).

SELL YOUR SURPLUS 45'S TO THE NATION'S largest user. We are the nation's foremost packager of promotionally priced record packs. We purchase unlimited quantities on a steady basis. Wire—phone for quick deal. NATIONAL BAG-O-TUNES, 725 SHORE ROAD, SOMERS POINT, NEW JERSEY 08244, A.C. 609-927-5512.

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 So. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOR SEA VESSEL TO HOLLAND BELGIE EUROPE, SPR., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEUROP/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

WANTED: JUKEBOX MECHANIC, A. GAME mechanic. B. Bingo mechanic. We pay top salary in the industry. Strictly shop work, no route. Write to: CASH BOX, BOX 799, 1780 BROADWAY, NEW YORK, N.Y. 10019.

EXPERIENCED MAN WANTED — Age 25-38. Able to read schematics, all late equipment, juke boxes, shuffle alleys, etc. RANEY MUSIC, 528 North Carver, Greensburg, Ind.

WANTED: MAN TO SERVICE SEEBURG Phono's & Bally Bingos's. Must be married and a non-drinker. Wages according to knowledge. Call: JOHN WASSICK, 418 Farnit Rd., Morgantown, W. Virginia. 304-292-3791.

USED 45 RPM RECORDS. WE PAY freight & top prices. KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.

WANTED: WURLITZER 2510, SEEBURG KD-VL-201, AMI H-200, I-200, J-200, K-200, Rockola 425-426, Gottlieb Buckaroo, All Add-A-Balls. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 Prospect, Cleveland, Ohio, To 1-6715.

HOT SOUTHERN GROUPS NEEDED FOR LONG term recording contracts by indie producer. Please send audition tapes or dubs. JOHN BRUMAGE, P. O. Box 14422, Tampa, Florida, 33609. (813) 839-4880. PRODUCERS: I always have openings for good masters! Thank You!

WANTED—SERVICEMAN AND ROUTE MAN for Juke Boxes and Pinball Machines—middle age. Salary good according to knowledge. Contact C. J. WALSTON AMUSEMENT COMPANY, 614 COMMERCIAL AVENUE, CAIRO, ILLINOIS. Phone Cairo Main 345—at night Main 1619.

WANTED: TWO MECHANICS FOR ROUTE work on Amusement Machines and Juke Boxes. Two mechanics for shop work. Age is no hold back if you can do the work. Salary to commensurate with ability. Contact COLE HENRY, STAR AMUSEMENT COMPANY, 136 State Street, West Columbia, South Carolina. Telephone: 256-1429.

## FOR SALE

COIN DISPENSERS: Twin Nickle, wood \$7.95; Nickle-Dime, wood \$8.95; Metal Single 5¢ \$12.95; Metal Single 10¢ \$12.95; Close-out Metal 25¢ \$8.95 Bruce Wright's Western Distributors, 1226 SW 16th Avenue, Portland, Oregon.

MIDWAY PREMIERS SHUFFLES \$650.00 Chico Gold Star \$499.50. Gott. Central Park FP \$295.00. Liberty Belle \$225.00. Hercules Rifle \$125.00. Natl. 222 Cig. \$245.00 More, send for list. Greco Bros. 1288 Br'dy Albany N.Y.

PANARAM USER'S—THEATRES—FILM Developers 225 negatives 16 M.M. black-white, Mint condition App 400 Ft. each. Art Nudes, beautiful Calif. subjects good library, money makers. Also Panorams, large stock, used film \$8.00 Loop. Write R. Richter, 1063 Market St. San Francisco, Calif.

ARCADES, OPERATORS — WE HAVE JUST what you are looking for. All new soccer game with glass enclosed playfield. Only \$295.00. Write for details, Mike Munves Corp., 577 10 Avenue, N.Y. 10036.

UPRIGHTS, BINGOS, ONE-BALLS: TWIN WILD CAT, TWIN RED ARROW, TWIN TIM BUC TOO. All Bingos—ALL BINGOS—TURF KINGS, ONE BALLS AND CLAW MACHINES. NEW ALL ELECTRIC HOPPER PAYOUT FRUIT (SLOT) MACHINES. Write: CROSS-DUNHAM & CO., 255 Wright Ave. "F" Greatna, La. Tel 367-4365.

