

384
R-5



ANNUAL
World Wide
DIRECTORY
1966-1967

24th Anniversary Edition

JULY 2, 1966

CHET ATKINS

MOST PROGRAMMED INSTRUMENTALIST (C&W)

Chet's phenomenal talent seems to grow each year. Stock up on his single "From Nashville with Love" c/w "Rhythm Guitar" # 8781 and his new album, "The Best of Chet Atkins Volume 2" LPM/LSP-3558.

RCA VICTOR

The most trusted name in sound



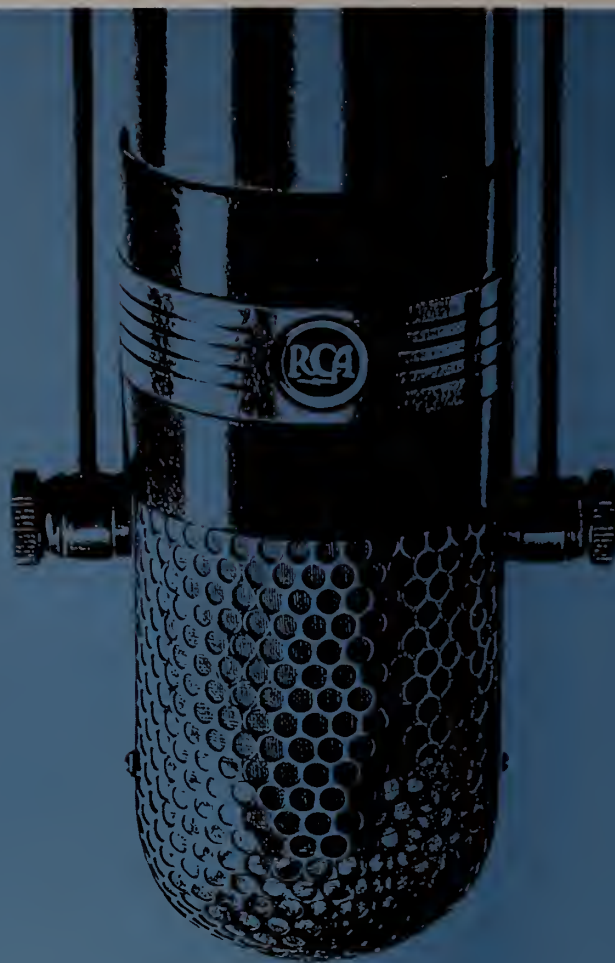
FRANKIE RANDALL

**MOST PROMISING UP & COMING
MALE VOCALIST (PAST 12 MONTHS)**

Exciting young personality well deserves the honor with such material as "Rosemarie" c/w "Something for Nothing" #8814. Watch the action on his newest album "I Remember You" LPM/LSP-3513.

RCA VICTOR
The most trusted name in sound





Annual Cash Box Disc Jockey Poll

The Award-Winning Artists are on RCA VICTOR
Our thanks, D.J.'s, for having programmed these award-winning performers.

**MOST PROGRAMMED SINGLE
OF PAST 12 MONTHS**

#1—**Ballad of the
Green Berets—Barry Sadler**

**MOST PROGRAMMED MALE
VOCALIST**

#2—**Elvis Presley**

**MOST PROGRAMMED
INSTRUMENTALIST**

#2—**Al Hirt**
#4—**Peter Nero**

**MOST PROGRAMMED
ORCHESTRA**

#2—**Henry Mancini**

**MOST PROMISING UP &
COMING FEMALE VOCALIST**

#2—**Marilyn Maye**

**MOST PROMISING UP &
COMING MALE VOCALIST**

#1—**Frankie Randall**
#2—**Barry Sadler**
#3—**John Gary**

COUNTRY & WESTERN

**MOST PROGRAMMED MALE
VOCALIST**

#2—**Eddy Arnold**
#3—**Jim Reeves**

**MOST PROGRAMMED
ALBUMS**

#1—**Best of Jim Reeves**
#2—**My World—Eddy Arnold**

**MOST PROGRAMMED
VOCAL GROUP**

#2—**The Browns**

MOST PROGRAMMED FEMALE

#1—**Connie Smith**
#2—**Dottie West**
#3—**Norma Jean**

**MOST PROGRAMMED
INSTRUMENTALIST**

#1—**Chet Atkins**

**MOST PROMISING UP &
COMING VOCAL GROUP**

#3—**The Blue Boys**

**MOST PROMISING UP &
COMING INSTRUMENTALIST**

#2—**Weldon Myrick**

**MOST PROMISING UP &
COMING MALE VOCALIST**

#1—**Waylon Jennings**

On the following pages you'll find the winners together with their recent recordings.

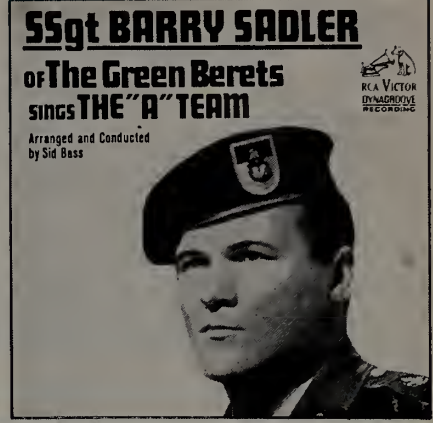
BARRY SADLER

**MOST PROGRAMMED SINGLE
(PAST 12 MONTHS)**

SSgt Barry Sadler now follows up his award-winning "Ballad of the Green Berets" with a new entry—"The 'A' Team" c/w "An Empty Glass" # 8804. Order his new album: "SSgt Barry Sadler of the Green Berets Sings The 'A' Team"


LPM/LSP-3605.


RCA VICTOR 
The most trusted name in sound



1. "Mr. Tambourine Man"
 2. "Turn! Turn! Turn!"
 3. "All I Really Want to Do"
 4. "Eight Miles High"
 5 D. The Byrds open up a new
 dimension in consistent single
 sales with their new one...
"5 D (Fifth Dimension)"
 4-43702

Where the action is.
On COLUMBIA RECORDS 

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Cash Box

Vol. XXVII—Number 50

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from the desk of . . .

GEORGE ALBERT
OF



June, 1966

Dear Friends:

In most industries, a year's time does not usually uncover many dramatic changes within their structures. Pointing up the dynamic nature of the recording business is the fact that 12 months can create major new situations, including the development of new stars and sounds and even new kinds of exposure routes for recordings. Excitingly so, the past year has been no exception, as the pages of CASH BOX have conveyed from week to week. The last 12 months, for example, have witnessed a remarkable expansion of the pop music base, from the acceptance of the teen beat by a vast audience of adult listeners to the absorption by the pop field of previously limited kinds of musical expressions.

What patterns of change will consume the pages of CASH BOX in the months to come are of vital day-to-day interest to the staff of our publication. It is skillfully adept at keeping the trade abreast of new trends and reporting the facts that support the often subtle reflections of change. Our continued growth—as attested to by this 24th Annual Directory—is, we are grateful to state, a testament to the industry's faith in our views and coverage of trade events.

The officers and directors of CASH BOX join me in expressing to all our friends—from coast to coast, from continent to continent—our gratitude for the opportunity to serve and grow along with the great one-world of music.

President and Publisher

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Cash Box TOP 100

JULY 2, 1966

	6/25	6/18		6/25	6/18		6/25	6/18
1			PAPERBACK WRITER					
			BEATLES-Capitol-5651	1	3			
2			STRANGERS IN THE NIGHT					
			FRANK SINATRA-Reprise-0470	3	1			
3			PAINT IT, BLACK					
			ROLLING STONES-London-901	2	2			
4			HANKY PANKY					
			TOMMY JAMES & SHONDELS-Roulette-4686	12	24			
5			RED RUBBER BALL					
			THE CYRKE-Columbia-43589	7	10			
6			YOU DON'T HAVE TO SAY YOU LOVE ME					
			DUSTY SPRINGFIELD-Philips-40371	10	14			
7			COOL JERK					
			CAPITOL-Karen-1524	5	8			
8			I AM A ROCK					
			SIMON & GARFUNKEL-Columbia-43617	6	4			
9			DID YOU EVER HAVE TO MAKE UP YOUR MIND?					
			LOVIN' SPOONFUL-Kama Sutra-209	4	5			
10			SWEET TALKING GUY					
			CHIFFONS-Laurie-3340	11	12			
11			DON'T BRING ME DOWN					
			ANIMALS-MGM-13514	14	18			
12			DIRTY WATER					
			STANDELLES-Tower-185	16	21			
13			OPUS 17					
			4 SEASONS-Philips-40370	9	11			
14			AIN'T TOO PROUD TO BEG					
			TEMPTATIONS-Gordy-7054	19	20			
15			LITTLE GIRL					
			SYNDICATE OF SOUND-Bell-640	20	26			
16			HE					
			RIGHTEOUS BROS.-Verve-10406	17	22			
17			OH HOW HAPPY					
			SHADES OF BLUE-Impact-1007	13	17			
18			ALONG COMES MARY					
			THE ASSOCIATION-Valiant-741	28	44			
19			PLEASE TELL ME WHY					
			DAVE CLARK FIVE-Epic-10031	21	25			
20			MUDDY WATER					
			JOHNNY RIVERS-Imperial-66175	26	34			
21			A GROOVY KIND OF LOVE					
			MINDBENDERS-Fontana-1541	8	7			
22			WILD THING					
			TROGGS-Atco-6415	71	82			
23			PIED PIPER					
			CRISPIAN ST. PETERS-Jamie-1320	46	77			
24			DOUBLE SHOT					
			SWINGIN' MEDALIONS-Smash-2033	18	23			
25			LET'S GO GET STONED					
			RAY CHARLES-ABC-10808	27	30			
26			YOUNGER GIRL					
			CRITTERS-Kapp-752	34	39			
27			DAY FOR DECISION					
			JOHNNY SEA-Warner Bros.-5820	29	32			
28			POPSICLE					
			JAN & DEAN-Liberty-55886	35	43			
29			YOU BETTER RUN					
			YOUNG RASCALS-Atlantic-2338	37	47			
30			HUNGRY					
			PAUL REVERE & RAIDERS-Columbia-43678	69	—			
31			LI'L RED RIDING HOOD					
			SAM THE SHAM & PHARAOHS-MGM-13506	41	66			
32			TAKE THIS HEART OF MINE					
			MARVIN GAYE-Tamla	33	37			
33			HOLD ON, I'M COMING					
			SAM & DAVE-Stax-189	30	31			
34			SWEET PEA					
			TOMMY ROE-ABC-10762	44	56			
35			I LOVE YOU A 1,000 TIMES					
			PLATTERS-Musicor-1166	36	38			
36			CRYING					
			JAY & AMERICANS-United Artists-50016	32	36			
37			BAREFOOTIN'					
			ROBERT PARKER-Nola-721	25	13			
38			MAMA					
			B. J. THOMAS-Scepter-12139	15	16			
39			SOMEWHERE MY LOVE					
			RAY CONIFF SINGERS-Columbia-43626	52	71			
40			YOUNGER GIRL					
			HONDELLES-Mercury-72563	42	46			
41			WHEN A MAN LOVES A WOMAN					
			PERCY SLEDGE-Atlantic-2326	22	6			
42			RAIN					
			BEATLES-Capitol-5651	31	41			
43			THE MORE I SEE YOU					
			CHRIS MONTEZ-A&M-796	23	19			
44			GREEN GRASS					
			GARY LEWIS-Liberty-55880	24	9			
45			I SAW HER AGAIN					
			MAMAS & PAPAS-Dunhill-4041	—	—			
46			LOVING YOU IS SWEETER THAN EVER					
			4 TOPS-Motown-1096	48	53			
47			LAND OF MILK & HONEY					
			VOGUES-Ca & Ce-238	57	68			
48			OH YEAH					
			SHADOWS OF KNIGHT-Dunwich-122	51	54			
49			MY LOVER'S PRAYER					
			OTIS REDDING-Volt-136	50	58			
50			THE IMPOSSIBLE DREAM					
			JACK JONES-Kapp-755	60	69			
51			HAVE I STAYED TOO LONG					
			SONNY & CHER-Atco-6420	54	64			
52			WHOLE LOT OF SHAKING IN MY HEART					
			MIRACLES-Tamla-54134	62	73			
53			HAPPY SUMMER DAYS					
			RONNIE DOVE-Diamond-205	64	76			
54			LOVE LETTERS					
			ELVIS PRESLEY-RCA-8870	78	—			
55			IT'S OVER					
			JIMMIE RODGERS-Dot-16861	56	57			
56			PETER RABBIT					
			DEE JAY & RUNAWAYS-Smash-2034	58	60			
57			THE WORK SONG					
			HERB ALPERT & TIJUANA BRASS-A&M-805	—	—			
58			GIRL IN LOVE					
			OUTSIDERS-Capitol-5646	40	27			
59			I WANT YOU					
			BOB DYLAN-Columbia-43683	—	—			
60			YOU CAN'T ROLLER SKATE IN A BUFFALO HERD					
			ROGER MILLER-Smash-2034	70	—			
61			HEY JOE					
			LEAVES-Mira-222	43	50			
62			OVER UNDER SIDWAYS DOWN					
			YARDBIRDS-Epic-10035	86	—			
63			SOLITARY MAN					
			NEIL DIAMOND-Bana-519	67	74			
64			SUNNY					
			BOBBY HEBB-Philips-40365	75	81			
65			NEIGHBOR, NEIGHBOR					
			JIMMY HUGHES-Fame-1003	66	70			
66			NINETY NINE & A HALF					
			WILSON PICKETT-Atlantic-2334	45	45			
67			BILLY & SUE					
			B. J. THOMAS-Hickory-1395	83	94			
68			YOU WOULDN'T LISTEN					
			THE I'DES OF MARCH-Parrot-304	80	87			
69			I LOVE ONIONS					
			SUSAN CHRISTIE-Columbia-43595	73	83			
70			TRAINS, & BOATS & PLANES					
			DIONNE WARWICK-Scepter-197	—	—			
71			EVERYBODY LOVES A NUT					
			JOHNNY CASH-Columbia-43673	72	78			
72			CAN I TRUST YOU					
			BACHELORS-London-20010	77	—			
73			IT'S AN UPHILL CLIMB TO THE BOTTOM					
			WALTER JACKSON-Okeh-7247	74	79			
74			WHERE WERE YOU WHEN I NEEDED YOU					
			GRASS ROOTS-Dunhill-4029	88	93			
75			SWEET DREAMS					
			TOMMY McLAIN-MSL-197	—	—			
76			FARMER JOHN					
			TIDAL WAVES-HBR-482	79	86			
77			MISTY					
			RICHARD 'GROOVE' HOLMES-Prestige-401	84	—			
78			PRETTY FLAMINGO					
			MANFRED MANN-United Artists-50040	—	—			
79			LONELY SOLDIER					
			MIKE WILLIAMS-Atlantic-2339	—	—			
80			HEY YOU LITTLE BOO-GA-LOO					
			CHUBBY CHECKER-Parkway-989	92	—			
81			NOT RESPONSIBLE					
			TOM JONES-Parrot-40006	91	—			
82			YOU JUST CAN'T QUIT					
			RICKY NELSON-Decca-31956	93	—			
83			I ONLY HAVE EYES FOR YOU					
			LETTERMEN-Capitol-5649	85	—			
84			SEARCHING FOR MY LOVE					
			BOBBY MOORE & RHYTHM ACES-Checker-1129	—	—			
85			PAINTER					
			LOU CHRISTIE-MGM-13533	87	97			
86			YOU'RE NOBODY 'TIL SOMEBODY LOVES YOU					
			WONDER WHO-Philips-40380	89	—			
87			I'M A NUT					
			LEROY PULLINS-Kapp-758	99	—			
88			ALL THESE THINGS					
			UNIQUES-Paula-238	90	96			
89			STOP! GET A TICKET					
			CLEFS OF LAVENDER HILL-Date-1510	—</				



The Parrot
distributors
are busy!

← See No. ● 81

Tom
Jones

**NOT
RESPONSIBLE**

parrot # 40006



Many Top 40 Picks
First Week!

**The Moody
Blues**

**THIS
IS MY
HOUSE**

(But Nobody Calls)

1005

produced by Denny Cordell

LONDON®



← See No. ● 68

I'des Of March

YOU WOULDN'T LISTEN

parrot # 304



... and now another chart buster

Alan Price Set

I PUT A SPELL ON YOU

parrot # 3001

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To Cash Box- and the Entire Trade, Thanks

NEW IMPROVED

A New Song for Young Love The Lettermen



- And a very special thank you to Steve Douglas, our producer



Booking
XXX
WILLIAM MORRIS

Personal Management:
JESS RAND ASSOC.
Beverly Hills

National Promotion
PETE BENNETT
N.Y.C.



**it's the same in
any language**

"Combines astounding technique with genuine musical feeling . . . the man is incomparable!"

LONDON (ENGLAND) TIMES

"Een ongelovelyke krachttoer!"

AMSTERDAM (NETHERLANDS) DE TELEGRAAF

"Assolutamente magnifico!"

ROME (ITALY) IL MESSAGGERO

Peter Nero!



"Pianistic brilliance . . . plus a remarkable sense of humor!"

N. Y. HERALD TRIBUNE



RCA VICTOR

The most trusted name in sound

DIRECTION
STAN GREESON ASSOCIATES

BOOKING REPRESENTATION

GAC-ITA



current album

"The Shadow of Your Smile"

Columbia

*Thanks
For a
Wonderful year;
Andy Williams*



Elan Vital, Ltd.

COLUMBIA

THE BIG THREE

WINNERS IN EACH CATEGORY OF CASH BOX' DISK JOCKEY POLL

MOST PROGRAMMED RECORD

- Tie {
1. Satisfaction—Rolling Stones—London (Immediate—BMI)
 1. Ballad of the Green Beret—Barry Sadler—RCA Victor (Music, Music, Music—ASCAP)
 2. A Taste of Honey—Herb Alpert & The Tijuana Brass—A&M (Songfest—ASCAP)
 3. Yesterday—Beatles—Capitol

MOST PROGRAMMED ALBUM

- Tie {
1. Whipped Cream—Herb Alpert & The Tijuana Brass—A&M
 1. Rubber Soul—Beatles—Capitol
 2. Going Places—Herb Alpert & The Tijuana Brass—A&M
 3. September Of My Years—Frank Sinatra—Reprise

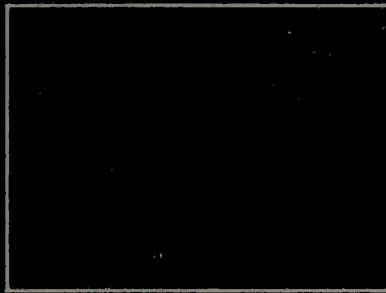
MOST PROGRAMMED MALE VOCALIST	MOST PROMISING MALE VOCALIST
<ol style="list-style-type: none"> 1. Frank Sinatra—Reprise 2. Elvis Presley—RCA Victor 3. Bob Dylan—Columbia 	<p>Tie {</p> <ol style="list-style-type: none"> 1. Bob Lind—World Pacific 1. Frankie Randall—RCA 2. Barry Sadler—RCA 3. John Gary—RCA
MOST PROGRAMMED FEMALE VOCALIST	MOST PROMISING FEMALE VOCALIST
<ol style="list-style-type: none"> 1. Petula Clark—Warner Bros. 2. Barbra Streisand—Columbia 3. Cher—Imperial 	<ol style="list-style-type: none"> 1. Nancy Sinatra—Reprise 2. Marilyn Maye—RCA 3. Petula Clark—Warner Brothers
MOST PROGRAMMED VOCAL GROUP	MOST PROMISING VOCAL GROUP
<ol style="list-style-type: none"> 1. Beatles—Capitol 2. Supremes—Motown 3. Herman's Hermits—MGM 	<p>Tie {</p> <ol style="list-style-type: none"> 1. Mamas & Papas—Dunhill 1. Lovin' Spoonful—Kama Sutra 2. We Five—A&M 3. Simon & Garfunkel—Columbia
MOST PROGRAMMED ORCHESTRA	MOST PROMISING ORCHESTRA
<ol style="list-style-type: none"> 1. Herb Alpert & The Tijuana Brass—A&M 2. Henry Mancini—RCA Victor 3. Bert Kaempfert—Decca 	<ol style="list-style-type: none"> 1. Herb Alpert & The Tijuana Brass—A&M 2. Sounds Orchestral—Parkway 3. Brass Ring—Dunhill
MOST PROGRAMMED INSTRUMENTALIST	MOST PROMISING INSTRUMENTALIST
<ol style="list-style-type: none"> 1. Herb Alpert & The Tijuana Brass—A&M 2. Al Hirt—RCA Victor 3. Ramsey Lewis—Cadet 	<ol style="list-style-type: none"> 1. Herb Alpert & The Tijuana Brass—A&M 2. T-Bones—Liberty 3. Horst Jankowski—Mercury



sam cooke

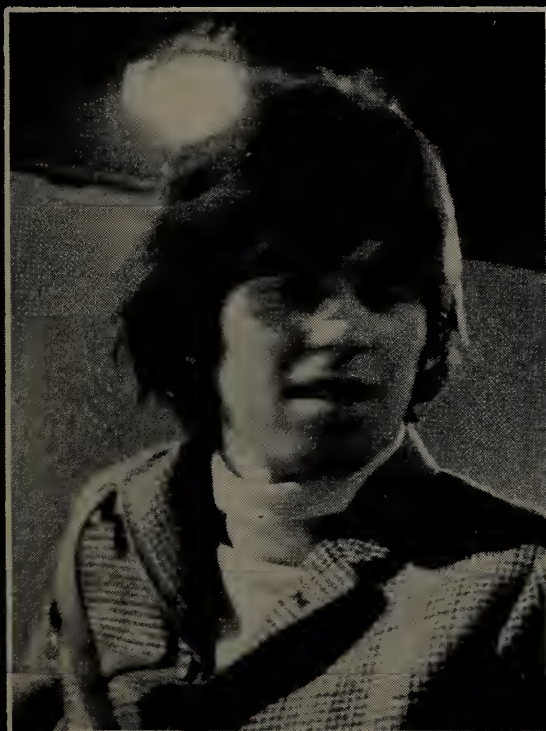
bobby vinton direction allen klein/time & life bldg./epic records





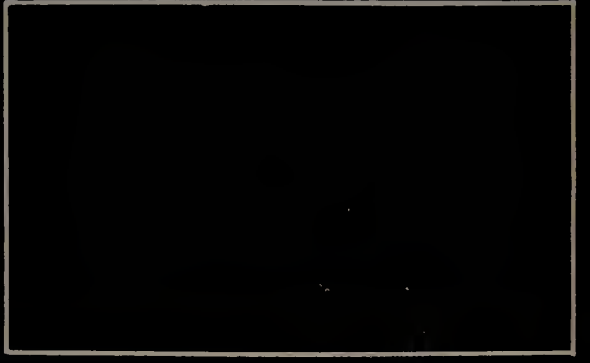
the
rolling
stones

management/record production
andrew loog oldham
direction/allen klein





andrew
loog
oldham
direction allen klein



the
rolling
stones
london
records

twice
as
much
mgm
records

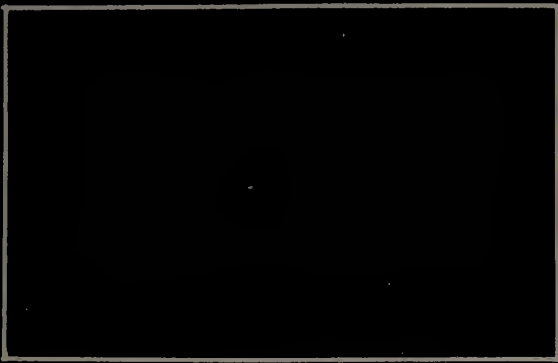
management / record production
andrew loog oldham

direction / allen klein





mickie most direction / allen klein



herman's
hermits
mgm
records

donovan
epic
records

mickie most productions
direction / allen klein



dave clark five / eros international corp.



kags music

president / j. w. alexander

direction / allen klein



gideon music/immediate music

mick jagger/keith richard/andrew loog oldham

direction / allen klein

only lovers left alive

a motion picture
starring
mick jagger
brian jones
keith richard
charlie watts
bill wyman

screenplay
by
willis hall
and
keith waterhouse

producers / allen klein / andrew loog oldham

GOLDSBORO MEANS HIT ALBUMS

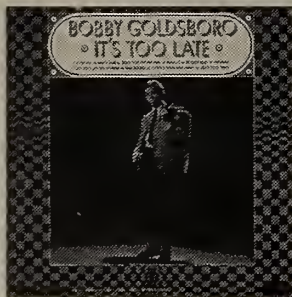


BROOMSTICK COWBOY
UAL 3471

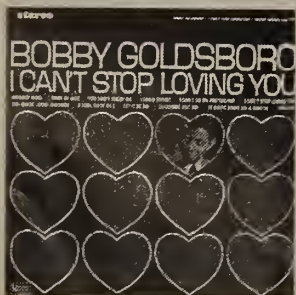
bobby goldsboro
little things



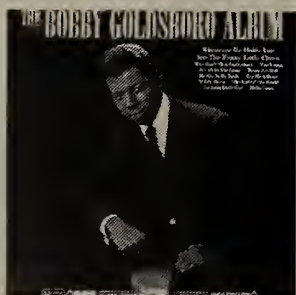
LITTLE THINGS
UAL 3425



IT'S TOO LATE
UAL 3486



I CAN'T STOP LOVING YOU
UAL 6381



THE BOBBY GOLDSBORO ALBUM
UAL 3358

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LENNY DITSON
850 Seventh Ave.
New York, N.Y.



CASH BOX 1966 DJ POLL RESULTS

The following poll results are based on a survey of 4000 disk jockeys in America, and cover, where applicable, a 12 month period ending June 1. Winners in each category are stated as compiled; therefore some artists may appear in "most programmed" and "most promising" categories. Each disk jockey determined those categories in which disk jockeys were to be represented.

SINGLES MOST PLAYED

SATISFACTION—ROLLING STONES—LONDON
BALLAD OF THE GREEN BERET—BARRY SADLER—RCA VICTOR
A TASTE OF HONEY—HERB ALPERT & THE TIJUANA BRASS—A&M
Yesterday—Beatles—Capitol
These Boots Are Made For Walking—Nancy Sinatra—Reprise
Wooly Bully—Sam The Sham & The Pharos—MGM
It Was A Very Good Year—Frank Sinatra—Reprise
Mrs. Brown You've Got A Lovely Daughter—Herman's Hermits—MGM
Help—Beatles—Capitol
I Got You Babe—Sonny & Cher—Atco
Hang On Sloopy—McCoys—Bang
Second Hand Rose—Barbra Streisand—Columbia
King Of The Road—Roger Miller—Smash
I Can't Help Myself—4 Tops—Motown
Downtown—Petula Clark—Warner Bros.
Lightin' Strikes—Lou Christie—MGM
Sounds Of Silence—Simon & Garfunkel—Mercury
A Walk In The Black Forest—Horst Jankowski—Mercury
Daytripper—Beatles—Capitol
Spanish Eyes—Al Martino—Capitol
Zorba The Greek—Herb Alpert & The Tijuana Brass—A&M
Tijuana Taxi—Herb Alpert & The Tijuana Brass—A&M
California Dreamin'—Mama's & Papa's—Dunhill
Let's Hang On—4 Seasons—Philips
Soul & Inspiration—Righteous Bros.—MGM
Houston—Dean Martin—Reprise
You've Lost That Lovin' Feeling—Righteous Bros.—Philles
The Men In My Little Girl's Life—Mike Douglas—Epic
When Liking Turns To Lovin'—Ronnie Dove—Diamond
We Can Work It Out—Beatles—Capitol

MOST PROGRAMMED ALBUMS

WHIPPED CREAM—Herb Alpert & The Tijuana Brass—A&M
RUBBER SOUL—BEATLES—CAPITOL
GOING PLACES—HERB ALPERT & THE TIJUANA BRASS—A&M
September Of My Years—Frank Sinatra—Reprise
My Name Is Barbra—Barbra Streisand—Columbia
Help—Beatles—Capitol
If You Can Believe Your Eyes and Ears—Mama's & Papa's—Dunhill
Beatles '65—Capitol
Sound of Music—Soundtrack—RCA Victor
Tony's Greatest Hits, Vol. III—Tony Bennett—Columbia
Genious of Jankowski—Horst Jankowski—Mercury
Beach Boys' Party—Capitol
My Name Is Barbra, Two—Barbra Streisand—Columbia
A Man And His Music—Frank Sinatra—Reprise
Dear Heart—Andy Williams—Columbia
Dear Heart—Henry Mancini—RCA Victor
South of the Border—Herb Alpert & The Tijuana Brass—A&M
Here I Am—Dionne Warwick—Scepter
Out Of Our Heads—Rolling Stones—London
The In Crowd—Ramsey Lewis—Cadet
Big Hits (High Tide and Green Grass)—Rolling Stones—London
From Russia With Love—Soundtrack—United Artists
My Kind of Broadway—Frank Sinatra—Reprise
Beatles Songbook—Hollyridge Strings—Capitol
Blue Midnight—Bert Kaempfert—Decca
Golden Hits of Roger Miller—Smash
Mary Poppins—Soundtrack—Buena Vista
Sinatra '65—Frank Sinatra—Reprise
Supremes at The Copa—Supremes—Motown
Soul & Inspiration—Righteous Brothers—MGM
Beach Boys' Concert—Capitol
4 Seasons' Golden Vault of Hits—Philips

MOST PROGRAMMED MALE VOCALISTS

FRANK SINATRA—REPRISE
ELVIS PRESLEY—RCA VICTOR
BOB DYLAN—COLUMBIA
Andy Williams—Columbia
Dean Martin—Reprise
Roger Miller—Smash
Al Martino—Capitol
Tony Bennet—Columbia
Lou Christie—MGM
Gary Lewis—Liberty
Johnny Rivers—Imperial
Ronnie Dove—Diamond
Bobby Goldsboro—United Artists
Barry Sadler—RCA Victor
Robert Goulet—Columbia
Gene Pitney—Musicor
Nat King Cole—Capitol
Jack Jones—Kapp
James Brown—King
Steve Lawrence—Columbia
Ray Charles—ABC-Paramount
John Gary—RCA Victor
Glenn Yarbrough—RCA Victor
Trini Lopez—Reprise

THANK YOU!



TENDER IS THE NIGHT
MG 20890/SR 60890



THE WONDERFUL WORLD
OF MAKE-BELIEVE
MG 20913/SR 60913



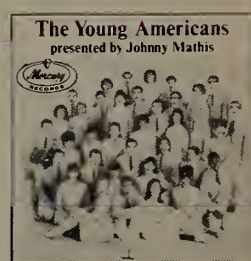
THIS IS LOVE
MG 20942/SR 60942



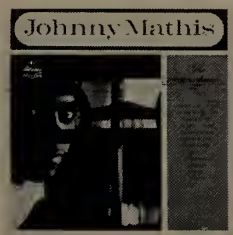
OLÉ
MG 20988/SR 60988



LOVE IS EVERYTHING
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MG 21023/SR 61023



THE SWEETHEART TREE
MG 21041/SR 61041



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THE SHADOW
OF YOUR SMILE
MG 21073/SR 61073

CASH BOX 1966 DJ POLL RESULTS

MOST PROGRAMMED FEMALE VOCALISTS

PETULA CLARK—WARNER BROS.
BARBRA STREISAND—COLUMBIA
CHER—IMPERIAL

Nancy Sinatra—Reprise
Nancy Wilson—Capitol
Peggy Lee—Capitol
Connie Francis—MGM
Eydie Gorme—Columbia
Dionne Warwick—Scepter
Lesley Gore—Mercury
Brenda Lee—Decca
Doris Day—Columbia
Patti Page—Columbia

MOST PROGRAMMED VOCAL GROUPS

BEATLES—CAPITOL
SUPREMES—MOTOWN
HERMAN'S HERMITS—MGM

Rolling Stones—London
Beach Boys—Capitol
Ray Conniff Singers—Columbia
Johnny Mann Singers—Liberty
Ray Charles Singers—Command
Four Freshmen—Capitol
Anita Kerr Singers—RCA Victor
Lettermen—Capitol
Gary Lewis & the Playboys—Liberty
Norman Luboff Choir—Columbia
New Christy Minstrels—Columbia
Peter, Paul, & Mary—Warner Bros.
Mamas & Papas—Dunhill
Dave Clark Five—Epic
Sonny & Cher—Atco
Four Seasons—Philips

MOST PROGRAMMED ORCHESTRA

TIJUANA BRASS—A&M
HENRY MANCINI—RCA VICTOR
BERT KAEMPFFERT—DECCA

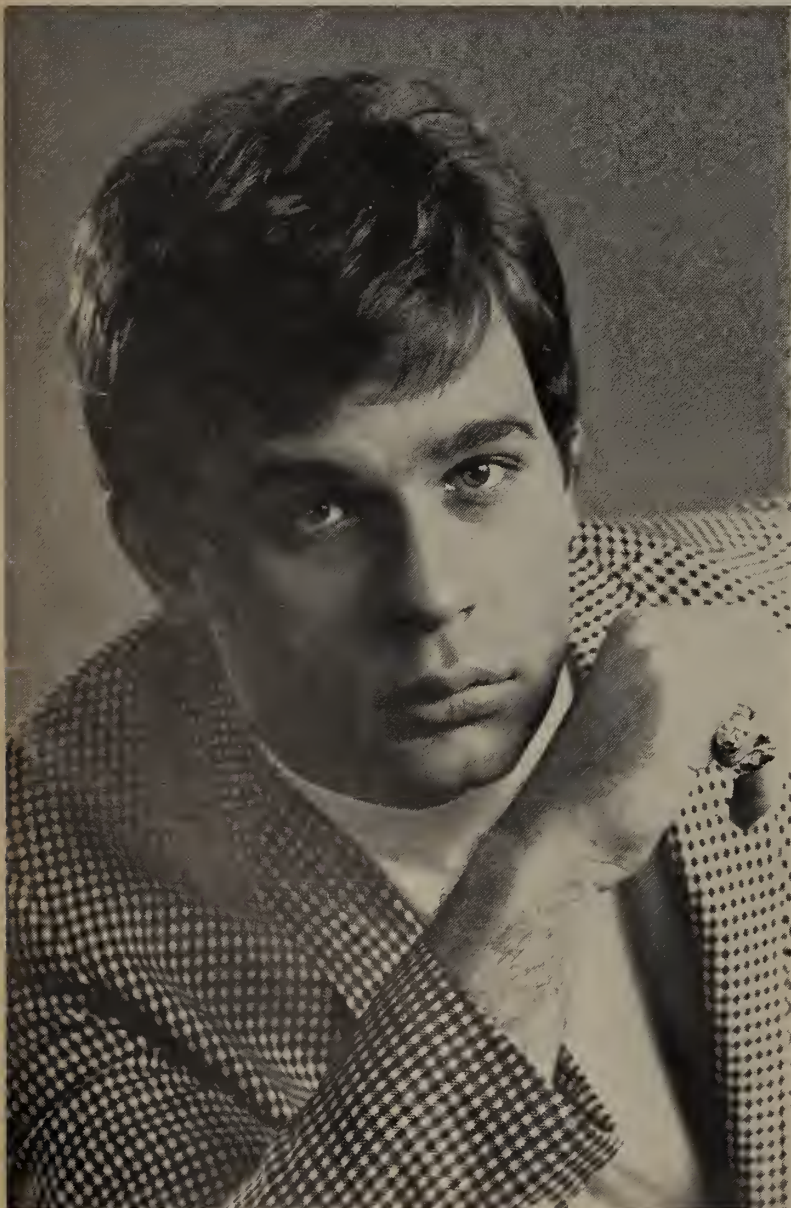
Si Zentner—RCA Victor
Billy Vaughn—Dot
Sounds Orchestral—Cameo
Percy Faith—Columbia
Horst Jankowski—Mercury
Neal Hefti—RCA Victor
Count Basie—Verve
Hollyridge Strings—Capitol
Jackie Gleason—Capitol
Ramsey Lewis—Cadet
Ray Conniff—Columbia
Lawrence Welk—Dot
T-Bones—Liberty

MOST PROGRAMMED INSTRUMENTALISTS

HERB ALPERT & THE TIJUANA BRASS—A&M

AL HIRT—RCA VICTOR
RAMSEY LEWIS—CADET

Peter Nero—RCA Victor
T-Bones—Liberty
Horst Jankowski—Mercury
Chet Atkins—RCA Victor
Ventures—Dolton
George Shearing—Capitol
Pete Fountain—Coral
Floyd Cramer—RCA Victor
Ferrante & Teicher—United Artists
Roger Williams—Kapp



**THANK YOU
FOR MAKING
"LIGHTNIN' STRIKE"
again
"RHAPSODY IN THE RAIN"
and again
"PAINTER"
in 1966**

Lou Christie



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Stan Polley
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CI 6-3811

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Connie

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VOCALISTS OF 1966



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SUMMER
DAYS”

DIAMOND 205

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John O'Donohue
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NEW YORK CITY
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RECORDS INC

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UP & COMING MALE VOCALISTS

BOB LIND—WORLD PACIFIC

FRANKIE RANDALL—RCA

BARRY SADLER—RCA

John Gary—RCA

Lou Christie—MGM

Mel Carter—Imperial

B. J. Thomas—Scepter

Len Barry—Decca

Bob Dylan—Columbia

Chris Montez—A&M

Percy Sledge—Atlantic

Roy Head—Backbeat

Wayne Newton—Capitol

Jim Nabors—Columbia

Bobby Goldsboro—United Artists

Mike Douglas—Epic

Barry Young—Dot

UP AND COMING FEMALE VOCALISTS

NANCY SINATRA—REPRISE

MARILYN MAYE—RCA

PETULA CLARK—WARNER BROTHERS

Bobbe Norris—Columbia

Cher—Imperial

Fontella Bass—Checker

Dionne Warwick—Scepter

Norma Tanega—DynoVoice

Lainie Kazan—MGM

Nancy Ames—Epic

Jackie De Shannon—Imperial

Patty Duke—United Artists

Bobbi Martin—Decca

Verdelle Smith—Capitol

UP AND COMING VOCAL GROUPS

MAMAS & PAPAS—DUNHILL

LOVIN' SPOONFUL—KAMA SUTRA

WE FIVE—A&M

Simon & Garfunkel—Columbia

Paul Revere & The Raiders—Columbia

Outsiders—Capitol

Young Rascals—Atlantic

Mexicali Singers—Warner Brothers

McCoys—Bang

Bobby Fuller Four—Mustang

UP AND COMING INSTRUMENTALISTS

HERB ALPERT & THE TIJUANA BRASS—A&M

T-Bones—Liberty

Horst Jankowski—Mercury

Brass Ring—Dunhill

UP AND COMING ORCHESTRAS

HERB ALPERT & THE TIJUANA BRASS—A&M

SOUNDS ORCHESTRAL—PARKWAY

BRASS RING—DUNHILL

Baja Marimba Band—A&M

Hollyridge Strings—Capitol

Horst Jankowski—Mercury

San Remo Golden Strings—Golden World

BERT KAEMPFFERT



**VOTED ONE OF THE
TOP PROGRAMMED
ORCHESTRAS — 1966**

His Popularity Has Already Sold Millions Upon Millions Of Albums

Writer of



"STRANGERS IN THE NIGHT"

"WONDERLAND BY NIGHT"

"AFRIKAAN BEAT"

"A SWINGIN' SAFARI"

"SUNDAY IN MADRID"

"DANKU SCHOEN"

"L-O-V-E"

"BLUE MIDNIGHT"

"SPANISH EYES"

"REMEMBER WHEN
(WE MADE THESE MEMORIES)"

"WIEDERSEH'N"

PAST WINNERS: CASH BOX DJ POLL

MOST PROGRAMMED RECORD

1953—Till I Waltz Again With You—Teresa Brewer—Coral
 1954—Secret Love—Doris Day—Columbia
 1955—Melody Of Love—Billy Vaughn—Dot
 1956—Sixteen Tons—Tennessee Ernie Ford—Capitol
 1957—Don't Be Cruel—Elvis Presley—RCA Victor
 1958—All The Way—Frank Sinatra—Capitol
 1959—Tom Dooley—Kingston Trio—Capitol
 1960—Mack The Knife—Bobby Darin—Atco
 1961—Exodus—Ferrante & Teicher—United Artists
 1962—Moon River—Henry Mancini—RCA Victor
 1963—I Left My Heart In San Francisco—Tony Bennett—Columbia
 1964—I Want To Hold Your Hand—Beatles—Capitol
 1965—Downtown—Petula Clark—Warner Bros.
 1966—Satisfaction—Rolling Stones—London/Ballad Of The Green Berets—Barry Sadler—RCA Victor (Tie)

MOST PROGRAMMED ALBUM

1956—Wee Small Hours—Frank Sinatra—Capitol
 1957—Songs For Swinging Lovers—Frank Sinatra—Capitol
 1958—Come Fly With Me—Frank Sinatra—Capitol
 1959—Come Dance With Me—Frank Sinatra—Capitol
 1960—Come Dance With Me—Frank Sinatra—Capitol
 1961—G. I. Blues—Elvis Presley—RCA Victor
 1962—Modern Sounds In Country & Western Music—Ray Charles—ABC Paramount
 1963—First Family—Cadence
 1964—Meet The Beatles—Capitol
 1965—Beatles '65—The Beatles—Capitol
 1966—Whipped Cream & Other Delights—Herb Alpert & The Tijuana Brass—A & M/Rubber Soul—Beatles—Capitol (Tie)

MOST PROGRAMMED MALE VOCALIST

1953—Eddie Fisher—RCA Victor
 1954—Eddie Fisher—RCA Victor/Perry Como—RCA Victor (Tie)
 1955—Perry Como—RCA Victor
 1956—Perry Como—RCA Victor
 1957—Frank Sinatra—Capitol
 1958—Frank Sinatra—Capitol
 1959—Frank Sinatra—Capitol
 1960—Frank Sinatra—Capitol
 1961—Frank Sinatra—Capitol/Reprise
 1962—Frank Sinatra—Reprise/Elvis Presley—RCA Victor (Tie)
 1963—Frank Sinatra—Reprise
 1964—Frank Sinatra—Reprise
 1965—Elvis Presley—RCA Victor
 1966—Frank Sinatra—Reprise

MOST PROGRAMMED FEMALE VOCALIST

1953—Patti Page—Mercury	1960—Connie Francis—MGM
1954—Patti Page—Mercury	1961—Connie Francis—MGM
1955—Rosemary Clooney—Columbia	1962—Connie Francis—MGM
1956—Jaye P. Morgan—RCA Victor	1963—Connie Francis—MGM
1957—Doris Day—Columbia	1964—Connie Francis—MGM
1958—Patti Page—Mercury	1965—Barbra Streisand—Columbia
1959—Connie Francis—MGM	1966—Petula Clark—Warner Bros.

MOST PROGRAMMED VOCAL GROUP

1953—Four Aces—Decca
 1954—Four Aces—Decca/Hilltoppers—Dot (Tie)
 1955—Four Aces—Decca/McGuire Sisters—Coral (Tie)
 1956—Four Lads—Columbia
 1957—Four Lads—Columbia
 1958—Four Lads—Columbia
 1959—Four Lads—Columbia/Four Freshmen—Capitol (Tie)
 1960—Kingston Trio—Capitol
 1961—Kingston Trio—Capitol/Everly Bros.—Cadence (Tie)
 1962—Kingston Trio—Capitol
 1963—Four Seasons—Vee Jay/Kingston Trio—Capitol (Tie)
 1964—Beatles—Capitol
 1965—Beatles—Capitol
 1966—Beatles—Capitol

MOST PROGRAMMED ORCHESTRA

1953—Ralph Flanagan—RCA Victor	1962—Henry Mancini—RCA Victor/ Billy Vaughn—Dot/
1954—Ray Anthony—Capitol	Lawrence Welk—Dot/
1955—Ralph Marterie—RCA Victor	Si Zentner—Liberty (Tie)
1956—Benny Goodman—Various Labels	1963—Lawrence Welk—Dot
1957—Les Brown—Columbia	1964—Henry Mancini—RCA Victor
1958—Ray Anthony—Capitol	1965—Henry Mancini—RCA Victor
1959—Ray Anthony—Capitol	1966—Herb Alpert & The Tijuana Brass—A&M
1960—Les Elgart—Columbia	
1961—Lawrence Welk—Dot	

MOST PROGRAMMED SMALL INSTRUMENTAL GROUP

1953—Les Paul & Mary Ford—Capitol
 1954—Les Paul & Mary Ford—Capitol
 1955—Bill Haley & His Comets—Decca
 1956—Bill Haley & His Comets—Decca
 1957—George Shearing Quintet—Capitol

MOST PROGRAMMED STUDIO ORCHESTRA INSTRUMENTALIST

1956—Les Baxter—Capitol	1958—Roger Williams—Kapp
1957—Hugo Winterhalter—RCA Victor	1959—Duane Eddy—Jamie/Guyden
1958—Billy Vaughn—Dot	1960—Duane Eddy—Jamie/Guyden
1959—Ray Conniff—Columbia	1961—Duane Eddy—Jamie/Guyden
1960—Percy Faith—Columbia	1962—Floyd Cramer—RCA Victor/ Ferrante & Teicher—United Artists (Tie)
1961—Billy Vaughn—Dot	1963—Duane Eddy—RCA Victor
1962—Billy Vaughn—Dot	1964—Al Hirt—RCA Victor
1964—Billy Vaughn—Dot	1965—Al Hirt—RCA Victor
	1966—Herb Alpert & The Tijuana Brass—A&M

MOST PROMISING MALE VOCALIST

1953—Bob Manning—Capitol
 1954—Lou Monte—RCA Victor
 1955—Sammy Davis, Jr.—Decca
 1956—Pat Boone—Dot
 1957—Johnny Mathis—Columbia/Tommy Sands—Capitol (tie)
 1958—Jimmie Rodgers—Roulette
 1959—Bobby Darin—Atco/Brook Benton—Mercury (tie)
 1960—Jimmy Jones—Cub/Adam Wade—Coed (tie)
 1961—Adam Wade—Coed
 1962—Jack Jones—Kapp/George Maharis—Epic (tie)
 1963—Jack Jones—Kapp/Bobby Vinton—Epic (tie)
 1964—Jack Jones—Kapp
 1965—Tom Jones—Parrot
 1966—Bob Lind—World Pacific/Frankie Randall—RCA Victor (tie)

MOST PROMISING FEMALE VOCALIST

1954—Kitty Kallen—Decca	1961—Linda Scott—Canadian American
1955—Jaye P. Morgan—RCA Victor	1962—Joanie Sommers—Warner Bros.
1956—Gogi Grant—Era	1963—Little Peggy March—RCA Victor
1957—Betty Johnson—Bally	1964—Barbra Streisand—Columbia
1958—Connie Francis—MGM	1965—Petula Clark—Warner Brothers
1959—Dodie Stevens—Crystalette	1966—Nancy Sinatra—Reprise
1960—Connie Stevens—Warner Bros.	

MOST PROMISING VOCAL GROUP

1954—Four Knights—Capitol
 1955—Hi-Lo's—Trend/DeCastro Sisters—Abbott (tie)
 1956—Platters—Mercury
 1957—Hi-Lo's—Trend/Columbia
 1958—Four Preps—Capitol
 1959—Kingston Trio—Capitol
 1960—Brothers Four—Columbia
 1961—Limelites—RCA Victor
 1962—Lettermen—Capitol
 1963—J's & Jamie—Columbia
 1964—Serendipity Singers—Philips
 1965—Seekers—Capitol
 1966—Mamas & the Pappas—Dunhill/Lovin' Spoonful—Kama Sutra (tie)

MOST PROMISING ORCHESTRA

1954—Les Elgart—Columbia
 1955—Richard Maltby—VIK
 1956—Dick Jacobs—Coral
 1957—Ray Coniff—Columbia
 1958—Ray Coniff—Columbia
 1959—Henry Mancini—RCA Victor
 1960—Si Zentner—Liberty
 1961—Bert Kaempfert—Decca
 1962—Si Zentner—Liberty
 1963—Joe Harnell—Kapp
 1965—Sounds Orchestral—Parkway
 1966—Herb Alpert & the Tijuana Brass—A&M

MOST PROMISING INSTRUMENTALIST

1958—Champs—Challenge
 1959—Dave "Baby" Cortez—Clock
 1960—Bill Black's Combo—Hi
 1961—Jorgen Ingmann—Atco
 1962—Mr. Acker Bilk—Atco
 1963—Chantays—Dot/Bill Pursell—Columbia (tie)
 1964—Pete Drake—Mercury
 1965—Horst Jankowski—Mercury
 1966—Herb Alpert & The Tijuana Brass—A&M

MOST PROMISING SMALL INSTRUMENTAL GROUP

1954—Dick Hyman Trio—MGM
 1955—Dick Hyman Trio—MGM
 1956—Dick Hyman Trio—MGM

Continued . . .

Bobby Darin



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- ALON**
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- ALPHA**
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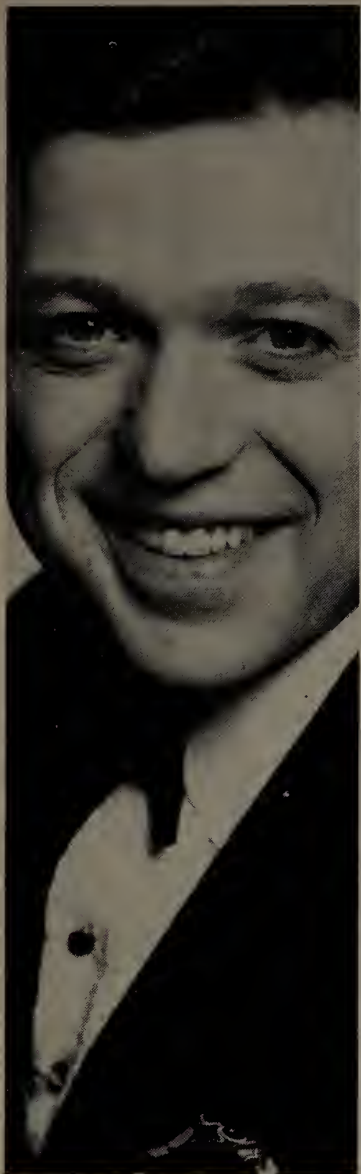
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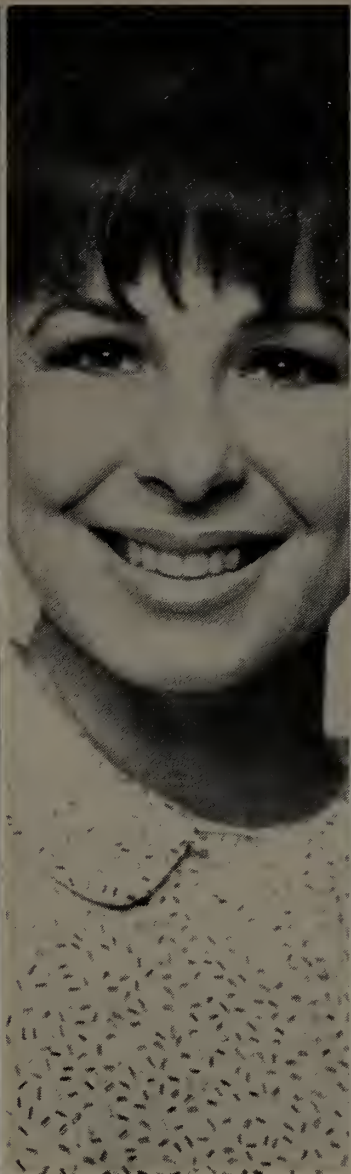
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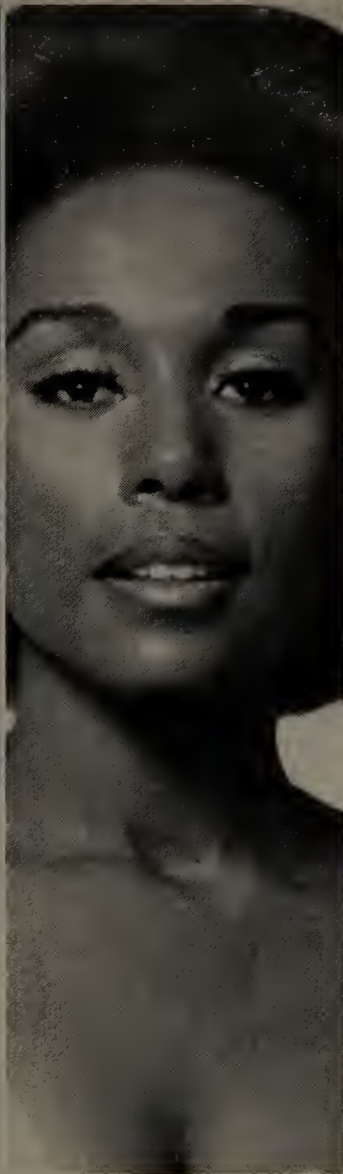
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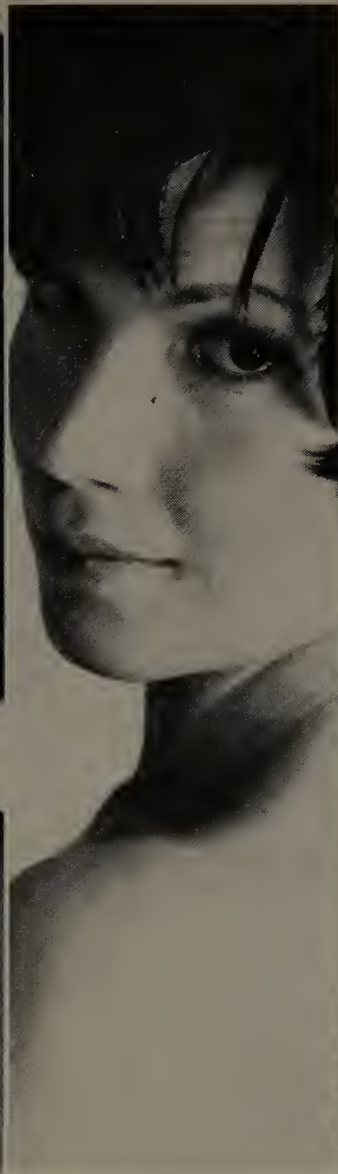
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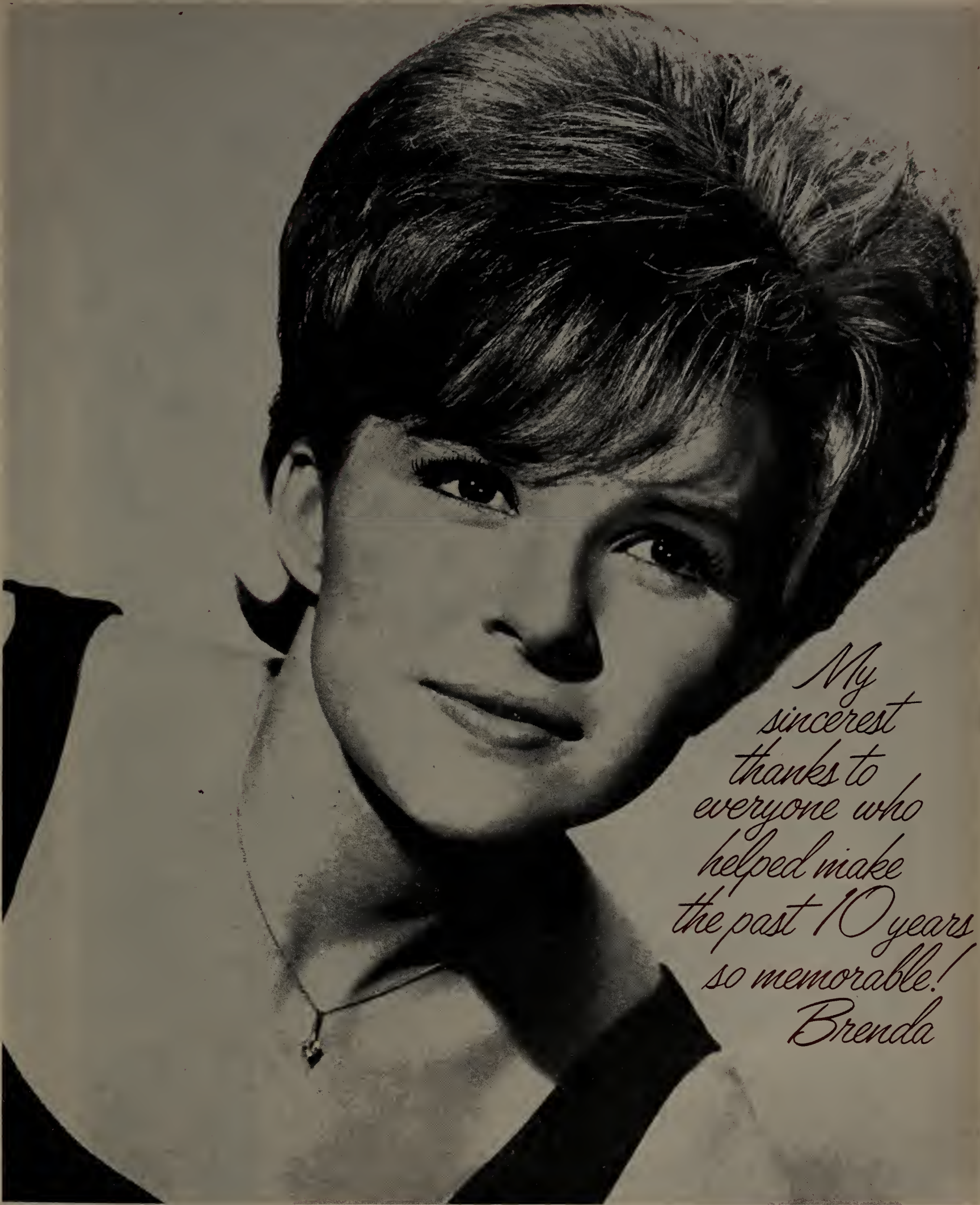


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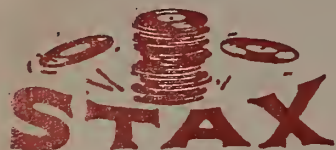
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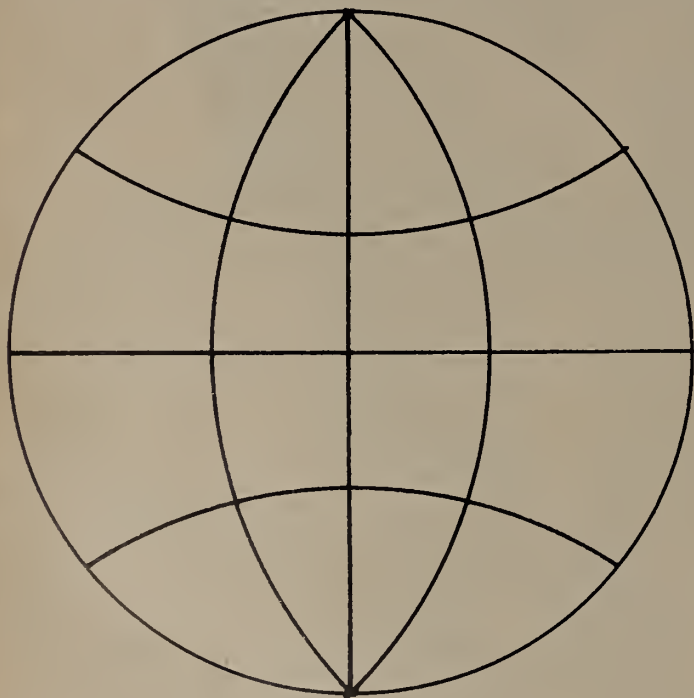
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NIGHTCLUB BEAT

Dionne Comes To the Rescue

By NICK LAPOLE

THERE WAS SUPPOSED to be a three-starred bill offered last night at Basin Street East but, as events developed, the whole show rested on the voice of Dionne Warwick. It was a lucky break for owner Arthur Kettler that the young lady was so good that the evening became something special instead of a dismal flop.

Cab Calloway was signed for last night's show but a row over billing ensued and Mr. Calloway and his orchestra never did make the scene.

DIONNE WARWICK not only saved the night—she made it memorable. This was her first whack at the big time in New York (her last engagement in town was at the Apollo) and she made the most of it. She's the feminine counterpart of Trini Lopez, with a rocking, rhythmic voice that has but one fault—it sometimes gets a bit too shrill and loud.

But when she wishes, she can give ballads the tender treatment they demand, although it's obvious that Barbra Streisand is her model rather than Peggy Lee.

The room never stopped applauding, deservedly so, and most of the patrons agreed with this department that the better songs of her well-selected repertoire were "Somewhere," "Walk On By," "Message to Michael" and "Bill Bailey's Return."

An exciting young performer is Miss Warwick; but as good as she is, she's only on the threshold of what promises to be a spectacular career.

BILLBOARD

Closing to a standing ovation, the vocalist could not oblige her audience with encores because of the double bill.

VARIETY

Wednesday, December 22, 1963

A striking looker with a voice capable of offbeat effects, Miss Warwick impressed via both her song delivery and her all-around stage savvy.

She's a natural for the smart spots, particularly since she demonstrated far more than a teen-slanted talent with her renditions of such songs as "Once In A Lifetime," "Who Can I Turn To," "People," a Portuguese ballad and a turn at the piano on a rousing gospel finale. *Herm.*

RECORD WORLD—January 1, 1966

The statuesque, charming vocalist sang "Anyone Who Had a Heart" and "Walk On By"; and she and the crowd were together. She is a relaxed, professional performer with loads of stage presence.

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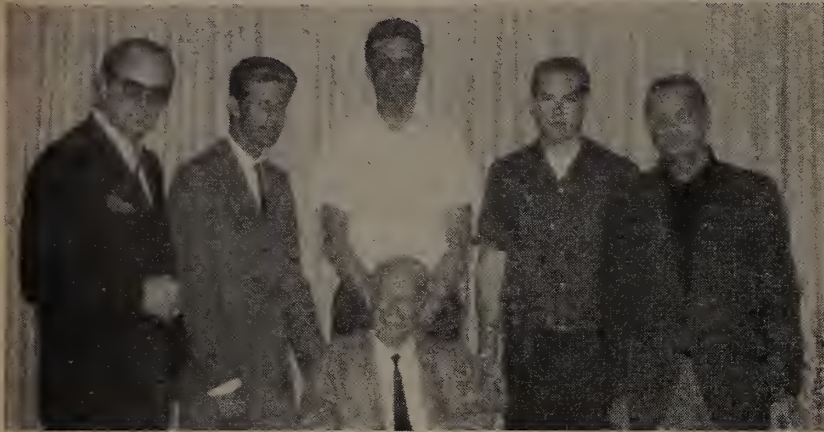
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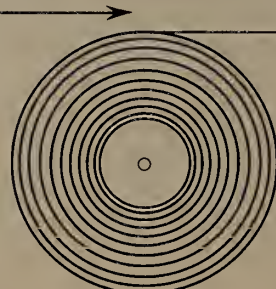
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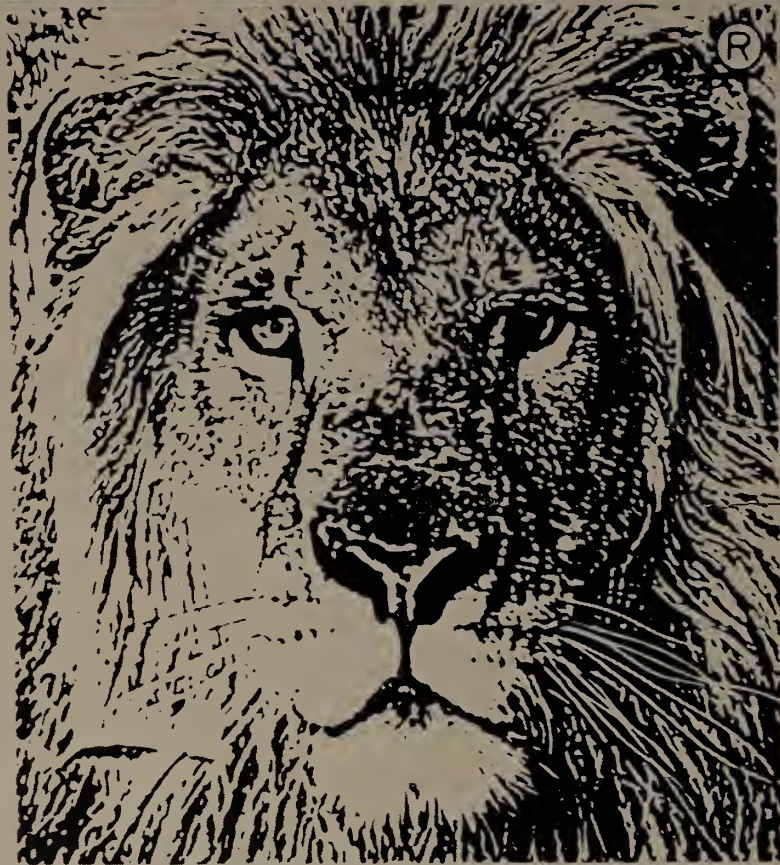
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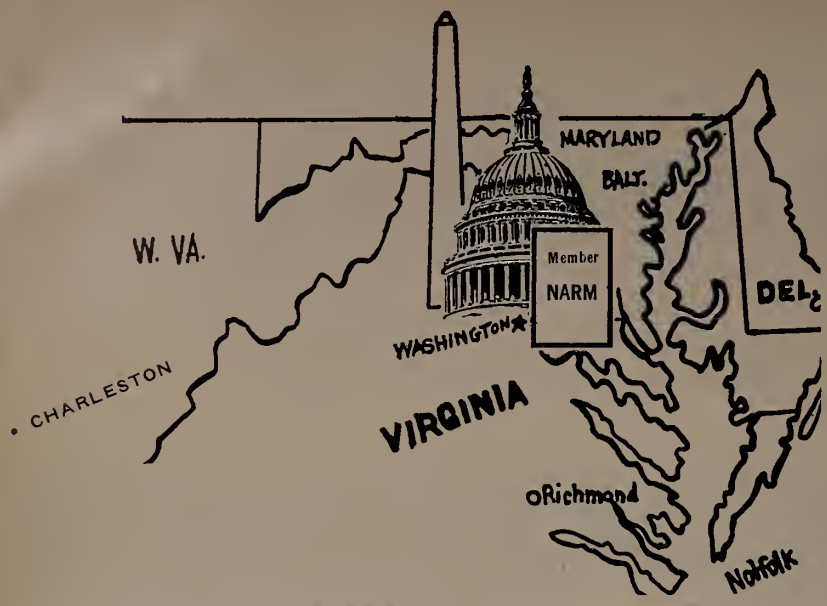
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NILES

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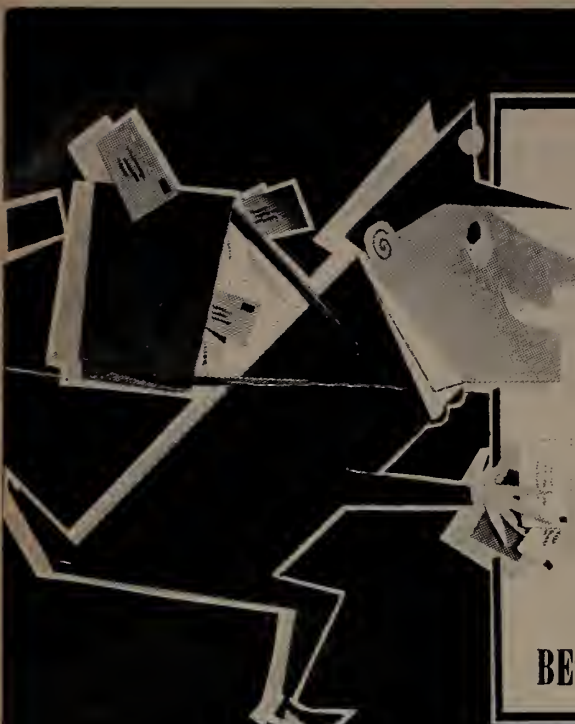
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(A&M, Almo, Ascot, Blue Note, Chart, Conversaphone, Federal, Fidelity Sound, Hickory, Jamie, King, Living Language, Longhorn, Musicor, Specialty, Starday, Summit, Sun, Tom Lehrer, United Artists, Young Peoples Records)

Harold N. Lieberman Co.
257 Plymouth North
Al Abrams—332-7131
(Bach Guild, Bang, Bear, Best, Chairman, Coliseum, Dot, Felsted, Folk Sing, Four Corners, Garpax, Golden World, Group, Hamilton, Heliodor, Hi, Kapp, Leo the Lion, London, Louis, Medway, Metro, MGM, MOC, Monument, Parkway, Parrot, Philles, Press, Richmand, Ric Tic, Seville, Sierra, Sound Stage 7, SPQR, Swan, Telefunken, Tower, Tribe, VSP, Valiant, Vanguard, Verve, Verve Folkways)

MISSOURI

KANSAS CITY—(816)

Choice Record Distributors
321 1/2 Southwest Blvd.
Harold Hossler—HA 1-2540
(Baone, Chart, Down East, ESP, Gateway, Golden World, Hickory, Hilltop, Jewel, Nola, Paul, Ric-Tic, Scepter, Simms, Sound of Nashville, Starday, Sun, Wand, Whitt, Wingate)

Commercial Music Co.
3230 Roonoke Rd.
Wm. Murphy—FR 1-1317
(Colpix, Challenge, Contempo, Diamond, Epic, Gee, Merc, Musicor, Okeh, Roulette, Sun, Swan, Tico, United Artists, Warner Bros., World Pacific, Living Language, After Hours, End, Gone, Good Time Jazz, Living Literature, Betty White Dance, Mar-V-Lus, Philles, Philips, Reprise, Roost, Pacific Jazz, Young Peoples Records, Childcraft, Wing, Pic-A-Disc)

Decca Dist. Corp.
2729 Gillham Rd.
Tom Kelley—GR 1-4030
(Decca, Coral, Brunswick, Caedmon)

ST. LOUIS—(314)

Columbia Records Sales
2151—59th St.
Robert Von Metro—MI 7-5101
(Columbia, Harmony, Date)

Commercial Music Co.
2721 Pine
Bud Lampe—JE 5-1515
(After Hours, Challenge, Colpix, Contempo, Diamond, End, Epic, Gee, Gane, Goodtime Jazz, Living Language, Living Literature, Betty White Dance, Mar-V-Lus, Merc, Musicor, Okeh, Philles, Philips, Reprise, Roulette, Sun, Swan, United Artists, Warner Bros., Roast, Tico, Young Peoples Records, Child Craft, Wing, Also)

Decca Distributing Corp.
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Max Melton—CF 1-6600
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Paul Levy—GA 1-1956
(ABC Paramount, Impulse, Music Guild, Robin Hood, Vanguard, Westminster)

Liberty Records Dist. Corp.
1905 Washington Ave.
Jim Saltzman, Don Miller—421-3326
(Liberty, Imperial, World Pacific, Dolton)

Record Merchandisers, Inc.
1919 Delmar Blvd.
Alfred L. Chotin—MA 1-0966
(A&M, Almo, Caed, Cumberland, Everest, Excello, Favor, Fantasy, Fiesta, Fontana, Galaxy, Gordy, Gospel, Hickory, Jay, Limelight, Motown, Nashboro, One-Der-Ful, Philips, Sar, Savoy, Scepter, Sharp, Smash, TCF, Tamla, 20th Century Fox, Wand, Atco, Audio Fidelity, Audia Spectrum, Blue Rock, Brooklyn, Celeste, Chart, Coronet, Crusader, D-Town, Design, Diplomat, Gateway, Grand Prix, Grecoophone, Guest Star, Happy Time, Heidi, Hob, Kent, Mace, Moonglow, Money, Peter Pan, Pickwick, Rotate, Somerset, Soul, Spino-rama, Tally, Valiant, Vault, VIP, Wild Deuce)

Roberts Record Dist. Co.
1902 Washington Ave.
Robert L. Housfater—MA 1-0470
(Amy, Ara, Argo, Arlen, Artic, Atlantic, Aurora, B. T. Puppy, Back Beat, Bell, Bethlehem, Big Top, Blue Cot, Blue Note, Brent, Cadet, Calla, Cameo, Can-Am, Challice, Checker, Chess, Ca & Ce, Congress, Constellation, D.C.P., Dial, Dimension, Disneyland, Doota, D.G.G., Double L, Duke, Dyno-Voice, Eastern, Era, Fame, Federal, Four Corners, Fraternity, GNP, Crescendo, Golden, Golden World, Goldwax, Gross, Guyden, Hanna Barbera, Hi, Hi Fi, Jamie, Jewel, Josie, Jubilee, Koma Sutra, Kapp, King, Laurie, Le Grand, Life, London, M-Pac, MGM, Mainstream, Malo, Maxx, Metro, Mira, Mirwood, Modern, Montel, Mutual, Monument, Musicland, Nashville, Normon, Old Town, Parkway, Parrot, Peacock, Port, Prestige, Press, Red Bird, Ric Tic, Rosemar, Rust, Safice, Sound Stage, Sphere Sound, Starday, Stax, Sue, Surrey, Symbol, Time, Tower, Turntable, U.S.A., Uptown, Vee Joy, Verve, Verve Folkways, Vista, Valt, Whit, World Artist, Wynco)

MONTANA

GREAT FALLS—(406)

Music Service Co., Inc.
316—6th St. South
R. E. Holm—761-2420
(A&M, Boone, Challenge, Colpix, Design, Dolton, Dot, Epic, Everest, Fontana, Hamilton, Hilltop, Imperial, Jubilee, Koma Sutra, Laurie, Liberty, London, Mercury, MGM, Monument, Nashville, Okeh, Parrot, Press, Philles, Philips, Reprise, Smash, Sun, Starday, Vanguard, Verve, Warner Bras.)

HELENA—(406)

D. N. Latus & Co.
Airport Rd.
Art Battershell—442-3940—
(Audio Fidelity)

NEBRASKA

OMAHA—(402)

Jother Dist. Corp.
2500 Horney St.
Dorwin—342-1545
(Apollo, Bigtop, Borderline, Bull, Cameo, Conversaphone, Del Fi, Dooto, Ember, End, Goldisc, Guyden, Herald, Hickory, Jamie, Kem, Tom Lehrer, Living Language, Musicor, Omega, Parkway, Rainbow, Specialty, Starday, Summit, Sun, United Artists, Westminster)

Sidles Co.
7302 Pacific St.
Ralph Woodward—393-2233
(RCA Victor, RCA Camden)

NEW JERSEY

CAMDEN—(609)

Decca Dist. Corp.
1722 Federal St.
Sam Passamano—966-7111
(Decca, Coral, Brunswick, Vocalion, Listen & Learn)

NEWARK—(201)

All-State New Jersey, Inc.
321 Sherman Ave.
Irwin R. Fink—242-6500
(Ascot, Atco, Brooklyn, Class, Coliseum, Congress, Dunwich, Feksted, Garret, Hi, Heidi, Kapp, Karen, London, Monument, Moonglow, Musicor, Palmer, Palomar, Parrot, Richmond, Seville, Sound Stage 7, Telefunken, Tivoli, Tomorrow, Tribe, United Artists, Vault, Volt)

Apex-Martin Record Sales, Inc.
175 Clinton Place
Joe Martin, Jerry Cohen—923-7474
(Amy, Mala, Bell, Sphere Sound, Musicland, New Voice, Dynovoice, Goldwax, High Camp Adventure, Epic, Okeh, Eskee, Twirl, Motown, Tamla, Gordy, Saul, V.I.P., A & M, Omen, Enjay, Fantasy, Galaxy, Scorpio, Centaur, White Whale, Sue, Symbol, Eastern, Broadway, Academy, Calla, Windy C., Moonshot, Nola, Mustang, Bronco, Bang, Carnival, Thomas, Satellite, St. Lawrence, Saint, Morvlus, MPac, Jay Jay, Somerset, Stereo Fidelity, Music Minus One, TCF-Hall, D-Town, Tuba, Wheelsville, Starday, Nashville, Antares, Jamie, Guyden, Kayo, Rim, Faro, Chat'ahaachee, Kent, Modern, Choice, Greezie, Halo, RSVP, Sims, Walco Needles and Accessories, Aurasonic Cartridge Tapes, Coscraft Cases and Racks, Red Rape Cases, Maltese, Raines, Gateway, Carol, Dare, Hollywood, Bright Star, Magnum, Faro, Linda, Burdett, Martan, Holly, D.W., Renfro, Relic, Times Square, Last Nite, Catamount, Old Timer, Carnivo, Kevin, London House)

(Continued on next page)

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Ideal Record Products, Inc.
357 Lyons Ave.
Jack Kosloff—WA 3-6333
(Alector Bruno, Caedmon, Fargo, Golden Crest, Gold Star, Headline, Simon Says, Time, Vesuvius, Disc-O-Mate, Fortune)

Krich New Jersey, Inc.
428 Elizabeth Ave.
Norris Saurman—BI 8-7400
(RCA Victor, RCA Camden, Stereo 8 Tape, Riverside)

Laredy Record Dist. Corp.
45 Green St.
Joseph Fechner—MA 3-5984
(Betty White Dance, Challenge, Childrens Record Guild, Command, Contact, Conversaphone, Steno Records, DCP, Dee Gee, Disneyland, Evergreen, Grand Award, Hilltop, Living Language, Loma, Pickwick, Reprise, Sure, Tradition, Visto, Warner Bros., Young Peoples Records)

Wendy Dist., Inc.
37 William St.
Jerry Winston—623-5845
(Arvee, Boone, Comeo, Colpix, Congress, Contemporary, Crescendo, Dolton, Elektro, Era, Excel, GNP, Hanna Barbera, Hickory, Hi Fi, Imperial, Joda, King, K-Ark, Liberty, Life, Mainstream, Nonesuch, Parkway, Prestige, RSVP, 20th Century Fox, Vanguard, Wyncote, World Pacific)

NEW YORK

ALBANY—(518)

Delta Record Dist.
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Robert E. Devere—HO 2-6564
(Autumn, B. T. Puppy, Backbeat, Bell, Bethlehem, Big Hill, Blue Note, Blue Rock, Comeo, Canadian American, Challenge, Chattahoochee, Coed, Colpix, Congress, D-Town, Dana, Derby, Dimension, Duke, Duo Disc, Era, Eastern, Excello, Faber, Federal, Folkart, Folkways, GNP, Crescendo, Gateway, Goal, Golden World, Gordy, Gospel, Hickory, Hob, Josie, Jubilee, Joy, Kent, King, Laurie, LeGrand Legend, Mainstream, Magnet, Mala, Mar-V-Lus, Maxx, Modern, Monitor, Monument, Motown, Mutual, Nasco, Nashboro, Old Town, One-Der-Ful, Original Sound, Parkway, Peacock, Phillis, Rompart, Regent, RIC, Riviera, Rotate, Rust, Star, Savoy, Scepter, Sharp, Sims, Soma, Sound Stage 7, Soul, Specialty, Sue, Swan, Swing, Symbol, Tamla, Tallie, Tradition, Wand, World Artists)

RTA Dist. Co.
991 Broadway
Harry Griffith—HO 5-7346
(RCA Victor, RCA Camden)

Leonard Smith, Inc.
10 Northway Lane North
(Latham)
Leonard Smith—785-1350
(Disneyland, Golden, Fiesta, Starday, Vanguard, Jay Jay)

BUFFALO—(716)

Best Record Distributors, Inc.
959 Main St.
Leonard Silver—882-0427
(Atco, Bang, Cameo Parkway, Crescendo, Crusader, Challenge, Diamond, Disneyland, Dunhill, Epic, Golden World, Jamie, Jubilee, King, Kapp, Nashboro, Phillis, Red Bird, Roulette, Scepter Wand, Starday, Pure Soul, White Whole and others)

Delta Dist. of Buffalo

892 Main St.
Carl S. Gerace—884-0500
(A&M, Blue Rock, D-Town, Eastern, Enjoy, Four Brothers, 20th Century Fox, Gordy, Honna Barbera, Hickory, Kellmac, Laurie, Mainstream, Modern, Morrow, Musicor, One-Der-Ful, Old Town, Prestige, Savoy, Soul, Symbol, Sue, St. Lawrence, Tamlo, Tower, Uptown, Valiant, V.I.P.)

NEW YORK CITY—(212)

Alpha Dist. Corp.
20 West End Ave.
CI-5-7933
(A&M, Almo, Omen, Alector, Ansonia, Aravel, Ascot, Avoca, Bell, Admiral Adventure, Amy, Big Top, Flashback, Eskee, Goldwax, KFM, Malo, Maxx, Musicland, Rotote, San Su, Sphere Sound, Street Car, Village Gate, Carney, Challenge, Chess, Checker, Cadet, DCP, Disneyland, Dynavox, Esoteric, Period, Fleetwood, Baroque, Counterpoint, Accent, Hickory, Hull, Hi Fi, Humor Int'l., Jay Jay, Italdisc, Jewel, JJC, Loma, Mona Lee, Monument, Motown, Tamla, Movietone, NAM, New Voice, Ponart, Reprise, Red Fox, Request, Soma, Stereodaddies, Starday, Nashville, Stello, Sun, 20th Century Fox, United Artists, Ascot, Veeep, Valiant, Vanguard, Warner Bros. White White, Whit)

Argus Record Dist., Inc.
160 W. 45th St.
Rose Saagis—765-2585
(Agon, Ajax, Book, Colition, Criterion, Daft, Dragon, Goodway, Golden Beam, Gospel Recording, Inner, Iguano, Jerond, Johnson, Kevin, Knox, Monmouth, Prince, Riccio, Rojas, Ron, Shell, Van)

Beta Record Dist.
599 Tenth Ave.
John Halonka—CH 4-3744
(Colpix, Crusader, Charger, Blue Cat, Dance Along, Gateway, Golden Crest, Golden World, Joda, Laurie, Blue Rock, Gordy, Soul, Peacock, Duke, Sure Shot, Back Beat, Rompart, Red Bird, Rust, Scepter, Wand, Mace, Specialty, Musicor, 20th Century Fox)

Bruno-New York, Inc.
450 W. 34th St.
Phil Silverman—564-3062
(RCA Victor, RCA Camden, RCA Victrola, RCA Victor Stereo B Tape)

Canal Record Distributors, Inc.
50 Canal St.
Saul Karp—WA 5-9010
(Gale, Famous, Vision & Sound)

Capitol Records Dist. Corp.
317 W. 44th St.
Ben Savoia—CI 5-3400
(Capitol, Angel)

Columbia Record Sales
545 Madison Ave.
Dan England—HA 1-4700
(Columbia, Harmony)

Cosnat Dist. Corp.
315 W. 47th St.
Elliot Blaine—PL 7-8546
(Jubilee, Josie, B. T. Puppy, Dana, Duo Disc, Part, Monogram, Custom, St. Lawrence, Sotellite, Saint, National, Lew Disc, Riot, Borderline, Fax, Lobo)

Decca Dist. Corp.
51-11 Queens Blvd.
James McDonald—HI 6-7474
(Decca, Coral, Brunswick, Vocalion)

Hager Distributors
711 Crown St.
(Brooklyn)
Isaac Hager—HY 3-8131
(Famous, Fran, Greater Recording, Neginoh, Tikva, Tivell, Rone, Yeled)

Hector Dist. Co.
48 W. 22nd St.
Frank Warren—242-1989
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(Continued on next page)

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524 W. 43rd St.
Bernie Block, Jim Brown—594-0491
(Liberty, Dalton, World Pacific, Imperial)

London Record Dist. Co.
207 W. 52nd St.
Phil Wesen—AL 5-8350
(C.G.D., Coliseum, Hi, London, London International,
Monument, Palomar, Parrot, Press, Seville, S.P.Q.R.,
Tribe, Watch)

Malverne Distributors, Inc.
601 W. 50th St.
Al Hirsch—PL 7-0070
(Epic, Okeh, Atlantic, Atco, Stax, Volt, Dunwich,
Like, Karen, Dial, Fame, Prestige, Vault, Flat Fish,
Verve, Hanno Barbera, Cameo Parkway, Era, Carnival)

Merric Distributors, Inc.
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Stan Drayson—LA 4-6666
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Smash, Wing)

Met Richmond Record Sales, Inc.
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(Brooklyn)

David Last—RN 3-1212
(Riney, Astro, Filtra, Economy, Kosin, Skipper, Per-
gossa, Prominent, Progresso, Prospect, Explorer, Co-
lumbiano, Danny, Antilano, Revonch, Pance, Sono
Mex, BBM, Mana, Jardin, BRC, Baronessa, Somar,
Asa, Reli, Corvier, Bocor, Eddisso, Alsmo, Norco,
Odessa, Encanto, Amex, Tropical, Serenata, Colonia,
Iberio, Rhumbal)

Metro Record Distributors
547 W. 52nd St.
David Seidman—CO 5-1871
(MGM, Verve, Metro, VSP, Heliador, Vee Jay, Elek-
tro, Nonesuch, Contemporary, Miro, Original Sound,
Living Language, Audio Fidelity, Mardi Gras, Surrey,
Verve Folkways, Sew City, Golden World, Sahara)

New Deal Records
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Al Levine, Lou Klayman—ST 6-4263
(MGM, Verve)

Olympia Dist. Corp.
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Ervin Litkei—989-7200
(Ambassador, Aurora, Duna Goliko, Kelit, Budapest,
Golden Records, Disc'ador, Guest Star, Somerset,
Little Golden, Stadium, Request)

Polka Towne Music
23 Marian Lane
(Jericho)
Teresa Kalinowski—OV 7-7356
(Ampol, Bel-aire, Chicago Cardinal, Delta Interna-
tional, Dyno, Euratone, Family, Glo, Gateway, Jay
Jay, Lush, P.A.S.A., Pan, Rave, Request, Ridgemoor,
Rex, Silverbell, Steljo, Sunglow, U.S.A.)

Stanley Lewis Record Dist. Co.
534 W. 58th St.
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Composers Recordings, Credo, Cricket, Cum Laude,
Desto, Deutsche Grammophon, Dover, Dyer Bennet,
EMS, Enrichment, Eterna, Experience Anonyme, Ficker,
Folkways, Gregorian Inst., Instant Language, Lexing-
ton, Lyrichard, Haydn Society, Monitor, Montilla, Mo-
tivation, Musica Sacra, Music Guild, Music Minus
One, Olympus, Oak Publications, Pathways of Sound,
Piedmont, Poetry, Proscenium, Quote, Rainbow, Rut-
gers Music Dictation, Spa, Spoken Word, Spoken
Art, Tradition, Turnabout, UTC, Vanguard, Voix de
L'Autear, Vox, Westminster)

States Record Dist. Corp.
45-18 Court Sq.
(Long Island City)
Lou Klayman, Al Levine—786-9369
(Bang, Phillies, Somerset, Stereo Fidelity, Main-
stream, Time, Tower, Twirl, Universe, Audio Spec-
trum)

SYRACUSE—(315)
Columbia Record Sales
218 Harrison St.
Irwin Medway—474-2901
(Columbia)

Morris Dist. Co., Inc.
1153 West Fayette St.
Oscar Dachs—475-6531
(RCA Victor)

Gerber Dist. Co., Inc.
313 Herald Place
Wm. F. Gerber—471-2118
(Ascot, Audio Fidelity, Bach Guild, Conversaphone,
Contempo, Command, Doughtless, Design, DCP, Fan-
tasy, Galoxy, Gorex, Gaylord, Golden, Happy Time,
Living Language, Metro, Monument, Pickwick, Pres-
tige, Reprise, Somerset, Sound Stage 7, Stereo Fidel-
ity, Status, 20th Century Fox, United Artists, Van-
guard, Warner Bros., Young People's Records)

NORTH CAROLINA

CHARLOTTE—(704)

Arnold Dist. Co.
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Class, Custom, Datto, Dunhill, Dynovoice, Eastern,
Elektra, Hull, Impulse, Jerden, Jada, Loma, Moon-
glow, Musicor, Mustang, Nonesuch, Parkway, Re-
prise, Sue, Symbol, Tangerine, Vault, Volt, Warner
Bros., Wyncote)

Bertos Sales Corp.
2214 W. Morehead St.
O. P. Goldberg—375-2517
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Fraternity, Groovy, Gross, Gordy, Hilltop, Josie, Ju-
bilee, Kelmac, Liberty, Mirawood, Motown, Nashville,
Nashboro, Okeh, Pickwick, One Wonderful, Pure
Soul, Part, Red Bird, Smash, Soul, Starday, Surrey,
Somo, Sims, T.C.F., Tamla, Verve, Vee Jay, V.I.P.,
Valiant, United Artists, World Pacific, Jazz, Verve
Folkways)

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Fabor, Focus, Golden, Gudyen, Hanna Barbera, Jamie,
Kenwood, Laurie, LeGrand, Limelight, Montel, Mer-
cury, Old Town, Omen, Original Sound, Peacock,
Phillies, Roulette, Roost, Rust, Songbird, Stax, Van-
guard, Westminster)

Mangold Dist. Co.
2212 W. Morehead St.
Herb Weisman—334-0866
(MGM, London, Kapp, Disneyland, Sun, Everest, 20th
Century Fox, Philips, Amy Mala, Monument, Kent,
Songs of Faith, Getaway, Congress, Imperial, Rom-
part, Tower, Modern, Hickory, Ero, Hi, Parrot)

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(Columbia)

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Literature, Peter Pan)

OHIO

AKRON—(216)

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Show, Longhorn, MacGregor, Mayflower, Old Timer,
Sets In Order, Square L, Swinging Square, Top, Pan
Piper, TNT, Honor, Your Partner, Artists Life,
Balkan, Belco, Bel-Mar, Big J, CEM, Country Dance
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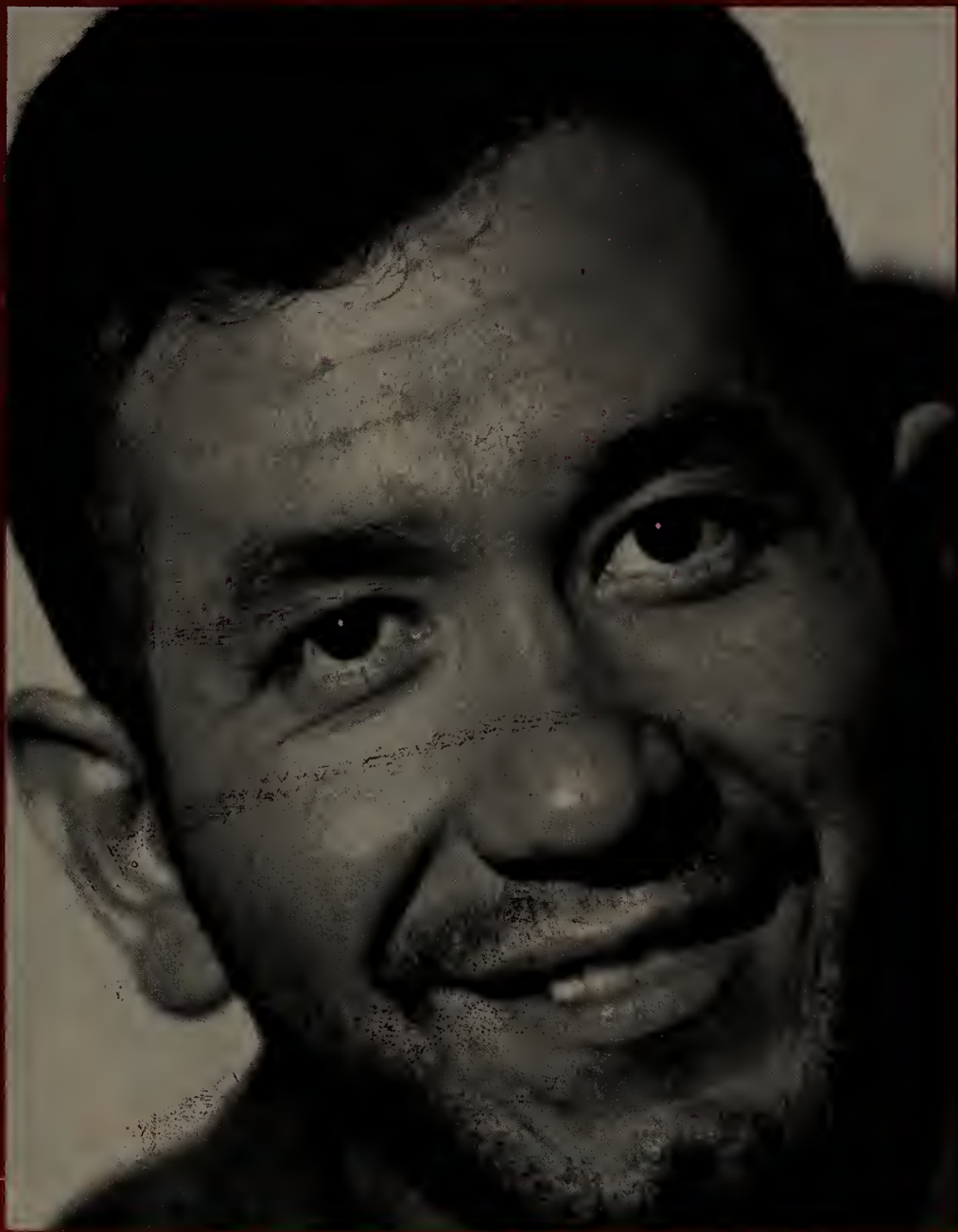
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and the lines they handle

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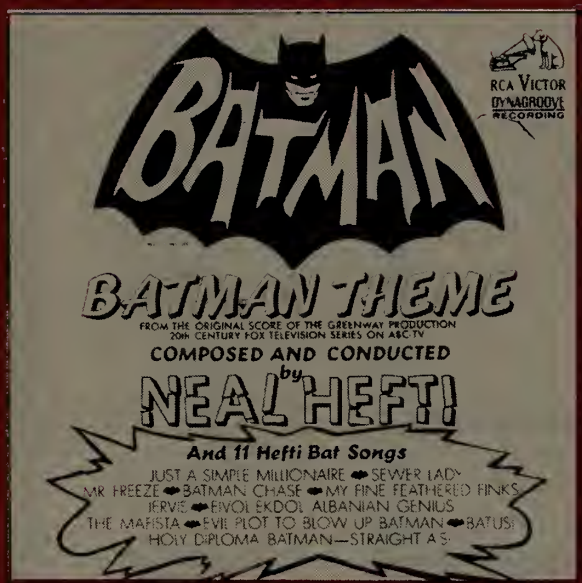
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San Francisco, Calif.

R. F. Jones
240 Shotwell St.
San Francisco, Calif.

Record Wholesales of New Eng.
157 Washington St.

Western
224 Sixth St.
San Francisco, Calif.

COLORADO

Mountain Distributors
3630 Downing St.
Denver, Colo.

CONNECTICUT

Central
477 Park Ave.
E. Hartford, Conn.

Globe One Stop
308 Talland St.
E. Hartford, Conn.

Record & Rack Sales
76 1/2 Tolland St.
E. Hartford, Conn.

Dave's One Stop
171 Park Ave.
E. Hartford, Conn.

Park Dist.
275 Park Ave.
E. Hartford, Conn.

Leslie Dist. N.E.
275 Park Ave.
E. Hartford, Conn.

Cutler's
33 Broadway
New Haven, Conn.

DISTRICT OF COLUMBIA

Supermusic
1245 9th St., N.W.
Washington, D. C.

Quality Music
1836 7th St., N.W.
Washington, D. C.

FLORIDA

Southern Record Service
1020 E. 14th St.
Hialeah, Fla.

Budisco Record Sales
60 Riverside Ave.
Jacksonville, Fla.

Sunshine State Record Dist.
8170 N.W. 36th Ave.
Miami, Fla.

Ernie Reyer
2815 S.W. 63rd Ave.
Miami, Fla.

H & L Record Mart
66 W. Church St.
Orlando, Fla.

Record Supply Co.
720 Franklin St.
Orlando, Fla.

Southern Music
503 W. Central
Orlando, Fla.

Budisca Record Service
1723 Cypress
Tampa, Fla.

(Continued on Next Page)

BIGGER PROFITS and MORE SALES FROM REDISCO!

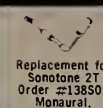

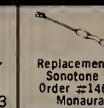
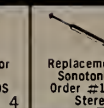
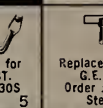
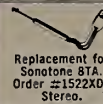
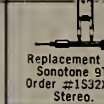
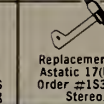
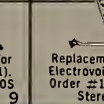
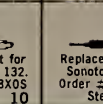
FREE GOODS
FOR SMART
BUYERS

DIAMOND NEEDLES
at BELOW WHOLESALE PRICES!

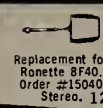
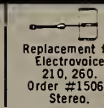
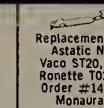
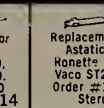
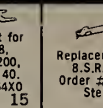
FREE GOODS
FOR SMART
BUYERS

Here are the 16 diamond needles that will cover 95% of replacement calls! Buy any 12 . . . get any one **FREE!**

\$5.95 EACH / SUGGESTED LIST
YOUR COST \$1.19 EACH

 Replacement for Sonotone 2T. Order #13850S. Monaural. 2	 Replacement for Shure N4. Order #1427DS. Monaural. 3	 Replacement for Sonotone 3T. Order #14600S. Monaural. 4	 Replacement for Sonotone 8T. Order #15030S. Stereo. 5	 Replacement for G.E. GC7. Order #15070. Stereo. 6
 Replacement for Sonotone 8TA. Order #1522XDS. Stereo. 7	 Replacement for Sonotone 9T. Order #1532XDS. Stereo. 8	 Replacement for Astatic 17(N41). Order #1537XDS. Stereo. 9	 Replacement for Electrovoice 132. Order #1548XDS. Stereo. 10	 Replacement for Sonotone 16T. Order #1540XDS. Stereo. 11

\$4.95 EA. SUGGESTED LIST / **YOUR COST \$1.09 EACH**

 Replacement for Ronette BF40. Order #15040. Stereo. 12	 Replacement for Electrovoice 210, 260. Order #15060. Stereo. 13	 Replacement for Astatic N8, Vaco ST20, 40, Ronette T0200. Order #14640. Monaural. 14	 Replacement for Astatic N8, Ronette T0200, Vaco ST20, 40. Order #14640X. Stereo. 15	 Replacement for 8.S.R. TC8. Order #1513X0. Stereo. 16
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REDISCO, THE NATION'S LARGEST SUPPLIER OF PHONOGRAPH NEEDLES.

FREE! REDISCO'S COMPLETE LISTING OF EVERY MANUFACTURED PHONOGRAPH NEEDLE - SEND FOR THIS LISTING AND SEE THE TREMENDOUS PROFITS YOU CAN EARN!

One Stop - One Day Service! Strictly Wholesale - Orders Filled and Shipped Same Day Received! No Extras! No Gimmicks! Quantity Discount Programs Always Available!

RONETTE ASTATIC REPLACEMENT NEEDLES

PACKAGED 12 ON DISPLAY CARD
1 or 2 CARDS \$4.99 per cd. 3 or MORE CARDS \$3.99 per cd.
EARN \$27.24 PROFIT PER CARD!

VM & BSR SPINDLES
Sensationally low priced offer!
Retail \$2.95 ea.
Your Cost 95¢ ea.
Order 1 or 100 at this low price!

* **FREE 45 R.P.M. ADAPTERS**
5 to an envelope. 25¢ list - 24 on each display card.
Your Cost \$1.75 per card.
* 1 card FREE with purchase of 5 cards!

* **FREE RECORD CLEANING CLOTH**
High quality cleaning cloth \$1 list.
Your Cost \$1.75 Doz.
* Buy 12 - get 1 FREE!

SAPPHIRE NEEDLES (SYNTHETIC)

SPECIAL! BUY ALL 3 CARDS GROSS \$102 - YOUR COST ONLY \$20 YOU CAN'T BEAT THIS OFFER!

RONETTE #BF40 1504-12

No. 1504
TIP: SAPPHIRE
SPEED: LP STEREO
USE FOR: Ronette-Stereo BF 40
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.

RETAIL PRICE \$30 PER CARD

\$5.99 per card

ELECTROVOICE #210, 260 1506-12

No. 1506
TIP: SAPPHIRE
SPEED: LP STEREO
USE FOR: Electro-Voice Stereo 210, 260ST.
INSTRUCTIONS: Clip on type needle. Pull off old needle. Clip on new one.

RETAIL PRICE \$30 PER CARD

\$5.99 per card

SONOTONE #2T 1385-12

No. 1385
TIP: SAPPHIRE
SPEED: ALL
USE FOR: Sonotone-W9980 & 2T.
INSTRUCTIONS: Life spring clip under cartridge to remove old holder. Replace in similar fashion.

RETAIL PRICE \$42 PER CARD

\$8.99 per card

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THE RECORDS DISTRIBUTING CO.

wholesale one-stop/one-day service

(SEND US YOUR ADDRESS SO YOU CAN BE ON OUR MAILING LIST)

USE THIS HANDY REDISCO ORDER FORM

DIAMOND NEEDLES	
QUANTITY	NEEDLE NUMBER
	NUMBER 1
	NUMBER 2
	NUMBER 3
	NUMBER 4
	NUMBER 5
	NUMBER 6
	NUMBER 7
	NUMBER 8
	NUMBER 9
	NUMBER 10
	NUMBER 11
	NUMBER 12
	NUMBER 13
	NUMBER 14
	NUMBER 15
	NUMBER 16

RONETTE ASTATIC REPLACEMENT NEEDLES	
QUANTITY	CARD(S)

SPINDLES		
VM Reg.	BSR Short	BSR Reg.
QUANTITY	QUANTITY	QUANTITY

45 R.P.M. ADAPTERS	
QUANTITY	

RECORD CLEANING CLOTH	
QUANTITY	

SAPPHIRE NEEDLES	
QUANTITY	CARD NUMBER
	NO. 1504-12
	NO. 1506-12
	NO. 1385-12

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BALTIMORE, MARYLAND 21202

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ADDRESS _____
CITY _____
STATE _____
ZIP CDDE _____

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ONE STOPS

Florida (Cont.)

Florida Electronics
2106 Main St.
Tampa, Fla. 33607

GEORGIA

L & F
1227 Spring St., N.W.
Atlanta, Ga.

The Music Pit
4 Broad St., S.W.
Atlanta, Ga.

Gate City Record Serv
1209 Techwood Dr., N.W.
Atlanta, Ga.

Hit Records
1360 Spring St., N.W.
Atlanta, Ga.

Record Center
2581 Piedmont Rd., N.E.
Atlanta, Ga.

Clarksville Record Sales
P. O. Box 198, Washington St.
Clarksville, Ga.

Ralph's Radio Music
Hwy. 441—Box 117
Demorest, Ga.

ILLINOIS

ABCO
3313 N. Springfield Ave.
Chicago, Ill.

All Records
3006 N. Elston Ave.
Chicago, Ill.

Joe's Record Shop
550 E. 43rd St.
Chicago, Ill.

Little Al's
3216 W. Lawrence Ave.
Chicago, Ill.

Lormar Record Dist.
3214 W. Augusta
Chicago, Ill.

Marquette Records
3215 W. 63rd
Chicago, Ill.

Minetts Record Dist.
2029 S. Michigan Ave.
Chicago, Ill.

Music Box
1301 W. 79th St.
Chicago, Ill.

New Deal Record Dist.
1414 S. Michigan Ave.
Chicago, Ill.

Pan American One Stop
1344 S. Halsted St.
Chicago, Ill.

Profit Venders
3216 W. Lawrence
Chicago, Ill.

Singer
1812 W. Chicago
Chicago, Ill.

World Dist.
2017 S. Michigan
Chicago, Ill.

Decatur Rak Sales
1130 E. Eldorado-312 N. Water
Decatur, Ill.

World Dist.
5531 Main
Morton Grove, Ill.

S & G Music Store
403 So. Adams
Peoria, Ill.

Hi Fi One Stop
804 N. Main St.
Peoria, Ill.

Van Goor
1715 2nd Ave.
Rock Island, Ill.

Platter Record Shop
208 S. 4th St.
Springfield, Ill.

INDIANA

Associated Dist.
210 S. Meridan
Indianapolis, Ind.

C C Record Co. of Indiana
1312 Capitol
Indianapolis, Ind.

Ed Whitehead Enterprises
817 North Fares Ave.
Evansville, Ind.

Klahen's Record Shop
1230 South Anthony
Ft. Wayne, Ind.

J & J Dist. Co.
1661 W. 16 St.
Indianapolis, Ind.

IOWA

Dart Records
515 E. Locust
Des Moines, Iowa

Mars Sales
1630 Locust
Des Moines, Iowa

Lieberman Record One Stop
1406 E. Grand
Des Moines, Iowa

Records, Inc.
315 12th St.
Des Moines, Iowa

KANSAS

Giant
221 E. Williams
Wichita, Kans.

The Record Shop
221 E. Williams St.
Wichita, Kans.

Pioneer Dist. Co.
2059 S. Kansas Ave.
Wichita, Kans.

Davidson One Stop
1719 S. Hillside
Wichita, Kansas

KENTUCKY

Central Electronics
217 E. First St.
Campbellsville, Ky.

Kentuckiana Record Sales
P.O. Box 261
Louisville, Ky. 40201

(Cont. on Next Page)



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COAST TO COAST**

**NEW DEAL
RECORD SERVICE CORP.**

Al Levine, Lou Klayman

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ONE STOP
ALL LABEL RECORD
SERVICE**

The Most Complete, Versatile Distribution Network.

Rack Jobbing • Servicing
Promotion Planning • One-Stop Service

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SERVICE CORP.**
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SERVICE CORP.**
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314-865-0482
Dan Faerber

**NEW DEAL RECORD
SERVICE CORP.**
1414 SOUTH MICHIGAN
CHICAGO, ILLINOIS
312-922-6245
Irv Rothblatt

**NEW DEAL RECORD
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LOS ANGELES, CALIFORNIA
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Rich Susser

**NEW DEAL RECORD
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BALTIMORE, MARYLAND
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Ronny Bollin

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Peter Hyman

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Phone 621-3252

Vern Hawk

and

1336 Xenia Ave., Dayton, Ohio 45410

Phone 256-4212



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ONE-STOP RECORD SERVICE

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THE WISE DEALER IS THE ONE WHO REALIZES THAT HE CANNOT AFFORD TO DEAL WITH ANYTHING LESS THAN THE BEST RECORD SUPPLY SERVICE AVAILABLE—THAT HE DOES HIMSELF AND HIS BUSINESS AN IRREPARABLE DISSERVICE IN SETTLING FOR A MEDIOCRE SUPPLY SERVICE, WHEN A SUPERIOR SERVICE IS AVAILABLE.

LET US HELP YOU MAKE EXTRA SALES, MORE CUSTOMERS & GREATER PROFITS WITH OUR RELIABLE, EFFICIENT, SERVICE AND OUR UNBEATABLE FILL OF YOUR ORDERS.

—TRY US AND CONVINCE YOURSELF—

WE GUARANTEE:

- MOST COMPLETE FILL OF YOUR ORDERS (WE INVITE YOU TO TRY US ON THE ITEMS THAT YOUR PRESENT SUPPLIERS HAVE BEEN UNABLE TO FILL.)
- RELIABLE, EFFICIENT, SAME DAY SERVICE
- COMPETITIVE PRICES

WE CARRY THE MOST COMPLETE STOCK OF "OLDIE" 45's IN THE COUNTRY. WRITE FOR OUR NEW GIANT "OLDIES" CATALOG LISTING 3000 BEST SELLING "GOLDEN OLDIES."

NOW IN STOCK

- BEST SELLING AUTOMOBILE STEREO-8 CARTRIDGE TAPE PLAYER, AT LOW DEALER PRICES
 - BEST SELLING HOME STEREO-8 CARTRIDGE TAPE PLAYER
 - COMPLETE INVENTORY OF STEREO-8 TAPE CARTRIDGES
- GET YOUR SHARE OF THIS FAST GROWING, "EXTRA", BUSINESS
WRITE! WIRE! PHONE! FOR DETAILS—NOW!
MAKE A MOST IMPORTANT MOVE TO IMPROVE YOUR BUSINESS

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- * COMPLETE LINE OF BUDGET LP'S
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NOTHING OVER STRAIGHT WHOLESALE

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Largest And Oldest Record One-Stop In The West

CALIFORNIA MUSIC CO.

2933 West Pico Blvd., L. A., Calif. 90006
Phone 733-1181

See Our California Music Export Ad On Page 93

ONE STOPS

Kentucky (Cont.)

Shivley One Stop
4464 Dixie Hwy.
Louisville, Ky.

Variety
645 S. 4th St.
Louisville, Ky.

Vine
400 E. Broadway
Louisville, Ky.

Wax Works
320 Washington Ave.
Owensboro, Ky.

LOUISIANA

Territo's
522 Lafayette St.
Gretna, La.

Staggs Music Shops
1006 Cameron
Lafayette, La.

One Stop Record
330 S. Rampart St.
New Orleans, La.

Operators One Stop
4006 Eden St.
New Orleans, La.

Stan's Record Shop
728 Texas St.
Shreveport, La.

Floyds Record Shop
Box 506, East Main St.
Ville Platte, La.

MAINE

Viners
20-24 Broad St.
Bangor, Maine

New England Record
212 Anderson St.
Portland, Maine

Boyd Corp.
84 W. Cove St.
Portland, Maine

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WHY

DO MORE ROUTE OPERATORS

BUY

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FROM

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JA 2-6648—AREA CODE 612

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84 West Cove
Portland, Maine

MARYLAND

Musical Sales
140 W. Mt. Royal Ave.
Baltimore, Md.

One Stop Record Service
2566 Madison Ave.
Baltimore, Md.

New Deal
1601 Guilford Ave.
Baltimore, Md.

Redisco
1815 Guilford Ave.
Baltimore, Md.

Super Music
570 N. Gay St.
Baltimore, Md.

Wollman Music Store
233 S. Broadway
Baltimore, Md.

MASSACHUSETTS

Boston Record Dist.
150 Vernon St.
Boston, Mass.

Circle Dist. Corp.
75 N. Beacon St.
Boston, Mass.

Dick Records
1335A Washington St.
Boston, Mass.

New England OS
354 Mass. Ave.
Boston, Mass. 02115

Rec. Wholesalers Of N.E.
1241 Columbus Ave.
Boston, Mass.

W.S. Music Dist.
126 Lincoln St.
Brighton, Mass.

Somerset Corp.
203 Plymouth Ave.
Fall River, Mass.

Leslie Sales
330 Resinoir St.
Needham Hgts, Mass.

Disco
37 Fremont St.
Somerville, Mass.

One Stop
30 Nashua St.
Woburn, Mass.

MICHIGAN

Lucky's
713 E. Midland St.
Bay City, Michigan

Martin & Snyder
13200 W. Warren
Dearborn, Mich.

Angott Dist. Co.
2616 Puritan Ave.
Detroit, Mich.

New Deal Record Service
15329 Livernois Ave.
Detroit, Mich.

Consolidated
13254 Linwood Ave.
Detroit, Mich.

State Song Shop
3419 Hastings
Detroit, Mich.

Record City
41 S. Division St.
Grand Rapids, Mich.

Jackson Automatic
643 E. Michigan Ave.
Jackson, Mich.

(Cont. on Next Page)

ONE STOPS

MINNESOTA

Acme
321 Plymouth Ave., N.
Minneapolis, Minn.

All Records
127 N. 7th St.
Minneapolis, Minn.

Brown Bros.
321 Washington Ave., N
Minneapolis, Minn.

Dart Records, Inc.
730 N. Lyndale Ave.
Minneapolis, Minn.

Rapid Merchandising
8175 Lewis Rd.
Minneapolis, Minn.

Record Service
1913 Plymouth Ave.
Minneapolis, Minn.

Automatic Games Supply
1934 University Ave.
St. Paul, Minn.

Jim's Records
1724 University Ave.
St. Paul, Minn.

LeBeau Novelty Sales
1902 University Ave.
St. Paul, Minn.

Star Novelty
674 University Ave.
St. Paul, Minn.

MISSOURI

Davidson's
321 Southwest Blvd.
Kansas City, Mo.

Original One Stop Record Service
3230 Roanoke Rd.
Kansas City, Mo.

L & R One Stop
1901-05 Delmar
St. Louis, Mo.

Laclede Music Co.
4060 Laclede Ave.
St. Louis, Mo.

Original One Stop Record Serv
2721 Pine St.
St. Louis, Mo.

One Stop Record Serv.
1901-1903 Delmar
St. Louis, Mo.

•Uptown
617 N. Kings Hwy.
St. Louis, Mo.

Record Van
11154 Ebert
St. Louis, Mo.

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Modern Appl. & Music
Box 516
McComb, Miss.

MONTANA

Rocky Mountain
433 St. John's Ave.
Billings, Mont.

NEBRASKA

Al Dahle
Box 7—Sta. "A"
Omaha, Nebr.

Davidson One Stop
1214 Farnam
Omaha, Nebr.

Records
2500 Harney
Omaha, Nebr.

Dart Records
2500 Harney Ave.
Omaha, Nebr.

Lieberman's
809 S. 25 Street
Omaha, Nebr.

NEW JERSEY

Fairbanks & Co.
818 S. High St.
Burlington, N. J.

Melody Record Shop
1172 Elizabeth Ave.
Elizabeth, N. J.

Regent Music
14-16 Plaza Rd.
Fairlawn, N. J.

Relic Rack
136 Main St.
Hackensack, N. J.

Belmont
268 15th Ave.
Newark, N. J.

A. Giacobbe Records
261 So. Orange Ave.
Newark, N. J.

Service One Stop
16 Fenwick St.
Newark, N. J.

Branford Music
14 Brandford Place
Newark, N. J.

New Jersey OS
175 Clinton Place
Newark, N. J.

Raymar Sales
357 Lyons Avenue
Newark, N. J.

Red Top
261 S. Orange Ave.
Newark, N. J.

Service One Stop
Route 22 & Fadem Rd.
Springfield, N. J.

Garden State Dist.
68 W. Passaic St.
Rochelle Park, N. J.

NEW MEXICO

Gulf Mart
5000 San Mateo N.E.
Albuquerque, N. M.

Melo-D-Lane
2421 Aztec N.E.
Albuquerque, N. M.
(Cont. on Next Page)

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Records & Accessories

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(Phone: IR 8-1441)

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Variety Shops
Appliance Stores
Furniture Stores
Drug Stores
Discount Centers
Advertising Agencies
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Guaranteed Sale—
Guarantees Profit

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WHOLESALE PHONOGRAPH
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OLDIES—EXTRA PROFITS!
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AMERICAN

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"The Original" ONE STOP RECORD SERVICE

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- Free Title Strips

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3230 Roanoke Rd., Kansas City 11, Mo. Logan 1-8076
312 N. Water St. Decatur, Ill. 428-6653

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 PETER GUNN—Henry Mancini—RCA Victor LPM/LSP 1956

1960

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 KINGSTON TRIO AT LARGE—Kingston Trio—Capitol T-1199
 KINGSTON TRIO—Kingston Trio—Capitol T-996
 MORE SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1243/CS-8043
 HEAVENLY—Johnny Mathis—Columbia CL-1351/CS-8152
 WARM—Johnny Mathis—Columbia CL-1078/CS-8039
 LOVE IS THE THING—Nat King Cole—Capitol W-824
 HERE WE GO AGAIN—Kingston Trio—Capitol T-1258
 FROM THE HUNGRY I—Kingston Trio—Capitol T-1107
 SOUND OF MUSIC—Original Cast—Columbia KOL-5450/KOS-2020
 MERRY CHRISTMAS—Johnny Mathis—Columbia CL-1195/CS-8021
 CHRISTMAS SING ALONG—Mitch Miller—Columbia CL-1205/CS-8027
 STILL MORE SING ALONG—Mitch Miller—Columbia CL-1283/CS-8099

1961

CALCUTTA—Lawrence Welk—Dot DLP-3359/ST-25359
 COME DANCE WITH ME—Frank Sinatra—Capitol W-1069/WS-1069
 SOLD OUT—Kingston Trio—Capitol T-1352/ST-6352
 GLENN MILLER STORY—Glenn Miller Orchestra—RCA Victor LPM-1192
 CHRISTMAS CAROLS—Mantovani—London LL-913/PS-142
 THEATRE LAND—Mantovani—London LL-1219/PS-125
 FILM ENCORES VOL. 1—Mantovani—London LL-1700/PS-124
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 SPIRITUALS—Ernie Ford—Capitol T-818
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 ENCORE-GOLDEN HITS—The Platters—Mercury MG-20472/SR-60243
 BLUE HAWAII—Elvis Presley—RCA Victor LPM-2426/LSP-2426
 HOLIDAY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1701/LS-8501

1962

PARTY SING ALONG WITH MITCH—Mitch Miller—Columbia CL-1331/LS-8138
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 WEST SIDE STORY—Original Cast—Columbia OL-5230/OS-2001
 CAMELOT—Original Cast—Columbia KOL-5620/KOS-2031
 FLOWER DRUM SONG—Original Cast—Columbia OL-5350/OS-2009
 THEME FROM A SUMMER PLACE—Billy Vaughn—Dot 3276/25276
 BLUE HAWAII—Billy Vaughn—Dot 3165/25165
 SAIL ALONG SILVERY MOON—Billy Vaughn—Dot 3100/25100
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 PETER, PAUL AND MARY—Peter, Paul & Mary—Warner Bros. W-1449/WS-1449
 MY SON THE FOLK SINGER—Allan Sherman—Warner Bros. W-1475/WS-1475
 THE FIRST FAMILY—Vaughn Meader—Cadence CLP-3060

1963

WEST SIDE STORY—Original Soundtrack—Columbia OL-5670/OS-2070
 GLORIOUS SOUND OF CHRISTMAS—Eugene Ormandy—Philadelphia Orchestra—Columbia ML-5769/MS-6369
 1812 OVERTURE-TCHAIKOVSKY—Antal Dorati and The Minneapolis Symphony—Mercury MG-50054/SR-90054
 EXODUS—Original Soundtrack—RCA Victor LPL-1058/LSO-1058
 CALYPSO—Harry Belafonte—RCA Victor LPM-1248/LSP-1248
 G. I. BLUES—Elvis Presley—RCA Victor LPM-2256/LSP-2256
 SEASON'S GREETINGS FROM PERRY COMO—Perry Como—RCA Victor LPM-2066/LSP-2066

VIVA—Percy Faith—Columbia CL-1075/CS-8038
 THE MUSIC MAN—Soundtrack—Warner Bros. B-1459/BS-1459
 TIME OUT—Dave Brubeck Quartet—Columbia CL-1397/CS-8192
 I LEFT MY HEART IN SAN FRANCISCO—Tony Bennett—Columbia CL-1869/CS-8669
 ELVIS' CHRISTMAS ALBUM—Elvis Presley—RCA Victor LOC-1035/LPH-1951
 GIRLS, GIRLS, GIRLS—Elvis Presley—RCA Victor LPM-2621/LSP-2621
 BELAFONTE RETURNS TO CARNEGIE HALL—Harry Belafonte—RCA Victor LOC-6007/LSO-6007
 BELAFONTE—Harry Belafonte—RCA Victor LPM-1150
 JUMP-UP-CALYPSO—Harry Belafonte—RCA Victor LPM-2388/LSP-2388
 MOVIN'—Peter, Paul & Mary—Warner W/WS 1473
 EXODUS—Mantovani—London LL-3231/PS-224
 DAYS OF WINE & ROSES—Andy Williams—Columbia CL-2015/CS-8815
 MOON RIVER & OTHER GREAT MOVIE THEMES—Andy Williams—Columbia CL 1809/CS 8609
 HANDEL'S MESSIAH—Eugene Ormandy & Philadelphia Orch.—Columbia M2L 263/M2S 607
 CHRISTMAS WITH CONNIFF—Ray Conniff—Columbia CL 1390/CS 8185
 THE LORD'S PRAYER—Mormon Tabernacle Choir—Columbia ML 5386/MS 6068
 PORGY AND BESS—Original Sound Track—Columbia OL 5410/OS 2016
 FOLK SONG SING ALONG—Mitch Miller—Columbia CL 1316/CS 8118
 IN THE WIND—Peter, Paul & Mary—Warner Bros. WB 1507/WS 1507
 SINGING NUN—Soeur Sourire—Philips PCC 203/PCC 603

1964

MY FAIR LADY—Original Cast—Columbia OL 5090/OS 2015
 JOHN FITZGERALD KENNEDY—A MEMORIAL ALBUM—Premier CFX 402099
 CAROUSEL—Film Soundtrack—Capitol W 694/SW 694
 THE KING AND I—Film Soundtrack—Capitol W 74/SW 74
 RAMBLIN' ROSE—Nat "King" Cole—Capitol T 1793/ST 1793
 MEET THE BEATLES—The Beatles—Capitol T 2047/ST 2047
 HONEY IN THE HORN—Al Hirt—RCA Victor LPM 2733/LSO 2733
 THE BEATLES' SECOND ALBUM—The Beatles—Capitol T 2080/ST 2080
 THE SECOND BARBRA STREISAND ALBUM—Barbra Streisand—Columbia CL 2045/CS BB54
 HELLO, DOLLY!—Original Cast—RCA Victor LCO 1087/LSO 1087
 HELLO, DOLLY!—Louis Armstrong—Kapp 1364/3364
 THE WONDERFUL WORLD OF ANDY WILLIAMS—Columbia CL-2137/CS-8937
 CHRISTMAS HYMNS & CAROLS—Robert Shaw—RCA Victor LM-2139/LSC-2139
 VICTORY AT SEA, Vol. 1—Robert Russell Bennett—RCA Victor LM-2335/LSC-2335
 SOMETHING NEW—The Beatles—Capitol T-2108/ST-2108
 THE BEST OF THE KINGSTON TRIO—Capitol T-1705, 2280/ST-1705, 2280
 UNFORGETTABLE—Nat King Cole—Capitol T-357/DT-357
 RAMBLIN'—New Christy Minstrels—Columbia CL-2055/CS-8855
 THE BARBRA STREISAND ALBUM—Columbia CL-2007/CS-8807
 FUNNY GIRL—Original Cast—Capitol VAS-2059/SVAS-2059
 JOHNNY HORTON'S GREATEST HITS—Columbia CL-1596/CS-8396
 COTTON CANDY—Al Hirt—RCA Victor LPM-2917/LSP-2917
 THE ANDY WILLIAMS CHRISTMAS ALBUM—Columbia CL-2087/CS-8887
 CALL ME IRRESPONSIBLE—Andy Williams—Columbia CL-2171/CS-8971
 MY FAIR LADY—Soundtrack—Columbia KOL-8000/KOS-2600
 BEATLES '65—Capitol T-2228/ST-2228
 THE BEATLES STORY—Capitol TBO-2222/STBO-2222
 MARY POPPINS—Soundtrack—Vista 4026/S-4026

1965

GLAD ALL OVER—Dave Clark Five—Epic LN-24093/BN-26093
 PETER, PAUL & MARY IN CONCERT—Warner Bros. 1555/S-1555
 EVERYBODY LOVES SOMEBODY—Dean Martin—Reprise R-6130/RS-6130
 WONDERLAND OF GOLDEN HITS—Andre Kostelanetz—Columbia CL-2039/CS-8835
 BARBRA STREISAND/THE THIRD ALBUM—Columbia CL-2154/CS-8954
 RING OF FIRE—Johnny Cash—Columbia CL-2053/CS-8853
 BEACH BOYS IN CONCERT—Capitol TAO-2198/STAO-2198
 ALL SUMMER LONG—Beach Boys—Capitol T-2110/ST-2110
 SUGAR LIPS—Al Hirt—RCA Victor LPM-2965/LSP-2965
 PEOPLE—Barbra Streisand—Columbia CL-2215/CS-9015
 THE SOUND OF MUSIC—Soundtrack—RCA Victor LOC-2005/LSOD-2005
 TRINI LOPEZ AT P.J.'S—Reprise R-6093/RS-6093
 GETZ/GILBERTO—Stan Getz—MGM/Verve 8545/68545
 BEATLES VI—Capitol T-2358/ST-2358
 DEAR HEART—Andy Williams—Columbia CL 2338/CS 9138
 HELPI—The Beatles—Capitol MAS-2386/SMHS-2386
 INTRODUCING HERMAN'S HERMITS—MGM 4282/S-4282
 HERMAN'S HERMITS ON TOUR—MGM 4295/S-4295
 MORE ENCORE OF GOLDEN HITS—The Platters—Mercury 20591/60252
 RETURN OF ROGER MILLER—Smash 27061/67061
 GREAT SONGS FROM MY FAIR LADY—Andy Williams—Columbia CL-2205/CS-9005
 GUNFIRE BALLADS & TRAIL SONGS—Marty Robbins—Columbia CL-1349/CS-8158
 LOOK AT US—Sonny & Cher—Atco 177
 THE BEACH BOYS TODAY—Capitol T-2269/ST-2269
 THE PINK PANTHER—Henry Mancini—RCA Victor LPM-2795/LSP-2795
 OUT OF OUR HEADS—The Rolling Stones—London 3429/429
 FIDDLER ON THE ROOF—Original Cast—RCA Victor LOC-1093/LSO-1093
 SURFER GIRL—The Beach Boys—Capitol 1981/ST-1981
 SURFIN' USA—The Beach Boys—Capitol T-1890/ST-1890
 SINATRA'S SINATRA—Frank Sinatra—Reprise 1010/9-1010
 WELCOME TO THE LBJ RANCH—Capitol W-2423/WS-2423
 MY NAME IS BARBRA—Barbra Streisand—Columbia CL-2336/CS-9136
 THE DOOR IS STILL OPEN TO MY HEART—Dean Martin—Reprise 6140/S-6140
 GOING PLACES—Herb Alpert's Tijuana Brass—A&M LP-112/SP-4112
 WHIPPED CREAM & OTHER DELIGHTS—Herb Alpert's Tijuana Brass—A&M LP/SP-110
 RUBBER SOUL—The Beatles—Capitol T-2442/ST-2442

1966

MY NAME IS BARBRA, TWO—Barbra Streisand—Columbia CL-2409/CS-9209
 THE BEST OF HERMAN'S HERMITS—MGM 4315/S-4315
 DECEMBER'S CHILDREN—The Rolling Stones—London 3451/451
 SEPTEMBER OF MY YEARS—Frank Sinatra—Reprise 1014/S-1016
 A MAN & HIS MUSIC—Frank Sinatra—Reprise 1016/S-1016

(1966 Continued Next Page)



Paul Revere



Raider Mark Lindsay



Raider Phil Volk



Raider Mike Smith



Raider Jim Valley

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 Single: "Hungry"



Manager Roger Hart

MILLION - SELLERS

SINGLES THAT HAVE SOLD A MILLION OR MORE COPIES
*SIGNIFIES RIAA-CERTIFIED MILLION SELLER

Ames Brothers	Sentimental Me (Rag Mop)	Coral 1950
	You You You	Victor 1953
Anderson, Leroy	Blue Tango	Decca 1951
Andrews Sisters	Rum And Coca-Cola	Decca 1944
	I Can Dream, Can't I	Decca 1949
Anka, Paul	Diana	ABC Par 1957
	Lonely Boy	ABC Par 1960
Austin, Gene	Ramona	Victor 1928
Autry, Gene	Silver Haired Daddy	Columbia 1939
	Rudolph The Red-Nosed Reindeer	Columbia 1950
Avalon, Frankie	Venus	Chancellor 1958
Baker, LaVern	I Cried A Tear	Atlantic 1959
Barber, Chris	Petite Fleur	Laurie 1959
Barron, Blue	Cruising Down The River	MGM 1949
Barton, Eileen	If I Knew You Were Comin'	
	I'd Of Baked A Cake	National 1950
Baxter, Les	Poor People Of Paris	Capitol 1956

Beatles	*I Want To Hold Your Hand	Capitol 1964
	*Can't Buy Me Love	Capitol 1964
	She Loves You	Swan 1964
	*A Hard Day's Night	Capitol 1964
	*I Feel Fine	Capitol 1964
	*Help!	Capitol 1965
	*Eight Days a Week	Capitol 1965
	*Yesterday	Capitol 1965
	*We Can Work It Out	Capitol 1966
	*No Where Man	Capitol 1966
Bennett, Tony	Because Of You	Columbia 1952
	Cold Cold Heart	Columbia 1952
	Rags To Riches	Columbia 1953
	Stranger In Paradise	Columbia 1954
Benton, Brook	It's Just A Matter Of Time	Mercury 1959
Bilk, Mr. Acker	Stranger On The Shore	Atco 1962
Black's Combo, Bill	Smokie	Hi 1959
	White Silver Sands	Hi 1960
	Josephine	Hi 1960
Black, Jeanne	He'll Have To Stay	Capitol 1960
Bonds, Gary U. S.	Quarter To Three	Legrand 1962
Booker T & MG's	Green Onions	Stax 1962
Boone, Pat	Ain't That A Shame	Dot 1955
	I'll Be Home	Dot
	Friendly Persuasion	Dot
	Remember You're Mine	Dot
	I Almost Lost My Mind	Dot 1956
	Love Letters In The Sand	Dot 1957
	Don't Forbid Me	Dot 1957
	Why, Baby, Why	Dot 1957
	April Love	Dot 1958
Boyd, Jimmy	I Saw Mommy Kissing Santa Claus	Columbia 1952
Brewer, Teresa	Till I Waltz Again With You	Coral 1952
	Ricochet	Coral 1953
Britt, Elton	There's A Star-Spangled Banner	
	Waving Somewhere	Victor 1942
Brown, Les	Sentimental Journey	Columbia 1945
Browns	Three Bells	Victor 1959
Buchanan & Goodman	Flying Saucer	Luniverse 1956
Byrnes, Edd	Kookie Lend Me Your Comb	Warner Bros. 1959
Calloway, Cab	Jumpin' Jive	Columbia 1939
Channel, Bruce	Hey Baby	Smash 1962
Cannon, Freddie	Way Down Yonder In New Orleans	Swan 1959
Cavallaro, Carmen	Polonaise (by Chopin)	Decca 1945
Champs	Tequila	Challenge 1958
Charles, Ray	*I Can't Stop Loving You	ABC Par 1962
Checker, Chubby	The Twist	Parkway 1960
	Let's Twist Again	Parkway 1961
	Limbo Rock/Popeye	Parkway 1962
	Mr. Sandman	Cadence 1954
Chordettes	Downtown	Warner Bros. 1965
Clark, Petula	Come On-A My House	Columbia 1951
Clooney, Rosemary	Hey There	Columbia 1954
Coasters	Searchin'	Atco 1957
	Yakety Yak	Atco 1958
	Charlie Brown	Atco 1959
	Poison Ivy	Atco 1959
Cole, Cozy	Topsy (Part II)	Love 1958
Cole, Nat "King"	Nature Boy	Capitol 1948
	Mona Lisa	Capitol 1949
	Too Young	Capitol 1951
	Ramblin' Rose	Capitol 1962
Como, Perry	Temptation	Victor 1945
	Hubba Hubba	Victor 1945
	Till The End Of Time	Victor 1945
	Prisoner Of Love	Victor 1946
	When You Were Sweet Sixteen	Victor 1947
	Because	Victor 1948
	Don't Let The Stars Get In	
	Your Eyes	Victor 1952
	Wanted	Victor 1954
	Hot Diggity	Victor 1956
	Papa Loves Mambo	Victor 1956
	Round And Round	Victor 1957
	*Catch A Falling Star	Victor 1958
	Do You Love Me	Gordy 1962
	You Send Me	Keen 1958
Contours	Tea For Two Cha Cha	Decca 1958
Cooke, Sam	Last Date	1961
Covington, Warren	Sh-Boom	Mercury 1954
Cramer, Floyd	That'll Be The Day	Brunswick 1957
Crew Cuts	*Lightnin' Strikes	MGM 1966
Crickets	Silent Night	Decca 1942
Lou Christie	Sunday, Monday, Or Always	Decca 1943
Crosby, Bing	I'll Be Home For Christmas	Decca 1944
	Swinging On A Star	Decca 1944
	Too-Ra-Loo-Ra-Loo-Ral	Decca 1944
	I Can't Begin To Tell You	Decca 1945
	Dear Hearts And Gentle People	Decca 1946
	New San Antonio Rose	Decca 1946
	MacNamara's Band	Decca 1946
	Sweet Leilani	Decca 1946
	White Christmas	Decca 1946
	Now Is The Hour	Decca 1948
	Galway Bay	Decca 1948
with Andrews Sisters	Pistol Packin' Mama	Decca 1943
	Jingle Bells	Decca 1943
	Don't Fence Me In	Decca 1944
	South America, Take It Away	Decca 1946
with Gary Crosby	Play A Simple Melody	Decca 1950
with Grace Kelly	True Love	Decca 1950
with Fred Waring	Whiffenpoof Song	Capitol 1957

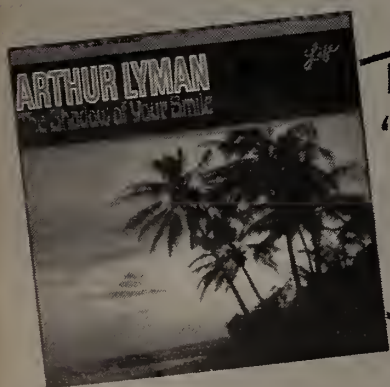
GOLDEN ALBUMS

(Continued from previous page)

1966

- SUMMER DAYS—Beach Boys—Capital T/ST-2354
- GOLDEN HITS—Rager Miller—Smash 27073/67073
- BALLADS OF THE GREEN BERETS—S/Sgt Barry Sadler—RCA Victor LPM-3547/LSP-3547
- ROY ORBISON'S GREATEST HITS—Manument—8000/18000
- LIVING LANGUAGE SPANISH—Young People's—
- LIVING LANGUAGE FRENCH—Young People's—
- COLOR ME BARBRA—Barbra Streisand—Columbia CL-2478/CS-9278
- I'M THE ONE WHO LOVES YOU—Dean Martin—Reprise—6170/S-6170
- BIG HITS (HIGH TIDE & GREEN GRASS)—The Rolling Stones—London LP-1
- OLIVER—Original Cast—RCA Victor LOCD/LSOD-2004
- SOUTH OF THE BORDER—Herb Alpert's Tijuana Brass—A&M LP/SP-108
- THE LONELY BULL—Herb Alpert's Tijuana Brass—A&M LP/SP-101
- WHAT NOW MY LOVE—Herb Alpert's Tijuana Brass—A&M LP-114/SP-4114
- HERB ALPERT'S TIJUANA BRASS, VOL. 2—A&M LP/SP-103
- MY WORLD—Eddy Arnold—RCA Victor LPM/LSP-3466
- SOUTH PACIFIC—Original Cast—Columbia OL-4180/OS-2040

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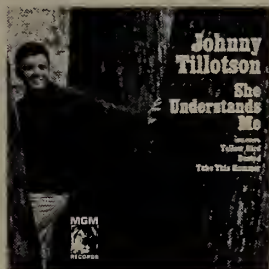
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Dalhart, Vernon	Prisoner's Song	Victor 1924
Damone, Vic	You're Breaking My Heart	Mercury 1949
Danny & Juniors	At The Hop	ABC-Par 1958
Darin, Bobby	Splish Splash	Atco 1958
	Dream Lover	Atco 1959
	Queen Of The Hop	Atco 1959
	Mack The Knife	Atco 1960
Day, Bobby	Rockin' Robin	Class 1958
Day, Doris	Secret Love	Columbia 1954
	Whatever Will Be, Will Be	Columbia 1956
	*Big Bad John	Columbia 1961
Dean, Jimmy	The Peppermint Twist	Roulette 1961
Dee, Joey & Starlites	Come Go With Me	Dot 1957
Del-Vikings	Quiet Village	Liberty 1959
Denny, Martin	Little Darlin'	Mercury 1957
Diamonds	The Stroll	Mercury 1958
	Teen Angel	MGM 1960
Dinning, Mark	Runaround Sue	Laurie 1961
Dion	Honky Tonk	King 1956
Doggett, Bill	The Fat Man	Imperial 1948
Domino, Fats	Goin' Home	Imperial 1952
	You Said You Loved Me	Imperial 1953
	Please Don't Leave Me	Imperial 1953
	Going To The River	Imperial 1953
	Love Me	Imperial 1954
	All By Myself	Imperial 1955
	I Can't Go On	Imperial 1955
	Ain't That A Shame	Imperial 1955
	I'm In Love Again	Imperial 1956
	Bo Weevil	Imperial 1956
	Blue Monday	Imperial 1956
	Blueberry Hill	Imperial 1956
	It's You I Love	Imperial 1957
	I'm Walkin'	Imperial 1957
	I Still Love You	Imperial 1957
	Whole Lotta Lovin'	Imperial 1960
Dorsey, Jimmy	Maria Elena	Decca 1946
	Green Eyes	Decca 1946
	So Rare	Fraternity 1957
	Marie	Victor 1937
Dorsey, Tommy	Boogie Woogie	Victor 1938
	There Are Such Things	Victor 1942
	Gambler's Guitar	Mercury 1953
Draper, Rusty	There Goes My Baby	Atlantic 1960
Drifters	True Love, True Love/Dance	Atlantic 1960
	With Me	
	Save The Last Dance For Me	Atlantic 1961
Duke Of Earl	Duke Of Earl	Vee Jay 1962
Eckstine, Billy	I Apologize	MGM 1951
Edwards, Tommy	It's All In The Game	MGM 1958
Elegants	Little Star	APT 1958
Eva, Little	The Loco-Motion	Dimension 1962
Everly Bros.	Bye Bye Love	Cadence 1957
	Wake Up Little Susie	Cadence 1957
	All I Have To Do Is Dream	Cadence 1958
	Bird Dog/Devoted To You	Cadence 1958
	Cathy's Clown	Warner Bros. 1960
Fabric, Bent	Alley Cat	Atco 1962
Faith, Percy	The Song From Moulin Rouge	Columbia 1953
	*Theme From A Summer Place	Columbia 1960
Ferrante & Teicher	Exodus	Un. Artists 1961
Fiedler, Arthur	Jalousie	Victor 1938
Fisher, Eddie	Anytime	Victor 1951
	I'm Walking Behind You	Victor 1953
	Oh My Pappa	Victor 1953
	I-Need You Now	Victor 1954
Fitzgerald, Ella	Into Each Life Some Rain Must	
& Ink Spots	Fall	Decca 1944
Fleetwoods	Come Softly To Me	Dolton 1959
	Mr. Blue	Dolton 1959
Fontane Sisters	Hearts of Stone	Dot
Ford, Tennessee Ernie	Sixteen Tons	Capitol 1955
Four Aces	Tell Me Why	Decca 1951
	Love Is A Many-Splendored Thing	Decca 1955
Four Lads	Moments To Remember	Columbia 1955
	No Not Much	Columbia 1956
Four Seasons	Sherry	VeeJay 1962
	Big Girls Don't Cry	VeeJay 1962
	*Rag Doll	Philips 1964
Francis, Connie	Who's Sorry Now	MGM 1958
	My Happiness	MGM 1959
	Among My Souvenirs	MGM 1959
	Mama/Teddy	MGM 1960
	Everybody's Somebody's Fool/	
	Jealous Of You	MGM 1960
	Together	MGM 1961
	Many Tears Ago	MGM 1961
	Where The Boys Are	MGM 1961
Freberg, Stan	St. George And The Dragonet	Capitol 1953
Gibbs, Georgia	Kiss Of Fire	Mercury 1952
	Tweedle Dee	Mercury 1955
	Dance With Me Henry	Mercury 1955
	*Sugar Shack	Dot 1963
Gilmer, Jimmy & Fireballs	Beer Barrel Polka	Victor 1938
Glahe, Will	Melancholy Serenade	Capitol 1953
Gleason, Jackie	Too Fat Polka	Columbia 1947
Godfrey, Arthur	Suddenly There's A Valley	Era 1955
Grant, Gogi	Wayward Wind	Era 1956
Haley, Bill	Shake, Rattle And Roll	Decca 1955
	Rock Around The Clock	Decca 1955

(Continued on Next Page)

Cash Box—July 2, 1966

MILLION-SELLERS

Hamilton IV, George	A Rose And A Baby Ruth	ABC-Par 1958	Jordan, Louis	Choo Cho Ch'Boogie	Decca 1946
Harris, Phil	The Thing	Victor 1950	Justis, Bill	Raunchy	Phillips Int 1958
Harrison, Wilbert	Kansas City	Fury 1959	Kaempfert, Bert	Wonderland By Night	Decca 1961
Hayes, Bill	Davy Crockett	Cadence 1955	Kalin Twins	When	Decca 1958
Haymes, Dick	You'll Never Know	Decca 1943	Kallen, Kitty	Little Things Mean A Lot	Decca 1954
Heidt, Horace	Little White Lies	Decca 1948	King, Claude	Wolverton Mountain	Columbia 1962
Helms, Bobby	Deep In The Heart Of Texas	Columbia 1941	King, Pee Wee	Slow Poke	Victor 1951
Herman, Woody	My Special Angel	Decca 1957	Kingston Trio	*Tom Dooley	Capitol 1958
Herman's Hermits	Laura	Columbia 1945	Knight, Evelyn	A Little Bird Told Me	Decca 1948
	Woodchopper's Ball	Decca 1947	Kyser, Kay	Three Little Fishes	Columbia 1941
	Mrs. Brown You've Got A Lovely			Jingle Jangle Jingle	Columbia 1942
	Daughter	MGM 1965		Praise The Lord	Columbia 1942
	*I'm Henry VIII, I am	MGM 1965	Laine, Frankie	Strip Polka	Columbia 1942
	Michael	United Artists 1961		Who Wouldn't Love You	Columbia 1942
Highwaymen	P.S. I Love You	Dot		Woody Woodpecker	Columbia 1948
Hilltoppers	Paggy Sue	Coral 1958		That's My Desire	Mercury 1947
Holly, Buddy	Alley-Oop	Lute 1960		Shine	Mercury 1948
Hollywood Argyles	Battle Of New Orleans	Columbia 1959		Mule Train	Mercury 1949
Horton, Johnny	To Each His Own	Mercury 1946		Lucky Ol' Sun	Mercury 1949
Howard, Eddy	12th Street Rag	Capital 1951		Jezebel	Columbia 1951
Hunt, Pee Wee	Oh	Capitol 1953		I Believe	Columbia 1953
	Young Love	Dot 1957		Moonlight Gambler	Columbia 1957
Hunter, Tab	Itsy Bitsy Teenie Bikini	Kapp 1960		Eh Cumpari	Cadence 1953
Hyland, Brian				Be My Love	Victor 1950
				Loveliest Night of the Year	Victor 1951
				Go Away Little Girl	Columbia 1963
Impalas	Sorry (I Ran All The Way Home)	Cub 1959		I'm Sorry/That's All You Gotta Do	Decca 1960
Ink Spots	To Each His Own	Decca 1946		Manana	Capitol 1948
	The Gypsy	Decca 1946		Rock-A-Bye Your Baby With	
				A Dixie Melody	Decca 1956
James, Harry	Ciribiribin	Columbia 1939		Great Balls Of Fire	Sun 1957
	One O'Clock Jump	Columbia 1941		Whole Lot of Shakin' Going On	Sun 1958
	You Made Me Love You	Columbia 1946		Third Man Theme	Decca 1944
James, Joni	Why Don't You Believe Me	MGM 1953		Humoresque	Decca 1946
	Your Cheating Heart	MGM 1953		Easter Parade	Decca 1947
	Have You Heard			Christmas Island	Decca 1946
	Young Love	Capitol 1957		Cry Me A River	Liberty 1955
James, Sonny	Maybe You'll Be There	Decca 1947		*He's Got The Whole World	Capitol 1958
Jenkins, Gordon	Goodnight, Irene	Decca 1950		Shanty Town	Decca 1940
with The Weavers	April Showers b/w Swanee	Decca 1945		Green Door	Dot 1957
Jolson, Al	California Here I Come b/w			Susie Darlin'	Dot 1958
	Rockabye Your Baby	Decca 1946		Mam'selle	MGM 1947
	You Made Me Love You b/w			Auf Weidersehn	London 1955
	Ma Blushin' Rosie	Decca 1946			
	Sonny Boy b/w My Mammy	Decca 1946		Crazy Otto	Dot
	Anniversary Song	Decca 1946		Anna	MGM 1953
Jones, Jimmy	Handy Man	Cub 1960		Caravan	Mercury 1952
	Good Timin'	Cub 1960		Marterie, Ralph	Mercury 1953
Jones, Spike	Cocktails For Two	Victor 1944			Capitol 1953
	All I Want For Christmas	Victor 1948		Martin, Dean	Capitol 1955
					Capitol 1955
				Martin, Freddy	Capitol 1964
					Victor 1941
					Victor 1942

(Continued on Next Page)

THE GENTRYS



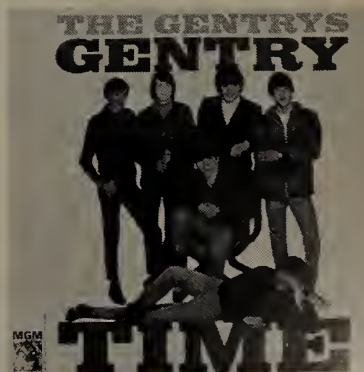
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Martindale, Wink	Deck Of Cards	Dot 1960
Marvelettes	Please Mr. Postman	Tamla 1960
Mathis, Johnny	Chances Are It's Not For Me To Say	Columbia 1957 Columbia 1957
McGuire, Sisters	Sincerely Sugartime	Coral 1955 Coral 1958
McPhatter, Clyde	A Lover's Question	Atlantic 1958
Miller, Glenn	American Patrol In The Mood Little Brown Jug Sunrise Serenade Pennsylvania 6-5000 Tuxedo Junction Chattanooga Choo Choo Kalamazoo Yellow Rose Of Texas	Victor 1939 Victor 1939 Victor 1939 Victor 1939 Victor 1940 Victor 1940 Victor 1941 Victor 1942 Columbia 1955
Miller, Mitch	*King Of The Road	Smash 1965
Miller, Roger	You Always Hurt The One You Love	Decca 1944
Mills Brothers	Paper Doll The Glow-Worm	Decca 1948 Decca 1952
Mitchell, Guy	My Heart Cries For You Singing The Blues	Columbia 1950 Columbia 1957
Modugno, Domenico	Nel Blu Dipinto Di Blu (Volare)	Decca 1958
Monroe, Vaughn	Racing With the Moon There I've Said It Again Ballerina Riders In The Sky	Victor 1941 Victor 1945 Victor 1947 Victor 1949
Monte, Lou	Pepino	Reprise 1963
Mooney, Art	Four Leaf Clover	MGM 1948
Morgan, Russ	Cruising Down The River	Decca 1949
Morse, Ella Mae	Blacksmith Blues	Capitol 1952
McCoy, Clyde	Sugar Blues	Decca 1946
Nelson, Ricky	Teenager's Romance Stood Up Be Bop Baby Poor Little Fool/Lonesome Town Believe What I Say It's Late/Never Be Anyone Else But You Travelin' Man/Hello Mary Lou	Verve 1957 Imperial 1957 Imperial 1958 Imperial 1958 Imperial 1958 Imperial 1959 Imperial 1961
Orbison, Roy	Only The Lonely *Oh, Pretty Woman	Monument 1960 Monument 1964
Page, Patti	Tennessee Waltz Mockingbird Hill I Went To Your Wedding Doggie in the Window Changing Partners Cross Over the Bridge Allegheny Moon	Mercury 1950 Mercury 1950 Mercury 1952 Mercury 1952 Mercury 1953 Mercury 1954 Mercury 1956
Patience & Prudence	Tonight You Belong To Me	Liberty 1956
Paul & Paula	*Hey Paula	Philips 1960
Paul, Les & Mary Ford	How High The Moon Mockin' Bird Hill The World Is Waiting For the Sunrise Vaya Con Dios	Capitol 1947 Capitol 1949 Capitol 1949 Capitol 1953
Penguins	Earth Angel	Dooto 1957
Phillips, Phil	Sea Of Love	Mercury 1959
Pickett, Bobby	Monster Mash	Garpax 1962
Platters	Only You The Great Pretender My Prayer Twilight Time Smoke Gets In Your Eyes	Mercury 1955 Mercury 1955 Mercury 1956 Mercury 1958 Mercury 1959
Playmates	Beep Beep	Roulette 1958
Prado, Perez	Cherry Pink And Apple Blossom White *Patricia	Victor 1955 Victor 1958
Presley, Elvis	Heartbreak Hotel I Want You, I Need You, I Love You Love Me Tender All Shook Up Don't Be Cruel/Hound Dog Too Much Teddy Bear/Loving You Jailhouse Rock Wear My Ring Around Your Neck Don't I Got Stung *Hard Headed Woman A Fool Such As I Stuck On You It's Now Or Never Are You Lonesome Tonight Surrender *Can't Help Falling In Love Good Luck Charm Return To Sender	Victor 1956 Victor 1956 Victor 1956 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1957 Victor 1958 Victor 1958 Victor 1958 Victor 1958 Victor 1959 Victor 1959 Victor 1960 Victor 1960 Victor 1961 Victor 1961 Victor 1962 Victor 1962
Preston, Johnny	Running Bear	Mercury 1960
Price, Lloyd	Stagger Lee Personality	ABC Par 1959 ABC Par 1959

(Continued on Next Page)

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Ray, Johnnie	Cry	Columbia 1951
Rays	Silhouettes	Cameo 1958
Reeves, Jim	He'll Have To Go	Victor 1960
Reynolds, Debbie	Tammy	Coral 1957
Riddle, Nelson	Lisbon Antigua	Capitol 1955
Righteous Bros.	*Soul & Inspiration	Verve 1966
Rodgers, Jimmie	Honeycomb	Roulette 1957
	Kisses Sweeter Than Wine	Roulette 1958
	Secretly	Roulette 1958
	Oh-Oh I'm Falling In Love Again	Roulette 1958
	*Satisfaction	London 1965
Rolling Stones	Walk Right In	Vanguard 1963
Rooftop Singers	The Stripper	MGM 1962
Rose, David	Wild One/Little Bitty Girl	Cameo 1959
Rydell, Bobby		
S Sgt. Barry Saddler	*Ballad Of The Green Berets	RCA Victor 1966
Sakomoto, Kyu	Sukiyaki	Capitol 1963
Sam The Sham & The Pharoahs		
	*Wooly Bully	MGM 1965
Sands, Tommy	Teen Age Crush	Capitol 1957
Santo & Johnny	Sleepwalk	Can-Am 1959
Scott, Jack	My True Love/Leroy	Carlton 1958
	What In The World's Come Over You	Top Rank 1960
	Witch Doctor	Liberty 1958
Seville, David	Chipmunk Song	Liberty 1958
	Alvin's Harmonica	Liberty 1959
	Runaway	Bigtop 1961
Shannon, Del	Mashed Potato Time	Cameo 1962
Sharp, Dee Dee	Begin The Beguine	Victor 1938
Shaw, Artie	Star Dust	Victor 1940
	Summit Ridge Drive	Victor 1940
	Soldier Boy	Scepter 1962
Shirelles	Buttons And Bows	Columbia 1948
Shore, Dinah	Get A Job	Ember 1958
Silhouettes	*Sounds Of Silence	Columbia 1966
Simon & Garfunkel	Young At Heart	Capitol 1954
Sinatra, Frank	*These Boots Are Made For Walking	Reprise 1966
Sinatra, Nancy		
	I Got You Babe	Atco 1965
Sonny & Cher	Rose O'Day	Columbia 1941
Smith, Kate	Temptation	Capitol 1948
Stafford, Jo	Make Love To Me	Columbia 1954
	It's In The Book	Capitol
Standley, Johnny	Wheel Of Fortune	Capitol 1952
Starr, Kay	Rock And Roll Waltz	RCA Victor 1955
	Pink Shoelaces	Crystalette 1958
Stevens, Dodie	Moonglow & Picnic Theme	Decca 1956
Stoloff, Morris	I Hear You Knockin'	Dot
Storm, Gale	To Know Him Is To Love Him	Dore 1958
Todd, Art & Dotty	Chanson D'Amour	Era 1957
Tokens	*The Lion Sleeps Tonight	Victor 1961
Toys	*A Lover's Concerto	Dynavoice 1965
Tucker, Orrin	Oh, Johnny	Columbia 1939
Twitty, Conway	It's Only Make Believe	MGM 1958
	Lonely Blue Boy	MGM 1960
Valens, Ritchie	Donna	Del-Fi 1958
Vaughn, Billy	Melody Of Love	Dot 1956
	Sail Along Silv'ry Moon	Dot 1957
Vaughan, Sarah	Broken Hearted Melody	Mercury 1959
Vee, Bobby	Take Good Care Of My Baby	Liberty 1961
Vinton, Bobby	*Roses Are Red	Epic 1962
Wallace, Jerry	Primrose Lane	Challenge 1960
Ward, Billy	Stardust	Liberty 1957
Waring, Fred	'Twas The Night Before Christmas	Decca 1942
Washington, Dinah & Benton, Brook	Baby (You Got What It Takes)	Mercury 1960
Weavers, The	On Top Of Old Smoky	Decca 1951
Weber, Joan	Let Me Go Lover	Columbia 1954
Weems, Ted	Heartaches	Decca 1950
Welk, Lawrence	*Calcutta	Dot 1961
Whiteman, Paul	Whispering	Victor 1920
	Three O'Clock In The Morning	Victor 1922
Whitfield, David	Cara Mia	London 1956
Whiting, Maggie	The Tree In The Meadow	Capitol 1948
with Jimmy Wakely	Slipping Around	Capitol 1949
Whitman, Slim	Indian Love Call	Imperial 1951
	Secret Love	Imperial 1953
	Rose Marie	Imperial 1954
Williams, Billy	I'm Gonna Sit Right Down	Coral 1957
Williams, Roger	Autumn Leaves	Kapp 1955
Williams, Tex	Smoke, Smoke, Smoke	Capitol
Willis, Chuck	What Am I Living For	Atlantic 1958
Wilson, Jackie	Night/Doggin' Around	Brunswick 1960
Winterhalter, Hugo	Canadian Sunset	Victor 1956
Wooley, Sheb	Purple People Eater	MGM 1958

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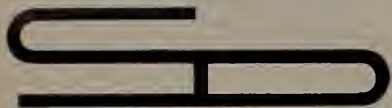
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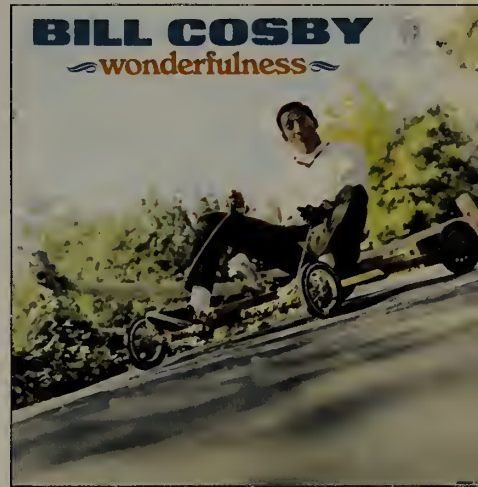
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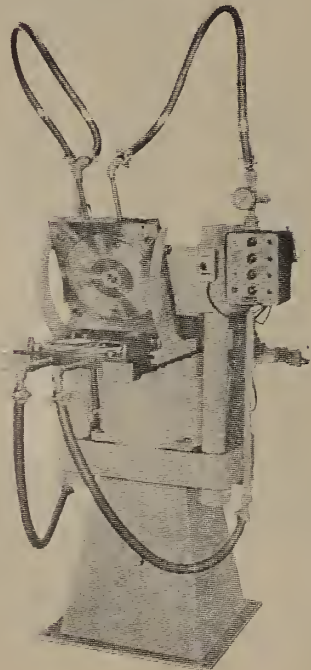
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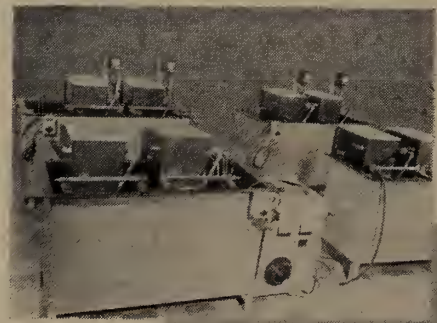
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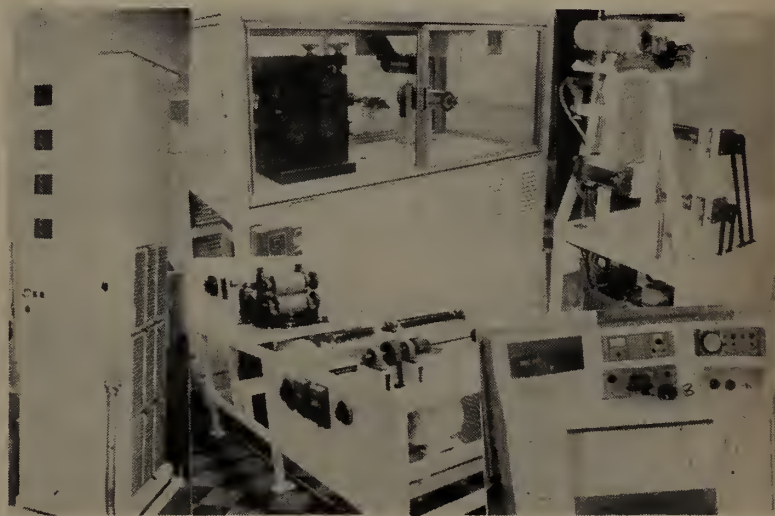
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St. Louis 7, Mo.
Sanford Goldman, Ed Ockel

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Helena, Montana—Ben Hopkins

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Verham News
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Record Distributors
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•Metropolitan Supermarket Services
1601 W. Edgar Rd.
Linden, N.J.—Charlie McAllister

•National Merchandising Services
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Market Merchandisers Inc.
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•Mershaw Of America
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Charles Schlang

•Almor Playtime Co. Inc.
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All Record Dist.
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Astoria, L.I.C., N.Y.—Michael Lajacoma

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Brooklyn 5, N. Y.

Candy Stripe Records
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Fine Tone Audio Prod.
7111 20th Ave.
Brooklyn, New York—Stuart Mont

Met Richmond Record Sales
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Brooklyn 36, N.Y.—David Last

Rack Profits
24 E. 52nd St.
Brooklyn, N. Y.—Sy Friedman

B&R Record Dist.
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Bronx, N.Y.—Jack Baum

Kaco Ent.
2444 Throop Ave.
Bronx, N. Y.

Tiechner & Co.
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•Disciples Inc.
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Buffalo, N. Y.—Carl Glazer

Transcontinent Record Sales
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Buffalo, N. Y.—
Leonard Silver, Steve Brodie

National Bag-O-Tunes, Inc.
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Cambria Heights 11, N. Y.

Tak-A-Tay Inc.
102-05 Northern Blvd.
Corona, N. Y.—Jack Israel

Bacar Sales
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Deer Park, L. I., N. Y.
William Bernstein

Guy Barry Ent.
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East Rockaway, N.Y.

•Merco Distributors
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Garden City, New York
Jack Grossman

Service Housewares
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Garden City Park, L. I., N. Y.

Variety House
12 Copeland Ave.
Geneva, N. Y.

Reliable Record Co.
P.O. Box 136
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Latham, New York

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Arovox Record Corp.
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New York City, New York—
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Independent Record Promotions
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New York, N. Y. 10011—Larry Guttenplan

National Record Dist.
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New York, N. Y.—Ed Stein

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Manchester Rd.
Poughkeepsie, N. Y.—Lou Kustas

Finger Lake Home Mds. Co.
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Rochester, N. Y.—Bill Cyrkin

Statewide Record Sales
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Superior Mds. Co.
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•Mershaw Of N. Y. Inc.
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Syracuse 3, N. Y.

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Syracuse, N. Y.

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Charlotte, N. C.

•Dixie News Co.
2100 Freedom Dr.
Charlotte, N. C.
Tim Braswell—DeWitt Brown

Handleman Co.
320 Isley St.
Greensboro, N. C.—Charles Justice

Rocky Mount News
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Rocky Mount, N. C.

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OHIO

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Bedford, Ohio

Valley Enterprises
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Chagrin Falls, Ohio

Album Record Sales of America
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Cincinnati, Ohio—LeRoy Goodlander

Joyce Dist.
1111 Paxton
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4508 Homer St.
Cincinnati 27, Ohio

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Modern Record Rack Service
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•Stark Record Service
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Universal Music
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Cleveland, Ohio

Handleman & Co.
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John J. Getreu & Son Inc.
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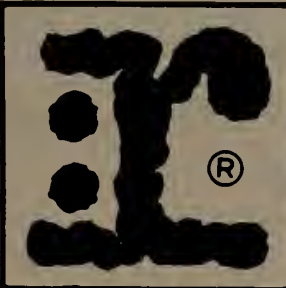
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Houston, Texas—Bud Daily

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Lubbock, Texas

Melo-D-Lane
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Lubbock, Texas—Paul Brink

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Seattle, Wash.

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•Tip Top Music
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Seattle, Wash.

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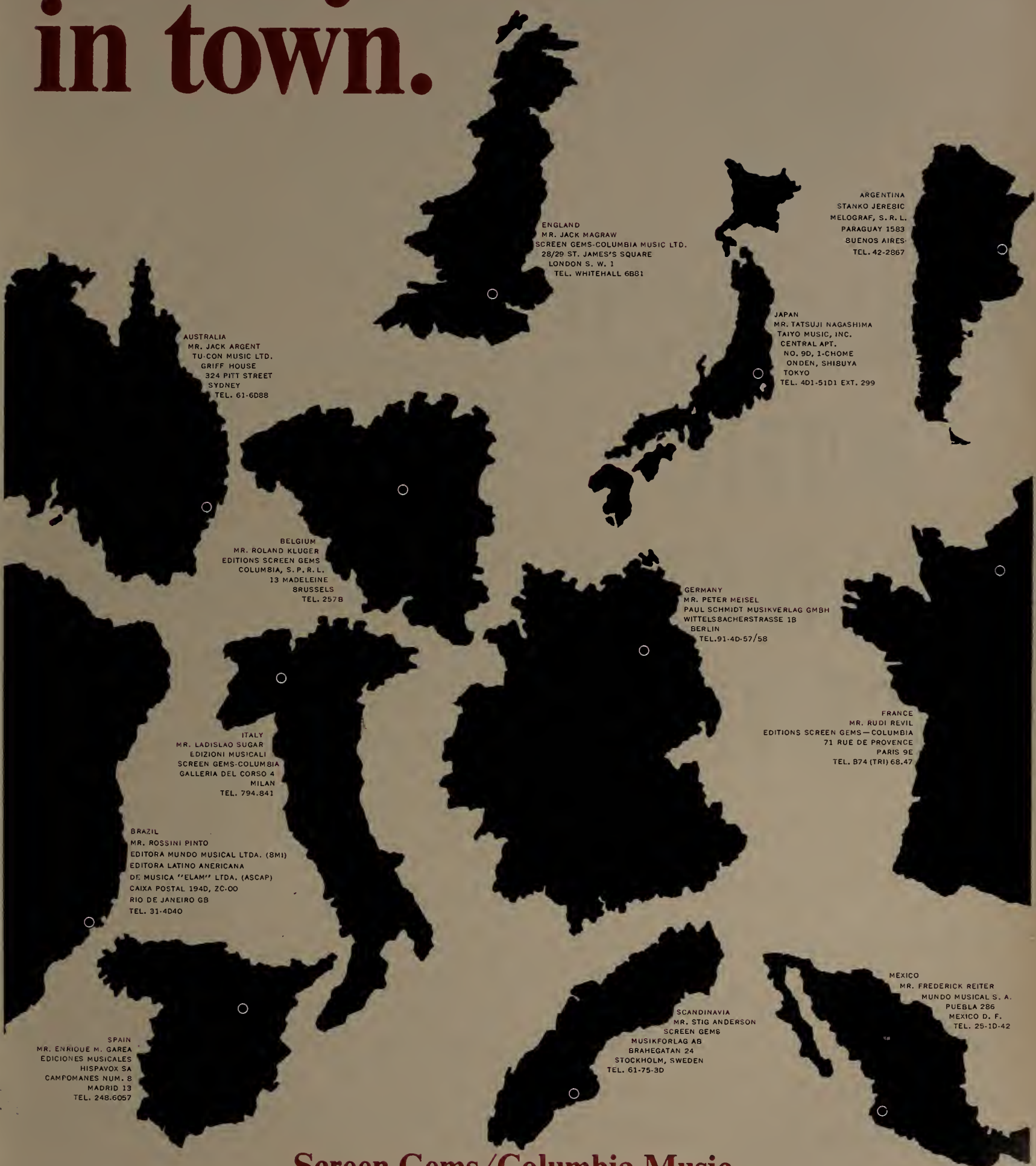
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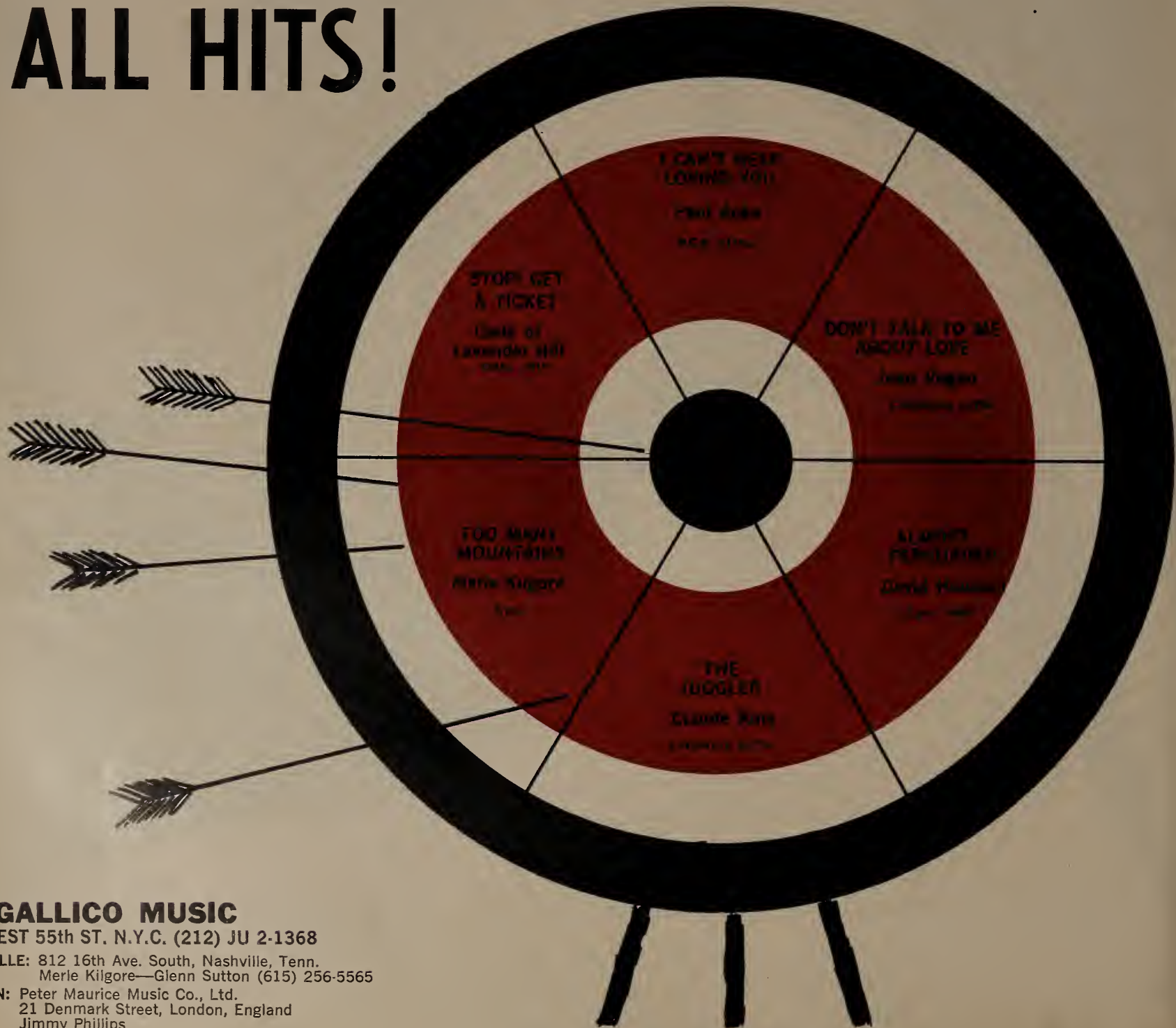
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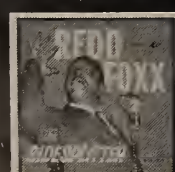
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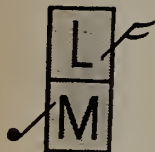
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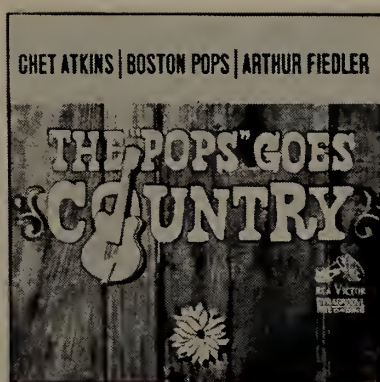
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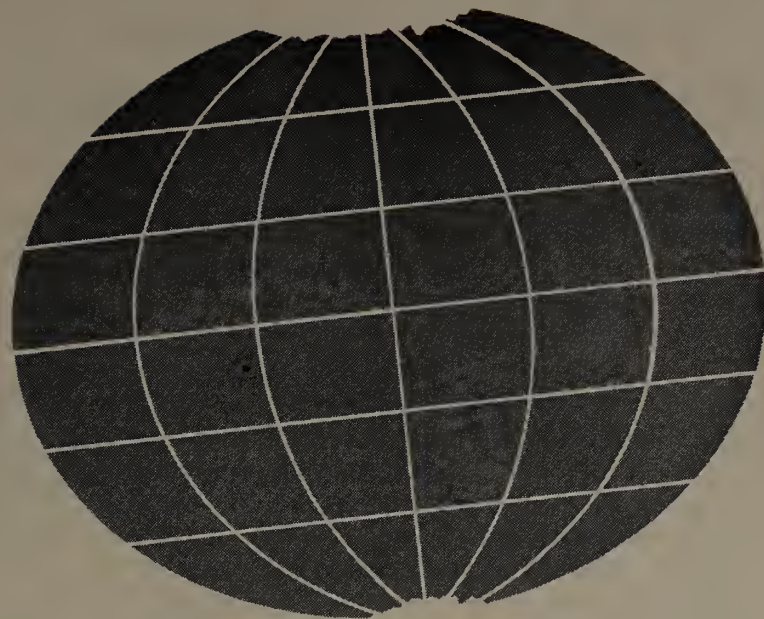
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 1. HARDEN TRIO—(COLUMBIA)
 2. BLUE BOYS—(RCA VICTOR)
 3. DICK CURLESS & KAY ADAMS—(TOWER)

MOST PROGRAMMED INSTRUMENTALIST

1. CHET ATKINS—(RCA VICTOR)
2. BUCK OWENS—(CAPITOL)
3. PHIL BAUGH—(LONGHORN)

MOST PROMISING INSTRUMENTALIST

1. PHIL BAUGH—(LONGHORN)
2. WELDON MYRICK—(RCA VICTOR)
3. LLOYD GREEN—(LITTLE DARLIN')

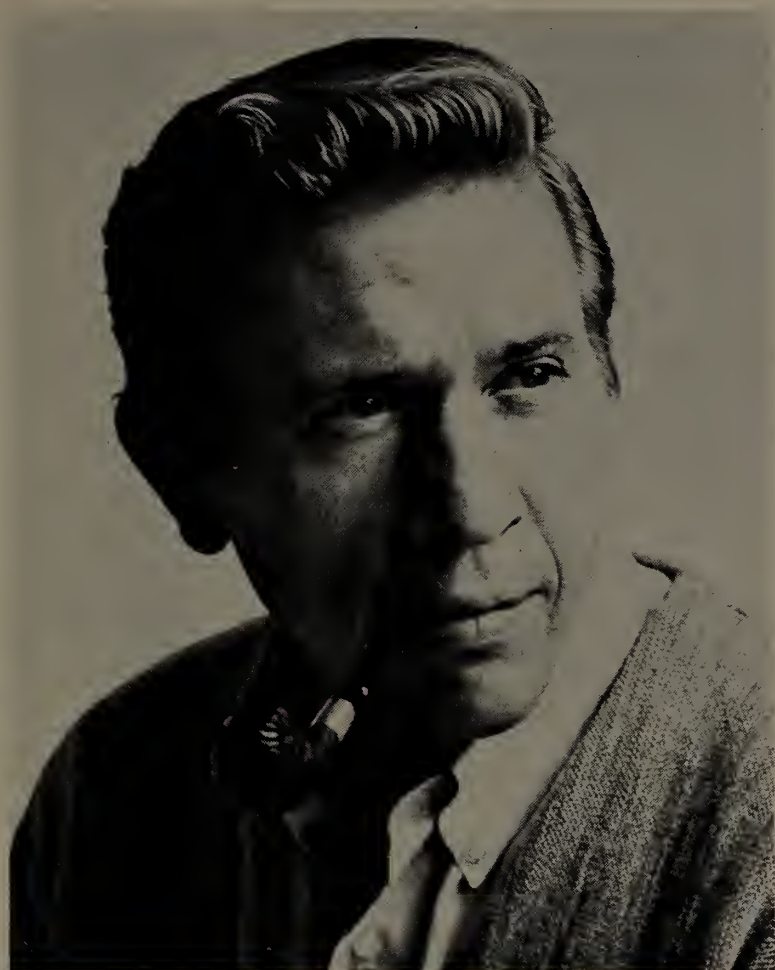
MOST PROGRAMMED BAND

1. BUCKAROOS—(CAPITOL)
2. TEXAS TROUBADORS—(DECCA)
3. BRAZOS VALLEY BOYS—(CAPITOL)

#1 — MALE VOCALIST

#1 — ORCHESTRA (The Buckeroos)

#1 — MOST PROGRAMMED SINGLE ("Waitin' In Your Welfare Line")



*It takes people
like you
to make people
like
me—*

*Thanks,
Buck*

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(Capitol T/ST 2497)

"Roll Out the Red Carpet"

(Capitol T/ST 2443)

Current Single:

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COLUMBIA 

COUNTRY POLL WINNERS

COUNTRY VOCAL GROUPS

WILBURN BROS.—DECCA
BROWNS—RCA VICTOR
STATLER BROS.—COLUMBIA
Harden Trio—Columbia
Flatt & Scruggs—Columbia
Osborne Bros.—Decca
Blue Boys—RCA Victor
Jim & Jessie—Epic
Carter Family—Columbia
Butlers—Columbia
George Jones & Gene Pitney—Musicor

Glaser Bros.—MGM
Louvin Bros.—Capitol
Jordanares—Columbia
Willis Bros.—Starday
Bill Anderson & Jan Howard—Decca
Johnny & Joanie Mosby—Columbia
Wilma Lee & Stoney Cooper—Decca
Anita Kerr Singers—RCA Victor
George Jones &
Melba Montgomery—Musicor

MOST PROGRAMMED COUNTRY SINGLE

WAITIN' IN YOUR WELFARE LINE—BUCK OWENS
GIDDYIP GO-RED SOVINE—STARDAY
MAKE THE WORLD GO AWAY—EDDY ARNOLD—RCA VICTOR
Tiger By The Tail—Buck Owens—Capitol
The Bridge Washed Out—Warner Mack—Decca
I Want To Go With You—Eddy Arnold—RCA Victor
Engine, Engine #9—Roger Miller—Smash
Green, Green Grass of Home—Porter Wagoner—RCA Victor
If I Talk To Him—Connie Smith—RCA Victor
Ballad Of The Green Berets—S/Sgt Barry Sadler—RCA Victor
The One On The Right Is the Left—Johnny Cash—Columbia
Is It Really Over—Jim Reeves—RCA Victor
Buckaroo—Buck Owens—Capitol
Tippy Toeing—Hardin Trio—Columbia
The Race Is One—George Jones—Musicor
Flowers On The Wall—Statler Bros.—Columbia
Born Loser—Don Gibson—RCA Victor
May The Bird Of Paradise Fly Up Your Nose—Little Jimmy Dickens—Columbia
Behind The Tear—Sonny James—Capitol
What's He Doing In My World—Eddy Arnold—RCA Victor

COUNTRY ALBUMS

BEST OF JIM REEVES—RCA VICTOR
MY WORLD—EDDY ARNOLD—RCA VICTOR
I'VE GOT A TIGER BY THE TAIL—BUCK OWENS—CAPITOL
Roll Out The Red Carpet—Buck Owens—Capitol
The Other Woman—Ray Price—Columbia
Golden Hits Of Roger Miller—Smash
Instrumental Hits Of Buck Owens & the Buckaroos—Capitol
Behind The Tear—Sonny James—Capitol
Before You Go/No One But You—Buck Owens—Capitol
Cute 'n Country—Connie Smith—RCA Victor
On The Bandstand—Buck Owens—Capitol
Blue Kentucky Girl—Loretta Lynn—Decca
First Thing Every Morning—Jimmy Dean—Columbia
Buck Owens Songbook—Capitol
Roger And Out—Roger Miller—Smash
Country Willie—Willie Nelson—RCA Victor

COUNTRY BANDS

BUCKAROOS—CAPITOL
TEXAS TROUBADORS—DECCA
BRAZOS VALLEY BOYS—CAPITOL
Leon McAuliffe's Cimmaron Boys—Capitol
Flatt & Scruggs—Columbia
Cherokee Cowboys—Columbia
Jones Boys—Musicor
Bob Wills—
Southern Gentlemen—Capitol

COUNTRY INSTRUMENTALISTS

CHET ATKINS—RCA VICTOR
BUCK OWENS—CAPITOL
PHIL BAUGH—LONGHORN
Floyd Cramer—RCA Victor
Roy Clark—Capitol
Pete Drake—Smash
Merle Travis—Capitol
Jimmy Martin—Decca
Ernest Tubb—Decca
Billy Grammer—Epic
Joe Maphis—Mosrite
Jimmy Bryant—Imperial
Buck Ryan & Smitty Irvin—
Boots Randolph—Monument
Hank Snow—RCA Victor

WAYLON JENNINGS

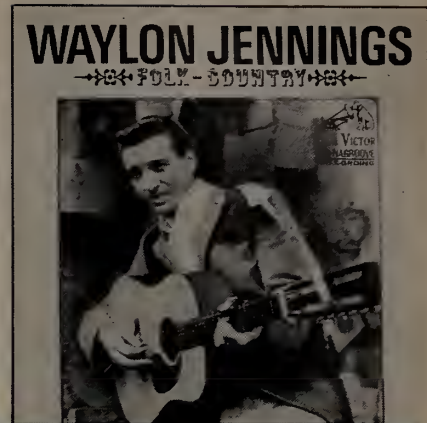
MOST PROMISING UP & COMING

MALE VOCALIST

New entry in the country field walks off with the top award. No wonder! His new single "Time to Bum Again" c/w "Norwegian Wood" #8822 and latest album "Folk—Country" LPM/LSP-3523 are two of the best reasons.

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MALE VOCALIST

1966

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Jean Shepard

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COUNTRY UP & COMING MALE VOCALISTS

WAYLON JENNINGS—RCA VICTOR	Barry Sadler—RCA Victor
RAY PILLOW—CAPITOL	David Houston—Epic
MERLE HAGGARD—CAPITOL	Hank Williams, Jr.—MGM
DICK CURLESS—TOWER	Jack Green—Decca
Johnny Dollar—Columbia	Bob Luman—Hickory
Buddy Cagle—Imperial	Van Trevor—Band Box
Bill Philips—Decca	Jimmy Jay—Hickory
Warner Mack—Decca	Don Bowman—RCA Victor
Red Simpson—Capitol	Billy Mize—Columbia

COUNTRY UP & COMING FEMALE VOCALISTS

JEANNIE SEALLY—MONUMENT	Jody Miller—Capitol
WILMA BURGESS—DECCA	Connie Smith—RCA Victor
KAY ADAMS—TOWER	Boots Till—Copa
Bonnie Owens—Capitol	Dottie West—RCA Victor
Liz Anderson—RCA Victor	Wanda Faye—Columbia
Lois Johnson—Epic	Bonnie Guitar—Dot
Lorene Mann—RCA Victor	Melba Montgomery—Musicor

COUNTRY UP & COMING INSTRUMENTALISTS

PHIL BAUGH—LONGHORN	Buckaroos—Capitol
WELDON MYRICK—RCA VICTOR	Ray Edenton—Columbia
LLOYD GREEN—LITTLE DARLIN'	Mack Magaha—
Roy Clark—Capitol	Harold Morrison—Decca
Jimmy Bryant—Imperial	Buck Trent—

COUNTRY UP & COMING VOCAL GROUPS

STATLER BROS.—COLUMBIA	Bonnie Owens—Capitol
HARDEN TRIO—COLUMBIA	Gene Pitney &
BLUE BOYS—RCA VICTOR	Melba Montgomery—Musicor
DICK CURLESS &	Willis Bros.—Starday
KAY ADAMS—TOWER	Browns—RCA Victor
Osborne Bros.—Decca	Jean Sheppard & Ray Pillow—Capitol
George Jones & Gene Pitney—Musicor	Canadian Sweethearts—A & M
Merle Haggard &	Stonemans—MGM

COUNTRY MALE VOCALISTS

BUCK OWNES—CAPITOL	Willie Nelson—RCA Victor
EDDY ARNOLD—RCA VICTOR	Dave Dudley—Mercury
JIM REEVES—RCA VICTOR	Hank Locklin—RCA Victor
Roger Miller—Smash	Del Reeves—United Artists
George Jones—Musicor	Marty Robbins—Columbia
Warner Mack—Decca	Hank Snow—RCA Victor
Bill Anderson—Decca	Bobby Bare—RCA Victor
Ray Price—Columbia	Jimmy Dean—Columbia
Porter Wagoner—RCA Victor	Carl Belew—RCA Victor
Johnny Cash—Columbia	Red Sovine—Starday
Sonny James—Capitol	Waylon Jennings—RCA Victor
Ray Pillow—Capitol	Merle Haggard—Capitol
Stonewall Jackson—Columbia	Don Gibson—RCA Victor
Charlie Louvin—Capitol	Barry Sadler—RCA Victor
Ernest Ashworth—Hickory	Nat Stuckey—Paula

COUNTRY FEMALE VOCALISTS

CONNIE SMITH—RCA VICTOR	Jean Sheppard—Capitol
LORETTA LYNN—DECCA	Bonnie Owens—Capitol
DOTTIE WEST—RCA VICTOR	Skeeter Davis—RCA Victor
NORMA JEAN—RCA VICTOR	Jody Miller—Capitol
Kitty Wells—Decca	Melba Montgomery—Musicor
Wilma Burgess—Decca	Jan Howard—Decca
Wanda Jackson—Capitol	Rose Maddox—Cathay

JIM REEVES

**MOST PROGRAMMED ALBUM
(PAST 12 MONTHS)**

"The Best of Jim Reeves, Volume 2" LPM/LSP-3482(e) is enduring proof of Jim Reeves' great talent and lasting appeal. Jim's latest single is "Distant Drums" c/w "Old Tige" # 8789. Stock 'em both.