HI-SPEED, SUPER FAST SHUFFLEBOARD WAX. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money-back guarantee. Dist. for D. Gottlieb, Rock-Ola, American Shuffleboard, Irving Kaye & Midway Mfg. Co. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

ATTENTION OPS! GET LOWDOWN PRICES on all billiard supplies coin machine parts, accessories, etc. DIAMOND COIN MACHINE EXCHANGE, 609 WOODS AVE., NORFOLK, VIRGINIA. (Tel. 625-1716).

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

RECORD RIOT, 45S, BRAND NEW RECORDS. Same late hits, \$6.50 per 100, \$65.00 per 1000. All orders shipped immediately. Send check with order for prepaid postage. Only in United States. RELIABLE RECORD CO., BOX 136, GLEN OAKS POST OFFICE, GLEN OAKS, N.Y. 11004 PHONE: (212) 343-5881

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BALLY! BALLY! BALLY! FRUIT SLOT machines for export. We are the Largest Supplier of Used Slot Machines in the world. Call, Write, Wire: NEVADA FRUIT SLOT MACH. CO., P.O. BOX 5734, RENO, NEVADA. 702-329-3932.

OPERATION HEAD START: FOR SPRING—off our own routes, clean, mechanically re-conditioned. Shipmates \$275.00, Stop N Go \$225.00. Swing Along, Gaucho \$175.00. El Toro, Flying Chariots, Gi Gi \$150.00, Jumpin Jacks \$135.00, Sunset, Cover Girl, Fashion Show \$125.00, Corral, Foto Finish, Valiant \$100.00. STAN HARRIS & CO., 508 W. VENANGO ST., PHILA., PA. PHONE BA 3-3362.

FOR SALE: USED BALLY, MILLS, PACE, JENNINGS, Sega Slot Machines, Keeney Uprights, Bally Bingos. BALLY DISTRIBUTING COMPANY, 44 W. LIBERTY ST., RENO, NEV. TELEPHONE 702-323-6157.

FOR SALE—MIDWAY GUNS—CAPTAIN KIDD \$415.00, Monster Guns \$275.00, Rifle Champ \$195.00. Write REDD DISTRIBUTING, 672 MAIN STREET, HYANNIS, MASS. Tel: 617-775-6411.

IF IT'S PANORAM PARTS YOU WANT PHIL GOULD HAS 'EM. ALL TYPES OF FILMS FOR Panoram Peeks. PHIL GOULD —224 MARKET ST.—NEWARK, N.J. (Tel. 201-MARket 4-3297.)

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CHANGERS—NEW HAMILTON CHANGERS—25¢ and 50¢ Below wholesale cost. Original Microscope Punching Bag A-1 \$250.00; Downey Johnson Coin Counter—Complete \$150.00. Complete stock new & used Guns —Phonos—Pool Tables—Cigarette Machines. PAUL A. LAYMON, INC., 1429 W. PICO, LOS ANGELES, CALIF., PHONE: 749-7351.

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POOL TABLES, NEW COIN-OP 7 FT., \$500.00. Also home tables \$500-up. Antique jukebox 1930s. Also all kinds of vending equipment for sale at lowest prices. WEST PENN VENDING SALES, 1313 BABCOCK BLVD., PITTSBURGH, PA., 15237 (412) 931-2961.

PINGAMES: 1 GOTTLIEB EGG-HEAD, \$95.00 1 Gottlieb Corral, \$110.00; 1 Gottlieb Lancer \$135.00—1 Williams Valiant, \$125.00. TRI-STATE DISTRIBUTING CO., BOX 615, ROME, GA. 30161.

FOR SALE: HF100R RESTYLED AND SHOPPED \$195.00. 3WA wall boxes as is \$20.00, 5210 wall boxes as is \$15.00, RCSU4 steppers for LPC-1 and 480 \$49.95. Also Williams and Gottlieb flippers. Call or Write: OPERATORS SALES, INC., 4122 WASHINGTON AVE., NEW ORLEANS, LA. 822-2370 (504).

FOR SALE: 25 ASSORTED NEW ALBUMS: \$15.00. Our Choice Guaranteed New 33 1/3 RPM LP Albums—Mailed Insured—Postpaid—Limited Sale Offer Good Only in USA. Send Check or Money Order—No COD's. UNCLE JIM O'NEAL—BOX A—ARCADIA, CALIF. 91006.