RCA VICTOR 
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COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
1 TAKE GOOD CARE OF HER	1	14 PUT IT OFF UNTIL TOMORROW	8
(George Paxton, Recherche—ASCAP) Sonny James (Capitol 5612)		(Combine—BMI) Bill Phillips (Decca 31901)	
2 WOULD YOU HOLD IT AGAINST ME	2	15 CATCH A LITTLE RAINDROP	14
(Tree—BMI) Dottie West (RCA Victor 8770)		(Al Gallico—BMI) Claude King (Columbia 43510)	
3 THINK OF ME	5	16 STANDING IN THE SHADOWS	18
(Blue Book—BMI) Buck Owens (Capitol 5647)		(Ly—Rann—BMI) Hank Williams, Jr. (MGM 13504)	
4 TALKIN' TO THE WALL	4	17 YOU AIN'T WOMAN ENOUGH	25
(Pageboy—SESAC) Warner Mack (Decca 31911)		(Sure-Fire—BMI) Loretta Lynn (Decca 31966)	
5 DON'T TOUCH ME	6	18 AIN'T HAD NO LOVIN'	21
(Pomper—BMI) Jeannie Seely (Monument 933)		(Blue Crest—BMI) Connie Smith (RCA Victor 8842)	
6 DISTANT DRUMS	3	19 BORN TO BE IN LOVE WITH YOU	23
(Champion—BMI) Jim Reeves (RCA Victor 8789)		(Stonestrow—BMI) Van Trevor (Band Box 367)	
7 EVIL ON YOUR MIND	9	20 DAY FOR DECISION	26
(Wilderness—BMI) Jan Howard (Decca 31933)		(Moss-Rose—BMI) Johnny Sea (Warner Bros. 5820)	
8 THE LAST WORD IN LONESOME IS ME	7	21 STEEL RAIL BLUES	22
(Tree—BMI) Eddy Arnold (RCA Victor 8878)		(Witmark—ASCAP) George Hamilton IV (RCA Victor 8797)	
9 SWINGING DOORS	10	22 I LOVE YOU DROPS	11
(Bluebook—BMI) Merle Haggard (Capitol 5600)		(Moss-Rose—BMI) Bill Anderson (Decca 31890)	
10 DON'T TOUCH ME	12	23 THE LOVIN' MACHINE	28
(Pamper—BMI) Wilma Burgess (Decca 31941)		(Window, Mayhew—BMI) Johnny Paycheck (Little Darlin' 008)	
11 A WAY TO SURVIVE	13	24 TIME TO BUM AGAIN	32
(Pamper—BMI) Ray Price (Columbia 43560)		(Bamble—BMI) Waylon Jennings (RCA Victor 8822)	
12 I'LL TAKE THE DOG	16	25 THE COUNT DOWN	20
Jean Shepard & Ray Pillow (Capitol 5633)		(Hank's—BMI) Hank Snow (RCA Victor 8808)	
13 (YES) I'M HURTING	17		
(Acuff-Rose—BMI) Don Gibson (RCA Victor 8812)			
		26 STOP THE START (OF TEARS IN MY HEART)	15
		(Zonelis—BMI) Johnny Dollar (Columbia 43537)	
		27 I'LL LEAVE THE SINGING TO THE BLUEBIRDS	24
		(Blue Echo—BMI) Sheb Wooley (MGM 13477)	
		28 IT'S ALL OVER	34
		(Wilderness—BMI) Kitty Wells (Decca 31957)	
		29 GET YOUR LIE THE WAY YOU WANT IT	33
		(Blue Crest—BMI) Bonnie Guitar (Dot 16872)	
		30 OLD BRUSH ARBORS	37
		(Glad—BMI) George Jones (Musicor 1174)	
		31 A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU	29
		(Bluebook—BMI) Dick Curless/Kay Adams (Tower 226)	
		32 HIGHWAY PATROL	38
		(Central—BMI) Red Simpson (Capitol 5637)	
		33 HISTORY REPEATS ITSELF	19
		(Glaser—BMI) Buddy Starcher (Boone 1038)	
		34 I JUST CAME TO SMELL THE FLOWERS	36
		(Acclaim—BMI) Porter Wagoner (RCA Victor 8800)	
		35 FLOWERS FOR MAMA	27
		(Glad—BMI) George Jones (Musicor 1174)	
		36 ALMOST PERSUADED	45
		(Al Gallico—BMI) David Houston (Epic 10025)	
		37 THE RIGHT ONE	41
		(Jack—BMI) Statler Brothers (Columbia 43624)	
		38 BECAUSE IT'S YOU	43
		Wanda Jackson (Capitol 5645)	
		39 LONELYVILLE	44
		(Four Star Sales—BMI) Dave Dudley (Mercury 7258)	
		40 GIDDY UP—DO NUT	39
		(Storday—BMI) Don Bowman (RCA Victor 8811)	
		41 TUPELO COUNTY JAIL	40
		(Jack—BMI) Stonemans (MGM 13466)	
		42 ADIOS, ALOHA	42
		(Wilderness—BMI) Canadian Sweethearts (A&M 798)	
		43 THE STREETS OF BALTIMORE	49
		(Glaser—BMI) Bobby Bare (RCA Victor 8851)	
		44 THE WORLD IS ROUND	47
		(Four Star—BMI) Roy Drusky (Mercury 72586)	
		45 I CAN'T KEEP AWAY FROM YOU	—
		(Bronze—SESAC) Wilburn Bros. (Decca 31974)	
		46 I'M A NUT	57
		(Sleepy Hollow—ASCAP) Leroy Pullins (Kapp 758)	
		47 SWEET TEMPTATION	48
		(American—BMI) Carl Smith (Columbia 43599)	
		48 A MILLION AND ONE	—
		(Silver Star—BMI) Billy Walker (Monument 943)	
		49 DOGGIN' IN THE U.S. MAIL	—
		(English—BMI) Hal Willis (Sims 288)	
		50 CHICKEN FEED	51
		(Horbot—SESAC) Bobbi Staff (RCA Victor 8833)	
		51 LITTLE OLD WINE DRINKER	—
		Charlie Walker (Epic 10021)	
		52 GOIN' TO THE DOGS	—
		Calhoun Twins (Monument 936)	
		53 BE SERIOUS, ANN	—
		Tommy Collins (Columbia 43628)	
		54 COLOURS	—
		Flatt & Scruggs (Columbia 43627)	
		55 WALLPAPER ROSES	—
		Jerry Wallace (Mercury 72589)	
		56 SWEET LOVE AND HAPPINESS	—
		Faron Young (Mercury 72576)	
		57 TAXPAYER'S LITTLE	—
		Buddy Starcher (Decca 31975)	
		58 I'M THE MAN	—
		Red Sovine (Starday 766)	
		59 BOTTOMLAND	—
		Tex Williams (Boonie 1040)	
		60 HARD TIMES	—
		Osborne Brothers (Decca 31977)	

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LATEST ALBUM
CL 2443
CS 9243



COLUMBIA

CONNIE SMITH

MOST PROGRAMMED FEMALE

Good things come in small packages and this little gal keeps on rolling up the awards. Connie's latest: "Ain't Had No Lovin'" c/w "Five Fingers to Spare" # 8842—"Miss Smith Goes to Nashville" LPM/LSP-3520.

RCA VICTOR

The most trusted name in sound





COUNTRY REVIEWS

B+ very good
B good

C+ fair
C mediocre

THE CASH BOX BULLSEYE



A LONER (1:59) [Cedarwood, BMI—Walker, Powell]

LOVE'S SOMETHING (2:17) [Cedarwood, BMI—Pierce, Powell, Walker]
WEBB PIERCE (Decca 31982)

Webb Pierce can certainly count on chalking up a heap of sales with this cutie called "A Loner." Side is a charming, easy-paced romance item with a real infectious sound, done up in the chanter's usual fine style. "Love's Something (I Can't Understand)" is a plaintive, melancholy tale of woe.

I DREAMED I SAW AMERICA ON HER KNEES (2:21)
[Warden, BMI—Mullins]

WHEN I REACH THAT CITY (1:40)
[Winsett, SESAC—Winsett, Oatman]

PORTER WAGONER (RCA Victor 8882)

Currently climbing the charts with "I Just Came To Smell The Flowers," Porter Wagoner is a good bet to score with this stanza tabbed "I Dreamed I Saw America On Her Knees." Lid is a strong, feelingful recitation about mankind's return to faith. "When I Reach That City" is a lively effort taken from the LP, "The Grand Old Gospel," which also features the Blackwood Brothers Quartet.

AT EASE HEART (2:05) [Acuff-Rose, BMI—Jay]

THE NEAREST THING TO HEAVEN (2:09) [Acuff-Rose, BMI—Worth]
ERNIE ASHWORTH (Hickory 1400)

Not far behind his "I Wish" charter, Ernie Ashworth is sure to score well with this latest stand dubbed "At Ease Heart." The side is a medium-paced, chorus-backed thumper about a guy trying to shuck the blues. "The Nearest Thing To Heaven" is a warmhearted romancer.

I REMEMBER YOU (2:30) [Paramount, ASCAP—Mercer, Schertzing]

A TRAVELIN' MAN (2:15) [Turner, Nilsson]
SLIM WHITMAN (Imperial 66181)

Here's an item by Slim Whitman that should at least equal his recent "Twelfth Of Never" effort in the sales department. This one, "I Remember You," is another revival, sweetened with the inimitable Whitman sound. Buyers and spinners should like it. "A Travelin' Man" is a slow-moving, lonesome-sounding blueser.

WHAT IS AN AMERICAN (2:23) [Tarheel, BMI—Arr: York]

LIVE SOME WHILE YOU'RE HERE (2:01) [Starday, BMI—Spruce]
MINNIE PEARL (Starday 764)

Just off her recent comic platter, "Giddyup Go Answer," Minnie Pearl should be right back in the money-making scene with this item called "What Is An American." A light, philosophical narrative on the behavior patterns of Americans, the deck should capture lots of attention. "Live Some While You're Here" is a happy-go-lucky charmer.

IF TEARDROPS WERE SILVER (2:17) [Tree, BMI—Wayne]

OUTSTANDING IN YOUR FIELD (2:07)
[Screen Gems-Columbia, BMI—Lee]
JEAN SHEPARD (Capitol 5681)

Hot on the heels of her recent smash, "Many Happy Hangovers To You," Jean Shepard is set to do a lot more Top 50 business with this item tabbed "If Teardrops Were Silver." A very pretty, bittersweet heartbreaker, the tune gets a good job from the lark. "Outstanding In Your Field" is a cute, percolatin' bouncer with an appealing flavor.

CRUMBS OF YOUR LOVE (2:10)

[Jomac, Page Boy, SESAC—McDaniels]

COUNTRY MUSIC (2:05) [Sun-Vine, BMI—Grean]
COMPTON BROTHERS (Dot 16899)

The Compton Brothers have made an impressive Dot debut with this stand called "Crumbs Of Your Love." The group comes off in excellent fashion with this lid, which is a twangy, midtempo blueser. Flip, "Country Music," is a walloping, high-steppin' novelty which may also garner plenty of action.



COUNTRY REVIEWS

B+ very good
B good

C mediocre
C+ fair

THE CASH BOX BULLSEYE



MY TINY MUSIC BOX (2:21) [Glad, BMI—Montgomery]

HE'S OUT THERE WITH HER SOMEWHERE (2:33)
[Blue Crest, BMI—Frazier, Owens]

MELBA MONTGOMERY (Musicor 1182)

Melba Montgomery draws a bead on chartsville with this newie called "My Tiny Music Box." The tune is a heart-tugging, tear-jerking tale of a gal who has only a past birthday present for memories. Undercut, "He's Out There With Her Somewhere," is also a blues-filled weeper, equally well done.

STEPPING OUT OF THE PICTURE (2:20) [Central Songs, BMI—Buck]

BEFORE YOU DIE (2:29) [Central Songs, BMI—Bare]

GARY BUCK (Tower 252)

A former chart-topper, Gary Buck could zoom back into the national sales picture via this top-flight effort called "Stepping Out Of The Picture." The songster dishes up a feelingful, mid-tempo blueser in an emotion-filled style sure to catch a lot of ears. "Before You Die" is a swaying, sentimental goodie.

IT JUST HAPPENED THAT WAY (2:40) [Pamper, BMI—Carter, Jr.]

I STILL BELIEVE (2:15) [Vaughn Horton, ASCAP—Horton]

ELTON BRITT (ABC-Paramount 10819)

Long absent from the charts, Elton Britt makes a strong bid to regain his former prominence with this deck dubbed "It Just Happened That Way." The lid is a downhearted, tear-filled ballad that could gain lots of attention. "I Still Believe" is a loping, rhythmic item with a very pleasant sound.

WOULDN'T YOU (2:10) [Monte Verde, BMI—Harris, Maddox]

ROSE MADDOX & TINY HARRIS (Cathay 1150)

Still a favorite with a great many country listeners, Rose Maddox has teamed up on her Cathay debut with Tiny Harris for what should be an excellent sales piece. A traditionally-oriented, twangy weeper, the side should quickly re-establish her in the big picture. No information available on the flip side at press time.

YOUR SPECIAL DAY (Happy Birthday Mom) (2:56)
[D&L, BMI—Lorrie]

JUST COUNT THE TEARS I'M GONE (2:50)
[Gary S. Paxton, BMI—Paxton]

MYRNA LORRIE (Gaiety 115)

Absent from the recording scene for quite a spell, Myrna Lorrie can churn up plenty of action with this lid titled "Your Special Day (Happy Birthday Mom)." Tune is a sentimental, warmhearted single-talkie which should attract lots of attention. "Just Count The Tears I'm Gone" is a twangy tale of a gal who's had enough. Also effective.

BOBBY JOBE (Trac 104)

(B+) OUT OF PLACE (2:50)
[Owen, BMI—Nixon] Bobby Jobe could garner some nice action with this plaintive, touching tale of a man who falls for a gal who's out of his league.

(B) ALL THE LONELINESS (2:25) [Owen, BMI—Salter, Jobe] Undercut is a rompin', stompin' raunchy heartbreaker.

PEE WEE KING (Cuca 1275)

(B+) HOPE, FAITH AND LOVE (1:54) [Ridgeway, BMI—Stewart, King] Pee Wee King can easily step back into the spotlight with this galloping, low-key saga of a man who learns to believe.

(B+) HISTORY REPEATS ITSELF (2:39) [Glaser, BMI—Starcher] This side is a potent cover of the Buddy Starcher smash.

DON KIRKLAND (Delta 413)

(B+) WHAT ABOUT THEM (2:25) [Howl, BW BMI—Davis] Don Kirkland stands an excellent chance to jump into the big picture with this sentimental, twangy tale of a cheating couple.

(B) COME ON OVER (1:55) [Howl, BW BMI—Davis] Flip is a light, bouncy takeoff on a popular cigarette commercial.

LEE ROSE (Country Hit 402)

(B) LIVING ON THE WILD SIDE OF LIFE (2:40) [Sunnybrook, BMI—Rose, Rosamond] Lee Rose may cause a stir with this twangy, warning-filled tale of a man whose woman plays around.

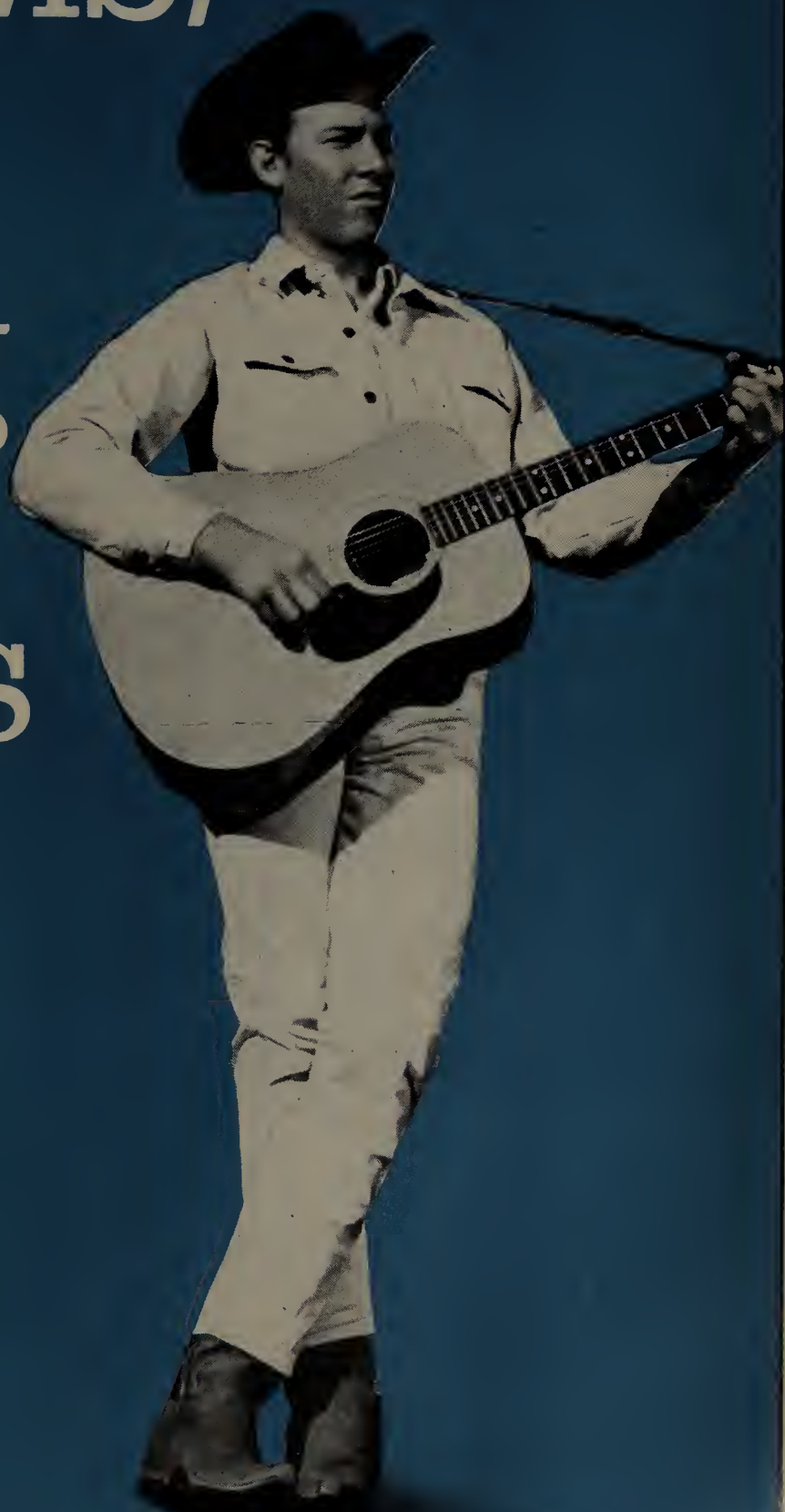
(B) LONELY IN HEART-LONELY IN MIND (2:27) [Big D, BMI—Rose, Rosamond] Flip is a throbbing tale of sorrow and heartache.

The Country Song and
Performance of the Year!

HANK WILLIAMS, JR.

Standing in the Shadows

K-13504



MGM



RECORDS

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

Loretta Lynn's latest tour was interrupted last week when she came very close to succumbing to exhaustion through overwork. After nearly passing out, Loretta was flown to Nashville and immediately checked into Miller's Clinic. All of us here would like to extend our sincere wishes for a speedy recovery to one of the sweetest gals in the business. Hurry up back, Loretta.

Never let it be said that Country Music has no heart . . . at least not in Kansas. Kansans throughout the state today are "thanking goodness" for the likes of the guys with the guitars and fiddles. The recent vicious tornadoes wrought complete havoc in most areas of the state, and specifically in the Topeka area, where a large contingent of country musicians were set to perform last night. Loss was estimated in the millions, and the Topeka Auditorium, site of the show, was left in shambles—but the show went on.

Veteran Mid-west Promoter Hap Peebles, and the entertainment entourage, headlined by Ferlin Husky, Wilma Lee and Stoney Cooper, and Stringbean, along with the Taylor Sisters, Leon Douglas, Vern Stovall and Janet McBride, produced a marathon benefit through WIBW-TV and The Kansas State Network. Proceeds of the spectacular were donated to the Red Cross and Salvation Army. Highlight of the fund raiser, emceed by Peebles with time donated by the art-

is staged for Dreamer Pickup Camper owners only and is sponsored by Travel Industries, Inc., the Oswego, Kan. national marketing and advertising agency for Dreamer pickup campers and other outdoor recreational vehicle products.

WSM prexy John DeWitt, Rex G. Howell of KREX-Grand Junction, Colo. and WPTF-Raleigh topper R. H. Mason have been elected to the board of directors of BMI. The three replace retiring directors Leonard Kapner,

came off one of the most unique in the annals of local country music taping. It featured a call from the hospital to an expectant father with the news of his new arrival! The viewers' treat was a complete surprise sprung on Van Stoneman and secretly set up by his brothers and sisters for ultimate right in the midst of an old fashioned nation-wide showing. The family was right in the midst of an old fashioned footstomper when emcee Bob Jennings "interrupted" with an emergency phonecall for Van, who received the announcement, forever captured on film, with a typical expectant father's "calmness." It was a 6½ lb. son for the singer, but no big deal for 73-year-old Pop Stoneman. Pop kept right on picking, though softly, and explained afterwards that he's "kinda used to that sorta stuff," since the youngun was only his 33rd grandchild. Then things went back to normal, and the show went on. Mother and child are both doing well.



LORETTA LYNN



LLOYD GREEN



CONNIE SMITH

ists, was an appeal by Topeka Mayor Charles Wright and a similar video tape request by President Lyndon B. Johnson.

Grand Ole Opry regulars Grandpa Jones and Porter Wagoner will be celebrity attractions at this year's third national Dreamer Rally at Beech Bend Park, Bowling Green, Ky., July 20-23. Jones has been named the Rally's official "Coachmaster" and will preside over rally activities expected to attract approximately 4,000 camper fans from across the nation. Porter and the Wagonmasters will provide entertainment on July 22. The Rally

Robert O. Reynolds and Ward L. Quaal.

Jimmy Dean flew to London, June 2 to host the Hippodrome Show, to be shown on American TV screens as a summer replacement for Red Skelton. Dean remained in London until June 8 when he returned for a two-week engagement at the Latin Casino in Camden.

Lloyd "Green Strings" Green has just come up with his first album for Little Darlin' Records, in fact his first album for any label. The LP, "Day For Decision," is an instrumental adaptation of the Johnny Sea smash and has already found tremendous acceptance at distributor levels. Looks like the LP may find the same acceptance on the consumer level. . . . A Little Darlin' P.S.—Don's forget Sam Teardrop.

Ronnie Self, award-winning songwriter from Springfield, Mo., has been signed to an exclusive writing contract with the Cedarwood pubbery. Self's major musical accomplishments have been with Brenda Lee, for whom he penned such tunes as "I'm Sorry," "Sweet Nothings," "Eventually," "Everybody Loves Me But You" and her most recent item, "It Takes One To Know One." Other artists with successful Self-tunes to their credit include Burl Ives, Billy Walker and Dave Dudley. Ronnie, his wife and six children will move to Music City from their Springfield homebase within the next two weeks.

Wanda Jackson and husband bought and picked up a brand new 1966 Cadillac recently. After five days of ownership, while riding on the Texas Panhandle, a deer ran it over. They now have a left sided car. The moral of the story is: Don't ever mess with Texas deer.

Hot as a firecracker here in America, Connie Smith is preparing an all-out attack on the French market as well, according to an announcement from RCA Victor. Plans call for a series of sessions to be cut in French under producer Bob Ferguson, who handles all of Connie's sessions. The move is termed a direct result of her popularity in France, where her latest album and singles, in English, are reportedly receiving tremendous airplay. Although not bi-lingual, she has been working with French tutors and will record phonetically. One original French song and three "linguistically convertible" country tunes (including "Once A Day") will be cut for fall release as either singles or an EP.

Last week's video tape session of the Stonemans' TV show certainly

Latest broadcasting news features WMQM-Memphis, which changes format next week (4) to all-country. The station, owned by Kurt Meer and Lawton Williams (they also own the 50,000 watt KCUL out of Ft. Worth), will be run by Williams, who, by the way, has penned such items as "Fraulein," "Geisha Girl," "Everything's OK On The LBJ" and "Shame On Me." The program director spot will be handled by Eddie Steward, who says that the outlet is in disk distress. . . . KCLR-Ralls, Tex. has just completed an expansion program, which includes a boosting in power from 1000 to 5000 watts, the installation of auxiliary broadcasting studios and sales office in Lubbock. The station, with a primary coverage area of 350,000 and a secondary area of over 2,000,000, is in need of new product. . . . Smiley Monroe out at KSPA-Santa Paula, Calif. has a new Sage deck out, "Pickin' Pete and Bangin' Sam" b/w "New Spinning Wheel." . . . Paul Bragg, station manager of KSOP-Salt Lake City reports the usual overwhelming response to Buck Owens' Show, which played locally and pulled in over 8,000 fans, many of whom were willing to stand through the performance. All of Buck's regulars were there, including the Buckaroos, Tommy Collins, Bonnie Owens, Kay Adams, Dick Curless, Merle Haggard and a newcomer named Buddy Allen.

Happy birthday to George Morgan, who put another notch in his guitar on June 28.

Banner Records, an all-country label based in Lubbock, Tex., has just celebrated its first anniversary with its ninth and tenth releases, "Most Wanted Woman" by Jim Peters and "Don't Say You're Sorry" by Tommy Williamson. Two new singles are scheduled for July and an album for August. The label will also launch a touring stage show, to travel from coast to coast, in Aug. Prexy Bill Crawford states that there are still a few areas open for interested distribs.

Betty Dee reports her first release on Vokes Records, "Your Kisses & Lies" b/w "Who's To Blame." Deejays can get copies by writing her at 8331 Van Buren Dr., Pittsburgh, Pa.

A memorable quote from Biff Collie's newsletter: "Most people can drink just as easily sitting down as they can standing up, but few people can stand up as well after they've been drinking sitting down as they can sit down after drinking standing up." . . . Personal aside to Biff: After reading that comment, a good many people are just going to give up drinking.

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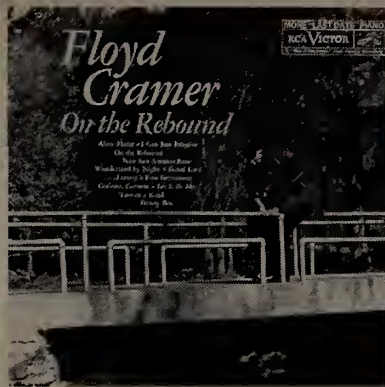
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In Memoriam

Rick Sikes, who heads up the Rhythm Reels, is shown presenting long-horn prey Dewey Groom with a 6'2" pair of long-horns in memory of the label's late writer-artist Curtis Leach. Leach is best remembered for his while-back chart stand, "Golden Guitar." His own words, "... this world's loss was heaven's gain ..." are inscribed on the plaque.

A.E.A. Forms 2 Country Labels

ELMHURST, ILL.—The formation of two new country labels, Scarlo and Fine-R-Tone Records, was announced this week (27) by Audio Engineering Associates. Brien Fisher, who penned the while-back award-winning "Old Moon," will head up the A&R and product development departments for the labels, while the firm's former chief engineer, Bernie Harville, will take over the sales and promotion operations. Fred Henning will assume technical duties.

Fisher has announced the first signings, which include country deejay Bill Blough of WMRO-Aurora, Ill. and Ben "Queenie" Stewart. Both artists are scheduled for immediate sessions in the A.E.A. studios.

Mathis To Release Initial LD Single

NEW YORK—Country Johnny Mathis, who recently returned to the C&W recording scene after a long absence, will have his first single released shortly for Little Darlin' Records, according to an announcement from label exec Aubrey Mayhew. His first

Chet Atkins To Go Latin By Request

NASHVILLE—Lengthy sessions have been scheduled locally at the RCA Victor studios, within the next 30 days, in which ace Victor guitarist Chet Atkins will be cutting two albums of Italian compositions for primary distribution in Italy, Argentina and Brazil.

The first album to be cut will consist of well-known recent hits in those countries, all of which are published by RCA Italiana's publishing setup.

The second album will be made up of 12 Italian standards, popular in the U.S. and Italy, and is slated for a complete international release.

All sides, arranged by special request of Victor's foreign execs, will contain "the Nashville sound" for the 3-country concentration.

deck is called "Black Sheep" b/w "Something In Your World."

Aside from recording pure country, he will also do a series of gospel albums for the label. Formerly with Hilltop Records, he joins a rapidly expanding roster that includes Johnny Paycheck, Lloyd Green, the Home-steaders and Sam Teardrop.



TOP COUNTRY ALBUMS

1	DISTANT DRUMS Jim Reeves (RCA Victor LPM 3542/LSP 3542)	2	17	JIMMY DEAN'S GREATEST HITS (Columbia CL 2485/CS 9285)	24
2	ROLL OUT THE RED CARPET Buck Owens (Capitol T 2443/ST 2443)	1	18	PLEASE DON'T HURT ME Norma Jean (RCA Victor LPM/LSP 3541)	23
3	I LIKE 'EM COUNTRY Loretta Lynn (Decca DL 4744/74744)	3	19	COUNTRY FAVORITES—WILLIE NELSON STYLE (RCA Victor LPM 3528/LSP 3528)	20
4	EVERYBODY LOVES A NUT Johnny Cash (Columbia CL 2492/CS 9292)	5	20	ANY NEWS FROM NASHVILLE? Homer & Jethro (RCA Victor LPM/LSP 3538)	17
5	TRUE LOVE'S BLESSING Sonny James (Capitol ST 2500/T 2500)	7	21	ARTIFICIAL ROSE Jimmy Newman (Decca DL 4748/DL 74748)	14
6	DUST ON MOTHER'S BIBLE Buck Owens (Capitol ST 2497/T 2497)	6	22	ON THE ROAD Porter Wagoner (RCA Victor LPM/LSP 3509)	27
7	BEST OF JIM REEVES, VOL. 2 (RCA Victor LPM 3482/LSP 3482)	8	23	A DEVIL LIKE ME NEEDS AN ANGEL LIKE YOU Dick Curless & Kay Adams (Tower T/ST 5025)	21
8	I WANT TO GO WITH YOU Eddy Arnold (RCA Victor LPM/LSP 3507)	4	24	LONELYVILLE Dave Dudley (Mercury MG 21074/SR 61074)	—
9	FOLK-COUNTRY Waylon Jennings (RCA Victor LPM/LSP 3523)	9	25	SPECIAL DEL-IVERY Del Reeves (United Artists UAL 3488/UAS 6488)	26
10	JUST BETWEEN THE TWO OF US Merle Haggard & Bonnie Owens (Capitol T 2453/ST 2453)	11	26	DON'T TOUCH ME Wilma Burgess (Decca DL 4788/74788)	—
11	MISS SMITH GOES TO NASHVILLE Connie Smith (RCA Victor LPM/LSP 3520)	15	27	PUT IT OFF UNTIL TOMORROW Bill Phillips (Decca DL 4792/74792)	—
12	TWO WORLDS Bonnie Guitar (Dot DLP 3696/DLP 25696)	12	28	GUITAR STYLING OF HANK SNOW (RCA Victor LPM 3548/LSP 3548)	29
13	MY WORLD Eddy Arnold (RCA Victor LPM/LSP 3466)	13	29	JOHNNY PAYCHECK AT CARNEGIE HALL (Little Darlin' LD 4001/SLD 8001)	—
14	MEAN AS HELL Johnny Cash (Columbia CL 2470/CS 9270)	10	30	UP THIS HILL AND DOWN Osborne Brothers (Decca DL 4767/74767)	—
15	I'M A PEOPLE George Jones (Musicor MM 2099/MS 3099)	18			
16	CHET ATKINS PICKS ON THE BEATLES (RCA Victor LPM/LSP 3531)	16			

THANK YOU DEE JAYS FOR VOTING US #1—1966

(CASH BOX D. J. SURVEY)



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LORETTA LYNN

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COLUMBIA RECORDS 



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 | THAT NEW GIRL/CAN I
(Sanavan—BMI)
Manhattans (Carnival 517) | 13 | TELL HER
(Robert Mellin—BMI)
Dean Parrish (Baam 60012) | 25 | UNITED
(Sharpe—BMI)
The Intruders (Gamble 201) | 38 | THE JOKER WENT WILD
(Risingsons—BMI)
Brian Hyland (Philips 40377) |
| 2 | CHERYL ANN
(Polmerton—BMI)
Tim Tam & Turn-ans (Palmer 5003) | 14 | FREDDIE FEELGOOD
(Ahab—BMI)
Ray Stevens (Monument 946) | 26 | JOHNNY B. GOODE
(Arc—BMI)
Mudd Family (Scepter 12151) | 39 | HONEY & WIND
(Screen Gems, Columbia—BMI)
Back Porch Majority (Epic 10036) |
| 3 | RACE WITH THE WIND
(MRC—BMI)
Robbs (Mercury 72579) | 15 | WIGGLIN' AND GIGGLIN'
(Eden—BMI)
Roy Head (Back Beat 563) | 27 | HAND JIVE
(El Dorado—BMI)
Strangeloves (Bang 524) | 40 | MY BACK SCRATCHER
(Hillsboro—BMI)
Frank Frost (Jewel 765) |
| 4 | UPTIGHT
(Jobete—BMI)
Nancy Wilson (Capitol 5673) | 16 | I JUST LET IT TAKE ME
(Metric—BMI)
Bob Lind (World Pacific 77830) | 28 | STANDING IN THE SHADOWS
(Acuff-Rose—BMI)
Hank Williams, Jr. (MGM 13504) | 41 | FATS SHAKE EM UP
(J & H—BMI)
Claude Fats Greene (Camille 109) |
| 5 | COME SHARE THE GOOD TIMES WITH ME
(Joey Brooks—ASCAP)
Julie Monday (Rainbow 100) | 17 | I CALL YOUR NAME
(Moclen—BMI)
Buckingham (U.S.A. 848) | 29 | TRUMPET PICKIN'
(Mayhew—BMI)
Al Hirt (RCA 8854) | 42 | BABY I LOVE YOU
(Metric—BMI)
Jimmy Holiday (Minit 3202) |
| 6 | I'M A PRACTICAL GUY
(Man's—BMI)
Lee Rogers (D-Town 1212) | 18 | HIGH ON LOVE
(Four Star—BMI)
Knickerbackers (Challenge 59332) | 30 | PRETTY FLAMINGO
(Ponderosa—BMI)
Tammy Vann (Academy 120) | 43 | CALL ME
(Duchess—BMI)
Eddie Bishop (ABC 10799) |
| 7 | ON THE GOOD SHIP LOLL'POP
(Movietone—ASCAP)
Wonder Wha (Philips 40380) | 19 | GO GO TRAIN
(Crazy Cajun Music—BMI)
Jahny Pane (Scepter 725) | 31 | YOUNG MAN, OLD MAN
Stokes (Aton 9029) | 44 | THE MAGIC TOUCH
(Chardon—BMI)
Bobby Fuller Four (Mustang 3018) |
| 8 | BECAUSE OF YOU
(Gower—BMI)
Rome & Paris (Roulette 4681) | 20 | SEE YOU IN SEPTEMBER
(Vibar Music Corp.—ASCAP)
The Happenings (B. T. Puppy 520) | 32 | BEG, BORROW & STEEL
(Schwartz—BMI)
Rare Breed (Attack 1401) | 45 | LOOK AT ME GIRL
(Epps—BMI)
Bobby Vee (Liberty 55877) |
| 9 | HE WILL BREAK YOUR HEART
(Canrad—BMI)
Righteous Bras (Verve 10406) | 21 | WE GOTTA GO
(Palmer—BMI)
Shy Guys (Palmer 5005) | 33 | JOHNNY WILLOW
(Sunflower—ASCAP)
Frankie Laine (Capitol 5658) | 46 | LOVE DROPS
(Ben Ghiaz—BMI)
Barry Allen (Dot 16856) |
| 10 | I'VE GOT TO GO ON WITHOUT YOU
(Aim Cha-Stew—BMI)
Van Dykes (Mala 530) | 22 | YOURS
(E. B. Marks—BMI)
Baja Marimba Band (A & M 803) | 34 | WHEN YOU WAKE UP
(Croggee, Special Agent—BMI)
Cash McCall (Thomas 8830) | 47 | IT'S A SIN TO TELL A LIE
(Acuff-Rose—ASCAP)
Bobbi Martin (Decca 62488) |
| 11 | COUNTDOWN
(Frost, John, Wore—BMI)
Dave Carter (Roulette 4679) | 23 | IT'S YOU ALONE
(Unori-Valet—BMI)
Wailers (United Artists 50026) | 35 | JUST A LITTLE BIT OF YOU
(Blue Crest—BMI)
Dallas Frazier (Capitol 5670) | 48 | DIRTY WORK GOING ON
Little Joe Blue (Checker 1141) |
| 12 | ONE TOO MANY MORNINGS
(Witmark—ASCAP)
Beau Brummels (Warner Bros. 5813) | 24 | I'LL BE GONE
(Edmark—BMI)
Pazo Seco Singers (Columbia 43646) | 36 | OFF AND RUNNING
(Screen Gems-Col.—BMI)
Lesley Gore (Mercury 72580) | 49 | BABY, IT'S OVER
(Arima—SESAC)
Bab & Earl (Mirwood 5517) |
| | | | | 37 | DEDICATED TO THE GREATEST
(Crazy Cajun—BMI)
Jahny Copeland (Wand 7114) | 50 | PASS THE HATCHET
Roger & Gypsies (Seven B 7001) |

"PATIENCE IS A VIRTUE"

The current smashing success of "SWEET PEA" (ABC-10762), by TOMMY ROE, released six months ago, proves it! We'd like to thank some of the most "virtuous" and dedicated people we know: Disc Jockeys; ABC Record's Vice President in Charge of Sales; ABC's National Director of Promotion; All Promotion Men; and, last but not far from least, TOMMY ROE, BILL LOWERY, and STEVE CLARK.



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RECORD RAMBLINGS

NEW YORK:

Cameo / Parkway hosted a bash at the seething, throbbing, massive teenage gathering place which is unpretentiously billed as "The World." The converted Long Island airplane hangar houses as massive dance floor that, when covered by some two thousand plus teens caught up in the sights and sounds being projected about them become the throbbing mass that we referred to. The party was for Johnny Maestro and the Crests, who introduced their new waxing "Heartburn" which should become one of the top teen dance tunes on the current market. The label's choice of setting for the bow of the tune was well made, for the way that the thousands enjoyed it, was meant to be and was impressive. Even the tedious trip down the Long Island Express-

outing "Look At Me Girl." The chanter will then take off on a cross-country tour.

Anthony and the Imperials are set to headline the Bruce Morrow TV spec for ABC that will be taped at Palisades Park on the 26th. . . . Al Altman reports a solid reaction both pop and R&B to Metric writer Jimmy Holiday's Minit outing of "Baby I Have You." . . . Barbra Streisand will do concerts this summer at Newport, Philadelphia, Atlanta and Chicago. These dates partially fulfill Barbra's planned 20 concert tour, for which the plans had to be unavoidably altered.

The Toys off to Boston for a stint at Revere Beach. . . . AF's Johnny Puleo will tape a Dean Martin Show for the fall, after finishing his current Stardust Hotel stint. . . . Music, Music, Music has signed an exclusive agree-

includes—and we're naming just a few who come to mind immediately—Stu Phillips, Allen Stanton, Mitch Reed, Irwin Zucker, Ted Rosenberg, Gene Block, Joel Friedmann, Jay Lasker, Joe Smith, Frank Sinatra, Dick Clark, Jack Pleis, Freddie Cannon, Billy James, Neal Hefti, Dave Cavanaugh, the Walker Bros., the Knickerbockers, Mike Maitland, Don Bohanan, Mike Coolidge, Ray Charles, Roger Miller, Jerry Moss, Pat Boone, Bobby Darin, Mike Connors, Budd Dolinger, Jimmie Hilliard, Wink Martindale, both Randy and Randall Wood, Billy Vaughn, Frankie Laine, Bob Demain, Skip Taylor, Bob Marcucci, Lee Magid, Mort Garson and Elvis Presley. For the edification of the new arrivals—and the enjoyment for the old—we'd like to call attention to a vigorous, though not new, novel on Hollywood. It belongs, we believe, in the company of books like "The Day Of The Locust" and "The Last Tycoon," offering a kaleidoscopic and often penetrating view of our town. The author is screenwriter Bernard Wolfe—the title is "Come On Out, Daddy."

Particularly intriguing to us is Wolfe's cunning device of personifying the canyons. Cahuenga Pass is a

Nancy Wilson signed as the only female performer on the first Andy Williams Show next season—other guests on the opener include Bobby Darin and Anthony Newley.

CHICAGO:

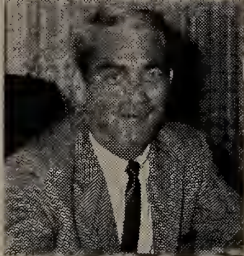
Two of our town's most popular vocal-instrumental groups, The Exceptions and The Missing Links, will share billing at the Pussycat on Rush during the club's monthlong special! . . . Cal Robertson, who has a feature role in the upcoming musical show skedded for Arie Crown Theater (24-27), is in at Mangam's Chateau here for 6 weeks. Next stop, the Moon Room in Winnipeg, opening 8/1. . . . Limelight's award winning jazz star Roland Kirk has been booked into New York's Village Gate for three weeks. . . . Eva Dolin, head of News-makers, has expanded the firm's p.r. roster to include various international companies and manufacturers in addition to clients in the entertainment field. . . . The London House's jazz festival, which began with Ramsey Lewis' stint and is currently going strong with the Afro-Cuban rhythms of Mongo Santamaria, will spotlight the great Erroll Garner beginning 7/12. . . . Horst Jankowski was guest



BILL SMITH



JOAN REGAN



TED ROZENBERG



GAIL STEELE



FRANKIE LAINE



CRYAN CHAMES

way (which is the world's longest parking lot) proved to be a bubbling success.

Chad Mitchell, who rose to such great heights at the head of the trio that bore his name, is now prepping for his New York debut as a solo artist. He opens at the Village Gate on the 28th and does so with an entirely new act. The folk and folksy social commentary is gone and has been replaced by stylings in the bag of Jacques Brel and Charles Aznavour. How well it goes we will know next week.

Joan Regan just over from England cut her first for Columbia with Charlie Calello. The sides are "Don't Talk To Me About Love" b/w "I'm No Toy." . . . The Supremes have been booked into the Copacabana for their third return engagement. Dates are May 11 through 24, 1967. . . . Paul Anka flies to Rome (26) to cut singles and LP's for RCA International.

The young musician who will be conducting his own march compositions in Central Park was inadvertently called Steven Kent Goldman in this column last week. The composer/conductor's name should have read Stephen Kent Goodman. The Goldman was derived from the title of the series of concerts.

Jerry Vale will make a headline appearance at the Lido Beach Hotel on the night of July 9. . . . Merrec Distrib's promo team of Jerry Ross and Dick Corby made a tandem appearance at the Cash Box offices last week. Jerry is busy with active singles "Race With The Wind" and "Tobacco Road," while Dick's major product of the moment is the Mindbenders LP followup to "A Groovy Kind Of Love" plus Wayne Logiudice's "Ow! Boogaloo." . . . Johnny Tillotson is the attraction at Grossinger's for the big July 4th festivities. . . . Metro Distrib. has added Ron Wesiner to their staff as New York promo man. Ron formerly with Claridge Music and Kapp will be handling all the MGM lines, plus Elektra, Audio Fidelity and several others.

Monti Rock III will headline the new Mod Club (Southampton) for three weeks starting July 20. The highly individual chanter will also reappear on the Johnny Carson Show when Joey Bishop sits in for the vacationing Johnny (18). . . . Liberty's Jim Brown informs us that Bobby Vee will be in town this week along with the company's national promo man Pat Pipolo, doing a full tour of the Met area plugging his moving new

ment with Shimko in Japan for their entire catalog.

Tal prexy Fred Giachino stopped in on his way to Washington with word of the success coming the way of the label's initial effort, Bill Smith's "Somewhere My Love" which is the "Dr. Zhivago" flick's "Lara's Theme." The outing is reportedly getting lots of action throughout the entire Northeastern area. Fred also mentioned that he just finished cutting four more sides with Smith and a follow-up is in the offing.

When the Troggs, who are currently clicking with "Wild Thing" get to the U.S. it will be under the aegis of Charley Greene and Brian Stone who signed the group for the U.S. and Canada during the duo's trip to England last March. . . . Peer-Southern's Lester Collins notes to be on the lookout for a slew of Jequibau Rhythm records in the very near future. The sound was developed by Brazil's Mario Albanese. . . . Pete Bennett called with word that Danny Thomas gave Bobby Vinton a St. Jude Fund award at the conclusion of the recent funds raising tour. Vinton proved to be one of the top acts on the bill. Pete also mentioned that Bobby will have a new single out in the very near future.

Into the Downtown comes The Corporate Image, a newly discovered group out of North Carolina. The act will play Mon. and Tues. and will be back on July 5 for a full month.

HOLLYWOOD:

Hollywood cocktail clambakes are not all hors d'oeuvres, cracked ice and vermouth. Occasionally these fringe benefits are flavored with a microscopic scoop or two of news items for this column. At the recent Park Hill party hosted by David and Monique I. Peer Morris for Matt Monro, for example, we discovered that Monro is planning a move from Great Britain to the San Fernando Valley this summer. And at the Liberty reception for Gilbert Beaud last week Quincy Jones informed us that he has finally made his break with N.Y. and is already ensconced in a hillside home overlooking Beverly Hills. Cal Carter, who recently joined Liberty's A&R staff, has also moved his family west after being introduced to the luxuriating warmth of the west during his brief assignment here with Vee Jay.

The list of former easterners drawn to this super Coney Island of the western hemisphere is impressive. It

"flashy traveling salesman type of pass, seedy drummer in sundries sporting checked vest and fraying cuffs, adjusting its monogrammed white tie as it approaches Hollywood and Vine on the hunt for a little action." Laurel Canyon is "the old biddy slushing around in pedal pushers and scuffed loafers and drinking Coors Ale out of a bottle." Coldwater is "the Edna Mae Oliver of Canyons, dowager with pince-nez and all the family jewels around her snooty neck." Benedict has "every bit as much money as her younger sister Coldwater but is less ostentatious about it." Stone Canyon—perennial debutante always grabbing first prize at the flower show with her gladiolas." Bel Aire—"Who's-Who-Ha and installed blooded mastiffs to guard her olympic-sized swimming pools." Beverly Glen—"trying to make up her mind whether to be a rube or a beatnik, singing like Tennessee Ernie out of one side of the mouth and like Ray Charles out of the other." Book is published by Scribners.

Budd Dolinger at Valiant suggests that all the big brothers searching for hallucinogenic phrases in the current songs might go back a few years for a mind expanding view of standards like "Dancing On The Ceiling," "Meet Me Tonight In Dreamland," "The Great Escape March" and "Come Fly With Me." How about "Lost In The Stars," "You're Getting To Be A Habit With Me," "Fly Me To The Moon" and "When I Take My Sugar To Tea." Or Johnny Mercer's lyric to "I Thought About You" which opens with "I took a trip on a train" or a song titled "Let's Get Away From It All" which "turns on" with "Let's take a trip to Bermuda." We wonder if public schools are still instructing children on that poem that concerns "Flanders fields where poppies grow?"

Our "West Coast Girl Of The Week" is one half of the team of Kelly and Gail Steele, a new duo about to sign with one of the majors on the coast. Gail hails from Cleveland—an actress, dancer and singer who has appeared on practically every major television show during the past ten years as well as in many of the top clubs. Her film credits include "The Great Race," "Our Man Flint" and "The Pad." It was manager Bob Marcucci who suggested she team with Kelly—the results shall be forthcoming in the form of a single within the next month.

of honor at a luncheon in the Oxford House (20), hosted by Mercury Records. . . . Buddy Greco and Timi Yuro headlined the annual Villa Scalabrini charity affair in the Conrad Hilton. . . . Way out local group The Cryan Chames, who have been very active on the club scene, are making much headway here with Destination outing "Sugar And Spice," according to promo man Bobby Monaco who recently intro'd the deck. Also going strong for him are The Buckingham's "I Call Your Name" (USA) and "Farmer John" by The Tidal Waves (HBR). . . . WCFL staged a "Beatles Hospitality Day" in the VIP room (25) and offered for sale 2,000 choice seats to the upcoming Beatles concert (8/12)! . . . Garmisa Distrib's Lennie Garmisa donned his "proud papa" hat for daughter Lauren Joy's graduation, with honors, from Highland Park High School. She'll continue her formal education in Washington. . . . James Brown brought his dynamic new revue into the Regal Theater for one week only (17-24). . . . Prominent Michigan promo rep, Sammy Kaplan, moved his operation into new quarters at 20211 Greenfield in Detroit. . . . Heartiest congratulations to Royal Disc Dist.'s Kent Beauchamp and his new wife, the former Diana Skeen. Wedding was held last Saturday (25). . . . Erwin Barg was a busy bee last week intro'ing the much picked Viva newie "Who Do You Think You Are" by The Shindogs, and the equally strong "My Way Of Life" by Sonny Curtis (Viva). . . . Mainstream's Ralph Cox expects the new Carmen McRae offering to be a real whopper! Title is "Alfie." . . . We hear, from Morry Alexander, that Keith Everett is back in the States after a tour of duty in Viet Nam and has a follow-up single tagged "She's The One Who Loved You" (Tmp-Ting), which he penned out there. The GI songster scored beautifully first time 'round with "Don't You Know" (Tmp-Ting).

HERE AND THERE:

PHILADELPHIA — Matty "Hum Dinger" Singer reports a smash with Dean Parrish's updating of "Tell Her" on Boom. The side has become a dancing and listening favorite. Matty's other hot ones are the Mamas and Papas' "I Saw Her Again" and Tommy Roe's "A Sweet Pea." Saying for today is "Money is not the most important thing in life, but it is way ahead of whatever is in second place."

Dot

RECORDS

PROUDLY PRESENTS

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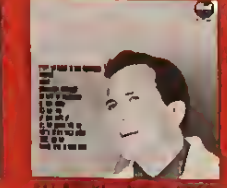
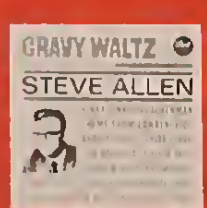
THE GREATEST TALENT ON RECORDS



ALADDIN



STEVE ALLEN



PAT BOONE



HAL ALOMA



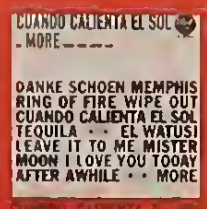
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STEVE ALLEN



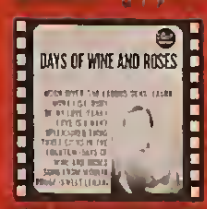
STEVE ALLEN



PAT BOONE



PAT BOONE



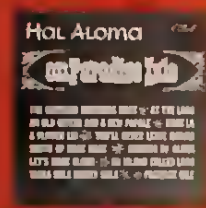
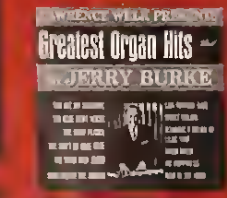
PAT BOONE



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JERRY BURKE



HAL ALOMA



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HAL ALOMA



EDDIE BAXTER



GENE AUSTIN'S GREAT HITS



PAT BOONE



PAT BOONE



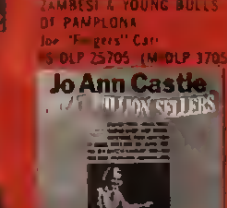
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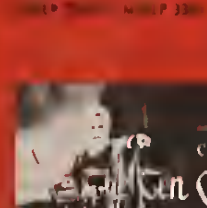
JOE FINGERS CARR



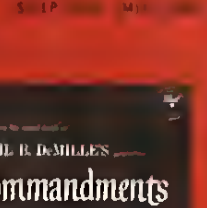
THE ANDREWS SISTERS



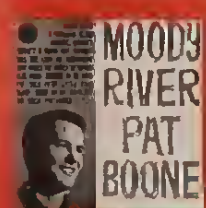
EDDIE BAXTER



EDDIE BAXTER



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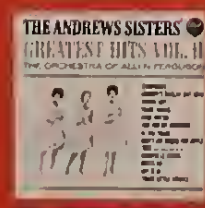


THE TEN COMMANDMENTS

Emer Barlow ten conducts the music from the sound track of Cecil B. DeMille's production of 'The Ten Commandments'.



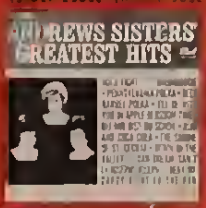
THE ANDREWS SISTERS



THE ANDREWS SISTERS



THE ANDREWS SISTERS



THE ANDREWS SISTERS



PAT BOONE



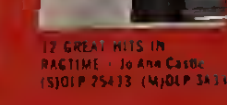
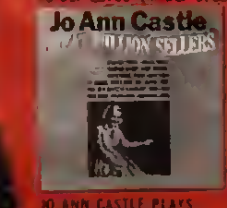
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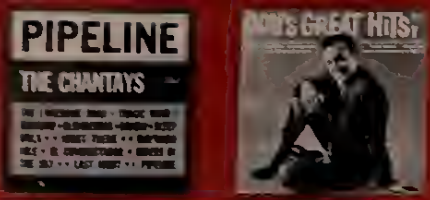


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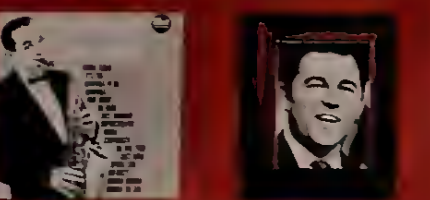


JO ANN CASTLE





BOB CROSBY



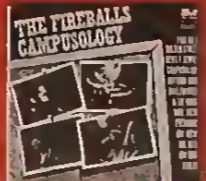
JOE FEENEY



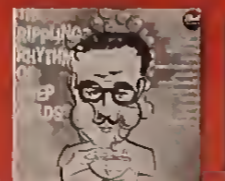
DICK CONTINO



JIMMY GILMER



CAROLYN HESTER



BONNIE GUITAR



LENNON SISTERS



LIBERACE



THE GREATEST TALENT ON RECORDS

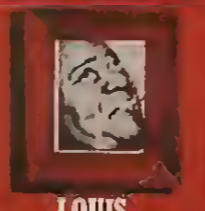
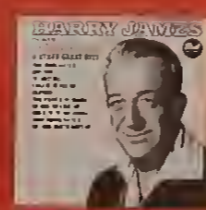
EDDIE FISHER



MYRON FLOREN



HARRY JAMES



LOUIS ARMSTRONG



PETE KING



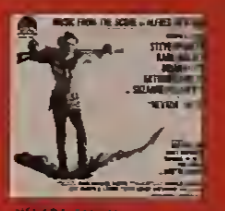
TONY MARTIN



WINK MARTINDALE



THE MILLS BROTHERS



THE MILLS BROTHERS



THE MILLS BROTHERS



MILLS BROS.

Columbia Hits 1-Week Singles Sales Peak

NEW YORK—During the week ending June 17, Columbia Records singles sales were higher than in any comparable period in Columbia's history, according to the label.

On the basis of the growing strength of Columbia's current singles product, the company predicted that the month of June will set an all-time record as Columbia's top month for single sales.

Columbia is represented on this week's Cash Box Top 100 with the

following 8 titles: "Red Rubber Ball" by the Cyrkle (#5); "I Am A Rock" by Simon & Garfunkel (#8); "Hungry" by Paul Revere and the Raiders (#30); "Somewhere My Love" by Ray Conniff (#39); "I Want You" by Bob Dylan (#59); "I Love Onions" by Susan Christie (#69); "Everybody Loves A Nut" by Johnny Cash (#71) and "Stop! Get A Ticket" by the Clefs of Lavender Hill (#89) on the Columbia-distributed Date label.

A&M Rumor Of Week: Williams As Artist, Partner?

HOLLYWOOD—A&M Records' hotter than hot streak with Herb Alpert & Tijuana Brass product has given birth to more is-it-fact? talk. Latest is that singer Andy Williams will end his association with Columbia Records when his contract ends to join A&M both as an artist and part owner of the label with Alpert & Jerry Moss. Interesting fuel was fed to this spark when it was learned that Claudine Longet, Andy's French-born wife, had inked a pact with A&M. Since its remarkable sales success with TJP, the A&M label has been the focal point of numerous rumored deals of giant financial proportions.

Victor 'I Do' Cast Rights

NEW YORK—RCA Victor Records is making an early bid for next season's original cast LP race by having wrapped-up the rights to "I Do, I Do," a new musical starring Mary Martin and Robert Preston. The show, an adaptation of the "Four Foster," opens early in the fall. The score is being written by Harvey Schmidt and Tom Jones, with Jones also penning the book. The team, responsible for the great off-Broadway hit, "The Fantasticks," was last represented on Broadway with "110 In The Shade," the cast LP of which was released on Victor.

FCC Begins Payola Probe In So. Calif.

LOS ANGELES—The Southern California music trade was confronted with the spectre of payola, as representatives of the Federal Communications Commission (FCC) came to town to conduct "closed-door" hearings on possible violations of Federal statutes against commercial bribery.

While local papers and radio stations, particularly "good-music" outlets gave the hearings top priority, there was little in detail they could present. The hearings were not public, unlike the investigations of the late 50's, and FCC members were under orders to keep the names of witnesses and details of testimony under wraps.

Joseph Stirmer, attorney for the agency, told Cash Box, that the FCC was attempting to avoid "character assassination" and "develop facts in a more orderly fashion." He also indicated that the FCC hearings on payola would move into further markets, but did not commit himself to places or the time element. The FCC's hearing, which got underway last Wed. (23) in U.S. District Court House, 312 North Spring St., was "way behind schedule" and some subpoenaed
(Continued on page 190)

Columbia Club Offers Rolling Stones' LP's

NEW YORK—The Columbia Record Club has obtained rights to release LP product by the Rolling Stones. The deal was worked out by Allen Klein, the Stones' business manager, and Columbia's Clive Davis and Walter Dean.

The Club is already featuring three Stones' sets, "The Rolling Stones Now!," "Out Of Our Heads" and "December's Children." "Out Of Our Heads" is the Club Album of the Month for June.

While Stones product is released by London Records, Klein and the English group own rights to their tapes for distribution through record clubs. However, an agreement with London stipulates that product cannot be released through a Club before a minimum of six months after the release of an LP. Klein may hold back Club distribution of LP's beyond the six month period if he feels that retail sales would be greatly affected.

The next Stones LP scheduled to be released through the Club is "High Tide & Green Grass," which will appear in Nov. and be highlighted as an Album of the Month, too.

Dedicate New Columbia Eng. & Research Plant

NEW YORK—Columbia Records dedicated its new engineering and research facilities in Milford, Conn. last Tuesday (21) with more than 100 on hand for the event.

The fete was held on the lawn of the new Engineering Research and Development facilities. Among those present were William S. Bachman, vice president of engineering research and development who introduced guests Clive J. Davis, vice president and general manager of CBS Records; Alan H. Jepson, Mayor of Milford; Robert H. Brigham, Jr., director of the industrial development commission, City of Milford; Dr. Peter Goldmark, president and director of research, CBS Laboratories; Clarence Hopper, vice president, CBS Facilities and personnel and Albert B. Earl, vice president of Columbia Records Operations. The official dedication speech was delivered by Davis, and brief speeches were also made by Mayor Jepson and Dr. Goldmark.

In his speech, Davis listed the major revolutions that have occurred in the record industry, citing specifically: the development of the LP record; the introduction of stereo recording; changes in retail distribution of records with the advent of the Rack Jobber; the establishment of the Columbia Record Club, which now has nearly two million members, and the "One World" concept for records, indicating that recordings produced in the United States sell well overseas, and conversely, records that are popular abroad are frequently the top sellers in the United States as well.

Davis then traced the history of Columbia Records Engineering Research

Joe Smith Named WB's VP & Gen. Mgr.

BURBANK—Joe Smith has been promoted to the post of vp and general manager of Warner Bros. Records, according to Mike Maitland, president of the label. At the same time, Maitland announced that Marvin Deane would replace Smith as national promotion manager of the Warner Bros. and Reprise labels.

The Smith appointment gives both Warners and Reprise respective general managers, Mo Ostin having been named to that post at Reprise some time ago. Smith will work in conjunction with the label's A&R director, Dick Glasser, on all disk projects, with both having complete autonomy with respect to the signing of new artists, master purchases and the scheduling of the Warner label's album and singles product.

Maitland said that Smith would function, as does Mo Ostin, in conjunction with the corporate exec staff, working closely with Joel Friedman, vp and director of merchandising, advertising and creative services; Ed West, vp and treasurer; and George Lee, vp and director of east coast operations. He joined WB five years ago after promo work in Los

Angeles and radio broadcasting in the east.

Deane, currently the WB-Reprise label's promo manager and artists relations director, is expected to move into the company's home offices on July 15. Reporting directly to Maitland, he will direct WB-Reprise's 14 regional promo men.



JOE SMITH

NARM Skeds Tape Cartridge Seminar In Conjunction With Mid-Year Meet

PHILADELPHIA — A seminar on the tape cartridge field has been set by NARM, the rack jobber association, for its mid-year meet in Chicago, Sept. 6-9. NARM, which will meet at the Continental Plaza Hotel, will sponsor the tape cartridge event on Friday morning, Sept. 9. It's understood that another trade publication has cancelled plans for a two-day tape seminar that would have been held in Chicago on Sept. 9 and 10.

All registrants to the NARM meet will be invited to attend the seminar, including distrib members of the association. The object of the seminar, notes Jules Malamud, exec secretary of NARM, is to provide its members with as much knowledge and understanding about the tape cartridge field without "overemphasizing or hyping it." NARM plans to offer facts and figures on the present sta-

tus of this area, as well as an engineering standpoint.

Meanwhile, NARM's board of directors, which recently decided to offer a tape cartridge discussion, has approved the general program involving other facets of the meet. The main feature is the person-to-person conferences that see the manufacturer members of NARM meet with rack members according to a pre-arranged appointment schedule. Designed as a preview of fall product, the person-to-person sessions will take place on Wed. (7) and Thursday (8). On Tues. (6), the regular members (rack) will hold a dinner-meeting, the first item on the agenda for the gathering.

An all-time high attendance is expected for the event. Advance registration forms for the mid-year meet will be sent to all NARM members in mid-July.

WB-Reprise Sets Meets For Fall Product Debut

BURBANK—Dates have been set for the Fall regional sales meetings of Warner Bros. Records. Four regional sales meetings will be held across the country hosted by a crew of eight executives, headed by label president Mike Maitland.

Highlight of each meeting will be a presentation of the Aug.-Sept. albums under the Warner Bros. and Reprise labels, in a 2½ hour film covering the approximately twenty albums.

Meetings will be held in Los Angeles at the Beverly Hills Hotel, July 15; Chicago at the Executive House Hotel, July 18; Atlanta at the Marriott Motor Hotel, July 20; New York at the Essex House Hotel, July 22.

The traveling crew from the Burbank headquarters of Warner Bros. will include, in addition to Maitland, Gene Block, sales manager; Joe Smith, general manager of WB; Mo Ostin, general manager of Reprise; Joel Friedman, director of merchandising; Ed West, treasurer; Lowell Frank, chief engineer; Stan Cornyn, editorial director.

"More Hits More Often" will be the label's theme for this year. Preparations are in full swing at the Burbank and New York offices of the label. In addition to this film presentation of product, director of merchandising, Joel Friedman, is actively preparing a series of displays and other merchandising aids for use by distributors and dealers to introduce the new product in what is termed "the biggest and most sales-oriented selection of albums Warners and Reprise have ever offered."

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FOCUS ON JAZZ

RECORDED LIVE! JIM SPLIVENS AT CARNEGIE HALL! LIVE AND DIRECT! ONSTAGE! These are but a few of the ways of telling the record buyer that what is contained on a particular album was recorded as it was performed before a live audience at a night club or from a concert stage. It wasn't too long ago that the location recording was rare; today it happens with a reasonable degree of regularity. The improvement in mobile recording equipment and techniques make this happy circumstance possible. This, plus the feeling of the record producer that when you own a recording that was done onstage, it's a moment as though you were there. It comes as close as possible to making the listener of the record a part of the scene, the living, breathing scene where the action took place.

There is no question that a location recording is a much more authentic representation of a performer than what is recorded in a studio. The live performance is not only a greater service to the listener, but to the performer, as well, because it affords him the opportunity to be heard in his natural surroundings, before a responsive audience. This prevails for all performers, but especially for jazz players, because jazzmen are unique. The jazz performance differs from all others because of the element of improvisation. Consequently, performances are rarely, if ever duplicated. Once it is done, it will never again be done exactly the same way. In essence, jazz performers are spontaneous composers, and they should have the chance to create under the most favorable conditions, from onstage, without the pressure of deciding if it will or won't be a good "take".

We are of the opinion that more and more recordings will be done on location, in spite of the fact that it does impose certain restrictions. For example, recording in a club or from a concert hall makes it impossible to stop a performance and start over because of some minor discrepancy. The record company is obliged to take the performances as they come, lousy, good, or excellent. Then, there remains considerably less room for editing and splicing when a recording is done outside a regular studio. By and large, however, the greater heights that are achieved before a live audience overshadow the security of a studio date. There is no substitute for the good feeling that is engendered by a warm audience. When a player, or singer, is turned on by an audience it sets up a chain reaction that travels from audience to player, from player to audience, and from player to player. The fruits of this all-embracing vibration are what make an "on the scene" recording so much more representative of the artist's true talent. In testimony to this point of view we offer the following examples:

JOHN HANDY—RECORDED LIVE AT THE MONTEREY JAZZ FESTIVAL (Columbia 2462)

This album, Handy's first since the early Sixties, is a tribute to everyone who had anything to do with its release. Recorded before a Monterey Jazz Festival audience on an afternoon program last summer (1965), it epitomizes the excitement that can only be achieved through the exchange between players and audience. There are only two selections, one on each side, originals by Handy, and both played in extended form. The length of the tracks, SPANISH LADY-19:36 and IF ONLY WE KNEW-26:33, immediately precludes the probability of the album receiving much air play, which heightens the importance of bringing it to the attention of all persons interested in the exceptional. The John Handy Quintet we hear on this recording is definitely in the realm of the avant-garde, but unlike so much of what we have been asked to accept as "the new thing."

The organization and cohesiveness of the group is an absolute tribute to their complete musicianship. This is no put on; each player displays his

craftsmanship, and the expertness with which they perform entitles them to soar as freely as they choose, and do they ever! Nowhere during the performance do you get the impression that you, the listener, have been abandoned. Handy and his colleagues never let go of you for the briefest moment. Actually, there is an almost hypnotic quality to what they do, sometimes frantic, often subdued, always dynamic. John Handy has become a dominant influence in the music community around The Bay area of California, and this recording is testimony to the fact that he deserves that mantle. Conceivably, this recording is the finest example, to date, of the route we hopefully expect jazz to take in its search for a new manner of self expression.

MAN AT WORK—KENNY BURRELL (Cadet 769)

Since this album was recorded, Kenny Burrell has gained much acclaim as one of the finest jazz guitarists. However, in September of 1959 Burrell's star had only begun to rise; it was then that this album was recorded before a live audience at The Village Vanguard in New York City. The trio had an unusually fine altogether sound, a sound that generally comes only after much playing together. Burrell's fellows were Richard Davis and Roy Haynes. Davis, like Burrell, was a comparative newcomer to the New York scene, having just come off the road as Sarah Vaughan's bassist, and Roy Haynes, at that time probably the best known of the trio, like Davis, had just forsaken road travel as Miss Vaughan's drummer. When this album was first released it evoked only mild interest at the sales counter; however, Argo Records (since changed to Cadet Records) received sufficient response from deejays, program directors, librarians, fans, and all other people interested in perpetuating good music, to influence them to re-package the album and ship it out again. Good thing, too, because it would be criminal for this album to remain undiscovered. The Village Vanguard, long a haven for good music appreciators, obviously was a happy home for the Kenny Burrell Trio that September in 1959, because the happy, swinging music that is in the grooves of the Man At Work album reflects that "good" feeling. Burrell, Davis and Haynes make you wish you had been there those nights; having not been there, you can, thanks to this album, become a part of the audience that inspired, as well as shared, this good music.

LOU RAWLS LIVE! (Capitol)

This is Lou's sixth album for Capitol, and if the charts are any barometer, his best seller, to date. Coincidentally, this is the first time that Rawls has been recorded before a live audience. The date was done in Hollywood, in Capitol's Studio A, where tables, people, et al, were set up to simulate a night club atmosphere. It's apparent that Lou Rawls was reaching his audience, and the audience was reaching right back and telling Lou, "Yeah!". A singer has a greater opportunity to talk to his audience than an instrumentalist does; the way Rawls' act is staged, we can see that he has mastered the art of saying to his audience, "I love you, and I hope that when I finish my act you will love me." Lou Rawls has a very engaging way with his audience, witness the way he gets laughs with some very inside comedy, notably on the two monologs he does behind an easy, strolling blues, from which he segues into some truly great blues singing. The most jaded listener would, while listening to this album, look up and want to summon a waiter; that's how much this recording makes you feel like part of the happening.

Johnny St. Cyr Dies

HOLLYWOOD—Johnny St. Cyr (76), a pioneer Dixieland jazzman famed for his 6-string banjo playing, died early June 17 of Leukemia in Los Angeles. During his long career, St. Cyr played in the company of such jazz notables as Kid Ory, King Oliver, Jelly Roll Morton, and Louis Armstrong. His own group was Johnny St. Cyr's Hot Five. St. Cyr is survived by his wife, Flora, and 8 children.

Dukes Of Dixieland Looking At The Top 40 For Material

NEW YORK—Top 40 repertory with a 40-year-old look is a new groove for the Dukes of Dixieland.

The vet group, which has mostly confined its material to standard Dixie tunes, is adding more and more current material to its bill-of-fare.

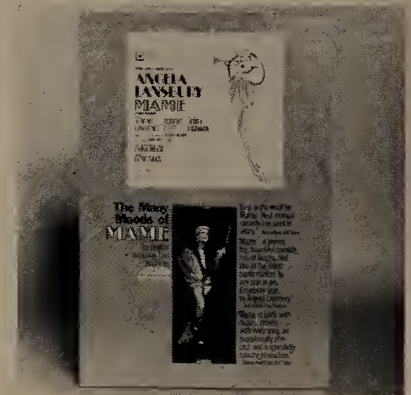
"This approach requires that we pretend that these songs are 40 years old," says Frank Assunto, a member of the group. The new crop of hits, Assunto feels, are not "musically as bad as people in the music business would lead you to believe." He is also in favor of using newer material on the basis that the "pop music of today is today." One difficulty the Dukes encounter in presenting current material is the innate resistance of Dixie music fans. At one time, Assunto would announce to an audience that the group was going to play a new tune, and the reaction was obviously one of discontent. "What we do now is simply play a song without introducing it, and we've been able to win over listeners."

The Dukes play such songs as "1, 2, 3," "Michelle" and "Yesterday" with a tempo reminiscent, Assunto notes, of the Kenny Ball style.

Disk-wise, the Dukes started using Top 40 items on their Decca LP, "C'mon & Here." But, their most concentrated foray into the Top 40 is contained in an LP to be released in Sept.

Currently, the group is scheduled for 10 day stints at New York's Metropole this month, in Aug. and the end of Oct. In the works is a State Department tour on both a cultural exchange and visits to G.I. camps basis.

Several months ago, the trio of Assunto names in the group was reduced to two when Fred Assunto, Frank's brother, died. Frank's dad, Jac, is also a member. Fred was replaced by Ed Hubble.



QUITE A LADY—Columbia's original cast LP of the current Broadway success "Mame," which was recorded under the supervision of the label's president Goddard Lieberson, was recently enhanced, promotionally, with an attractive four color display piece with the theme "The Many Moods of Mame." An integral part of the display is an illuminated rotating cylinder which shows a variety of scenes from the main stemmer.

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AFTERMATH

the rolling stones

INCLUDING PAINT IT, BLACK/LADY JANE/GOING HOME and 8 NEW HITS

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produced by andrew loog oldham

Mono LL 3476 Stereo PS 476



London Rushes Stones' New 'Aftermath' Album

NEW YORK—"Aftermath," the new Rolling Stones LP released by London Records last week to coincide with the group's return to the U.S. for their fifth North American tour, racked up initial distributor re-orders exceeding 350,000 copies during the first day of release, according to Herb Goldfarb, the label's sales and distribution manager. Goldfarb also noted that the heavy sales action on "Aftermath" guarantees the Stones and producer Andrew Loog Oldham their fourth consecutive Gold LP in less than a year. The others, in turn, were "Out Of Our Heads," "December's Children" and "Big Hits (High Tide And Green Grass)."

"Aftermath," which has topped British LP charts for the past two months, is the first Rolling Stones album to exclusively contain songs penned by the team of Mick Jagger and Keith Richard. In the space of one year, Jagger and Richard have authored five No. 1 singles, including two which received the Gold Certificate from the RIAA for sales exceeding 1,000,000 copies.

Goldfarb also observed that the release of a new Stones LP has brought about the customary resurgence of demand for the group's entire catalog. "The pattern of increased ordering is much in evidence," he noted.

Raga On World Pacific

NEW YORK—Capitalizing on the current popularity of the sitar (the Indian/Oriental instrument featured on "Eight Miles High," "Shape Of Things," "Norwegian Wood," and others), World Pacific is releasing an album entitled "Raga Rock" which will feature the instrument, as played by Harihar Rao. According to Bud Dain, the label's sales/promo topper, the LP is a presold summer release. The Folkswingers will also be featured on the package.

Goldstein To Manage Simon Says For ABC

NEW YORK—Martin Goldstein has been named to manage the ABC label's kiddie line, Simon Says, according to Larry Newtown, ABC topper. He replaces Dick Shapiro, who has resigned as sales manager of Simon Says. Shapiro said he was examining a number of different situations in the industry.

Goldstein, who will continue to be associated with ABC's Westminster label, including Music Guild and Whitehall, will be assisted by Stanley Pargman.

ABC acquired Simon Says last Jan. There are currently 44 albums in the catalog, with a new release scheduled for the fall.

Bennett Revives 1921's 'Georgia Rose'

NEW YORK—Tony Bennett has selected what could prove to be a controversial song as his latest Columbia single. Written in 1921, it's called "Georgia Rose," the lyrics of which are concerned with an affectionate portrait of a Negro girl. While the chorus of the song leaves the girl in question a mystery, the verse, not sung by Bennett, makes it clear that it is a mother singing to her daughter. According to a Columbia spokesman, there have been no major programming difficulties, and the disk has received the blessings of at least two Negro organizations, NAACP and CORE. Bennett, in fact, is heard in the disk's behalf on a spot announcement on WWRL-New York, an R&B-oriented station. The Leo Feist arm of the Big 3 is the publisher of the song.



THEY DIG THE BEAT: A stylish female rock quartet, one member of which, Diane Hartford, is the wife of Huntington Hartford, the heir to the A&P fortune, has been signed by Columbia Records.

The call themselves the What Four, and only Diane can claim a formal musical background. The others are Elizabeth Burke, drummer in the group, Cathy Cochran and China Girard. They have been working together for the past six months.

The label has released their first single, "Baby, I Dig Love" and "It's Hard to Live on Promises." The What Four was introduced to the trade last week at a cocktail party at the Gallery of Modern Art (built by Huntington Hartford). Teo Macero produced the group's debut disk.

Columbia's New Plant

(Continued from page 187)

Development; Leo Kosowsky, Director, Chemical Engineering Research and Development, and Louis Porrata, Director, Mechanical Engineering Research and Development.

In addition to office space, the building includes a power house, a fully equipped machine shop, chemical, electronic and mechanical laboratories, a plating room, as well as storage space and auxiliary areas. The building also has an exterior storage space for acids and other chemicals. The structure might best be described as a microcosm of a fully operating, highly efficient record manufacturing plant. All of the knowledge and experience amassed in the construction of the Columbia Rec-

Frank Sinatra, Hon. Chairman Of United Jewish Appeal, N.Y.

NEW YORK—Frank Sinatra has accepted the honorary chairmanship of the Music Industry division of the United Jewish Appeal of Greater New York. The division, which is made up of record manufacturers and distributors, will culminate its efforts in behalf of the UJA with a dinner dance on Monday, October 24, at the New York Hilton. Eric Bernay of A-1 Record Sales is the 1966 chairman of the division.

FCC Payola Probe

(Continued from page 187)

witnesses were told that their testimony would have to wait for another day.

Stirmer indicated that the two-year-old suit of former disk promo men Al Huskey and Currie Grant against some local radio stations and labels, charging widespread payola practices, was partly, but not fully, responsible for the FCC investigation.

Convictions involving the Federal anti-payola laws can result in fines of up to \$10,000 and/or 1 year in jail.

ords plants in Pitman, New Jersey, and Santa Maria, California, was utilized in the construction of this building, thus making Columbia Records Engineering Research and Development Laboratories and plating rooms, although small, among the finest in the country.

Ground was broken on April 20, 1965. The building was completed by mid-November, and the Columbia Records Engineering Research and Development staff took formal possession of the premises on December 1, 1965. The official dedication ceremony took place on June 21, 1966.

The building exterior is fully landscaped and provides parking facilities for sixty automobiles. Landscaping was provided by the Evergreen Nursery of Plantsville, Connecticut.

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BECAUD BECAUSE—Gilbert Becaud, well known chanter and composer here in conjunction with his dual Liberty-Metric recording-writing pact, was welcomed to Los Angeles with a soiree in his honor at the Beverly Hills Hotel. Pictured above are (from left to right): Liberty vp's Sy Zucker, Philip Skaff, and Robert Skaff; P. J. Proby; label president Alvin Bennett; Gilbert Becaud; and overseas operations director Ron Kass.

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POP PICKS



THE BEATLES YESTERDAY AND TODAY—Capitol T/ST 2553

The Fab Four outdo themselves with this stunning set that contains, in addition to a group of their singles hits, a selection of top notch new tunes. Some of the well known numbers in the package are "Yesterday," "Day Tripper" and "We Can Work It Out" and the new ones include "Dr. Robert" and "Drive My Car." Top of the charts is the place for this one.



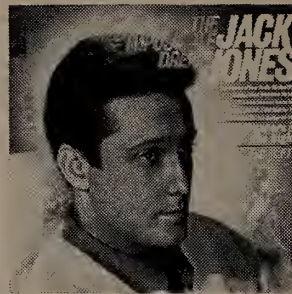
HANKY PANKY—Tommy James & Shondells—Roulette 25336

Tommy James and the Shondells should score heavy in the LP market with this groovy follow-up to their current singles smash "Hanky Panky." The group gives out with a powerful host of teen oriented sounds that should make this set a listening and dancing favorite. Among the fine tracks are "Love Makes The World Go Round," "Cleo's Mood" and the title tune. Sure fire chart action here.



AFTERMATH—Rolling Stones—London LL 3476/PS 476

The Rolling Stones have another LP smash on their hands with this tremendously impressive set. The disk contains the group's latest click "Paint It Black" plus 10 other fine tunes. "Lady Jane" should draw a ton of attention as should the 11:35 track "Going Home." Disk should not take long to climb the LP charts.



THE IMPOSSIBLE DREAM—Jack Jones—Kapp KL 1486

The melodious tones of Jack Jones should make this set, that is titled after and contains the chanter's current chart climber "The Impossible Years," a major sales item. Jones wends his easy going way through such top notch tracks as "All Or Nothing At All," "I Will Wait For You" and "Strangers In The Night" among others, with the total result being a session jammed packed with easy to listen to and enjoy sounds.



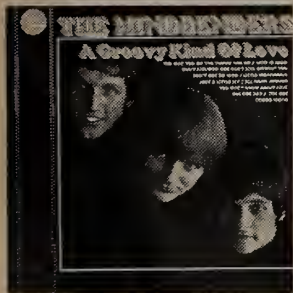
SAN REMO 1966—Gene Pitney—Musicor MM 2100/MS 3100

After scoring with his recent single effort, "Backstage," Gene Pitney steps into the Italian picture and offers a whole batch of ditties culled from the latest San Remo Festival, as well as past Festivals. Highlighting the set with his warm reading of this year's winner, "Nessuno Mi Puo Giudicare," Pitney vocalizes in Italian on a collection of goodies that includes "Innamorata" and "Non Tornare Piu," among others.



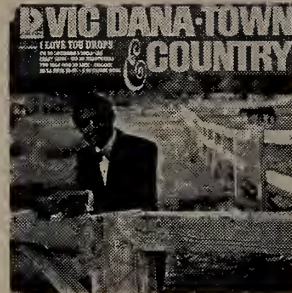
DANCE THE COOL JERK—Capitols—Atco 33-190

With the Capitols still high up the charts with their "Cool Jerk" single, this dance sounds packed LP, titled after and containing the click should prove to be a potent sales item. The trio adds such top recent hit sounds as "Love Makes The World Go Round," "In The Midnight Hour" and "Good Lovin'" to their smash to round out the sets potent sound. Loads of sales appeal in the teen market packed into this offering.



A GROOVY KIND OF LOVE—Mindbenders—Fontana MGF 27554/SRF 67554

The Mindbenders, once an integral part of the Wayne Fontana success story, have taken off on their own and zoomed to the top with their current smasher, "A Groovy Kind Of Love," after which this album has been dubbed. A strong teen item, this one is jammed with groove after groove of excellent Liverpool rock, including such winners as "Just A Little Bit" and "You Don't Know About Love."



TOWN & COUNTRY—Vic Dana—Dolton BLP 2046/BST 8046

The warm voice of Vic Dana has placed his latest single "I Love You Drops" on the Top 100 and now should put this LP that contains the click on its respective chart. Dana adds a host of sweet renditions of such tunes as "He'll Have To Go," "I'm So Lonesome I Could Cry" and "As Long As I'm Travelin'" to the click to fill out this sweet, easy to enjoy package. Lots of sales in store here.

POP BEST BETS



DON GIBSON WITH SPANISH GUITARS—RCA Victor LPM/LSP 3594

Don Gibson has long been a top draw with C&W fans, and this latest package by the chanter is certainly one of his more attractive items. Spiced by the haunting sound of the Spanish guitar, the set is a highly appealing, tasteful session by the chanter, featuring a batch of well-knowns and standards. Among the top tracks here are "My Friends Are Gonna Be Strangers" and "Vaya Con Dios," as well as "Once A Day."



SOUND OF THE TIMES—Les & Larry Elgart—Columbia CL 2511/CS 9311

The powerful musical sounds of the brothers Elgart have once more been applied to a superb collection of current hit sounds. The boys, along with a host of musicians work their way through such tunes as "California Dreamin'," "Nowhere Man" and "The Batman Theme" all done up in bright new arrangements. Music lovers both young and old should spin this set time and time again.



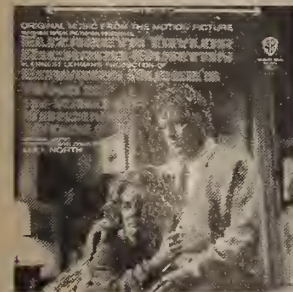
THE RUSSIANS ARE COMING—Original Motion Picture Score—United Artists UAL 4142/UAS 5142

Clicking along as a robust box office draw, the United Artists motion picture release, "The Russians Are Coming, The Russians Are Coming," has been livened up with a whimsical score from the pen of composer-conductor Johnny Mandel. The comedy film, which stars Carl Reiner, Eva Marie Saint, Alan Arkin and Jonathan Winters, is a light, farcial comedy that should score well in both the film and record areas.



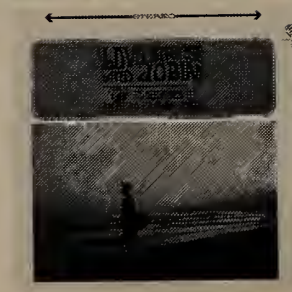
PATTI PAGE SINGS AMERICA'S FAVORITE HYMNS—Columbia CL 2505/CS 9305

A leader among femme good musicmakers, Patti Page steps out of the pop spotlight and offers a very tasteful assortment of religious hymns on this LP. The album is a highly moving, vivid performance by the songstress, enhanced by the exceptional vocal backing of the Jordanaires. Among the grooves herein are "The Old Rugged Cross" and "Bringing In The Sheaves."



WHO'S AFRAID OF VIRGINIA WOOLF—Original Soundtrack—Warner Bros. B/BS 1656

The poignancy and conflict of the new Warner Bros. Picture release, "Who's Afraid Of Virginia Woolf," has been powerfully complemented with a vivid score composed and conducted by Alex North. The film, starring Elizabeth Taylor, Richard Burton, George Segal and Sandy Dennis, is an intense drama dealing with the inner and outer turmoils of a married couple, and the score is a strong musical interpretation of those turmoils. May do well.



LOVE, STRINGS AND JOBIM—Antonio Carlos Jobim—Warner Bros. W/WS 1636

Antonio Carlos Jobim and his whimsical "Girl From Ipanema" were deep at the heart of the lovely, sweeping Brazilian sound that was brought to these shores in the not too distant past, and now Jobim, along with a host of his country's finest musicians and composers offer this LP of unmatched beauty. Both of Jobim's tunes, "Hurry Up And Love Me" and "Pardon My English" are delights and the balance of the set is as powerful.


Look what we
lassoed in Texas!

*"Look at
Me Girl"* 4-43716

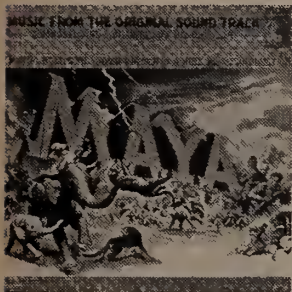


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POP BEST BETS



MAYA—Original Sound Track/Ortolani—MGM E/SE 4376

Movie sound tracks are oft as impressive in scope as are the films for which they are written, as is this one that was penned to underscore the sweeping tale of a youth in the Indian jungle. The sounds captured on the disk move from powerful, storming sounds of frenzy, to smooth, lyrical passages that can transport the listener to never never land. Among the fine cuts are the "Main Theme" and "Terry's Jungle Experiences."



MAN WITH A PLAN—Carl Smith—Columbia CL 2501/CS 9301

One of countrydom's consistently good sellers, Carl Smith should score very well with consumers in C&W markets as a result of this album effort. The wholesome, feelingful Smith style will certainly attract a flock of buyers as the chanter lets loose with such goodies as "Who Do I Think I Am" and "Mommy Please Stay Home With Me," among others. A fine country set.



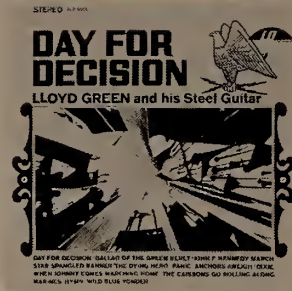
TOGETHER AND ALONE—Justin Tubb & Lorene Mann—RCA Victor LPM/LSP 3591

Justin Tubb and Lorene Mann, who recently were making chart noise with their clicker, "We've Gone Too Far, Again," use that same item to kickoff this Victor performance. Packed with self-pennings by one or the other, the LP features duo and solo grooves, including the pair's while-back charter, "Hurry Mr. Peters." Among the other top-flight grooves here are "Together But Still Alone" and "One Of Them."



JACQUELINE KENNEDY—Audio Fidelity 703

This LP, which was begun prior to the death of President Kennedy is a fitting tribute to the lady who stood by his side. Mrs. Kennedy has moved into a unique place in America via her many appearances and speeches both here and abroad, and now these moments can be enjoyed time and time again. This set should find a welcome place in the record collections of Americans throughout the land.



DAY FOR DECISION—Lloyd Green—Little Darlin' LD/SLD 8002

Although Lloyd Green is a newcomer to the album field, this little Darlin' set displays great virtuosity by the artist in his chosen area, the steel guitar. Highlighted by an instrumental version of the "Day For Decision," the set is spiced by the highly attractive sound of the acoustical electric harpsichord, and should score very well with both country and Americana fans. Excellent tracks in "Panic" and the various Armed Forces marches.



CAFE FEENJON—The Feenjon Group—Fran 106

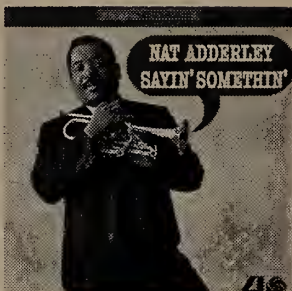
The exciting sound of New York's Cafe Feenjon is captured for everyone on this provocative album. The cafe's group of musicians who so expertly interpret the music of the Middle Eastern world are led by club owner Menachem Dworman on the oud, mandolin and guitar. The sounds have proven their inherent potent qualities throughout the centuries and should be greatly enjoyed by music lovers throughout the country. Among the fine tracks on this live LP are "Seloh Haadom" and "Babadjim."

JAZZ PICKS



UNO DOS TRES/1, 2, 3—Willie Bobo—Verve V/V6 8648

The exciting sounds generated by Willie Bobo fill this LP that should excite and delight jazz buffs after the first hearing. Willie's Latin style jazz gives a new home to such tunes as "Goin' Out Of My Head," "No Matter What Shape (Your Stomach's In)" and "Michelle" among a host of others. Lots of really enjoyable listening for the many fans that Bobo has gathered throughout his career.



SAYIN' SOMETHIN'—Nat Adderly—Atlantic D/SD 1460

On this album, Adderly, backed by many different jazz musicians, spans a wide area of music. From "Walls Of Jericho" to "The Other Side," the album covers music ranging from traditional to far-out. "Hippodelphia," "Gospelette," and "Manchild" are outstanding tracks. This is an album of jazz for fans of pop and rock as well as jazz, and it is liable to move quickly.

JAZZ BEST BETS



SPEAK NO EVIL—Wayne Shorter—Blue Note 4194

A package inspired by legends, folklore, and the arts of mystery and darkness. Wayne Shorter is backed on this album by Freddie Hubbard, trumpet; Herbie Hancock, piano; Ron Carter, bass; and Elvin Jones, drums. Shorter's tenor sax wails through the melodic intricacies and changes of such tunes as "Witch Hunt," "Dance Cadaverous," "Wild Flower," and the title song. Jazzophiles will go for this one.



WALT HARPER ON THE ROAD—Gateway GLP 7016

This is an offering of straight jazz with no new formulas of farout tangents. Walt Harper on vocals and piano, Nat Harper on tenor sax, Jerry Elliot on Trombone, Tommy McDaniel on bass, and Bert Logan on percussion make the music while the Gloria Brisky Singers contribute to the vocals. "Michelle," "Watermelon Man," "The Shadow Of Your Smile," and "Bewitched" are blue ribbon efforts. Good for jazz and pop fans.

CLASSICAL PICKS



ALBERT ROUSSEL—Lamoureux Orchestra/Charles Munch—Epic BC 1318

An offering of 2 complete symphonies by Albert Roussel ("Symphony No. 3 in G Minor" and "Symphony No. 4 In A.") The "Symphony No. 4 In A" is a blue ribbon effort and a good example of Charles Munch's talent in conducting the Lamoureux Orchestra. This album is likely to be well received not only by fans of Roussel's music but by devotees of classical music throughout the world.



CONCERT SPARKLERS—London Symphony Orchestra/Charles Mackerras—Philips PHS 900-105

This is an offering of relatively brief compositions that are rich in orchestral coloration and strong with regard to melodic line. Charles Mackerras conducts the London Symphony Orchestra to high points on such outstanding tracks as Tchaikovsky's "Cossack Dance (from 'Mazeppa')," Weber's "Overture To Abu Hassan," Offenbach's "Cancan (from 'Orpheus In The Underworld')," and Suppe's "Overture To The Jolly Robbers." Should do very well.

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TOP 100 Albums

JULY 2, 1966

	Pos. Last Week		Pos. Last Week		Pos. Last Week		Pos. Last Week
1		26		51		74	
WHAT NOW MY LOVE	1	THE MOVIE SONG ALBUM	27	HOLD ON	39	AFTERMATH	—
Herb Alpert & Tijuana Brass		Tony Bennett		Herman's Hermits (MGM E/SE 4342)		Rolling Stones (London LL 3476/PS 476)	
(A & M LP 114/SP 4114)		(Columbia CL 2472/CS 9272)				77	
2		27		52		THE VENTURES	67
IF YOU CAN BELIEVE		JUST LIKE US	23	A NEW SONG FOR		(Doiton BLP 2042/BST 8042)	
YOUR EYES AND EARS		Paul Revere & The Raiders		YOUNG LOVE		78	
Mama's & Papa's (Dunhill D/DS 50006)		(Columbia CL 2451/CS 9251)		Lettermen (Capitol T/ST 2496)		DO YOU BELIEVE IN MAGIC	80
3		28		53		Lovin' Spoonful	
GOING PLACES		LONELY BULL	24	DON'T GO TO STRANGERS	54	(Kama Sutra KLP/KLPS 8050)	
Herb Alpert & Tijuana Brass (A & M		Herb Alpert & Tijuana Brass (A & M		Eydie Gorme (Columbia CL 2476/CS 9276)		79	
LP 112/SP 4112)		LP/SP 101)				THE MORE I SEE YOU/ CALL ME	—
4		29		54		Chris Montez (A & M 115)	
WHIPPED CREAM AND		MAME	92	I'LL REMEMBER YOU	64	80	
OTHER DELIGHTS		Original Cast		Roger Williams (Kapp KL 1347/KS 3470)		OUR HERO	86
Herb Alpert & Tijuana Brass (A & M		(Columbia KOL 6600/KOS 3000)				Pat Cooper	
LP/SP 110)		30		55		(United Artists UAL 3446/UAS 6446)	
STRANGERS IN THE NIGHT	20	SOUTH OF THE BORDER	31	AND I KNOW YOU WANNA		81	
Frank Sinatra (Reprise F/FS 1017)		Herb Alpert & Tijuana Brass (A & M		DANCE		BYE BYE BLUES	71
6		LP/SP 108)		Johnny Rivers		Bert Kaempfert	
DR. ZHIVAGO		31		(Imperial LP 9307/LP 12307)		(Decca DL 4693/DL 74693)	
Soundtrack (MGM E/SE 6 ST)		THE BEST OF RONNIE DOVE	34	56		82	
7		(Diamond D/S 5005)		DISTANT DRUMS	62	10 GOLDEN YEARS	88
SOUND OF MUSIC		32		Jim Reeves (RCA Victor LPM/LSP 3452)		Brenda Lee (Decca DL 4757/DL 74757)	
Soundtrack (RCA Victor LOCD/LSOD 2005)		THE INCREDIBLE JIMMY		57		83	
8		SMITH GOT MY MOJO		FIDDLER ON THE ROOF	55	MANTOVANI MUSIC	74
PET SOUNDS		WORKIN'		Original Cast (RCA Victor LCO/LSO 1093)		(London LL 3448/PS 448)	
Beach Boys (Capitol T/DT 2458)		(Verve V/V-6 8641)		58		84	
9		33		LOVE	61	SOUL MESSAGE	87
WONDERFULNESS		BOOTS	26	(Elektra EKL 4001/EKS 74001)		Richard "Groove" Holmes	
Bill Cosby (Warner Bros. W/WS 1634)		Nancy Sinatra (Reprise R/RS 6202)		59		(Prestige PR/PRS 7435)	
10		34		WAYNE NEWTON, NOW!	59	85	
BIG HITS (HIGH TIDE		WHY IS THERE AIR?	28	(Capitol T/ST 2445)		I STARTED OUT AS A CHILD	84
AND GREEN GRASS)		Bill Cosby (Warner Bros. W/WS 1606)		60		Bill Cosby (Warner Bros. W/WS 1567)	
Rolling Stones (London NP-1)		35		I HEAR A SYMPHONY	45	86	
11		SINGING NUN	32	Supremes (Motown M/S 643)		UP CLOSE	83
SHADOW OF YOUR SMILE		(MGM TE/SIE-7ST)		61		Peter Nero (RCA Victor LPM/LSP 3539)	
Andy Williams		36		ANDY WILLIAMS'		87	
(Columbia CL 2499/CS 9299)		BEST OF CHAD &		NEWEST HITS		MY WORLD	75
12		JEREMY	37	(Columbia CL 2383/CS 9183)		Eddy Arnold (RCA Victor LPM/LSP 3466)	
LOU RAWLS LIVE		(Capitol T/ST 2470)		62		88	
(Capitol T/ST 2459)		37		WHEN YOU'RE IN LOVE THE		UPTIGHT	81
13		MAN OF LA MANCHA	41	WHOLE WORLD IS JEWISH		Stevie Wonder (Tamla M/S 268)	
COLOR ME BARBRA		Original Cast (Kapp KRL/KRS 4505)		Various (Kapp KRL 4506/KRS 5506)		89	
Barbra Streisand		38		63		THINK I'LL GO SOMEWHERE	98
(Columbia CL 2478/CS 9278)		GLORIA	38	BILL COSBY IS A VERY		AND CRY MYSELF TO SLEEP	98
14		The Shadows Of The Knight (Dunwich 666)		FUNNY FELLOW, RIGHT!		Al Martino	
MIDNIGHT RIDE		39		(Warner Bros. W/WS 1518)		(Capitol T/ST 2528)	
Paul Revere & The Raiders		THE SONNY SIDE OF CHER	40	64		90	
(Columbia CL 2508/CS 9308)		(Imperial LP 9301/LP 12301)		FRANKIE AND JOHNNY	56	THE GOLDEN HITS OF	
15		40		Elvis Presley (RCA Victor LPM/LSP 3553)		ROGER MILLER	82
THE YOUNG RASCALS		HOW DOES THAT GRAB		65		(Smash MGS 27073/SRS 67073)	
(Atlantic 8123/SD 8123)		YOU?	98	66		91	
16		Nancy Sinatra (Reprise R/RS 6207)		DIONNE WARWICK IN PARIS	57	MOODS OF MARVIN GAYE	100
THE BEST OF THE ANIMALS		41		(Scepter M/S 534)		(Tamla 266/S 266)	
(MGM E/SE 4324)		TRINI	49	67		92	
17		Trini Lopez (Reprise R/RS 6196)		STRANGERS IN THE NIGHT	77	GREAT MOMENTS ON	
SOUL AND INSPIRATION		42		Bert Kaempfert		BROADWAY	90
Righteous Brothers (Verve V/V-6 5001)		GARY LEWIS HITS AGAIN	50	(Decca DL 4795/DL 74795)		Jerry Vale (Columbia CL 2489/CS 9289)	
18		(Liberty LRP 3452/LST 7452)		68		93	
SPANISH EYES		43		I'M SO LONESOME		BEST OF LITTLE ANTHONY	
Al Martino (Capitol T/ST 2435)		SOUNDS OF SILENCE	47	I COULD CRY	70	& THE IMPERIALS	93
19		Simon & Garfunkel		B. J. Thomas (Scepter 535/S 535)		(Veep VP 13512/VPS 16512)	
SHADOW OF YOUR SMILE		(Columbia CL 2469/CS 9269)		69		94	
Johnny Mathis		44		DIRTY WATER	79	MARTHA & VANDELLAS	
(Mercury MG 21073/SR 61073)		MOONLIGHT SINATRA	36	Standells (Tower 5027)		GREATEST HITS	—
20		Frank Sinatra (Reprise F/FS 1018)		70		(Gordy 917/S 917)	
A TOUCH OF TODAY		45		71		95	
Nancy Wilson (Capitol T/ST 2495)		THE BEST OF HERMAN'S	46	SEPTEMBER OF MY YEARS	58	TIJUANA BRASS VOL. II	—
21		HERMITS		Frank Sinatra (Reprise F/FS 1014)		Herb Alpert & The Tijuana Brass	
MRS. MILLER'S GREATEST		(MGM E/SE 4315)		72		(A & M LP/SP 103)	
HITS		46		ONE STORMY NIGHT	65	96	
(Capitol T/ST 2494)		CRYING TIME	44	Mystic Moods (Phillips PHM 200-205/ PHS 600-205)		CALIFORNIA DREAMIN'	99
22		Ray Charles		73		Bud Shank	
TIME WON'T LET ME		(ABC Paramount ABC/ABCS 544)		SOUL ALBUM	66	(World Pacific WP 1845/WPS 21845)	
Outsiders (Capitol T/ST 2501)		47		Otis Redding (Volt 413)		97	
23		I WANT TO GO WITH YOU	42	74		LIGHTLY LATIN	—
GO WITH THE VENTURES		Eddy Arnold (RCA Victor LPM/LSP 3507)		EVERYBODY LOVES A NUT	73	Perry Como (RCA LPM/LSP 3552)	
(Doiton BLP 2045/BST 8045)		48		Johnny Cash		98	
24		BALLAD OF THE GREEN	35	(Columbia CL 2492/CS 9292)		MARY POPPINS	95
DAYDREAM		BERETS		75		Soundtrack (Buena Vista BV 4026/4026)	
Lovin' Spoonful		(RCA Victor LPM/LSP 3547)		MUSIC: A BIT MORE OF ME	68	99	
(Kama Sutra KLP/KLPS 8051)		49		David McCallum (Capitol T/ST 2408)		THE FUGS	—
25		TRY TOO HARD	60	100		TIPPY TOEING	—
THE DAVE CLARK FIVE'S		Dave Clark Five		.Harden Trio (Columbia CL 2506/CS 9306)			
GREATEST HITS		(Epic LN 24198/BN 26198)					
(Epic LN 24185/BN 26185)		50					
		RUBBER SOUL	52				
		Beatles (Capitol T/ST 2442)					

LOOKING AHEAD ALBUMS

1	GOTTA TRAVEL ON	6	FILET OF SOUL	11	I LOVE YOU 1000 TIMES	16	HIT SONGS TO REMEMBER
Ray Bryant (Cadet LP 767)		Jan & Dean (Liberty LRP 3441/LST 7441)		Platters (Musicor MM 2091/MS 3091)		Ray Anthony (Capitol T/ST 2530)	
2	BLUES PROJECT LIVE AT THE	7	JOHN GARY SINGS YOUR ALL-TIME	12	GREATEST HITS	17	IN MY QUIET ROOM
CAFE AU-GO-GO		COUNTRY FAVORITES		The New Christy Minstrels		Harry Belafonte (RCA LTM/LSP 3571)	
(Verve/Folkways FV/FVS-9024)		(RCA Victor LPM/LSP 3570)		(Columbia CL 2479/CS 9279)		18	BEAT GROUP
3	THE FANTASTIC BOOTS RANDOLPH	8	TAKE A LITTLE WALK WITH ME	13	YOU DON'T HAVE TO SAY YOU	Hollies (Imperial LP 9312/LP 12312)	
(Monument MLP 8042/SLP 8042)		Tom Rush (Elektra EKL 308/EKS 7308)		LOVE ME		19	FOR LOVERS OF ALL AGES
4	LOVE THEME FROM THE FLIGHT OF	9	THIS OLE HEART OF MINE	Dusty Springfield		Ferrante & Teicher	
THE PHOENIX		Isley Bros. (Tamla 269/S 269)		(Phillips PHM 200-210/PHS 600-610)		(United Artists UAL 34-83/UAS 64-83)	
Brass Ring (Dunhill D/DS 50008)		10	SHADOW OF YOUR SMILE	14	BRIGHT LIGHTS AND COUNTRY	20	TIME
5	ONE OF THE SONGS	Bobby Darin (Atlantic 8121/8121 SD)		MUSIC		Pozo Seco Singers	
Ray Charles Singers				Ricky Nelson (Decca DL 4779/DL 74779)		(Columbia CL 2515/CS 9315)	
(Command 8998/RS 8998 SD)				15	LULLABYE OF LOVE		
				Poppies (Epic LN 24200/BN 26200)			

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.

DIAMOND

Ronnie Dove	Right Or Wrong	(S)D-5002
Ronnie Dove	One Kiss For Old Times' Sake	(S)D-5003
Ronnie Dove	I'll Make All Your Dreams Come True	(S)D-5004
Ronnie Dove	The Best Of Ronnie Dove	(S)D-5005

DISNEYLAND

Julie Andrews/ Dick Van Dyke	Mary Poppins Original Sound Track	BV-4026
Bill Lee/Marni Nixon/ Richard Sherman	Mary Poppins 10 Songs	DQ-1256
Marni Nixon/ Richard Sherman/ Dal McKennon/ Bill Lee	Mary Poppins Storyteller	ST-3922
Sterling Holloway	Winnie the Pooh—Honey Tree	DQ-1277
Sterling Holloway/ Sebastian Cabot	Winnie the Pooh—Honey Tree Storyteller	ST-3928
Sterling Holloway Sound Track	Mother Goose Nursery Rhymes	DQ-1211
Storyteller	Bambi	DQ-1203
Storyteller	Bambi	ST-3903
Songs From The Motion Picture	101 Dalmatians	ST-1908
Sound Track	Babes in Toyland	DQ-1219
Sound Track	Snow White	DQ-1201
Sound Track	Pinocchio	DQ-1202
Sound Track	Cinderella	DQ-1207
Storyteller	Snow White	ST-3906
Storyteller	Cinderella	ST-3908
Storyteller	Pinocchio	ST-3905
Sterling Holloway Sound Track	Peter & the Wolf	DQ-1242
Storyteller	Peter Pan	DQ-1206
Children's Chorus Songs From The Motion Picture	Peter Pan	ST-3910
Walt Disney's Library Of Sounds	Acting Out the ABC's	DQ-1223
Narration & Songs	Alice in Wonderland	DQ-1208
Rica Moore Storyteller	Sounds of the Haunted House	DQ-1257
Songs From The Motion Picture	Peter Cottontail	DQ-1234
Storyteller	Best Loved Fairy Tales	DQ-1284
Ginny Tyler/ Robie Lester	Peter and the Wolf	ST-3926
Ray Bolger	Sleeping Beauty	DQ-1228
Laura Olsher Storyteller	Lady and the Tramp	DQ-1231
Robie Lester	Three Little Pigs	ST-1910
Various Artists	More Mother Goose	DQ-1225
Frances Archer/ Beverly Gile	Scarecrow of Oz	ST-3930
Leopold Stokowski & The Philadelphia Orchestra	The Little Engine that Could	DQ-1259
Rica Moore	The Ugly Dachshund	DQ-1290
Various Artists	Thumper's Great Race	DQ-1295
Laura Olsher	The Stories of Hans Christian Anderson	DQ-1276
Pinto Colvig	Songs for Bedtime	DQ-1224
Annette/John Thomas Johnson	Garden of Verses	DQ-1241
	Nutcracker Suite	DQ-1243
	Goldilocks & the 3 Bears	DQ-1250
	Hansel & Gretel	DQ-1253
	Learning to Tell Time is Fun	DQ-1263
	Children's Riddles & Game Songs	DQ-1272
	Tubby the Tuba	DQ-1287

DOT

Jimmie Rodgers	Country Music—1966	3710	25710
Billy Vaughn	Great Country Hits	3698	25698
Bonnie Guitar	Two Worlds	3696	25696
Pat Boone	Great Hits of 1965	3685	25685
Lawrence Welk & Johnny Hodges	Lawrence Welk & Johnny Hodges	3682	25682

DOT (Cont.)

Jo Stafford	Do I Hear A Waltz	3673	25673
Eddie Fisher	When I Was Young	3648	25648
Harry James	The Ballads And The Beat	3669	25669
Billy Vaughn	Michelle	3679	25679
Lawrence Welk	Champagne On Broadway	3688	25688
Barry Young	One Has My Name	3672	25672
Billy Vaughn	Moon Over Naples	3654	25654
Billy Vaughn	Pearly Shells	3605	25605
Lawrence Welk	Today's Great Hits	3663	25663
Eddie Fisher	Eddie Fisher Today	3631	25631
Mills Bros.	10 Years of Hits 1954-1964	3652	25652
Billy Vaughn	Mexican Pearls	3628	25628
Lawrence Welk	Apples And Bananas	3629	25629
Jimmie Rodgers	The Nashville Sound	3687	25687
Dick Contino	Twilight Time & Other Golden Hits	3680	25680
Billy Vaughn	Blue Hawaii	3165	25165
Mills Bros.	The Mills Brothers' Great Hits	3157	25157
Lawrence Welk	Moon River	3412	25412
Liberace	My Most Requested	3563	25563
Jo Ann Castle	Ragtime Piano Gal	3249	25249
Billy Vaughn	Theme From A Summer Place	3276	25276
Lawrence Welk & Myron Floren	Polkas	3302	25302
Lawrence Welk	Calcutta	3359	25359
Billy Vaughn	Orange Blossom Special & Wheels	3366	25366
Lennon Sisters	The Lennon Sisters Sing Twelve Great Hits	3292	25292
Billy Vaughn	Golden Waltzes	3280	25280
Billy Vaughn	The Golden Instrumentals	3016	25016
Pat Boone	Pat's Great Hits	3071	25071
Elmer Bernstein	The Ten Commandments—Sound Track	3054D	25054D
Billy Vaughn	The Million Sellers	3119	25119
Billy Vaughn	La Paloma	3140	25140
Liberace	Mr. Showmanship	3547	25547
Jo Ann Castle	Jo Ann Castle Plays Great Million Sellers	3574	25574
Eddie Peabody	The Man With The Banjo	110	110-S

DUKE

Johnny Ace	Memorial Album	DLP #71
Bobby Bland	Two Steps From the Blues	DLP #74
Bobby Bland	Here's The Man	DLP #75
Junior Parker	Driving Wheel	DLP #76
Bobby Bland	Call On Me	DLP #77
Bobby Bland	Ain't Nothing You Can Do	DLP #78

ELEKTRA

Judy Collins	Judy Collins' Fifth Album	300	7300
Paul Butterfield	The Paul Butterfield Blues Band	294	7294
Phil Ochs	I Ain't Marching Anymore	287	7287
Judy Collins	Judy Collins #3	243	7243
Judy Collins	The Judy Collins Concert	280	7280
Phil Ochs	All The News That's Fit To Sing	269	7269
Tom Paxton	Ramblin' Boy	277	7277
Tom Rush	Tom Rush	288	7288
Judy Collins	Judy Collins	209	7209
Judy Collins	Golden Apples Of The Sun	222	7222
Tom Paxton	Ain't That Good News	298	7298
Mark Spoelstra	Five And Twenty Questions	283	7283
Dave Ray	Snaker's Here	284	7284
John Koerner	Spider Blues	290	7290
Koerner, Ray & Glover	The Return Of Koerner, Ray And Glover	305	7305
Koerner, Ray & Glover	Lots More Blues, Rags & Hollers	267	7267
Koerner, Ray & Glover	Blues, Rags And Hollers	240	
Judy Henske	High Flying Bird	241	7241
Judy Henske	Judy Henske	231	7231
Theodore Bikel	Songs Of A Russian Gypsy	150	7150
Hamilton Camp	Paths Of Victory	278	7278
Oscar Brand	Every Inch A Sailor	169	7169
Oscar Brand	The Wild Blue Yonder	168	7168
Glenn Yarbrough	Glenn Yarbrough	135	
Trinidad Steel Band	The Original Trinidad Steel Band	139	7139
	How To Play Folk Guitar	5001	



TOTAL LOCATION INVENTORY



FEMALE VOCALISTS



LN 24190/BN 26190



LN 24202/BN 26202



LN 24197/BN 26197



LN 24059/BN 26059

COMEDY!



FLM 13109/FLS 15109*

SOUND TRACK!



FLM 13110/FLS 15110*

POPULAR!



LN 24202/BN 26202*



has new albums to fill the bill...and the till!

*Stereo

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RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

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

Pick of the Week

MOTHER'S LITTLE HELPER (2:40) [Gideon, BMI-Jagger, Richard]

LADY JANE (3:06) [Gideon, BMI—Jagger, Richard]

ROLLING STONES (London 902)

Although the chart-topping "Paint It, Black" is still in the Top Ten, this new Rolling Stones entry, "Mother's Little Helper," should also zoom up the charts. This one's a rhythmic, blues-drenched attack on some of contemporary society's 'manufactured' solutions to real problems. "Lady Jane" is a tender, inventively melodic pledge of devotion.

THIS DOOR SWINGS BOTH WAYS (2:06)
[Blackwood, BMI-Levitt, Thomas]

FOR LOVE (2:46) [Henry VIII, ASCAP-Hopwood, Leckenby, Lisberg]

HERMAN'S HERMITS (MGM 13548)

Herman's Hermits are obviously destined to add still more sales laurels to their spectacular career with this new release. The "A" side here, "This Door Swings Both Ways," is a pulsating, fast-moving rhythmic ditty which contends that well-rounded individuals have to learn to take the good with the bad. "For Love" is a laconic, funky feelingfully essayed romantic blueser.

FRIDAY'S CHILD (3:00) [Atlantic, BMI-Hazlewood]

HUTCHINSON JAIL (2:45) [Atlantic, BMI-Hazlewood]

NANCY SINATRA (Reprise 0491)

Nancy Sinatra, who is currently coming off her "How Does That Grab You Darling?" triumph, should have her third smash in-a-row with this blue-ribbon Lee Hazlewood-penned original called "Friday's Child." The side is a plaintive, slow-shufflin' blues-drenched lament all about a real hard luck gal. Interesting change-of-pace for the lark. The flip, "Hutchinson Jail," is a rhythmic, folk-styled specialty number.

5 D (Fifth Dimension) (2:32) [Tickson, BMI-McGuinn]

CAPTAIN SOUL (2:35)

[Tickson, BMI-Clark, McGuinn, Hillman, Crosby]

BYRDS (Columbia 43702)

The Byrds are a cinch to zoom up the hitsville path in no time flat with this top-flight original tabbed "5 D (Fifth Dimension)." This one's a rhythmic, medium-paced, blues-soaked tale of rejection about a somewhat disoriented young man. "Captain Soul" is a funky, low-down instrumental stanza.

BRING BACK THE TIME

I DON'T HAVE A MIND
OF MY OWN

[Crazy Cajun & Flomar,
BMI-Charron]

[Crazy Cajun & Flomar,
BMI-Charron]

B. J. THOMAS (Scepter 12154)

B. J. Thomas, who is presently coming off his "Mama" blockbuster, will certainly make a return trip to the charts with either side of this new Scepter release. One lid, "Bring Back The Time," is a tender, medium-paced soft'n'sweet tearjerker about a guy who'd give anything to get his ex-gal back again. "I Don't Have A Mind Of My Own" is a rollicking, fast-moving happy-go-lucky romantic stomper.

LARA'S THEME (2:16) [Robbins, ASCAP-Jarre]

SECRET LOVE (2:13) [Remick, ASCAP-Fain, Webster]

BRASS RING (Dunhill 4036)

Both Top 40 and middle-of-the-programmers should quickly add this new Brass Ring (the ensemble recently had "Phoenix Love Theme") adaptation of the oft-cut "Lara's Theme" to their playlists in short order. The ensemble gives the lyrical flick tune a catchy, lush effectively-building instrumental reading. "Secret Love" gets a swingin' updating on the flip.

WORKING IN THE COAL MINE (2:45) [Marsaint, BMI-Toussaint]

MEXICO (2:08) [Marsaint, BMI-Toussaint]

LEE DORSEY (Amy 958)

Lee Dorsey is always a chart threat and this latest Amy entry, "Working In The Coal Mine," looks as if it will smash thru in both the pop and R&B departments. Tune's a rhythmic, low-down, medium-paced bluesy ode about a hard-working fella whose life is too much of a drag for him to take. "Mexico" is an interesting, slow-moving infectious novelty.

Pick of the Week

GEORGIA ROSE (2:50)

[Leo Feist, ASCAP—Sullivan, Flynn, Rosenthal]

THE VERY THOUGHT OF YOU (4:31)

[M. Witmark, ASCAP—Noble]

TONY BENNETT (Columbia 43715)

Tony Bennett could well have one of the controversial hits of the year with this new Columbia entry. The top lid here is the oldie, "Georgia Rose," a lush, lyrical slow-moving romancer, which is given a striking contemporary meaning. Watch it closely. "The Very Thought Of You" gets a hauntingly lovely treatment on the flip.

LOVE (OH HOW SWEET IT IS) (2:33)

[Overcome, BMI—Miller, Butler]

LONELINESS (2:41) [Jaylyne, BMI—Butler]

JERRY BUTLER (Mercury 72592)

Jerry Butler gets his new Mercury career off to a flying start with this excellent newie, "Love (Oh How Sweet It Is)," which looms as both a pop and r&b smash. Side is a slow-shufflin' but effectively-building item about a sophisticated fella who takes a somewhat philosophical attitude towards romance. "Loneliness" is a tradition-steeped blues heartbreaker.

I'M GONNA LEAVE YOU (2:17)

[Su-Ma Mirdean, BMI—Johnson, Whitfield]

HOLD MY HAND (2:18) [Su-Ma Mirdean, BMI—Powell]

BOBBY POWELL (Whit 716)

Bobby Powell is an odds-on bet to outdistance his recent pop-r&b click "Do Something For Yourself" with this power-packed item dubbed "I'm Gonna Leave You." It's a hard-driving, funky, blues-soaked weeper about a guy who finally decides to give his gal the gate. Undercut, "Hold My Hand," is a tender, slow-moving, affectionate tale of devotion.

HEARTBURN (2:01) [Meager, BMI—Martin, Jackson]

TRY ME (2:56) [Meager, BMI—McCorkle]

JOHNNY MAESTRO (Parkway 987)

Johnny Maestro can speedily rectify his hiatus from the charts on the basis of this excellent Parkway bow labeled "Heartburn." The tune's a pulsating, fast-moving, rhythmic handclapper about a love-sick fella who won't be happy 'til he's reunited with his gal. "Try Me" is a tradition-styled, slow-shufflin' bluesy romancer.

Newcomer Picks

GUANTANAMERA (3:00) [Fall River, BMI—Marti, Angulo, Seegar]

WHAT MAKES YOU DREAM PRETTY GIRL? (2:39)

[Garson, ASCAP—Wilson, Garson]

SANDPIPERS (A&M 806)

The Sandpipers should quickly establish themselves on a national basis with this mighty impressive rendition of the contemporary folk-Latin sturdie, "Guantanamo." The crew treats the lyrical ode in a haunting style complete with some interesting, unexpected melodic changes. "What Makes You Dream Pretty Girl?" is a rhythmic, teen-oriented infectious romancer.

ESCAPE FROM CUBA (3:09) [South Mountain, BMI—Kusik, Adams]

TRYIN' TO STOP CRYIN' (2:17) [Fling, BMI—Lambert]

HIGH & MIGHTY (ABC-Paramount 10821)

Here's an interestingly off-beat piece of material called "Escape From Cuba" by a new crew called the High and Mighty which could well develop into a sleeper success. The tune is a hard-driving, pulsating inventive rocker all about the problems of exiting Cuba. "Tryin' To Stop Cryin'" is an easy-going teen-angled tearjerker.

COME SHARE THE GOOD TIMES WITH ME (2:55)

[Joey Brooks, ASCAP—Kennington]

TIME IS RUNNING OUT FOR ME (2:02)

[Joey Brooks, ASCAP—Brooks]

JULIE MONDAY (Rainbow 101)

Newcomer Julie Monday makes an auspicious bow on the new Rainbow label with this top-notch original called "Come Share The Good Times With Me." Side is a rhythmic, hard-driving, dramatic romancer with an especially infectious repeating riff. "Time Is Running Out For Me" is a plaintively tender, slow-moving, legit-ish ballad.

An All-Market SMASH! The original version by **BILLY WALKER**



*The original version is another reason
monument is artistry*





RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

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

Newcomer Pick

SAY IT ISN'T SO (2:18) [Camad, BMI—Draper]

I'M SO LUCKY (2:26) [Chi-Sound, BMI—Mayfield]

FASCINATIONS (Mayfield 7711)

Both the Fascinations and the new Calla-distributed Mayfield label should get off to a good head of steam with this initial production labeled "Say It Isn't So." Side is an easy-going, pop-r&b ode about a love-sick gal who can't face the prospect that her romance might be on thin ice. "I'm So Lucky" is a pulsating, hard-pounding warm-hearted blues romancer.

Best Bets

DENNY BELLINE & THE RICH KIDS (RCA Victor 8883)

● MONEY ISN'T EVERYTHING (2:16) [Roncom ASCAP—Belline, Belline] Hard rock-in' funk filled ode with Denny Belline singing the praises of the good things that are free. Danceable side should become a heavy play item for party hours.

(B+) SUMMER GIRL (2:46) [Roncom ASCAP—Belline, Belline] Pretty, lyrical ode over here.

JULIUS LaROSA (MGM 13543)

● WE NEED A LITTLE CHRISTMAS (3:11) [Jerryco, Morris ASCAP—Herman] Julius LaRosa should see lots of success with good music lovers with this happy, medium-paced tune from the "Mame" show. Loads of play appeal in the enjoyable to listen to sound of this side.

(B+) I CAN'T BELIEVE I'M LOSING YOU (2:58) [South Mountain BMI—Costa, Zeller] Soft, romantic sounding ballad.

CARMEN McRAE (Mainstream 650)

● ALFIE (2:43) [Famous ASCAP—David, Bacharach] Carmen McRae has a lovely ballad here from the flick with the same name as the tune. Side should quickly get tons of exposure via good music outlets.

(B+) MODESTY (2:00) [Feist ASCAP—Green, Dankworth] Powerful reading of the theme from "Modesty Blaise" film.

BLUES MAGOOS (Mercury 80)

● TOBACCO ROAD (4:30) [Ceardwood BMI—Loudermilk] Wild sounding outing with the Blues Magoos doing lots of thumping and stomping behind their blues-oriented vocal. Side could be a big item with the teens. Highly danceable.

(B+) SOMETIMES I THINK ABOUT (3:35) [Anagranga BMI—Gilbert, Scala, Theilhelm, Esposito] Good sounds back here.

DARLEEN CARR (RCA Victor 8881)

● ANYBODY'S GIRL (2:37) [Screen Gems-Columbia BMI—Eccles, McGinnis] Emotion grabbing tale of a girl who has lost in love and will do anything to erase the memory. Potent, throbbing ode should attract the young buyers.

(B+) WHEN IT'S OVER (2:13) [Screen Gems-Columbia BMI—Gibson, Altfeld] Another sad tune back here.

THE LAST WORD (Boom 60014)

● HOT SUMMER DAYS (2:36) [Roosevelt BMI—Geist, Mandell] Slow, haunting tune that welcomes the joys of summer that come to a guy and a girl. Loads of up to the minute appeal in this smooth, harmonic side.

(B+) BIDIN' MY TIME (2:12) [Roosevelt BMI—Geist] More easy going sounds for a backer.

KENNY WELLS (New Voice 812)

● I CAN'T STOP (2:21) [Saturday BMI—Knight] Easy going rhythmic chant with a sad, tear-jerking tale of lost love. Wells does a powerful job of reading the emotion filled lyric. Loads of R&B appeal as well.

(B+) ISN'T IT JUST A SHAME (2:37) [Saturday BMI—Knight, Gant] Easy going finger snapper back here.

JOE HINTON (Back Seat 565)

● I'M WAITING (2:24) [Don BMI—Malone, Hinton] Slow, groovy, emotion packed chant delivered with heart and soul by Hinton. This bluesy number should prove strong in the R&B market.

(B+) HOW LONG CAN I LAST (2:30) [Don BMI—Malone, Caple] More shouting blues.

ENRIQUE GUZMAN (Columbia 43652)

● I'M NOT THE MARRYING KIND (2:33) [Chappell ASCAP—Haber] Enrique Guzman could make a strong entry in the teen market with this melodic, thump-in' ditty that says go away to a pretty girl. Side has loads of sound appeal.

(B+) LITTLE PEANUT SHELL (2:52) [Jimskip BMI—Kaufman, Anthony] Pretty ballad with a sad lyric.

DON CHERRY (Monument 947)

● AFTER I'M NUMBER ONE (2:49) [Soulsons BMI—Arnold, Doss] Sweet country flavored ditty with a cute, meaningful lyric. Jerry does a sweet easy going job and makes this an attractive side.

(B+) THE TIP OF MY FINGERS (2:06) [Tree, Champion BMI—Anderson] Pretty country ballad.

Best Bets

GAYLE HANESS (Bang 526)

● WE GOT A THING GOING BABY (2:41) [Trio BMI—Barry] Groovy, blues drenched, full bodied romancer. The lark does a potent, hearttugging job of selling the infectious tune. Should get loads of exposure.

(B+) WHEN YOUR BABY SAYS GOODBYE (2:54) [Trio BMI—Barry] Groovy R&B side.

THE MOST (Columbia 43712)

● SEA OF MISERY (2:10) [Host ASCAP—Weiss, Schlaks] Medium-paced teen tear-jerker with a smooth vocal riding well with the infectious, thumping sound of the group. Side could have a very bright future with good exposure.

(B+) WE'LL MAKE OUT ALL RIGHT (2:43) [Host ASCAP—Weiss, Schlaks] Strong, full bodied rocker.

JOAN REGAN (Columbia 43704)

● I'M NO TOY (2:45) [Gallico BMI—Loring, Schroeck] British lark Joan Regan has a pretty, moving passion filled tale about a thoughtless guy here. The meaningful lyric and the lark's strong interpretation of it make for a strong record.

(B+) DON'T TALK TO ME ABOUT LOVE (2:20) [Gallico BMI—Page, Motola] Medium paced, hard driving ballad of lost love.

MAD LADS (Volt 137)

● WHAT WILL LOVE TEND TO MAKE YOU DO (2:47) [East BMI—Brown, Green, Phillips, Williams] Groovy R&B side that the Mad Lads read in their usual appealing style. Easy paced, thumping side should get loads of play in no time at all.

(B+) I WANT A GIRL (2:50) [East BMI—Brown, Green, Phillips, Williams] Harmonic, rhythmic tune for a backer.

GINI EASTWOOD (Tower 249)

● THE WORLD AT MY FEET (2:16) [T.M. BMI—Resnick] Moving tale of a young girl and her illusions. The lark does a lyrical, powerful job of selling the tune. Good play item.

(B+) EVERYTHING I DO, I DO WITH LOVE (2:30) [Bayberry BMI—Wolfe, Riggio] Easy paced ditty for a backer.

PARRIS MITCHELL VOICES (Showcase 9809)

● WE NEED A LITTLE CHRISTMAS (2:40) [Morris ASCAP—Herman] This choral group could make lots of PD's take notice with this pretty reading of this tune from the "Mame" main stemmer. Loads of good music and middle-of-the-road appeal.

(B+) MAME (2:05) [Morris ASCAP—Herman] Sweet reading of the show's title tune.

DISTANT COUSINS (Date 1514)

● SHE AIN'T LOVIN' YOU (2:57) [Saturday BMI—Crewe, Brown, Bloodworth] Funky, hard driving ode with the group doing a wild, groovy reading of the teen oriented lyric. Loads of both listening and dancing sounds here.

(B+) HERE TODAY, GONE TOMORROW (2:32) [Saturday, Nadar BMI—Brown, Bloodworth, Nadar] Sweet, easy paced ditty.

DEAN SCOTT (Scepter 12137)

● GOTTA HAVE LOSERS TOO (2:57) [Underwood BMI—Ward] Hard driving ballad with Dean Scott doing an emotion and soulfilled reading of the potent tune. Side should happen both Top 40 and R&B. Watch very closely.

(B+) TWO YEARS AGO TODAY (2:07) [Crazy Cajun, BMI—Fogelsing, Longoria] Husky, infectious chant.

WE THE PEOPLE (Challenge 59333)

● MIRROR OF YOUR MIND (2:39) [Barmour BMI—Tallon] Hard driving, funk-filled, stomping outing packed with appeal for the teen market. Way out song is given a powerfilled reading by this group. Could be a big record with exposure.

(B+) THE COLOR OF LOVE (2:24) [Barmour BMI—Proctor] Easy paced, husky ballad back here.

SONNY CURTIS (Viva 602)

● MY WAY OF LIFE (2:24) [Gringo, Skol BMI—Curtis] Pretty, easy paced ballad with lots and lots of summer feel. The chanter's self-penned ditty is a moving story of an easy going guy. Watch this groovy side very closely.

(B+) LAST CALL (2:06) [Gringo, Skol BMI—Curtis] Medium-paced, husky, infectious side.

PETE SEEGER (Columbia 43699)

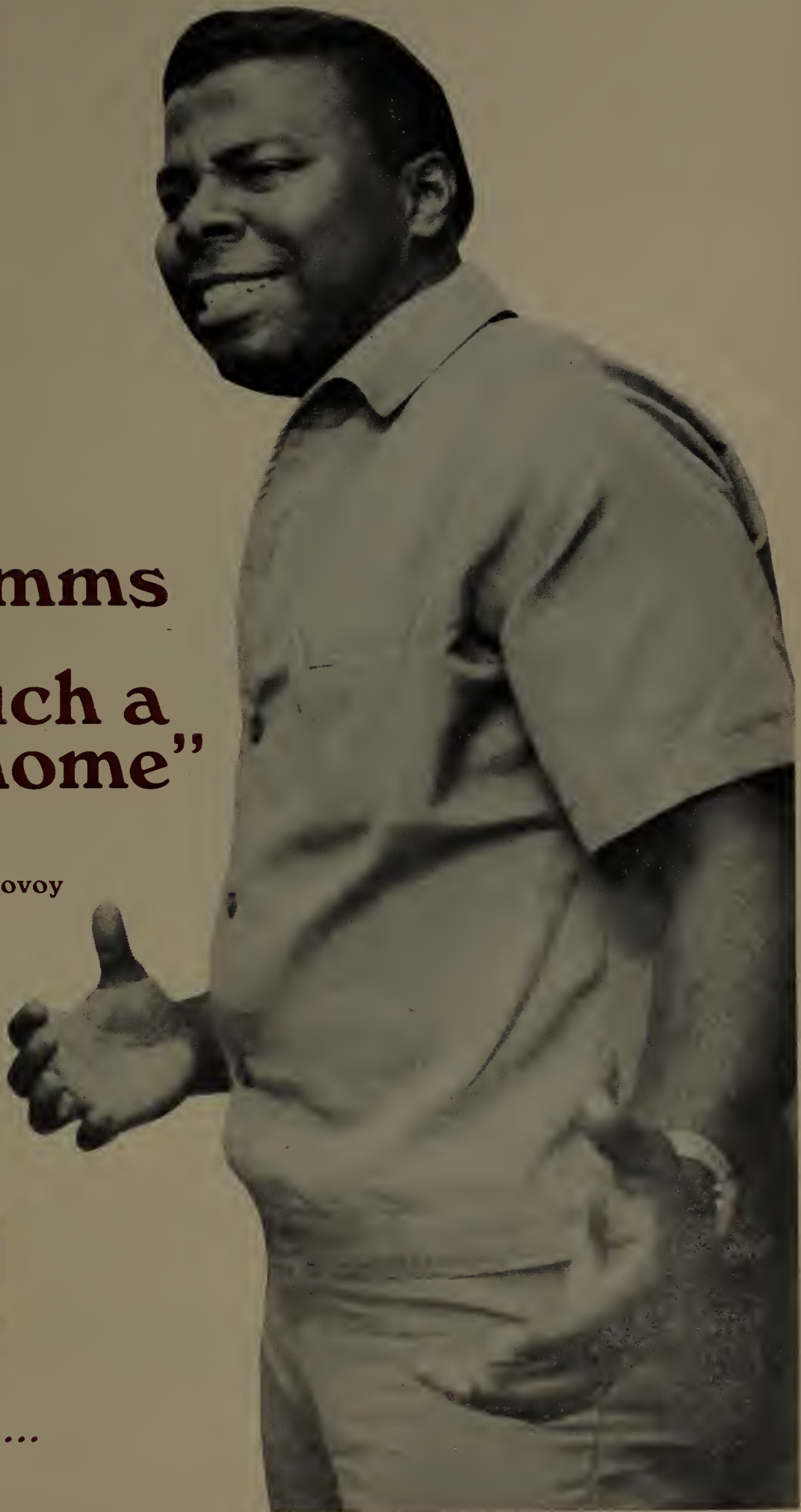
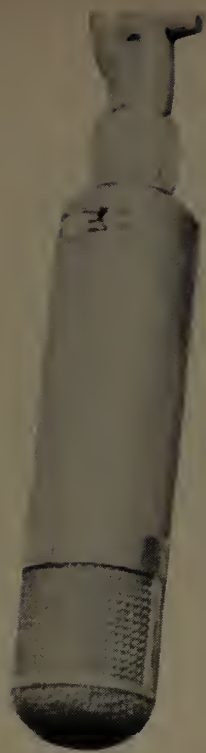
● THE DRAFT DODGER RAG (2:08) [Applesed ASCAP—Ochs] Pete Seeger accompanied by Fred Hellerman should stir lots of interest with this easy going reading of the controversial Phil Ochs tune. Fine banjo and guitar work throughout the side.

(B+) GUANTANAMERA (3:35) [Fall River BMI—Martí] Pretty adaptation of the Latin tune.

NED TOWNS (Atlantic 2343)

● HOW CAN YOU BABY-SIT A MAN (2:35) [Pronto-Lasharette BMI—Townes] Soul-filled, bluesy outing should quickly attract R&B spinners and buyers. Towns' reading of his own ditty makes an effective side.

(B+) B-I-N-G-O (2:35) [Pronto-Lasharette BMI—Townes] Swinging, groovy outing.



Garnet Mimms

sings

**“It’s been such a
long way home”**

VEEP 1232

Produced by Jerry Ragovoy

A smash hit
from



Where it’s at...



RECORD REVIEWS

● best bet B+ very good B good C+ fair C mediocre

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

Best Bets

SHARON SOUL (Coral 62487)

● LET ME GET TO KNOW YOU (2:36) [South Mountain BMI—Leka, Thomas] Lark Sharon Soul makes a tender plea for a special guy's love. Soft, enchanting side should attract teen lovers in no time at all.

(B+) HIS LOVE IS AMAZING (2:05) [South Mountain BMI—Wick, Bateman, Moseley] Groovy, rhythmic soulful chant.

EXECUTIONERS (Swan 4259)

● I WANT THE RAIN (2:43) [Palmina, Trend Setter BMI—Grimm, Wascac] Watch the Executioners make a national name with this hard driving, funky, throbbing rocker. Potent side is a prime dance item for the teens. Watch it very closely.

(B+) I WANT THE RAIN (2:05) [Palmina, Trend Setter BMI—Grimm, Wascac] Same as the top sans vocal.

GARNET MIMMS (Veep 1232)

● IT'S BEEN SUCH A LONG WAY HOME (2:58) [Rittin-house, Rumbalero BMI—Shuman, Ragovoy] Garnet Mimms should make lots of playlists both Top 40 and R&B with this soulfilled, infectious rhythmic handclapper. The chanter's powerful vocal is well matched to the hard ork sound backing him.

(B+) THINKIN' (2:15) [Rittenhouse, Blackwood BMI—Taylor, Ragovoy] More groovy sounds back here.

FREDDY CANNON (Warner Bros. 5832)

● THE LAUGHING SONG (1:59) [Doncan BMI—Canon, Regan] Freddy Cannon could make lots of sales noise with this happy go lucky welcome to summer. Loads of appeal for the surf set and their admirers.

(B+) NATALIE (2:29) [Caravelle ASCAP—Vassy] Hard driving warning to a girl.

PATRICE HOLLOWAY (Capitol 5680)

● LUCKY, MY BOY (2:45) [American BMI—Page] Patrice Holloway should stir up lots of emotions with this infectious, medium-paced, husky chant about a special guy. Loads of appeal for the young lovers throughout the land.

(B+) STOLEN HOURS (2:38) [American BMI—Page] Easy paced rock ballad.

THE PANDORAS (Oliver 2003)

● SWEETHEART, SWEETHEART (2:21) [Saturday BMI—Linzer, Randell] Easy going ode with the girls giving out with a lyrical tale of love that is backed by a solid, lush ork. Loads of listening appeal for the Top 40 crowd in this one.

(B+) CALL ME (2:30) [Captain Marvel BMI—Rand] Pretty little tune for a backer.

THE ROVIN' KIND (Roulette 4687)

● RIGHT ON TIME (2:46) [Kuno, Frost BMI—Cotton] Medium-paced, teen-slanted chant with the group doing a husky, attractive vocal job over the groovy, thumpin' sound. Solid number for either dancing or listening.

(B+) NIGHT PEOPLE (2:46) [Van Cleef BMI—Stone] Easy going rock ballad.

TED TAYLOR (Okeh 7252)

● BIG WHEEL (2:15) [Barton BMI—Townesley] Wild, free swinging rhythmic outing with Taylor shouting and stomping throughout. Side should get loads of play via both Top 40 and R&B outlets.

(B+) NO ONE BUT YOU (2:38) [Ronnat BMI—Taylor] Funky ode on the back.

THE McCOWAN BOYS (Warner Bros. 5829)

● DADDY I'VE TRIED (2:44) [Glenn, Ragmar BMI—Lapham] This highly unusual ditty with a strong folk flavor filled out with rock overtones could make a lot of sales noise for the McCowan Boys. Watch the teens flock to make the cash registers ring for this waxing.

(B+) SO WELL REMEMBERED (3:36) [Glenn, Ragmar BMI—Douglas, Lapham] Pretty ballad on the back.

RAMSEY LEWIS (Cadet 14814)

● AIN'T THAT PECULIAR (2:54) [Jobete BMI—Moore, Robinson, Rogers, Tarplin] Ramsey Lewis should be headed for more potent action with this groovy reading of the while back click. Loads of double barreled jazz-pop appeal here.

(B+) WADE IN THE WATER (3:05) [Ramsel BMI—Lewis] Good jazz sounds back here.

DICK & DEE DEE (Warner Bros. 5830)

● SO MANY THINGS WE DON'T KNOW (2:34) [Mirich ASCAP—St. John, Post] Dick and Dee Dee should do quite well with this melodic, folk-oriented tune about a couple of youngsters. The duo can expect loads of spins and sales of this offering.

(B+) SHE DIDN'T EVEN SAY GOODBYE (2:07) [Odin ASCAP—Ralke, Patrick] Pretty, but sad message tune.

BROOK BENTON (RCA Victor 8879)

● BREAK HER HEART (2:50) [Eden, Benday BMI—Stallman, Otis] Brook Benton should be spun regularly on good music outlets with this melodic, easy paced tale of the ways of a hard hearted person. Lush ork backing the chanter adds to the side's appeal.

(B+) IN THE EVENING BY THE MOONLIGHT (3:35) [Eden, Benday BMI—Adpt. Benton, Otis, Augustas] Interesting reading of the chestnut.

Best Bets

BRIAN BROWNE TRIO (Academy 121)

● FLOWERS ON THE WALL (1:55) [Southwind BMI—Dewitt] Solid, groovy jazz outing of the short time back Statler Bros. pop/country hit. Jazz buffs should dig this reading of the fine tune. Also prime middle-of-the-road spinning item.

(B+) BLUES FOR THE U.F.O.'S (2:52) [Assembly BMI—Browne] Groovy bluesy sound for a backer.

BLUES PROJECT (Verve Folkways 5019)

● WHERE THERE'S SMOKE, THERE'S FIRE (2:27) [Sea Lark BMI—Kooper, Levine, Brass] Easy paced ode done up with tons of emotion by this group. The tune builds to a potent chant and should carry the teen audience along with it.

(B+) GOIN' DOWN LOUISIANA (4:03) [Arc BMI—Waters] Funk filled outing back here.

CHAD & JEREMY (Columbia 43682)

● DISTANT SHORES (2:20) [Chad & Jeremy, Noma BMI—Guercio] Chad and Jeremy could make lots of noise with this sweet, easy going summerish sounding outing. Loads of effective teen appeal in the lovey dovey lyric.

(B+) LAST NIGHT (2:02) [Chad & Jeremy, Noma BMI—Clyde] Medium-paced, husky, lost love tale.

NAT KING COLE (Capitol 5683)

● LET ME TELL YOU, BABE (2:35) [Comet ASCAP—Sherman, Weiss] Pretty ballad should get loads of exposure via good music outlets. Tune is rendered in the classical Cole style that has accounted for so many big records.

(B+) FOR THE WANT OF A KISS (2:08) [Jefferson ASCAP—Winkler, Evans] Another sweet ballad on the back.

B+ REVIEWS

POOKIE HUDSON (Jamie 1319)

(B+) ALL THE PLACES I'VE BEEN (2:25) [Dandelion, BMI—Hudson, Burton] Very soft job on this sentimental ballad.

(B) THIS GETS TO ME (2:20) [Dandelions, BMI—Hudson, Burton] Throbbing jerk-tempo stand.

RAY SINGER (Roulette 4682)

(B+) HEY WHO (2:20) [Frost, BMI—Coltan] Pretty, mid-tempo danceable with a catchy arrangement.

(B) TELL ME NOW (2:44) [Kewood, BMI—Singer] Harsh, pounding rocker.

MASTER SINGERS (Tower 248)

(B+) HIGHWAY CODE (3:27) [Maribus-Horrex, Keating] Gregorian Chant-like madrigal oriented treatment of basic highway safety maxims.

(B) RUMBLETUM SONG (1:45) [Maribus-Horrex, Keating] Ye olde English folk song treatment of the same theme.

MIKE DOUGLAS (Epic 5-10041)

(B+) THE PARENTS OF THE KIDS IN LOVE (2:20) [Evergreen, ASCAP—H. Gilbert, M. Dennis] Light, easy-going, rhythmic treatment of the parental view concerning young love.

(B) REAL LOVE (2:20) [United Artists ASCAP—B./M. Dunn] Semi-narrated, super-sweet, sentimental look at love.

DEBBIE REYNOLDS (MGM 13528)

(B+) RAINDROPS (2:06) [MRC, BMI—Sourie, Sparks] Ultra-sweet, bouncing ditty from the 'Sing-in' Nun.'

(B) IT'S A MIRACLE (UNE FLEUR) (2:20) [MRC, BMI—Sourie, Sparks] Same for this side.

JIMMY McCRAKLIN (Imperial 66180)

(B+) THESE BOOTS ARE MADE FOR WALKIN' (2:38) [Criterion, ASCAP—Hazelwood] Low-key rendition of the Nancy Sinatra giant.

(B) JUST LET ME CRY (2:36) [Metric, BMI—McCracklin] Raunchy blueser here.

LONNIE WOODS TRIO (Peacock 1946)

(B+) SHAKIN' SUGAR (Part I) (2:24) [Don, BMI—Woods] Funk-filled, mid-tempo rock session.

(B) SHAKIN' SUGAR (Pt. II) (2:30) [Don, BMI—Woods] Group goes instrumental on the flip.

IKE & TINA TURNER (Tangerine 45-TRC-963)

(B+) ANYTHING YOU WASN'T BORN WITH (2:40) [Tangerine & Placid, BMI—I./T. Turner] Rhythmic, thumping, almost gospel-styled R&B excursion.

(B) BEAUTY IS JUST SKIN DEEP (2:30) [Tangerine & Placid, BMI—I./T. Turner] Heavy, pounding, R&B wailing, full of brass.

BILLY JOHN & CONTINENTALS (Jin 45-203)

(B+) THE ALLIGATOR (2:16) [Kirby Boudreaux & Flat Town, BMI—Babineaux, Boudreaux] Pounding, thumping, rocking lid.

(B) ALL OVER AGAIN (2:16) [Kirby Boudreaux & Flat Town, BMI—Babineaux, Boudreaux] Slow moving, tear-stained, lament with a slight country flavor.

JOHN LEE HOOKER (Chess 1965)

(B+) LET'S GO OUT TONIGHT (2:35) [Chevis, BMI—Hooker] Raunchy infectious dance item.

(B) IN THE MOOD (2:41) [Chevis, BMI—Hooker] Real low-down blues moaner.



His 1st Mercury single

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LOVE [Oh, How Sweet It Is]

MERCURY SINGLE 72592





RECORD REVIEWS

• best bet B+ very good B good C+ fair C mediocre

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

B+ REVIEWS

WELLINGTONS (Ascot 2217)

(B+) GO AHEAD AND CRY (2:27) [Righteous, BMI—Medley] Warm, pretty effort by the group. Could make it.

(B) TAKE MY HAND (2:07) [Righteous, BMI—Medley] A similarly fine job.

GENTLEMAN JUNE GARDNER (Emarcy 4050)

(B+) IT'S GONNA RAIN (2:12) [Five West, Laughter, BMI—Bono] Pulsing instrumental revamping of the Sonny & Cher winner.

(B) LAST NIGHT (2:11) [East, BMI—Axton, Smith, Newman, Moman] Similar stuff on this Mar Keys while-backer.

LETTA & SAFARIS (Columbia 43675)

(B+) WALKIN' AROUND (2:15) [Canyon, BMI—Gwangwa, Levine] Mid-tempo, funk-filled workout.

(B) FOR GOD AND COUNTRY (1:58) [Canyon, BMI—Semanya, Levine] More of the same.

WAYNE LOGIUDICE (Philips 40383)

(B+) OW! BOOGALOO (2:17) [Action, BMI—Robinson] Throbbing extension of the current dance craze.

(B) COME ON EVERYBODY (Let's Get Some Action On) (2:37) [Action, BMI—Robinson] Another hard-moving workout.

SAVAGES (Red Fox 111)

(B+) THE BEST THING YOU EVER HAD (2:15) [Gil, BMI—Sonenberg] Slow-moving harsh-sounding pounder, with a British flavor.

(B) CHEATING ON ME (2:12) [Foptail, BMI—Lazes] Similar type, but more uptempo.

JOHNNY THUNDER (Diamond 206)

(B+) BEWILDERED (2:27) [Miller ASCAP—Whitcup, Powell] Plaintive, melancholy blueser.

(B) JUST ME AND YOU (2:13) [Picturetone, BMI—Cardell, Trimachi] Easy-going infectious romancer.

3RD EVOLUTION (Dawn 306)

(B+) DON'T PLAY WITH ME (2:17) [Dawn, BMI—Henderson] Real rauncher with a lot of Liverpool flavor.

(B) GONE GONE GONE (2:14) [Dawn, BMI—Henderson] Flip is a frenetic workout.

BIG AMOS (Hi 2108)

(B+) HE WON'T BITE ME TWICE (2:34) [Jec BMI—Patton] Throbbing "High-Heel Sneakers" sound on this blueser.

(B) MOVE WITH YOU BABY (2:17) [Jec BMI—Patton] Another r&b throbber on the flip.

ALEXANDER PATTEN (Capitol 5677)

(B+) NO MORE DREAMS (2:25) [Brujem BMI—Patten] Harsh, "shout"-styled wailer.

(B) A LIL LOVIN' SOMETIMES (2:22) [Brujem BMI—Brackett] Similar material, but in a slower tempo.

LLOYD LONDON (United Artists 50036)

(B+) LET'S BUILD A WORLD OF OUR OWN (2:17) [Gil BMI—Kasha, Hirschhorn, Martancik] Highly-danceable, pounding session.

(B) ALONE IN LOVE (2:08) [Spectorious BMI—Haber] Strong, building teen ballad.

ADAM WADE (Epic 5-10024)

(B+) HOW CAN I LEAVE YOU? (2:11) [Gil, BMI—S. Lee, G. Garvarentz] Dreamy and melodic ballad, richly orchestrated.

(B) SOLITUDE (2:12) [Scarsdale & Amer. Academy, ASCAP—E. DeLange, I. Mills, D. Ellington] Another melodic ballad marked by Latin rhythm section.

BILL SMITH (Tal 301)

(B+) WONDERING (2:43) [Tal, ASCAP—R. Gonzales, G. Cook] Ultra soft ballad with a reflective late-night character.

(B) SUSANNE (2:43) [Tal, ASCAP—M. Marquith, T. Sommer] Jazz-flavored romancer.

INCREDIBLES (Audio Arts 60,001)

(B+) I'LL MAKE IT EASY (If You'll Come On Home) (2:48) [Madelon, BMI—Wayman] Very pretty blues ballad offering.

(B) CRYING HEART (2:52) [Madelon, BMI—Wayman] Another attractive wooser.

RAY RAPPA (Artists International H-100)

(B+) A TASTE OF HONEY (2:05) [Songfest, ASCAP—Scott, Marlow] An up-beat rendition of the oft-crit flick theme.

(B) FICKLE FINGER OF FATE (2:18) [E. H. Morris, ASCAP—Lawrence, Freeman] Bouncing, '20's-flavored ditty.

B+ REVIEWS

BILL HJERPE (Epic 5-10026)

(B+) MRS FROST (2:29) [Albet, BMI—W. Hjerpe] Funky, ragtime, up-beat, jug band type party tune.

(B) BEHIND THE TIMES (2:59) [Albet, BMI—W. Hjerpe] Lively, reedy, Dylanesque romp with a persistent beat.

MEL TORME (Columbia 4-43677)

(B+) HANG ON TO ME (2:35) [Columbine, BMI—P. Matz, R. Supraner] Soft, slow, charmer by the vet songster backed by chorus.

(B) ALL THAT JAZZ (2:10) [Joseph E. Levine, ASCAP—A. Stillman, B. Carter] A sprightly, lyrical lid from the "A Man Called Adam" flick.

ZIMBO TRIO (Pacific Jazz 88129)

(B+) GAROTA DE IPANEMA (2:49) [Duchess, BMI—de Moraes, Jobim] Pulsating orchestral revamping of the Getz/Gilberto popularized bossa nova standard.

(B) REZA (2:30) [Duchess, BMI—de Moraes, Jobim] Up-tempo Latin rhythms featuring a staccato touch on the 88.

STYLES (Swan S-4258)

(B+) HUSH LITTLE GIRL (2:20) [Palmina & Zig Zag, BMI—Chambers, Sofia, Sorge, Grasso] Intricate choral treatment of a young love heart throbber.

(B) I DO LOVE YOU (2:23) [Palmina & Zig Zag, BMI—W. Carlucci, R. Grasso] Another one for the romance minded.

B REVIEWS

JOAN WHITNEY (Cuca 1270)

(B) FATE OF A FOOL (2:40) [Ridgeway, BMI—King, Stewart] Pretty middle-of-the road ballad.

(B) SIL VOUS PLAIT (2:22) [Ridgeway, BMI—Price, King, Stewart] Another pretty vocal.

KITTY WHITE (Clover 336)

(B) DO IT AGAIN (1:53) [New World, ASCAP—DeSylva, Gershwin] Swinging up-dating of the oldie.

(B) VISIT ME (1:38) [Smith-Maxwell, BMI—Smith] More good swinger.

DANIELS (Lantam 01)

(B) BIG CITY (2:29) [Lantam, Heleriqui, BMI—Fowler] Infectious blues throbber.

(B) FINALLY (2:30) [Lantam, Heleriqui, BMI—Lewis] Slow-moving romancer.

ROEMANS (ABC-Paramount 45-10814)

(B+) LOVE (THAT'S ALL I WANT) (1:57) [Low-Twi, BMI—Whitley] Fast-paced, rhythmic, toe-tapper.

(B) WHEN THE SUN SHINES IN THE MORNIN' (2:00) [Low-Twi, BMI—Whitley] Slow, folk-like ballad.

GEORGE GREELY (Reprise 0490)

(B+) WHO'S AFRAID? (2:49) [Harms, ASCAP—Webster, North] Richly orchestrated slow one from the soon to be released "Virginia Woolf" flick.

(B) JUNGLE FANTASY (2:15) [Dutchess, BMI—Morales] Features the 88 in up-tempo Latin flavored ditty.

RUSTICS (Ye Old King 1000)

(B+) CAN'T GET YOU OUT OF MY HEART (2:12) [Just Mus., BMI—Jade 'n' Manzi] Pounding, driving, rock session.

(B) LOOK AT ME (2:15) [Just Mus., BMI—Jade 'n' Manzi] Slow moving, soft rock ballad.

MAUREEN TOMSON (Audio Fidelity 45-127)

(B+) GYPSY GIRL (2:45) [Audubon, ASCAP—M./A. Delugg] Slow paced, tearful gypsy flavored ballad from the flick.

(B) FLY ME TO THE MOON (2:29) [Almanac, ASCAP—B. Howard] Soft, torchy rendition of this oldie.

VIRTUES (Virtue 190)

(B) COTTON CANDY (2:07) [Virtu, ASCAP—Virtuoso, Bruno] Catchy, Latin-flavored mover.

(B) LOVE YOU (2:05) [Virtu, ASCAP—Virtuoso, Keefer, Roberts] Haunting guitar swayer.

ELISA FLORES (LinJo 108)

(B) SINCERIDAD (2:33) [Alfay, BMI—Flores] Warm, Spanish-language charmer.

(B) DILES LE QUE QUIERES (2:55) [Alfay, BMI—Flores] Another pretty Latin item.

DANNY DARROW (Mighty 107)

(B) WONDERLAND OF DREAMS (2:57) [Stateside, BMI—Zinn] Soft and warm ballad.

(B) MY GIRL (1:15) [Rockford, BMI—Weinberg, Zinn] Cute, lively finger-snapper.

ROULETTE SERVES UP SIZZLING SUMMER HITS!



Tommy James And The Shondells **HANKY PANKY**

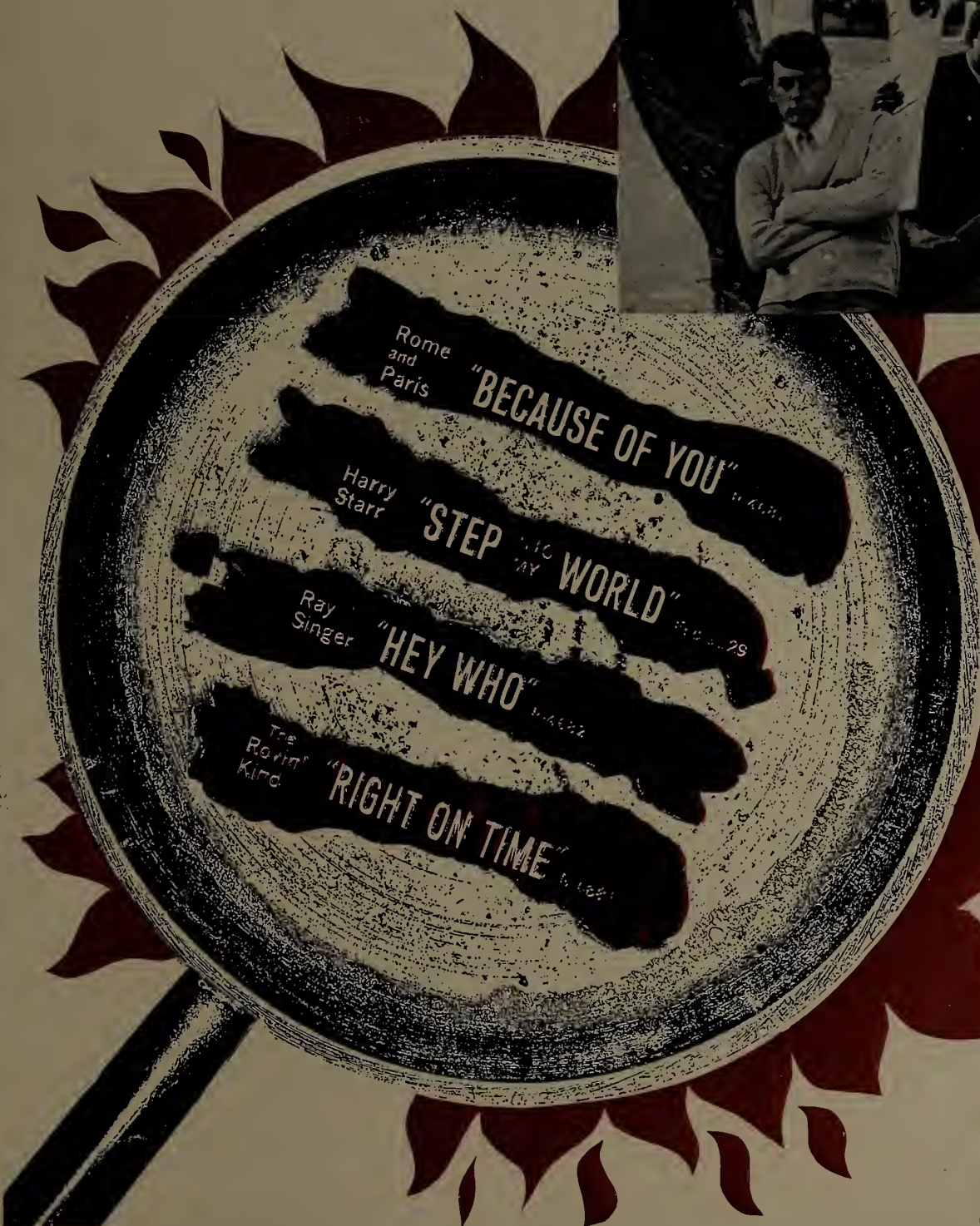
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Little Joe Blue
**DIRTY WORK
GOING ON**

CHECKER 1141

Freddy Robinson
**THE
CREEPER**

CHECKER 1143

Big Maybelle
**IT'S A
MAN'S, MAN'S
WORLD**

CHESS 1967



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 JUNE 22, 1966)

% 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%	I Saw Her Again—	Mamas & Papas—	Dunhill	94%
43%	Hungry—	Paul Revere & Raiders—	Columbia	97%
42%	I Want You—	Bob Dylan—	Columbia	61%
41%	The Work Song—	Herb Alpert & Tijuana Brass—	A&M	57%
40%	Love Letter—	Elvis Presley—	RCA	62%
40%	Impossible Dream—	Jack Jones—	Kapp	88%
39%	Sweet Pea—	Tommy Roe—	ABC	99%
38%	Trains & Boats & Planes—	Dionne Warwick—	Scepter	38%
37%	Wild Thing—	Troggs—	Atco-Fontana	69%
36%	Over Under Sideways Down—	Yardbirds—	Epic	62%
34%	Billy & Sue—	B. J. Thomas—	Hickory	94%
32%	Tell Her—	Dean Parrish—	Boom	61%
31%	Where Were You When I Needed You—	Grass Roots—	Dunhill	49%
30%	Sunny—	Bobby Hebb—	Philips	91%
29%	Pretty Flamingo—	Manfred Mann—	UA	36%
28%	You Can't Roller Skate In A Buffalo Herd—	Roger Miller—	Smash	51%
27%	All These Things—	Uniques—	Paula	62%
26%	Sweet Dreams—	Tommy McLain—	MSL	26%
25%	Can I Trust You—	Bachelors—	London	65%
24%	Whole Lot Of Shaking In My Heart—	Miracles—	Tamla	72%
23%	La Bamba—	Trini Lopez—	Reprise	43%
22%	Lonely Soldier—	Mike Williams—	Atlantic	22%
21%	Past Present & Future—	Shangri Las—	Red Bird	21%
20%	Race With The Wind—	Robbs—	Mercury	20%
20%	Hey You Little Boo-Ga-Loo—	Chubby Checker—	Parkway	68%
19%	I'm A Nut—	Leroy Pullins—	Kapp	58%
18%	Misty—	Richard 'Groove' Holms—	Prestige	49%
17%	I Call Your Name—	Buckinghams—	USA	25%
16%	See You In September—	Happings—	B T Puppy	24%
15%	Happy Summer Days—	Ronnie Dove—	Diamond	96%
14%	I Love Onions—	Susan Christie—	Columbia	68%
13%	Beg, Borrow & Steal—	Rare Breed—	Attack	13%
12%	You Just Can't Quit—	Ricky Nelson—	Decca	66%
11%	Just A Little Bit Of You—	Dallas Frazier—	Capitol	25%

LESS THAN 10% BUT MORE THAN 5%

TOTAL % TO DATE	TOTAL % TO DATE	TOTAL % TO DATE
Not Responsible	Such A Sweet Thing	Searching For My Love
Tom Jones (Porrot) 62%	Mory Wells (Atco) 9%	Bobby Moore & Rhythm Aces (Checker) 8%
You're Nobody 'Til Somebody Loves You	Joker Went Wild	Hot Shot
Wonder Who (Philips) 34%	Brion Hyland (Philips) 17%	Buena Vistos (Swan) 17%
Tor & Cement	Freddie Feelgood	The Magic Touch
Verdelle Smith (Capitol) 18%	Roy Stevens (Monument) 9%	Bobby Fuller (Four Mustong) 8%
Go Go Train	Suspicious	Out On The Floor
Johnny Pone (Scepter) 9%	Sidekicks (RCA) 9%	Dobie Grey (Charger) 8%
	Shoke Your Hips	
	Slim Horpo (Excello) 8%	

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FROM: THE CARRIAGE TRADE

Hey, Guys —

Thanks for the great idea for a smash—

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The Carriage Trade

ATTENTION DISTRIBUTORS

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Microphone Music Co., Honolulu, Hawaii
Music Service, Great Falls, Montana
Record Merchandising, Los Angeles, Calif.
Fidelity Electric, Seattle, Wash.
All South Dist. Corp., New Orleans, La.
Alpha Dist. Corp., Charlotte, N. C.
Delta Dist. of Buffalo, Buffalo, N. Y.
Eastern Record Dists., Hartford, Conn.

Essex Record Dists., Newark, N. J.
Mainline Dist., Miami, Florida
Godwin Dist. Co., Atlanta, Georgia
Lieberman Music Co., Minneapolis, Minn.
Mainline-Cleveland, Cleveland, Ohio
Marnel Dist. Co., Philadelphia, Pa.
Marnel of Maryland, Baltimore, Md.
Merit Music Dist., Detroit, Mich.
M. S. Dist., Chicago, Illinois
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Ralph M. Schroeder, Cincinnati, Ohio

2
BIG
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SCRATCHER**

Frank Frost

Jewel 765

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TO WATCH!**

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ON MY MIND
AGAIN**

Billy Joe Young

Paula 240

**THE DAY
AFTER
FOREVER**

Peggy Paxton

Paula 241

**DOING THE
BEST I CAN**

John Fred

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**I'M GONNA
LEAVE YOU**

Bobby Powell

Whit 716

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**BIOS FOR
DEEJAYS**

Troggs



The Troggs' name has been derived from an ethnological term ("troglydyte") which means someone "who creeps into holes or caverns" or "dwells in caves." They don't actually live in caves but they are wild and the title of their latest release is "Wild Thing" (currently number 22 on this week's Top 100). This title has been released on both the Atco and the Fontana label. "Wild Thing" features Reg Presley on the ocarina as a standout on the musical bridge which results in a near medieval sound in the middle of modern rock.

The Troggs have been together since the early part of 1966. All 4 Troggs are from Andover but the group is primarily based in Hampshire, England. Reg, who was a bricklayer before becoming a Trogg, started out to be a commercial artist. The group's lead guitarist, Chris Britton, studied classical guitar for 4-years before going into the rock field. The drummer is Ronnie Bond and the bass guitarist is Peter Staples.

Bud Shank



Bud, whose real name is Clifford E. Shank, was born in Dayton, Ohio in 1926. He began his musical training with clarinet and later, after moving to Durham, N.C., added alto and tenor sax as well as flute to his rapidly growing list of instruments. Shank's real career as a professional musician began in Los Angeles with such post war bands as Alvino Rey, Charlie Barnet, and Stan Kenton's "Innovations In Modern Music Orchestra." From this point he went on to many concert and night club dates throughout the world including a 2-year gig at Malibu's "Drift Inn." His latest World Pacific release is "California Dreamin'" and it is number 96 on this week's Top 100 Albums. Bud enjoys writing music and has many tunes plus 3 cinema scores to his credit.

He now lives in Studio City, Cal. with his wife, Lynn, and 2 beagles. Other than music, his major interest is sports car racing although he rarely has time to pursue this avocation.



**PLATTER
SPINNER
PATTER**

Reg Calvert, head of Radio City-Thames Estuary, England, was shot and killed June 21, approximately 24-hours after his pirate outlet was seized by an as yet unidentified boarding party. The bizarre murder has sparked an investigation by British detectives as Calvert's body was found in the English mainland home of the one time head of a rival pirate outlet and not outside the 3-mile territorial limit. The investigation may bring about a government acceptance of the pirate stations. Perhaps then being a rock-deejay on the outskirts of London will cease to be as hazardous an occupation as it now appears to be.

Ed King of KDKA-Pittsburgh, in continuing with a 7-year series marking the 25th anniversary of major happenings in World War II, hosted "Scrapbook In Sound" recalling June 20, 1941 on John Stewart's "Program PM" over the outlet. The program included the music that America was singing and dancing to such as "The Hut Song," "Tonight We Love," "You Are My Sunshine," and "Just A Little Bit South Of North Carolina."

Jack Angel of KEX-Portland, Ore., has just finished an 8-week run with the Portland Civic Theatre production of "Finian's Rainbow." The spinner, known throughout much of the northwest as the host of the "Jack Angel Commute Club," portrayed the leprechaun "Og." The 1st time we've heard of a leprechaun being an Angel.

WAYS-Charlotte, N.C. recently celebrated it's 1st birthday under the ownership of Sis Atlas Kaplan and Stan Kaplan with a "birthday party" spectacular. A crowd of 13,000 jammed the Charlotte Coliseum for the celebration. Jack Gale, the outlet's pd, produced and emceed the show. Among others appearing at the "party" were: the Four Seasons, Little Stevie Wonder, Lou Christie, Jody Miller, Tommy Roe, Jeanne Sealy, and Paul Peek.

WHAM-Rochester has converted its all night program to an 80% instrumental jazz format. Bill Ardis is host of the show which is called "Ardis Against The Night." The other 20% of the show is devoted to a loose vocal format which includes the programming of such artists as Frank Sinatra, Nancy Wilson, Ray Charles, and Nina Simone.

George Keith of WANV-Waynesboro, Va. received "Mrs Miller's Greatest Hits" (Capitol) in the mail, played it on the air, and dramatically announced that he would break it if he got enough requests. There was a flurry of activity with petitions and votes both for and against. Mrs Miller lost. Knowing that the Multiple Sclerosis Hope Chest Drive was about to begin, Keith reneged on his agreement to break the record and auctioned it off instead. The proceeds went to the Multiple Sclerosis Drive.

Detroit area golfers will swing away free of charge twice during the month of June at Rackham Golf Course, courtesy of WJBK-Detroit. George Toles, Jerry Blocker, and Bob Lee (all WJBK air personalities) will be at the golf course on 2 different mornings to see that all golfers teeing off do so free of charge. The duffer handing in the lowest scorecard at the end of either of these days will receive an RCA AM/FM transistor radio.

Klaven and Finch are conducting a cash sweepstakes over WNEW-New York. More than 2-million numbered "Daily Double" cards have been distributed to listeners in the metropolitan New York area and twice each morning the Klaven and Finch team will read a number. The listener with the winning number then has 24 hours to notify the outlet and stands to win from \$50 to \$1,000.

Bill Hickok of WIP-Philadelphia has been awarded a gold record. Mrs Miller presented the gold version of her "A Lover's Concerto" to the spinner for being "the first radio personality in America to program" her record. The presentation of this gold record is especially interesting because Mrs. Miller has yet to sell a million copies of the record.

CKXL-Calgary, Alberta, Canada has established the "Sarcee Citizen Of The Year Award." The award is open to any male or female living on Calgary's Sarcee Indian Reserve and will be awarded on the basis of the biggest individual contribution toward the betterment of life on the reserve. The deadline for entries in this year's contest is July 4. The outlet hopes that, through this award, it can call attention to the tremendous effort the Indian is making toward the betterment of his way of life.



DEEJACKASSES: Roy Cooper (left) and Dave Reinhart (right), both of whom spin 'em for WSAI-Cincinnati, recently competed in one of America's more unusual deejay donkey races. The event took place at the Greater Cincinnati Horse Show. Due to the fact that the outlet provided 2 of the most uncooperative mules available in the Queen City, the race was definitely good for a horse laugh. At this time let us state that Cooper and Reinhart (respectively) are seated atop the mules. Neither Cooper nor Reinhart was informed of the mules' uncooperative trait so the event became a battle of the willpower pitting the deejays against the mules. Amidst the cheers and laughter of the 10,000 fans in attendance at the Cincinnati Gardens, Roy Cooper came across the finish line first and was awarded the Jackass Trophy. The names of the mules were not available at presstime.

SPUTTERS: Hal Moore is now the music director of KIMN-Denver. . . . John Miller has been appointed account exec of WIBG-Philadelphia. . . . Jerry Grove, news director for WIBG-Philadelphia, has been elected vp of the Pennsylvania News Broadcasters Assoc. . . . Richard Wahl, newsman on KNX-Hollywood, has expanded his activities to include being permanent host of the outlet's "Firing Line" program. . . . KDKA-Pittsburgh's Clark Race has been signed for a role in the "Returning Dead" episode of "The Wild Wild West" TV'er. . . . Jane Manly has been appointed to the news department of WTRY-Albany and she has been assigned to cover helicopter news gathering. . . . Keith McBee is sitting in for vacationing Bob Young on the late news program over WABC-TV-New York.

VITAL STATISTICS: Ron Etter, formerly of WKFM-Chicago, has been named sales manager of WEFM-Chicago. . . . Formerly with KVI-Seattle, Dick McGarvin has joined the air staff of KSFO-San Francisco. . . . Jim White has left WJAS-Pittsburgh for a position on the news staff of KDKA-Pittsburgh. . . . Alan Rosenberg is now music director of WNEW-FM-New York after leaving the same post at WBAI-FM-New York.



TOP 50 IN R&B LOCATIONS

1	AIN'T TOO PROUD TO BEG	6	27	WHAT AM I GOING TO DO WITHOUT YOUR LOVE	28
2	LET'S GO GET STONED	8	28	HOT SHOT	30
3	HOLD ON I'M COMING	3	29	I BELIEVE I'LL GO BACK HOME	24
4	WHEN A MAN LOVES A WOMAN	1	30	WHEN YOU WAKE UP	46
5	I LOVE YOU 1000 TIMES	13	31	YOU WAITED TOO LONG	19
6	COOL JERK	2	32	WHOLE LOT OF SHAKING IN MY HEART	33
7	GOOD TIME CHARLIE	12	33	SOMEWHERE	34
8	BAREFOOTIN'	5	34	MY LOVER'S PRAYER	22
9	NEIGHBOR, NEIGHBOR	10	35	WHEN A WOMAN LOVES A MAN	20
10	OH HOW HAPPY	7	36	I NEED LOVE	35
11	THE S.Y.S.L.J.F.M.	4	37	I WAS BORN A LOSER	47
12	99 1/2 (WON'T DO)	11	38	HAYANA MOON	38
13	TAKE THIS HEART OF MINE	14	39	TRAINS AND BOATS AND PLANES	—
14	TEENAGER'S PRAYER	31	40	LAUNDROMAT BLUES	44
15	LET ME BE GOOD TO YOU	18	41	THAT'S ENOUGH	42
16	IT'S A MAN'S MAN'S MAN'S WORLD	9	42	SUNNY	—
17	COUNT DOWN	17	43	ACTING LIKE LOVERS	44
18	HANKY PANKY	21	44	SHADOW OF YOUR SMILE	—
19	BABY IT'S OVER	23	45	OPEN THE DOOR TO YOUR HEART	—
20	LOVING YOU IS SWEETER THAN EVER	15	46	GO GO TRAIN	—
21	WITH A CHILD'S HEART	25	47	LET IT BE ME	—
22	THAT NEW GIRL	26	48	UNITED	—
23	I'M A ROAD RUNNER	16	49	BAD EYE	27
24	MISTY	37	50	I'VE GOT TO GO ON WITHOUT YOU	—
25	I'LL LOVE YOU FOREVER	40			
26	IT'S AN UPHILL CLIMB TO THE BOTTOM	29			

Rand, Wallach Fill 2 New ABC Posts



RAY RAND

MICKEY WALLACH

DAVE BERNSTEIN

NEW YORK—ABC Records has created two new exec slots, including that of director of marketing and sales for tape cartridges and national director of LP promotion. Ray Rand will head ABC's tape dept., while Mickey Wallach moves into the operation as chief of album promotion. In addition, Dave Bernstein has joined the company as New York City promo rep, working out of Jet Records, ABC's local distrib branch.

Rand, who'll direct tape cartridge product for ABC and its various lines comes to the label after an association with International Tape Cartridge Corp., where he headed sales. He started in the audio business in 1944 upon joining Midtown Distributors, and his other music business associations include stints with Audio Video, Alephi and Olmsted Sound studios. ABC is almost ready to release its first cartridge product, including 25

on Command, 20 on ABC, 23 on Impulse, and one each for Dunhill and Jerden. More product on Westminster and other ABC lines will come later.

Wallach previously worked for MGM Records, where he was New York promo manager. Before that, he did indie promo, was employed by Action Record Distributors and 1955 to 1957 represented ABC-Paramount Records through Malverne Distributors in New York. He also worked for radio station WMGM-New York.

Bernstein has worked in various areas of the business. These have involved publishing, record manufacturing and distribution. Before arriving at ABC, he was associated with Sam Fox Publishing. He has also worked for Adam Distributing and Beta Distributing in New York, and, for a number of years, Roulette Records.

Coast Cutting The Hit Albums

HOLLYWOOD—The emergence of the west coast as a vital factor in the creation of hit product is currently rather effectively demonstrated: 10 of the top 10 albums in the nation (on this week's Cash Box LP charts) were A&R'd in Los Angeles and environs.

The Top Ten includes three Tijuana Brass A&M titles ("What Now My Love," "Going Places" and "Whipped Cream And Other Delights") all recorded at Gold Star Studios, two motion picture soundtracks ("Sound Of Music" and "Dr. Zhivago") recorded at Twentieth Century and MGM Stu-

dios, respectively, Frank Sinatra's "Strangers In The Night" (Reprise) cut at Warner Bros.' Burbank Studios, the Mamas and the Papas' "If You Can Believe Your Eyes And Ears" Dunhill best-seller cut at Western Studios in Hollywood, the Beach Boys' "Pet Sounds" (Capitol) recorded at Capitol and Western Studios, Bill Cosby's "Wonderfulness" (Warner Bros.) recorded "live" at Harrah's Club in Tahoe and the Rolling Stones' "Big Hits—High Tide And Green Grass" (London) 80% of which was recorded at the RCA Victor Studios in Hollywood.

Cameo/Parkway Purchases Children's Record Lines

PHILADELPHIA — Cameo/Parkway has purchased Midnight Music which includes Little World Records, Major-ette Records, several children's lines (which will shortly make their national marketing debut,) and an active premium division. Gene and Jody Malis, the husband and wife team who have created and directed the operation, will continue in those capacities as executive vp and vp respectively, under a long term, exclusive employment contract.

The albums are budget priced, ranging from \$.98 to \$1.89. The acquisitions include "Tressy," "Heidi," "Tiny Tears," "Tammy," and "Wish-nik" packages which will be promotionally tied in with toy manufacturers. There are also "Romper Room" LP's already tied in with the TV'er.

ABC Inks Betty Everett

NEW YORK—Betty Everett has been signed to an exclusive recording pact with ABC Records, according to an announcement by label chief Larry Newton.

The Mississippi-born songstress, whose credits include "It's No Good" and "Shoop, Shoop," has already completed her first sessions with ABC. The date was cut at Universal Studios in Chicago, with Al Smith handling the production and midwestern A&R director Johnny Pate in the arranger-conductor slot. Tunes were recorded for both the pop and r&b markets, with the first release scheduled soon.

Brooklyn Gets 'Soul'

NEW YORK—A brand new breath of "soul" has been instilled into Brooklyn with the opening of a new label, Gray Sounds, Inc., which will make its headquarters at 261 Wyckoff Ave.

The label's first outing, "Ain't That Right" by E. J. Chandler has been released in the South and is reportedly going strong in Alabama, Georgia, North and South Carolina and Florida.

Forthcoming nationwide releases from the label include "Can't Stop Loving You" by the Radiations, "Let Me Try" by the Beez, an American group with a strong British flavor and "The Girl's Got A Style" by the N-Joys. Other acts on the roster include the Majestic Five and Bob Fontaine, son of comedian-songster Frank Fontaine.

Pat J. Lomuto and Eddie Gray will be handling the writing and arranging for Gray Sounds, while Gray will also be handling A&R work along with James Johnson.

In addition to production the firm will also include management and publishing facilities. Execs include Lomuto, who will be heading up the management department, Sonny Dell and Louis Lomuto as secretary-treasurers, and Jack Infranca, who will run the label.

Promotion will be handled by Gray and Lomuto, on the East Coast, and Jerry Johnson and Walter Andrews in the Southwest. The line will be distributed in the East by Alpha and in the South by Wally Mercer.

Mace Releases 6 Classical LP's

NEW YORK—Mace Records, Scepter's budget classical line, has released six additions to its expanding catalog.

The new albums are: Beethoven & Brahms Trios; Haydn: Three Wind Concertos; Haydn: Concerto & Sinfonia; Haydn/Puccini: Harpsichord Concertos; Danzi/Hindemith/Beethoven: Miscellaneous; and Double Chorus Motets of the Old Masters.

Joe Zerga, who directs the division for Scepter, informed Cash Box that Mace product has enjoyed great success since its introduction in Aug. of 1963. The recordings, which have all been cut in Europe, retail for \$2.49 in both mono and stereo versions. The Mace catalog, which now includes 40 LP's, will be increased this fall with a 24-album Sept.-Oct.-Nov. release.

Mace utilizes the Scepter distributors with a few distributors of its own in certain key markets. Zerga noted that the line will shortly firm a deal with an agency with special promotion.

Hermits Extend Tour

NEW YORK—The 6-week Herman's Hermits tour of the United States and Canada, scheduled for this summer, has been extended to 8-weeks. They will be accompanied on the tour by the 3 1/2, an American group. Both the Herman's Hermits tour and the Animals tour will converge on Honolulu at the same time and they will play that city's Civic Arena together. Herman's Hermits' latest MGM deck, "This Door Swings Both Ways," has been released to coincide with the current tour.

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Gary Lewis (Liberty)
The Ventures (LP/Dolton)

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Jack Jones

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SINGLE

"The Impossible Dream"

Kapp 755

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Frank Liberman and Associates, L.A.

Management: Nick Sevano

Musical conductor: Doug Talbert

Personal appearances:

Direction



Television and Motion Pictures:



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ALBUM PLANS

Deals, discounts and programs being offered to
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2 free for every 10 purchased on entire catalog. No expiration date.

ATLANTIC-ATCO:

15% discount on all product thru July 31.

DECCA

Dealer incentive program on all new and catalog product through Decca branches. Also a special incentive plan on C and W product.

DIAMOND

Buy-5-get-one-free on all Ronnie Dove LP's thru Sept. 30.

DOOTO

1 free for every five purchased on entire catalog. Expiration date to be announced.

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-WHIT

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

LIBERTY-DOLTON

Special terms through distributors on all product.

LONDON

Discounts, dated billing and merchandising assists on Hi and International catalogs. Expires July 15.

MERCURY

10% discount catalog LP's and 12% on new releases. Expiration date unknown.

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

Dealer incentive programs. 10% discount on all new and catalog popular product. 20% discount plan for Connoisseur line. All new and catalog classical product is running a 20% plan discount.

PRESTIGE

15% discount on all LP product until further notice.

REQUEST

LP catalog available on a buy-10-get-2-free basis. Described as a limited time offer.

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

TAMLA-MOTOWN-GORDY

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

VEE JAY

10% discount on LP's.

Gerard Purcell Associates To Move To Larger Quarters

NEW YORK—Gerard W. Purcell Associates, the management-publishing-concert booking complex, will move to larger quarters at 150 East 52nd St. as of July 1. The move, made necessary by the recent expansion of the firm, will afford double the space now occupied by the Purcell offices.

Gerard Purcell, president of the company, also announced that his Nashville office, under the direction of Eddie Cummings, and his Hollywood office, under the direction of Stan Pat, are being expanded by one third of the space previously occupied. Both the Nashville and Hollywood offices will remain at their present locations.

Worthy Enters LP Field With 'Afro-Latin Soul'

NEW YORK—Worthy Records has released its first LP, "Afro-Latin Soul" by Mutato Astatke & His Ethiopian Quintet. The album consists of Ethiopian material done in a Spanish style. Astatke used this approach because of the many similarities between African and Latin music. Worthy operates out of 1909 Ave K in Brooklyn, N.Y. The label also runs two publishing companies, Ichabud Music (BMI) and Worthy Music (ASCAP).



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.

- I SAW HER AGAIN
MAMAS & PAPAS Dunhill 4031
- THE WORK SONG
HERB ALPERT & TIJUANA BRASS A&M 805
- I WANT YOU
BOB DYLAN Columbia 43683
- TRAINS & BOATS & PLANES
DIONNE WARWICK Scepter 12153
- WHERE WERE YOU WHEN I NEEDED YOU
GRASS ROOTS Dunhill 4029
- SWEET DREAMS
TOMMY McLAIN MSL 197
- PRETTY FLAMINGO
MANFRED MANN United Artists 50040
- LONELY SOLDIER
MIKE WILLIAMS Atlantic 2339
- HEY YOU LITTLE BOO-GO-LOO
CHUBBY CHECKER Parkway 989
- NOT RESPONSIBLE
TOM JONES Parrot 40006
- YOU JUST CAN'T QUIT
RICK NELSON Decca 31956
- SEARCHING FOR MY LOVE
BOBBY MOORE & RHYTHM ACES Checker 1129
- I'M A NUT
LEROY PULLINS Kapp 758
- STOP GET A TICKET
CLEFS OF LAVENDER Hill Date 1510

Capitol Inks B. Mann

HOLLYWOOD—Barry Mann has signed an exclusive, long-term contract as a vocalist and producer of his own recordings for Capitol. Voyle Gilmore, the label's A&R vp, said that "Angelica," Mann's first single for Capitol is scheduled for rush release. A partial list of Mann's song writing credits is: "Soul And Inspiration," "Kicks," and "Walkin' In The Rain." Mann, who was born in New York, usually collaborates with his wife, Cynthia Weil, on song writing activity.



(l. to r.) GILMORE, MANN, LIVINGSTON

In announcing Mann's signing, Gilmore stated: "I am extremely pleased to announce the signing of a young man who has proven himself to be one of the music world's most creative and consistently successful composers.

KR Offers 1st Single

NEW YORK—KR Records, a new label jointly owned by Koppelman-Rubin Assoc. and Chess Records, has issued its first release, "Land Of Music" by the Strangers, produced by Eric Jacobsen. He has produced 4 straight hits for the Lovin' Spoonful, which are: "Do You Believe In Magic," "You Didn't Have To Be So Nice," "Daydream," and "Did You Ever Have To Make Up Your Mind." Chess plans to concentrate on a major promotional campaign on the new single. The promo effort will include heavy trade advertising, a large deejay mailing, a strong program of follow-up promotional material for dealers and radio outlets, and a national tour.

His vocal talents will, I feel, also establish him as one of the most promising new talent vocalists in the recording field."

Mann's 1st hit was "She Say," recorded by the Diamonds in 1959. This was soon followed by Steve Lawrence's "Footsteps" and the Lettermen's "Come Back Silly Girl." Mann has also scored TV themes for several series including "The Farmer's Daughter." In addition to recording, his future plans call for scoring of a motion picture and B'way musical.

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| EWART ABNER | MARVIN JACOBS | BOB SHAD |
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| RALPH COX | "D" KILPATRICK | FRANK SLAY |
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Rainbow Label Opens Shop In Detroit

DETROIT—Rainbow Records has been formed here by Joey Brooks and Art Wible. The label is entering the disk scene with a single, "Come Share the Good Times with Me" by Julie Monday, reportedly showing activity in Detroit. Brooks, a writer-producer, has penned material cut by the Walker Brothers, Jack Jones, Tom Jones, Patty Duke, Roy Hamilton, Adam Wade, Gene Pitney, Eddie Hodges, Keely Smith and others. He also wrote the theme song for a film up for an Oscar, "Nobody Waved Goodbye." Brooks produced the "Share" deck. Wible is a former director of the Maxon Advertising Agency.

The company, which will announce additional personnel shortly, also plans to open offices in New York and Los Angeles in the fall.

Pied Piper-Victor Sign Indie Production Pact

TROY, MICH.—Shelley Haims and Jack Ashford of Pied Piper Productions have announced the signing of an independent production deal with RCA Victor. The deal, negotiated with Victor producer Paul Robinson, calls for Haims and Ashford to produce several Pied Piper artists for release on Victor.

First release will be Lorraine Chandler with "I Can't Hold On" b/w "You Only Live Twice." Other sessions scheduled for this month are for Sharon Scott and a new duo, Michael & Raymond.

Krasnow Joins Marks' West Coast Staff

NEW YORK—Bob Krasnow has been added to the west coast staff of Edward B. Marks, according to an announcement made last week by the pubbery's president, Herbert E. Marks.

He will work under the supervision of general professional manager Arnold Shaw, on the firm's newest Italian film scores for "7 Golden Men," "Tokyo Olympiad" and "Imperial Venus" as well as standard catalog and new songs.

Krasnow recently headed the Loma record division of Warner Bros., and managed and produced records for Ike and Tina Turner. Previously he was national promotional manager for Del-Fi Records and salesman for King Records and the Decca label.



THANKS ELVIS—Elvis Presley was recently presented with a "Thanks Elvis" plaque by songwriters Sid Wayne (left) and Ben Weisman, who've written 52 Presley recordings over the past 10 years. The combined international sales of the disks has passed the 50 million mark.

Golden Opens Doors To Kiddie Disk Ideas

NEW YORK—Taking a cue from label open-door policies in the teen field, Golden Records has started a similar program for kiddie product, according to Al Massler, president and owner of the label.

Previously relying on its own staff for all album ideas, the company will invite writers, producers and artists' managers to submit new ideas and projects.

Massler said that Bernie Perlman, exec vp of Golden, will be coordinator of the new open-door approach.

"We are interested," Massler noted, "in all new record ideas, whether they are finished products or still on paper; whether they are for single albums or entire projects. . ." Massler feels that the combination of outside ideas and the label's own staff will further increase the company's standing in retail sales.

Mamas & Papas Pull Golden Triple Play

NEW YORK—The Mamas & Papas are in the process of thoroughly disproving the old adage that silence is golden, and are coining a new axiom, "Soft-Rock is golden." In a phenomenally short space of time the Dunhill group has knocked off three RIAA gold disks, one for each of their first three records.

The foursome came out of nowhere in the beginning of 1966 and sprinted to the top of the charts with their debut release, "California Dreamin'." Immediately afterward they released their first album, "If You Can Believe Your Eyes And Your Ears," which scored extremely well on the LP charts. Their second single, "Monday Monday," pulled from the album, continued the outlandish success story and also roared to the Number 1 slot.

The group has just come blazing into the charts with a new entry, "I Saw Her Again," and are aiming to prove that there's more "gold in them thar hills."

Victor Offers Buena Vista, Diamond LP's In Stereo 8's

NEW YORK—RCA Victor is releasing 10 new Stereo 8 tape cartridges for July, including product from the Buena Vista and Diamond labels. Victor, already manufacturing and distributing cartridges for the Scepter and Kapp labels, is marketing Buena Vista's track LP of "Mary Poppins" and Diamond's "Best of Ronnie Dove."

From its own catalog, the label is offering "A Sunday Serenade with the Anita Kerr Quartet," "Only the Big Ones" by Floyd Cramer, "An Evening with Belafonte/Mouskouri," "A Bag Full of Soul, Folk, Rock & Blues" by Jose Feliciano and "Pop Goes Baroque" by the Provocative Strings of Zacharias. Red Seal releases include "The 'Pops' Goes Country" by Chet Atkins, Arthur Fiedler and the Boston Pops, "Baroque Guitar" by Julian Bream and Dvorak's New World Symphony and Carnival Overture" with Fritz Reiner conducting the Chicago Symphony.

Cane Guides Further Expansion Of TRO's Talent Division

NEW YORK—The talent division of the Richmond Organization, headed by Marvin Cane, has added a new husband and wife singing-songwriting team to its roster, bringing the total of artists already under contract to five. The newest attraction to join, Tony and Siegrid, are currently in Paris appearing with Lisa Minelli at the Olympia Theater.



MARVIN CANE

The pair accompany themselves with guitar and tambourine and are "extremely promising" writers, Cane said, adding that negotiations for a recording contract with a major firm, are now in an "advanced" stage.

Meanwhile, Steve Elliot, whose first Warner Bros. release is "Who Will Buy" and "Rosalee," is busy preparing new material under his TRO writer's contract, which calls for wide exposure of his efforts in the pop-folk vein, to a number of record artists as well as himself. Elliot may cut an album later this summer.

Cane said that another group, now in the TRO talent division, The Callahans, (another young husband and wife team) have just cut their first sides for Decca. Recording execs at the label, including A&R vice president, Milt Gabler, are known to be particularly enthused over these first efforts by the Callahans.

Recording dates have also been set for two other TRO management pacts, Buddy Russell and Bob Cameron. Russell, said Cane, will cut shortly for Decca, with veteran A&R producer Mitch Miller helming the session, while Cameron, who was just signed to Epic, will cut his first sides for the label on July 8, with Manny Kellern producing.