FOR SALE: BAHAMA BEACHS, FOLIES BERGERES, Beauty Beachs, Border Beautys, Bountys, Silver Sails, Golden Gates. Also Gottlieb, Williams, and Bally flippers. If interested write, wire or call NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana, 70113. TEL: 529-7321 CABLE: NONOVCO.

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BUYERS OF USED PHONOGRAPHS—WHOLESALE or exporters. We guarantee our equipment. Write for prices. UNITED DISTRIBUTORS, INC. 902 W. Second St., Wichita, Kansas 67201. Phone: 316-AM4-6111

FOR SALE . . . MIDWAY GUNS . . . CAPTAIN KID \$450.00, Monster Guns \$315.00, Rifle Champ \$245.00. Write, REDD DISTRIBUTING, 672 MAIN ST., HYANNIS, MASS. Tel: 617-775-6411.

30 BINGOS, 20 TURF KINGS (TO BE SOLD in Virginia only), 25 Novelties, 4 Guns, 4 Shuffles, 3 Baseballs, Lords Prayer. Call or write E. L. SIMMONS, DANVILLE AMUSEMENT CO., 620 WESTOVER DR., DANVILLE, VA. Phone: 792-5044.

SLOT/FRUIT MACHINES FROM £40 (\$112). All makes, models. Manual, Electric. Available English 6d only. Secondhand pintables, juke boxes, amusement machines, cheap, suitable for developing countries. HALE ENTERPRISES LTD., 182A, NEW NORTH ROAD, LONDON, N. 1, ENGLAND.

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FOR SALE: 100J \$225.00, HF100R RESTYLED \$200.00, 3W1 wall boxes, as is, \$10.00, \$3W160 wall boxes, shipped, \$50.00, RCSU4 steppers \$49.95, C.C. Super Scope Rifle \$495.00. CALL or WRITE: OPERATORS SALES, INC., 4122 Washington Ave., New Orleans, Louisiana 822-2370 (504).

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POKERINO, RECONDITIONED, REFINISHED IN Blond Birch, with new drop chute, points, sockets, wire, knock off, trim, back-glass, playfield decals. Write for details. New socket and point drop board wired for your games. JAMES TRAVIS—P.O. BOX 206—MILLVILLE, N.J. 08332.

RACK A BALL, \$165.00, Soccer \$150.00 Riverboat \$195.00, Beat the Clock \$195.00, Sea Shore (2pl), Sweethearts, Swing a Long (2pl), Kings & Queens, Bank A Ball, Cross-town, Lucky Strike, Hotline. Ditchburn Mini-cold and Mini-spa drink machines D&L COIN MACHINE CO., 414 KELKER ST., HARRISBURG PA. PHONE: 234-2235

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## MISC.

DEEJAY MATERIAL: CLEAN, AIRABLE, TOPICAL Quips, "Hippies" Korny Commercials . . . Bloopers . . . Artists lines, Yocks for Jocks. Over ten years specialists in DeeJay Material only. "Written BY and FOR DeeJays. Samples \$2.00 includes lists of DeeJay material. E. W. MORRIS, 723 LILLIAN WAY, HOLLYWOOD, CAL. 90038.

NEW FOR DEEJAYS! SIX VOLUME LIBRARY of 6,000 riotous classified one-liners, \$5.00. Copy of comedy monthly free with order! "Comedy Spectacular", giant laugh sampler of one-liners, breaks, etc., \$2.00. Catalog free. EDWARD ORRIN, Boyer Road, Mariposa, Calif. 95338.

30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. Forty books of classified material, plus Orben's Current Comedy the newsmaking topical gag service featuring hip dee-jay lines in each issue. Great sample selection, \$5.00. Catalog free. ORBEN DEEJAY LAUGHS, 3536 Daniel Crescent, Baldwin Harbor, N.Y. 11510