TOP 100 LABELS

ABC Paramount	25, 34
A & M	43, 57
Arctic	99
Atlantic	29, 41, 66, 79
Atco	22, 51, 100
Bang	63
Bell	15
Capitol	1, 42, 58, 83, 90
Checker	84
Co & Co	47
Columbia	5, 8, 30, 39, 59, 70, 71
Decca	82, 93
Diamond	53
Dot	55
Dunhill	45, 74
Dunwich	48
Epic	19, 62
Excello	96
Fame	65
Fontana	21, 22
Gordy	14
Hanna Barbera	76
Hickory	67
Hill Date	89
Impact	17
Imperial	20
Jamie	23
Kama Sutra	9
Kapp	26, 50, 87
Karen	7

Laurie	10
Liberty	28, 44
London	3, 72
MGM	11, 31, 85, 98
Mercury	40
Mira	61
Motown	46
MSL	75
Musicor	35
Nola	37
Parkway	80
Parrot	68, 81
Paula	88
Philips	6, 13, 64, 86
Prestige	77
Okeh	73
RCA Victor	54
Red Bird	97
Reprise	2, 99
Roulette	4
Scepter	38, 70
Smash	24, 56, 60
Sound Stage	7
Stax	33
Swan	92
Tamla	32, 52, 94
Tower	12
United Artists	36, 78
Valiant	18
Verve	16
Volt	49
Warner Bros.	27
White Whale	95

Big 3 Sees Hottest Summer For Both Charts & Coin

NEW YORK—The Big 3 Music Corporation (Robbins-Feist-Miller) is heading into its hottest summer in many seasons with top activity on the hit charts and in the company's financial ledgers. The publishing organization is jumping with the top ten tune "You Don't Have To Say You Love Me" by Dusty Springfield (Philips) and other chart runners "Somewhere My Love" by Ray Conniff (Columbia), the Bachelors "Can I Trust You" (London), the Yardbirds "Over Under Sideways Down" (Epic), "Tar And Cement" recorded by Verdelle Smith on Capitol and "Lara's Theme" disked by Roger Williams (Kapp). Strong action is also indicated for "Stagecoach To Cheyenne" recorded by Wayne Newton (Capitol) and "My Friend My Friend" by Enzo Stuarti (Epic).

The current summer drive marks Arnold Maxin's first year as head of The Big 3—a year in which he has vigorously pursued a policy of attracting new writers and wrapping up major international exploitation deals. Under Maxin the firm moved into top ten circles with ten long riding hits and also chalked up some 25 chart entries all the way from "I'm Henry VIII, I Am" to present winners with strongest hit representation from newly acquired pops. With reported revenues up 15%, The Big 3 will continue to step-up acquisition drives and build-up new pop material.

Pubbery Trade Paper Directory

NEW YORK—Phyllis Fairbanks and Chet Gierlach of Music, Music, Music have compiled a trade paper directory as a service to the record industry. The directory consists of reprints of the mastheads of 7 industry trade publications. The firm sent out the directory in recognition of "the frequent need of record company execs to contact the personnel at the various trade papers and their offices around the world."

Irving Brown Joins Seven Arts Music

NEW YORK—As a first step in enlarging the activity of its music publishing firms, Seven Arts Productions has acquired the services of Irving Brown, who will be involved in all aspects of the Seven Arts Music and Sevarts Publishing Corp. business, and will report directly to Jeremy Hyman, president of the firm's music division. Brown begins his new duties immediately in Seven Arts' New York home office.

Brown has been with Chappell Music for the past 18 years and since 1957 has acted as vice-president and executive assistant to Chappell's late president, Max Dreyfus. During his years with Chappell, Brown handled the business of the publishing firms of Rodgers and Hammerstein, Cole Porter, George Gershwin, Jerome Kern and Lerner and Lowe, among others.

Hugo & Luigi Set Prod. Deals With Parrot, Reprise

NEW YORK—Hugo (Parotti) and Luigi (Creatore), vet producers and publishers, who opened up their own offices earlier this year, upon their departure from Roulette Records, have intensified the indie production phase of their operation by firming contract deals with the Parrot and Reprise labels.

The duo's initial effort for Parrot, "Dear Mrs. Appleby," by Flip Cartwright, has been rushed into immediate release. Walt Maguire, sales and A&R chief of the London Group (distributors of Parrot), indicated that other product is expected from H&L on a regular basis.

For Reprise Hugo and Luigi will produce all sessions for Lloyd Price, who has recently been signed to the label in a long-term deal.

RCA Inks Stained Glass

SAN FRANCISCO—RCA has signed a group of students from San Jose State College to a long term recording contract. The group is known as the Stained Glass and their first single is entitled "If I Needed Someone." The session was A&R'd by Danny Davis.

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JACQUÉS LOUSSIER
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DECCA



GENERAL MEETING—Hamburg, Germany was recently the sight for the RCA Record Division general meeting of Europe. Teldec Schallplatten GmbH., the distributor of RCA Victor in Germany and several other European countries was the host for the conference which drew representatives from throughout Europe and the U.S. The main topic of the meeting was advertising and sales planning on the world scene. In this series of pics taken during the conference are (top shot) all the reps on the steps of Hamburg's City Hall. In the second pic are (left to right) Roger Hall and Dr. Peter Baumberger. Third shot shows Dario Soria and Hans Lieber as listeners at the conference. In the bottom photo Teldec vice president and sales manager Artur Waizenegger discusses distribution.

French EP TOP FIFTEEN

- 1 Cheveux Longs Idées Courtes (Johnny Hallyday) Philips; Labrador
- 2 La Poupée Qui Fait Non (Michel Polnareff) AZ; Meridian
- 3 Le P.D.G. Et Le Lapin (Gilbert Bécaud) Voix de son Maître; Rideau Rouge
- 4 Qu'elle Est Belle (Mireille Mathieu) Barclay
- 5 Non Je N'ai Pas Oublié (Enrico Macias) Pathé; Circa
- 6 Les Préoccupations d'Antime (Jean Yanne et Jacques Martin) Barclay
- 7 Mon Credo (Mireille Mathieu) Barclay; Prosadis
- 8 I Put A Spell On You (Alan Price Set) Decca
- 9 Le Cinéma (Sheila) Philips; Carrère-Star
- 10 Paint It Black (The Rolling Stones) Decca
- 11 Elle Etait Belle (Adamo) Voix de son maître; Pathé Marconi
- 12 Les Contre Elucubrations (Antoine et Les Problèmes) Vogue; Vogue International
- 13 Toi (Alain Barrière) Barclay; Tutti
- 14 Mais Combien de temps (Claude François) Philips; Tutti
- 15 Mr Le Professeur (Christophe) AZ; Jacques Plante

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	12	100 Mann & Ein Befehl (Ballad Of Green Berets)	Freddy Quinn—Polydor—Francis Day & Hunter
2	4	3	Sloop John B—The Beach Boys	Capitol—Francis Day & Hunter
3	3	6	*Muessen Frauen Einsam Sein (Must Women Be Lonely)	Peter Alexander—Polydor—Hans Gerig Music
4	8	3	*Wenn Du Gehn Willst (If You Want To Go)	Vicky—Philips—Ralf Arnie Music
5	10	3	*Honey Bee—The Magis & Drafi	Decca—Edition Intro/P. Meisel
6	—	1	Paint It Black—The Rolling Stones	Decca—Hans Gerig Music
7	—	1	The Sun Ain't Gonna Shine Any More	The Walker Bros.—Star Club Records—Ardmore & Beechwood Music
8	2	10	These Boots Are Made For Walking	Nancy Sinatra—Reprise—Belmont Music/L. Yaskiel
9	—	1	*Der Neue Tag Beginnt	Bernd Spier—CBS—Melodie Der Welt
10	—	1	How Does That Grab You Darlin'?	Nancy Sinatra—Reprise—Belmont Music/L. Yaskiel

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	10	100 Mann & Ein Befehl (Ballad Of Green Berets)	Freddy Hunter
2	5	5	*Muessen Frauen Einsam Sein (Must Women Be Lonely)	Peter Alexander—Polydor/Philips—Francis Day & Hunter
3	3	7	*Eine Kleine Traene (A Little Tear)	Ronny—Telefunken—Edition Marbot
4	2	9	*Nimm Mich So Wie Ich Bin (Take Me Just Like I Am)	Drafi Deutscher—Decca—Edition Intro/P. Meisel
5	4	10	These Boots Are Made For Walking	Nancy Sinatra—Reprise—Edition Belmont/L. Yaskiel
6	8	5	Sloop John B—The Beach Boys	Capitol—Francis Day & Hunter
7	—	1	*Honey Bee—The Magis & Drafi	Decca—Edition Intro/P. Meisel
8	7	5	*Wenn Du Gehn Willst (If You Want To Go)	Vicky—Philips—Ralf Arnie Music
9	6	13	*Es Ist Zum Weinen (I Could Cry About It)	Manuela—Telefunken—Edition Intro/P. Meisel
10	10	5	*Weisses Tuch Im Blauen Jacket (A White Handkerchief In A Blue Jacket)	Wencke Myhre—Polydor—Minerva Music/R. Von Der Dovenmuhle

*Original German Copyright

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	2	2	*Paper Back Writer	The Beatles (Parlophone) Northern
2	1	5	Strangers In The Night	Frank Sinatra (Reprise) Leeds
3	4	5	Monday Monday	Mama's & Papa's (RCA) Dick James
4	8	3	Don't Bring Me Down	The Animals (Decca) Screen Gems
5	7	5	When A Man Loves A Woman	Percy Sledge (Atlantic) Belinda
6	3	4	*Paint It Black	The Rolling Stones (Decca) Mirage
7	6	6	Sorrow	The Merseys (Fontana) Grand Canyon
8	18	2	River Deep Mountain High	Ike & Tina Turner (London) Belinda
9	13	3	*Over, Under, Sideways Down	The Yardbirds (Columbia) Yardbird
10	17	2	Don't Answer Me	Cilla Black (Parlophone) Shapiro Bernstein
11	9	5	*Promises	Ken Dodd (Columbia) Springfield
12	—	1	*Sunny Afternoon	The Kinks (Pye) Belinda
13	5	6	Wild Thing	The Troggs (Fontana) April
14	20	2	Nobody Needs Your Love	Gene Pitney (Stateside) Schroeder
15	11	3	*Nothing Comes Easy	Sandie Shaw (Pye) Glissando
16	10	8	Sloop John B	Beach Boys (Capitol) Immediate
17	9	5	Rainy Day Women Nos.12 & 35	Bob Dylan (CBS) Feldman
18	14	6	Hey Girl	Small Faces (Decca) Robbins
19	—	1	*Hideaway	Dave Dee, Dozy, Beaky, Mick and Tich (Fontana) Lynn
20	19	2	Opus 17	The Four Seasons (Philips) Ardmore & Beechwood

*Denotes Local Copyright.

Top Ten LP's

- 1 Aftermath—The Rolling Stones (Decca)
- 2 The Sound Of Music—Soundtrack (RCA)
- 3 The Small Faces—The Small Faces (Decca)
- 4 Animalisms—The Animals (Decca)
- 5 Rubber Soul—The Beatles (Parlophone)
- 6 Sweet Things—Georgie Fame (Columbia)
- 7 Cilla Sings A Rainbow—Cilla Black (Parlophone)
- 8 Shadow Music—The Shadows (Columbia)
- 9 Take It Easy With The Walker Brothers—The Walker Brothers (Philips)
- 10 Genuine Dud—Dudley Moore Trio (Decca)

Top Ten EP's

- 1 Instrumental Asylum—Manfred Mann (HMV)
- 2 Machines—Manfred Mann (HMV)
- 3 I Need You—Walker Brothers (Philips)
- 4 Beach Boys Hits—Beach Boys (Capitol)
- 5 Sitting And Thinking—Spencer Davis Group (Fontana)
- 6 The Seekers—The Seekers (Columbia)
- 7 Yesterday—The Beatles (Northern)
- 8 Doonican's Irish Stew—Val Doonican (Decca)
- 9 Till—Tony Bennett (CBS)
- 10 I Am A Rock—Simon And Garfunkel (CBS)

4:10

REVUE Nr. 25
15.6.1966

Hit-Parade

In dieser Hit-Parade sind die Umfrage-Ergebnisse über die Umsätze des Einzelhandels und der Musikboxen erfasst

- 1 Freddy: "100 Mann und ein Befehl" (Vorwoche: 2)
- 2 Nancy Sinatra: "These Boots Are Made for Walkin'" (1)
- 3 The Beatles: "Nowhere Man" (3)
- 4 Barry Sadler: "The Ballad Of The Green Berets" (6)
- 5 The Beach Boys: "Barbara Ann" (4)
- 6 Chris Andrews: "To Whom It Concerns" (5)
- 7 Ronny: "Eine kleine Träne" (9)
- 8 Heidi Brühl: "100 Mann und ein Befehl" (8)
- 9 Peter Alexander: "Müssen Frauen einsam sein?" (neu)
- 10 The Beach Boys: "Sloop John B" (neu)

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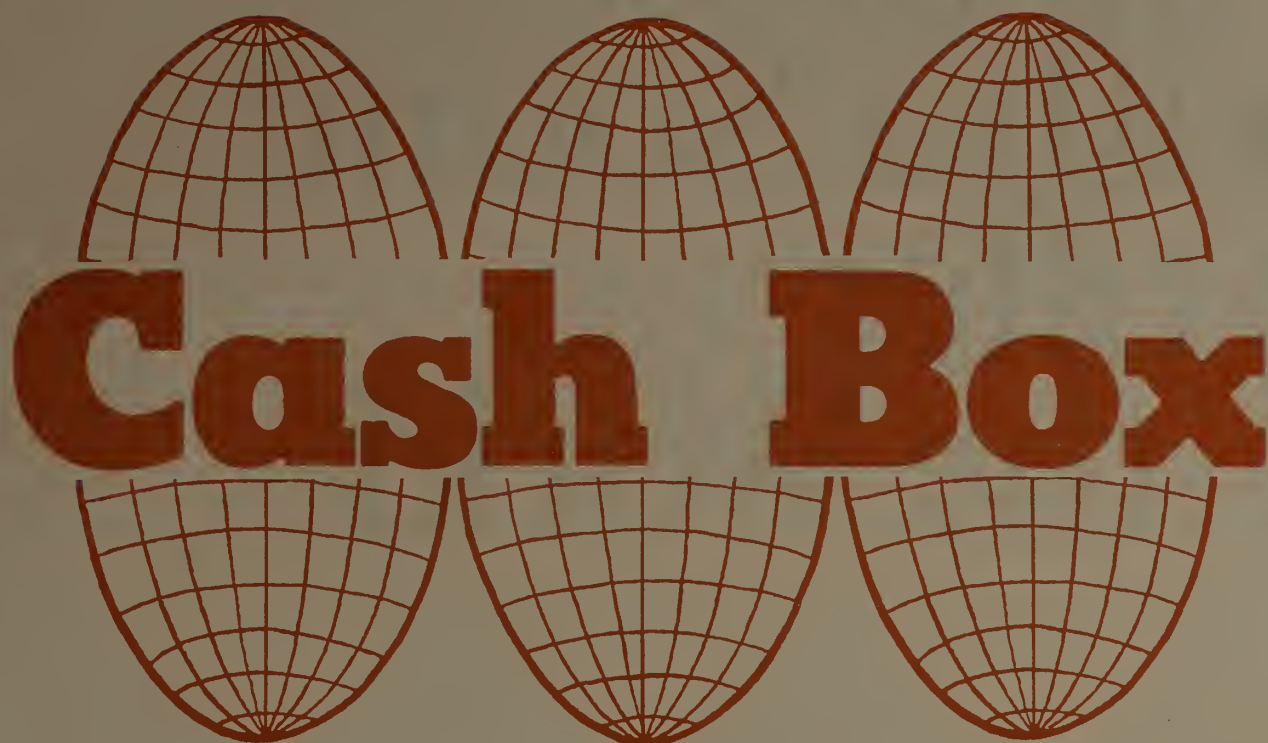
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England — The Past Twelve Months

GREAT BRITAIN—REVIEW OF THE YEAR

The period under review has been one of transition—a year of changing systems rather than changing sounds—at the end of which the British record industry is about to launch a new offensive. For the past 12 months the rival armies have marshalled their forces behind the lines of Manchester Square, Albert Embankment, Stanhope House and Great Cumberland Place. As with armies the time has come for the record industry, if it does not want to be outflanked, to abandon outdated methods and obsolete weapons and advance with the times. To this end the record chiefs have for some time been planning their campaigns and devising new

tactics with military precision. One or two preliminary shots have been fired followed by a few minor skirmishes and the odd visit behind enemy lines. However, at the time of going to press the British record industry, rank and file, stands ready for the fray. Production and sales of gramophone records during the year have marked time rather than made spectacular advances or retreats. Nevertheless, as can be seen from the official Board of Trade figures printed below, both production and sales for 1965 were down on the peak year of 1964 although appreciably up on two years ago.

PRODUCTION AND SALES

	Number of records pressed Thousands			Value of Sales £ Thousand		
	78 r.p.m.	45 r.p.m.	33 1/3 rd r.p.m.	Total	Total	For Export
1964						
1st. qtr.	181	20,276	6,664	27,121	5,993	766
2nd. qtr.	116	16,755	6,346	23,217	5,063	624
3rd. qtr.	116	16,442	6,619	23,177	6,309	713
4th. qtr.	174	19,368	8,200	27,742	8,236	860
1965						
1st. qtr.	128	16,089	7,362	23,579	5,843	862
2nd. qtr.	102	12,330	5,973	18,405	4,797	649
3rd. qtr.	120	14,085	7,254	21,459	5,579	819
4th. qtr.	125	19,305	10,873	30,303	9,235	1,120

However, as far as both sales and production are concerned, it is encouraging to note that although the first three quarters of 1965 were down on the same period of 1964, the last quarter showed a healthy increase both in production of home and export sales over the last quarter of 1964. In the whole of 1965 home sales were 2 per cent lower than the previous year but export sales increased by 16 per cent. A more detailed examination of the Board of Trade figures serves to emphasise and confirm the changing pattern of production and sales in relation to speeds. The decline of the 45 r.p.m. single and the increase of the 33 1/3 r.p.m. LP can be easily traced. Singles, at their productional peak at the first quarter of 1964, have been falling ever since. Even in the fourth quarter (always the most productive) of boom year 1964 singles were down on the previous year with the trend continuing throughout 1965, during which year 11 million fewer singles came off the presses than in the previous year. 1966 is following the same pattern. LP production, however, is rapidly increasing and has virtually doubled in the last five years. Taking the above Board of Trade statistics quarter by quarter it will be seen that (with the exception of the 2nd quarter of 1965 when production of both speeds fell disastrously) as the singles have fallen the LPs have risen. 3 1/4 million more LPs were produced in 1965 than in 1964 and the comparison for 1966 is expected to be even greater. The switch from singles to LPs is not peculiar to Britain, it is happening all over Europe. Neither is it confined to any particular type of record. LPs from pops to classics and from folk to jazz are selling more than ever before as we move out of the singles into the album age.

Accuse or defend them the pirates have certainly played a part in bringing about the singles slump with non-stop programmes of unrestricted pop-around-the-clock but there are of course other factors too. With more leisure and more money teenage tastes are changing. Their demands are more discriminating and their spending more selective. A year ago we said that quality artistes and quality material were becoming more and more important. This has been borne out over the past 12 months by the weekly charts based on over-the-counter sales.

Established artistes and talented newcomers capable of following hit singles with professional albums have taken over the singles, EP and LP charts at the expense of the one-disc hit or miss opportunist of a couple of years ago. They have also contributed handsomely to the rise in album sales. However, it is the budget line LP that has given the album market its biggest boost. Why buy singles at 7/3d (the price was increased by 7d earlier this year) when low-priced quality albums by top stars are available from 10/— upwards. All companies have one or more low-priced line and all are successful. The budget priced buyers of today are the potential top price buyers of tomorrow, particularly in the classical field.

STEREO

Stereo progresses, but slowly. All companies report increased sales but it will be a long time yet before England, like Germany, Denmark and Switzerland, will be able to release stereo only recordings. Germany came out with compatible disks because 70 per cent of the record playing equipment was suitable for playing them but the percentage in this country is far lower. Therefore, in Britain compatible disks—records which can be played on mono or stereo equipment with equal benefit and without damage—are still only on the horizon. The biggest difficulties center on the stylus. A special one has to be evolved to achieve compatible stereo, involving reduction of vertical modulation. The pick-up arm must have side-to-side and up-and-down compliance, track properly and remain in contact with both sides of the groove at all times. Pick up designs are under study but adequate test records for the purpose are lacking. The industry has agreed that the answer lies in producing better pick-ups and manufacturers are giving attention to this matter. Apart from the pick-up and stylus the turntable motors would also require some adjustment and modification for the complete success of the compatible record idea. It is anticipated that if current tests and experiments prove successful and a suitable pick-up can be designed for use with mono or stereo disks, it will be possible in about five years' time to reduce drastically the number of mono records now being made.

TAPE CARTRIDGES

Even further away for Britain and the continent is any large scale acceptance of the tape cartridge or, as it is known in Europe, the cassette, although a watchful eye is being kept on its development in the United States, particularly regarding automobile application. In this respect as Europe is still primarily a one-car family, many of whom do not even have a car radio, this potential market is restricted. British cars are also smaller than their American counterparts. The most likely market other than 'tape on the move' for automobiles is the adoption of tape cassettes for playing on table-top or console domestic reproducers. In all cases the operational simplicity of the cassette is its strongest selling point. However, a recent survey of the tape market clearly shows that the cassette is not yet capturing the imagination of the British tape using public mainly because rival products and systems are not yet competing in the dealers stores although many manufacturers plan to launch them extensively in the autumn. The greatest stumbling block in the way of progress at the present time is the complete lack of standardisation which may well hold off the purchase of equipment because enthusiasts will want to know that the system they are buying will remain standard for a long time to come. This is a basic essential demanding immediate consideration. Until a solution is found tape cassettes must remain, as far as Britain is concerned, very much a thing of the future.

DIRECT DISTRIBUTION

Not in the future but very much in the present in the changing pattern of the British record industry is the development of direct distribution, particularly by the leading manufacturers. The giant EMI concern goes direct in July (plus exclusive deals with CBS and Delyse), thus joining Pye who pioneered this method in Britain and Philips who opted for exclusive distribution from its own depots last year. Decca follows EMI and goes direct in July. This change in distribution practice has been caused by economic factors and disk dealers receive a frank warning at the Gramophone Record Retailers Association conference in May that initially they could expect difficulties and disadvantages under the new system. Direct distribution is the inevitable result of the sales explosion and expansion in the record industry since the war. During the early days before the war disks were mainly a subsidiary line and it was impractical for the companies to maintain big wholesale houses themselves. They used other wholesalers and, in EMI's case only HMV dealt exclusively with dealers on a direct basis. But with the rapid growth of the disk business in the 50s the companies discovered they had accounts with scarcely half the dealers in the country and the bulk of wholesaler trading was being conducted by others. To counteract this they set up competitive wholesale outlets of their own. The ensuing rivalry reached such a pitch that disk company salesmen were pursuing each other to the same dealers handling the same hot records knowing that the first man to get each shop would get the trade. Encouraged by this proliferation of eager attention and service the dealer tended to rely on the wholesalers rather than their own shelves and stock expecting and getting small order deliveries often twice a day from the same wholesaler. The wholesale turnover increased but the profit margin slumped. These facts, coupled with the changing conditions of the market today, plus the need for different outlook on merchandising methods, have brought about the system of direct distribution. Advantages to the dealer will include around-the-clock telephone ordering service, delivery within 24 hours along the quickest route and more and better display ma-

terial. Once the initial problems have been solved direct distribution should benefit manufacturers, dealers and consumers alike.

R.P.M.

From direct distribution to resale price maintenance. The position remains unchanged but not unhelpful. The industry's claim for exemption from the Bill abolishing resale price maintenance has been made and awaits consideration. It may be anything from two to five years before a ruling is given. Meantime, a working party has been set up to produce facts and figures to show that abolition of r.p.m. to the record industry would not be in the best interests either of the consumer or manufacturer. The working party comprises members of both EMI and Decca Records and has the backing of most of the other major companies. They are working under the direction of Queen's Counsel.

RECORD COMPANIES

For EMI the world's largest record group, producing one out of every four records sold, it has been a year of singular successes not only at home but all over the world. Sales and profit figures for the first half of the Financial Year ending December 1965 were spectacular. Sales were up by £3,950,000 to £55.59 million whilst pre tax profits rose from £6.5 to £7.3 million. The increases were entirely due to the higher profits earned by EMI's various overseas companies. It seems certain that by the end of the current year EMI will be in the happy position of having some £14 million surplus cash. Via its international roster of top flight artistes EMI has enjoyed continuous chart success over the past 12 months. The Beatles kicked off the year under review with four weeks at No: 1 with "Help" since when many established favourites have stayed the course including Cliff Richard. The Animals (now with Decca), The Seekers, The Yardbirds, David and Jonathan, Barron Knights, Manfred Mann, Cilla Black and Herman's Hermits. However, EMI's trophy for the Top Ten stakes of the year must go to Ken Dodd, the outsider who pipped them all to the post with "Tears." A No: 1 for five out of its 20 weeks in the charts. His follow-up "The River" reached No: 2 but failed to overtake the Beatles "We Can Work It Out"/"Daytripper." American artistes, too, had their share of chart success via EMI notably The Toys ((Stateside), Stevie Wonder (Tamla Motown), The Beachboys (Capitol), Gene Pitney (Stateside), Lee Dorsey (Stateside) and Cher (Liberty). Whilst the stars have been in the limelight EMI, behind the scenes, have been setting the stage for July 1st when the curtain goes up on their direct distribution operation. EMI considers it economically essential to control its own product in order to survive the battles which lie ahead for the record industry in the next few years. EMI will continue to distribute CBS and Delyse on an exclusive basis.

One of the most important and successful ventures of EMI's year was the launching and immediate take off of the low-priced "Music For Pleasure" series of LPs. Results exceeded all expectations with sales for the first six months of over 2 million records, one third of which were classical. A special recording of "Sound Of Music" sold over 200,000. The success is attributed primarily to the quality of product, untraditional methods of distribution, and exploitation of new and previously untapped outlets. No major label deals have taken place during the year although several important contracts have been renewed. Chart entries for the first part of 1966 are notable for the emergence of American artistes of stature hitherto less successful in Britain including Lee Dorsey (Amy), Mitch Ryder (New (Continued on page 8))



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England — The Past Twelve Months

(Continued from page 5)

Voice), The Toys (Dynagroove) all of whom are released here on Stateside. EMI have no plans for manufacturing their own tape cartridges or cassettes but they will provide Philips with certain repertoire for dubbing on to cassettes for marketing by EMI under their own trademark.

Decca Records also report a very satisfactory twelve months. The Group's interim report for the first half of the year ending September 1965 was most encouraging with trading profits before tax up by almost 12 per cent. Turnover at £16,200,000 was also up by almost ten per cent on a year earlier. In terms of artistes and chart success it has also been a remarkably good year. Topping the list The Rolling Stones have notched up a hat trick of No. 1s on both sides of the Atlantic with "Satisfaction," "Get Off My Cloud" and "19th Nervous Breakdown." Established artistes to maintain their popularity include The Bachelors "Love Me With All of Your Heart" and "Sounds Of Silence," Val Doonican "Elusive Nutterfly" and The Animals "Inside Looking Out." However, it is with new artistes that Decca has been notably successful. Looking back over the year we find a galaxy of major new talent.

By no means least is the writer-composer-singer Chris Andrews with two smash hits to his credit "Yesterday Man" and "To Whom It Concerns". The Paul and Barry Ryan Twins made it with "Don't Bring Me Your Heartaches"; Crispin St. Peters burst on the scene with "You Were On My Mind" followed by "The Pied Piper". Next came the uniquely named Pinkerton's Assorted Colours with "Mirror Mirror", The St. Louis Union "Girl" and The Alan Price Set "I Put A Spell On You". Other new faces included The Small Faces, The Hedgehoppers Anonymous and The Fortunes. The American Brunswick label was represented by Len Barry and The Who (now signed to the Polydor label). RCA's King of the charts, Elvis Presley made one brief appearance with "Tell Me Why" but the label fared better with Barry McGuire and more recently Eddy Arnold with "Make The World Go Away" which backed by a highly successful personal appearance tour sold over a quarter million. A highlight of the year was the celebration of Mantovani's 25 years with the company and the presentation of a Gold Baton by Chairman, Sir Edward Lewis. Saleswise "The Sound of Music" LP is expected to reach a million by the end of the year catching up with "South Pacific" now over the million and a quarter mark. Vogue's distribution dept has been closed but the Vogue label and its subsidiary Vocalion is still in existence and operating from the Decca HQ at Albert Embankment. As from July 4th Decca follows the trend of independent distribution which will be handled solely by Selecta and its branches. Early this year Decca acquired the American Vox catalogue and launched the low-priced classical label Turnabout retailing at 17/6d.

For Philips Records it has been the best year ever. Turnover for the first four months of 1966 was 40 per cent up on last year. For ten weeks out of the first four months Philips and Fontana artistes held the No. 1 position in the charts. On three different occasions they had No. 1, 2 and 3 and in one week in May had seven records in the Top 30. Although the company's phenomenal chart success reached its zenith in the early part of 1966 it started way back last September. At that time it was the not inconsiderable talent of folk singer Joan Baez which swept the Fontana label into the singles, LP and EP charts with a welter of protest songs which met with no opposition at all. In October Dusty Springfield followed her summer hit "In The Middle Of Nowhere" with "Some Of Your Lovin'" and at the

same time The Walker Brothers burst on the scene and started Philips chain of chart toppers with "Make It Easy On Yourself" followed by "My Ship Is Coming In". The Four Seasons had a hit with "Let's Hang On" and The Spencer Davis Group only took five weeks to notch up a No. 1 with "Keep On Running" for Fontana/Island. The Mindbenders with "A Groovy Kind Of Love" hit No. 2 and The Walker Brothers came back to No. 1 with "The Sun Ain't Gonna Shine". In came Bob Lind with "Elusive Butterfly" with new group Dave Dee, Dozy, Beaky, Mick and Tich in hot pursuit with "Hold Tight". "Somebody Help Me" by The Spencer Davis Group with no assistance at all hit the No. 1 slot in three weeks and stayed there until Dusty Springfield, again in three weeks, took over with "You Don't Have To Say You Love Me". The company's onslaught on the charts continued with The Mersey's "Sorrow" and another new group The Troggs with "Wild Thing". Philips has achieved their chart success by direct distribution which has been handled by their own depots for the past three years. Several new production deals have been completed and although the emphasis is still on the company's own A & R staff productions, more and more material is being sought and bought by outside independents—in some cases with spectacular success. The deal with Chris Blackwell of Island Records brought them two No. 1s by The Spencer Davis Group. More recently the deal signed with Larry Page and Dick James of Page One Records paid off handsomely with the first release on Fontana "Wild Thing" by The Troggs. As a result of a deal with Disques Barclay of France recordings produced here by Bobby Graham will be issued on Fontana. Pop records, both singles and albums, have contributed mostly to Philips increase in sales. Classical and jazz LPs remain stable and stereo sales in all categories are up. Their low-priced Wing series reduced last year to ten shillings has been fantastically successful. The February release of ten LPs sold over a quarter million in two months. Philips plans to enter the tape cartridge market in October with an initial release of 20 cartridges. They will also be custom manufacturing tapes for other companies.

Pye Records has more than maintained its business during the year. In March at the end of the first nine months of their financial year Pye claimed substantial increases in EP and LP sales with a slight drop in singles. Although the changing distribution pattern of today will affect Pye's future policy no immediate changes are contemplated. The company has been successfully operating its own direct marketing policy for the past seven years and, as pioneers in budget line recordings, the popular Golden Guinea series first launched six years ago is still going strong. A highlight of their year was the launching of the Warner-Reprise label which has since enjoyed tremendous chart success in the U.K. with artistes such as Frank Sinatra, Nancy Sinatra (and in May this year father and daughter were in the charts with "Strangers In The Night" and "How Does That Grab You Darling"), The Everley Brothers, Peter, Paul and Mary and Trini Lopez. Early in 1966 Pye carried out a highly successful Frank Sinatra promotion campaign. The American success of Herb Alpert's Tijuana Brass has been paralleled in the U.K. on the Pye label and the artiste firmly established as a best seller. During the year Pye successfully acquired the Kama Sutra label which resulted in chart success with "Daydream" by The Lovin' Spoonful. Another label acquisition by King Records was equally rewarding and James Brown made an immediate impact with "I Got You". Fontella Bass had a hit for Chess with "Rescue Me".

However, despite their success American artistes did not prevent Pye's British stars from enjoying more than a fair share of Top Ten entries during the year. Petula Clark and Sandie Shaw headed the female contingent whilst Donovan was chief male protagonist. Groups were plentiful with The Kinks, The Honeycombs, The Searchers, The Ivy League, The Rocking Berries and The Sorrows. Pye's overseas business has been well maintained helped considerably by the continued success of the Petula Clark-Tony Hatch combination which has resulted in chart entries in all countries of the world particularly America through Warner Bros. The Kinks, Sandie Shaw and The Honeycombs were all highly successful overseas. The year has also seen Pye's entry into the market for children's recordings via Century 21 and Hanna Barbera. In addition to the full length 12" albums the idea of marketing 7" 33½ r.p.m. mini albums for children has proved highly successful. Pye's recording studios have been working to capacity during the year and cut Top Ten disks for a number of major American labels. The company's sales force has also been expanded.

During their first complete year of independent operation in the U.K. CBS has achieved success with American repertoire and artistes in the singles and album charts. Bob Dylan, Andy Williams, Tony Bennett, The Byrds, Simon and Garfunkel and last but not least Barbra Streisand have all registered total sales hitherto unknown. Personal appearances by the label's top artistes have also boosted sales. Besides their exclusive distribution deal with EMI which comes into effect on July 1st CBS has, for the past year, expanded its own sales force and by the end of 1966 will have 40 men in the field exclusively selling the CBS product. The existing A & R department is being expanded and a roster of British artistes built up. In the classical field CBS has signed the celebrated French conductor-composer Pierre Boulez who recorded "Wozzeck" in Paris last February. Further Boulez recordings scheduled for the next two years include albums by Debussy, Bartok, Stravinsky and Boulez himself. To climax the year CBS has moved to new premises of some 13,000 square feet incorporating all administrative and technical departments.

The Polydor year has been notable for three major events. The appointment in October 1965 of Roland Renis as Managing Director, the signing of a long-term agreement with Atlantic Records and the removal to new premises amalgamating all administrative forces. The label has also enjoyed chart success via Bert Kaempfert's biggest British hit to date "Bye Bye Blues" which has influenced and boosted his record sales world wide. Kaempfert also paid his first promotional visit to England. The first Atlantic release under the new agreement "When A Man Loves A Woman" by Percy Sledge became an immediate chart success. The same label's Ben E. King, Patti La Belle, Sonny and Cher and Otis Redding all welcome visitors to Britain enjoyed considerable sales this year. Plans are well advanced for the formation of several new domestic labels.

At the end of their fourth year Island Records, under the direction of Chris Blackwell, are enjoying their most successful period to date. The past twelve months has seen a rapid expansion of activities and their entry into new realms. After years of specializing in West Indian material Blackwell's indie production deal with Philips Records under which Island produced masters are released world wide (excluding the U.S. and Australia) on Fontana has brought them resounding success in the pop field via two No. 1 hits "Keep On Running" and "Somebody Help Me" by The Spencer Davis Group. They also figured prominently in the LP and EP

charts. The Sue label has also enjoyed great success in the rhythm and blues field with the LPs "The Sue Story" Vols. 1 and 2 and "You Can't Sit Down" a six-year old hit by Phil Upchurch which re-issued on Sue entered the charts. Encouraged by the recent success of "Shotgun Wedding"—an American master released here on Island the company plans to accelerate releases of their own material and artistes in the future. Blackwell is also interested in acquiring American labels with R & B artistes repertoire copyrights for distribution in the U.K. Management wise Island has acquired West End Productions with a roster of artistes including Spencer Davis Group, Millie, The White Heather Club and Robin Hall and Jimmy McGregor.

For Delyse Records the year has seen several changes both administrative and artistic. Firstly by handing over their distribution in Britain to EMI they have accelerated and streamlined their links with the retail trade and thereby improved their representation all over the British Isles. Overseas Delyse material is already licensed throughout the Commonwealth by EMI and elsewhere by several other world wide organisations. This year the company launched their new Envoy International series which will make available some of the best and most representative music from various countries of the world. The catalogue will contain a considerable amount of material previously unobtainable in this country. Delyse's most recent artistic achievement is their new recording of Mahler's Des Knaben Wunderhorn just issued in Britain with Geraint Evans, Janet Baker and The London Philharmonic Orchestra conducted by Wyn Morris.

Ember has consolidated their position, extended their global activities and firmly established Chad and Jeremy and John Barry as top stature artistes world wide. Ember has trebled their LP output and now has nearly 300 albums on release around the world. The year has seen the company enter the budget line business with the Famous Artistes series launched in September 1965 and now totalling 36 albums. Under a new exclusive deal, as of July 1st, the Ember product is available nationwide via the Decca distribution outlet but is also retaining 11 independent distributors. Also in July Ember will launch their new all-stereo line retailing at 17/6d and 32/—. The Critic LP starring Noel Coward and Mel Ferrar which launched Ember's LP Playhouse series last December has been sold to American Decca.

In the past 12 months Transatlantic Records has doubled its turnover, established itself as a dynamic go-ahead independent handling more artistes, labels and catalogue material than at any time in its six years existence. After lengthy negotiations Transatlantic acquired the Audio Fidelity label and issued the first release of high class stereo recordings in June this year. The Russian MK label has enjoyed tremendous success boosted by extensive promotional campaigns. MK sales for the past 18 months are reported to be in excess of 150,000 LPs. On the domestic front Transatlantic with a virtual monopoly of British folk talent did well with Irish group, The Dubliners and launched two new singer-writers Bert Jansch and John Renbourn. Both Jansch and The Dubliners have disks released to Vanguard in America. Transatlantic signed a distribution deal with Decca which, with their existing independent distribution outlet, gives them national coverage not only for their own domestic labels but also the lines they handle including Folkways, Storyville, Conversaphone, MK (USSR) and Audio Fidelity. During the year the company has adopted the name The Transatlantic Group incorporating their publishing

(Continued on page 10)



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England — The Past Twelve Months

(Continued from page 8)

subsidiary Heathside Music and the artistes/management company I.M.A. Ltd.

For Argo Records, famous for their output of Spoken Word recordings, including the complete Shakespeare cannon of 137 LPs, it has been another rewarding year with home sales up by five per cent and export sales maintained. Progress has been made with their "English Poets" series and the project is now well under way with some 30 out of the estimated 60 or 70 albums on release. However, Argo's most important Spoken Word release of the year has been Bernard Shaw's "Saint Joan"—a three-album set headed by Barbara Jefford in the title role, and directed by American producer Shirley Butler. The Spoken Word catalogue hitherto aimed largely at high school level has extended its range to take in 7-11 age groups with a four-record anthology of poetry and music entitled "Rhyme and Rhythm" already proving to be one of the label's biggest sellers. This has been followed by an anthology of poetry and song for the 12-16 age group. Meanwhile the company derives considerable profit and pleasure from its steadily increasing catalogue of train recordings. Argo's music catalogue has also done extremely well particularly with recordings by the choirs of Kings College and St. Johns College, Cambridge. Two outstanding new artistes have emerged on the Argo label during the past 12 months, Irish contralto Bernadette Greevy and Spanish harpist Marisa Robles. The best selling classical artiste of the year for Argo has been Neville Mariner.

For Melodisc Records, specialists in R & B, country & western, Bluebeat, folk and jazz, and more recently soul music, the year has seen an expansion into the pop field with the launching of their Fab label the first release being an early P.J. Proby single "I Need Love". In the bluebeat category the biggest seller has been "Ten Commandments of Man" by Prince Buster with total sales into six figures. Future plans for Melodisc will see an expansion of the Fab label and a concentration on soul music. Suitable material for both these lines is being sought from America.

R&B Discs have had a very good year during which their turnover has been doubled. They have expanded their activities by acquiring new American labels Panda, Seeco, Roulette and Carnival thus adding pop and children's recordings to their already extensive catalogue of R & B and ska material. Their best selling artiste has been Larry Cunningham who topped the Hit Parade in Ireland throughout the year and great things are expected of Dave 'Baby' Cortez' latest single "Countdown" from the Roulette label.

A review of the British record scene would be incomplete without crossing the Irish sea to Ireland where Emerald Records claim to have the country's hottest label and a lion's share of the Irish charts. Irish showbands are highly successful both in their own country and England and many of their recordings are subleased overseas. Two of Emerald's best sellers in recent months have been "Black and Tan Gun" by The Johnny Slinn Showband and "Up Went Nelson" by The Go Lucky Four.

The spadework done by Pickwick International over the past three years has done much to accelerate the advent of the fast moving budget line business which is sweeping through Britain today, thus contributing considerably to the universal trend both here and in Europe of rising LP sales in all price brackets. Pickwick enjoys nation wide distribution via independent wholesalers plus a series of company owned depots in seven key cities. During the year Pickwick increased its budget catalogue by over 60 albums and via their major rack jobbing operation successfully acquired over 2000 new outlets. Pickwick's Allegro product is available throughout the U.K. via regular record dealers, chain

shops (including F. W. Woolworth), book shops (including W. H. Smith and Wymans) and almost every supermarket in the country. Additional distribution deals have recently been concluded in Scotland, Northern Ireland and Eire. Pickwick looks forward to even greater success in the coming year.

Whilst the majors have been marshalling their forces and absorbing a number of small independent companies in readiness for the battle of direct distribution several new and aggressive record companies have set up shop and come up with some highly desirable merchandise. One of the most successful has been A.I.R. (London) the independent company set up in the fall of 1965 by Beatles A & R Manager George Martin in association with fellow-EMI men Ron Richards, and John Burgess and Peter Sullivan, late of Decca. In its short but spectacular life A.I.R. has produced a formidable string of international chart successes by artistes such as The Beatles, David and Jonathan, Tom Jones, The Hollies, Manfred Mann, Peter and Gordon, Cilla Black and Matt Monro. Recently George Martin signed an exclusive world contract with United Artists to record orchestral albums and write film scores for world wide release. Martin's latest task was the recording of The Beatles latest single "Paperback Writer" and their much heralded album scheduled for transatlantic release in August.

Another important newcomer, Strike Records, formed in February 1966 by Millwick Music is a completely independent company with national distribution through Selecta.

To date a total of 12 singles and 2 L.P.s have been successfully released. One of the albums is by jazzman Alex Walsh and the other by Ken Woodman, the man responsible for backing many hit artistes including Sandie Shaw, Chris Andrews, Adam Faith etc. The first Strike single "That's Nice" by Neil Christian scored an immediate success in the U.K. and has been released internationally via a repertoire deal with RCA who are releasing the product world wide with the exception of Germany where a deal has been made with Deutsche Vogue and Inelco for Benelux.

Marquis Enterprises, under the direction of Joe Roncoroni and Ken Jones have had their best year to date via smash independent recordings of "Everyone's Gone to the Moon" by Jonathan King and "Good News Week" by The Hedgehoppers Anonymous both climbing high in the American Top 100. In the near future Ken Jones makes his debut as a recording artiste on the London label and will be recording some current continental hits for the French market scheduled for late summer release. Marquis are planning to step up releases of their own productions in Germany via the Hansa label.

For Immediate Records, the independent label set up in September last by Andrew Loog Oldham and Tony Calder, it has been a year of unprecedented success. They had an immediate hit with their first release "Hang on Sloopy" by The McCoys and after making the Top 50 with several more records their first British chart entry came six months later with Chris Farlowe's "Think" followed by the "Farlowe In The Midnight Hour" E.P. which stayed in the charts for several weeks. They are currently hovering on the brink of chart success with a new group Twice as Much with a Mick Jagger-Keith Richard title "Sitting on a Fence". Immediate is distributed by Philips Records in the United Kingdom. On the publishing side Mirage Music has had great success via all The Rolling Stones compositions recorded not only by The Stones themselves but also on album tracks by other groups. Handsome royalties have accrued from The Beach Boys material. Immediate recently signed their first contract writers Eric Wolfson, Charles Bell and new duo Twice as Much. Andrew Oldham has, of course, made several

trips to the United States both with and without The Rolling Stones.

Another independent record company, Planet Record was launched by Shel Talmy already well known for his work with and for The Kinks and The Who. In the first four months ten singles were issued including "I Want to Stay Home" and "Surrender" by Perpetual Langley and a single by Lee Hooker. Planet is distributed in the U.K. by Philips and Talmy is setting up world wide distribution deals for the label.

Elektra Records (UK) kicked off their indie activities by hosting a welcome to Britain party for American folk singer Judy Collins when she arrived for a series of concerts. The Elektra product is pressed in Britain and distributed by Selecta, Record Imports, CRD and H.R. Taylor. The company's Budget Line label "Bounty" at 21/- is devoted to international folk music drawn from the Chicago Blues label "Testament" and so far 11 albums have been released here. The most successful full price Elektra label releases have been two Tom Paxton albums and The Baroque Beatles Book.

One of the most successful of the new independents is Page One Records Ltd. the company set up by Larry Page and publisher Dick James. The Page One product is released in the U.K. by Philips Records on the Fontana label. First release "Wild Thing" by The Troggs zoomed to the top of the charts in two weeks—an impressive entry for the opening chapter for the Page One story. Further releases are lined up for British artistes. Ken Kirkham, Don Spencer, Toni Carroll, The Larry Page Orchestra and Sounds 66.

Just 18 months ago, after many years of promoting and presenting artistes, Don Arden formed his own independent Contemporary Record company. Since then a strong roster of talented newcomers have found disk success with Contemporary. First and foremost The Small Faces with "Whatcha Gonna Do About It," "Hey Girl" and their No: 1 smash "Sha La La La Lee." Don Arden has also been responsible for the success of The Nashville Teens with "Little Bird" and "I Know How It Feels to be Loved".

Economides Recording Productions Ltd. set up six months ago in England has now begun to release its product. The company's two producers Jim Economides and Mike Hurst have started a once a week single release schedule and a monthly L.P. release of two or three projects. The firm which not only produces records but also employs its own public relations and publicity staff, has just entered into a new agreement with Irish Label Industries of Dublin, Eire to advise them on merchandising their product in the recording and automobile accessories markets. ERP is currently under contract to product singles and L.P.s for CBS Records, Decca Records, Ember Records and Wow Productions Ltd. of New York whose product is released throughout the world on Mercury.

PUBLISHING

In terms of quality if not quantity British publishers have had another good year both at home and abroad via British artistes and British material. However, compared with a year ago, the rewards although artistically greater have been financially smaller due to the fall in singles sales. For with sheet music sales practically non-existent it is the smash single which brings in the big money and supplies the jam for the L.P. bread and butter. The fact that more and more L.P.s are being sold by artistes who previously sold singles may be poor compensation for the jam loving publisher but it does underline our quality rather than quantity theme. This also applies to our chart successes both at home and abroad over the past 12 months. In the year 1964-

65 a total of 176 titles by British artistes entered the American Top 100 of which 58 or 60 per cent were British copyrights. Although in the past year only 97 titles by British artistes entered the American Top 100 again 58 or 60 per cent of them were British compositions. The big names The Beatles, The Rolling Stones and their followers are still in demand and once a first class British talent has established himself in the States he is certain of a good future and a long run of hits. Therefore it is up to our writers and publishers to see that those hits are British. A year ago we congratulated the M.P.A. upon bringing about the first British Song Festival in Brighton in May 1965. Although far from perfect the event attracted many publishers from overseas and sowed the seeds for what should and could have become an annual event of growing importance. It is regrettable that the M.P.A. has failed to profit by the inevitable teething problems and try, try, try again. Dick James with his publishing empire remains at the top of the tree not only in the United Kingdom but throughout the world. Heading the group of companies is still Northern Songs, the company with exclusive rights to the compositions of the writers of the century John Lennon and Paul McCartney. As hit follows hit the value of the catalogue becomes incalculable and the shares of Northern Songs pay handsome dividends. At the first of January 1966 The Beatles' collective disk sales stood at 150,000,000 second only to the 250,000,000 attributed to Bing Crosby. But unlike Crosby, Lennon and McCartney as writers, benefit also from music royalties to the tune of over £1,000,000 a year. 1965-66 has been a vintage year for Lennon and McCartney, from their pens have come a flow of ready made standards to swell the coffers of Northern Songs. These include "Yesterday" which won the Ivor Novello Award for the most outstanding song of the year and a BMI award in America. "Ticket To Ride" and "Eight Days a Week" together with "We Can Work It Out" also won BMI awards for outstanding songs of the year. From their "Rubber Soul" L.P. emerged another standard "Michelle" which took The Beatles to No: 1 around the world. In the U.K. where their single was not released it brought success to The Overlanders and in America to British duo David and Jonathan. All tracks from the "Rubber Soul" album were covered and recorded by major artistes throughout the world. The film "Help" proved to be an even greater money spinner than "A Hard Day's Night" and "Daytripper" and "We Can Work It Out" became international hits. During the year Maribus was incorporated in the U.S.A. and with the acquisition of the Nat King Cole catalogue Northern also acquired Comet Music Corp and Sweeco Music Corp in the U.S. and their interests in subsidiaries overseas. As mentioned elsewhere in this review a major event of the Dick James year came with the formation, together with Larry Page, of Page One Records. Their first No: 1 the April Music copyright "Wild Thing" was published by Dick James.

For Southern Music the year has seen the successful continuation of the policy of developing and promoting British songs and artistes. Major have included "Honey I Need" by The Pretty Things, a No: 1 in America with "Can't You Hear My Heartbeat" by Herman's Hermits whilst folk singer Donovan took the company into the British Top Five with "Catch the Wind" and made the charts in practically every other country of the world. British group The Ivy League recorded by Southern's Iver Recording Co. have enjoyed continued success on

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SUCCESS STORY OF 1966

THIS YEAR PHILIPS AND FONTANA ARTISTS DOMINATE THE BRITISH CHARTS

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PHILIPS THE MERSEYS  fontana

SPENCER DAVIS GROUP

 fontana FOUR SEASONS PHILIPS

BOB LIND

 fontana ROGER MILLER PHILIPS

DAVE DEE, DOZY, BEAKY, MICK & TICH

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WAYNE FONTANA

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ENVOY

England - The Past 12 Months

(Continued from page 10)

disk, television and cinema screens via their short colour film "Our Love Is Slipping Away." Before the end of the year Southern will be handling a major west end stage musical with a score by two of their contract writers Andrew Lloyd Webber and Tim Rice. Book by top British writer Leslie Thomas. Plans are also well advanced for the formation of music publishing companies with two major British film companies.

Francis Day & Hunter, Robbins and Feldman have had a year of success worthy of The Big Three. F. D. & H. contract writer Les Reed has been responsible for some of the company's biggest hits over the past 12 months including "Here It Comes Again" by The Fortunes and their most recent single "Silent Street." Another hit came with "Have Pity on the Boy" recorded by Paul and Barry Ryan. The indefatigable Reed also penned songs for Julie Rogers "I Love Him," American artiste Ray Pollard "This Sad Thing" and a debut disk for Jane Hilary "You've Got that Hold On Me" published by Les Reed's Donna Music, a subsidiary of F. D. & H. The company also scored heavily throughout the year with The Bachelors "Marie" and Bert Kaempfert's "Bye Bye Blues." More recently they has Les Reed's "To Make A Big Man Cry" waxed by five artistes headed by P.J. Proby on Liberty. Feldman's top hits included three Yardbirds singles "Heart Full of Soul," "Still I'm Sad" and their latest "Over Under Sideways Down." They also hit the charts with "Look Through Any Window" by The Hollies; "You Don't Have to Say You Love Me" by Dusty Springfield and Bob Dylan's "Rainy Day Women NO: 12 and 35." Feldman's also had the music from the British Lion picture "Morgan" starring Vanessa Redgrave with a score by Johnny Dankworth and recorded by Mike Vickers on Columbia. Robbins Music kicked off with "Zorba The Greek" and went on to "Daydream" and "Do You Believe in Magic" by The Lovin' Spoonful; "Pied Piper" by Crispian St. Peters and "Hey Girl" by The Small Faces. They also had the score for Dr. Zhivago, Maurice Jarres best movie score of the year as well as the Best Theme Song of the Year "The Shadow of your Smile" from "The Sandpiper."

For Burlington Music it has been a year of progress with hit singles by Roger Miller "King of the Road" and "England Swings" and the late Jim Reeves "The Next Time" and "Is It Really Over." The most resounding hit of the year was "Spanish Flea" by Herb Alpert's Tijuana Brass—the number topped the Best Selling Sheet Music lists for six weeks and staved in the record charts for months. "Shot Gun Wedding" by Roy C is their latest hit single although at the time of writing there is some confusion about the number as Sparta Music are also claiming the copyright. Several new American catalogues were acquired by Burlington during the year including Bluecrest, Glad, Jack, Saggiarius, Saturn and Arvene. Artistes who have recorded Burlington copyrights during the year include The Animals, Sammy Davis, Dave Clark, The Bachelors, The Fortunes, Alan Price, The Troggs etc.

1965-66 has been Ardmore & Beechwood's first complete year under the direction of Harry Lewis during which the company has enjoyed considerable chart success both at home and overseas. New acquisitions include the Geld-Udell catalogue (which gave them Gary Lewis' American No. 1 "Save Your Heart For Me.") They also acquired Chuck Berry's Isalee catalogue and the Marsaint catalogue including all the Lee Dorsey, Betty Harris material for the world outside of the U.S. The Bob and Dan Crewe Saturday Music catalogue has proved very successful for Ardmore & Beechwood during the past twelve months with "Let's Hang On," "Lover's Concerto," "Walking My Cat Named Dog" and "Working My Way Back To You." Other major chart entries came with Cliff Richard's "Wind Me Up"; Lee Dorsey "Get Out Of My Life Woman"

and more recently The Walker Brothers No. 1 smash "The Sun Ain't Gonna Shine Any More."

For Chappells the year has been memorable for the success of Tom Springfield, Ron Grainer and David Heneker, three major British writers with their own publishing companies affiliated with Chappells. Springfield plums to land in Chappells lap include "A World of Our Own" and "The Carnival is Over" by The Seekers and Ken Dodd's latest smash "Promises." Heneker had a solid success with his musical "Charlie Girl" a worthy successor to "Half a Sixpence" which won him fame in America. Ron Grainer followed his successful musical "Robert and Elizabeth" now in its second year with another hit "On the Level." Other chart successes enjoyed by the Chappell group include "Crying in the Chapel" Elvis Presley (Morris); "Make it Easy on Yourself" by The Walker Brothers (Famous); "Barbara Ann" Beachboys (Planetary), Alfie by Cilla Black (Famous) "Rescue Me" Fontella Bass (Jewel) and "Maria" P. J. Proby (Chappells). As usual Chappells had the cream of new musicals both on stage and screen. To those already mentioned must be added "Hello Dolly" and the much heralded "Funny Girl." In addition to the perennial film scores of "My Fair Lady" and "Sound of Music" were "Moll Flanders"; "Judith"; "Mary Poppins"; "The Great Race" and "Alfie." Perhaps the most important event of the year for Chappells was the acquisition of Metric Music, the publishing outlet of Liberty Records. The new deal brought immediate success with "Elusive Butterfly" (Metric) and "I Put a Spell on You" (Sheldon).

Acuff Rose kicked off the year under review with The Everly Brothers "The Price of Love" followed by the duo's "Love is Strange." However, the pubbery's biggest hit of the year came with Eddy Arnold's "Make the World Go Away" which stayed in the charts for three months.

Essex Music claim three hits from The Who—"Substitute," "My Generation" and "I Can't Explain" and contract writers Ted Dix and Myles Rudge carried off the Ivor Novello Award for the best selling novelty song of the year "A Windmill in Old Amsterdam." The Essex indie production company was successful with disks by Peter Cook and Dudley Moore. David Platz was appointed Director of International Operations for TRO.

For United Artists it has been a year of concentrated expansion and building up of the label in the United Kingdom and Europe. The accent has been on signing and promoting British talent for recording alongside the label's roster of American artistes. Shirley Bassey was the first major British artiste to be signed. A contract was also clinched with Ri-Fi of Italy to release recordings by top star Mina throughout the English speaking world and a deal with Hispavox of Spain gives them Spanish singer Raphael for America. Major hits of the year have been "Thunderball," "Sorrow" by The Merseys, "It's Too Late" Bobby Goldsboro, "Don't Make Me Over" by The Swinging Blue Jeans, and "What's New Pussy Cat" by Tom Jones. United Artists latest major film score is "Khartoum" by Frank Cordell starring Charlton Heston and Laurence Olivier.

Another publisher to extend his interests in film, theme, and background music throughout Europe is Robert Mellin. In Italy a major deal was completed with two leading picture companies resulting in the formation of General Music Company to control copyrights and soundtracks. For his French company, Franco-London Films, Mellin has completed two TV series "The Corsairs" and "The Reporters." An iron curtain deal signed during the year with the Czechoslovakian Government gives Mellin world publishing rights to repertoire from that territory. At home major hits have been "Hang on Sloopy"; "Here Comes The Night"; "Cast Your Fate to the Wind" and more recently "Come See Me" by The Pretty Things.

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(Continued from page 12)

Screen Gems, too, have stepped up their publishing activities in the realm of film scores and have laid claim to "King Rat"; "Born Free" and "The Wrong Box." Looking back over the first year under their own banner chart entries have included "We've Gotta Get Out of This Place" and "It's My Life" by The Animals; Gene Pitney's "Princess in Rags"; Dusty Springfield's "Some of your Lovin'" and "The Mindbenders No. 1" "A Groovy Kind of Love" together with their follow up "Can't Live With You." Screen Gems who sub publish Jemb Music, the John Barry-Barbra Streisand catalogue throughout the world recently concluded a deal to handle the overseas activities of Kennedy Music and Dreamers Music (Herman's Hermits, Freddie and The Dreamers). Via their European Songs Company Screen Gems represent a number of Scandinavian copyrights.

Freddie Poser Music has had continued success with Chris Andrew's compositions (contracted to Poser's Glissando Music) including Sandie Shaw's "Message Understood"; "Tomorrow," "How Can You Tell" and her latest smash "Nothing Comes Easy." During the year Andrews made his debut as a recording artiste resulting in the international hit "Yesterday Man"—No. 2 in the U.K. and No. 1 in Germany where it sold over 800,000. This was followed by "To Whom It Concerns" and "Something On My Mind."

Aberbach have set up several new subsidiaries during the year including Slamina Music, Alan Price Music and Inquiry Music. Catalogue acquisitions include South Mountain Music and a new deal was completed with Cotillion Music, publishing outlet of Atlantic Records. Recently Freddie Bienstock acquired the stock shares of Julian and Jean Aberbach in the London office and all companies associated with it. The new company will continue to be operated out of 17 Savile Row by an Executive Board made up of Freddie Bienstock, Franklyn Boyd, Derek Knib and Arthur Crisford.

For Bourne Music the hit of the year was Peter and Gordon's "To Know You Is To Love You" and at the end of 1965 they scored with The Rolling Stones L. P. "Out of our Heads" plus albums by Brenda Lee, Connie Francis, Tony Bennett and The Lettermen. The year saw two visits from Mrs. Bonnie Bourne primarily connected with recordings and copyrights for the company's expanding educational division.

In the educational sphere Mills Music has few rivals and during the year have opened up new markets in Africa, Germany, and Scandinavia. At home they have introduced Concert Band music into British schools. Pop highlights have been compositions by contract writers Roger Greenaway and Roger Cook (alias David and Jonathan) with "You've Got Your Troubles"; "This Golden Ring," "Everything in the Garden" and "Green Grass" recorded by American artiste Gary Lewis. In the classical field Mills are associated with many of the finest young British composers including Roberto Gerhard, Elizabeth Lutyens and Richard Rodney Bennett.

Campbell Connelly have acquired the Noteable Music catalogue of America which includes the score of the Broadway smash musical "Sweet Charity" and also gave them "Sweet Pussycat" by The Morgan James Duo. Managing Director Roy Berry has set up a new subsidiary Show Music with two shows "Capri" a trilogy of Somerset Maugham stories set to music by Peter Hart, the second show also by Hart "I Haven't Got a Thing to Wear." Pop hits have included "The In Crowd" by The Ramsey Lewis Trio, "Almost There" by Andy Williams; "Evil Hearted You" by The Yardbirds and "Heartaches" by Vince Hill.

For K.P.M. the artiste of the year has been Ken Dodd who has given the company an unprecedented string of chart successes including "Tears"; "Still," "Eight by Ten" and "Happy here by Lorna.

ness." Dusty Springfield gave them "Little by Little" and Barbra Streisand struck oil with "Second Hand Rose." Other major hits were "Il Silenzio"; "A walk in the Black Forest" and "Ballad of the Green Berets." K.P.M.'s Mood Music catalogue is now amongst the biggest in the country and includes such TV themes as "The Rat Catchers," "World Cup March," "Orlando" and "Seven Deadly Sins."

The Mood Music library of Sparta Music has also grown in the past year and now comprises some 50 hours of recorded music. Sparta completed several catalogue deals throughout the year and have opened new companies in Scandinavia and Germany while their French company, Editions Catalogue, celebrated its first year. Other continental companies with Sparta catalogue deals are Sugar Music (Italy) and Joop Portengen (Holland). Sparta is represented in America by Howie Richmond. At the time of going to press Sparta is claiming the smash hit "Shot Gun Wedding" but as previously mentioned the copyright is under dispute, a claim also being laid by Burlington Music.

For Shapiro Bernstein the year included the British Eurovision entry "A Man Without Love" by Cyril Ornadel and Peter Callander which has since been recorded and sold all over the world. "Three Wheels on My Wagon" by The New Christy Minstrels sold well over Europe both as an album, E.P. and single. Other hits which contributed to a good year were "Speak Her Name" by David and Jonathan; "Pretty Flamingo" by Manfred Mann; "I Love Her" by Paul and Barry Ryan; "Once Upon a Time" by Tom Jones and "Don't Answer Me" by Cilla Black.

Bron Associated have formed several new companies, Marlon Music, Manfred Mann Music and Anglo American company Catalogue Music was also set up between Bron Music and Catalogue Music America. Among their biggest chart entries were "Lightnin' Strikes" by Lou Christie; "Backstage" by Gene Pitney" and "You Won't Be Leaving" by Herman's Hermits.

Harold Fields has had a very busy year promoting his company's standard catalogue. He also continues to derive considerable success and revenue as distributing agents for many of America's leading educational publications. These include Ashley-Criterion, Colin and Shapiro Bernstein. Altogether Fields control a library of over 200 music instruction books.

For Lawrence Wright 1966 has been a year of reorganisation arising from the removal to new premises. A complete catalogue of the copyrights owned by the company has been published. A new subsidiary company, Elizabethan Music, as well as an artistes' management and agency, Summit Artists Ltd. have been formed. They have also acquired the BBC TV theme "The Spies" with records released in the U.K. U.S.A. and continent.

For Cyril Simons and the Leeds Music Group of companies it has been a bumper year with hits evenly divided between Leeds, Blossom and Welbeck. Petula Clark had four chart entries for Welbeck "You'd Better Come Home," "A Sign of the Times," "My Love" and "Around the Corner." Blossom did well with Bob Dylan's "Like a Rolling Stone" and "Positively 4th Street" plus The Byrds "Mr. Tambourine Man," and "All I Really Want to Do" also waxed by Cher who, with Sonny, gave Blossom "What Now My Love." Leeds finished the year with two major smashes "Strangers in the Night" by Frank Sinatra and "Not Responsible" by Tom Jones.

Lorna Music have had their best year since 1962 mainly due to Paul Simon material which has taken them into the charts with "Sounds of Silence," "Someday One Day" and "Homeward Bound." Another notable smash was "These Boots Are Made for Walkin'" and "How Does That Grab You Darling" by Nancy Sinatra both from Criterion Music represented

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| 4 | (9) | A GROOVY KIND OF LOVE | Mindbenders, Fontana |
| 5 | (4) | YOU WERE ON MY MIND | Crispian St. Peters, Decca |
| ★6 | (7) | SPANISH FLEA | Herb Alpert, Pye |
| 7 | (6) | SMALL FACES LA LEE | Small Faces, Decca |
| ★8 | (5) | MICHELLE | Overlanders, Pye |
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Diana Let's Have A Party Petite Fleur Mary's Boy Child O Mein Papa Limelight What Do You Want To Make Those Eyes At Me Fo Rock Around The Clock We Will Make Love Harry Lime Theme He's Got The Whole World In His Hands Auf Wiedersehen Charmaine It's Now Or Never Living Doll Freight Train Cara Mia	Paul Anka Winifred Atwell Chris Barber Harry Belafonte Eddie Calvert Frank Chacksfield Emile Ford	Columbia Philips Pye RCA Columbia Decca Pye
Apache Are You Sure Does Your Chewing Gum Lose Its Flavour Midnight In Moscow Stranger On The Shore The Young Ones	Bill Haley Russ Hamilton Anton Karas Laurie London Vera Lynn Mantovani Elvia Presley Cliff Richard Nancy Whiskey David Whitfield	Brunswick Oriole Decca Parlophone Decca Decca RCA Columbia Oriole Decca
I Remember You Telstar Lovesick Blues	The Shadows The Allisons Lonnie Donegan Kenny Ball Acker Bilk Cliff Richard	Columbia Fontana Pye Columbia Columbia
A World Without Love Bachelor Boy/The Next Time Bits & Pieces Can't Buy Me Love Diane Glad All Over I Want To Hold Your Hand Lucky Lips Lovesick Blues Little Children Needles And Pins She Loves You	Frank Ifield The Tornados Frank Ifield	Columbia Decca Columbia
	1961-1962	
	1962-1963	
	1963-1964	
	1964-1965	
	1965-1966	
Do Wah Diddy Diddy Downtown Have I The Right I'll Never Find Another You I Feel Fine My Boy Lollipop You Really Got Me	Peter & Gordon Cliff Richard Dave Clark Five The Beatles The Bachelors Dave Clark Five The Beatles Cliff Richard Frank Ifield Billy J. Kramer The Searchers The Beatles	Columbia Columbia Columbia Parlophone Decca Columbia Parlophone Columbia Columbia Parlophone Pye Parlophone
	L.P. awarded to The Beatles for million sales of their Parlophone L.P. "With The Beatles."	
	1964-1965	
	1965-1966	
Glad All Over Tears The Carnival Is Over We Can Work It Out	Manfred Mann Petula Clark The Honeycombs The Seekers The Beatles Millie The Kinks	H.M.V. Pye Pye Columbia Parlophone Fontana Pye
	1965-1966	

England – The Past 12 Months

(Continued from page 13)

Lee Pincus of Ambassador Music became a more regular commuter between the United Kingdom and the United States interspersed with frequent trips to the continent. Terry Noon was appointed Professional Head of the company with John Beecher in charge of administration. Ambassador had a big hit with "Sting-ray" by The Shadows and with the revival of "A Taste of Honey" by Herb Alpert's Tijuana Brass. Ambassador copyrights were recorded by Trini Lopez, Brenda Lee, Tommy Roe and Robert Goulet. Future plans for Ambassador Music include the signing up and promotion of British material.

Millwick Music now two years old has expanded rapidly with catalogue deals set up in many countries including France (Gerard Tournier), Germany (Belmont) and Italy (RCA). Millwick's contract writer Miki Dallon has achieved international success with "Take a Heart" and "That's Nice" whilst another contract writer Pierre Tubbs has had songs recorded by The Mindbenders and The Pretty Things. Millwick successfully entered the recording field with Strike Records and achieved instant success with Neil Christian's "That's Nice."

Apollo Music, less active on the publishing side, has enjoyed considerable success in the agency and man-

agement field via John Barker Associates Ltd. and their artistes Unit Four Plus Two, The Roulettes and newcomer Steve Darbishire. Unit Four Plus Two are currently starring in a TV series "A Tale of Two Rivers" featuring international recording artistes Petula Clark, Richard Anthony, Adam Faith and Francois Hardy. The title song from the series and all Unit Four material is published by Apollo Music.

During the past twelve months Fred Jackson's Fanfare Music company has expanded its overseas operation with the setting up of companies in Germany and associated companies in Switzerland (Editions Coda), Holland (Editions Schaltone), France (Continental Music) and Canada (BMI Canada Ltd.) Jackson formed I.P.S. an indie producers service with Canadian Gerry Martin and Lenny Williamson. The Tony Osborne composition "Blue Bolero" has been recorded in French, Spanish and Italian.

For Lynn Music headed by Harold Geller it has been a year of success their biggest seller being "Hold Tight" by Dave Dee, Dozy, Beaky, Mick and Tich penned by their managers Alan Blaikley and Ken Howard. This is a continuation of the Howard-Blaikley theme who gave them "That's Nice" by The Honeycombs. The firm also set up deals on the continental including Hansa Music in Germany.

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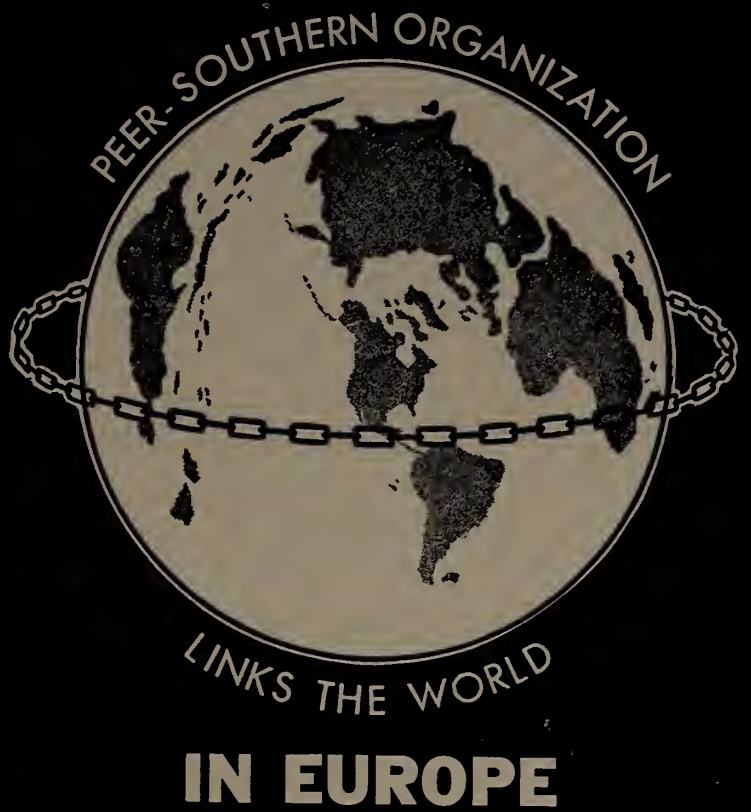
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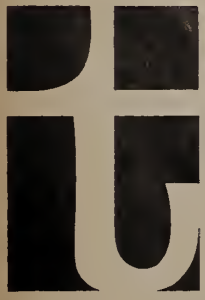
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JUNE 1965 To JUNE 1966

Title	Artiste	British Publisher	American Publisher	British Label	American Label
A Well Respected Man	The Kinks	Kassner	Amserican Met.	Pye	Reprise
*A Must To Avoid	Herman's Hermits	Dick James	Trousdale	Columbia	M.G.M.
A Little You	Freddie & The Dreamers	Leeds	Leeds	Columbia	Mercury
A Hard Days Night	Ramsey Lewis Trio	Northern	Maclen	Pye	Cadet
*A Young Girl	Noel Harrison	Biem	E. B. Marks	Decca	London
A Sign Of The Times	Petula Clark	Welbeck	Duchess	Pye	Warner Bros.
*A Groovy Kind Of Love	The Mindbenders	Screen Gems	Screen Gems	Fontana	Fontana
A Dedicated Follower Of Fashion	The Kinks	Belinda	Noma	Pye	Reprise
Act Naturally	The Beatles	Northern Songs	Bluebook	Parlophone	Capitol
At The Scene	Dave Clark	Spurs	Branston	Columbia	Epic
*Boys	The Beatles	Ardmore & Beechwood	Ludix	Parlophone	Capitol
*Canadian Sunset	Sounds Orchestral	E. H. Morris	Vogue	Pye	Parkway
Catch Us If You Can	Dave Clark	Ivy	Branston	Columbia	Epic
Colours	Donovan	Southern	Southern	Pye	Hickory
*Communication	David McCallum	E. H. Morris	Marley	Capitol	Capitol
*Chapel In The Valley	The Bachelors	Shapiro Bernstein	Shapiro Bernstein	Decca	London
Downtown	Mrs. Miller	Welbeck	Leeds	Capitol	Capitol
Don't Pity Me	Peter & Gordon	P & G Music	Felicia	Columbia	Capitol
*Don't Bring Me Down	The Animals	Screen Gems	Screen Gems	Columbia	MGM
Day Tripper	The Beatles	Northern Songs	Maclen	Parlophone	Capitol
Everyone's Gone To The Moon	Jonathan King	Marquis	Mainstay	Decca	Parrott
Give All Your Love To Me	Gerry & The Pacemakers	Pacer	Pacemaker	Columbia	Laurie
Get Off My Cloud	The Rolling Stones	Mirage	Gideon	Decca	London
Go Away From My World	Marianne Faithfull	Bron	Sealark	Decca	London
*Here Comes The Night	Them	Mellin	Caesar & Dino	Decca	Parrott
Here It Comes Again	The Fortunes	Donna	Donna	Decca	Press
He's Got No Love	The Searchers	Toby	Toby	Pye	Kapp
Heartful Of Soul	The Yardbirds	Feldman	Miller	Columbia	Epic
Help	The Beatles	Northern Songs	Maclen	Parlophone	Capitol
*If I Loved You	Chad & Jeremy	Chappell	Chappell	CBS	Columbia
If I Ruled The World	Tony Bennett	Chappell	Chappell	CBS	Columbia
I Can't Explain	The Who	Essex	Champion	Brunswick	Decca
I'm Telling You Now	Freddie & The Dreamers	Feldman	Miller	Columbia	Tower
I Know A Place	Petula Clark	Welbeck	Duchess	Pye	Warner Bros.
*I Understand	Freddie & The Dreamers	Maddox	Jubilee	Columbia	Mercury
I'll Never Find Another You	The Seekers	Springfield	Springfield	Columbia	Capitol
It's Not Unusual	Tom Jones	Leeds	Ivy	Decca	Parrott
It's Gonna Be Alright	Gerry & The Pacemakers	Pacer	Duchess	Columbia	Laurie
I Want You Back Again	The Zombies	Marquis	Mainstay	Decca	Parrott
It's Just A Little Bit Too Late	Wayne Fontana	Skidmore	Skidmore	Fontana	Fontana
It's Good News Week	Hedgehoppers Anonymous	Mainstay	Jonjo	Decca	Parrott
*I'm Henry The VIII	Herman's Hermits	F. D. & H.	Miller	Columbia	M.G.M.
*I'm Alive	The Hollies	Shapiro Bernstein	Camel-back	Parlophone	Imperial
*I Don't Want To Lose You Baby	Chad & Jeremy	April	Blackwood	CBS	Columbia
*If You Gotta Go	Manfred Mann	Blossom	Witmark	H.M.V.	Ascot
*I Have Dreamed	Chad & Jeremy	Williamson	Williamson	CBS	Columbia
*I'm A Man	The Yardbirds	Jewel	Avalon & Hill	Columbia	Epic
*It's My Life	The Animals	Screen Gems	Screen Gems	Columbia	M.G.M.
*Inside Looking Out	The Animals	Essex	Ludlow	Columbia	M.G.M.
*I Can't Let Go	The Hollies	Dick James	Blackwood	Columbia	Imperial
*Just A Little Bit Better	Herman's Hermits	T. M. Music	T. M. Music	Columbia	M.G.M.
Keep On Running	Spencer Davis Group	Island	Essex	Fontana	Atco
*Look Through Any Window	The Hollies	Feldman	Miller	Columbia	Imperial
La La La	Gerry & The Pacemakers	Pacer	Pacemaker	Columbia	Laurie
*Love Me With All Of Your Heart	The Bachelors	Southern	Peer	Decca	London
Leaning On The Lamp Post	Herman's Hermits	Campbell Connelly	Trousdale	Columbia	M.G.M.
*Mystic Eyes	Them	Hyde Park	Wemar	Decca	Parrott
*Make It Easy On Yourself	Walker Brothers	Famous-Chappell	Famous	Philips	Smash
My Generation	The Who	Fabulous	Devon	Decca	Decca
My Love	Petula Clark	Welbeck	Duchess	Pye	Reprise
Michelle	David & Jonathan	Northern Songs	Maclen	Parlophone	Capitol
	Billy Vaughn	Northern Songs	Maclen	Pye	Dot
*My Ship Is Coming In	Walker Brothers	Schroeder	January	Philips	Smash
*Nervous	Ian Whitcomb	Sparta	Nervous-Burdette	Capitol	Tower
Nowhere Man	The Beatles	Northern Songs	Maclen	Parlophone	Capitol
Please Tell Me Why	Dave Clark Five	Spurs	Branston	Columbia	Epic
*Over And Over	Dave Clark Five	Burlington	Recordo	Columbia	Epic
*Promise Her Anything	Tom Jones	Famous-Chappell	Famous	Decca	Parrott
Round Every Corner	Petula Clark	Welbeck	Duchess	Pye	Warner Bros.
*Should I	Chad & Jeremy	Belinda	Noma	CBS	Columbia
Summer Nights	Marianne Faithfull	Ardmore & Beechwood	Sea Lark	Decca	London
Stop	The Moody Blues	Sparta	Cheshire	Decca	London
Shapes Of Things	The Yardbirds	Feldman	Robbins	Columbia	Epic
Thunderball	Tom Jones	United Artists	Unart	Decca	Parrott
*To Know You Is To Love You	Peter & Gordon	Bourne	Hilary	Columbia	Capitol
*The Way Of Love	Kathy Kirby	Chappell	Chappell	Decca	Parrott
Tossin' And Turnin'	The Ivy League	Southern	Southern	Piccadilly	Cameo
The Carnival Is Over	The Seekers	Springfield	Chappell	Columbia	Capitol
*Take Me For What I'm Worth	The Searchers	Dick James	Trousdale	Pye	Kapp
This Golden Ring	The Fortunes	Mills	Mills	Decca	Press
*The Cruel War	Chad & Jill Stuart		Pepamar	CBS	Columbia
Try Too Hard	Dave Clark Five	Spurs	Branston	Columbia	Epic
Till The End Of The Day	The Kinks	Belinda	Namo	Pye	Reprise
*The Sun Ain't Gonna Shine	Walker Brothers	Ardmore & Beechwood	Saturday-Four Seasons	Philips	Smash
*There's No Living Without Your Loving	Peter & Gordon	Catalogue		Columbia	Capitol
*Universal Soldier	Donovan	Monique	Southern	Pye	Hickory
Who'll Be The Next In Line	The Kinks	Kassner	Jayboy	Pye	Reprise
*We Gotta Get Out Of This Place	The Animals	Screen Gems	Screen Gems	Columbia	M.G.M.
*With These Hands	Tom Jones	Kassner	Bloom	Decca	Parrott
We Can Work It Out	The Beatles	Northern	Maclen	Parlophone	Capitol
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You Turn Me On	Ian Whitcomb	Sparta	Burdette	Capitol	Tower
You'd Beter Come Home	Petula Clark	Welbeck	Duchess	Pye	Warner Bros.
*You're The Reason	Gerry & The Pacemakers	Cross	Vogue	Columbia	Laurie
You've Got Your Troubles	The Fortunes	Mills	Mills	Decca	Press
Yesterday	The Beatles	Northern Songs	Maclen	Parlophone	Capitol
You've Got To Hide Your Love Away	The Sylkie	Northern Songs	Maclen	Parlophone	Fontana
Yesterday Man	Chris Andrews	Glissando	Partita	Decca	Atco
You Don't Have To Say You Love Me	Dusty Springfield	Feldman	Robbins	Philips	Philips

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All labels listed appears in alphabetic order.

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Labels (domestic) refer to names of labels on which are made and released local domestic recordings. If any of the major labels appears under "domestic," it is understood that the company also is releasing whatever foreign recordings there might be available at the same label. The name of the label is not repeated under "Labels (others)."

Labels (others) refer to names of imported/foreign labels imported by the companies under which they are listed.

Remark: In some countries, mainly Central and South America and Asian countries, certain leading retailers have their own import from major European and American manufacturers, which explain why in certain cases certain labels might be listed under more than one company in each country.

All informations appearing in this Directory originates from the companies themselves, who have listed the informations published on the questionnaires they have received.

If and when a certain company is not listed in this Directory, it might depend upon the fact that the company itself has failed in returning the questionnaire which has been sent to them. If and when so is the case, Cash Box hopes to see these companies listed in next year's Directory.

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Cable: SIEMENS KABUL
Pres.: Mr. H. H. Hellhoff
Labels (others): Archiv-Produktion, Brunswick, Coral, Deutsche Grammophon, Heliodor, M.G.M., Polydor, United Artists.

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Pres.: Mr. Adolf Zagel
Labels (others): Archiv-Produktion, Deutsche Grammophon, Polydor.

ARGENTINA (See Index)

AUSTRALIA (See Index)

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Pres.: Mr. Joseph Hochmuth

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Phone: 52 49 77
Cable: MUSIKFIGARO VIENNA
Directors: Mr. Stefan G. Harpner & Dr. Johann Juranek

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VERLAGS KG—Gluckgasse 1—VIENNA I
Phone: 52 63 46
Cable: SCHNEIDERMUSIK VIENNA
Pres.: Mr. Hermann Schneider

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12—VIENNA I
Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Josef Hochmuth

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Cable: WEINJOS VIENNA
Pres.: Mr. Edmund W. Hauke

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Phone: 52 27 51
Cable: WELTMUSIK VIENNA
Pres.: Mr. Josef Hochmuth

SOUTHERN MUSIC G.m.b.H.—Seilergasse 12—
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Cable: SOUTHMUSIC VIENNA
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Cable: WELTMUSIK VIENNA
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Cable: WEINJOS VIENNA
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Labels (others): Bel-Air, Cameo-Parkway, Colpix,
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Cable: CENTROCORD VIENNA
Director: Mr. Helmut Bischof
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Labels (others): Angel, Capitol, Columbia, Concert-
Classic, Electrola, Ember, Encore, English by Radio,
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Magic Notes, Monitor, Musica Sacra, Odeon, Parlo-
phon (e), Pathé, Regal, Stateside, Supraphon,
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NA I
Phone: 63 62 28, 63 18 53
Telex: (07) 4432
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Labels (others): Calig, Eterna, Experience, Fidelity,
Harmonia Mundi, Heritage, Horoskop, Lyrichord,
Parliament, Saga, Scala, Somerset, Vox.

POLYPHON SCHALLPLATTEN G.m.b.H.—Potsfach
265—VIENNA 56
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Phone: 56 35 06
Cable: POLYPHON VIENNA
Pres.: Mr. Gerhard Gebhardt
Labels (domestic): Philips, Polydor
Labels (others): ABC-Paramount, Archiv-Produktion,
Audio Fidelity, Brunswick, Contemporary, Coral,
Deutsche Grammophon, Fontana, Good Time Jazz,
Heliodor, Jazzland, Literarische Archiv, Mercury,
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Cable: TROPICAL NASSAU
Pres.: Mr. Tom Y. Jacobs
Labels (domestic): Carib

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Golden Guinea, Mercury, M.G.M., Philips, Polydor,
Pye, RCA Victor, United Artists, Verve.

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Pres.: Mr. A. Hussain Mahmood Sa'aty
Labels (domestic): Al-Nasr, Alshark, Arabphone
Labels (others): Columbia, His Master's Voice,
Parlophone

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Labels (domestic): Duane, Edmar

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Labels (domestic): Mastertone

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lumbia, His Master's Voice, Mercury, MGM, Parlo-
phone, Pathé.

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(Continued on page 58)



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ITALY - The Past Twelve Months

Italy is a country with 54,500,000 inhabitants: This is the only 'official' figure we have in hand speaking about the record market in this editorial. All other figures concerning the record production and the sales shall not be considered official, since, as we told many times from our columns and editorials it's impossible to get official figures about the real sales on our market.

The figures we report are derived from inquiries and deductions suggested by the experienced and by some partial results and events we examined in the past twelve months period.

According to these inquiries and deductions, total record sales of these 12 months in Italy have reached a total of 28,000,000 copies of records, so shared: (we also indicate the percentage on the total sales of each class of discs)

Singles	23,630,000	84,39%
E.P.	730,000	2,61%
LPs 12'	3,570,000	12,74%
LPs 10'	70,000	0,26%
Total	28,000,000	100,00%

Considering as reported a total sales of 28 millions of discs, and a population of 54,5 million inhabitants, we have in Italy an average of one disc sold per year every two persons.

Taking into consideration other European countries like England, Germany, France, Belgium, Holland and Scandinavia, we note immediately that the proportion between the records sold and the population is one of the lowest, but the Italian market is destined to steadily increase, year after year, until the moment when the proportion between sales and population for the record products, will be similar to that of other mentioned countries.

To have a clear idea of the increasing of record sales in a period of 6 years, we wish to compare graphically

the total sales of these past twelve months, with the total sales of the year 1959. We use the figures of 1959, because these figures shall be considered as the most exact, deriving from a deep enquiry conducted by the Italian Trade Association Secretary, Mr. Fracchetti, in cooperation with the record industries:

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In 6 years we had therefore a total increase of record sales of 64.3%: 60.8% increase in singles sales, and 28.4% increase in LP sales, with a decrease of 75% in E.P. sales, which along with the LPs 10' (albums 10 inch.) have quite disappeared from the market.

From these figures we can derive that we had in Italy an average increase in record sales of about a 10% per year.

The Italian market is therefore still and fast developing in spite of the recent crisis which afflicted the record operations.

An interesting data is derived from the increase of the sales of the albums production: while in 1959 the LPs sales represented a 5.64% of the total record sales, in these past twelve months, LPs production represents a 13% of the total sales.

The albums sales are steadily and fast increasing developing an interesting business for the record industries. The increase of sales of LPs is surely due to the reduction of the prices and to the promotional campaigns conducted on this product by the top Italian record firm, especially for the classical recordings.

Now we have so the occasion of talking about prices, and we have to stress out another peculiarity of the Italian market. There is in fact a great difference between the minimum and maximum retail selling prices for the same class and type of records.

Also in this case we had some difficulties to get definitive data, since, as we will explain forward in this editorial, definitive selling price to the public is fixed by the retailers more than by the record producers. These prices change according to the particular sales policy of the retailer, his geographical position, the products he is selling together with records, the class of his customers and so on.

Anyway we list here the minimum prices generally adopted on our market:

	minimum	maximum
SINGLES	Lit. 600 (\$0.95)	Lit. 850 (\$1.37)
E.P.	Lit. 1.100 (\$1.77)	Lit. 1.320 (\$2.12)
ALBUMS	Lit. 1.650 (\$2.66)	Lit. 4.400 (\$7.10)

From the above reported list it's a great evidence in the fact that the biggest difference in the price is for the LPs records. Also singles prices are too high in proportion to the average price of a LP disc, and price of singles are one of the highest in Europe.

The difference between the minimum and maximum prices of the LPs derives from the fact that at the beginning of the LP production in Italy, the sales were very limited, to recover from the production costs, record industries were obliged to sell the product to an high price. Then, little by little, taught by the experience of foreign markets also Italian industries started promoting LP sales, and first step was accomplished reducing the prices.

RCA ITALIANA, EMI ITALIANA, DECCA ITALIANA, RICORDI, PHONOGRAM, R.I.F.I. and just recently BLUEBELL, started strong promotional campaigns on the album pro-

duction with special low priced classical series.

There were really enthusiastic results from these initiatives which met the full consentement of the public opening a new way to the record sales, which were before, mainly concentrated in the pop field.

Following the results obtained with classical repertoires, record manufacturers have also reduced the price of pop albums, and of course unexpected results have also been obtained in this pop field.

Of course there are still some particular albums sold at the ancient prices which are fixed between Lit. 3.300, and lit. 4.400. These shall be considered now as exceptions, and the sales of these peculiar products do not reach high levels.

The usual average price for LPs is between lit. 1,800 and Lit. 2,200. 70% of total albums sales are of classical repertoire, 30% is divided between pop and jazz releases.

This means that young people, who constitutes a percentage between 75% and 80% of total record buyers, have not yet addressed their preferences to the LPs records but just in the past two months, we have registered a sudden increased interest by part of teenagers for the pop album production.

This phenomenon is directly connected with the great success obtaining by the "groups" and the "beat" music to whom record firms are devoting an
(Continued on page 38)

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ITALY - The Past Twelve Months

(Continued from page 34)

LPs production which shall be considered quite considerable. These LPs sold at an interesting price (around an average of Lit. 2.000) have received a good welcome by part of the teenagers, even because of the too high price of the single discs.

Lit. 850 is the price usually requested by a record shop for a single disc: considering that the same hits (speaking about groups and beat music) are available on albums, sometime at the price of only Lit. 1.600, containing forty minutes of performance of their preferred talents, there is a good reason for the preference given recently to the album production by part of teenagers, and the registered increase in pop albums sales in the latest months.

We think that this increased interest in the albums, will quite modify the Italian record production and of course Italian record market: record producers are now attracted by the releases of LPs earnings on which are more important, which are easier to sell, and which sometimes requires less promotional efforts.

By the way, making a short consideration of the production costs of singles discs we derive that it is impossible at the moment reduce the price, even if, as we said, they are the highest in comparison with other European countries.

We think that principal reason of such high prices are directly connected with particular conditions existing on our market.

The price of a single disc is fixed by the industry on Lit. 750 (retail price) and on this price all royalties (artists, copyright etc) are mainly calculated. But there is a 10% increase on such price due to the government tax. This tax is paid directly by the record firms, but it's debited on the invoices to the retailers. Retailers on their side, are increasing the price to

the public of such a ten percent so that the retail selling price of a single shall reach a total of 825 liras. Than there is also a municipal tax to be calculated in addition, different from districts to district, and for this further tax the price is increased to the above mentioned total of 850 liras for each single.

In the following prospect we give an approximate repartition of the various elements which contributes to the cost of a single disc:

Material, press, labels	Lit. 75
Full coloured sleeve	Lit. 10
Sinking share of recording costs	Lit. 50
Sinking share of promotional costs	Lit. 100
Mechanical rights	Lit. 60
Artist royalties	Lit. 40
Producer, arranger or others royalties	Lit. 15
Distribution costs	Lit. 50

this means a total of 400 liras. As we reported the usual price to the public Calculated by record firms is of lit. 750: granting to the retailers a discount of 33% the record is invoiced by the manufacturer at a net price of 500 liras to which are added 70 liras of tax. As we reported above, retailers are selling the disc to a price between 830/850 liras, with net earnings per disc of 250/280 liras. (in this calculation we have taken into consideration the only records sold at the common national price).

From these calculations it's derived that the biggest share of profit deriving from the singles sales, is reserved to retailers: the reason is strictly connected also with our distribution system, and first of all with the strong competition existing on our market.

This also explains why there is a great difference in the prices adopted on our market for sales to the public of singles discs; retailers are free to adopt their own sales policy increasing

or decreasing their profits, whose margin is sufficiently large.

The situation is similar in the LP field, even if usually prices are more controlled. The question of the unification of the retail prices for each class of records is the main problem of our industry to-day: the great competition in fact creates a favourable situation for the retailers, to whom usually some records firms are granting special discounts or other facilities, which increase of course this big margin of profit already in their hands, without any benefit for the manufacturers. The way to resolve this problem was the main purpose of the recent meeting of some of the top responsables of our record industry at CAPO BOI (Sardinia). We reported about this meeting in our usual weekly column, but we don't know yet results reached.

It is our opinion that there are no efficient solutions to this problem which not only derives from the strong competition existing on the market, but principally from the overproduction which always afflicts our records operations, and also from our distribution system.

The distribution system in Italy is based on direct sales from the record firms to the retailers. These sales are effected through salesmen. Due to the geographical position of Italy, a good distribution can only be obtained with a minimum of twenty sales agents traveling all throughout the country. For a better service it is also necessary to establish some stock stores in the principal centers of the nation, also there is a need of two sales supervisors. Even if sales agents are compensated with a percentage on the sales they effect, not only this distribution and sales organization represents one of the top costs of the record manufacturers, but also is one of the biggest problems to be resolved for the creation of an active industry.

To be able to maintain this distri-

bution organization (sales organization) at a reasonable cost, the record industry or shall have frequently top hit discs, or shall have a wide and consistent catalogue: by the way it is also necessary to say that this system creates a direct competition between agent and agent of different firms, with advantages for the retailers.

We don't think there will be a change in the distribution system in the next years, even if we think that this sales system is one of the reasons of the instability of the Italian record market. Record firms have tried to make disappear the records wholesale dealers who executed the service of distributor. We think it was a mistake, because for the big firms with a strong catalogue it was always possible to oblige them to respect their conditions, while little firms with a good production, could have resolved in this way the problem of their distribution. By the way, being not direct deal between record firms and dealers, may be that prices to the public were more uniformed.

Now the small companies, which are unable to create their own sales organization are giving their products in distribution to bigger firms, but they have the risk that their production is always considered as a second class product, and by other and the margin of their profit is extremely reduced.

By the way even small record firms try to have their own distribution assuming a group of sales agents, and this creates a further competition.

Of course the economical and financial efforts requested for creating the sales organization makes in our country a natural selection among the record operators in fact strength and power of a record firm in Italy mainly derive from the organization of its sales system.

Some Italian indie producers have formed their own company, but even

(Continued on page 43)



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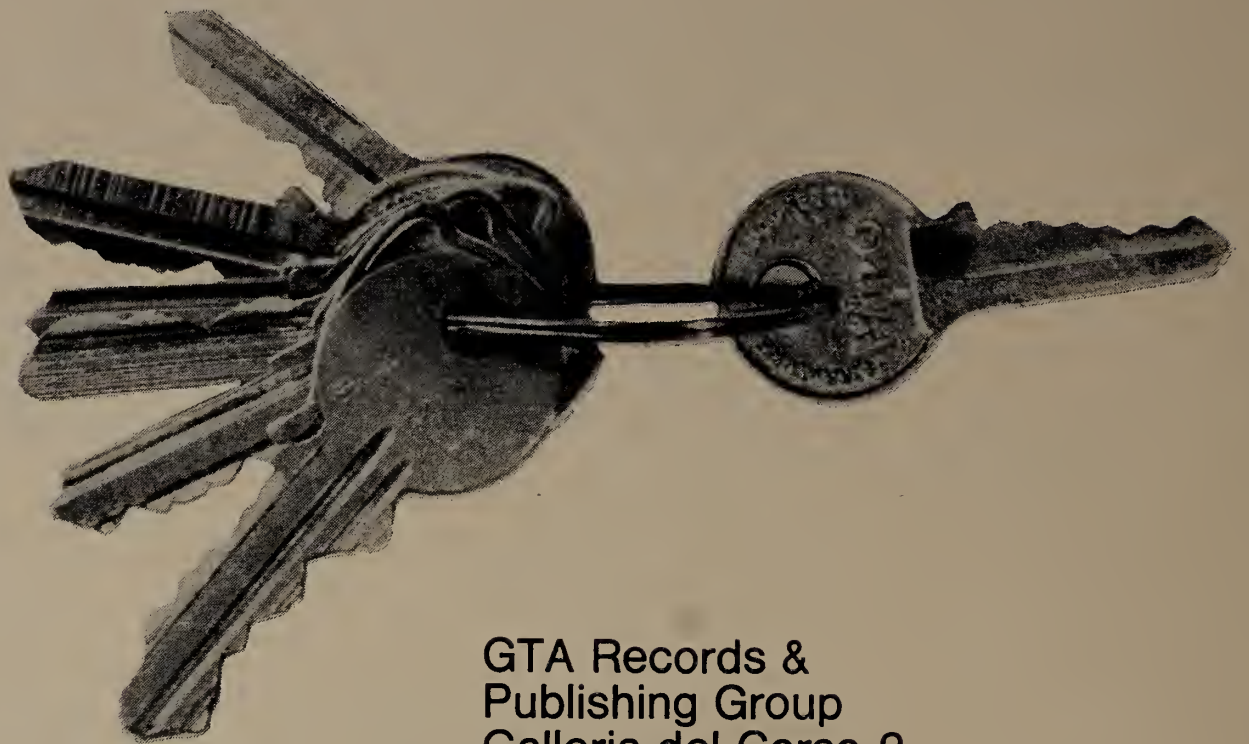


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ITALY - The Past 12 Months

(Continued from page 38)

if we're able to release a good product, we're obliged to renounce to their independent activity just because the great difficult involved in the distribution organization.

Anyway there are still in Italy something like 150 different record firms, but only 20 of them shall really be considered as well established phonographic industries and have in their hands 95% of the total record market. Even if we wish to stress that the main power of this group derives from their sales and distribution organization, anyway, it's always our opinion that it's just this system adopted for distribution and sales which creates a great instability in the policy of the prices.

As well as in other countries of the world and for other products (books for example), also in Italy and recently it has been introduced the sales system "door to door" and the mail sales (direct to the public).

The development of the direct sales to the public is strictly connected with the increase of the LPs sales. As a matter of fact only albums can be offered in sales through this system. The RCA/READER'S DIGEST CLUB which was the first top organization created in Italy, gave unexpected good

results. We wish also mention two firms of recent constitution, like COMPAGNIA DISCOGRAFICA ITALIANA, and RECORD ITALY CLUB, which only offer in sales their production through mail and "door to door" sales and it seems that results are quite satisfactory. Of course it's also impossible to know exactly which is the business volume of these direct sales systems but we have calculated that presently it represents a percentage between 3 and 5% of total sales in Italy.

The "door to door" sales system is steadily increasing, even because it resolves in a different easier way the distribution problem, and these sales have acquired new customers to the record field, and it's also one of the reasons of the increase in the LP sales.

After these considerations covering the general commercial situation on the Italian market, we give here a report of the past twelve months, derived from the examination of the top selling list of the pop hits of the past twelve months period.

We list here the top selling tunes and recordings, along with names of record manufacturers, artists and publishers: (Continued on page 44)

ITALY'S BEST SELLERS OF THE PAST 12 MONTHS

Titles	Artists	Labels	Publishers
1. Nessuno Mi Puo' Giudicare	Caterina Caselli	CGD	Sugarmusic
2. Il Mondo	Jimmy Fontana	RCA Italiana	RCA Italiana
3. Michelle	The Beatles	Carisch	Curci
4. La Fisarmonica	Gianni Morandi	RCA Italiana	RCA Italiana
5. La Notte	Adamo	EMI Italiana	EMI Italiana
6. Se Non Avesse Piu' Te	Gianni Morandi	RCA Italiana	RCA Italiana
7. Il Ragazzo Della Via Gluck	Adriano Celentano	Clan Celentano	Clan Celentano
8. Lui	Rita Pavone	RCA Italiana	RCA Italiana
9. La Festa	Adriano Celentano	Clan Celentano	Clan Celentano
10. Ciao Ciao (Downtown)	Petula Clark	SAAR	Sugarmusic
11. Il Silenzio	Dalida	RCA Italiana	Durium
12. Solo Tu	Nini Rosso	Durium	RCA Italiana
13. Non Mi Tenere Il Broncio	Rita Pavone	RCA Italiana	EMI Italiana
14. Quello Sbagliato	Adamo	EMI Italiana	EMI Italiana
15. Die Come Ti Amo	Bobby Solo	Ricordi	Sugarmusic
16. E Voi Ballate	Gigliola Cinquetti	CGD	Curci
	Domenico Modugno	Cemed Carosello	
	Adriano Celentano	Clan Celentano	Clan Celentano/ Sugarmusic
17. La Danza Di Zorba	Dalida	RCA Italiana	Sugarmusic
18. Lei	Adamo	EMI Italiana	EMI Italiana
19. Tu Sei Quello	Orietta Berti	Phonogram	Esedra (Phonogram)
20. Il Pliip	Rita Pavone	RCA Italiana	RCA Italiana
21. Si Fa Sera	Gianni Morandi	RCA Italiana	RCA Italiana
22. Resta	Eouipe 84	Ricordi	Ricordi
23. In Un Fiore	Wilma Goich	Ricordi	Ricordi
24. Piangi (Boys Cry)	Les Surfs	CGD	
25. Stasera Con Te	Richard Anthony	EMI Italiana	Cielo-Video
26. These Boots Are Made For Walkin'	Rita Pavone	RCA Italiana	RCA Italiana
27. I Tuoi Occhi Verdi	Nancy Sinatra	CGD	Criterion Music
28. La Ragazza del Clan	Franco Tozzi	Fonit-Cetra	Mascotte
29. La Casa Del Signore	I Ribelli	Clan Celentano	Clan Celentano
30. Ola o Mai Piu	Bobby Solo	Ricordi	Sugarmusic
31. Mia Mia Mia Valentina	Mina	R.I.F.I.	Southern Music
	Giorgio Gaber	R.I.F.I.	Sugarmusic
	Pat Boone	SAAR	
32. Teresa	Sergio Endrigo	Fonit-Cetra	Usignolo (Fonit-Cetra)
33. Una Casa In Cima Al Mondo	Pino Donaggio	FMI-Italiana	Curci
	Mina	R.I.F.I.	
34. La Casa Del Sole (The House Of The Rising Sun)	Los Marcellos Ferial	Durium	Sugarmusic
35. La Verita'	The Animals	EMI Italiana	
36. Ti Senti Sola Stasera	Paul Anka	RCA Italiana	RCA Italiana
37. We Can Work It Out	Michele	RCA Italiana	Aberbach
38. Io Ti Daro' Di Piu'	The Beatles	Carisch	Curci
	Ornella Vanoni	Ricordi	Curci
	Orietta Berti	Phonogram	
39. Barbara Ann	The Beach Boys	EMI Italiana	EMI Italiana
40. Adesso Si	Sergio Endrigo	Fonit-Cetra	Usignolo (Fonit-Cetra)
41. Nessuno Di Voi	Richard Anthony	EMI Italiana	Southern Music
	Milva	Fonit-Cetra	
42. 19th Nervous Breakdown	The Rolling Stones	Decca	Sugarmusic
43. Vita Mia	Tony Del Monaco	CGD	Sugarmusic
44. Dopo I Giorni dell 'Amore	Michele	RCA Italiana	RCA Italiana
45. Quando Tu Sei Con Me	Michele	RCA Italiana	RCA Italiana
46. E' Stato Facile	Michele	RCA Italiana	RCA Italiana
47. La Resa Dei Conti	Ennio Morricone	RCA Italiana	RCA Italiana
48. C'E' Una Strana Espressione Nei Tuoi Occhi	The Rokes	RCA Italiana	Ricordi
49. Ogni Mattina	Little Tony	Durium	Leonardi
50. Sono Tanto Innamorata	Isabella Iannetti	Durium	Durium
51. You Were On My Mind	Barry McGuire	RCA Italiana	Ricordi
52. Con Le Mie Lacrime	The Rolling Stones	Decca	Cielo-Video
53. Una Rosa Da Vienna	Anna Identici	Ariston	Ariston
	The Minstrels	CBS	
54. Un Grosso Scandalo (Shame & Scandal)	Sacha Distel	EMI Italiana	EMI Italiana
55. Cosi' Come Viene	Les Surfs	CGD	
	Remo Germani	SAAR	MAS (SAAR)
	Les Surfs	CGD	
56. Soli	Mina	R.I.F.I.	Curci
57. L'Amore	Don Backy	Clan Celentano	Clan Celentano
58. Un Anno D'Amore	Mina	R.I.F.I.	Leonardi
59. I'm Down	The Beatles	Carnisch	Curci
60. Sai Sai Sai	Dino	RCA Italiana	RCA Italiana
61. Vivro' (Ma Vie)	Alain Barriere	RCA Italiana	RCA Italiana
62. Quattro Ragioni Per Non Amarti	Alaian Barriere	RCA Italiana	RCA Italiana
63. Treni Navi Aerei	Vasso Ovale	EMI Italiana	Aberbach
64. Il Geghege'	Rita Pavone	RCA Italiana	RCA Italiana/ Curci

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IL GEGHEGE

SURF DELL'AMORE

UNA CASA IN CIMA AL MONDO

IO TI DARO' DI PIU'

LA NOTTE DELL'ADDIO

ITALY — The Past 12 Months

(Continued from page 43)

Examining this list, the first note to make is that publishers have disappeared as protagonists from the music scene: this fact derives directly from the consideration that the industrial activity in the music field is only concentrated in the record production. This phenomenon is similar in all other countries of the world, but in Italy there are accentuated consequences.

As a matter of fact on the 64 titles listed, which entered the top ten hits in our charts of past twelve months, 38 copyrights belong to the same firm which released the top selling disc: This represents the high percentage of 60%.

The 64 titles listed are belonging to 17 different publishers; we give here their names together with the number of entries:

RCA ITALIANA	17 Tunes
SUGARMUSIC	10 Tunes
CURCI	7 Tunes
CLAN CELENTANO	6 Tunes
EMI ITALIANA	5 Tunes
RICORDI	4 Tunes
DURIUM	2 Tunes
CIELO-VIDEO	2 Tunes
SOUTHERN	2 Tunes
USIGNOLO (Fonit-Cetra)	2 Tunes
ABERBACH	2 Tunes
LEONARDI	2 Tunes
ESEDRA (Phonogram)	1 Tunes
ARISTON	1 Tunes
MAS (Saar)	1 Tunes
MASCOTTE	1 Tunes
CRITERION	1 Tunes

To note that 12 of these 17 publishers are directly involved in their own record business, and 7 of them started their activity, and still are principally record manufacturers. (RCA ITALIANA, CLAN CELENTANO, EMI ITALIANA, DURIUM, USIGNOLO [FONIT CETRA], ESEDRA [PHONOGRAM], MAS [SAAR]). 43 of them are only publishers, without having any direct connection with any record production; they are ABERBACH, LEONARDI, CIELO-VIDEO and MASCOTTE. There is a fifth name to be joined, but it's a foreign publisher who didn't assign its copyright for sub-publication in Italy. We refer to CRITERION MUSIC of Hollywood, for its hit "These Boots Are Made For Walkin'".

Returning now to the record field, and to make a comparison with the list of the hits publishers, above reported, we wish to give the name of the record firms whose discs entered the top ten charts in the past twelve months, giving of course also the number of their entries:

RCA ITALIANA	22
EMI ITALIANA	10
CGD	7
RICORDI	5
RI.FI	5
CLAN CELENTANO	5
DURIUM	4
FONIT-CETRA	4
CARISCH	3
SAAR	3
PHONOGRAM	2
DECCA	2
CEMED CAROSSELLO	1
ARISTON	1
CBS	1

Making same consideration as above, referred to publishers, we have to note that only 3 record firms among those above listed, are not involved directly and officially in publishing business: these are RI.FI, DECCA and CBS, whose destination, as it's known, is not yet become official, after the end of its contract with Ricordi. (Presently CBS is distributed by CGD, connected with SUGARMUSIC).

The copyrights of 27 tunes belong to publishers not owned or connected with the firms which released the top selling record of the tune, this means that a cooperation is always at the basis of the musical life, even if in such a situation it's not easy to distinguish competitors from cooperators. But this 27 songs on the 64 listed represents a percentage of a 41%

which is still good, but we have also to note that all these numbers belongs to top publishing groups: CURCI had 7 songs recorded, SUGARMUSIC 7, SOUTHERN, ABERBACH, RICORDI, LEONARDI, CIELO-VIDEO all had 2 tunes recorded by different firms, while MASCOTTE and DURIUM only 1. For a better consideration of the situation it's necessary by the way to stress that 16 of these tunes were of foreign origin and only 11 were original Italian copyrights.

Even if as we reported cooperation is always possible between the various publishers/records and records/publishers firms, we have to say that of course Italian record companies usually prefer produce and wax their own copyrights and those 27 songs of which we spoke before are a confirmation to this trend.

16 of these tunes we said are of foreign origin and it is easy to derive that they were recorded mainly because of the success obtained in their "native" country. Since for some particular catalogues deals these songs belongs to some top publishing groups, record producers had the convenience to utilize such a material even if not owned by their own publishers.

Other 11 songs we mentioned, and of Italian origin, derived from contests like SAN REMO or others whose connection with publishers are well known, and also in this case record firms were obliged to utilize this material even if not controlled by their own pubberies.

As a conclusion of this examen we can state that the "indie" music publishers who served as intermediaries between the music writers and the record manufacturers are destined to complete disappear.

This represents of course a great revolution in the music business, but it's a normal consequence of the progress which gives a preminent role to the recorded music and to the mechanical media of reproduction.

It is necessary to consider for example the organization for the collection of the mechanical rights, which were created principally in behalf of the publishers to take care of their interests with the record industries. Being now a great part of the new copyrights directly owned by the same firms which produce and sell the disc there is no more reason for the existence of such collecting societies. It's too early of course to become to the definitive soppression of such organization since in some cases there is still a utility of the control and collecting service in some foreign countries, (even if this problem can be resolved through the well official established performing rights societies), but it's sure that in a near future also mechanical rights will be directly paid by record producers to writers and composers as no it happens with the artists royalties.

This evolution in the musical field which is confronted by an eloquent statistic, will have its full weight in the transaction that BIEM shall conduct or is conducting with the International Phonographic Associations for the renewal of the agreement which ends December 31, 1966.

We think that negotiations for the renewal of this contract will be particularly difficult especially from the Italian side, taking into account that in our territory 95% of top record firms have their own publishing activities, and 90% of top publishers have their own record production and the collection of the mechanical rights does not represent a problem as some years ago. It's already agreed by SEDRIM for example, even if different stated in the present valid contract between industry/Biem, that Italian record firms are entitled to retain their share of mechanical rights for record sold by themselves and containing works of their own copyright property.

And now, before to conclude our editorials we have to speak about the most outstanding event which characterized the Italian market in the

(Continued on page 51)

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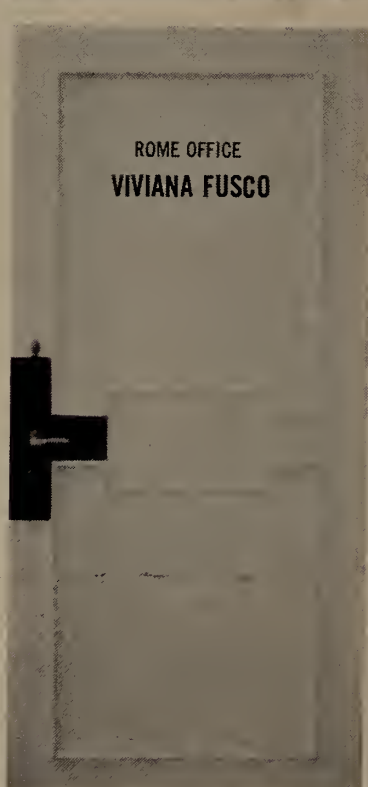
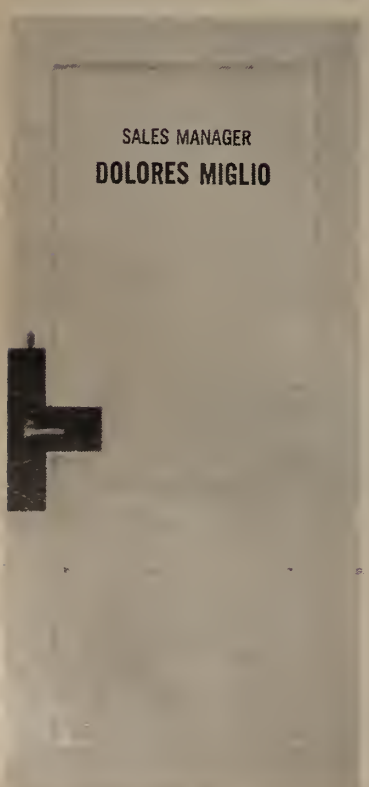
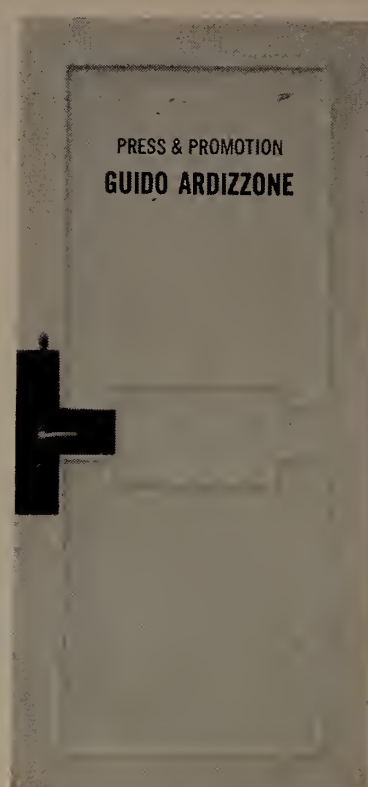
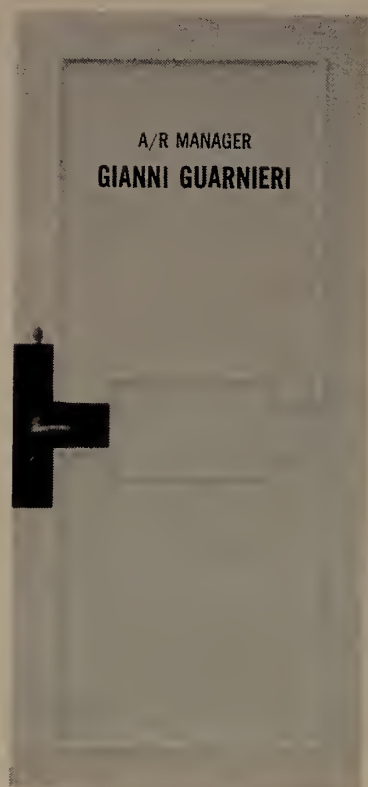
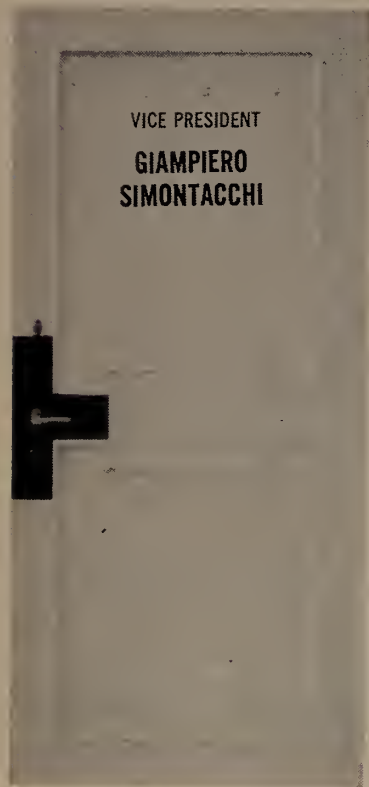
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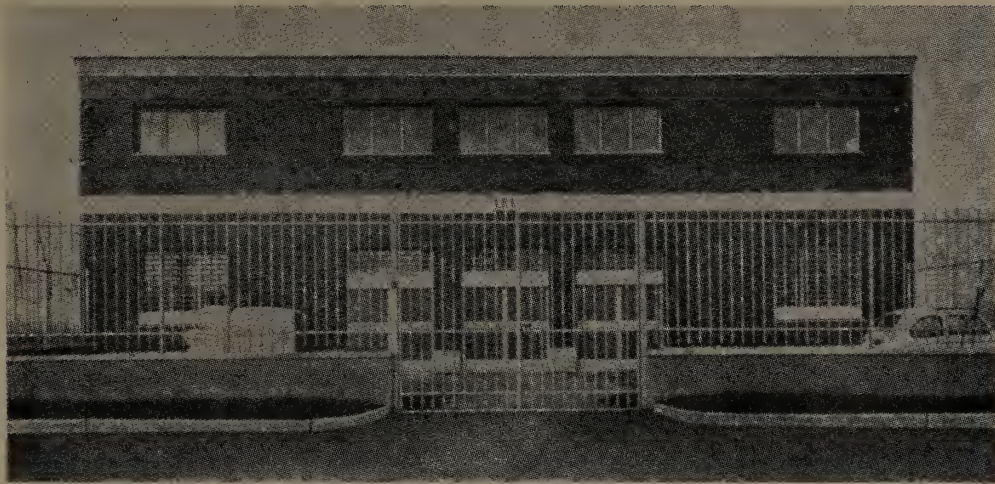
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Milano—Tel. 897745
President: Alfredo Rossi
Vice President: Giampiero Simontacchi
A/R Manager: Gianni Guarnieri
International Dept.: Ernesto Re
domestic labels: Ariston Records—Picnic
Pressing plant: San Giuliano Milanese
(Milano)

BLUEBELL DISCHI
Piazza Repubblica 6
Milano—Tel. 650675
General Manager: Tonino Casetta
domestic label: Bluebell
foreign labels: Canadian American, Chancellor, Colpix, Hanna-Barbara, Omega, Somerset, Veejay

CARISCH S.p.A.
Via General Fara 39
Milano—Tel. 650741
General Manager: Piero Galli
Assistant Manager: Gino Mazzocchi
domestic label: Carisch
foreign labels: Parlophon, Odeon
Recording Studio: Via Monviso 17, Milano

CELLOGRAF-SIMP
Via Maffucci 18
Milano—Tel. 371171
General Manager: Natale Sciascia
Assistant Manager: Riccardo Rota
domestic labels: Big Ben, Oscar, Phonocolor, Style
Pressing plant: Via Maffucci 18, Milano

CEMED-CAROSSELLO (CURCI)
Via Beccaria 5
Milano—Tel. 794746
President: Giuseppe Gramitto Ricci
General Manager: David Matalon
domestic labels: Carosello, Costanza, Curci, Curci Erato, Italian Yank, Paperino Records, Topolino
foreign labels: Buena Vista, Disneyland, Triola
distributed by C & C.

CLAN CELENTANO
Corso Europa 5
Milano—Tel. 781820
General Manager: Alessandro Celentano
domestic labels: Ciao Ragazzi, Clan Celentano, Fantasy, FD Cat Records, I Ribelli Di Adriano Celentano, Ole
foreign label: Mezhdunarodnaja Kniga
distributed by C & C.

COMPAGNIA GENERALE DEL DISCO-CGD
Via Passarella 2
Milano—Tel. 794841
President: Ladislao Sugar
Managing Director: Piero Sugar
Directors: Giuseppe Giannini, Franco Crepax
domestic labels: CGD, Derby, Sugarmusic
foreign labels: Reprise, Warner Bros., Musicor, Cameo, Festival, Palette Audio Fidelity, Riviera, Scepter Records, A & M, Crescendo.
Pressing plant: Via Moretto 9, Milano

COMPANY DISCOGRAFICA ITALIANA
Via Balilla 36
Milano—Tel. 8472672
General Manager: Pierquinto Cariaggi
domestic labels: California Song, CDI, Discolino, PCD, PD

CREAZIONI ARTISTICHE MUSICALI-C.A.M.
Via Virgilio 8
Roma—Tel. 314341
President: Giuseppe Campi
General Manager: Luigi Campi
domestic label: CAM
distributed by RICORDI

DECCA DISCHI ITALIA S.p.A.
Via Brisa 3
Milano—Tel. 891848
President: Romano Bacchini
Director: Paolo Tosi
foreign labels: Ace of Hearts, Argo (England), Brunswick, Coral, Decca, Decca Ace-of-Clubs, Decca American Series, Decca Asso di Quadri Stereo, London, Oiseau Lyre, Telefunken, Vega.

DISCHI RICORDI S.p.A.
Via Berchet 2
Milano—Tel. 898242
President: Guido Valcarengi
Vice President: Eugenio Clausetti
Managing Director: Guido Rignano
A/R Manager: Iler Pataccini
International Dept.: Paolo Ruggeri
domestic labels: Classici della Musica Classica, Club, Ricordi, Ricordi International Tavola Rotonda
foreign labels: Amadeo, Epic, Hickory
Recording Studio: Via dei Cinquecento 1, Milano

DURIUM S.p.A.
Via Manzoni 40/42
Milano—Tel. 701703
President: Krikor Mintangian
International Dept.: Elisabeth Mintangian
domestic labels: Durium, Durium Marche Estere, Sprint
foreign labels: Prestige, Tamla, Motown, Argo, Checker, Chess
Recording Studio: Via Carlo Troja 9
Pressing Plant: Via Trieste, Erba (Como)

SVILUPPO DISCOGRAFICO DEL MEZZOGIORNO
Via Morgantini 3
Napoli—Tel. 380700
General Manager: Luciano Bideri
domestic label: Edibi
Recording studio: Via Morgantini 3, Napoli
distributed by RICORDI

FONIT-CETRA S.p.A.
Via Gonzaga 4
Milano—Tel. 870993
Via Bertola 34
Torino—Tel. 5753
President: Enrico Carrara
General Manager: Mario Zanoletti
International Dept.: Maurizio Golla
domestic labels: Cetra, Fonit, Fonit USA, Cricket
foreign labels: Ariola, Congress, Cricket, Encyclopedie Sonore Hachette, Eurodisc, Excelsius, International Hi Fi, Kapp Records, Musidisc, Musidisc Savoy
Recording Studios: Via Bertola 34, Torino; Largo Argentina 3, Roma
Pressing Plant: Via Meda 45, Milano

ITALDISC-DUCALE
Via Beccaria 5
Milano—Tel. 702402
General Manager: David Matalon
domestic labels: Broadway, Discophon, Italdisc
distributed by C & C.

GTA RECORDS
Galleria del Corso 2
Milano—Tel. 798845
General Manager: Gigi Cichellero
domestic labels: GTA Records

KING UNIVERSAL
Corso Arnaldo Lucci 13
Napoli—Tel. 515684
General Manager: Marisa Fierro
domestic labels: Capri Records, King Universal, Star Records
distributed by PHONOGRAM

JAGUAR RECORDS
Galleria Passarella 1
Milano—Tel. 782337
General Manager: Benito Vassura
domestic label: Jaguar Records
distributed by DECCA

JUKE BOX Edizioni Fonografiche
Galleria del Corso 2
Milano—Tel. 795353
General Manager: C. A. Rossi
domestic labels: Juke Box
distributed by MESSAGGERIE MUSICALI

MEAZZI Edizioni Discografiche
Via Piatti 4
Milano—Tel. 867361
General Manager: Enrico Meazzi
domestic labels: Arpeggio, Astraphon, Baby Popular, Baby Records, GBC, Hollywood, Humourplay, Meazzi, Meazzi Classica, Music Scores, Panoramix
foreign labels: Salvador

MILANO RECORD COMPANY-M.R.C.
Piazzetta Pattari 2
Milano—Tel. 896622
President: Alberto Carisch
General Manager: Piero Gallotti
domestic labels: Giovane, MRC
distributed by DECCA

PHONOGRAM
Via Benadir 14
Milano—Tel. 2826241
Managing Director: Manlio Baron
General Manager: Lebbink
Assistant Manager: Maso Biggero
domestic label: Melodicon
foreign labels: Adria, Archiv, Critere, Cynrus, Deutsche Grammophon Gesellschaft Fontana, Heliodor, Jazzland, Mercury, Pacific Jazz, Pergola, Philips, Polydor, Riverside, Wing, World Pacific
Recording Studio: Piazza Cavour 2, Milano
Pressing Plant: Via Benadir 14, Milano

RCA ITALIANA S.p.A.
Via Tiburtina km 12
Roma—Tel. 416041
Managing Director: Giuseppe Ornato
Assistant Manager: Ennio Mellis
A/R Manager: Ettore Zeppigno
International Dept.: Francesco Fanti Salvoni
domestic labels: RCA Italiana, Arc
foreign labels: Barclay, Discophile Francais, Ducretet Thompson, Pye, RCA Custom, RCA Victor, RCA Victrola, Vik.
Recording Studio: Via Tiburtina km. 12
Pressing Plant: Via Tiburtina km. 12

RI-FI RECORD Co. S.p.A.
Corso Buenos Ayres 77
Milano—Tel. 273641
President: Giampiero Rossi
General Manager: Giovanbattista Ansoldi
International Dept.: Giuseppe Velona
domestic labels: Antoniano, Ri-Fi, Primary, Publisdisco, Variety
foreign labels: Westminster, Time
Pressing Plant: Confienza

S A A R
Viale di Porta Vercellina 14
Milano—Tel. 4696251
President: Ernest Guertler
General Manager: Walter Guertler
Assistant Manager: Pino Di Gioia
domestic labels: Jolly, Stella, Music
foreign labels: Atlantic, Concert Disc, Contact, Dot, Everest, Folkways, Red Bird, Roulette, Vogue, AZ
Recording Studio: Via Gramsci 20
Pressing Plant: Via Salvatore Paniel 21, Milano

SOCIETA' TREVISAN COMBO
Corso Europa 16
Milano—Tel. 799158
General Manager: Trevisan
domestic labels: Combo, Humor, RT Club

VCM, Voce del Padrone, Columbia, Marconiphone (EMI Italiana)
Via Domenichino 14
Milano—Tel. 434051
General Manager: Francois Minchin
A/R Manager: John Lee
domestic labels: Voce del Padrone, Columbia
foreign labels: ABC Paramount, Angel, Capitol, Impulse, Liberty, Pathe' Regal Stateside
Recording Studio: Via S. Eufemia 25, Milano
Pressing Plant: Via Domenichino 14, Milano

VEDETTE RECORDS
Via S. Paolo 15
Milano—Tel. 898248
General Manager: Armando Sciascia
domestic labels: Corsair, Tempo, Vedette

VIS RADIO
Corso Umberto I, 132
Napoli—Tel. 322705
Managing Director: Mario Scopa
Assistant Manager: Mario Conte
domestic labels: Vis Radio
Recording Studio: Cupa Cajafa 36, Napoli

ITALY-RECORDING STUDIOS

AMBROSIO Ing. F.
Via Brasile 9
Limite (Milano)

ANGELICUM
Piazza Sant'Angelo 2
Milano

CARISCH
Via Monviso 17
Milano

DURIUM S.p.A.
Via Pastrengo 16
Milano

FONIT-CETRA S.p.A.
Via Meda 45
Milano

FONIT-CETRA
Via Nicola de Cesarini 3/a
Roma

FONIT-CETRA
Via Bertola 34
Torino

FONOCIAMOR
Via C. Botta 11
Roma

FONOLUX
Piazza Cinecittà
Roma

FONORAMA
Via Barletta 11
Milano

FONOTECNICA
Via Leopardi 25
Milano

INTERNATIONAL RECORDING S.p.A.
Via Cesare Balbo 5
Roma

VOCE DEL PADRONE-COLUMBIA-MARCONIPHON S.p.A.
Via S. Eufemia 25
Milano

MEAZZI F.11i
Via Piatti 6
Milano

MESSAGGERIE MUSICALI
Galleria del Corso 2
Milano

MICROPHON RECORD
Via Mantova 10
Milano

PHONOGRAM
Piazza Cavour 2
Milano

PHONOTYPE RECORD
Via E. De Marinis 4
Napoli

RAIFON
Piazza Settembre 17
Trieste

RCA ITALIANA S.p.A.
Via Tiburtina Km. 12
Roma

REFERT
Viale Alessandria 9
Parma

RICORDI G. & C.
Via dei Cinquecento 1
Milano

SAAR
Via Gramsci 20
Pera (Milano)

SERVIZIO REGISTRAZIONI SONORE
Via S. Radegonda 11
Milano

STEREO S.r.l.
Via Aurelio Saffi 11
Milano

STUDIO ARLECCHINO
Corso Vittorio Emanuele 11
Milano

STUDIO REGSON
Via Ludovico il Moro 57
Milano

STUDIO SETTE
Corso Venezia 7
Milano

TECNIPHON SALA BAROZZI
Via Vivaio 7
Milano

TITANUS
Via Somma Campagna 28
Roma

VIS RADIO
Via Pupa Caiafa 36
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ITALIAN & INTERNATIONAL HITS

La mamma * Per questa volta (Too late to worry) * Se piangi se ridi * Le colline sono in fiore (The river)
 L'uomo che non sapeva amare (Monica) * Com'è triste Venezia (Que c'est triste Venise) * Ho capito che ti amo * L'esercito del surf * Tanto so che poi mi passa (Every day I have to cry) * Io sono così (The love of a boy) * In un fiore (Sweet love) * Mister Tamburino (Mr. Tambourine man) * La Bohème * Bambina, non sono io (It ain't me, babe) * Resta (Stay) * E allora vai (It's all over now baby blue) * Io ho in mente te (You were on my mind) * L'uomo di ieri (Yesterday man) * Rimpiangerai, rimpingerai * Le avventure e gli amori di Moll Flanders (Lovely is she) * Non so più che santo pregare (Oh, rock my soul) * Sforisci bel fiore * Al primo quarto di luna (Theme for young lovers) * Splendore nell'erba (Splendour in the grass) * La mia voce / C'è una strana espressione nei tuoi occhi (When you walk in the room) * Che colpa abbiamo noi (Cheryl's goin' home) * Apro gli occhi per non vederti (A house is not a home) * Come una pietra che rotola (Like a rolling stone) * La risposta (è caduta nel vento) (Blowin' in the wind) * Sognando la California (California dreamin')

subsidiaries of **G. RICORDI & C. S.p.A.** established in 1808

ITALY - Music Publishers

ABERBACH
Via Lazio 9
Roma
PUBBERIES: Aberbach, Barton, Progressive, Roosvelt.

ALFIERE ESEDRA
P.tta Pattari 2
Milano
PUBBERIES: Alfieri, Esedra.

ARISTON
P.tta Pattari 1/3
Milano
PUBBERIES: Accademia, Ariston, First Music, Formidabile Music, La Bussola, M.E.C. (Music European Co.), Regent, Palace, Pettiroso, Piper Club, Santa Cecilia.

BIDERI
Via S. Pietro a Majella 17
Napoli
PUBBERIES: Donnarumma, Gennarelli, Santa Lucia, Santojanni.

BIXIO
Via Borgogna 7
Milano
PUBBERIES: Allegro, Bixio SAM, Casa della Musica, Le grandi firme della canzone.

CAMBI
Via Albalonga 40
Roma
PUBBERIES: Cambi, Carillo, Sibilla.

CAMPI
Via Virgilio 8
Roma
PUBBERIES: C.A.M., Sorrisi e Canzoni, Tank.

CIELO-VIDEO
Galleria del Corso 2
Milano
PUBBERIES: Cielo. Video.

CLAN
Corso Europa 5
Milano
PUBBERIES: Clan, Star.

CONNELLY
Gall. del Corso 2
Milano
PUBBERIES: Connelly, La Canzone, Mediolana.

CURCI
Gall. del Corso 4
Milano
PUBBERIES: Accordo, Ariete, Cervino, Curci, D'Anzi, Dea, Fast, Fortuna, Italcanto Italian yank, Izzo, Music Union, Orchestral, Music, R.T.V., Spanka Italiana.

DIAPASON
Via della Vite 4L
Roma
PUBBERIES: Diapason, La Vesuviana, Onda, Radio Melodie.

DURIUM
Via Manzoni 40/42
Milano
PUBBERIES: Duomo, Durium, Sprint.

EDI NUFA-AMETISTE
Galleria del Corso 4
Milano
PUBBERIES: Ametiste, Edi Nufa.

FONIT-CETRA-USIGNOLO
Via Gonzaga 4
Milano
PUBBERIES: Fonit-Cetra, Usignolo.

GTA MUSIC
Gall. del Corso 2
Milano
PUBBERIES: Gizi Cichellero, GTA Music, Portofino, San Paolo, Sistro.

GUERRINI
Gall. del Corso 2
Milano
PUBBERIES: Edicomo, Eldorado, Epifani, Guerrini, Rampoldi, S. Giusto, Zig Zag.

ITALMUSICA
C.so Genova 22
Milano
PUBBERIES: Italmusica, Pignini, Vescovi.

LEONARDI
Corso Europa 5
Milano
PUBBERIES: Alfa, Cantanapoli, Casiroli, Elite, Leonard, Leon Music, Luisiana, Musical Film, Souvenir.

MESSAGERIE MUSICALI-SUGAR MUSIC
Galleria del Corso 4
Milano
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ITALY - The Past 12 Months

(Continued on page 44)

few past months. We refer to the revolution caused by "groups" and their "beat" music which suddenly and unexpectedly conquered also the "latin" traditionalist Italy.

It was two years at least that the "beat" had found its way to the success in the great part of the world, but not reaction was registered in our country. Even the BEATLES discs, issued under the CARISH label and which reached in the two past years all together a total sales near to the million of copies, never appeared on our charts being the sales volume of their discs increasingly slowly even if constantly. But anyway it was to be considered as a first symptom of a positive reaction in Italy too to the "Liverpool" sound, and this was confirmed after with the formation of the first two national groups THE ROKES, by RCA ITALIANA and EQUIPPE 84, formerly with VEDETTE, and now strongly ousted by RICORDI.

But we think that the basical cause of the introduction of the "groups" and their "beat" in Italy and their sudden extraordinary success, is principally connected with the creation of some specialized magazines completely created and conceived for the young. They started appearing just two years ago. First of this magazines was "CIAO AMICI" followed after by "GIOVANI" and "BIG". Principal and quite unique subjects of these papers was the pop music and talents.

But, while for example other promotional stronger media like RADIO and TV Monopolistic Company, followed in their programs their "traditional" way not taking into any consideration the change of trend on the International music scene, these magazines, in order to give to their young readers something "new" devoted space and space to the most advanced musical events and to the foreign interpreters of this "new" sound. It was just the moment when the Italian record industry had reached a standing point: quite 100% of the total pop production was of original Italian recordings, and even if the standing of the production was really high, there were no new ideas able to awake a new interest in the public of teenagers which are the principal customers of the record industry.

By other side the circulation of such specialized magazines for teenagers whose first argument was the music, was steadily and fast increasing and in this case, and for the first time in Italy, the press was the first promotional media to a new product of the record industry: "the beat music"

Not only but these magazines served to discover the large potential market constituted by the teenagers, and the record was the first product which opened the way in this new market.

RADIO & TV was pushed to not neglect the teenagers, as they did un-

til few months ago, and following the trend shown by the press, started devoting radio and TV programs to the young audience.

Even the SAN REMO Festival in spite of its 'traditionalism' and of the publishing interests in which it was still involved, was obliged to take into consideration the new development of the Italian record market and presented some "beat" groups on the stage of the "Casino". The SAN REMO experience in this case should to be considered as negative either because the great public follower of the SAN REMO revue is not formed by the teenagers, even because the publishing "obligations" of this contest gave to the groups a material which was not perfectly suitable for their performances.

But the big "bomb" exploded on the Italian market immediately after the SAN REMO FESTIVAL. While usually the SAN REMO hits remained in the charts for a period between 12 and 16 weeks this year the only exception of "NESSUNO MI PUO' GIUDICARE" (CATERINA CASELLI/CGD) and "IL RAGAZZO DELLA VIA GLUCK" (ADRIANO CELEN-TANO/CLAN CELENTANO) were able to resist, all the others songs disappeared completely opening the way to a series of "beat" titles performed by "groups".

Considering as an example the last week of January 1966, seven of the top ten tunes listed were of Italian origin, and all the top ten recordings reported in the charts were waxed by Italian artists and sung in Italian.

In the last week of April on the top ten hits listed in the charts only 4 are original Italian tunes sung in Italian by Italian artists while all other tunes listed were original English or American recordings sung in the original language.

Italian industry now is of course following the trend and the latest original Italian products are directly oriented on the "beat" and the "groups". In any case thanks to this new fashion, foreign artists and original foreign recordings which disappeared from our scene are again of great interest for the Italian operators, and this return opened the way to a new cooperation between Italian and American and English industries.

On the promotional side the new fashion served to discover the promotional power of well done specialized magazines as a mass communication for the young people. We have to recognize that our RADIO & TV Monopoly, changing dynamically its trend is now following the fashion, and created new programs which really are extraordinary promotional media for the record products. This may serve to definitely eliminate the various musical contests which creating a business at the margin of the record industry, altered artificially the market giving more damages than profits to the Italian record industry.

coming a steady success for the artist and a regular return for the record company.

In this situation, instead of trying to set up a national group with a throbbing drum and to obtain immediately an Italian production, we have preferred to take accurate soundings of the public, in particular young people, and directing our work towards the new repertory which, coming from England, has already had great success in other European countries. To tell the truth, it seemed that this beat music, rather than being of musical interest, was only a curiosity for our public, because of the long hair and unkempt clothes which distinguished the performers of the new Liverpool sound.

The first records published by us of the Rolling Stones, Them, The Who and many other beat and Rhythm & Blues groups were however received with great enthusiasm, an enthusiasm which has now grown beyond measure with the ever increasing absorption of this production and with bookings made months in advance for the new releases of these groups.

Certainly the acceleration and confirmation of this change in public taste is in large part due to the efforts of RAI-TV which, by modifying its programmes of light music, has faced up to this evolution in taste, changing its particularly traditional repertory, increasing considerably its programmes of modern light music, creating programmes exclusively for the young public, such as the very interesting transmission "Bandiera Gialla."

I therefore maintain that this new English repertory has resulted in a decisive change in our work in that we have discovered a new market of young people (a market which in our country has been underestimated) and in that it has been made possible to find an original source of material. Today the greatest part of the production of light music is in the beat idiom. This new English repertory has also resulted in a notable movement in the sales of musical instruments, by the huge circulation of the few musical magazines for the young, by the fact that conservative periodicals intended almost exclusively for adults are devoting more space to articles

(Continued on page 80)

ITALY - The Present and Possible Future

by Ing. Romano Bacchini, Gen. Mgr. Decca Dischi Italia



Ing. Romano Bacchini

music, have remained unaltered, and in some sections of the repertory greatly increased.

For light music this negative situation was to be considered inevitable also because of the heavy situation inherited by the Italian record industry from the record boom of the years 1961/1963, a boom which was based almost exclusively upon the astronomical sales obtained by a particular record and not upon a massive sales movement in general. To aggravate this situation, we have had a long series of experiments and attempts by many record firms to achieve huge sales, introducing on the market indiscriminately thousands and thousands of new titles and launching hundreds of new artists at enormous cost.

To support these attempts great sales campaigns were launched, directed at the shopkeeper (our sales network was certainly not capable of absorbing instantly this avalanche of production), and therefore forced sales operations were carried out which, for the greatest part, only achieved the effect of saturating the shopkeeper's facilities with material which was very difficult to sell to the public.

Further, these experiments have provoked an acceleration in the life of a record, its success and its sales. A good 45 single record of light music in fact used to sell at first a few thousand copies (but it lasted) be-

In my opinion, the most positive side of the present situation in our market is that we have finally come out of the waiting period that has been characteristic of the last two years, creating a state of inactivity which, independent of the economic difficulties encountered by our country during this time, was for records provoked above all by the lack of suitable material and by the absence of initiative in trying to interest the public sufficiently.

This is inasmuch as regards the production and sales of 45 singles of light music, as the sales of 33 r.p.m. records, and in particular classical



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JAPAN—The Past Twelve Months

August

"Tears Of Glass" was put on the market on the same day of this month both in Holland and here in Japan. This pop single was composed by Hachidai Nakamura, and written by Rokusuke Ei at the request of Bovema Co., in Holland.

The first performance by Osvaldo Publiese and his Tango Orch. was held successfully gathering many fans.

Kyu Sakamoto flew to Holland to visit Bovema Co., for a return compliment on the releases of his recording "Meeke And Maleike" in Holland. After returning to Japan, he appeared in the favored musical show, "Let's Sing Holland" held in Tokyo.

Japan Music Publishers Association (NOSK), consisting of 19 publishers, held its conference to elect six representative councilors of JASRAC. "Japan Lyric Writer Association" was established this month in the wake of the establishment of "Japan Composers Associations," "Japan Singers Association" to develop and strengthen their business.

September

Most record Companies here announced their sales achievements as the first half of the financial year ended this month.

Toshiba Records achieved full percentage of the sales target, a 15% increase compared with that of last year. The sales achievement consists of 28% locals, 12% classic and 60% popular, of which Beatles and Ventures took 70% possession. Relating to classic department, "The Complete Of Furtwaengler" showed rather good sales.

Nippon Grommophon achieved 96% of the sales target against its expectation, the dull result of which was due to the general dull economy of Japan and partly due to the lagging sales of pop singles. Japanese locals showed rather favorable achievement

with several hits made by Teruko Hino, Sachiko Nishida and Mari Sono.

King Records achieved full percentage of the sales target with several local smash hits as seen in "Onnagokoro No Uta," "Matsunoki Kouta," "Sayonara Wa Dance No Atode" and others. In pop singles, Rolling Stones, Nashville Teens, and Bobby Solo were conspicuous.

October

To honor successful performances made by Connie Francis Nippon Grammophon released 3 LPs this month, titled "All Of Connie Francis Vol. 1" and its "Vol. 2" and "Connie Francis/Western Golden Hits." The firm also released long-term pop single hit "La Playa" this month.

Kazuo Kikuta, a managing director of Toho, returned here from European and American business tours for the inspection of Musicals.

Peggy March came to Japan at the end of the month for a one month tour, performances of which were accompanied by Ben Thomas and were favorably received.

New York Publisher, Ivan Mogull broke off his journey in Tokyo to exploit his publishment and the investigate through meetings with record producers, deejays and editors of record magazines.

November

J. M. Maitland, president of Warner Brothers' Records Division paid his visit to Japan for an inspection tour of Japan's market and cementing closer friendship with Nippon Victor.

Gavotto and Cland, the former is the president and the latter is the chief of foreign department of Vogue Co., in France, came to Japan for an inspection of Teichiku Records which had made a contract with Vogue Co., on materix import.

Patti Page came to Japan for a

(Continued on page 56)

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JAPAN – The Past 12 Months

(Continued from page 54)

fortnight tour especially for the consolation of U.S. soldiers in Tokyo Area bases. At the general performance held in Tokyo, the lark introduced new hit "Hush, Hush, Sweet Charlotte."

Bob Megrath came to Japan for a one month performance tour which turned out to be a great success, through the help of his last visit as a member of Mitch Miller Chorus Groups.

December
Beethoven's 9th symphony concerts were held everywhere in Japan at the end of year, and the records were put on the market by most record companies among which the late Bruno Walter's on Columbia sold conspicuously, Furtwangler, Ansermet, being in the wake of Walter. Besides the above records, three big Piano Sonatas by Backhouse on London and Polonaise Complete by Rubinstein on Victor, and Beethoven Sonata Complete by Kaemp sold most.

Among hundreds of X'mas tunes, Pat Boone's and Crosby's sold well. However, X'mas records seemed to have had a tendency to decrease in sales achievement, compared with those of the past three years. Besides X'mas records, LP "Ole Mantovani" on London, "This Is Continental Tango/Alfred Hause Vol. 2" sold well. In pop, the Spotnicks ran away with "Karelia" on Polydor and Ventures with "Jingle Bell" on Liberty and Beatles with "Yesterday" on Odeon were conspicuously good sellers.

Japan Composers' Association announced on Dec. 3 the nine awards including Grand Prix Record, New Talent Award, and 7 others as the fruits of '65 local recording scene, after judging over 547 tunes released last year. The Grand Prix was awarded to Nippon Columbia's "Yawara" written by Shinichi Sekizawa, composed by Masao Koga, arranged by Toru Saeki and sung by Japan's most popular lark, Hibari Misora.

New Talent Award was given Miyoko Tashiro (Victor) with two big hits "Shiawase Ga Ippai" and "Aishite, Aishite, Aishichattanoyo." Composers award was given to Hirooki Ogawa (King) with "Sayonara Wa Dance No Atoni." Arrangement Award was given to Kiyoshi Yamaya with "Noche De Tokyo."

January-June 1966

Looking back to the musical situation in Japan for past 6-months, a great many performances by foreign artists were held right along, most of which turned out to be successful. Everytime they come to Japan, record companies never fail to release the anniversary discs with the title like "All Of . . ." or "The Best Of . . ." ". . . Delux" and they have also shown good sales. Nothing would be more delightful to real music lovers than to be able to enjoy all kinds of music performances by artists of all nations. However some dealers feel uneasy about records that remain on the shelf because of continual anniversary releases. Anyway, Japan may be the best place for music entertainment. Relating to foreign artists having come here from January on, Chantays, Platters, Perez Prado, Phoenix Singers, Herman's Hermits, Beach Boys were seen in January, and anniversary release on Chantays was "The Best Of Chantays," and "Beach Boys Party." In February, anniversary release "Falling Leaves/Oscar Peterson" and "Moanin'/Oscar Peterson" on Mercury, and "Astronauts/Heart Break Hotel" on Decca were seen. In March, to honor Edmond Ross performance, "Golden Album . . ." "Passionate Latin Beat," "Sounds Of Bongo" on London were seen. In April, "M.J.Q. Concert" is the two set album on Atlantic, "Attractive Johnny Mathis" and Odeon, "This Is Johnny Mathis" on Columbia, "Spotlight On The Spotnicks" on Polydor, "Percy Faith Folk Best" on Columbia are

(Continued on page 60)



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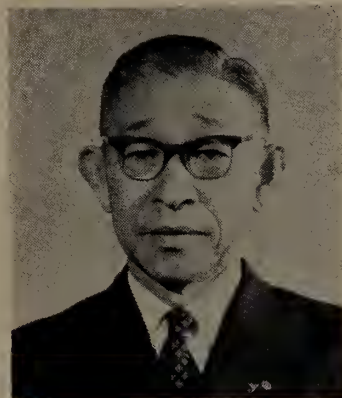
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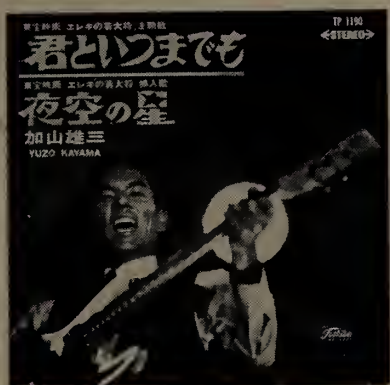
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JAPAN - The Past 12 Months

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seen among the anniversary releases. In May, "Herbie Mann/Best Sellers" on Atlantic, "All of Jimmy Smith Vol. 1-2" on Verve, "New Christy Minstrels Go Round The World" on Columbia, "With Pat Boone" on Dot, "Percy Faith Delux" on Columbia, "Billy Vaughn/Golden Dance Music" "Billy Vaughn/Golden Hawaiian Music" on Dot are seen. In June, "Herbie Mann" on Atlantic, "Latin Man/Herbie Mann" on Columbia, "Herbie Mann/All Stars In Rio" on Fontana, "This Is Rick Nelson" on Imperial, "Pat Boone" on Dot, "Billy Vaughn/Peaceful Trumpet" on Dot, "Ellington Pop Concert" on Reprise and "Thelonius Monk/Mystery Augho" on Columbia are seen.

Besides these above, Milva, Trio Los Panchos, Three Sons, Brenda Lee, Anita Oday, Astrad Gilberto, Chico Hamilton and his Quintet, Helen Meril, Marisol, France Gall, are seen among those who came to Japan for a tour during the past 6-months.

In the Classics department, Herbert Von Karajan, Joseph Suk in April are conspicuous, especially Karajan's discs were flooded on the market, released on London, on Angel and on Grammo-phon, all of which have repeatedly been in the high sales bracket.

Karajan's performance with Berlin Philharmonic Orch. in April and Cliburn's performance in May and Rubinstein's in June are the biggest events we have ever had especially for the classics lovers.

Relating to outstanding and worthy events in the Japanese music situation; the Philips department of Nippon Victor released Japanese originals overseas through the network of Holland Philips, among which the Spiders and Mike Maki can be found. Their first release was "NO NO BOY/LITTLE ROBY" put on the market in February and the second one was

45 RPM Stereo LP, including "FURI FURI '66," "Bitter For My Taste (How Could I Fall In Love)," "No No Boy" and "Little Roby" released in March and the third one was released in April in 17 cent single, including "Hey Boy," "Michelle." The second release by Philips is Mike Maki, now a college student at the age of 21, whose first release "Bara Ga Saita" was put on the market on April 5. It was composed and written by Kuranosuke Hamaguchi and the LP was released in the wake of an SP, which was a smash hit in the first few days of release.

This amazing sales achievement is seemingly due to the latent, calm folk song boom especially among college students of Japan, which burst into prominence with the help of folk song popularity overseas (made by Joan Baez, Brothers Four, Peter Paul and Mary, Kingston Trio and others.) At present, he is called "the Bob Dylan of Japan."

As reported before, Yuzo Kayama, exclusive singer to Toshiba Records is the same, whose recent smash hit "Kimi To Itsumademo" will reportedly be released in the U.S.A. on the Capitol label July 18. The artist is not only a singer but also a composer and lyric writer and the tune above was written by him with a nick-name. He is the promising artist of Japan.

Relating to export achievement on records, reports made by record section of International Trade And Industry show 508,000 dollars as last year achievement which was a 19% increase in total, compared with that of two years ago. In detail: 50% increase in Canada, 8% increase in America, 57% increase in Okinawa, and 50% increase in South-East Asia, while 610,000 dollars was reportedly set as an export figure in 1966.

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1965's BEST 30 in JAPAN

- 1 Poupée De Cire, Poupée De Son, France Gall (Philips)
- 2 Help, Beatles (Odeon)
- 3 La Playa, Claude Chiari (Odeon)
- 4 Karelia, Spotnicks (Polydor)
- 5 Goodbye Mr. Tears, Johnny Tillotson (MGM)
- 6 Il Silenzio, Nini Rosso (Globe)
- 7 Don't Let Me Be Misunderstood, Animals (Odeon)
- 8 Yesterday, Beatles (Odeon)
- 9 Do Re Me, Soundtrack (RCA)
- 10 Pearly Shells, Billy Vaughan (Dot)
- 11 From Russia With Love, Mat Monroe (Odeon)
- 12 Satisfaction, Rolling Stones (London)
- 13 I Can't Never Go Home Anymore, Shangri-Las (Red Bird)
- 14 Gold Finger, Shirley Bassey (Odeon)
- 15 Crying In The Storm, Emmy Jackson (Columbia)
- 16 The House Of Rising Sun, Animals (Odeon)
- 17 Forget Domani, Connie Francis (MGM)
- 18 The Slaughter Of The 10th Avenue, Ventures (Liberty)
- 19 Cruel Sea, Ventures (Liberty)
- 20 Un Anno d'Amore, Mina (Fontana)
- 21 Everybody Loves Somebody, Dean Martin (Reprise)
- 22 Una Lacrima Sul Viso, Bobby Solo (Seven Seas)
- 23 Une Echarpe, Une Rose, Chantal Goya (RCA)
- 24 Keep Searching, Del Shannon (Stateside)
- 25 Henry 8th I Am, Herman's Hermits (Odeon)
- 26 You And Me, Johnny Tillotson (MGM)
- 27 Girl From Ipanema, Stan Getz (Verve)
- 28 Oh Pretty Woman, Roy Orbison (London)
- 29 500 Miles, Brothers Four (Columbia)
- 30 Down Town, Petula Clark (Vogue)

JAPAN'S TOP 5 in 1966

Announced by MUSIC LIFE

Female Vocal

International

1. France Gall (Philips)
2. Cylvie Vartan (Victor)
3. Connie Francis (MGM)
4. Brenda Lee (Decca)
5. Peggy March (Victor)

Domestic

1. Mieko Hirota (Columbia)
2. Chiyo Okumura (Toshiba)
3. Yumiko Kokonoe (Toshiba)
4. Chiemi Eri (King)
5. Mie Nakao (Victor)

Male Vocal

International

1. Cliff Richard (Odeon)
2. Elvis Presley (Victor)
3. Johnny Tillotson (MGM)
4. Adamo (Odeon)
5. Bobby Solo (Seven Seas)

Domestic

1. Q. Sakamoto (Toshiba)
2. Akira Fuse (King)
3. Hiroshi Mochizuki (Toshiba)
4. Isao Bito (Toshiba)
5. Yasuo Tanabe (Victor)

Vocal Group

International

1. Beatles (Odeon)
2. Beach Boys (Capitol)
3. Animals (London)
4. Dave Clark 5 (Odeon)
5. Herman's Hermits (Odeon)

Domestic

1. Jannies (Victor)
2. Peanuts (King)
3. Paradise King (Toshiba)
4. Dark Ducks (King)
5. Spiders (Philips)

Instrumental

International

1. Ventures (Liberty)
2. Shadows (Odeon)
3. Chantays (Dot)
4. Astronauts (Victors)
5. Billy Vaughn (Dot)

Domestic

1. Blue Jeans (King)
2. Spiders (Philips)
3. Comets (Columbia)
4. Sharps & Flats
5. Drifters

JAPAN'S PIANO & ORGAN PRODUCTS & SALES REPORTS

(Past 3 Years)

The Research & Statistics Division of Minister's Secretariat of Ministry of International Trade and Industry

★ PIANO

	Products		Export		SALES Domestic		Total	
	Quantity	Amount	Quantity	Amount	Quantity	Amount	Quantity	Amount
1962	85,904	10,574,085	6,519	634,346	79,971	10,167,869	86,490	10,802,215
1963	109,699	13,898,507	8,033	861,019	100,507	13,124,651	108,540	13,985,670
1964	138,483	18,174,472	10,138	1,204,760	128,012	17,118,890	138,150	18,323,650
			Upright: 131,851		Grand: 6,632		Total: 138,483 (1964)	

★ ORGAN

	Products		Export		SALES Domestic		Total	
	Quantity	Amount	Quantity	Amount	Quantity	Amount	Quantity	Amount
1962	426,589	7,861,908	4,098	75,209	391,395	7,319,959	395,493	7,395,168
1963	430,421	8,001,363	2,637	52,444	439,106	8,295,632	441,743	8,348,076
1964	478,533	8,906,997	2,745	53,767	458,521	8,645,012	461,266	8,698,779

The amounts are shown in thousands

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The Past Twelve Months

JUNE

The German Song Festival ended in a win for "Mit 17 Hat Man Noch Traeume" sung for RCA by Peggy March. Second place went to Polydor's Wencke Myhre and third place to Siw Malmkvist of Metronome. All three records and several other festival tunes immediately picked up sales-wise. Other top items included the new German Cliff Richard single of "I Could Easily Fall In Love With You" and "Il Silenzio" by Nini Rosso. Freddy Quinn, Germany's top record artist did his first English single for Kapp. Peter Walter of the Big Apple Night club brought in The Animals for their first concert here. The Pretty Things also made their first appearance at the club. Teldec picked up the Reprise label from Ariola for Germany. Teldec issued a new "Beat For Beaters" series of hard rock sounds.

JULY

GEMA won a court battle and now receives 5% of the sales price of tape recorders for the authors. Copyright laws were amended in Germany to give composers a 70 instead of a 50 year protection. Vogue started a new low priced series of beat LP's.

Heinz Gietz gave up his position as head of production at Electrola to take on a non-exclusive agreement with the firm as chief producer. Heinz's partner, Gunter Ilgner leaves Electrola as administrative director to work exclusively for the partnership production with all labels. Electrola is for the first time open to independent production through this move.

Gunter later took over as production-distribution chief of Polydor. The huge Bertelsmann production firm with Ariola records, publishing firms. TV and film interests along with the biggest record club in Germany hired Horst Fuchs who had headed up an indie production-publishing firm to coordinate music production in all phases starting in 1966.

The Swinging Blue Jeans visited Munich. Radio Luxemburg awarded their "Lion" awards for the most popular songs at the station. The awards were made at the music festival at Knokke, Belgium with first place and the Golden Lion going to Petula Clark for "Downtown". Martin Lauer picked up the silver lion for his "Taxi Nach Texas" and the bronze third place award went to Hans Jurgen Baumler for his "Sorry Little Baby." The Beatles were in lion for a Lion but due to the fact that they could not appear for the presentations, they were disqualified. Dr. Karl Heinz Busse picked up the 20th Century Fox line for Germany. CBS released the first stereo single with Bernd Spier. Instrumental hits dominated the hot summer season with Nini Rosso's "Il Silenzio" in first place on the charts and the "Sirtaki" taking Germany by storm through the "Zorba" recordings.

The German trade paper "Musikmarkt" maintained a strong position against the German Pop Music Festival with a very hard article and the reprinting of press notices, mostly negative, concerning the event. The paper said in no uncertain terms that the festival was badly run and went all out to bombard the festival and the people connected with it. Positive results were also mentioned and everyone had a nice word to say about the winner Peggy March and Heinz Korn's winning tune. RCA Victor and Hans Gerig Music shared the laurels with the song going over the 350,000 in sales.

AUGUST

Tunes from the German Pop Festival were strongly represented in the top 10 with 4 of the entries racking up chart positions. Beat music continued to have strong sales but were not represented strongly in the charts as sales seemed to be too split. Polydor stars Martin Lauer, Lolita, and Ivo Robic along with Lale Anderson headed out for their U.S. tour, which took place in September-October. Rolf

Bude reported strong U.S. action on the festival entry "Summer Wind" which failed to make the finals here but ended up with waxings by Perry Como, Wayne Newton and Roger Williams.

Horst Jankowsky started to have action with "A Walk In The Black Forest" stateside. Philips took over the Amadeo label for Germany. D.G.G. opened the fall season with 3 special packages of classical LP's each containing 8 discs to special prices and tremendous sales. Teldec took 3 of the top jazz prizes from the German Jazz federation with LPs by Coleman Hawkins, Duke Ellington and The Davis Sisters. Peter Alexander signed a long term film pact with Constantin which resulted later in a label switch to Ariola for the best selling artist after a long term pact with Polydor. Kurt Feltz stayed as A&R manager of the artist.

Horst Jankowsky who took the "most promising instrumentalist of the year" award in Cash Box planned his first stateside trip.

A new trade paper "Music" opened its doors with the first issue set for release in October. Popular trade journalist Just Ptach and editor Rolf Bier headed up the publication team. The monthly magazine supplemented by a bi-weekly hit parade is the first authorized and authenticated hit parade in Germany, based solely on sales. Publisher Rudi Von Der Dovenmuhle began his international activities for the year with "Ju Ju Hand" by Sam The Sham and ended up with 5 versions selling over 1/2 million records. Barbara Kist took over as head of the Edward Kassner organization in Germany.

SEPTEMBER

The month started out on a happy kick as marathon beat band contests began with the record being over 100 hours and held down by The Rollicks who then signed a CBS recording contract. Vogue's Larry Yaskiel went to London to record 6 LP's of top beat tunes for a low priced series. Elite Special artist Heinz Kiessling visited Japan to set up a new show with over 800 musical parts. Peppino Di Capri guested here. Teldec started their 5 star LP release series with 20 new LP's. The first "European Common Market Golden Record" was awarded Nini Rosso for sales of over a million discs in Europe of "Il Silenzio." The disc handled here by Peter Meisel's indie "Hansa" label and distributed by Ariola went on to become the best selling single of the year with over 800,000 sold copies in Germany alone. Hans Gerig continued his strong move on the pop market publishing wise with "Zorba" and "Mit 17," the German Pop Music Festival winner rolling up strong chart positions. Mike Warner's group took over in the marathon beat band contest with 155 hours without a pause. The group signed with Ariola. Philips did an LP of the 21 beat bands appearing at the 2nd annual festival held in the Star Club in Hamburg.

The Rolling Stones did their first tour here to completely sold out houses and racked up tremendous sales singles and LP wise as a result of the tour. The Kinks followed with a strong tour. The Stones tour was sponsored by teen mag "Bravo" and the competition "Musik Parade" did the Kinks stint. The Animals played Munich and the Searchers did Berlin.

Statistics were released for the first half year in Germany showing that 11.2 million singles were sold and 5.5 million 12" LP's for a new high.

OCTOBER

Esther and Abi Ofarim started their German tour which had to be repeated due to complete sellouts in all areas. "Bravo" started a strong magazine series on the Rolling Stones which kept the group in the front sales wise months on end. Peter Kraus left his long time producer Gerhard Mendelson for a new Ariola pact.

(Continued on page 71)



THE SIXTY-EIGHTH YEAR

1965

1966

For the First Time on Records

DONIZETTI: *Il Campanello*, Mariotti, De Sanctis, Rafanelli, Rinaldo, La Fenice Venice/Gracis

BOHUSLAV MARTINU: *Fantasia concertante*. Margrit Weber/Kubelik

LIEDER BY MAX RAGER on the occasion of the 50th anniversary of his death (May 11th, 1966) Dietrich Fischer-Dieskau, Baritone.

PALESTRINA: *Missa Hodie Christus natus est*. Regensburg Cathedral Choir

TELEMANN: *Ino-Cantata*. Janowitz, Chamber Orchestra Hamburg Telemann Society/Boettcher

WORKS BY WERNER EGK on the occasion of the composer's 65th birthday (May 17th, 1966).

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SCHOENBERG: *Gurre-Lieder*. Borkh, Töpper, Schachtschneider, Fehenberger, Engen, Fiedler, Bavarian Radio Chorus and Orchestra/Kubelik

PALESTRINA: *Improperia. Missa Assumpta est Maria*. Regensburg Cathedral Choir/Schrems

Important New Releases

DONIZETTI: "Don Pasquale". Mariotti, Basiola, Benelli, Maccianti, Frati, Florence May Festival/Gracis

MASCAGNI: "Cavalleria Rusticana".

LEONCAVALLO: "Pagliacci". Cossotto, Martino, Carlyle, Bergonzi, Guelfi, Taddei, Panerai. Karajan's first opera

recordings for Deutsche Grammophon Gesellschaft. Production with La Scala of Milan.

MOZART: "Abduction from the Seraglio". Köth, Schädle, Wunderlich, Lenz, Böhme, Choir and Orchestra Bavarian State Opera Munich/Jochum. Incidentally, all five of Mozart's important operas are now available in new stereo versions on Deutsche Grammophon Gesellschaft.

FIRST RELEASE by the young German violinist Edith Peinemann.

DVORAK: *Concerto for Violin*, **RAVEL:** *Tzigane*. Czech Philharmonic/Maag

THE COMPLETION of our series of Bruckner's Symphonies in stereo made progress, and Nos. 1, 5, 8, and 9 are now available—all with Eugen Jochum and the Berlin Philharmonic

BARTÖK: *Concerto*. Berlin Philharmonic/Karajan

GOUNOD: *St. Cecilia Mass*. Seefried, Stolze, Uhde, Czech Philharmonic/Markevitch

SCHUBERT: *Mass No. 5 in A flat major*. Stader, Hoeffgen, Haefliger, Uhde, Regensburg Cathedral Choir, Bavarian Radio Symphony/Ratzinger

BACH: *Christmas Oratorio*. Janowitz, Ludwig, Wunderlich, Crass, Munich Bach Choir and Orchestra/Richter

BACH: *Brandenburg Concertos, Suites Nos. 2 and 3*. Berlin Philharmonic/Karajan

BEETHOVEN'S complete works for violoncello and piano. Fournier/Kempff
FIRST LIEDER RECITAL by Fritz Wunderlich. Beethoven, Schubert, Schumann ("Dichterliebe")

FIRST RELEASE by the young 'cellist Anja Thauer. Reger: *Suite for Violoncello Solo in A Minor*. Françaix. *Fantasy for Violoncello and Piano*.

SCHUBERT: *Winterreise*. Dietrich Fischer-Dieskau's first recording of the cycle for Deutsche Grammophon Gesellschaft.



Awards

The first complete European recording of Alban Berg's "Wozzeck" with Dietrich Fischer-Dieskau and Evelyn Lear under Karl Böhm was awarded:

Grand Prix du Disque
AS "WORLD'S BEST RECORDING"
Grammy 1965
AS "BEST OPERATIC RECORDING"

Awards also went to

FRITZ WUNDERLICH for his interpretation of the role of Tamino in Mozart's "Magic Flute" and DIETRICH FISCHER-DIESKAU for his interpretation of Schubert's "Winterreise" and Schumann's "Dichterliebe"
AS "BEST SINGER OF THE YEAR" (ORPHEE D'OR)

Furthermore the following records have won awards:

SCHOENBERG: *Gurre-Lieder*. Bavarian Radio Chorus and Orchestra/Kubelik (Grand Prix, Premio della Critica Discografica Italiana).

TELEMANN: *Musique de Table*. Schola Cantorum Basiliensis/Wenzinger (Grand Prix).
"Baroque Music for Trumpet Virtuoso". Adolf Scherbaum (Edison-Prize).

BEETHOVEN: *Piano Sonata (Hammerklavier) op. 106*. Kempff (Edison-Prize).

MAHLER: *Kindertotenlieder*. Fischer-Dieskau, Böhm (Edison-Prize).

SARTRE: *Huis Clos* (Edison-Prize).

SIBELIUS: *Violin Concerto*. Ferras, Berlin Philharmonic/Karajan (Grand Prix, Edison-Prize).

R. STRAUSS: *Krämerspiegel*. Fischer-Dieskau (Prize of the German Schallplattenkritik).

HENZE: *Elegy for Young Lovers*. (Prize of the German Schallplattenkritik).

Artists Around the World

Our artists were busy as ever touring the globe. Here's where you could find some of them during recent months:

JAPAN

Herbert von Karajan and the Berlin Philharmonic again paid a visit and played to capacity wherever they went.

Tamàs Vàsàry, our most promising young pianist, made his first appearance and became a favorite with the public and the reviewers.

Pierre Fournier paid another visit, as well as the Deutsche Oper Berlin.

USA

Karl Böhm gave his annual series of performances at the Met, this time giving us *Fidelio* and *Salome*.

The Amadeus Quartet finished their most extensive tour since their debut. Jörg Demus, Pierre Fournier, Ernst Haefliger, Wilhelm Kempff, Rafael Kubelik, Edith Peinemann, Thomas Stewart, Tamàs Vàsàry and Nicanor Zabaleta all performed again for American audiences.

EUROPE

Many of our artists made their annual tours of the musical centres of Europe, among them Géza Anda with the Camerata Academica, Christian Ferras, Rita Streich, and Fritz Wunderlich. A great many of our artists participated at the Festivals in Salzburg, Lucerne, Vienna, Bayreuth, Berlin, Munich, Edinburgh and Holland.

Distribution and Sales Activities

On September 1st, 1965, Deutsche Grammophon published the subscription for the "Masterworks in De Luxe Albums", containing three albums: 1.) F. Chopin: "Selected Works for Piano", 2.) F. Schubert: "Chamber Music", 3.) W. A. Mozart: "Magic Flute" under the baton of Dr. Karl Böhm. This campaign was started in many European countries: Belgium, Denmark, Germany, Finland, Norway, France, Greece, Great Britain, Holland, Italy, Austria, Sweden, Switzerland. In some countries, the "Christmas Oratorio" under Karl Richter was also part of the subscription. The idea of subscription, initiated by Deutsche Grammophon in 1962, has now become a well-established annual event, eagerly awaited by public, trade and press.

The addition of the MGM and Verve catalogue gave our subsidiary in Japan the much desired big American catalogue, necessary to make Nippon Grammophon, Toyko, truly one of the major record companies. Eighteen important dealers from Japan paid a visit to the plants of Deutsche Grammophon in Hannover and to their central office, Hamburg, in May 1966.

Moreover, about one hundred Scandinavian dealers went to see the central office in Ham-



burg and were informed in advance about the important campaigns in Autumn: the subscription and the new release of the classical Heliodor series.

The major effort that Deutsche Grammophon is putting behind its activities in the United Kingdom is already paying off. Not only did Bert Kaempfert's recording of "Bye, Bye Blues" reach a prominent place in the LP and Single charts, but the recording "Substitute" by "The Who" reached a top position on the Single charts.

Another innovation of Deutsche Grammophon has also become an institution by now with the trade in Europe. In 1966 the "V66" was bought by more than 2,500 dealers, each "V66" containing several hundred LP's.

The important campaign of Archive Productions in August 1966 will bring 10 new releases, among them 3 LP's with works by Heinrich Schütz, sung by the Kreuzchor Dresden under Rudolf Mauersberger. New attractive design and presentation of the record sleeves have been started.

The confidence of American record companies in the distribution and promotion abilities of Deutsche Grammophon Gesellschaft is further enhanced by the fact that Atlantic Records has given us the rights to their catalogue for the United Kingdom and the Netherlands.



The following are some of the young, vigorous and dynamic subsidiaries of Deutsche Grammophon Gesellschaft:

Polydor S.A., Paris; Polydor Records Ltd., London; Polydor N.V., The Hague; Polydor S.A., Brussels; Polydor, Hamburg; Polydor Records Ltd., Montreal. Also represented in all other dollar markets the world over.

The cradle of internationally acclaimed artists

Italy:	Orietta Berti
France:	Leny Escudero, Marcel Amont
United Kingdom:	The Who
Netherlands:	Golden Earrings
Japan:	Sachiko Nishida, Alfred Hause, Mari Sono
South Africa:	Kallman Choir
Norway:	The Pussycats, Wencke Myrhe
Belgium:	John Larry

Greece:	Pnostsanetis
Venezuela:	Quinteto Contrapunto
Germany:	Freddy, Roy Black
Sweden:	The Spotnicks and Bert Kaempfert everywhere!!

Latest News from Polydor

BERT KAEMPFERT'S two singles—"Moon Over Naples" and "Bye-Bye Blues"—were bestsellers practically the whole world over. Bert has recently scored his first Hollywood movie, "A Man Could Get Killed"; and Frank Sinatra has recorded the theme, "Strangers in the Night."

The American hit, "The Ballad of the Green Berets" has been recorded by FREDDY in a German version. As "Hundert Mann und ein Befehl," the song is topping the German charts.

PETER ALEXANDER left Polydor after 14 years. But one of his latest Polydor recordings, "Müssen Frauen einsam sein?" is fast becoming a hit in every German-speaking country.

Polydor welcomes two important new stars: WENCKE MYHRE and ROY BLACK. They are among the five Polydor artists performing at the 1966 German Song Festival in Baden-Baden. Both have frequent hits on the German charts.

THE GÜNTHER KALLMANN CHOIR and CRAZY OTTO have returned from an unbelievably successful ten-week tour of South Africa.

The German musical "Heimweh nach St. Pauli" with FREDDY in the leading role ran well over a hundred performances in Hamburg.

The famous KURT EDELHAGEN ORCHESTRA toured throughout North Africa.

The Swedish group, "THE SPOTNICKS" returned from a brilliantly successful tour of Mexico and Japan.

FREDDY was awarded his ninth Golden Record.

BERT KAEMPFERT placed in the British Single and LP Hit Parade.

Sweden's LILL LINDFORS and Norway's ASE KLEVELAND won second and third prize in the Eurovision Song Contest.

Polydor Records, London signed a long-term contract with the famous British group, "THE WHO."

CLAUS OGERMAN recorded his first singles for Polydor in the United States.





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 ... This recording must certainly go to the head of the class ... "The American Record Guide", New York, April 1965
 ... this new recording strikes me as the all-around best ... "The American Record Guide", New York, August 1965
 ... The stereo recording gives splendid quality and definition ... "Records and Recording", London, June 1965
 ... these records seem to me outstanding ... "The Gramophone", London, May 1966
 ... great credit to the technicians who have reproduced so well ... "Saturday Review", New York, 30. April 1966
 ... much better recorded than ... "Library Journal", New York, 1. May 1966
 ... The sound is absolutely top-class ... "Hi-Fi News", London, May 1966
 ... the orchestral recording reaches demonstration standards ... "The Gramophone", London, May 1966

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Germany— The Past Twelve Months

(Continued from page 66)

The Munich Oktober Fest ended with over 5 million visitors and \$17,500 going to GEMA for music royalties from the over 350 musicians and 100 jukeboxes which blasted out music to the masses. Only 3 of the top 10 tunes were of German origin in the charts as The Rolling Stones, The Beatles, Sam The Sham and The Byrds holding down slots along with Nini Rosso, & "Zorba" in several versions. D.G.G.'s Polydor team made a strong bid for American action with the signing of Klaus Ogermann to an exclusive pact for the label which will be released through Atlantic stateside. Roy Black's "sleeper" disc for Polydor of "You Are Not Alone" passed the 200,000 sales mark but failed to make the top 3 due to long term sales. Elite Special opened their city series of LP's with discs from Vienna, Berlin, Stuttgart, Hamburg, Frankfurt and Munich. Bert Kaempfert packed his bags for Hollywood where he did the film music for his first U.S. outing. Sacha Distel inked a new 3 year pact with Polydor. Gilbert Becaud visited Germany.

NOVEMBER

Beat music moved to the front in November as no less than 1/2 of the top 10 were beat waxings from Sam The Sham, The Rainbows, The Rolling Stones and Casey Jones took chart slots. Both Polydor and Philips released new jazz catalogues. Teldec announced a push on Manuela and Draf Deutscher who both made English language waxings in London with TV push slated for both recordings. Hermann Prey was set to open the Met opera in "66". Polydor joined 2 other majors in tie-ups with top beat night clubs for exclusive release of label. Philips has the "Star Club" line, Teldec has the "Top Ten Club" recordings and Polydor signed with the "P.N. Hit Club" for release of product. Creed Taylor of Verve visited Germany and recorded the Jimmy Smith Concert in Hamburg. Hans Gerig reported that the German festival pop winner "Mit 17" has been done in 11 languages with over 15 different recordings, released all over the world.

GERMANY— THE LAST 12 MONTHS

Population: (West Germany) Around 60 million with 19.2 million households.

RECORD SALES—1965

Singles	25.4 million
EP's	7.5 "
10" LP	1.2 "
12" LP	15.1 "

VITAL STATISTICS

Per Capita Income: 180 dollars (720 DM) monthly.
Homes with Record Players: Around 8.5 million.

1964	% of change
23.3 million	+ 9.0
8.3 "	- 9.6
1.5 "	-20 0
9.9 "	+52.5

The German Phonograph Record Industry in their sales figures for 1965 showed a strong increase in dollar volume. Singles sales rose for the first time in several years and showed a 9% increase compared to a 4.3% decrease last year. The 12" LP also rose 52.5% compared to 25.3% last year. Once again the great majority of records were sold through authorized dealers who accounted for the sale of 41.2 million of the 49.2 million records sold, or 83% in percentage figures.

Retail sales of around 380 million marks (\$95 million) and classical LP's accounted for around 40% of all LP's sold and about 20% of all records sold, were in the classical category. Exports dropped 4.1% to a total of 11.8 million records and import rose about a half million records or 30.9% to 2.16 million.

Production figures rose by 6.3% in the singles field and 48.8% in LP's. 66.2 million records were produced in 1966, an increase of 8.8 million records or 15.3%. One of the most interesting developments of 1965-66 was the stereo LP which accounted for almost half of the LP sales in 1965 and should be close to 75% or more in

GEMA chief Erich Schulze resigned from the German Pop Music Festival presidency and the record industry and GEMA followed suit in dissolving the Festival committee in favor of a new committee from the German publishers, composers and lyricists. GEMA reported an approximate income for 1965 of 114 million marks (\$28.5 million) for an increase of 7 1/2% from last year. The trade paper Musikmarkt and their staff of guest writers, D.J.'s and reporters from other papers picked Peter Alexander, Udo Jurgens, Freddy Quinn, Caterina Valente, Corry Brokken and Esther Ofarim, Frank Sinatra, Gilbert Becaud, Charles Aznavour, Joan Baez, Ella Fitzgerald and Barbra Streisand as artists of the year. Carlos Montoya set his tour of Germany.

DECEMBER

Gerry and the Pacemakers visited Hamburg and Munich and Lulu and the Luvvers not only did concert appearances here but also did a record date in German with Peter Meisel's "Hansa" productions.

Carl Greenberg of Audio Fidelity Records visited Germany to set up distribution for his label. Cash Box signed an agreement with the trade paper "Music" to release their charts and "Music" will bring the Cash Box listings. The German column will also feature juke box sales from Automaten Markt.

The year ended on a happy note with top holiday sales and strong plans for the coming year. Last year's predictions of more stereo business, more indie production came true. The predicted long shot, a drop in singles prices did not happen. This year should show an overwhelming increase in stereo sales with record firms making strong ties with indie producers but many of the producers going out with their own labels handled by major distribution firms. The folk-rock wave should hit Germany in the coming year meaning new important artists. Production beatwise from German groups will improve with more sales going to local product. Long shot predictions include more pop and beat TV, perhaps a pirate station beaming into Germany and an increase in singles sales.



Ask
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Ask him
which music publisher
is the best
in the German music business!

He'd tell you

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GERIG

has the best organization

GERIG

has the best composers and authors

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1966. The main reason for the stereo increase is the fact that the German record industry has been pushing the stereo development and now has decided to release only stereo compatible LP's which may also be played on monoral machines, first of all saving the release of 2 instead of 1 LP's of the same work and also the fact that for several years now, stereo and mono LP's have sold for the same price.

Average retail record price:

12" LP—\$4.50

10" LP—\$3.75

EP—\$2.00

Single—\$1.19

Record dealers: About 7000

Juke Boxes: About 60,000

Duty Value—13.2% of list price; Common market records—7% of list GEMA fees are 8% of retail value.

This year saw many bright lights headlining the music business. First of all, internationally, Bert Kaempfert led the way with his tremendous successes including fabulous LP sales, and tunes like "Spanish Eyes" for Al Martino and the tremendous smash

(Continued on page 72)

GERMANY - The Past Twelve Months

(Continued from page 71)

hit "Strangers in the Night" for Frank Sinatra. It was a Kaempfert year and it looks like just the start for this fabulous talent. Udo Jurgens became a European star of first rank and the year was spotlighted by his winning the "Song For Europe" festival with his own tune which raised his stock as a performer and as a writer. Locally, Peter Meisel ran away with honors as a producer-publisher doing over 15% of the total singles business in Germany with his indie outfit and producing stars like Manuela, Drafi Deutscher and Marion all of whom topped the charts at one time or another. Hans Gerig continued for the 7th straight year to lead the list of publishers with the most tunes in the top 10 by placing 21 numbers for a new record.

24 LP's made the top 10 with 15 of the LP's produced locally and 86 records made the top 10 in the charts with 21 publishers sharing the tunes. 51 of the songs were original German copyrights.

Here's a monthly wrapup of things as they happened in Germany as reported in Cash Box.

JANUARY

The new year started with Cash Box bringing 2 hit parades, one from the "Music" and the other from "Automaten-Markt". At the same time, an agreement was signed with both major trade papers that they would bring the Cash Box Top 100 as the official U.S. hit parade. As of 1966, the only U.S. hit parades listed in trade papers in Germany are from Cash Box.

Trade paper "Musikmarkt" listed the stars of the year with male honors going to Teenager Drafi Deutscher followed by Peter Alexander and Ronny, all three from Germany. Distaff honors went to Peggy March followed by Petula Clark and Wanda

Jackson, all foreign artists. On the group side of the picture, The Beatles took top honors with the Rolling Stones and Sam The Sham following. Singing group first place went to Esther & Abi Ofarim followed by The Swingle Singers and The Five Tops. Instrumental winners were Nini Rosso followed by Jacques Loussier and Bert Kaempfert and classical winners were instrumentally Herbert Von Karajan with Van Cliburn and Yehudi Menuhin and vocally by Rudolf Schock followed by Dietrich Fischer-Dieskau and Maria Callas. The top 3 tunes of the year were "Il Silenzio" by Nini Rosso, "Downtown" by Petula Clark and "I Only Came To Dance With You" in German sung by Bernd Spier. LP year best sellers were "My Fair Lady" with the original German cast on Philips, "The West Side Story" with the original film soundtrack on CBS and "Songs of the World" by ABI & Ester Ofarim also on Philips.

Ariola started off the year with a huge push for newly contracted Peter Alexander who continued his best selling ways with an immediate hit. Polydor gave Freddy Quinn the first golden LP for his Xmas LP "Xmas on the High Seas" which sold over 1/4 million copies. This is Freddy's 9th golden record with 7 million sellers in Germany and a 100,000 hit in Holland marking the milestones in his 10 year career.

Pop singles wise, Drafi Deutscher headed up the hit parade with his Marble Breaks And Iron Bends which sold over 700,000 copies here and went on to break the U.S. hit parade, and newcomer Roy Black passed the 300,000 mark for his first smash hit.

U.S. D.J.'s entered the spotlight as Charlie Hickman started his "Music and Information" TVer in Hamburg and signed a Polydor recording contract and Mal Sondock signed for "Hits A Go Go" in Switzerland and "Beat-Beat-Beat" from Frankfurt on the TV scene.

Deutsche Grammophon formed their own TV production firm as the first record company to do so. Sam The Sham signed for his first tour of Germany. "Yesterday Man" by Chris Andrews passed the 1/4 million sales mark and went on to pass the 1/2 million mark later in the year.

All 3 German trade papers brought out picture window hit parades for exposure in record shops and counters. The 3rd annual Beat Band festival was held in Recklinghausen with 60 bands competing. Ariola took over the Russian state owned record company for distribution here. Metronome took over the Barclay label for Germany.

Chart listings at the end of January showed 6 of the top 10 as foreign tunes. CBS had 4 of the top 10 followed by Hansa and Vogue tied with major labels Polydor, Electrola and Teldec with 2 each and Metronome had one. The 15 tunes represented listings in the top 10 from 2 major trade papers as mentioned above. 7 of the LP's in the top ten were controlled by "the big 4" major labels.

FEBRUARY

"Automaten-Markt" picked their winners for the year and male honors went to Ronny, followed by Drafi Deutscher and Peter Alexander. Peggy March Manuela and Petula Clark took female honors with Sam The Sham winning the vocal group listings followed by The Rolling Stones and The Five Tops. Instrumentally, Nini Rosso won the poll followed by Roberto Delgado and Jorgen Ingmann and the top tunes were "Il Silenzio" by Nini Rosso followed by "Downtown" by Petula Clark and Ronny's "Kenn Ein Land". This was the yearly juke box operator's poll. Teen magazine "Musik Parade" let their readers decide and divided the poll between local and foreign artists and tunes. On the foreign side of the picture, male honors went to Bob Dylan followed by Donovan and Cliff Richard. Female prizes went

to Sandie Shaw followed by Françoise Hardy and Marianne Faithful. The Rolling Stones took first place on the group scene followed by The Beatles with the top dance band being Ray Conniff. Top foreign D.J. was Camillo Felgin of Radio Luxemburg followed by Dieter Heck also of Luxemburg and Charlie Hickman of the same station along with his TV shows. Locally, the top male singers were Drafi Deutscher followed by Udo Jurgens and Roy Black, female singers were Manuela followed by Gitte and Vicky and the top group was The Lords. Favorite local dance band was Max Gregor followed by Werner Muller and Bert Kaempfert and top local D.J.'s were Chris Howland of West German Radio and TV followed by Mal Sondock also of TV and West German Radio and Hanns Verres of Frankfurt radio. Radio Luxemburg gave their golden lion prizes for the top tunes of the season to Udo Jurgens, Roy Black and Drafi Deutscher in that order. San Remo ended and Hans Gerig picked up publishing on the winning tune for Germany and the contest opened for the entries for the Germany festival to be held in June.

The first German "beat" film opened starring the Philips group The Rattles. The Decca-Coral-Brunswick group switched from Polydor to Teldec distribution wise. Alfred Hause of Polydor known as the "King of the Tango" was awarded a "Silver Fujiyama" in Japan for sales of 300,000 LP's. Top execs switching firms made big news as top A&R man Heinz Gietz left Electrola to take over an indie production. Former Electrola and then Arilla production boss Rolf Engleder moved to Philips. Françoise Hardy did her first German tour.

MARCH

The Beatles signed for their first German tour in summer. Three cities (Continued on page 74)

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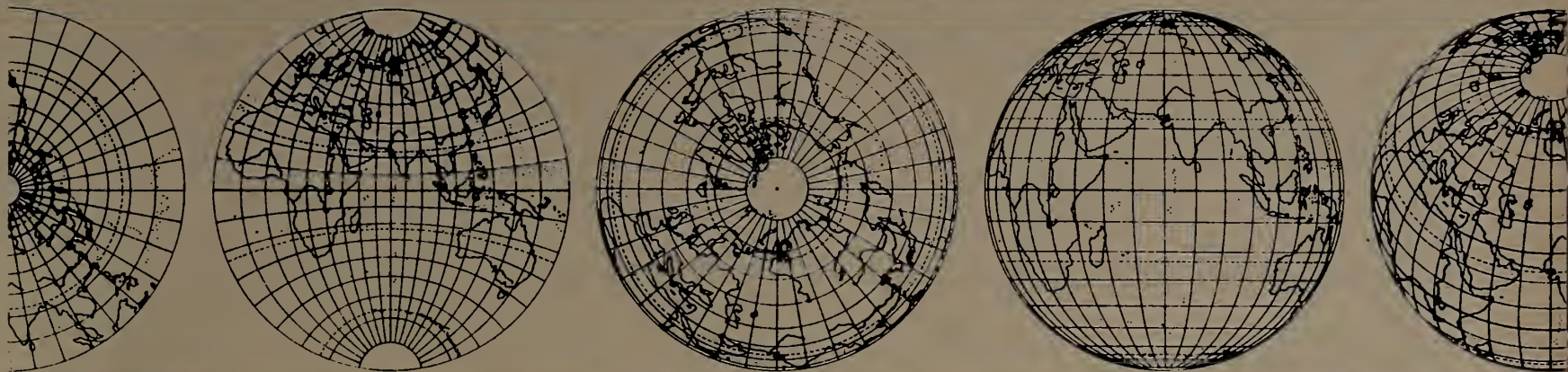


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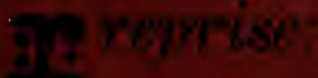
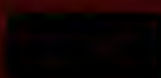
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Germany—

The Past Twelve Months

(Continued from page 72)

will be featured and the group gets about \$30,000 a day for the shows. TV viewers continued to grow as the monthly TV sales report stayed above the 200,000 mark. There are now over 9 million sets in Germany. Melodie Der Welt, Francis Day & Hunter moved to new offices in the Grosse Friedberger Strasse 23-27 in Frankfurt. Roy Black's second smash single "Ganz in Weiss" passed the 400,000 sales mark. Publisher is August Seith and firm is Polydor. Gilbert Becaud toured Germany and Ray Anthony came for TV and record dates. "Puppets" became the new dance craze in Berlin pushed by Rudi Schroeder of Will Meisel music.

Puppets clothes, hats, and shoes and even a "puppets" Queen were chosen. CBS opened offices in Austria. D.G.G. grabbed off their first Grammy Award with "Wozzeck" conducted by Karl Boehm taking "Best Opera Conductor" honors. Chris Andrews picked up a gold record from Vogue for his record sales here. "Ballad of Green Berets" began to move here in 3 versions from Freddy Quinn, Heidi Bruhl and Barry Sadler. All three made the top 10 with Freddy topping the charts. Peggy March returned for a short visit and record date. The Oscar Peterson Trio toured and Spencer Davis came with his group for a German tour.

APRIL

Folk and chanson tours paved the way for box office KO as pop tours continued not drawing. The tours by Gilbert Becaud, Charles Aznavour, Hildegard Knef and Abi & Esther Ofarim were sellouts and pop shows toured to half empty houses. Ralph Maria Siegel took over the Solami publishing firm from Italy and Hans Sikorski took over the Transatlantic publishing operation. Teen magazine Bravo did their readers poll with Drafi Deutscher taking male honors with over 67,000 votes ahead of Roy Black and Rex Gildo, all of Germany and distaff honors went to Manuela with over 59,000 votes followed by Francoise Hardy and Wencke Myhre. The Beatles and The Rolling Stones took group prizes in that order. Luxemburg D. J. Camillo Felgin signed an exclusive Polydor pact. Joan Baez toured Germany.