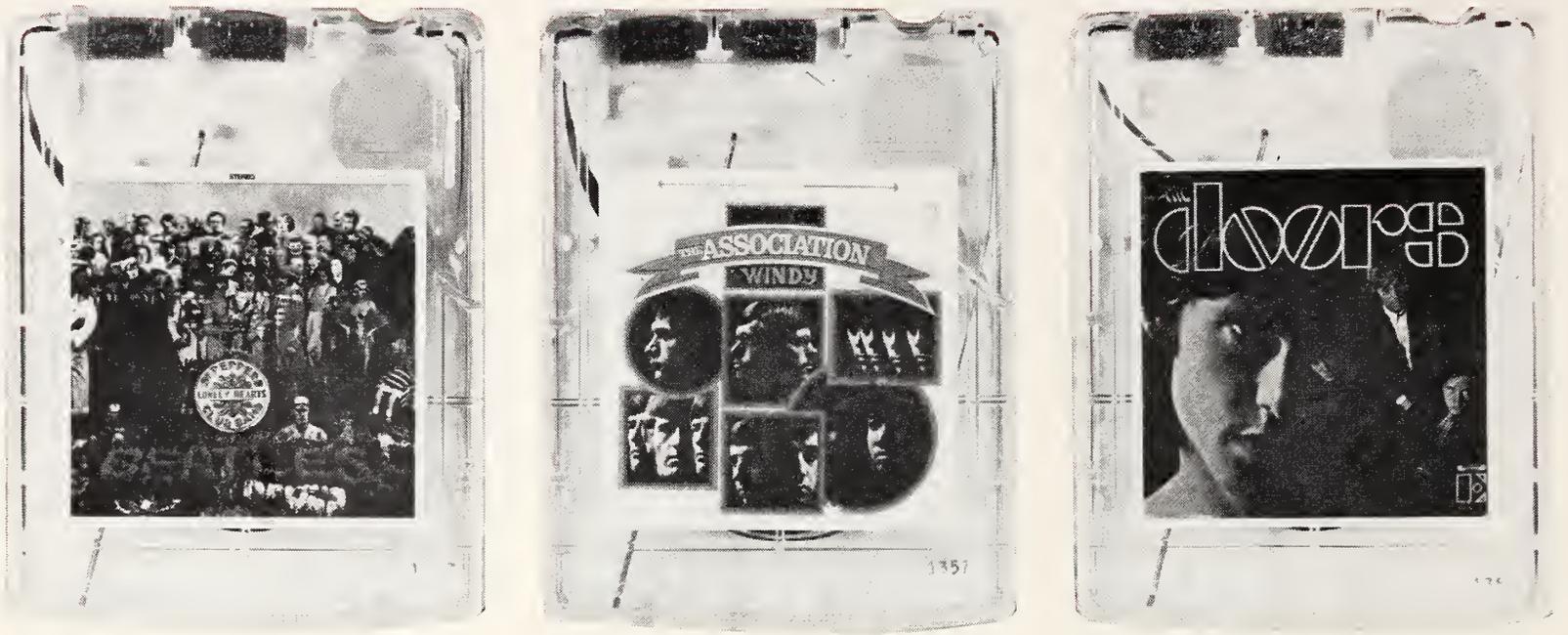
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Those cartridges by The Beatles, The Association and The Doors are just three reasons why the Muntz music library is the finest in the cartridge field.

Speaking in three's, we've got three times as many selections as anyone else — nearly 100,000 titles from the 135 great labels with which Muntz Stereo-Pak is associated.

How's this for a final three reasons? — quality — quantity — and price!

We've already explained the quantity of hit cartridge material available from the Muntz library, so let's talk about quality. Well, there's Frank Sinatra, Bobbie Gentry, the Mamas and the Papas, Bill Cosby, Dean Martin, Petula Clark Trini Lopez, Don Ho, James Brown, Nancy Sinatra and The Beach Boys. That's quality!

Not to mention Nancy Wilson, Lou Rawls, The Lovin' Spoonful, The Animals, Ray Charles, Nat King Cole, Everly Brothers, Connie Francis, Jackie Gleason, Enoch Light, Boots Randolph and hundreds of others of great musical stars.

In fact, **all** the chartmakers and the chartbreakers are available from Muntz Stereo-Pak.

Now we're down to the matter of price. Well, Muntz Stereo-Pak opened the cartridge market with its low consumer prices. We've gotten the units out and made the music buyers by our development of such mass-market miracles as the magnificent Muntz M-30 car stereo, which is retailing everywhere for \$39.95.

Speaking of mass-market prices, our fabulous Muntz Mini-Pak single cartridge put us in the hit-singles business. It sells for just .99. And, we've got a world of stereo pleasure for music buyers in our full-album size cartridges, our Twin-Paks, featuring two complete albums and our huge Quads, which include four complete albums in a single cartridge.

And, we sure have had the hits. In fact, we've had a Muntz Mini-Pak of the last five songs that've been Number One on the popularity charts.

We'll probably have the next five, too.



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