Columbia Broadcasting bought the 50% outstanding shares in CBS Germany from Bernhard Mikulski who will continue as General Manager.

J. W. A. Langenberg left his managing directorship of D.G.G. to be replaced by C. Solleveld who now joins the team of Helmut Haertel, Dr. H. W. Steinhausen, J. Van Der Velden to head up the D.G.G.—Philips directorship posts.

MAY

The preliminary round of the German Pop Festival was held in Berlin and the 18 tunes picked by the jury from over 400 entries were shown. 12 were left for the finals in Baden-Baden in June. Vogue picked up the Chess-Checker-Cadet catalogue for Germany. CBS started a low priced line of LP's on their own label. Price tag reads under \$2.50. Electrola pacted former Radio Luxemburg jock Dieter Weidenfeldt as new pop production chief for the firm. It's the first new top exec in the business for many years. Ariola had a Japanese hit with "Desert Island" produced here which sold over 350,000 records in that country.

Electrola ran a talent contest along with Radio Luxemburg and Blatzheim AG. which tested over 2500 new talents and came up with 3 young winners who all got record contracts.

The Summer season started as everyone held their breath for the new German Pop music festival which goes for the first time without major record firm Teldec and Electrola and also without GEMA. Word has it that a second festival will start this coming year sponsored by the record industry.

With 2 festivals here, it will be interesting to see which one comes up with the really big hits and international numbers. 2 is better than 1 and it looked like there might be none for awhile.

That's how it looked this year in Germany. The coming year should show more strength in the singles sector with continued strength in the LP market.

Indie production leads the way and the big question is if foreign product especially in the singles field will keep its strength. Several firms are now living (and well) just from foreign hits. Strength in local TV shows pop oriented should help matters.

As most of the top A&R names are now doing indie production, it will certainly be a year of the indie producer in Germany and new names may pop up with a few surprises in the coming season. In any case, Cash Box will be there with all the news as it happens in Germany.

GERMANY—TOP 10 CHART LP's (JANUARY-JUNE)

(Listed in order of appearance. Not in order of sales)

- *NEUE SONGS DER WELT (New songs of the world)—Esther & Abi Ofarim-Philips/Stern (Philips)
- BRAVO ROLLING STONES—The Rolling Stones—Hoer Zu (Teldec)
- *MY FAIR LADY—Original German Cast—Philips
- *PORTRAIT IN MUSIK—Udo Jurgens—Deutsche Vogue
- HELP!—The Beatles—Hoer Zu (Electrola)
- *SPITZENREITER 1965 (Top hits 1965)—Various Artists—Polydor (D.G.G.)
- *LAWRENCE WINTERS—Philips-Stern (Philips)
- OUT OF OUR HEADS—The Rolling Stones—Decca (Teldec)
- *SONGS DER WELT (Songs of the world)—Esther & Abi Ofarim-Philips-Twen (Philips)
- *DIE STIMME DER HEIMAT (The voice of the homeland)—Freddy Quinn—Polydor (D.G.G.)
- RUBBER SOUL—The Beatles—Columbia (Electrola)
- *SCHLAGER DES JAHRES III (Hits of the year III)—Various Artists—Hoer Zu (Electrola & Teldec)
- WESTSIDE STORY—Original Film Soundtrack—CBS
- *WIENER G'SCHICHTEN (Vienna stories)—Peter Alexander—Ariola
- KINKS IN GERMANY—The Kinks—Deutsche Vogue
- DONOVAN—Deutsche Vogue
- *NON STOP DANCING 66—James Last Band—Polydor
- *DIE GROSSE STARPARADE 1966 (The big star parade 1966)—Various Artists—Polydor (D.G.G.)
- *THE BEST OF BERT KAEMPFFERT—Bert Kaempfert—Polydor (D.G.G.)
- *NOCH EINEN TANZ (One more dance)—Esther & Abi Ofarim—Philips/Stern (Philips)
- *ICH SEH' DIE WELT DURCH DEINE AUGEN (I see the world through your eyes)—Hildegard Knef—Decca (Teldec)
- BEACH BOYS PARTY—The Beach Boys—Capitol (Electrola)
- THE KINK KONTROVERSY—The Kinks—Deutsche Vogue
- *VON KONTINENT ZU KONTINENT (From continent to continent)—Freddy Quinn—Polydor (D.G.G.)
- * ORIGINAL GERMAN RECORDING

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GERMANY'S BEST SELLERS (TOP 10 TUNES) OF THE LAST YEAR, JULY-JUNE (IN ORDER OF APPEARANCE ON CHARTS, NOT IN ORDER OF SALES)

Title	Artist	Distributor	Publisher
Il Silenzio	Nini Rosso	Hansa/Ariola	Edition Intro/ P. Meisel
★Darling Goodnight Heute Male Ich Dein Bild Cindy Lou (The birds and the bees)	Ronny Drafi Deutscher	Telefunken Decca	Edition Marbot Edition Intro/ P. Meisel
★Hast Du Alles Vergessen (Have you forgotten everything)	Drafi Deutscher	Decca	Edition Intro/ P. Meisel
★Santo Domingo Es War Keine So Wunderbar Wie Du (I could easily fall in love with you)	Wanda Jackson Cliff Richard	Capitol Columbia	Hans Gerig Music Aberbach Music
★Kuesse Unterm Regenbogen (Kisses under the Rainbow)	Manuela	Telefunken	Edition Intro/ P. Meisel
★Messer, Gabel, Schere, Licht (Knives, forks, scissors, lights)	Vicky	Philips	Ralf Arnie Music
The Last Time Downtown	The Rolling Stones Petula Clark Peggy March	Decca Deutsche Vogue RCA Victor	Hans Gerig Music Hans Gerig Music Melodie Der Welt/ Michel
★Er Schoss Mir Eine Rose (He shot me a rose)	Bobby Solo	CBS	Rolf Budde Music
Ich Seh' Dich Weinen (Se Piangi, Se Ridi)	Peggy March	RCA Victor	Hans Gerig Music
★Mit 17 Hat Man Noch Traeume (A 17 year old still has dreams)	Siw Malmkvist	Metronome	Edition Intro/ P. Meisel & Budde Music
★Das Fuenete Rad Am Wagen (The 5th wheel on the wagon)			Minerva Music/R. Von der Doven- muhle
★Sprich Nicht Drueber (Don't talk about it)	Wencke Myhre	Polydor	Minerva Music/R. Von der Doven- muhle
★Blondes Haar Am Paletot (Blond hair on your jacket)	Dorthe	Philips	Melodie Der Welt/ Michel
★Eine Schwalbe Macht Noch Keinen Sommer (One sparrow doesn't make a summer)	Dorthe	Philips	Melodie Der Welt/ Michel
Wooly Bully	Sam the Sham & The Pharaohs	MGM	Aberbach Music
★5000 Meilen Von Zu Hause (5000 Miles from Home)	Freddy	MGM	Edition Ebony/ P. Schaeffers
★Adios Mexico	Freddy	Polydor	Hans Gerig Music
★John Brown's Baby	Martin Lauer	Polydor	Hans Gerig Music
★Du Bist Nicht Allein (You are not alone)	Roy Black	Polydor	August Seith Music
Wenn Es Sein Muss, Kann Ich Treu Sein (In the first night of the full moon)	Rex Gildo	Electrola	Chappell/A. Seith
Einmal Geht Der Vorhang Zu (Can't get used to losing you)	Bernd Spier	CBS	Aberbach Music
Fraulein Wunderbar (It's just terrible)	Peter Alexander	Polydor	Melodie Der Welt/ Michel
Zorba	Joergen Ingmann/ Mikis Theodorakis	Metronome/ International	Hans Gerig Music
Satisfaction	The Rolling Stones	Decca	Hans Gerig Music
★Geh Nicht An Mir Vorueber (Don't pass me by)	Bobby Solo	CBS	Melodie Der Welt/ Michel
Mr. Tambourine Man	The Byrds	CBS	Rolf Budde Music
★Frauen & Rosen (Women & Roses)	Sacha Distel	Polydor	Hans Gerig Music
Help!	The Beatles	Odeon	Rolf Budde Music
Ju Ju Hand	Sam The Sham & The Pharaohs	MGM	Minerva Music/R. Von der Doven- muhle
★Er Hat Ein Motorboot (He has a motorboat)	Gitte Electrola	Electrola	Hans Gerig Music

(Continued on page 78)

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GERMANY'S BEST SELLERS (TOP TEN TUNES) OF THE LAST YEAR, JULY-JUNE (IN ORDER OF APPEARANCE ON CHARTS. NOT IN ORDER OF SALES)

(Continued from page 76)

Title	Artist	Distributor	Publisher
★Balla Balla	The Rainbows	CBS	April Music
★Marmor, Stein & Eisen Bricht (Marble breaks and iron bends)	Drafi Deutscher	Decca	Edition Intro/ P. Meisel/ Nero Music
★Love And Kisses	Manuela	Telefunken	Edition Intro/ P. Meisel
★Siebzehn Jahr, Blondes Haar (17 years old, blonde hair)	Udo Jurgens	Deutsche Vogue	Edition Montana/ H. R. Beierlein
Yockomo	Casey Jones & The Golden 12	Decca	Ralph Maria Siegel
★Dreamboat	Governors	Decca	Musica
★Anja, Anja	Renate & Werner	Ariola	Song Edition/ H. Gaze
★Morgen, Ja Morgen (Tomorrow, Yes Tomorrow)	Ronny	Telefunken	Edition Idee
★Abschied Vom Meer (Goodbye to the sea)	Wanda Jackson	Capitol	Melodie Der Welt/ Michel
★Silver Dollars	Freddy	Polydor	Edition Esplanade/ L. Olias
★Die Schoenen Stunden (The wonderful hours)	Martin Lauer	Polydor	Hans Gerig Music
★Hee Hee-Hey Hey	Peggy March	RCA Victor	Oktave Music/ A. Schacht
Get Off of My Cloud	Peggy March	RCA Victor	Melodie Der Welt/ Michel
Act Naturally	The Rolling Stones	Decca	Hans Gerig Music
Und Dann (and then)	The Beatles	Odeon	Aherbach Music
★Aba Heidschi Bum Beidschi	Bernd Spier	CBS	Hans Gerig Music
★Sweet Marylie	Peter Alexander	Polydor	Hans Gerig Music
★Mein Herz Wird Warten (My heart will wait)	Ronny	Telefunken	Edition Marhot
Yesterday Man	Connie Francis	MGM	Francon/Schneider
Jingle Bells	Chris Andrews	Deutsche Vogue	Edition Intro/ P. Meisel
We Can Work It Out	Peter Alexander	Polydor	Rolf Budde Music
Turn, Turn, Turn	The Beatles	Odeon	Hans Gerig Music
★Er Ist Wieder Da (He is back again)	The Byrds	CBS	Edition Intro/ P. Meisel
★Sieben Traenen (Seven tears)	Marion	Hansa	Edition Intro/ P. Meisel
Ich Will Immer Nur Dich (I will always only want you)	Siw Malmkvist	Metronome	Edition Intro/ P. Meisel
Du Hast Ja Traenen In Den Augen (Crying in the Chapel)	Suzie	Deutsche Vogue	Edition Montana/ H. R. Beierlein
Nur Bei Dir Bin Ich Zu Haus (Wind me up)	Bobby Solo	CBS	Chappell Music/ A. Seith
★Ganz In Weiss (All in white)	Cliff Richard	Columbia	Ralph Maria Siegel
To Whom It Concerns	Roy Black	Polydor	Musica
★Melissa	Chris Andrews	Deutsche Vogue	August Seith Music
Michelle	Peter Thomas	CBS	Edition Intro/ P. Meisel
★Wenn Das Geschieht (When that happens)	Sound Orch.	Odeon	Rolf Budde Music
19th Nervous Breakdown	The Beatles	Ariola	Hans Gerig Music
★Kommando Pimperle	Peter Alexander	Ariola	Hans Gerig Music
Barbara Ann	The Rolling Stones	Decca	Hans Gerig Music
★Kismet	The Rainbows	CBS	April Music
★Der Frauenfreund (a woman's friend)	The Beach Boys	Capitol	Shoe String Music
★Doch Dann Kam Johnny (But then came Johnny)	Caterina Valente	Decca	Hans Gerig Music
★Schenk Mir Dein Vertrauen (Believe in me)	Sacha Distel	Polydor	Hans Gerig Music
★Lass Mich Gehn (Let me go)	Wanda Jackson	Capitol	Melodie Der Welt/ Michel
★Es Ist Zum Weinen (I could cry about it)	Gerd Boettcher	Polydor	Edition Intro/ P. Meisel
★Merci Cherie	Connie Francis	MGM	Francon/Schneider
100 Mann & Ein Befehl (Ballad of Green Berets)	Manuela	Telefunken	Edition Intro/ P. Meisel
Sounds Of Silence	Udo Jurgens	Deutsche Vogue	Edition Montana/ H. R. Beierlein
These Boots Are Made For Walking	Freddy/Heidi	Polydor/Philips/ RCA	Francis Day & Hunter
★Nimm Mich So Wie Ich Bin (Take me just like I am)	Brühl/S/Sgt. Barry Sadler	CBS	Electric Music
★Roll 'Em Over	Simon & Garfunkel	CBS	Belmont Music/ L. Yaskiel
★Eine Kleine Traene (A little tear)	Nancy Sinatra	Reprise	Edition Intro/ P. Meisel
Nowhere Man	Drafi Deutscher	Decca	Hans Gerig Music
★Muessen Frauen Einsam Sein (Must women be lonely)	Martin Lauer	Polydor	Idee Music
★Spanish Eyes	Ronny	Telefunken	Rolf Budde Music
★Wenn Du Gehn Willst (If you want to go)	The Beatles	Odeon	Hans Gerig Music
Sloop John B	Peter Alexander	Polydor	Bert Kaempfert Music
★Weisses Tuch In Blauen Jacket (White handkerchief in a blue jacket)	Al Martino	Capitol	Ralf Arnie Music
★Original German Copyright (Listings Courtesy "Music" & "Automaten-Markt")	Vicky	Philips	Francis Day & Hunter
	The Beach Boys	Capitol	Minerva Music/ R. Von Der Doven- muhle
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(Continued from page 58)

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(Continued on page 85)

HOT GERMAN INDIE

The publishing companies of Peter and Thomas Meisel are only 6 years old, but it's the hottest pubbery around! INTRO can guarantee a local recording, because INTRO is a part of the Meisel's all-round musical activities. The HANSA Music Productions, the Berlin Music Production of Thomas Meisel and the HANSA Record Company are always eagerly looking for new songs to be recorded. And INTRO is well connected with Radio Luxembourg by its publishing subsidiary RADIO-TELE. That means airplay!

The HANSA record company was founded 1½-years-ago, and in the last 12-months it had its big break-out: Germany's strongest single of the 60's was sold under the HANSA label—more than 1.3 mill. copies of "Il Silenzio" by Nini Rosso up to now. There are a lot of national hits sailing under the HANSA label but Peter Meisel is now looking for international masters and catalogues. In the last weeks he succeeded in getting the original masters of "Juanita Banana," "Wild Thing" and "Shotgun Wedding." They all should become, by the HANSA promotion, Top Ten sellers in Germany, Austria and Switzerland.

Distributor of HANSA records is the Ariola-Eurodisc Company, a subsidiary of the Bertelsmann Record Club. This club has about 1 mill. members; it is the biggest club organization in Europe.

This combination of the young and active HANSA team and the strong organization of Ariola-Bertelsmann literally means doubling the promotion. Perhaps it even meant doubling the sales. In 1966 HANSA also had its first international hit from the local roster: Draft Deutscher's song "Marble Breaks And Iron Bends" was in the Top 60 of the United States and sold very well all over the world. This was the first time that a German singer was ever hitting the American charts.

The future policy of Peter & Thomas Meisel according to their own words is "Getting more international-minded, since music is more and more an international language; we want to sell our German productions where we can and are looking for more masters from the international music scene." (adv)

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ITALY—The Present and Possible Future

by Ing. Romano Bucchini
(Continued from page 51)

on beat music, by the springing up of new dance halls and by the formation of innumerable groups in the Liverpool style. All this makes us hope for future specialization in the field of professional orchestration.

All this goes to show quite plainly what an important and positive part the younger generation will play in the Italian economy and we can therefore look forward to our work in the certainty that the change that has occurred this year will bring pleasing results when these young people become adults.

In fact, by creating a new public of great consuming potentiality and by demonstrating once again what an important means of mass communication a record is, it has been proved that the record industry, which did not come into being simply to amuse the public, has definite responsibilities and should always be trying to improve its production with particular regard to that aimed at the young, offering them a selective repertory so as to enable them gradually to appreciate more advanced music, such as classical music.

We have therefore created in this manner a highly qualified public for our future market and we would be mistaken in thinking that this present public is an easy prey to a new type of music, such as the phenomenon reserved exclusively to the young of the years 1960s, but rather such as a substantial change in appreciation of the music of the times in which we live.

I am convinced that the future of our work is closely tied to this change and that our market, which although it has more than doubled in nine years represents a consumption of only little more than half a record per head, will in the next five years equal the sales in other European countries.

- **MISA FLAMENCA:**

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FONOGRAM, S.A., Madrid (Spain), is pleased to present to the world market its last production, the "Misa Flamenca", which compiles, through an exceptional stereophonic recording, the religious feeling of a passionate, mysterious and disconcerting world: the "flamenco".

SPAIN—The Past Twelve Months

A lot of things have changed in the Spanish record market and music business. Some changes have been just a consequence of the higher standard of living of the country—as the more and more important sales of records and everything else. Other changes are due to the increasingly more important roll that youngsters are taking on in our country's life. Others are due to the more and more powerful information media. And, of course, we must consider the influence of the almost fifteen million tourists that every year come to Spain from all over the world, mostly from the nearby countries of Europe: France, Belgium, England, Germany, Italy, Sweden, and Denmark.

However, some characteristics have remained as before. Those are the most peculiar of our market. Years ago we spoke of the expected "boom" of the industry. We now can hardly speak about the "boom," because we are just in the middle of it. We are just living the development that means that a record can reach the 200,000 mark, when only two years ago the 25,000 mark was really unusual.

First of all, most of the companies report increases in sales, from 20% to 45%. The market works more quickly now, and is becoming increasingly more competitive and more serious. Now the success appears every

month. Only two years before you listened to the same records for months and months. There were new records, of course, but no new hits. People didn't usually buy records. Now the six million strong young population has money enough for buying. And they buy. Among the things they buy, records are one of the most important.

From May 1965 to May 1966 there were five new companies dedicated to produce records. AMCOS (American Music Corporation of Spain) has started recently with its label "Hit," under which they distribute Roulette, Tico, and Royal Roost recordings. The company is managed by composer Ernesto Duarte and dee-jay Pepe Palao. They are trying to contribute to the single market by selling single records at 40 pts., while others are selling singles at 55,60 and 56 (1 dollar = 60 pesetas).

New this year, at least working effectively, are BERTA, dedicated to local recordings only, and MARFER, with local recordings and some foreign labels handled in distribution.

TEMPO began in August with success. They record local artists such as Ana Belén, Los Gemelos del Sur, Rosita Ferrer and they have some foreign labels, among them "20th Century Fox," who gave Tempo its first success on the charts: "Zorba The Greek." The company is managed

by Alfredo Garcia Segura, formerly of the Hispavox publishing firm.

SONOPLAY has existed since April '65, but was formed as Record Company on March 1966. They have no records in the market yet, but contracted a lot of famous Spanish artists as Miguel Rios, Marta Baizán, Quique Roca, Los Botines and Imperio de Triana. The company is part of a group that owns magazines, radio programs, a filmed spots production company, and others. This group is the famous Movierecord, first in filmed advertising in Spain and awarded internationally.

The trend has been to local production and the foreign artists recordings in Spanish. The good results of this policy are now perfectly known. As I mentioned in some columns during the year, there are now a lot of Spanish groups and artists who compose their own repertoire, with good reception not only in Spain, but in such other countries as France, Italy and countries of South America.

The Brincos, the number one Spanish group who compose all their songs has been constantly topping charts, selling more than 100,000 copies of their singles. Their songs are recorded by foreign artists (in France Dalida recorded "Flamenco") and the group went to Italy and France for TV shows. They have recorded in Italian, French, English and German. Other groups as Los Sirex, Los Bravos (who recently went to record in the Decca studios in London to bring back a powerful single), Los Relampagos, Micky y Los Tonys, Los Pekenikes, Los Angeles Azules, Los Mustang, Los Salvajes, Los Huracanes, Los Flecos and others.

As for solo artists, a good year for young Raphael, who represented Spain on the Eurovision song contest with the song "Yo Soy Aquel," that topped Spanish charts, immediately reaching sales we estimate at over the 100,000 mark, as well as his recording of "The Carol Of The Drum."

The young girl Marisol, a well known film star 18 years old has had much success with "El Cohecito" (a Brincos composition) and is now more dedicated to records than ever. Other artists are looking for Spanish compositions. Among them we have Francisco Heredero (a sort of Spanish Elvis), Conchita Bautista, Manolo Escobar, Salomé, Karina, Los Quandos, Jorge (he began recently to compose their own songs) and Massiel.

As a sample of the importance of recording in Spanish is the big hit of "Il Mondo," sung by Jimmy Fontana. The Italian artist recorded his success in Spanish and in Catalan (another Spanish dialect spoken in the North East part); two months ago the sales were over 170,000 copies. Charles Aznavour, also recorded in Spanish as did a lot of foreign artists, like Herve Vilard, Connie Francis, Eddy Mitchell, Pino Donaggio, Richard Anthony, Sandi Shaw, Petula Clark, Guy Mardel, Gigliola Cinquetti, Domenico Modugno, Giorgio Gaber, Caterina Caselli, Tony Dallara, Sacha Distel, and others.

Song Festivals are held during summer mainly. Last year they were not too successful, except the one held in Palma de Mallorca, whose second prize, "Me lo dijo Pérez," has been one of the most tremendous hits of the year. Among the Festivals we can mention are: Benidorm (Spanish songs only), Barcelona (for Mediterranean countries), Aranda de Duero (songs from Portugal and Spain), Leon (for groups), Orense, Fontebella, Menorca, Las Palmas de Gran Canaria and others.

A lot of artists have come to Spain to perform in theaters or TV. The list is too long, but we will list some of the names: Charles Aznavour, Tom Jones, Beatles, Sandie Shaw, Domenico Modugno, Gigliola Cinquetti, the Kinks, the Animals, Pino Donaggio, Richard Anthony, The Golden Gate Quartet, Christophe, Petula Clark, the Surfs, Herve Vilard, France Gall, Guy Mardel, Jimmy Fontana, Rita Pavone, Tony Dallara, Dionne Warwick, Duke Ellington, Ella Fitzgerald, Nico Fidenco, Nicola di Bari, Giorgio Gaber,

Gilbert Becaud, Sacha Distel, Ray Anthony, Mina, Roy Etzel, Nini Rosso, Eddy Barclay, Udo Jurgens etc.

Spanish artists are slowly conquering foreign markets. The list of successful ones includes Raphael, Brincos, Sirex, Bravos, Joselito (an L.P. in Mexico with songs as "Stars Of The West," "Cotton Tree," "Al Morir El Sol," "La Tormenta," "Toque De Silencio" (published the last three by Quiroga, Spain). Marisol got number 9 in Japan with "El Cohecito" (pub. Canciones del Mundo) and Karina number 8 in Mexico with "Concierto Para Enamorados" (Lovers Concerto). Duo Dinamico recorded in Italy ("Eso Ojitos Negros," "Amor De Verano," both published by South-ern).

We can mention as interest even the sale of 50,000 copies of "Il Silenzio" (by Roy Etzel (Cantagallo recording, through Belter label published here by Armonico), first time that an instrumental recording reached such a mark in our country.

Improvement in techniques is another important question. Some factories have new presses (Zafiro and Hispavox among them). First European recordings on six band tapes were made in Spain by Zafiro. Most of the companies are introducing new techniques in recording, processing and pressing—also improvement in promotion and advertising.

The importance of the record world can be observed in the high number of dee jay programs on radio and TV. The most serious daily paper of Spain, ABC, has a weekly record section handled by dee jay Mariano Méndez Vigo. Juan Maria Mantilla writes about records in the morning daily paper "Ya." The four evening papers of Madrid have record sections. "Pueblo" a big one, written by Paco Delafuente, Pepe Palao and Angel Alvarez. "Madrid" another weekly one written by popular dee jay (his program "El gran musical" is number one among teenagers, Tomás Marin Blanco. In Barcelona things are on the same line. "El Noticiero Universal" has a weekly section written by Carlos Marimón. Also sections in "La Prensa," "Solidaridad Nacional" and "Mundo deportivo." Most of the magazines dedicated to weekly general information include sections about records.

There are five specialized magazines in Spain. "Discomania," published by Raul Matas, who also has the program of the same name. "Discobolo," now four years old and mostly informative. "Fonorama" and "Quide" and "Fans" are mostly dedicated to teenagers. "Alta Fidelidad"—monthly—looks over every kind of music.

During the year some companies have worked hard to improve the single record. Among them are Zafiro-Novola, Vergara, Belter, Hit, RCA and others. Hispavox is planning to begin strong with singles. But, at the moment, the Spanish record market is an E.P. market. Price of E.P.'s are from 85 pesetas. to 95 pesetas. Importance of LP's on the market is also growing. The price is from 175 pesetas (the low price series) to 280 pts (stereo recordings).

Foreign companies are more and more interested in our market. They look for the best representation.

The big news of the year was the end of the contract of CBS with Hispavox. Rumor says that CBS is taking part of the Spanish company Discophon, in order to establish itself here. But nothing officially has happened yet.

The Riveria label from France is now handled by Tempo. Hispavox distributes Canadian, American and A&M. Vergara has signed Durium, and Columbia signed Brunswick, while Discophon signed Epic and Odeon Tamlam, Motown and Gordy.

The expectations for the next few years are highly optimistic. We don't consider that the increase will be as spectacular as that of from May 65 to May 66, but we are certainly sure that things will grow constantly. Saturation is not expected, at least in the near future.

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Spain



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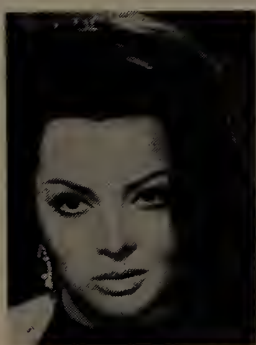
BEST SELLER ARTISTS



GEMA



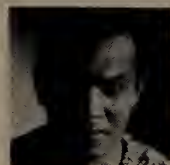
MONNA BELL



SARA MONTIEL



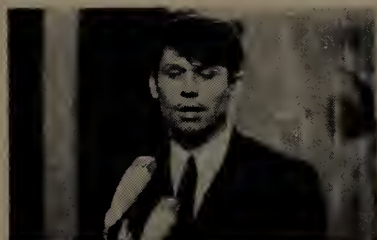
LOS PEKENIKES



KULDIP



LUCERO TENA



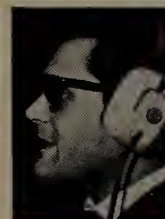
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SPAIN - Best Sellers According To Label

FONOGRAM

E.P.'s			
1. "Poupée De Cire"	France Gall	Philips	
2. Capri C'est Fini	Hervé Vilard	Mercury	
3. Ramona	Blue Diamonds	Fontana	
4. El Baile De La Gripe	Los Beatles de Cádiz	Polydor	
5. Los Paraguas De Cheburgo	Original Soundtrack	Philips	
6. Le Penitencier	Johnny Hallyday	Philips	
7. Misa Luba	Los Trovadores del Rey Balduino	Philips	
8. Woolly Bully	Sam The Sham and Pharaohs	MGM	
9. El Cordobes	Gonzalo González	Philips	
10. Isabelle	Francisco de Miguel	Philips	
L.P.'s			
1. Little Drummer Boy	Paul Mauriat	Philips	
2. Aline	Paul Mauriat	Philips	
3. 7 Brides For 7 Brothers	Original Soundtrack	MGM	
4. Reunion Con Hits	Various Artists		
5. Reunion Con Hits No. 2	Various Artists	Fontana-Philips	
6. Reunion Con Hits No. 3	Various Artists		
7. Grandes Exitos Del Año	Various Artists		
8. With Love From Mexico	Various Artists	Polydor	
9. Misa Criolla	Los Fronterizos	Polydor	
10. Mejor Esta Noche	André Y Su Conjunto	Philips	

HISPAVOX

E.P.'s			
1. Yo Soy Aquel	Raphael	Hispavox	
2. Pequeño Tamborilero	Raphael	Hispavox	
3. La Yenka	Johnny & Charley	Hispavox	
4. Jamas Jamas	Guy Mardel	AZ	
5. Me Lo Dijo Perez	Karina	Hispavox	
6. Downtown	Petula Clark	Vogue	
7. Casi Casi	Raphael	Hispavox	
8. Aline	Cristophe	AZ	
9. Su Forma De Besar	Surfs	Festival	
10. Los Hombres Lloran Tambien	Raphael	Hispavox	
L.P.'s			
1. Raphael	Original Soundtrack	Hispavox	
2. Mary Poppins	Various Artists	Hispavox	
3. Lo Mejor Del Año, Vol. II	Various Artists	Hispavox	
4. Lo Mejor Del Año, Vol. I	Various Artists	Hispavox	
5. Katuska	Sorozábal	Hispavox	
6. La Tabernera Del Puerto	Sorozábal	Hispavox	
7. Albeniz En Orquesta	Enrique Jordá	Hispavox	
8. La Yenka	Johnny and Charley	Hispavox	
9. Persuasive Percussion	Terry Sneider	Command	

COLUMBIA

E.P.'s			
1. Que C'est Triste Venise	Charles Aznavour	Barclay	
2. Il Silenzio	Nini Rosso	Durium	
3. Satisfaction	Rolling Stones	Decca	
4. It's Not Unusual	Tom Jones	Decca	
5. El Quando	Los Quandos	Columbia	
6. The Last Time	Rolling Stones	Decca	
7. Tant	Dyango	Columbia	
8. La Boda De Luis Alonso	Argenta	Columbia	
9. Juegos Prohibidos	Narciso Yepes	Columbia	
10. La Luna Y El Toro	Marifé de Triana	Columbia	
L.P.'s			
1. Concierto De Aranjuez	Narciso Yepes	Columbia	
2. La Rosa Del Azafran		Columbia	
3. La Dolorosa Y Los Claveles		Columbia	
4. Los Gavilanes		Columbia	
5. Rolling Stones	The Rolling Stones	Decca	
6. Aznavour En Español	Charles Aznavour	Barclay	
7. Play Bach No. 1 Mono	Jacques Loussier	Decca	
8. Play Bach No. 1 Stereo	Jacques Loussier	Decca	
9. Lo Mejor Del Año	Various Artists		
10. Los Machucambos	Los Machucambos	Decca	

ODEON

E.P.'s			
1. Esos Ojitos Negros	Duo Dinámico	Voz Su Amo	
2. Help	Beatles	Odeón	
3. Yesterday	Beatles	Odeón	
4. Ticket To Ride	Beatles	Odeón	
5. Si Chiama Maria	Pino Donaggio	Voz Su Amo	
6. Yo Que No Vivo Sin Ti	Mustang	Voz Su Amo	
7. Michelle	Beatles	Odeón	
8. Socorro	Mustang	Voz Su Amo	
9. Paradise Of Love	Los Javaloyas	Voz Su Amo	
10. Day Tripper	Beatles	Odeón	
L.P.'s			
1. Rubber Soul	Beatles	Odeón	
2. Help	Beatles	Odeón	
3. Goldfinger	Frank Pourcel	Voz Su Amo	
4. Recital De Exitos No. 4	Various Artists	Voz Su Amo	
5. Recital De Exitos No. 5	Various Artists	Voz Su Amo	
6. Paradise Of Love	Los Javaloyas		
7. Adamo A L'Olympia	Adamo	Voz Su Amo	
8. No Reply	Beatles	Odeón	
9. Te Espero En España	Various Artists	Odeón	
10. Los Grandes Conjuntos Españoles	Various Artists	Voz Su Amo	

DISCOPHON

E.P.'s			
1. The Byrds			
2. Peret			
3. Hermanas Benitez			
4. Roberto Carlos			
5. Andreas Zorba			
6. Emilio El Moro			
7. Antonio Machin			
8. Lolita Sevilla			
9. Los Jovenes			
10. Los 4 De Asis			
L.P.'s			
1. Caravelli	J'Aime	CBS	
2. Glenn Miller Time 1965		Epic	
3. Cobla La Principal De La Bisbal		Discophon	
4. Musica Para Organo De Bach		Supraphon	
5. Caravelli	Dulce Francia	CBS	
6. Liszt Por R. Trouard		CBS	
7. Ives Montand		CBS	
8. Antonio Machin		Discophon	
9. Mexico	Various Artists	Secco	
10. Flamenco	Various Artists	Discophon	

VERGARA

E.P.'s			
1. El Silencio	Rudy Ventura		
2. Llorando En La Capilla	Francisco Heredero		
3. El Mundo	José Guardiola		
4. La Escoba	Los Sirex		
5. Com Esta La Plaça	Juan Capri		
6. Romanes A Carmen Amaya	Canalejas de Puerto Real		
7. Baires Flamencos	Alfonso Labrador		
8. Que Se Mueran Los Feos	Los Sirex		
9. Goldfinger	José Guardiola		
10. Mariola	Francisco Heredero		
L.P.'s			
1. Louis Armstrong			
2. Percusion Y Guitarras			
3. Bobby Solo	Al Caiola		
4. Los Sirex			
5. Mossen Ventura	Juan Capri		
6. Duos De Zarzuela	Montserrat Caballé y Bernabé Martí		
7. Arias De Opera	Montserrat Caballé		
8. Roger Williams			
9. De Madrid Al Cielo	Marujita Díaz		
10. Nati Mistral			

ZAFIRO

E.P.'s			
1. La Luna Y El Toro	Mikaela	Zafiro	
2. Sirtaki	Los Tamara	Zafiro	
3. La Luna Y El Toro	Marisol	Zafiro	
4. Nit De Llampecs	Los Relámpagos	Novola	
5. El Cochecito	Marisol	Zafiro	
Singles			
1. Mejor	Brincos	Novola	
2. Borracho	Brincos	Novola	
3. Tu Me Dijiste Adios	Brincos	Novola	
4. Nit De Llampecs	Relámpagos	Novola	
5. El Tropezon	Los Relámpagos	Novola	
L.P.'s			
1. Coctel Ye Ye	Various Artists	Zafiro	
2. Los Brincos		Novola	
3. Los Relámpagos		Novola	
4. Maria Dolores Pradera		Zafiro	
5. Megaton Ye Ye	Micky, Loa Tonys, Mochi	Novola	
6. Narciso Yepes		Zafiro	
7. Los Chimberos		Zafiro	
8. Tablao Flamenco	Various Artists	Zafiro	
9. Doña Francisquita		Zafiro	
10. Carlos Acuña		Zafiro	

TEMPO

E.P.'s			
1. Zorba El Griego	Original Soundtrack	20th Century Fox	
2. El Pequeño Tamborilero	Harry Simeone	20th Century Fox	
3. Una Mentira Piadosa	Los Gemelos del Sur	Tempo	
4. Este Amor	Los Gemelos del Sur	Tempo	
5. Me Lo Dijo Perez	Maria Manuela	Tempo	
6. Tus Manos	Rosita Ferrer	Tempo	
7. Alta Y Delgada	Los Astros	Tempo	
8. Ninguno Me Puede Juzgar	Anna	Tempo	
9. Tengo Un Nuevo Angel	Ana Belén	Tempo	
10. Yesterday	Mary Wells	20th Century Fox	

BERTA

E.P.'s			
1. Poquito A Poco	George Green		
2. Fandangos De Huelva			
3. Indeciso	Trio Siboney		
4. A Carmen Amaya	Antonio Latorre		
5. Pensando En Adela	Augusto José		

MARFER

E.P.'s			
1. El Cordobes	Manolo Loperó		
2. Los Cuatro Muleros	Flor de Córdoba		
3. Fiesta Española	Banla Taurina El Soto		
4. El Silencio	Willy Schoebben		
5. Muñeca De Cera	Renata		

L.P.'s			
1. Coros Del Ejercito Ruso, Vol. 1			
2. Las Cuatro Estaciones (Vivaldi)	Colegio Músicos de Paris		
3. Valses Celebres	Org. Sociedad de Conciertos de Viena		
4. Pasodobles de España			

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Singel 170-172 - Amsterdam - Holland
Phone: 245588 (020)

HOLLAND—The Past 12 Months

THE HAGUE—The past twelve months have been very satisfactory for the record market in the Netherlands. Gross sales can be roughly fixed on a total of eighty million guilders (Bank-rate: US \$1.00 = Dutch Fl. 3.60). The population of Holland is a little over 13 million at this moment and there are about 1,500,000 record-players in private use.

STRESS ON SINGLES: in total some 12 million records were manufactured in Holland during the period May 1965-April 1966. Taking Phonogram as an example, it is significant that this company sold over two million singles, more than half of the company's entire record-production. (Other companies report an even higher figure—70 or 80 percent of the productions). Apart from an intensive singles market, there are excellent opportunities in the future to extend the manufacturing of both the cheaper and the more expensive LP'S. It can be stated that the EP and the ten inch LP will disappear gradually from this market as well, although in some cases good business can be done with certain EP material when no cheaper substitutes are available.

The beat-scene impact from Anglo-American publishers' and record companies' sources has hit the Dutch teenage market very favorably. Holland has some 400 beat groups now, with original or Anglo-American repertoire. Beat groups and singers from Dutch origin are getting more and more fan recognition and all record companies have jumped on this silver mine. However, gold keeps flowing in from those famous young artists who have established high positions in the hit parades in America, England, and, in a way, in France and Germany, provided that the latter countries produce artists with their own orientations on the Anglo-American styles. Practically all young hit-paraders of the beat scene and from rhythm & blues areas (not C & W), either having or not having made "live" performances in Holland, succeed in doing an extra turnover via the Dutch record companies.

What the companies had known for many years, was now confirmed by the facts—apart from the very big hits, singles in simple white or brown (etc.) paper covers are no longer marketable. Companies have to produce for each recording a special cover with photograph & tc of the artist(s) involved. In some cases printed information about the artist—when being in-

troduced as new talent—is necessary. Most the backs of the paper-covers are used for advertising other hits so that the extra costs for the companies can be reasonably compensated in this way.

A remarkable success was noted in the popular LP field, where it was proven that it is NOT the cheaper price which attracts the buyers in the first place. The main thing is material and production. A market can be ruined when the choice of repertoire for cheap LP production is not correctly done. The cheap LP, which is taking over the place of the EP market, has its own public, but many LPs were released in higher price categories and sold beyond first estimations. In Holland, this was especially the case with Dutch satirical cabaret and with pop LPs of highly commercial teenage material like the Beatles and the Rolling Stones. Some companies are now planning low-priced LPs for the teenage market.

Just recently, the Dutch record market received notice from the Dutch Minister of Economic Affairs that the so-called "Vertical binding of prices" ban has been lifted. This means that the prohibition order from Dutch dealers to fix their own prices is no longer in effect. However, to prevent a regular price war, Dutch dealers will certainly have themselves guided in this respect by the counsel from Dutch manufacturing companies, like Phonogram, Bovema, Siemens, Artone and Inelco. Jack Haslinghuis, Phonogram's managing director whom we spoke to in this matter, added that dealers were advised not to make any comparisons in prices or suggestions in this direction, like "now two dollars only" on cards, labels or whatsoever (with the exception of the twice a year clearances), and that dealers should stick to a standard price per record-item.

SUMMARIZING: Another prosperous year for the Dutch record-industries, dealers and publishing companies. Growing interest for home-talent. Strong stress on hit singles with a tremendous revival of the English and American "beat" sound, but also a tendency to buy more expensive (stereo) record-playing sets, and consequently a guarantee for the expensive, luxurious LP. Cheaper LPs take over the place of the EP and 10" LP. Increasing amount of TV performances in Holland by foreign artists and increasing interest for Dutch musicians abroad.

HOLLAND - Music Publishers

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Director: Wim van Vught

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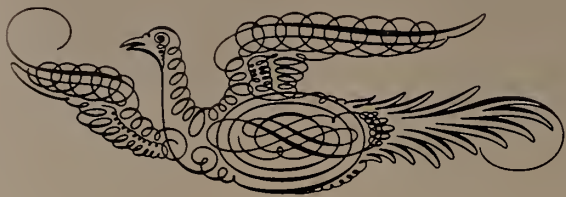
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A.&R. Manager: Lion J. Swaab
Publicity & Promotion: Paul Visser
Labels: Artone, ABC, Paramount, Cameo-Parkway, Festival, Impulse, Ricordi, Speciality, United Artists, Westminster.

BARCLAY NEDERLAND N.V.
Singel 104, Amsterdam
Phone: 234361
Managing Director: B. R. Massen
Labels: Barclay, Riviera, Erato, Hispavox, 20th Century Fox.

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Phone: 80750
President: G. M. Oord
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Publicity: Cees Sprangers
Labels: Columbia, Capitol, His Master's Voice, Imperial, Liberty, Pathé, S.M., Stateside, Ember, Parlophone-Odeon, Gloria, Waverley.

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Beursstraat 21, Amsterdam
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Sales Manager: Ch. P. Noordendorp
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Administration: A. M. Esveld
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Publicity & Promotion: Paul Visser
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Asst. Director: J. F. Mascini
Sales Manager: J. Beutler
Public Relations: A. N. Prins
A & R Manager: C. Koelman
Labels: RCA, Amadeo, Elite, Strike.

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Kroome Waal 18-19, Amsterdam
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Program Dept. Bart Klimmert
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Administrator: F. Wijngaard
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in
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PHONOGRAM

1. After Math—Rolling Stones (Decca)
2. This Strange Effect—Dave Berry (Decca)
3. Een avond Met Wim Sonneveld—Wim Sonneveld (Philips)
4. Out Of Our Heads—Rolling Stones (Decca)
5. Shaffi Chantant—Ramses Shaffi (Philips)
6. Heerlijk Duurt Het Langst—Soundtrack (Philips)
7. Boudewijn de Groot—Boudewijn de Groot (Decca)
8. The Pretty Things—The Pretty Things (Fontana)
9. My Generation—The Who (Brunswick)
10. That's Our Song—Esther & Abraham Ofarim (Philips)

BOVEMA

1. Rubber Soul—The Beatles (Parlophone)
2. One Man Show '65—Toon Hermans (HMV)
3. The Animals Tracking The Hits—The Animals (Columbia)
4. Sinatra's Greatest—Frank Sinatra (Capitol)
5. De Lachende Kerk—Fons Jansen (Columbia)
6. Medlies Op Het Magic Organ—Cor Stein (Imperial)
7. Les Compagnons De La Chanson—Les Compagnons de la Chanson (Columbia)
8. Nat King Cole's Greatest—Nat King Cole (Capitol)
9. Mary Poppins—Soundtrack (HMV)
10. Cliff & The Shadows '65—Cliff Richard & The Shadows (Columbia)

NEGRAM

1. Der Zigeunerbaron—Rudolf Schock, Robert Stolz a.o. (Eurodisc)
2. The Kinks—The Kinks (Pye)
3. Introducing The Motions—The Motions (Havoc)
4. Revisited—Eartha Kitt (Mode)
5. A Man And His Music—Frank Sinatra (Reprise)
6. Françoise Hardy—Françoise Hardy (Vogue)
7. What's Bin Did And What's Bin Hid—Donovan (Pye)
8. Hora—Danses et Chants d'Israel—Oranion Zabar Troupe (Mode)
9. Boots—Nancy Sinatra (Reprise)
10. Hitmakers—Kinks—Sandie Shaw—Honeycombs etc. (Pye)

INELCO

1. The Sound Of Music—Julie Andrews (RCA)
2. Up Thru The Years—Jim Reeves (RCA)
3. Die Grosse Erfolg—Harry Belafonte (RCA)
4. Harum Holyday—Elvis Presley (RCA)
5. The Golden Records Of Jim Reeves—Jim Reeves (RCA)
6. Elvis' Golden Records Vol. III—Elvis Presley (RCA)
7. The Best Of Jim Reeves—Jim Reeves (RCA)
8. The Glenn Miller Story—Glenn Miller (RCA)
9. Hammond Cocktail—Will Horwell (RCA)
10. Joan Baez Vol. 5—Joan Baez (Amadeo)

POLYDOR

1. Just Earrings—Golden Earrings (Polydor)
2. Getz Au Gogo—Astrud Gilberto & Stan Getz (Verve)
3. Night Train—Trio Oscar Peterson (Verve)
4. Love Letters—Bert Kaempfert (Polydor International)
5. Trio Hellenique Au Soleil De La Grece—Trio Hellenique (Adria)
6. Hammond A Gogo—James Last Band (Polydor)
7. Wiener Spatziengänger—Peter Alexander (Polydor)
8. Die Spitzenritter 1965—Hits of 1965 (Polydor) Various Artists
9. In Einer Bar In Wein—Fritz Schulz Reichel und das Bristol-Bar-Sextet (Polydor)
10. Von Kontinent Zu Kontinent—Freddy Quinn (Polydor)

ARTONE

1. ZZ & The Maskers—ZZ & The Maskers (Artone)
2. Golden Hits—Willy Schobben (Artone)
3. 16 Latin Favorites—Los Tenientes (Artone)
4. Strauss In Hi-Fi—Festival Symphony Orchestra (Artone)
5. Greatest Hits—Ray Charles (Artone)

FUNCKLER

1. On Stage—Chuck Berry (Chess)
2. 16 All Time Greatest Hits—Bo Diddley (Chess)
3. At Newport—Nina Simone (Colpix)
4. Ajoen Ajoen—Willy and his Giants (Funckler)
5. Sing Something Simple—Adam Singers (Palette)

CBS

1. Westside Story—Soundtrack (CBS)
2. My Fair Lady—Soundtrack (CBS)
3. Porgy & Bess—Soundtrack (CBS)
4. Barbra Streisand "People"—Barbra Streisand (CBS)
5. Barbra Streisand "My Name Is Barbra"—Barbra Streisand (CBS)

BARCLAY

1. Zorba The Greek—Original Soundtrack (Fox)
2. Aznavour '65—Charles Aznavour (Barclay)
3. La Boheme—Charles Aznavour (Barclay)
4. Latest LP Jacques Brel—Jacques Brel (Barclay)
5. Olympia '65—Jacques Brel (Barclay)

CNR.

1. The Scorpions—The Scorpions (CNR)
2. Trio Hellenique—Trio Hellenique (CNR)
3. Selvera's—Mieke & Zus Selvera (CNR)
4. Gert Timmerman—Gert Timmerman (CNR)
5. De Luchtmechtkapel Speelt 12 Beroemde Marsen—Luchtmecht Kapel (CNR)

DURECO

1. Madadie d'Amour and Other Hits—Nina & Frederik (Metronoom)
2. Play Bach Album—Jacques Loussier (Omega)
3. Tropical—Louis Bordon y sa Harpa Paraguaya (Metronoom)
4. 48 Kinderliedjes—Kinderkoor Pippeloentje (Dureco)
5. Mary Poppins—Dutch version (Omega)

BASART

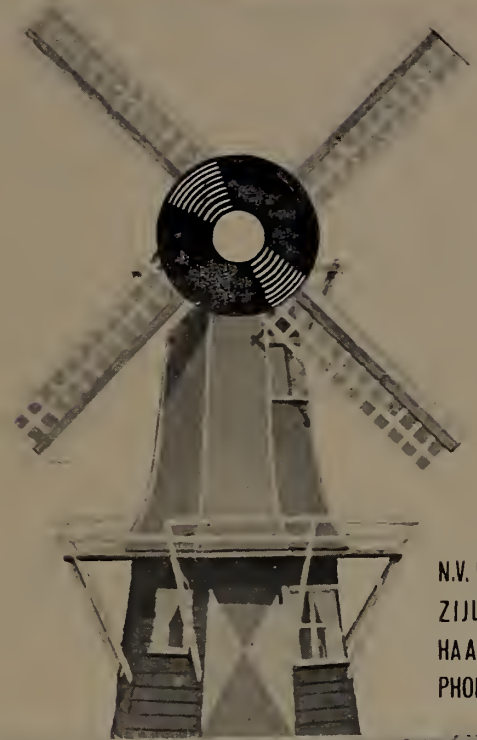
1. Sinterklaas is Jarig (Basart)
2. Caramella Zandvoort (Basart)
3. Abend In Der Taverne—Harry Mooten (Basart)

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1. Caroline Kaart (Stibbe)
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(Continued from page 85)

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Deutsche Grammophon, Dot, Heliodor, M.G.M.,
Polydor, United Artists.

(Continued on page 98)

HOLLAND'S LIST OF BEST SELLERS
(SINGLES) PAST 12 MONTHS

1. This Strange Effect (Dave Berry/Decca) (Altona-Kassner/Amsterdam)
2. Satisfaction (Rolling Stones/Decca) (Essex-Holland-Basart/Amsterdam)
3. Help (The Beatles/Parlophone) (Leeds-Holland-Basart/Amsterdam)
4. These Boots Are Made For Walkin' (Nancy Sinatra/Reprise)
5. Yesterday (The Beatles/Parlophone) (Leeds-Holland-Basart/Amsterdam)
6. Michelle (The Beatles/Parlophone) (Basart/Amsterdam)
7. We Can Work It Out/Day Tripper (The Beatles/Parlophone) (Leeds-Holland-Basart/Amsterdam)
8. You've Got Your Troubles (Fortunes/Decca) (Mills-Holland-Basart/Amsterdam)
9. Here It Comes Again (Fortunes/Decca) (Francis-Day-Melodia/Amsterdam)
10. As Tears Go By/19th Nervous Breakdown (Rolling Stones/Decca) (Altona/Amsterdam, Basart/Amsterdam)
11. Dedicated Follower Of Fashion (Kinks/Pye) (Belinda/Amsterdam)
12. To Whom It Concerns (Chris Andrews/Vogue) (Basart/Amsterdam)
13. That Day (Golden Earrings/Polydor) (Basart/Amsterdam)
14. Glaasje Op . . . Laat Je Rijden (Sjakie Schram/Artone) (Portengen/Haarlem)
15. I'm Gonna Take You There (Dave Berry/Decca) (Francis-Day-Melodia/Amsterdam)
16. I Got You Babe (Sonny and Cher/Atlantic) (Belinda/Amsterdam)
17. Shame And Scandal In The Family (Shawn Elliot/Mercury) (Basart/Amsterdam)
18. Second Hand Rose (Barbra Streisand/CBS) (Basart/Amsterdam)
19. Get Out Off My Cloud (Rolling Stones/Decca) (Essex-Holland-Basart/Amsterdam)
20. Wasted Words (Motions/Havoc) (Impala-Basart/Amsterdam)
21. Sophieetje (Johnny Lion/Philips) (Uitgeverij Portengen/Haarlem)
22. Eve Of Destruction (Barry McGuire/RCA)
23. Universal Soldier (EP) (Donovan/Pye) (Holland Music/Amsterdam)
24. If You Wait For Love (Dave Berry/Decca) (Altona/Amsterdam)
25. Baldheaded Woman (Jay-Jays/Philips) (Altona/Amsterdam)

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BELGIUM—The Past 12 Months

In general it can be stated, that most companies here have done well during the past year. There are of course a few exceptions, but these are hardly worth mentioning. Sales of singles at the normal retail price of 66 fr (\$1.32) have been very good. Nevertheless it is a subject we should dwell on somewhat, because we have witnessed here something rather startling. As a result of the systematic lowering of the prices of LP's, sales of EP's (retail price: 99 fr, or \$1.98) have fallen off. Noteworthy was the fact that retailers did not lower the price of EP's. Prices were held at the same level, while LP's, on the other hand, became cheaper at almost a daily rate. The logical and expected result was that sales of EP's dropped to almost nil! One company (and why not mention it), namely, Anvers Radio, created a sensation by putting its Ember LP's on the market at 99 fr (\$1.98) or exactly the price of an EP! Among the titles were some by Roy Orbison, a top singer, whose newest sides were currently out on Decca and selling like hot cakes, both as singles and LP's. This quite naturally caused some agitation.

The situation was the subject of many discussions in the "Chambre Syndicale" in Brussels, in particular the problem created by these all too cheap LP's. Towards the end of the winter we did notice that LP's were priced slightly higher than during the summer of 1965. Either the com-

panies could no longer keep up the price lowering, or else they wanted to straighten out the market. In any case, sales of EP's did not improve. It would therefore seem the EP has had its day. On the other hand the single is still picking up and is quite healthy.

In the course of the year, there has been on the whole, much more local production. In this respect we can even point out that many local productions have reached the top. Among imports, as far as sales figures are concerned, British recordings are number one. With a big French market next door, we could have our doubts, yet the British recordings are selling still better. Belgian firms distributing British labels, told that—with the influence of the British beat—the demand for everything that comes out of Britain is increasing each day.

The United States has lost some ground for sure. Some American recordings have even disappeared from our hit-parades during the past year.

In short: the local Belgian production is steadily gaining.

We think the best illustration is provided by the companies themselves and the ten recordings which have registered the best sales during the past year, from each firm, in order. This provides us with a very clear indication of the real situation as far as "hits" by each firm is concerned.

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(According to Label)****ARTONE**

1. Cara Mia
2. Cadillac
3. Baby, Baby, Balla Balla
4. Gamma Goochee
5. I Hear A Symphony
6. I A Demain My Darling
7. I Can't Help Myself
8. Glaasje Op . . . Laat Je Rijden
9. Hang On Sloopy
10. My World Is Empty Without You

Jay And The Americans
The Renegades
Chubby Checker
Gamma Goochee
The Supremes
Marie Laforet
The Four Tops
Sjakie Schram
The Ramsey Lewis Trio
The Supremes

BARCLAY

1. La Danse De Zorba
2. I Got You Babe
3. Amsterdam
4. La Montagne
5. La Bohème
6. El Cordorbes
7. Paris Au Mois D'Aout
8. Potemkine
9. Hang On Sloopy
10. Mon Credo

Film-soundtrack
Sonny and Cher
Jacques Brel
Jean Ferrat
Aznavour
Dalida
Aznavour
Jean Ferrat
The McCoys
Mireille Mathieu

C.B.S.

1. Like A Rolling Stone
2. Mister Tambourine Man
3. The Sound Of Silence
4. Positively 4th Street
5. Turn Turn Turn
6. Quello Sbagliato
7. Second Hand Rose
8. Just Friends
9. Rainy Day Women nr 12 And 35
10. La Salade

Bob Dylan
The Byrds
Simon And Garfunkel
Bob Dylan
The Byrds
Bobby Solo
Barbra Streisand
Ray Conniff
Bob Dylan
Les Godasses Vertes

PALETTE

1. Early Bird
2. Heimwee Naar Huis
3. Guantanamo
4. La Poupée Qui Fait Non
5. Mad Train
6. Nadine
7. 1-2-3
8. Les Parents
9. A Long Walk Home
10. A Taste Of Honey

André Brasseur
Will Tura
Digno Garcia
Michel Polnareff
André Brasseur
Luigi
Ariane
Bob Delmare
The Mertens Brothers
The Waikikis

PHILLIPS—Polygram

1. Même Si Tu Revenais
2. Le Folklore Américain
3. Capri, C'Est Fini
4. Le Diable Me Pardonne
5. Buona Fortuna
6. Sophietje
7. Ring Ring
8. Keep On Running
9. The Sun Ain't Gonna Shine Anymore
10. King Of The Road

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8. Yesterday
9. Spanish Eyes
10. Quand Il Est Mort Le Poete

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187408 and 09
Director: W. Goldschmidt
Sales Manager: A. Jenty

ARTONE
Boulevard Boudouin, 21, Brussels 1. Phone
191170 and 186408
Managing director: Mrs. P. Robiefroid
Publicity and press: W. Delabastita

BARCLAY
rue du Lombard, 31, Brussels 1. Phone 118197
Managing director: V. Bral
A and R manager: Peter Plum
Press and Publicity: Muriel Delavignette

CARDINAL
Belgielei, 143, Antwerp. Phone 304943
Managing director: Rocco Granata
Sales manager: Willy Vandersteen

CANDLE
Bolwerklaan, 19, Brussels 1. Phone 780683
and 014/43763
Managing director: Camille Saye

CBS
Boulevard Boudouin, 21, Brussels 1. Phone
191170 and 186408
Managing director: Pascal Robiefroid

DISCOBEL SA
rue du Lombard, 31, Brussels 1. Phone 13 39
54
Managing directors: Mrs. Penninck and Mr.
Van de Walle

DISCOLIVRET SA
4a, Quai du Commerce, Brussels 1. Phone
177678
Managing director: Mrs. Ginsburg

FONIOR SA
Quai des Charbonnages, 26-28, Brussels 8.
Phone 254010.
Managing director: Pelgrims de Bigard
Sales manager: Albert De Reuck
A and R manager: Achille Palmans.

GRAMOPHONE SA
Quai des Charbonnages, 72, Brussels 8.
Phone 274390.
Managing director: John Kirsch.
Sales manager: Emile Garin.
Artistic director: Jeff De Boeck.

HEBRA
rue St-Christophe, 30, Brussels 1. Phone
129375-127361.
Managing directors: Mrs. Brauer and J.
Darlier.

INELCO BELGIUM SA
rue de l'Hopital, 24, Brussels 1. Phone 112220.
Managing director: Pierre-Jean Goemaere.
Sales manager: Mr. Colpin.
A&R manager: Ivon de Bie.

PALETTE
rue de la Madeleine, 13, Brussels 1. Phone
115120.
Directors: Mr. F. Faecq and R. Kluger.
A&R manager: Roland Kluger.
Public relations and press: Pierre Meyer and
Robby.

PHILIPS
rue d'Anderlecht, 37, Brussels 1. Phone
134444-134440.
Managing director: Mr. De Vos.
Press and publicity: Mr. Moens.

SHOW
Steenweg op Diest, 69, Aarschot (Brabant).
Phone 016-66999.
General manager: Jules Nijs.

REWARD-RECORDS (JOKERS A.G.C.)
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Executive managers: R. Sigo and J. Clauwers.
Olmenlaan 4, Antwerp L/O, Belgium
Phone: 32.68.58.

RONNEX
rue van Meyel 31 Brussels 2.
Managing director: Albert Van Hoogten.

SACHEM
Boulevard Boudouin, 19, Brussels 1. Phone
187860.
Managing director: René Hermans

SCHOTT FRERES
rue Saint-Jean, 30, Brussels 1. Phone 112122.
Managing director: J. J. Junne.

POLYDOR
116 Chaussée de Charleroi, Brussels 6. Phone
373100.
Managing director: Walter Holzappel.
A&R manager, press en public-relations:
Mich Mertens.

SOBEDI
20 Boulevard Maurice Lemonnier, Brussels 1.
Phone 131307 and 131306.
General Manager: Fernand Janssens.
Executive manager: Georges Martens.

SONOBEL
rue Rouppe, 4 Brussels 1. Phone 120928.
Managing director: Mr. Borzée.

AGENCE TOTDENHAUPT
122 rue Saint Denis, Brussels. Phone 430050.
Managing director: Mr. Totdenhaupt.

VOGUE
Boulevard Barthelémy, 35, Brussels 1. Phone
117991 and 117973.
Managing director: Roger Meylemans.
Public Relations: Gigi Bastin.

WILL
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Barclay, Atlantic, Atco, Rigolo, Hispavox, 20th Century Fox

ARTONE
Cameo-Parkway, Oriole, Ricordi, Speciality, United Artists, Westminster, Bärenreiter, Epic, Chess-International, Colpix, Hickory, Tamlamotown, Festival, Palette, Artone, Funckler

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SA GRAMOPHONE
His Master's Voice, Columbia, Pathé, Capitol, Gloria, Parlophone, Odéon, Trianon, Liberty, Mondiohonic, Charlin, Stateside, Encore, Angel Markal

VOGUE
Vogue, Vogue Contrepoint, Pop, Vogue International, Jazz Selection, Swing, Mode, Collection Sidney Bechet, A.Z., Monte Carlo, Lou, Line, Number One, May, Diadem, Epsilon, Pacific, Orphee, Chanson D'Orphee, Pye, Nixa, Golden Guinea, Marble Arch, Picadilly, Deutsche Vogue, Tono, Sprint, Saar, Music, Jolly, Orfeu, Belter, Mocambo, Orfeon, Maya, Trans Canda, Franco Disques, Teichiku, Clan, Warner Bros, Reprise, Loma, Dot, Hamilton,

Gene Norman, Crescendo, Autumn, Peacock, Duke, Back Beat, Jay Gee, Time, Mainstream, Premier, Scepter, Wand, Elektra, Kapp, Medallion, Glap Hamp, Guardian, Laurie, Legend, Miller, Somerset, Red Bird, Blue Cat, Brent, Hispavox

POLYDOR

Polydor, Saba, Deutsche Grammonphon Gesellschaft, Archiv, Kama Sutra, MGM, Verve, Verve Folkways, Adria, Roover, Metronome

FONIOR

Decca, Ace of Clubs, Ace of Diamonds, London, Omega, Vega, Telstar, Cid, Week-end, Durco, Otte, Capri, Copacabana, Das alte werk, Saga, Musique pour tous, Lyrique pour tous, Society, Arc, Victory, Varietes pour tous, Box, Germain, Orly, Discophon, Fonit, Valmy, Sunderland, Symco National, President, Viking, Egmont, Mecca, Brunswick, Coral, Vocalion, Cetra, Ranch, Video

DISCOBEL

Ariola, Baccarola, Bluesville, Cantate, CNR, Delta, Discostar, Erato, Eurodisc, Hansa, Imperial, Jubilate, Lumen, Prestige Riviera, Roulette, Sonet, Storyville, Studio SM

INELCO

RCA Victor, RCA Camden, RCA Victrola, Amadeo, Strike, Relax, Iramac, Stereo 8

ANVERS RADIO

ABC-Paramount, Telefunken, Elite, Impulse, Ducretet, Thomason, Ember, Arsa, Hebra, Durium, Command, Audio Fidelity

BELGIUM— Recording Studios

SA GRAMOPHONE
Quai des Charbonnages, 72, Brussels 8. Phone 274390.
Managing director: John Kirsch.
Music and artistic director: Jeff De Boeck.

FONIOR
Quai des Charbonnages, 26-28, Brussels 8. Phone 254010 and 270801.
A smaller one also in Brussels: Chaussée de Jette, Brussels 8. Phone 268363.
General manager: Pelgrims de Bigard.
Music director: Achille Palmans.

SOBEDI
Boul. Maurice Lemonnier 20, Brussels 1. Phone 131307 and 06.
Managing director: Fernand Janssens.
Music director: Mr. Martens.

PHILIPS
rue de Poincon, 17, Brussels. Phone 254010.
Same direction as Fonior (see above).

PALETTE
rue de la Madeleine, 13, Brussels 1. Phone 115120.
Managing director: Roland Kluger.
Music director: Verbestel.

RCA-Studio
rue de l'Hopital, 20-24, Brussels 1. Phone 112220.
Managing director: P. J. Goemaere.
Music director: Ivon de Bie.

BELGIUM – Best Selling Singles (According to Label)

DISCOBEL:

1. Shame And Scandal In The Family (Shawn Elliot)
2. La Passionnata (Guy Marchand)
3. Le Chef De La Bande (Frank Alamo)
4. Ik Heb Me Weer Vergist (Bob Smit)
5. Des Filles Et Des Garçons (Frank Alamo)
6. Sing C'est La Vie (Frank Alamo)
7. De Sleutel Van De Juke-Box (Cocktail Trio)
8. For Your Love (The Yardbirds)
9. J'ai Tant De Peine (Annie Philippe)
10. Wenn Das Geschieht (Peter Alexander)

INELCO:

1. Il Mondo (Jimmy Fontana)
2. Eye Of Destruction (Barry McGuire)
3. Crying In The Chapel (Elvis Presley)
4. I'm Yours (Elvis Presley)
5. Si Fa Sera (Gianni Morandi)
6. Les Guingettes (Alain Barrière)
7. The Sound Of Music (Soundtrack)
8. Le Belle Epoque (LP)
9. The Ballad Of The Green Berets (Barry Sandler)
10. El Potofo (Les Chakachas)

POLYDOR:

1. Dans Wat Dichter Bij Mij (John Larry)
2. Woolly Bully (Sam the Sham and the Pharaohs)
3. Moon Over Naples (Bert Kaempfert)
4. Laat Je Hoofd Op Mijn Schouder (John Larry)
5. Du Bist Nicht Allein (Roy Black)
6. Ganz In Weisz (Roy Black)
7. Substitute (The Who)
8. 1-2-3 (Len Barry)
9. Leve 66 (Stafke Fahri)
10. Abschied vom Meer (Freddy)

FONIOR:

1. J'ai Pleure (Claudia Silva)
2. La Danse De Zorba (Duo Acropolis)
3. This Strange Effect (Dave Berry)
4. Satisfaction (The Rolling Stones)
5. 'Hem Geblet (The Strangers)
6. Lett Kiss (Gudrun Jankiss)
7. Je Te Donne Mon Coeur (Claudia Silva)
8. The French Song (Lucille Starr)
9. Goodnight (Roy Orbison)
10. The Last Time (The Rolling Stones)

ANVERS RADIO:

1. Moi Je Dors Avec Nounours Dans Mes Bras (Karine and Rebecca)
2. Juanita Banana (The Peels)
3. It's Magic (Della Reese)
4. Kleine Annabell (Ronny)
5. The Cincinnati Kid (Ray Charles)
6. Quand J'irai A La Grande Ecole (Karine et Rebecca)
7. Nobody Needs You Like Me (Fats Domino)
8. Les Haricots Rouges En Public (Les Haricots rouges)
9. Angelique Marquise Des Anges (Soundtrack of the film)
10. Attends! . . . Attends! . . . (Serge Davignac)

VOGUE:

1. Il Silenzio (Nini Rosso)
2. My Love (Petula Clark)
3. These Boots Are Made For Walkin' (Nancy Sinatra)
4. Les Marionnettes (Christophe)
5. Yesterday Man (Chris Andrews)
6. Dedicated Follower Of Fashion (The Kinks)
7. Michelle (The Overlanders)
8. Merci Cherie (Udo Jurgens)
9. Aline (Christophe)
10. Les Elucubrations D'Antoine (Antoine)
11. La Maison Ou J'ai Grandi (Françoise Hardy)
12. Strangers In The Nights (Frank Sinatra)
13. Let's Go (The Routers)
14. Catch The Wind (Donovan)

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Switzerland, with its population of 5 million inhabitants, has an annual record turnover worth 35 million Swiss francs. On the whole the market over the past year has remained stable although there have been changes in trends, particularly in the album field where a 10" LP is rapidly disappearing in favour of a 12" record and stereo sales are thriving at the expense of mono. In fact, like Germany and Denmark, new album releases are in stereo only. There has also been a change in the sale of records price-wise, with a switch from the high and middle priced category to the lower priced range in which some albums are available at 10.95 francs. The top price for luxury pack albums is 27 francs and in this bracket recordings by top international artistes are greatly sought after. Middle priced classics and top pops sell for 21.50 francs (show albums such as "My Fair Lady" and "The Sound of Music" are top sellers) whilst lower priced series sell at 15 francs. Single sales retailing at 4.75 have remained steady selling most in the German section whilst the French sector (like France itself) is more of an E.P. market.

This time last year we estimated that total cash sales were made up of 40% L.P.'s; 40% E.P.'s and 20% singles. This year, with the growing interest in albums, the figures are more likely to read L.P.'s 50%, E.P.'s 30% and singles still at 20%. Sales (particularly singles) have suffered in some areas as a result of the Government's anti-inflation laws. Certain restrictions have been imposed on the entry into Switzerland of foreign (guest) workers who, at one time, accounted for approximately 30% of the whole working population. Work permits are now necessary and companies are only allowed to employ a regulated number of non-Swiss personnel. Two years ago Switzerland employed over 750,000 guest workers from Italy and other countries, ten percent of them (mostly Italians) have now returned home bringing about a drop in record sales. One of the most important developments of the past twelve months has been the introduction of pre-recorded tapes into Switzerland. Philips and D.G.G. were the first to launch them in August 1965 since when Musikvertrieb (Teldec) have also introduced their system of pre-recorded tapes for use on Grundig recorders. The repertoire available is in many cases identical with existing L.P. material but the cartridges selling at 24 francs are about ten per cent more expensive than their L.P. equivalent. Although not designed to take over from disks cartridges open up a vast new music market—cars, picnics, the beach etc.

During the year the Ex-Libras club controlled by the Megros concern (a distributional organisation for food and household commodities) has contracted with the record industry to release 20 different recordings a month. The recordings will be available to Ex-Libras by all record manufacturers for issue on their original label at club prices (3.90 francs singles and up to 16.50 francs for 12" L.P.'s). The records however will not be made available to the club until a reasonable period has elapsed since their initial release to the record trade. For classical L.P.'s the time lag is one year, for pop albums three months and for current hit singles three to four weeks.

Apart from the wealth of local national folk recordings which enjoy considerable home and export sales all the year round, Switzerland always has been and remains, an import market. Zurich, the banking centre of the world, is also the music capital of Switzerland housing many of the country's leading record and publishing companies. Here we find Musikvertrieb A. G. the record-publishing and coin machine empire presided over by Maurice Rosengarten for whom it has been another highly successful year. During the period under review Musikvertrieb has acquired American Decca (including Ace of Hearts and

Coral) and as of April took over distribution of the Reprise label in Switzerland. They confirm rising L.P. sales as well as an appreciable advance in stereo with single sales down a little. Best sellers of the year included "Marmor Stein Und Eisen Bricht" by Draf Deutscher; "Satisfaction" by The Rolling Stones and "Se Piangi Se Ridi" by Bobby Solo. The German singer Manuela had a big hit with "Kusse Untern Regenbogen" as did the Italian singer Francesco Frascino with "Nostalgio Emigrante". The major classical triumph for the year was the Gotterdammerung set with Solti conducting on Decca. The publishing company which represents several major catalogues also report a year of active progress. Hits have included "Sound of Silence"; "Barbara Anne"; "Homeward Bound"; "Too Little Time" and the San Remo entry "Una Rosa Da Vienna". Musikvertrieb have re-organised their radio and television department which, during the year, has removed to larger premises in Zurich incorporating a magnificent showroom. The company has expanded its interests in radio and television, record players and hi fi equipment, thus increasing its share of the market. They have also introduced the Teldec cartridges and Telefunken/Grundig tape recorder and player equipment.

Philips A. G. have also had a good year with their strong roster of artistes maintaining excellent sales. Besides the established favourites such as Claude Francois, Johnny Hallyday, Sheila and France Gall, a new French singer has emerged in Herve Vilard who scored heavily in the singles and L.P. charts with "Capri C'est Fini." In the realm of specialised music Philips had a big success with the L.P. "Appenzeller Klaenge" recorded by original groups from the Appenzeller mountain regions of Switzerland. During the year Philips acquired the French classical label "Cycenus" which includes recordings by the Swiss Chamber Orchestra of Lugano under the direction of Edwin Loehrer.

For Hans Oestreich of Turicaphon A. G. it has been a year of expansion in all directions. With the only pressing plant in Switzerland output was a little over their usual 3 million due to the increase in L.P. production and a stepping up of commercial recordings. Turicaphon has added to its growing catalogue of albums and now has over 250 stereo L.P.'s released on its own Elite Special label. This year they have introduced a new series of classical recordings "Masterworks of Music" selling at 17 francs. Ten have been issued including works by Beethoven, Mozart and Bach performed by artistes such as Teresa Stich-Randall, Jean-Bernarde, Pommier, Pietro Bottazzo etc. etc. Still in the classical field Turicaphon have three notable operatic L.P.'s with excerpts from "Media" with Callas, "Rigoletto" with Scotto and Kraus and "Lucia Di Lammermor" with Di Stefano and Scotto which are all selling well at 24 francs. Another highlight was their special Christmas L.P. "Froehliche Neihnacht Uberall" of seasonal hymns and carols which sold over 100,000. On the publishing side the group of companies which includes Turicaphon, Annabella and Flora Music, have also had a successful year of hits with sheet music sales higher than ever particularly with Beatles numbers. Other best sellers included "Balla Balla" by the Rainbows, "Kleine Annabelle" by Draf Deutscher and "Hawaiian Bells" by The Hula Hawaiians. Once again Turicaphon exhibited at the Basel Fair in April this year and have expanded their export business.

The Finsterwald and Cantacuzene, Vogue S. A. and Belmont S. A. group of companies report a highly successful year with a considerable rise in turnover. In addition to companies already represented Vogue, Deutsche Vogue, Erato, Durium, Saar, Dot, Kapp and Roulette the following have

(Continued on page 97)

SWITZERLAND—The Past 12 Months

(Continued from page 96)

been taken on Jolly, Music, Artone, Funkler, Lumen, Palette, Transatlantic and Zafiro. The chart successes by artistes from these labels in Germany, France, Italy, Great Britain and United States has been repeated in Switzerland to the satisfaction of the local company. As a result of the label acquisitions many new international names have been added to the company's roster. From Germany Udo Jergens, Suzie and Twen Twins. From France Petula Clark, Daniel Gerard, Francois Hardy, Eileen, Guy Mardell, Christophe, Dominic Walter, Bernard Lafferaud and Antoine. Italian artistes include Nini Rosso, Los Marcellos Ferial, Isabella Ianetti, Remo Germani, Nicola Di Bari and Little Tony. Top names from Britain now handled by the company include The Kinks, Sandie Shaw, Chris Andrews, Sounds Orchestral, The Honeycombs, The Searchers, Donovan and The Overlanders whilst American stars who enjoy success are Dionne Warwick, Billy Vaughn, Pat Boone, Shirley Ellis, Shawn Elliott, Dean Martin, Frank Sinatra, Sammy Davis and Trini Lopez. The fact that many of these artistes record in several languages, French, German and Italian, are much in demand. All the artistes mentioned had best selling records in Switzerland during the year. Major European Festivals have also brought success to Finsterwald and Cantacuzene. At San Remo with "Cosi Come Viene" by Remo Germani and "Mai, Mai, Valentina" by Pat Boone whilst Udo Jergens won an overwhelming victory at the Eurovision Song Contest with his own composition "Merci Cheri".

For EMI A.G. it has been the first year at their new H.Q. in Zug under the direction of Mr. Beviere. However, the EMI product is promoted and distributed in Switzerland by Jecklin and Hug. For Jecklin and company, after a slight fall in sales in 1965 due to the decline of pop groups, 1966 has so far proved very satisfactory. The Beatles remain the company's best sellers but only with their new releases and not with their entire repertoire as was the case a couple of years ago. Cliff Richard and The Shadows and British artistes generally enjoy continued success. French singers Richard Anthony and Enrico Macius have also taken Jecklin into the charts throughout the year. Two San Remo artistes were also profitable sellers Gigliola Cinquetti with "Dio Come Ti Amo" selling over 10,000 copies and Caterina Caselli with "Nessuno Mi Puo Giudicare". Although it is now more difficult to get a good single hit L.P. sales have increased considerably. Stereo sales are good and in Jecklin's own record shops no new mono released are sold where a stereo version exists. During the year Jecklin has also done well with beat music recorded by local groups. Specialists in local Swiss recording the company has built up a large catalogue in all speeds which sell well with Hug & Co. of Basel report that record sales over the past twelve months have been very satisfactory and show an increase over the preceding year. Belgian star Adamo has been particularly successful.

Phonag (CBS) report a similar overall pattern for the year. The best singles sold well but the main boom has been in albums. Again except for a few collectors items stereo albums only are sold by Phonag. CBS best sellers of the past twelve months (except for "My Fair Lady" which remains the label's best album) have been Bob Dylan, Simon & Garfunkel and The Byrds. Folk music generally has increased in popularity. Amongst the outstanding new artistes in the pop field are The Rainbows with "Balla Ball" notching up 30,000 sales.

From San Remo Phonag enjoyed big sales via Gene Pitney's entry "Nessuno Mi Puo Giudicare" the Swiss entry for the Eurovision Song Contest "Ne Vois Tu Pas" by Madeleine Pascal (CBS) was also issued by Phonag. There has been a big boom in the classical field with some album sales 500 per cent up on a couple of years ago. Notable successes have been achieved with Horowitz at Carnegie Hall"; David Oistracher's "Tchaikovsky's Violin Concerto" and Brahms Violin Concerto by Isaac Stern etc. CBS artistes to visit Switzerland during the year have included Casadesu, Power Biggs (the organist), Rudolf Serkin and Francescatti. Label acquisitions during the year have included Marfer of Spain, a new German label Popular and the Swiss-German Hippo label.

For Siemens (Deutsche Grammophon) it has been a very good year with an increase in total sales, particularly LP's. In the pop field due to the four language problems Siemens tend to release the original international versions only. German artiste Roy Black sold over half a million copies of his hit single "All in White". With classical recordings the company continued to garner success with their special subscription presentation packages headed this year by "The Magic Flute", Bach's Christmas Oratorio" and an 8-record pack of Schubert's Chamber Music. Siemens are also marketing a catalogue of 50 pre-recorded tapes from the repertoire of Polydor, MGM, and Verve for use with the Philips cassette recorder which is already selling very well. Also for the first time for some years Siemens enjoyed success with Italian artistes including Franco Tozzi and Orietta Berti.

An important event of the year for Helbling came when Chappells formed their own Swiss company now represented by Editions Helbling. Immediate success came with "Mary Poppins" and "The Sound of Music". It has been a good year for Helbling. "Java" was a notable hit as was "Speedy Gonzales" whilst "Desafinado" has been a consistent best seller. The company also derives considerable revenue from special arrangements and orchestrations together with a large catalogue of military and civil brass band music. They also represent Southern Music and this gave them their biggest hit of the year "Cuando Calienta el Sol".

For Pick Records, now nearly two years old, it has been another year of satisfactory growth. Some 30 new singles of folklore and military music have been added to the repertoire. Production of L.P.'s has been stepped up and notable releases at this speed have included "Mit Dir" (With You), "Dance Party" and albums of Negro Spirituals and of course Swiss Folklore. The biggest gift record over the Christmas season was the Pick LP "Im Goldige Leue" (Old Inn) a production of Swiss TV. Editions Coda have, during the past 12 months, had a number of hits including the winning song from the Eurovision Song Contest "Merci Cherie" by Udo Jurgens. English artistes contributed with Chris Andrews "Yesterday Man" and Petula Clark with "Kann Ich Dir Vertragen" (Can I Trust You). Germany's top star Freddy had a big hit in Switzerland with "100 Mann Und Ein Befehl"—his version of the American hit "The Ballad of the Green Berets". Other best sellers for Coda were "Er Ist Wieder da" (He is Here Again) and "Es Ist Zum Weinen" (It Is To Cry) by Marion; "Sieben Tränen" (Seven Tears) by Siw Malmkvist; "Bye Bye Blues" by Bert Kaempfert and "Schenk Mir Dein Vertrauen" (Give Me Your Trust) by Gerd Botthcher.

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(Continued from page 90)

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(Continued on page 116)

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Sonet's Ten Years in the Record Biz



L-R—Dag Häggqvist, Gunnar Bergström & Sven Lindholm

1965—Swedish government made it easier to import goods from abroad, among others; phonograph records. Almost everybody here was talking about jazz, and jazz records as well as jazz concerts were something very profitable to deal with in Sweden. In December of 1955 two young men, Gunnar Bergström and Sven Lindholm began to import the American label Savoy—only in small quantities, usually not more than they could sell to the retailers in Stockholm. They founded a company, Scandinavian Record Company—in 1960 the name was changed to Sonet Grammofon AB.

1956—Another jazz oriented young man, Dag Häggqvist founded his Center Records, introducing his label Gazell. In 1960 he made a distribution deal with Sonet, and in 1964 Sonet bought Gazell and Häggqvist became partner in Sonet.

Bergström and Lindholm decided to expand and start making local recordings. The label Sonet debuted. In Denmark the same year, Karl-Emil Knudsen started his I/S Dansk Grammofonpladeforlag, producing numerous of traditional jazz recordings on his Storyville label. Already from the start, there was a close cooperation between the Danish company and the Swedish, and the Sonet label appeared in both countries.

With jazz music and musicians being something very popular, Bergström and Lindholm started arranging jazz concerts in Sweden, bringing in such names as Miles Davis, Modern Jazz Quartet, Art Blakey, Thelonius Monk, etc.

1957—Bergström and Lindholm produced jazz records for the American Roost label.

1958—Jazz music and records might be a good affair, but the real big money is in the pop music field. Bergström and Lindholm began to import the American label Roulette, and also made local pop recordings at the Sonet label. Other American labels followed soon, such as Chancellor, Canadian-American, Colpix, etc.

1959—"The Atomic Mr. Basie", LP album with Count Basie became a real top seller, later receiving a Gold Disc for 10,000 albums sold. 10,000 might not sound like much, but it is still a

most unusual figure for an LP album here in Sweden.

1960—Scandinavian Record Co. was dropped as name of the company, and it became Sonet Grammofon AB. Sonet took over distribution of the Gazell label, and Dag Häggqvist became international sales manager at Sonet.

A contract with Belgian Moonglow Music in Anvers, gave Sonet top selling artists such as Rocco Granata, Alberto Cortez and Righteous Brothers. Another contract of 1960 was with French Bel-Air Records.

Sonet, Gazell and Roulette began to appear most frequently on the charts here. Ernie Englund recorded the local tune "Gotländsk Sommarnatt" (in the U.S. titled "Homesick For New England", in Britain known as "Midsummer in Gotland"), along with the French EMI record "Milord", leading top seller on records here in 1960. Other names often seen on the charts here in 1960 included among others Frankie Avalon, Fabian, Jimmie Rodgers, Linda Scott, etc.

1961—Sonet Konsertbyrå AB was founded, a concert agency and personal management agency for artists, during the years to follow bringing in names as the Beatles, Joey Dee and the Beach Boys, among others, for concerts in Sweden. Also founded the same year was Sonet Music AB, the publishing dept. of Sonet.

The Violents recorded the Swedish oldie "Alpens Ros" (Rose Of The Alps), and got a tremendous hit, not only in Sweden but also in Germany where it was released as "Alpen Rose", and in most other European countries, too.

1962—Jerry Williams recorded his "Darling Nelly Gray"/"Twistin' Patricia", immediately putting him on the top of the charts here. Ever since, all his records have been top sellers here as well as in many other European countries.

1963—Sonet, along with Knäppupp and Metronome, started a record distribution organization GDC. This organization was introduced at page 36, Cash Box of May 28, 1966.

New contracts signed in 1963 included among others Joy Records and Old Town Records, bringing in names such as James Gilreath, Larry Finne-

gan and Ritchie Valens.

1964—A reorganization was made. Sonet bought Center Records (Gazell) from Dag Häggqvist, who joined Sonet as partner of Gunnar Bergström and Sven Lindholm.

New contracts signed this year included among others Chess, Checker, Cadet, Specialty, Red Bird and RIC. Sonet joined the motion picture business, starting Gazell Film Productions AB, making films (for TV as well as commercial movie houses) with their artists, such as Jerry Williams and Sonny Boy Williamson.

1965—Contracts signed this year included Epic (USA), Xtra (England) and Durium (Italy). Sonet moved to a new address at Artemisgatan 8, the fourth time in its history it had to look for an office with bigger space. Incidentally, Sonet has always operated from the street Artemisgatan in a part of northeastern Stockholm known as Hjorthagen.

1966—Contracts of the year, so far, include Scepter/Wand and King (USA) and Supraphon (Czechoslovakia). With the latter label added, Sonet is not only in pop and jazz field, but also having a large catalog of classical music.

Sonet is preparing the celebrations for the jubilee after ten years in business. Among others with a number of "10th Anniversary Releases" prepared for the autumn.

SONET'S INTERNATIONAL CONTACTS

Sonet Grammofon AB has a worldwide net of contacts, releasing Sonet recordings throughout the world.

To start with Scandinavia, the cooperation started already back in 1956, when I/S Dansk Grammofonpladeforlag was organized in Copenhagen, making Sonet and Storyville labels available on the Danish market. The following year came the cooperation with Scandia-Musiikki Oy in Finland and Egil Monn-Iversen A/S (now Arne Bendiksen A/S) in Norway. It should be pointed out that each of the four Scandinavian companies are owned by local interests only, in other words, Swedish Sonet has no economical interests in the Danish, Finnish or Norwegian companies, nor have they any economical interests in the Swedish company.

Outside Scandinavia, Sonet products are available mainly through Edition Montana, Deutsche Vogue and Metronome in Germany, Centrocord in Austria, Artone and CNR in Benelux, Finsterwalde & Cantacuzene in Switzerland, Pathé-Marconi in France, Discophon in Spain, SAAR in Italy, Polydor (among others) in Great Britain, Teichiku in Japan, and Monument, Laurie and Chess (among others) in the United States.

In some cases, some of the above mentioned companies have exclusive contracts with Sonet, in other cases there is no such exclusive contract.

THE SONET ARTISTS

Sonet has a well established stable of artists, many of them known not only in their native Sweden, but also all over Europe—some of them all over the world.

Jerry Williams is perhaps among the veterans, debuting back in 1962 and still one of the top selling names. Except of touring Scandinavia, he has



Rune Ofverman

by now been on tour in both eastern and western Europe. Dutch-born Suzie is another name wellknown throughout Europe—in Germany alone her records have sold more than 500,000 copies by now.

A local group debuting on the Swedish charts in 1966 is Ola and the Janglers, so far they have had not less than three of their records among the top ten on the charts. American-born Ernie Englund was with Gazell for some years, where he had one of his greatest hits back in 1960 with "Gotländsk Sommarnatt". After an absence for a couple of years, when he was contracted to another label, he recently returned to Sonet.

Ray Adams, Norwegian-born singer, Bob Asklöf and Rune Ofverman, the latter also bandleader and arranger, complete the list of leading names at Swedish Sonet.

In Norway, local groups on the Sonet label include among others the Beatniks, the Blue Secrets, and the Saunters.

In Denmark, Caesar is a name frequently on the charts during the last months. Per Dich, Poul Dissing and the group the Hitmakers are among the leading moneymakers at the Sonet label. New names at Sonet here are the Defenders and the folk group Cy, Maia and Robert.

In Finland, Jan Rohde and his group have done several top selling recordings for Sonet, many of them also doing very well internationally, particularly during the Letkis and Jenka craze last summer.

WATCH OUT FOR SONET

NEW NAMES FROM SCANDINAVIA
to hit the international market in 1966

DENMARK'S TOP TEEN GROUP
THE DEFENDERS

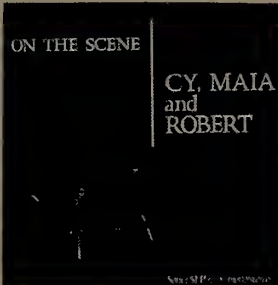
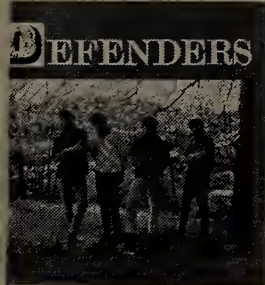
—Just awarded for best produced single record of 1966 in Denmark

THE EXCITING FOLK GROUP
CY, MAIA & ROBERT

—Just awarded the best vocal group in Denmark 1966

CY (English)—MAIA (Danish)—ROBERT (French)

A truly international trio



SUPERB BLUES ON
STORYVILLE

—The label known for its many outstanding jazz & blues recordings

- BIG BILL BROONZY
- MEMPHIS SLIM
- LONNIE JOHNSON
- JACK DUPREE
- SONNY BOY WILLIAMSON
- BIG JOE WILLIAMS
- OTIS SPANN
- JOHN HENRY BARBEE
- SPECKLED RED

ALL THESE ARTISTS HAVE MADE LP ALBUMS FOR STORYVILLE RECORDS

SONET & STORYVILLE
Recordings are produced by
DANSK GRAMMOFONPLADEFORLAG
Dortheavej 39, Copenhagen NV Denmark



The fabulous foursome from Birmingham that broke through in Finland with their first record "Cadillac" has just had its' fourth album released.

THE RENEGADES

After having conquered all other European countries they have finally invaded Italy. Their first singles have now been released in Australia and Japan.

Recording for
SCANDIA-MUSIC CO. LTD., Helsinki—Finland

SONET — ARTISTS

With International Success!



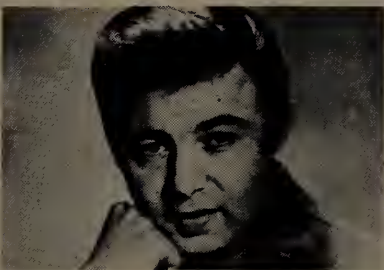
SUZIE

SONET

OLA & THE JANGLERS



GAZELL



JERRY WILLIAMS

SONET

ERNIE ENGLUND



GAZELL



RAY ADAMS

SONET

BOB ASKLÖF



GAZELL

PLUS RUNE ÖFWERMAN
MAC MAC LEOD
JAN ROHDE
THE VIOLENTS

PRODUCED BY

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SWEDEN

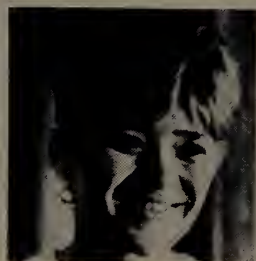


ARNE BENDIKSEN A/S



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Oslo 6

Top Norwegian Artists



Kirsti Sparboe



Solvi Wang

The Monn Keys

The Vanguards



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Local Recordings

Publishing

Artist Booking Agency

Recording Studio

Sound Equipment

Arne Bendiksen A/S

Norway

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All these hits are published by

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Dansk Grammofonpladeforlag

DENMARK'S FASTEST MOVING PUBLISHING HOUSE
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The Sonet Group

FINLAND — Scandia Music



HARRY ORVOMAA

Scandia-Music Co. Ltd. was founded in 1954 and started its record production with mainly Finnish jazz. Soon the company extended its activity to include the publishing field and the first important foreign copyrights were "Seven Lonely Days", "Mambo Italiano" and "Anna" ("El negro zumbon") of which local recordings were made on the Scandia-label. All these recordings did very well, but the first really big success came in 1956 with a Finnish original "Muistatko Monrepos'n?" (Do You Remember Monrepos?), a beautiful ballad recorded by the songstress Annikki Tähti. This record became the first gold disc in Finland and has by this time sold close to 50,000 copies. The limit for a gold disc in Finland is 30,000 copies sold. Nowadays this limit has been proved very difficult to reach and so far only four recordings have exceeded it to be awarded with a gold disc. Of these four Scandia has produced three and the other two (besides "Muistatko Monrepos'n?") are "Balladi Olavinlinnasta", also a local tune recorded by Annikki Tähti, and "Suklaasydän" (Mama's pearls) recorded by Brita Koivunen.

In 1958 Jaakko Salo, one of the most famous Finnish arranger-composers, was employed by Scandia as an A&R chief and from 1964 on he has been assisted by Esko Linnavalli, a very brilliant young arranger. The present managing director Harry Orvomaa took his position in 1956 and since then he has also acted as a supervisor of the domestic department. The head of the foreign department handling all the foreign representations is Paavo Einiö who is one of the founders of the company. Among the most important labels represented by Scandia nowadays are Atlantic, Cadet, Chess, Checker, Epic, Kapp, Scepter, Wand and the big German Eurodisc- and Ariola-labels. Due to international changes the company has lost some important big labels and thus it has been compelled to strengthen its domestic production and at present it controls around 30% of the total market of local recordings. The publishing department handled since 1964 by Antti Einiö, who has also been with the company since its founding, has expanded greatly and during the last three years it has been the most important publisher of foreign hit melodies in Finland. The publicity manager of Scandia-Music is Arto Helismaa who started with the company in 1958. The alertness of the company can be contributed to the fact that the average age of Scandia's executives is very low, only about 31 years.

Lately the company has also had a row of international successes mainly thanks to an English group called the Renegades which was contracted by Scandia in 1964. The group came from Birmingham to Finland in October 1964 to tour around the country and they had such a fabulous success on



PAAVO EINIÖ

this tour that Scandia decided to make a worldwide contract with the boys as they had no previous commitments in Britain. The Renegades' first recording became a smash hit in Finland and subsequently also in Germany and this title called "Cadillac" has by now sold more than 200,000 copies on the international market. The four members of the Renegades—Kim Brown, Graham Johnson, Denys Gibson and Ian Mallett—write most of the songs they record themselves and Renegades-recordings have now been issued in almost all European countries and also in USA, Australia and Mexico. Among other artists whose recordings have been released abroad are Ann Christine, Andy & The Islanders and Esko Jaakko Orchestra, whose LP-album with instrumental letkiss- or jenka-melodies has been released by 12 different countries.

NORWAY — Arne Bendiksen A/S



ARNE BENDIKSEN

The company was established in 1956 under the name Egil Monn Iversen A/S. Arne Bendiksen, present head of the company, was appointed A & R man from the very start. He was also so-owner of the company. However, as member of the wellknown group the Monn Keys, Bendiksen had to give up this position at the company for a time.

When the company was reorganized in February 1964, Arne Bendiksen took over the company, and the name was changed to Arne Bendiksen A/S. Ever since, the company has been expanding the sales figures and has gone up to around 100% in two years.

In January 1966, the company bought a house of its own, giving it much more space, now around 1000 sq. metres. The personnel has gone up from 12 to 20 people employed today. Most of them being young and active people—the median-age is 28-years.

The company is Norway's only independent record manufacturer, owned by Norwegian interests only, and not one cent of foreign money is invested in it. During the last couple of years,

DENMARK — Dansk Grammofon AB



KARL EMIL KNUDSEN

DANSK GRAMMOFONPLADEFORLAG was formed in 1956 in a three room apartment in the old part of Copenhagen. Today the firm has its own house, and it is one of Denmark's largest companies.

KARL EMIL KNUDSEN was, and still is, the man behind this company. Four years earlier he had started the background for the firm, namely STORYVILLE RECORDS. As a very keen jazz enthusiast he thought that other people should have a chance to listen to the best names in jazz. He was one of the men behind the first jazz club in Denmark featuring live jazz "THE STORYVILLE CLUB," and had Chris Barber and Ken Colyer play at the club. These two made the first recordings for Storyville and Chris Barber's version of "Down By The Riverside" sold more than 250,000 copies. This success created a strong

On the local market in Denmark, several New Orleans inspired bands began to appear. One of the first, and later on also the most successful orchestra was PAPA BUE'S VIKING JAZZBAND, which, with its first recording of a local copyright "THE PRAISE OF NYBODER," created the first big Danish jazz success. The follow-up was "SCHLAFE MEIN PRINZCHEN," which became a success throughout most of Europe and sold more than 1 million records.

A Storyville booking agency was now established, and this made it possible to bring many great American blues singers to Europe to perform and make blues recordings. Among those were BIG BILL BROONZY, MEMPHIS SLIM, SPECKLED RED and JACK DUPREE. Later during "The American Folk Blues Festival" tours, Storyville was able to record artists like OTIS SPANN, SONNY BOY WILLIAMSON, BIG JOE WILLIAMS, LONNIE JOHNSON, SUNNYLAND SLIM, SLEEPY JOHN ESTES, HAMMIE NIXON and JOHN HENRY BARBEE. All these artists created the Storyville series "PORTRAIT IN BLUES," which has been claimed by leading critics to be one of the best blues anthologies ever produced.

Storyville Records has received prizes in France, Germany and Denmark. Along with this growing success through the years of Storyville, a new label, SONET, for popular music, was introduced. This happened in connection with the establishment of DANSK GRAMMOFONPLADEFORLAG — a partnership between Knudsen and Anders Dyrup.

To get Sonet going, two experienced record people Per Sorensen and Kaare Bennike were attached to the firm in 1957 and a contract with Roulette Records resulted in the first great successes with Jimmie Rodgers ("Waltzing Mathilda") and Georgia Gibbs ("The Hula Hoop Song").

Continued on page 104)

several new foreign contracts helped it in the fast-growing expansion, contracts such as with Epic, Okeh, MK, Reprise, Vox, Red Bird, Chess, etc., together with the old contracts give Arne Bendiksen A/S a very strong position.

Since the start in 1956 the company has been a part of the Sonet group in Scandinavia, and the cooperation with Sonet in the other Scandinavian countries has always been the very best. Naturally (he is also a singer, composer and writer) Arne Bendiksen believes very much in local production, and has been successful enough to have a large number of locally produced records on the charts. At the moment Kirsti Sparboe and the Vanguards are the top selling names, something that has inspired the company to find its way to the international European market with these artists during 1966. The company has had plenty of successes abroad, particularly in Germany, with its artists in previous years, for example Wenche Myhre.

Arne Bendiksen, president of the company, started his career as jazz musician and singer, then continued as composer, arranger and lyric writer, and soon became known as one of the most popular revue show artists in Norway as well as the rest of Scandinavia. This has given the company plenty of goodwill after his taking over the job as president.

The publishing dept. of the company is among the most active in Norway. Since the Eurovision net (TV stations in western Europe) started their annual Song Contests, all local songs for that Contest have been published by Arne Bendiksen A/S. In 1966, Arne Bendiksen was author and composer of the Norwegian contribution to that Contest, ending as number three in the Contest, held in Luxembourg for traditional jazz over most of Europe.

bour this year. Since then the song has been sold to practically all countries throughout the world. The publishing dept. has expanded very much during the past two years, and sheet music sale has gone up to three times as much as it used to be. At the moment, Arne Bendiksen A/S is looking for an American music publisher with a strong catalog that would make the background of the publishing dept. even stronger than it is.

Two years ago, Bendiksen started its own artist booking agency, something very valuable to promote local talents abroad as well as bringing foreign artists to Norway, and for that matter, all over Scandinavia. Among such artists brought to Scandinavia the last two years, can be mentioned Everly Brothers, Bob Dylan, Swinging Blue Jeans, Spencer Davis Group, Josephine Baker, Emile Ford, Millie Small, and others.

Arne Bendiksen A/S operates its own recording studio, and is also active in the importation and wholesaling of sound equipment.

During the years 1956 to 1964, three Silver Discs went to the company. From 1964 until now, six more Silver Discs have gone to the company.

In addition to labels obtained via the Sonet group, Arne Bendiksen A/S also handles Blue Note, Dot, Kapp, Reprise, Warner Bros., Vogue and Vox.

Kirsti Sparboe, top selling name at the company today, was born north of the Arctic Circle in the city of Tromsø 20 years ago. She represented Norway in the Eurovision Song Contest in 1965. Received her first Silver Disc some months ago for "Hjem", a Norwegian version of "Home On The Range". During the autumn 1966, Arne Bendiksen is planning to introduce her to the German market where several of the leading record manufacturers are already very interested.

(Continued on page 104)

SWEDEN—The Past 12 Months

AUGUST:

Pop idols found it difficult in Denmark with competition from classical LP. Carl Nielsen's "Third Symphony" on CBS topped the LP charts. . . . Beatles entered the charts with "Help!" a record needing very little help to top the charts all over Scandinavia. . . . Trade people from the U.S., England, Germany, Belgium and the Scandinavian countries representing RCA Victor and Telefunken-Decca were meeting in Stockholm for biz talks. . . . Norwegian recording of "Lappland" by Finn Eriksen on Fontana became world famous when released in various parts of the world, including the United States and Japan. . . . In Denmark, Dansk Grammofonpladeforlag introduced labels Saga, Society and Arc (from Britain) and Starday, Rhythm'n Blues, and Westminster (from USA) to the Danish market. . . . Danish record buyers preferred "Heart of Stone" by the Rolling Stones on Decca, in Finland the local tune "Minne tuuli kuljettaa" by Katri Helena on Parlophone was topping the charts, and the Norwegians preferred "Crying In The Chapel" by Elvis Presley on RCA Victor, while the Swedes favored local group Hep Stars on Olga with "Bald Headed Woman."

SEPTEMBER:

Everybody was happy about "Mary Poppins," on the screen and on records. . . . Changes were announced at Philips-Sonora, Sweden, starting May 1, 1966. Bo Löfberg will be replaced as head of the record dept. by Eddie Landqvist. Löfberg remains in the company's international dept. . . . Sven Ingvars, at the moment at Philips, is doing their first German record. . . . British group the Renegades, who are recording for Scandia in Finland, had another LP released in Finland and abroad. . . . In Sweden, Gunnar Wiklund got a Silver Disc for his Swedish version of "I Love You Because" on EMI. . . . Count Basie is on tour in Scandinavia. . . . The charts in Denmark, Norway and Sweden was topped by Beatles on Parlophone with "Help!"—it was at 7th spot in the Finnish charts, where Lenne and the Kings on Gazell topped with "Stop The Music." . . . However, a lot of people were talking about "(I Can't Get No) Satisfaction" with the Rolling Stones on Decca as the next big sales sensation. . . . In Gothenberg, Sweden, the head of an amusement spot announced that pop idols were not welcome there anymore. Their young audience was too "wild" and it took too many policemen to keep them in good order.

OCTOBER:

Billy Vaughn to Scandinavia during his European travels. A Silver Disc for his "Sail Along Silv'ry Moon" was waiting for him in Norway where it had sold 25,000. . . . Classical music on LPs continued holding its top selling position in Denmark, now it was Schubert and Chopin offering competition to the modern pop idols. . . . More motion pictures such as "Those Magnificent Men In Their Flying Machines," "The Knack," and the Greek "Zorba" make music people happy. . . . American publisher Gene Goodman was in Stockholm for biz talks. . . . Dollar was a new record label at the Swedish market. . . . Jay Lasker of California-based Trousdale Music was in Scandinavia for business. . . . Lenart Reuterskiöld of Reuter & Reuter AB returned from a business trip to the States. . . . Among radio and TV people in Scandinavia the future Eurovision Song Contests was discussed at a meeting at Bergen, in western Norway by radio & TV reps. A confusing number of news bulletins day after day said that Scandinavia would participate in future contests, would withdraw from future contests, and then again a final bulletin said Scandinavia would participate again, at least in 1966. . . . In Denmark, a local song, "Belinda," recorded for Metronome by the Rocking Ghosts and penned by one of the members of the group, became an outstanding sales success with 36 weeks on the

charts. . . . "I Can't Get No Satisfaction" by Rolling Stones on Decca topped the charts in Denmark and Sweden. "Help!" by Beatles on Parlophone continued to be number one in Norway, and "Stop The Music" with Lenne and the Lee Kings on Gazell was number one in Finland.

NOVEMBER:

The first Christmas records appeared from various companies over Scandinavia. . . . Swedish group the Spotnicks started their long discussed world tour that takes them to Mexico City, Tokyo, Hong Kong and Bangkok. Ronald Sjögren of Southern Music AB (Stockholm) in London for biz talks. With him was Scan-Disc lark Britt Bergström promoting her record "Britt Bergström in London" released by Piccadilly. . . . A new label appears in Sweden, Svensk-American, founded by Larry Finnegan and distributed by EMI. . . . Sunset Records is another newcomer at the Swedish markets. . . . Polar Music, already on the Swedish market with Polar label, introduces the new Septima Records label. "(I Can't Get No) Satisfaction" by Rolling Stones topped the charts in Denmark and Norway. "Eve Of Destruction" by Barry McGuire on RCA Victor was no. one in Sweden, and for the third month "Stop The Music" with Lenne and the Lee Kings on Gazell was on the top in Finland.

DECEMBER:

Reports from Christmas sales were satisfactory all over Scandinavia. . . . At least the Beatles had no reason to complain with their "Yesterday" on Odeon topping the charts in Denmark, Norway and Sweden. . . . Rolling Stones coming up very strong with "Get Off Of My Cloud" on Decca all over Scandinavia. . . . In Denmark, Rocking Ghosts on Metronome got a new hit with "Don't Be Afraid." . . . In Norway, Kirsti Sparboe, Triola recording artist, was considered the big local name to get international fame during 1966. . . . British Pye recording artist Donovan to Scandinavia on tour. . . . The Telstars, Nashville (a Swedish label) recording group are out with an LP scheduled for release in 22 countries during December.

JANUARY:

As the year started, a new label, Bill, debuted on the Swedish market. Record prices in Sweden went up between 7¢ and 20¢ in the beginning of January. The local Song Festivals, in order to find a song for the Eurovision Song Contest in Luxembourg, were another subject for discussions during January. Sweden's local Song Festival took place Jan. 29th, and the juries voted for "Nygammal vals" (Newfashioned Waltz) as winner really had to face some hard critics in the following weeks—it must have been something of a last laugh for the juries when their choice ended at second spot in Luxembourg. Finland chose a song titled "Playboy" for Luxembourg. Beatles topped the charts in Denmark ("We Can Work It Out"), Finland ("Yesterday") and Norway ("Day Tripper"), while Chris Andrews took the jackpot in Sweden with "Yesterday Man."

FEBRUARY:

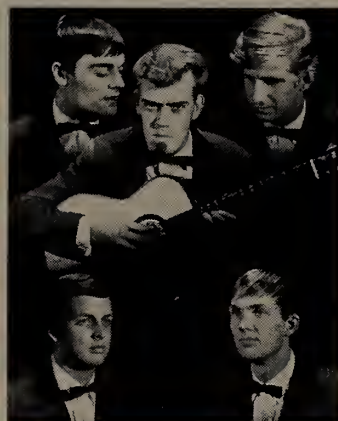
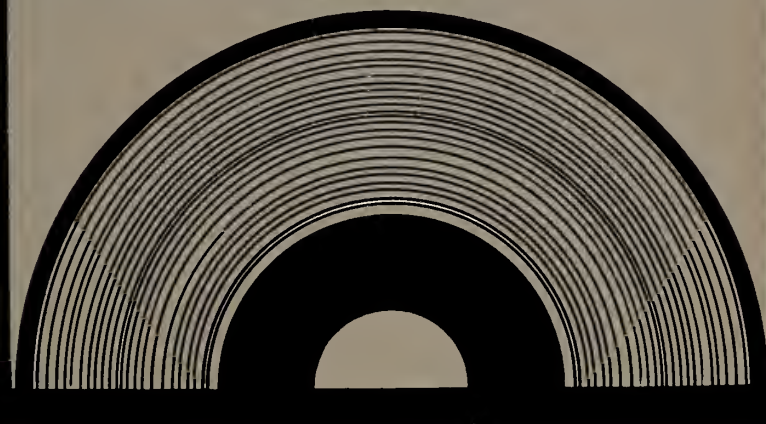
Denmark arranged its local Song Festival on Feb. 6th, choosing "Stop, Mens Legen Er God" (Stop In Time) as an entry at Luxembourg. Norway had their local Song Festival the same day, voting for "Intet Ed Nytt Under Solen" (There's Nothing New Under The Sun) for Luxembourg. Swingle Singers were in Copenhagen and Stockholm for concerts. The Scandinavian Philips people had a business meeting in Copenhagen. Works by the great masters are not supposed to be played on radio or TV if they are "modernized," no matter if done in good taste, it was declared in a TV discussion in Sweden in middle of February. Chris Andrews on Decca topped the Danish charts with "Yesterday Man," Beatles on Parlophone continued as top name in Finland with

(Continued on page 104)



DAY BY DAY... WEEK AFTER WEEK... YEAR AFTER YEAR... ● ● HITS FROM ALL OVER THE WORLD ON THE SCANDINAVIAN CHARTS ● ● ● ● ●

Mr Sture Borgedahl ● Sonora Musikförlags AB
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ISLANDSTORGET BROMMA (Stockholm)
SCANDINAVIA'S
INTERNATIONAL LABEL

In 1959 the firm had another scoop. Denmark's most popular singer through many years GUSTAV WINCKLER became Sonet's producer. He created a very successful group of Danish hits by such artists as Blue Boys, Jorgen Winckler and Grethe Sonck, the latter's biggest Sonet success was "Klaus Jorgen," which sold more than 80,000 in Denmark. Following this, in 1961, the Danish/Italian singer Dario Campeotto, won the Danish Melody Grand Prix of that year with the tune "ANGELIQUE."

Along with the successful Danish production the firm signed contracts with American companies—Chancellor, Canadian-American and Colpix.

Sonet was the first Danish label to record beat music by local artists, and has maintained the position as the leading producer of beat music with groups like THE DEFENDERS and THE HITMAKERS. Especially with reference to the international scene, an English producer, JIMMY CAMPBELL, was appointed to head the teen oriented production in September 1965. He just received an award along with THE DEFENDERS for their version of "SITTING ALL ALONE," which, this year, was voted the best Danish produced single by the Danish pop critics. He has also produced THE HITMAKERS' version of "STOP THE MUSIC" which has been released on most continents.

When the folk scene happened in Denmark, Sonet again was the first to sign contracts with a number of unknown artists, who today are the biggest folk names on the local market: CAESAR, PER DICH and CY, MAIA & ROBERT. CAESAR made a Danish version of "EVE OF DESTRUCTION" and he has now constantly, for the past 6-8 months, been on the top of the Danish hit-charts and PER DICH has just been named the best Danish folk singer of 1966 by the Danish pop critics.

Truly international is the folk trio CY, MAIA & ROBERT with their debut-album "ON THE SCENE," and everywhere the record has been played, the critics go wild about this highly talented English-French-Danish trio. The group was named the most talented vocal group of 1966 by the Danish pop critics.

Also within the rhythm and blues style, the company has been one of the first to present some of R&B greatest names through the representation of CHESS, CHECKER, SPECIALTY and KING. The latest move of the Sonet group is to become associated with independent producers in England.

During the last 2 years the firm has widened its scope by adding several important classical catalogues. The Czech label SUPRAPHON was the first such label to be signed, then came the Epic label, which main attractions are the world renowned CLEVELAND ORCHESTRA under the direction of GEORGE SZELL and THE JUIL-LARD STRING QUARTET.

1965 was the year the LP's broke through on the Danish market, and with this break a demand for low priced labels arose.

Again DGF was the first company to meet this demand from the record buyers by introducing budget lines. The major low priced label on the Danish market today is the English SAGA/SOCIETY.

1965 has so far been the best year in the history of DGF, which Knudsen now is sole proprietor of. Not only has the sales increased 30% on the Danish market alone, but the company also succeeded in finding artists who are expected to hit it big in 1966. Names like CY, MAIA & ROBERT and THE DEFENDERS. With strong names and growing sales figures the future looks bright for DANSK GRAMMOFONPLADEFORLAG—a happy atmosphere to celebrate an anniversary.

(Continued from page 103)

"Yesterday" and in Norway with "Day Tripper," while local group Lenne & Lee Kings went to the top in Sweden with their Gazell recording of "Stop The Music."

MARCH:

Gothenburg-based Joh Mustad AB introduced two Swedish-built instruments, known as the Tubone and the Clavinette. The Eurovision Song Contest in Luxembourg took place and Sweden ended at second spot thanks to votes from the Scandinavian neighborhood countries, and an additional vote from Switzerland. Norway came third in Luxembourg. American records began to get somewhere on the Scandinavian charts, where Britain has been the top selling nation for months, if not years. Beach Boys on Capitol with Barbara Ann" and Nancy Sinatra with "These Boots Are Made For Walkin'" became big topsellers here. Beatles with "Michelle" topped the charts in Denmark, Norway and Sweden, while Tapio Rautavaara on Philips got a top hit in Finland with the local "Häävalssi" (Wedding Waltz).

APRIL:

Rolling Stones gave concerts in Copenhagen and Stockholm, the critics panned them but they were loved by the audiences and the sales of their records went up. "The Ballad of the Green Berets" hit Scandinavia, here changed to "Blue Berets" and dealing with the UNO soldiers. Local tune-smiths in Sweden began to find life more optimistic lately, 5 out of 10 songs on the local charts were local copyrights. Erroll Garner gave concerts in Copenhagen and Stockholm in the middle of the month. Kirsti Sparboe, Norwegian lark recording for Triola, received a Silver Disc for 25,000 copies sold of "Hjem" (Home On the Range). Beatles with "Michelle" continued topping the charts

in Denmark and Norway, so did "Häävalssi" by Tapio Rautavaara in Finland, while Sweden preferred "These Boots Are Made For Walkin'" with Nancy Sinatra on Reprise.

MAY:

Karusell Grammfon A/S disappeared from the Danish market with Metronome Records A/S taking over the labels, and distribution was handled by Faellesekspeditionen A/S. In Sweden, Edition Odeon moved to a new address at Oxenstiernsgatan. A new label, Swe-Tone, appeared on the Swedish market, so did Clavicord. Bob Dylan gave concerts in Copenhagen and Stockholm. Record manufacturers began to promote the "tourist souvenir records" after a Winter starting in November and finally ending at the beginning of May, one of the worst in a few hundred years. Beatles and their "Michelle" topped the Norwegian chart for the third month, so did Tapio Rautavaara in Finland with his "Häävalssi." Denmark preferred Nancy Sinatra on Reprise with "These Boots Are Made For Walkin'" and in Sweden, a local group, Hep Stars, on Olga went to the top with their "Sunny Girl."

JUNE:

Speaking to record manufacturers throughout Scandinavia, most of them sounded satisfied with 1966, so far. Most manufacturers could report sales going up, while in some cases sales had been going down in 1965, and actually, business only recovered on its way back to normal. Rolling Stones topped the charts in Denmark with their Decca recording "Paint It Black." Tapio Rautavaara on Philips was on the top in Finland for the fourth month with "Häävalssi." Beach Boys on Capitol with "Sloop John B" topped in Norway and in Sweden Hep Stars had their "Wedding" on Olga as a best selling record.

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Sweden's Best Sellers

Below is listed the tunes holding first, second and third spot at the Swedish best-selling charts months by month during 1966.

- January:
 - 1 Yesterday Man (Chris Andrews/Decca) Sweden Music AB, Sweden
 - 2 Day Tripper (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
 - 3 Yesterday (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
- February:
 - 1 Stop The Music (Lenne & Lee Kings/Gazell) Belinda (Scandinavia) AB, Sweden
 - 2 Day Tripper (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
 - 3 Till The End Of The Day (Kinks/Pye) Kassner Musik AB, Sweden
- March:
 - 1 Michelle (Beatles/Odeon) Sonora Musikförlags AB, Sweden
 - 2 *Remember (We 4/Polydor) Globe Music, Sweden
 - 3 Barbara Ann (Beach Boys/Capitol) Thore Ehrling Musik AB, Sweden
- April:
 - 1 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) No publisher
 - 2 *Sunny Girl (Hep Stars/Olga) Europa-Produktion, Sweden
 - 3 L.O.D. (Lee Kings/Gazell) Sonet Music AB, Sweden
- May:
 - 1 *Sunny Girl (Hep Stars/Olga) Europa-Produktion, Sweden
 - 2 Listen People (Herman's Hermits/Columbia) Gehrmans, Sweden
 - 3 Come And Stay With Me (Ola & the Janglers/Gazell)
- June:
 - 1 *Wedding (Hep Stars/Olga) Hep House, Sweden
 - 2 *Sunny Girl (Hep Stars/Olga) Europa-Produktion, Sweden
 - 3 Day Dream (Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden

Beatles continues keeping their popularity at the top in Sweden, at least during the first three months of the year, when their names appeared among the top 3 not less than four times. A local group, the Hep Stars, gave plenty of competition, and was there four times, too. In general, it was a good year for local groups, as well as for local tunes recorded by those groups—mostly in English.

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SWE-TONE RECORDS—c/o Pergeman—Snickarvagen 25—BRO
Phone: Staket 40 533
President: Mr. Alf Pergeman
Labels (domestic): Swe-Tone
Records distributed by Cupol

***TELEFUNKEN FORSALJNING AB**—P.O. Box 1178—SOLNA 1
(Ankdammsgatan 5 G—Solna 1)
Phone: Stockholm 82 04 80
Cable: TEFUNK SOLNA
President: Mr. Sixten Eriksson
Musical director: Mr. Mats Olsson
A & R man: Mr. Sven Agren
Labels (domestic): Decca, Reprise, Sagoton
Swedish Society Discofil, Telefunken, Warner Bros.
Labels (others): Ace of Clubs, Ace of Diamonds, Ace of Harts, Argo, Brunswick, Coral, London, L'Oiseau-Lyre, Telestar, Turnabout

WILLIAMS FORLAGS AB—P.O. Box 315—BROMMA 3
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Cable: ILLKLASS STOCKHOLM
President: Mr. Bo All
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Records distributed by Skandinaviska Gram-mophon AB.

*Refer to members of Swedish Association of Record Suppliers.

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Distributes the products of the following manufacturers: Cupol Grammophon & Musik AB, Dollar Music, Europa-Produktion, Sveriges Radio AB and Swe-Tone Records.

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Cable: CEMIYOUNG OSLO
President: Mr. Hans Ro

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Cable: EDILYCH OSLO
General manager: Mr. Philip Kromer

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Phone: 41 26 09
Cable: TROLLMUSIC OSLO
President: Mr. Jørg-Fr. Ellertsen

MANU MUSIC A/S—Tollbugaten 12—OSLO 1
Phone: 42 72 12
President: Mr. Per Gunnar Jensen

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(Karl Johans gate 45—OSLO 1)
Phone: 42 17 03
President: Mr. Sigurd Kielland
Publicity: Mr. Arne Damsgaard

NORSK MUSIKFORLAG A/S—P.O. Box 1499—OSLO 1
(Karl Johans gate 39—OSLO 1)
Phone: 41 49 03
Cable: MUSIKFORLAGET OSLO
President: Mr. Fridtjof Backer-Grondahl

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Phone: 33 44 53
President: Mr. Finn Eriksen

VIKING MUSIC A/S—Pilestredet 9—OSLO 1
Phone: 33 44 53
President: Mr. Kjell Karlsen

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Cable: BENDIKMUSIC OSLO
President: Mr. Arne Bendiksen

CARL M. IVERSEN A/S—P.O. Box 191—OSLO 1
(Youngsgate 1—Oslo 1)
Phone: 41 38 67
Cable: PLANOREFLEX OSLO
President: Mr. Hans Ro

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Phone: 33 40 18
Cable: NOGRAKO OSLO
President: Mr. Odd Roar Knudsen

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Cable: STUDIO OSLO
Manager: Mr. Rolf Glosly

A/S RADIO INDUSTRI—Sandakerveien 16—OSLO 4
Phone: 37 56 80
President: Mr. D. W. van der Sijde

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HEGER PLASTICS A/S—Kjelsasveien 141—OSLO 4
Phone: 21 72 17
Cable: HEPLAST OSLO
President: Mr. Ragnar Heger

NORSK PHONOGRAM A/S—P.O. Box 5325—OSLO 3
(Kirkeveien 64—OSLO 3)
Phone: 69 59 02
Cable: PHILIPS OSLO
President: Mr. Haakon Tveten

NORSK GRAMMOFONKOMPANI A/S—Wergelandsveien 1—OSLO 1
Phone: 33 40 18
Cable: NOGRAKO OSLO
President: Mr. Odd Roar Knudsen

NORSK TEKNISK PORSELEN-FABRIKK—Seiersborg—FREDRIKSTAD
Phone: 5900
President: Mr. Peter Barfoed

NORWAY—Record Manufacturers

ANSGAR FORLAG A/S—Mollergaten 26—OSLO 1
Phone: 42 07 47
President: Mr. Tormund Torgussen
Labels (domestic): Ansgar
Religious music.

ARNE BENDIKSEN A/S—Osterdalsgaten 1—OSLO 6
Phone: 67 67 90
Cable: BENDIKMUSIC OSLO
President: Mr. Arne Bendiksen
Labels (domestic): Hjemmets Toner, Lorne Records, Sonet, Triola.
Labels (others): Argo, AZ, Bel Air, Blue Note, Candid, Cash, Checker, Chess, Colpix, Dimension, Dot, Durium, Elite Special, Ember, Epic, Funckler, Gazell, Hickory, Island Records, Joy, Kapp, Knappupp, Loma, MK, Omega, Palette, Phillies, Prima, Red Bird, Reprise, RIC, RiFi, Roulette, Saga, Scan-Disc, Select Records, Society, Show Records, Specialty, Storyville, Sue, Super Majestic, Symbol, Tiger, Tip, Transatlantic, Valiant, Vox, Warner Bros., Vogue.

BRØDRENE JOHNSEN A/S—P.O. Box 251—OSLO 1
(Nedre Slottgate 11—Oslo 1)
Phone: 42 09 93
Cable: BRODERJOHN OSLO
President: Mr. Peer Johnsen
Labels (domestic): Rondo
Labels (others): Amadeo, Cetra, Fonit, Pye, Tono, Vox.
Records distributed by Norsk Phonogram A/S.

CARL M. IVERSEN A/S—P.O. Box 191—OSLO 1
(Youngsgate 1—Oslo 1)
Phone: 41 39 60, 41 38 67
Cable: PLANOREFLEX OSLO
Supervisor: Mr. S. L. G. Gottlieb
Manager: Mr. Hans Ro
A & R-man: Mr. Rolf Syversen
Labels (domestic): Columbia, His Master's Voice, Odeon.
Labels (others): Angel, Capitol, Electrola, Encore, Gloria, Imperial, Liberty, MGM, Parlophone, Pathe, Platina, Regal, Svensk-American, Stateside, Tamla/Motown.

FILADELFAFORLAGET A/S—S:t Olavs gate 24—OSLO 1
Phone: 33 61 27
President: Mr. Kjell Ruud
Labels (domestic): Klang
Labels (others): Hemmets Harold
Religious music—The Pentecostal Movement.

JØRG-FR. ELLERTSEN A/S—Jernbanetorget 4—OSLO 1
Phone: 41 26 09
Cable: TROLLMUSIC OSLO
President: Mr. Jørg-Fr. Ellertsen
Labels (domestic): Kristine Toner (religious), Troll (pop)
Labels (others): Crescendo
Records distributed by A/S Nera.

MANU MUSIC A/S—Tollbugaten 12—OSLO 1
Phone: 42 72 12
President: Mr. Per Gunnar Jensen
Manager: Mr. Per-Arne Knobelau
Labels (domestic): Emanuel, Manu

A/S NERA—P.O. Box 7033 Homansbyen—OSLO 3
(Pilestredet 75c—Oslo 3)
Phone: 46 19 50
Cable: MUSICA OSLO
President (record section): Mr. Eilif Meyer
Labels (domestic): Musica, RCA Victor.
Labels (others): Cupol, Efel, Europa, Kristne Toner, Nashville, Olga, RCA Camden, RCA Victrola, Sveriges Radio, Telefunken, Troll.

A/S NOR-DISC—P.O. Box 1384—OSLO 1
(Rosenborggaten 19—Oslo 3)
Phone: 33 78 70
Cable: PROTON OSLO
President: Mr. Sigurd Johannessen
Labels (domestic): Karusel, Metronome, Nor-Disc, Polydor, Decca.
Labels (others): ABC-Paramount, Ace of Clubs, Ace of Hearts, Archiv-Produktion, Atco, Atlantic, Beltona, Brunswick, Cameo/Parkway, Command, Commodore, Coral, Deutsche Grammophon, Felsted, Heliodor, Impulse, Joker, London, New Jazz, L'Oiseau-Lyre, Prestige, Primula, Starday, Swe-Disc, United Artists, Vee Jay, Verve, Whitehall.

NORSK GRAMMOFONKOMPANI A/S—Wergelandsveien 1—OSLO 1
Phone: 33 40 18
Cable: NOGRAKO OSLO
President: Mr. Odd Roar Knudsen
Labels (domestic): Barneplaten, Harmoni.
Labels (others): Embassy, Music Minus One, Speed-Up, Manhattan.

NORSK-LUTHERSK MISSIONSSAMBAND—Grensens 19—OSLO 1
Phone: 41 76 40
Cable: NORSKLUTH OSLO
President: Mr. Tormund Vaagen
Labels (domestic): Norea
Religious music.

NORSK PHONOGRAM A/S—P.O. Box 5325—OSLO 3
(Kirkeveien 64—Oslo 3)
Phone: 69 59 02
Cable: PHILIPS OSLO
President: Mr. Haakon Tveten
Labels (domestic): Cue, Fontana, Philips.
Labels (others): Amadeo, CBS, Cetra, Jazzland, Mercury, Nonesuch, Piccadilly, Pye, Riverside, Rondo, Sonata, Sonora, Tono, Viking.

VIKING MUSIC A/S—Pilestredet 9—OSLO 1
Phone: 33 44 53
President: Mr. Kjell Karlsen
Labels (domestic): Viking
Records distributed by Norsk Phonogram A/S.

NORWAY'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1966.

- January: 1 Day Tripper (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Yesterday (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
3 Eve Of Destruction (Barry McGuire/RCA Victor) Sweden Music AB, Sweden
- February: 1 Day Tripper (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Hjem (Home On The Range) (Kirsti Sparboe/Triola) Arne Bendiksen A/S, Norway
3 You Were On My Mind (Barry McGuire/RCA Victor) Gehrman, Sweden
- March: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Hjem (Home On The Range) (Kirsti Sparboe/Triola) Arne Bendiksen A/S, Norway
3 You Were On My Mind (Barry McGuire/RCA Victor) Gehrman, Sweden
- April: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 19th Nervous Breakdown (Rolling Stones/Decca) Musikförlaget Essex AB, Sweden
3 Snowflake (Jim Reeves/RCA Victor) Palace Music (Sweden) AB, Sweden
- May: 1 Michelle (Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2 Barbara Ann (Beach Boys/Capitol) Thore Ehrling Musik AB, Sweden
3 I Can't Let Go (Hollies/Parlophone) Sonora Musikförlags AB, Sweden
- June: 1 Sloop John B. (Beach Boys/Capitol) Sweden Music AB, Sweden
2 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) No publisher
3 Pretty Flamingo (Manfred Mann/HMV)

There is no doubt that EMI took the jackpot of the record sale in Norway during the first six months of 1966, with not less than 10 EMI recordings out of the above listed 18. The late Jim Reeves managed to get among the Top Three once again, proving that probably no artist has been so popular in Norway as he has been. Local copyrights didn't have a good year, none of the above listed were original Norwegian tunes.

NORWAY

Area: 124,064 sq. miles (mainland—323,917 sq. kilometres) to which is added Spitsbergen (Svalbard), a group of mountainous islands in the Arctic Ocean of 23,957 sq. miles (62,050 sq. kilometres) and some mainly uninhabited Arctic possessions.

Population: 3,676,000 inhabitants.
Record market: Norway is an importing market, now slowly shifting from mainly an adult's market to a teenager's market. According to trade people, record sales seems to have

been most satisfactory. As in most countries, a growing LP sale is reported, while EPs have a limited market in Norway compared with singles.

Language: Local language is Norwegian, but foreign-language records in particular and English-language records in general have no difficulty in the competition.

Radio & TV: Broadcasts and TV are handled by non-commercial government-controlled stations.

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 Labels (domestic): Corona
 Labels (others): Cupol

Oy DISCOPHON Ab—Takomontie 3—HELSINKI 37
 Phone: 45 16 27
 Cable: DISCOY HELSINKI
 President: Mr. Bengt G. Liljeroth
 A & R man: Mr. Johan Vikstedt
 Labels (domestic): RCA Victor
 Labels (others): RCA Camden, RCA Victrola.

Oy FINNDISC Ab—Simonkatu 10—HELSINKI
 Phone: 64 48 77, 64 49 66
 Cable: FINNDISCOY HELSINKI
 President: Mr. Rolf Kronqvist
 Labels (domestic): Safir
 Labels (others): Blue Note, Nashville.

FINTONE Oy—P. O. Box 15 133—HELSINKI 15
 (Munkkisaarekatu 2—Helsinki 15)
 Phone: 15 533
 Cable: FINTONE HELSINKI
 Managing Director: Mr. Henrik von Denffer
 Labels (domestic): Polydor
 Labels (others): ABC-Paramount, Archiv-Produktion, Cameo/Parkway, Capri, Command, Coral, Deutsche Grammophon, Elektra, Heliodor, Impulse, Joker, Kama Sutra, Karussell, Mercury, Nonesuch, Olga, Polydor, Primula, Riverside, SweDisc, United Artists, Vee Jay, Verve, Westminster, Whitehall.

FORSAMLINGSFORBUNDET SIRIUS—Ratakatu 29—HELSINKI
 Phone: 58 177
 President: Mr. Bjarne Boije
 Labels (others): Sirius
 Religious Music.

IBRA RADIO LAHETYS R. y.—Pengerkatu 9—HELSINKI
 Phone: 77 98 54
 President: Mr. Kaj Antturi
 Labels (domestic): Ibra
 Religious Music.

LEVYTUKKU Oy—P. O. Box 178—HELSINKI
 (Fredrikinkatu 45 a—Helsinki)
 Phone: 63 81 49
 Cable: LEVYTUKKU HELSINKI
 President: Mr. Niilo Erik Saarikko
 Labels (domestic): Broadway, Manhattan, Triola.

Oy MUSIIKKI-FAZER-MUSIK Ab—P. O. Box 260—HELSINKI
 (Aleksanterinkatu 11—Helsinki)
 Phone: 10 751
 Cable: MUSIKFAZER HELSINKI
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 A & R man: Mr. Osmo Ruuskanen
 Labels (domestic): Decca, Fontana, Philips, Rytmi.
 Labels (others): Amadeo, Artone, Barclay, California, CBS, Felsted, London, Pye.

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 Cable: PIANOWESTERLUND HELSINKI
 President: Mr. Robert Westerlund
 Production manager: Mr. Reino Bäckman
 Sales manager: Mr. Salomon Piwovitsch
 Publicity: Mr. Risto Bäckman
 Labels (domestic): His Master's Voice, Star.
 Labels (others): Buena Vista, Capitol, Disneyland, Electrola, Liberty, Pathé, Platina, Stateside, Sprraphon, Tamla-Motown.

PELASTUSARMEIJAN KAUPPAOSASTO—City-kaytava 16-17—HELSINKI
 Phone: 62 57 52
 President: Mr. Hellen Lindström
 Labels (domestic): Pelastussointuja
 Labels (others): Festival
 Religious music—Salvation Army.

POHJOISMAINEN SAHKO Oy—Vuorikatu 14—HELSINKI
 Phone: 12 651
 Cable: NEA HELSINKI
 President: Mr. Oskar Rokkanen
 Manager, Music Dept.: Mr. Martti Piha
 Labels (AMI section): Columbia, Encore, Gloria, MGM, Odeon, Parlophone.
 Labels (others): Blue Master, Elite Spezial, Finlandia, Le Chant du Monde, MMO (Music Minus One).

SCANDIA-MUSIIKKI Oy—Hietalahdenranta 11—HELSINKI
 Phone: 64 20 05
 Cable: SCANDIAMUSIC HELSINKI
 President: Mr. Harry Orvomaa
 A & R man: Mr. Jaakko Salo
 Publicity: Mr. Paavo Einiö
 Labels (domestic): Scandia, Sonet.
 Labels (others): Argo, Ariola, Athena, Atlantic, Baccarola, Chess, Checker, Cadet, Colpix, Debut, Durium, Ember, Epic, Eurodisc, Fidelity, Gazell, Grand Prix, Hansa, Kapp, Knäppupp, Megafon, Metronome, Prestige, Red Bird, Roulette, Saga, Scandisc, Snurrskivan, Specialty, Storyville.

SAHKOLIUKKEIDEN Oy—Takomontie 3—HELSINKI 37
 Phone: 45 44 01
 Cable: SLOY HELSINKI
 President: Mr. Eino Hietanen
 Publicity: Mr. Johan Vikstedt
 Labels (domestic): Telefunken
 Labels (others): Reprise, Warner Bros.

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 Cable: FINNDISCOY HELSINKI
 President: Mr. Rolf Kronqvist

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 Cable: LEVYSÄVEL HELSINKI
 President: Mr. Lauri Rokkanen
 Publicity: Mr. Martti Piha

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 Publicity: Mr. Osmo Ruuskanen

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 Phone: 64 20 05
 Cable: SCANDIAMUSIC HELSINKI
 President: Mr. Paavo Einiö
 Publicity: Mr. Antti Einiö

Oy R. E. WESTERLUND Ab—Pohjoinen Esplanadikatu 37—HELSINKI
 Phone: 10 396
 Cable: PIANOWESTERLUND HELSINKI
 President: Mr. Robert Westerlund
 Professional manager: Mr. Björn Björklöf

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 Phone: 49 49 87
 President: Mr. Toivo Kärki

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 Cable: Teosto Helsinki
 President: Mr. Martti Turunen

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 Phone: 11 912
 Cable: Nife Helsinki
 President: Mr. Ernst Wallner

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 Phone: 11 431
 Cable: Airam Helsinki
 President: Mr. Henrik Bergroth

AKKUTEOLLISUUS Oy
 Sahatie 2—Helsinki
 Phone: 11 912
 Cable: Nife Helsinki
 President: Mr. Ernst Wallner

FINLAND RECORDING STUDIOS

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 President: Mr. Ernst Wallner

FINNOX OY
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 Phone: 45 45 21
 President: Mr. Kurt Juuranto

POHJOISMAINEN SAHKO OY
 Vuorikatu 14—Helsinki
 Phone: 12 651
 Cable: Nea Helsinki
 Manager: Mr. Martti Piha

SCANDIA STUDIO
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 Phone: 76 86 36
 Manager: Mr. Jaakko Salo

Oy R. E. WESTERLUND Ab
 Pohjoinen Esplanadikatu 37—Helsinki
 Phone: 10 396
 Cable: Pianowesterlund Helsinki
 President: Mr. Robert Westerlund
 Studio manager: Mr. Reino Backman

Area: 130,165 sq. miles (337,009 sq. kilometres)

Population: 4,525,000 inhabitants.
Record market: Finland is an importing market, and also an adult's market, while it seems to be becoming more and more of a teenager's market in those days. LP sales, usually of less importance, has been going up while EPs are still of less importance compared with the singles. Record sale in general went down in 1965, but has slowly shown a trend of going up again. As major problems is mentioned "too much pop music being aired over local radio stations" as well as a growing sale of tape recorders.

Language: Local language is Finnish, but great parts of the country, particularly in southern and western

Finland are both Finnish and Swedish speaking territories. Recordings in Finnish are still offering strong, perhaps sometimes too strong, competition to foreign-language records. However, during the last 12 months, more and more artists, particularly the teenage-groups, are recording also local songs in English with a good sales result.

Radio & TV: Broadcasts are non-commercial via the government controlled stations. As far as TV is concerned, a private-operated commercial station competed with the government-controlled non-commercial stations. The other year, the government station bought the private company and has since then continued operation of both stations.

FINLAND'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1966:

- January: 1 Yesterday (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
 2 *Dona, Dona (Seppo Hanski/Decca) Oy Musiikki-Fazer-Musik AB, Finland
 3 *Sinun omasi (Tamara Lund/Fontana) Oy Musiikki-Fazer-Musik AB, Finland
- February: 1 Yesterday (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
 2 *Sinun omasi (Tamara Lund/Fontana) Oy Musiikki-Fazer-Musik AB, Finland
 3 *En kerro kuinka joudin naimisiin (Irwin Goodman/Safir) Finndisc Oy, Finland
- March: 1 *Häälvalssi (Tapio Rautavaara/Philips) X-Sävel, Finland
 2 Lui (Katri Helena/Parlophone) Levysävel Oy, Finland
 3 Day Tripper (Beatles/Parlophone) Scandia-Musiikki Oy, Finland
- April: 1 *Häälvalssi (Tapio Rautavaara/Philips) X-Sävel, Finland
 2 Michelle (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
 3 *Työmiehen lauantai (Irwin Goodwin/Safir) Oy Musiikki-Fazer-Musik AB, Finland
- May: 1 *Häälvalssi (Tapio Rautavaara/Philips) X-Sävel, Finland
 2 Michelle (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
 3 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) No publisher
- June: 1 *Häälvalssi (Tapio Rautavaara/Philips) X-Sävel, Finland
 2 Vähän ennen kyneleitä (El Angel de la Guarda) (Danny/Scandia) Belinda (Scandinavia) AB, Sweden
 3 Michelle (Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
 *Local Copyright

Finland seems to prefer local tunes (at least those sung in Finnish) although the Beatles were very popular here.)

RECORDS SINCE 1929

Distributor of EMI Trademarks
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 Phone: CEntral 5000
 Cable: ELEKTRONGEA COPENHAGEN
 President: Mr. John L. Bryholt
 Assistant mgr.: Mr. Vilhelm Høy
 Labels (others): Cupol, Efel, Eurona, Nashville, Olga, Swedish Society Discofil, Telefunken

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 Phone: TAgA 8505
 Cable: DANRECORD COPENHAGEN
 President: Mr. Karl Emil Knudsen
 Publicity: Mr. Poul Bach
 A & R man: Mr. Gustav Winckler
 Labels (domestic): Ecco, Life, Mascot, Sonet, Storyville
 Labels (others): Arc. Artone, Baronet, Blue Note, Canadian American, Charlie Parker, Checker, Obess, Colpix, Epic, Folkways, Funckler, Gazell, Grand Prix, Kenwood, MK, Monitor, Musidisc, Nashville, Okeh, Palette, Red Bird, Roulette, Roost, Saga, Savoy/Musidisc, Scan-Disc, Society, 77/Folklore, Stardy, Status, Supraphon, Transatlantic, Xtra

FELIX FILM OG GRAMMOFON—Bernstoffs-gade 21—COPENHAGEN K
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 Presidents: Mr. Einar Christensen
 Labels (domestic): Felix
 Labels (others): Cantate
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 Cable: RINGBUY COPENHAGEN
 President: Mr. Olle Flinsted
 Labels (domestic): Kajak
 Manufacturer of records by and for local consumption at Greenland

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 Cable: HENIGRAM COPENHAGEN
 President: Mr. Ove Hede Nielsen
 General manager: Mr. Leif Risell
 Publicity: Mr. Leif Risell
 Labels (domestic): RCA Victor
 Labels (others): RCA Camden, RCA Victrola, Reprise, Warner Bros.

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 Phone: PAlea 3808
 Manager: Mr. Sv. Aage Svendsen & Mr. W. Hagstrom
 Labels (domestic): Korsets Evangelium
 Labels (others): Hemmets Harold, Klango
 Religious music—The Pentecostal Movement

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 President: Mr. Bent Fabricius-Bjerre
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 Cable: MUSICMORK COPENHAGEN
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 Publicity: Mr. Ivan Meldgaard
 Labels (domestic): Triola
 Labels (others): Austroton, CGD, Derby, Dot, Elite Special, Golden Guinea, Hickory, Jewel, Kapp, Knäppupp, Paula, Piccadilly, Pye, Whit.

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 Cable: POLYPHON COPENHAGEN
 Managing director: Mr. Werner Hamburger
 A & R manager: Mr. Bruno Henriksen
 Labels managers (including publicity): Mr. Andreas Arffmann, Mr. H. Rosenløv Jensen, Mr. Ove Wiisbolm
 Labels (domestic): Philips, Polydor, Polyphon
 Labels (others): Ace of Diamonds, Ace of Hearts, Archiv-Produktion, Brunswick, CBS, Decca, Deutsche Grammophon, Fontana, London, Mercury, Riverside, United Artists, Verve

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 Phone: HELrup 9305 & 7690
 President: Mr. Børge Binderup
 Publicity: Mr. Jørgen Kleinert
 Labels (domestic): Oktav
 Labels (others): ZAC

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 Publicity: Mr. Kurt Hviid-Mikkelsen
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 President: Mr. Asger Lund-Christensen
 Labels (domestic): Tivoliphon

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 Label managers: Mr. E. Øllgaard, Mr. Svend Hansen
 Labels (domestic): Teener, Tono
 Labels (others): Amadeo, Audio Fidelity, Barclay, Bel Air, Contemporary, Durium, Embassy, Fonit, GNP, Good Time Jazz, Jazz Selection, Josie, Jubilee, Mainstream, Majestic, Mode, Oriole, Pop, Ronnex, Swing, Time, Vogue.

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 President: Mr. Svend Erik Tarp
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 President: Mr. Karl Nielsen
 Nordisk Copyright Bureau—Mechanical licenses in Scandinavia.

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 President: Mr. S. L. G. Gottlieb

Area: 16,619 sq. miles (43,044 sq. kilometres), to which is to be added the Faroe Islands in the North Atlantic, about 300 miles northwest of the Shetlands (540 sq. miles), and Greenland, a huge island between the North Atlantic and the Polar Sea (827,300 sq. miles)—making the total area of Denmark 844,459 sq. miles (2,200,000 sq. kilometres).

Population (Incl. Faroe Islands and Greenland): 4,768,000 inhabitants.

Record market: Denmark is mainly an importing market, and also a teenager's market. Sales of LPs is going up, there is a limited market

for EPs, while singles are dominating. Stereo is doing very good, and if both stereo and mono versions are available, only stereo is released in most cases.

Language: Local language is Danish, which does not hurt the sale of foreign-language records, preferably those in English language. For the native population at Greenland, a certain production of records in the Eskimo language exists.

Radio & TV: Broadcasts and TV are government-owned non-commercial stations. Special radio stations at Greenland offers programs in Danish as well as Eskimo language.

DENMARK — Music Publishers

ACUFF-ROSE SCANDIA—Vesterport 247—COPENHAGEN V
 Phone: 11 50 00
 Cable: MUSICMORK COPENHAGEN
 President: Mr. Knut Mørk

DACAPO MUSIKFORLAG—Pilestraede 2—COPENHAGEN K
 Phone: CEntral 9549
 Cable: DACAPOMUSIC COPENHAGEN
 President: Mr. Henry Andersen

DNF MUSIC—Dortheavej 39—COPENHAGEN NV
 Phone: TAgA 8505
 Cable: WINCKLERMUSIC COPENHAGEN
 President: Gustav Winckler, Karl Emil Knudsen

EDITION STAR—Dortheavej. 39—COPENHAGEN NV
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 Cable: WINCKLERMUSIC COPENHAGEN
 President: Mr. Gustav Winckler

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 Phone: MInerva 7888
 Cable: MUSICHANSEN COPENHAGEN
 Presidents: Mrs. Hanne & Lone Wilhelm Hansen
 Professional mgr.: Mr. Arne Spliid

IMUDICO A/S (International Musical Distributing Co.)—Colbjørnsengade 19—COPENHAGEN V
 Phone: Hilda 5625
 Cable: IMUDICO COPENHAGEN
 President: Mr. Albert Kleinert

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 Professional mgr.: Mr. Arne Spliid

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 Phone: 11 50 00
 Cable: MUSICMORK COPENHAGEN
 President: Mr. Knut Mørk

MULTITONE A/S—Vibevej 31—COPENHAGEN NV
 Phone: 34 21 28
 Cable: MULTITONE COPENHAGEN
 President: Mr. Harry Jensen

MUSIKPRODUKTION WINCKLER — Dortheavej 39 COPENHAGEN NV
 Phone: TAgA 2282
 Cable: WINCKLERMUSIC COPENHAGEN
 Presidents: Mr. Gustav Winckler & Mr. Karl Emil Knudsen

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 President: Mr. Børge Binderup
 Professional mgr.: Mr. Jørgen Kleinert

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 Cable: MUSICMORK COPENHAGEN
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 Professional mgr.: Mr. Arne Spliid

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 Cable: MUSICMORK COPENHAGEN
 President: Mr. Knut Mørk

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 Phone: MInerva 7888
 Cable: MUSICHANSEN COPENHAGEN
 Presidents: Mrs. Hanne & Lone Wilhelm Hansen
 Professional mgr.: Mr. Arne Spliid

DENMARK'S BEST SELLERS

Listed below are records appearing at first, second and third spot in the charts month-by-month during 1966.

- January: 1 We Can Work It Out (Beatles/Parlophone) Multitone A/S, Denmark
- 2 Yesterday Man (Chris Andrews/Decca) Sweden Music AB, Sweden
- 3 Yesterday (Beatles/Parlophone) Multitone A/S, Denmark
- February: 1 Yesterday Man (Chris Andrews/Decca) Sweden Music AB, Sweden
- 2 *Storkespringvandet (Caesar/Sonet) Musikproduktion Winkler, Denmark
- 3 Yesterday (Beatles/Parlophone) Multitone A/S, Denmark
- March: 1 Michelle (Beatles/Odeon) Multitone A/S, Denmark
- 2 *Storkespringvandet (Caesar/Sonet) Musikproduktion Winkler, Denmark
- 3 Yesterday Man (Chris Andrews/Decca) Sweden Music AB, Sweden
- April: 1 Michelle (Beatles/Odeon) Multitone A/S, Denmark
- 2 *Stop, mens legen er god (Ulla Pia/HMV) Multitone A/S, Denmark
- 3 Ser du, ser du (Caesar/Sonet) Imudico A/S, Denmark (originally a Norwegian copyright)
- May: 1 These Boots Are Made For Walkin' (Nancy Sinatra-Reprise) No publisher
- 2 Dedicated Follower Of Fashion (Kinks/Pye) Belinda (Scandinavia) AB, Sweden
- 3 Michelle (Beatles/Odeon) Multitone A/S, Denmark
- June: 1 Paint It Black (Rolling Stones/Decca) Musikforlaget Essex AB, Sweden
- 2 Frankie and Johnny (Elvis Presley/RCA Victor) No publisher
- 3 These Boots Are Made For Walkin' (Nancy Sinatra/Reprise) No publisher

*Local Copyright
 Beatles did well in Denmark with their names among the above Top 3 not less than six times. Local talent Caesar has offered a strong competition and looks to be one of the most successful local artists of the year. In general, the year has not been the very best for local tunes, while British and American songs have shown a great dominance.

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 Phone: SUNdy 716
 President: Mr. Børge Jensen

METRONOME STUDIOS A/S—Vibevej 31—COPENHAGEN NV
 Phone: AEGir 8112
 Cable: METRORECORDS COPENHAGEN
 President: Mr. Bent Fabricius-Bjerre

TONO GRAMMOFONPLADER A/S—Dortheavej 1-3—COPENHAGEN NV
 Phone: AEGir 9680
 Cable: TONORECORDS COPENHAGEN
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CANADA—The Past Twelve Months

JULY 1965—Quality Records debuts French-language line, Contact. Dave Clark Five appear at Calgary's Stampede, CFAC's Dennis Corrie emceed, crowds good. Paul White named Director of Artists and Repertoire at Capitol. "My Girl Sloopy" by Little Caesar and The Consuls shapes into cross-Canada smash. Stan Klees records Canadian groups for Coke commercials. "Shakin' All Over" by Chad Allen and the Expressions hits the high spots on the U.S. charts. "My Girl Sloopy" by Little Caesar released in U.S. on Amy-Mala. Numerous Canadian music-biz firms unite office premises in Toronto's Music Canada Building. Mike Stephens returns to Montreal's airwaves over CKGM. London picks up Mercury-Smash lines for Canada. Ralph Harding joins Arc. Jack London switches labels to RCA Victor. Arc releases Terry Black outing, "Only Sixteen." "Love's Made A Fool Of You" debuts on Capitol by The Esquires. "Hey Ho What You Do To Me" released in both the U.S. and Canada, shapes up as another hot single for the Chad Allen gang. American billing for the group becomes "The Guess Who", shortly name becomes official in Canada as well.

AUGUST 1965—"Your Kind Of Love" by The Allan Sisters becomes national break out on Red Leaf. RCA Victor picks up the Dunhill line for Canada. "Hard Times With The Law," on Capitol by The Sparrows does well in numerous Canadian centres. Radio moves take Gary Parkhill from CFCN, Calgary to Hamilton's CKOC, and the controversial west coaster, Pat Burns to Montreal's CKGM.

SEPTEMBER 1965—RCA Victor's George Harrison signs Martha Guran for new kiddie by "Miss Martha." Tartan close deal for American distribution of Bobby Curtola's records. Big push on Bobby's LP through his

affiliation with Coca Cola Ltd. Last Words come up with a winner on RCA's Canada-International label, "The Laugh's On Me." Action picks up on Gord Lightfoot outing on U.A., "Just Like Tom Thumb's Blues." Arc secures Hanna-Barbera line for Canada. John Wilson comes back to the Canadian radio scene with Toronto's CKEY. Dave Leonard, Monticiana topper, relocates his various operations to Manhattan. Lee Farley, Quality's National Sales Chief, named an honorary citizen of Winnipeg through promotion efforts for that city's Guess Whos.

OCTOBER 1965—Good Ted Daigle, country LP is released on London, entitled "Bottoms Up." Vet deejay, Dave Johnson exits Toronto's CHUM to become time salesman at CFGM, same city. Pat Milton follows Carole Vallillee into the music director's post at Ottawa's CFRA. The Singing Priest, Father McManus of Winnipeg debuts as record artist with an Audio Fidelity LP. Bob McAdorey named Music Director of CHUM, Toronto. Doug Crosley's RCA Victor LP, "A New Star In Town" creates a stir in several Canadian centres.

NOVEMBER 1965—Kenny Hamilton debuts on Apex with "Dear Brothers, Sisters and Friends." The long awaited Andy Kim outing on Red Bird is released, "I Hear You Say (I Love You Baby)." The Classels are presented with a gold record for 400,000 sales on the Trans Canada label. Patricia-Ann's Arc single, "Blue Lipstick," stirs up chart action in and around many major Canadian markets. "Take The First Train Home" develops chart muscles across Canada for Dee & The Yeomen. Levon and the Hawks appear with the Bob Dylan concert, get big CHUM-Toronto. Bob Johnson takes over M.D. spot at Montreal's CFCE. Bud Hayden, former ace promo man on the Canadian

wax scene makes a name for himself with MGM out of New York. Brian Chater goes to work for Burlington Music in Montreal. Dick Hayes takes over afternoons at CHUM, Toronto, moving in from Minneapolis. Donald Lautrec's releases create sales stir in Europe. "Blue Is The Night" by The Deverons on Reo sells well in Winnipeg. George Balcaen assumes Music Director's post at Montreal's CJAD. The Counts sign with Apex. "Walking The Dog" is released by Gaiety in both the U.S. and Canada. Artist is Jerry Palmer. RCA Victor lines up Canadian distrib rights for the Hollywood-based operation.

DECEMBER 1965—Jay Spark returns to late afternoon air stint on Lakehead's CJLX. "Did You Ever Have To Make Up Your Mind" by The Lovin' Spoonful on Kama Sutra is released in Canada only. Canadian sales action leads to much later U.S. release. Bryan Olney's composition, "While I'm Away," does extensive chart biz for Bobby Curtola. Bill Fisher's Fi-Sound label develops regional hit, "It's All Over Now" by the Sceptres.

JANUARY 1966—Claude Jobin takes over promotion of French-language record product at Quality's Montreal branch. "Believe Me" by Chad and Guess Whos develops into a big seller, particularly in Winnipeg. Pickwick International signs distribution agreement with Capitol in Canada. Engagement of Tim "Lord Timothy" Hudson, ex Montreal deejay now at L.A.'s KFVB, to Dean Martin's daughter, Claudia is announced.

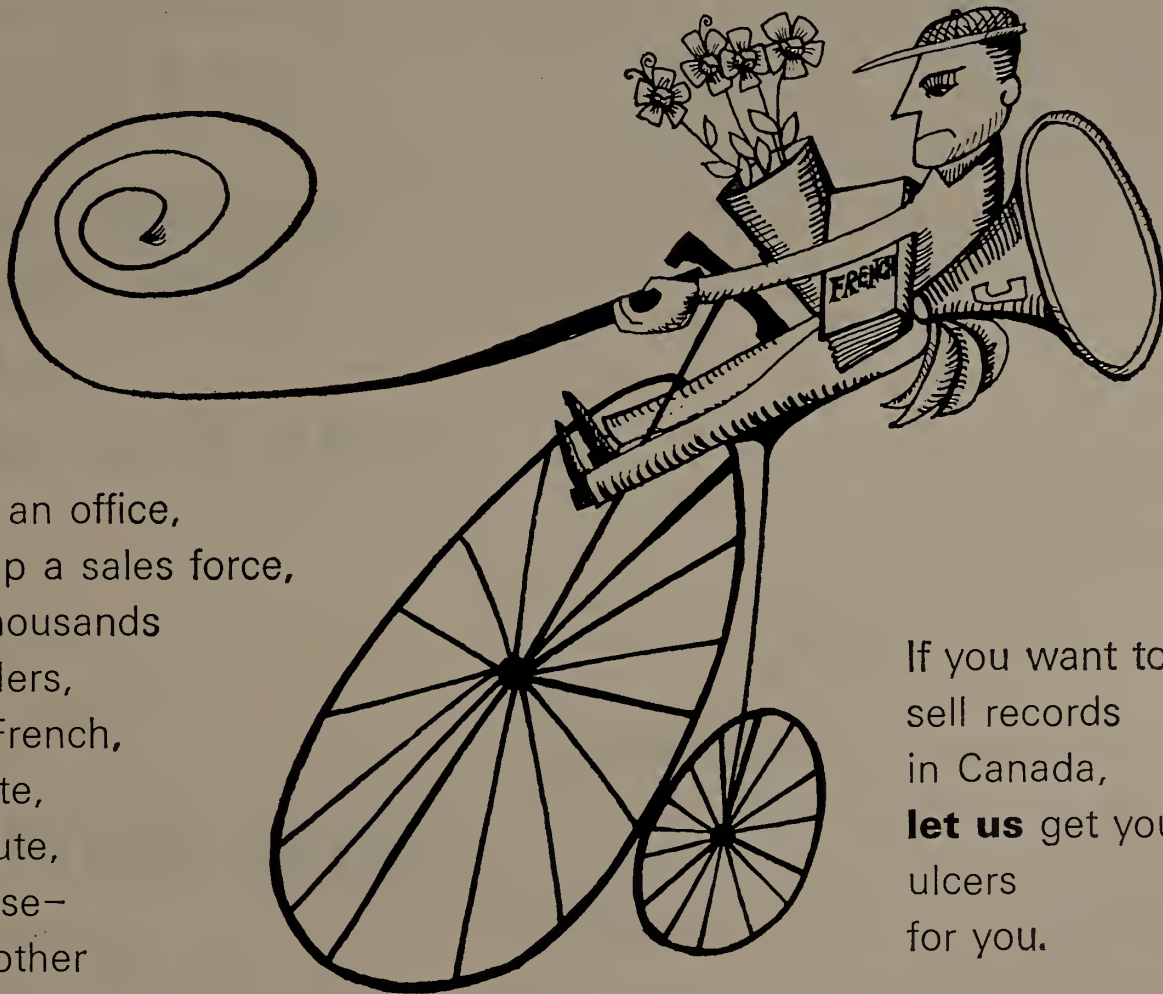
FEBRUARY 1966—Ron Newman exits Phonodisc's National Sales Manager's post. He is replaced by record-biz vet, Hal Ross, Montreal branch manager of the firm. Ross' place in Montreal is taken by ex-Sparton Manager there, Jim Corbett. "Hey Girl Go It Alone" appears to be

best ever for Big Town Boys on Capitol. Fred Exon joins the ranks of record men in Canada. He represents among others, Polydor in Canada. Ray Hutchinson's Epic outing, "Rose Marie" gets much air time from Canada's spinners.

MARCH 1966—The Willows, formerly The Girl Friends, debut on MGM in the U.S. and Canada with a very commercial outing, "My Kinda Guy." Johnny Cowell is featured on a new Sparton LP. Swing Set joins forces with Ottawa's CFRA to distribute first class hit chart. Bing Crosby does Easter Seal Show in Toronto and looks up his friend of many years, Ottawa spinner Gord Atkinson. Atlantic-Atco lines move to Quality for distribution in Canada. Many Canadian broadcasters spend week in Chicago at Bill Gavin Programming Conference and N.A.B. Convention.

APRIL 1966—London reorganizes at the exec level, splitting their various lines into separate departments, each to function as a complete entity within the overall framework of the company. Department heads are: John Toews, Mercury-Philips; Fred Refka, London, London-Group; Adrian Bildeau, Liberty. Good single available from Eagle Records in Winnipeg, big local hit, "Crazy Things" by The Quid. Gordon Lightfoot LP is released on U.A., and starts to sell in big quantities at key dealer outlets across Canada. Barry Allen has a hit, "Lovedrops" breaks wide open in Canada with much interest in the U.S. Larry Lee and The Leesures figure to have a giant seller in their newie on Columbia, "Toodle Oo Kangaroo." New RCA Victor Sales head man at the Winnipeg branch is ex-broadcaster, Dunc Anderson. Bill Patterson takes over the Vancouver branch for RCA Victor. Sandi Shore

(Continued on page 116)



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(Continued on page 114)

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(Continued on page 116)

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CANADA — The Past 12 Months

(Continued from page 111)

of Vancouver is recorded in Hollywood by Gaiety Records. "Jug Band Music" is another Canada-first hit for Kama Sutra and the Lovin' Spoonful.

MAY 1966—Danny Harrison does very well in several key markets with his Coral outing, "Girl Girl Girl." Gaye Galin exits London's promo set up. Smooth single by The Rhythm Pals on Melbourne, produced by Leeds' Al Allbutt, "Watch Your Step," begins to catch on with deejays. Sparton makes new appointments at the local sales manager level across the country. Montreal-based group, The Haunted, break wide open in their home town with a Quality outing, "1-2-5." Action spreads across Canada. New Esquires debut on Columbia. Myrna Lorrie returns to the wax wars, with a new Gaiety single. Owner of CHUM, Toronto awaits B.B.G. approval of his purchase of CFRA, CFMO in Ottawa. Ron Scriver of Big Land Agency completes coast to

coast talent hunt. Chad Allen leaves Guess Who group due to illness as latest, and possibly biggest single, is released, "Clock On The Wall." Great new Canadian singles out by Gary Buck on Capitol and David Clayton Thomas and the Boss Men on Duff Roman's Roman label. Little Caesar and the Consuls out with a new single of note, "A Thousand Miles Away." Bill Fisher returns to Allied.

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(Continued from page 115)

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Cable: PARADCO PANAMA
Pres.: Mr. Donald Halman
Labels (others): RCA Camden, RCA Victor, among others.

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Pres.: Mr. Sian Yok Cheng
Labels (domestic): Super
Labels (others): Mercury, Smash, Wing

(Continued on page 134)

AUSTRALIA — The Past 12 Months

The twelve months since the last directory issue have probably been the biggest ever for the Australian recording industry; most certainly the biggest in all the years that Cash Box has been covering the Australian scene. In terms of the volume of records released, the Australian artist has never had it better, but true national success on disk has come to only a handful of artists; it has eluded the majority of Australia's recording talent.

The twelve months just completed has seen the release of no less than 500 singles devoted to local artists, in the same period locals accounted for 150 EP's and a total of better than 200 albums. Collectively this represents a big capital investment, and is seen as a strong testimonial to the faith that local record companies see in the future of Australian talent. More important; it is a trend that will continue into the future with a continually developing emphasis on the cry for "Australian talent for the Australian consumer."

Somewhere along the line there has been a loser, and in this instance there will probably be two! Whilst there is no cause for alarm at this stage, we envisage that in the long run English and American runs will suffer at the hands of the ever-increasing output of local product. It will be pretty much along the lines of the English scene of about this time last year where American records were hard pressed to get off-the-ground in any really big volume.

Let's face the fact that in a small market such as Australia there is a definite limit to the number of individual records that the consumer can handle. And with the country almost bulging at the seams with local records, and also bulging at the seams with imported releases, it is obvious that somethin's gotta give. And the way we see it, it has to be the overseas product. We don't for one second suggest that overseas disks will fade from the scene completely; but for sure the volume of releases must fall-off if the local industry continues to expand at the same level as it has done over the past year. It is going to become more difficult for the independent overseas companies to negotiate contracts for the Australian market on the somewhat luxurious terms that they have demanded in years gone by. Of course the major overseas labels will still do well in Australia, by virtue of the strength and diversification of their catalogues, particularly in the field of albums. We predict that any squeeze that overseas companies feel from Australia will be restricted to singles; because we are still a fair way behind in the area of albums, especially when it comes to top quality pop and classical music.

Since the 1965 directory appeared, 21 locally produced singles have found a place in our weekly list of the ten top national best sellers. It is interesting to point out that this figure would have been much higher had a lot of other records enjoyed simultaneous sales in all States to gain true national popularity, rather than getting action from State to State several weeks apart. Such records eventually won national acceptance, but the manner in which they achieved it didn't allow them to show out strongly on our dealer sales reports at the same time, which is pretty important in the compilation of an ACCURATE NATIONAL list.

Of the twenty-one local records to make our chart over the year we find that the teenagers' idol Normie Rowe leads the field with no less than five records of the 21!! Next in line is Ray Brown with a total of four; then comes Billy Thorpe and the team of Bobby & Laurie with three apiece. Popular local groups The Easybeats

and M.P.D. Limited have two and one respectively, then comes The Throb Tony Worsley, and The Henchmen with one each.

The complete list is as follows, the highest position each record reached on our best-seller list is given before each title, then comes the artist and the label;

- 1 Que Sera Sera (Normie Rowe-Sunshine/Festival)
- 1 Hitch Hiker (Bobby & Laurie-Parlophone)
- 2 Breaking Point (Normie Rowe-Sunshine/Festival)
- 2 Twilight Time (Billy Thorpe-Parlophone)
- 2 Tell Him I'm Not Home (Normie Rowe-Sunshine/Festival)
- 3 Women (The Easybeats-Parlophone)
- 3 Little Boy Sad (M.P.D.Limited-Go!!)
- 3 I Told The Brook (Billy Thorpe-Parlophone)
- 4 Come And See Her (The Easybeats-Parlophone)
- 4 In The Midnight Hour (Ray Brown-Leedon/Festival)
- 4 Love Letters (Billy Thorpe-Parlophone)
- 4 It Ain't Necessarily So (Normie Rowe-Sunshine/Festival)
- 4 Someone (ain't right) (Bobby & Laurie-Go!!)
- 4 Fool, Fool, Fool (Ray Brown-Leedon/Festival)
- 5 Fortune Teller (The Throb-Parlophone)
- 5 Velvet Waters (Tony Worsley-Sunshine/Festival)
- 5 Pride (Ray Brown-Leedon/Festival)
- 7 I Belong With You (Bobby & Laurie-Go!!)
- 8 Tennessee Waltz (Ray Brown-Leedon/Festival)
- 9 I (Who Have Nothing) (Normie Rowe-Sunshine/Festival)
- 9 Rockin' Robin (The Henchmen-Go!!)

A brief survey of the list shows that there are three Australian compositions amongst the 21 titles, namely, "Women" (The Easybeats), "Come And See Her" (The Easybeats), and "I Belong With You" (Bobby & Laurie); the three songs are originals by the artists who took them on their big chart rides. Of the big twenty-one Festival organisation, EMI have seven, all of which are on their Parlophone label, the remaining four were issued by Astor on their subsidiary label, Go!!

Thirteen of the records concerned are by solo male vocalists; eight feature groups; and in accordance with the pattern of the last couple of years there is NOT ONE record out of the batch by a female artist!!

What the recording future holds for Australia's top girl singers is anybody's guess, but the picture over past years doesn't look too bright for them on a national scale. There are several females recording who are catching strong regional action, but by golly they're having a rough time trying to break-through nationally.

The independent record producers are making strong headway, and Cash Box sees them becoming a major force in the Australian industry in the immediate years ahead just as they have done in England and the United States. Some indication of the success of the indie producer is reflected when we analyze the twenty-one records mentioned above. EMI have seven of the total and ALL were produced by Albert Productions (the record production unit of the publishing house of J. Albert & Son) and leased to EMI to issue on their Parlophone label.

A good number of the releases through Festival Records; referred to earlier in this article, are independent productions. For instance, the Normie Rowe disks are produced by Sunshine records but are recorded, pressed, promoted and marketed through the facilities of Festival. All major record companies here are now involved to varying degrees in local talent on disk. At the moment more than half of the entire output of Australian records is from the Festival operation, then comes (after a fairly long interval) EMI, pretty close up next is W & G (who release a strong percentage of albums for their total production); then on about equal footing

(Continued on page 118)



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AUSTRALIA - The Past 12 Months

(Continued from page 117)
we find RCA, Astor, ARC (Australian Record Co) and Philips, who haven't as yet moved too deeply into the local field. It seems that most companies have formulated plans to penetrate further into the realm of recording home-grown talent; and there is plenty of potential on the horizon of our developing artists. Our feeling is that before another twelve months is out this column will be reporting success for such artists as The Groop, who are contracted to ARC and are released on the CBS label here. The Groop have had plenty of regional success with their records, they are currently represented with "I'm Satisfied With My Girl," a fine production worthy of national and overseas recognition.

Young Mike Furber is an odds-on certainty to crash through with a giant hit any time now for Komotion Records; Mike has a huge following with youngsters who will soon be coming out in droves to support his records. The Cherokees have been on-the-brink of big things with their last couple of releases for the Go!! label, and it's only a matter of time for them now. This column has for some time now been predicting national stardom for Merv Benton, and so have a lot of other people. But so far Merv has just missed out with his records, but we can see Merv close to the top during the next six months or so; Merv Benton is contracted to W & G Records.
(Continued on page 119)

ARGENTINA — The Past 12 Months

If during the previous period, sales figures in Argentina showed a decrease or at least remained at the same level, the 1965/66 period was filled with excitement and ups and downs in volume, along with definite changes in the taste of consumers and in the rise of catalogs as a way to achieve good figures at the end of the month.

The main excitement came during the September-Spring period, somehow helped by a price increase to be effective October 1st; afterward, the months of November and December were also strong, partly due to the usual Christmas sales, but also because of a sort of enthusiasm among record buyers: Cash Box's TAM's ("Total Annual Medio" or "Twelve Months Average Figures") registered an increase in units sold by the industry (independently from their price). A new increase, effective April 1st, raised regular LP's to about 930 pesos (about \$4.95 at the exchange rate of 189 pesos to the dollar), against 800 during the previous period. The volume of the whole industry is now about 225 million pesos a month, or \$1.2 million dollars. Of these, about 195 million are marketed through retailers, while the rest go through record clubs (the most important: CBS) and the Reader's Digest sales plans.

Although many of the problems existing before are still faced everyday, it could be said that the record companies have "adapted" their operations to these troubles. The main one is the difficulty to get foreign currency at official rates from the Central Bank, although this bank allows a certain amount of royalty payments after delays. The restrictions against advance payments still exist, and this means that few companies will be able to offer more than \$2,000 for a yearly contract with a foreign company or \$50 to \$100 for publishing rights, except in very special cases. As we have remarked in previous comments, the lack of acceptance of these practices by foreign diskeries and publishers leads to a reduction in use of their material, favoring long term bulk contracts between publishers and use of local recordings by the labels. Once more it would be considered unwise for an European or American label to ask for a big advance if it is dealing with a well known local prospective representative: royalty payments are strictly paid in most cases, since the releasing company is interested in keeping the catalog. The old idea of considering the advance as the only payment a publisher will receive for his catalog is unfair, at least for Argentina, and, as a whole, damages the original copyrighter's profits, since his works won't be contracted and thereby promoted and recorded in this country.

The price war, especially effective three or four years ago, practically disappeared, while "promotional" records vanished. However, on May 30th CBS released a new "promotional" (at 655 pesos), whose results are unknown at present. The remaining experiment in low priced records is "Difusion Musical," which extended its catalog during '65/'66 with the addition of recordings bought to old TK Records, containing tunes by los Fronterizos, Falu, Anibal Troilo and others. "Difusion Musical" is reportedly successful, and some other companies thought in a moment to follow suit, but afterwards, apparently, changed their minds. Disc Jockey continues releasing and selling 10" LP's, and is the only one to follow this practice regularly. The other companies release only 7" singles and 12" LP's, both on 33 rpm. As it is known, Argentina is one of the few countries (others: Brazil and Uruguay) where the 45 rpm speed is not used.

The trend towards international music has not only failed to decrease, but is even stronger than a year ago. The main sources for this production are, once more, Italy, France and England, with some hits also coming from Brazil and the United States, whose share of the market is small if compared with that of some years ago. Probably the most important visitor of this period was Charles Aznavour, who was a big success after an extremely heavy and long promotion

campaign which meant also huge sales for Aznavour's album in Spanish. Also profiting from wide promotion, this time through TV program "Studio Uno," taped by Italian RAI, was young lark Mina. From this country came also Gianni Morandi and Ornella Vanoni, and, some time before, Luigi Tenco, who reached one of the highest sales figures of 1965 with his "Ho Capito Che ti Amo." From the States came George Maharis, for the second time, and Bobby Sherman, among others. Melodic chanter Tito Rodriguez was also here, while other noted Latin American stars were Brazilian, Altemar Dutra, and Colombian combo, Bovea v sus Vallenatos.

Once more, Palito Ortega and Juan Ramon ranked high among local travellers. Ortega visited several Latin American countries and the States early in 1966, recording an album in the RCA studios at Nashville. Ramon recorded several tunes in Rome, and also travelled through all Europe. Appearing start Ginette Acevedo was invited to take part in "Candilejas" a TV program aired in Washington, and also jeter twice to Venezuela and was considered the best female voice of 1965 in that market.

Very few new artists appeared during this period. The best bet seems to be young chanter Yaco Monti, who was discovered at the Parque del Plata (Uruguay) Song Festival; his tune "Siempre to Recordare" reached afterwards the first place in the Argentine lists. The trend towards foreign recordings damaged the possibilities for more new artists: while two years ago ten or twelve out of the top sellers were local copyrights, now only three or four were of local origin.

Folk music remained at a high level, although few major sellers were noticed. A Chilean song, "El Corralero," provided big sales, and several others ranked well, but without the brightness of previous years. Tango music didn't improve its situation, probably because of lack of good titles. Classical releases were also average, with only Wanda Landowska as a high point. In mid-1966 CBS made a strong effort for Eugene Ormandy and the Philadelphia Orchestra, resulting in good promotion for this ensemble, performing at the Colon Theater.

Recording and pressing facilities remained more or less at the same level, with a new addition to the list of recording studios; Estudios Güemes, built by a society parallel to the one owning HyR Records. Phonogran bought the Constelacion Studios and started operating with its own equipment, reportedly with good results. The building of Sicamericana's studios continued, solving certain difficulties derived from the technical point of view. It will probably start working early in 1967.

(Continued on page 121)

AUSTRALIA— The Past 12 Months

(Continued from page 118)

There is a young man from Western Australia by name of Johnny Young who looks, and sounds good for future success. Johnny is on the Clarion label, one of the many local labels issued through Festival Records. A group called The Throb, who have had a good sized hit with "Fortune Teller," should really hit the big time in a big way very soon. The future looks very rosy indeed for such firmly established acts as Normie Rowe, The Easybeats, M.P.D.Limited (all of whom are reported to be heading for England and other countries within the next couple of months). Billy Thorpe, Bobby & Laurie, Ray Brown, etc., etc. Maybe over the next year or so records by these stars will duplicate the success overseas that they have won in Australia. The whole record industry in this country is keenly looking for new markets to conquer, with America and England to be the logical countries where most efforts will be concentrated.

This has been a BIG twelve months for Australian records and artists on the domestic scene; . . . so look out world . . . here comes AUSTRALIA.

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Palito Ortega
Charles Aznavour
Horacio Guarany
Palito Ortega
Cuarteto Imperial
Tulio Enrique Leon
Frank Pourcel
Shawn Elliot
Pete Seeger
Luigi Tenco
John Foster
Hernan Figueroa Reyes
Los VIP's

RCA Victor
Phillips
Columbia
RCA Victor
Columbia
Capitol
RCA Victor
TK
Polydor
RCA Victor
Columbia
Odeon
Columbia
Ariel
RCA Victor
Mercury
TK
RCA Victor
Mercury
Columbia
Columbia
Ariel
RCA Victor
Columbia
RCA Victor
Odeon Pops
Odeon Pops
Columbia
Polydor
Disc Jockey
Disc Jockey
RCA Victor
Columbia
Columbia
RCA Victor
TK
TK
Mercury
RCA Victor
Music Hall
Mercury
Odeon
H y R
Sondor
Mercury
Columbia
RCA Victor
Columbia
Ariel
Odeon
Columbia
Columbia
Columbia
Odeon
Columbia
Decca
Philips
Columbia
Columbia
Music Hall
Columbia
Philips
CBS
Fermata
CBS
CBS
RCA
Odeon
Odeon
Capitol
Decca
Odeon
RCA
CBS
Capitol
Odeon Pops
CBS
Odeon
Capitol
Odeon
Odeon
Odeon
CBS
RCA
Reprise
RCA
Odeon
Odeon
RCA
Capitol
RCA
Music Hall
Odeon
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CBS
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CBS
CBS
RCA
Odeon Pops
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CBS
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Artists
RCA
Disc Jockey
Phillips
RCA
CBS
Odeon Pops
Odeon
Music Hall
CBS
Fermata
Fermata
Odeon Pops
Ala-Nicky

(*) Local copyright

YOU SAY HIT?
YOU SAY



MELOGRAF
Paraguay 1583
Buenos Aires—Argentina

ARGENTINA — The Past 12 Months

(Continued from page 121)

Few major representation contracts were signed. After the success of Disc Jockey with Barclay several other French diskeries were required; at press time Surco had arranged the contract with Vogue and President. Italian labels Curci and Italdisc were obtained also by Disc Jockey, while Sicamericana made a major move with Pye of England and Ember. CBS started United Artists releases, and also improved the position of Ricordi artists on the market. RCA started Dunhill releases, mainly with Barry McGuire and The Mama's and Papa's. Indie producer Ricardo Romero started Belter of Spain releases, and his own label Quinto. RiFi from Italy passed from Fermata to Philips, while the former started releasing a Uruguayan series called Class.

From the promotion point of view, TV stepped forward a long way: TV comedies proved to be a wonderful way to promote a record, allowing heavy exposure for a single. The point was proved by Tenco's "Ho Capito . . ." which sold more than 130,000 copies, and Mina's "Studio Uno," netting more than 15,000 LP's in six months, a good mark for a female foreign singer. Several other recordings were promoted this way, and two of them "Avec" by Frank Pourcel, and "Los Que Esperan Amor," by Vico Berti) were particularly successful. Musical films entered also a new era, with "Mi Primera Novia"—starring Palito Ortega and Evangelina Salazar—and "Como te Extraño Mi Amor," with Leo Dan, resulting in major box office smashes. Several other projects were being developed at press time, with an eye on the international market, uncoupled up to now.

The future is regarded with a mixture of pessimism and confidence. Sales slumped during April for several companies, and although this happens every year it meant an alarming signal for many. But the buying mood is not gone, and it may be expected that 1966/67 will mean some further improvement in the market. Most companies are betting it will.

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ARGENTINA: BEST SELLERS—PAST 12 MONTHS

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Las Chicas De La Playa
La Boheme
La Luna Y El Mar
Los Que Esperan Amor*
Los Domingos
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La Pollera Amarilla
La Cancion Del Jacaranda
La Vestido Celeste*
Mibelle
Manuel Benitez, El Cordobes
March of Boca Juniors*
Madre*
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Rompan Todo*
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Siempre Te Recordare*
Shame And Scandal In The Family
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Bobby Solo
Palito Ortega
Luis Dimas
Palito Ortega
John Foster
Cuarteto Imperial
Las Ardillitas
Gigliola Cinquetti
Cuarteto Imperial
Bovea y los Vallenatos
Hernan Figueroa Reyes
The Beatles
Palito Ortega
Pete Seeger
Ramona Galarza
The Beatles
Luigi Tenco
Ornella Vanoni
Richard Anthony
Richard Anthony
Richard Anthony
Los Wawanco
Juan Ramon
Charles Aznavour
Frank Pourcel
Cuarteto Imperial
Vico Berti
Los Cinco del Ritmo
Claude Ciari
Cbacho Santa Cruz
Tulio Enrique Leon
Palito Ortega
Ramona Galarza
Los VIP's
Frank Pourcel
Alegres Cantores
Cacho Fontana
The Shakers
Horacio Guarany
Caterina Caselli
France Gall
Cuarteto Imperial
Los Wawanco
Charles Aznavour
Bobby Solo
Bobby Solo
Los Shakers
Cuarteto Imperial
Palito Ortega
Fred Bongusto
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Leo Dan
Mina
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Odeon
Disc Jockey
RCA
RCA
Odeon Pops
RCA
CBS
RCA
Music Hall
RCA
Fermata
CBS
Odeon Pops
Music Hall
CBS
Ariel
Odeon Pops
Odeon Pops
RCA
CBS
Odeon
Odeon Pops
Fermata
CBS
Odeon Pops
Odeon Pops
Odeon Pops
Odeon Pops
RCA
Disc Jockey
Odeon
CBS
Diskorn
Microfon
Odeon
Microfon
Odeon Pops
RCA
Odeon
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Odeon
CBS
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Philips
Music Hall
Philips
CBS
Odeon Pops
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CBS
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Music Hall
CBS
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Tel: 92-9090
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Label: Belter
Manager: Ricardo Romero

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Label: Bemol

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Av de Mayo 1222, Buenos Aires
Label: Avenida

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Label: Ciclope

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Rosario, Feia. de Santa Fe
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Label: RC

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DISCOS QUINTO
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Label: H y R

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Corrientes 485, Buenos Aires
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Boucbarb 644, Buenos Aires
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Label: Record

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BRAZIL — The Past 12 Months

It is becoming a constant in most South American countries that the political difficulties that arise have a definite influence on all forms of businesses, especially the record and music industry, and although, during the past twelve months, Brazil has had no change in government, no revolution or any other such commotion, the era of sacrifice imposed on the population (which we referred to in previous columns) is still the reason why the Brazilian phonograph market has not attained the rosy situation and position we are all aiming for. There is no doubt that the record is becoming more and more popular and if sales are not rising more than they are, it is mostly because the buying power of the masses is still low and the average family budget does not allow for extra expenses, including the purchase of records. However, all record companies are optimistic, hopeful about the future and even quite contented with sales figures during the past twelve months. Specifically since last May, there has been an obvious and promising reaction inasmuch as record sales are concerned. On the other hand, although the Cruzeiro (monetary unit of Brazil) has finally been stabilized, at least during the past twelve months, record prices were raised 10% in Dec., then again 10% in Feb. and 10% more in June. This, of course, startles the regular record buyer and does not allow a greater development in the industry, as would be natural if we consider the enormous popularity records have achieved, mostly during the past twelve months.

RPM, with four bands, two on each side, but with a personalized jacket and generally named for the most popular and strongest number included in it), which explains the considerably good rise in sales figures, since the LPs are much too expensive for the average record buyer, especially the young generation. This fact also explains why, in the past twelve months, the percentage of teen music sold, goes as high as 78% in comparison with all other kinds of music. By the way, and this we predicted long ago, in spite of the excellence of the present trend of the Brazilian Popular Music (the trend that followed the Bossa Nova movement), teen music, also called "yeah, yeah, yeah," scored an absolute victory during the past twelve months, partly because of its strength among the young crowds (who are after all the potential record buyers) and partly because of a lack of leadership in the Modern Popular Music (post Bossa Nova) lines. And, speaking of this, we come to the leaders of the teen sound, the most amazing phenomenon in the Brazilian popular music ever since! We are referring, naturally to Roberto Carlos and his gang, composed of Wanderlea (CBS), Erasmo Carlos (RGE), Jorge Ben (Philips), and the instrumental teen-groups Renato & Seus Blue Caps (CBS) and the Jet Blacks (Chantecler). The leader of this new movement, an exclusive artist of DISCOS CBS, became an absolute idol, very much on the level of the Beatles and other such cases. Quoting an experienced US music exec, a connoisseur of South American as well as the US pop music fields, ". . . unlike most Latin American (such) artists who just copy the U.S. songs, he has a sound that is original and very appealing . . ." Wherever Roberto Carlos appears, it is sure that the place is sold out, everything he does is copied by his thousands of fans, who are not necessarily youngsters

(Continued on page 123)

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SEE OUR AWARD ON PAGE ?

BRAZIL—The Past Twelve Months

(Continued from page 122)

His discs, in all categories—LP, single and double-compact—are always best-sellers and they were, probably for the first time with a Brazilian artist, for over twenty weeks in the number one spot on all the charts. His popularity crossed borders and he is already one of the favorites in Portugal, Argentina and other European and Latin American countries. His popularity is so great, that the US Columbia label is releasing one of his albums, in Portuguese, as a pop album. Other names should be mentioned in this category, which also have great popularity, such as Jerry Adriani, Wanderley Cardoso, Rosemeire, "Os Incriveis" and many, many others who account for the 78% mentioned in teen-music sales. But, we also have to mention the enormous successes scored by ballad chanter Agnaldo Rayol (Copacabana), who has one of the most popular TV shows (with comedian Renato Corte-Real)—Agnaldo is to be crowned "Rei da Voz" (King of the Voice) as a worthy successor of late Francisco Alves. Another good romantic chanter who, besides being one of the best-liked and most popular here, has also scored enormous successes in other Latin American countries, is Odeon's best-seller Altemar Dutra. A newcomer in the same company and in the same style, also appeared strong in this past year—Agnaldo Timoteo, who mostly sings versions of international hits. In the new Bossa Noval field the crown is still with Elis Regina (Philips) who lost a little of her popularity for a while, on account of a badly timed vacation trip and other badly advised moves. However, the talented young lark is regaining some prestige lately. In the meantime, other newcomers are threatening her title claim, such as RGE's Claudia (as we

had predicted) and Dorothy (RCA Victor). "Sambista" Jair Rodrigues is also still a champion of popularity (Philips), while Wilson Simonal (Odeon) is also regaining the popularity he had lost for a while. In the traditional "samba" style, the queen is still Elizete Cardoso, (Copacabana) since the only chantress that could come near, Helena De Lima (RGE) is not as popular and seldom is to be seen on TV programs, still the strongest promotion vehicle. Female "sambista" Elza Soares (Odeon) also had a strong comeback and is presently back among the most popular. Another prediction of ours, which already became a fact, is the return of the great romantic chantress Maysa to the recording world, this time with RCA Victor; we are practically sure that some of the lark's recordings will soon appear on the charts. Other names that have been appearing during these last few months and have good chances to become favorites are Rosa Maria (Odeon), Tania Maria (Continental), Jean Carlo (Copacabana), Eddie Wilson (CBS), Meire Pavão (RCA), Sonia Lemos (no company yet) and Dori Edson (Continental). The top vocal groups in the teen-music field during the past twelve months were, no doubt The Golden Boys and Trio Esperança (from Odeon) and Os Vips (Continental); but others are appearing, such as Deny & Dino (Odeon), O Quarteto, which a male foursome (not to be confused with Quarteto Em Cy from Elenco, who can be also considered among the best of the year). Several instrumental trios appeared after the famous Zimbo Trio, but these are still tops—others are Jongo Trio (lately dissolved), Sambalanco Trio, Pedrinho Mattar Trio, Manfredo Fest Trio, etc. In the teen-music instrumental field, so many appeared that it would be impossible to mention all, including

the Bells, the Bitniks, the New Clevers, the Brazilian Bitles, etc. There are still many other names that we could add to this long list and we consider that this is an obvious sign that the musical scene of Brazil is in a definite upwards movement. Weekly theater programs are being presented, mostly promoted by TV stations and the public is also present in quantity. In nightclubs, new modern shows are being presented and always of the best quality—a good example is one we had the opportunity to see in Rio de Janeiro lately, with Claudette Soares, Taiguara and the Milton Banana Trio, one of the best ever to be produced, in our opinion.

The "Second Festival of Brazilian Popular Music," which we have been writing about in our recent columns, was also a definite high point on the musical scene in this country. New composers and artists had a good chance to appear and become known from one day to the other. But, another Festival is being planned in São Paulo (while the first is organized by TV Excelsior, this one is by TV-Record) and still another called "First International Festival of the Popular Song" will take place in Rio de Janeiro before the end of the year. All this gives a good idea of the constant activity of the Brazilian musical world, which no doubt will have a substantial influence on the unavoidable growth of the record and music publishing industry in the near future.

As far as the promotion of Brazilian music in other countries, this was also a busy and efficient year. While Antonio Carlos Jobim returned to Brazil (he told us he has been often invited to go to US, in order to appear on coast-to-coast TV shows, compose for films, etc.), Astrud Gilberto, Luiz Bonfá, João Gilberto, Laurindo De Almeida and others, are still in the US, promoting our music.

At the Cannes Film Festival Elizete Cardoso, Zimbo Trio and Wilson Simonal scored an enormous success for the Brazilian Popular Music, and Elis Regina and Roberto Carlos also had great success in Europe. Altemar Dutra conquered Argentina and Uruguay. The top compositions of the year in the teen music field were penned by the twosome Roberto Carlos and Erasmo Carlos, especially with "Quero Que Vá Tudo Pr'o Inferno" which was for some odd twenty weeks, in the first spot in all local charts. They also had "A Volta" (Mundo Musical), "A Festa Do Bolinha" (Edições RCA), "A Pescaria" (Fermata) and from other authors such as Rossini Pinto, "Alguem Na Multidão" (Vitale), etc. From MPM, two absolute hits with "Dá-me" (Fermata) and "Canto de Ossanha," the first by Adylson Godoy and the latest by Vinicius De Moraes. Also, a Carnival number called "Tristesa," by late Haroldo Lobo and Niltinho, became a all-year hit and is still going strong.

From the international field, the yeah, yeah, yeah music is also a winner this year, headed by the Beatles, but trailed closely by the Rolling Stones, both for the Odeon label. Billy Vaughn, Matt Monro, Barry McGuire, Tom Jones and most of all Herb Alpert & His Tijuana Brass, also registered strong hits. Although not as strong as in previous years, the Italian artists were constantly present in the local charts all during the past twelve months — Gianni Morandi, Gigliola Cinquetti, Caterina Caselli, Ornella Vanoni, Domenico Modugno, Boby Solo, Adriano Celentano, Sergio Endrigo. But there was a definite new acceptance of the French artists, which probably started with Alain Barriere, followed strongly by Charles Aznavour and Dalida, Richard Anthony, and lately Herve Villard, Christophe and Guy Mardell.

(Continued on page 124)



ROBERTO CARLOS

BRAZIL'S TOP SINGING STARS RECORD FOR DISCOS CBS 1966



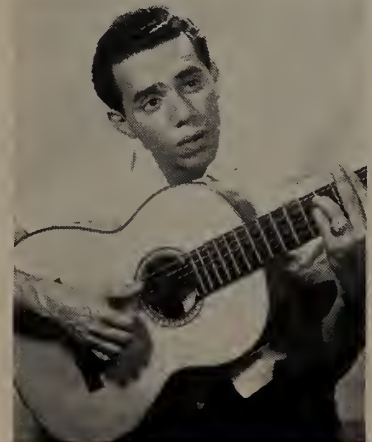
RENATO & SEUS BLUE CAPS



JERRY ADRIANI



WANDERLEA



CARLOS ALBERTO

BRAZIL—The Past Twelve Months

(Continued from page 123)

An important international event for Brazilian popular music was no doubt the promotion of the new rhythm "Jequibáú" of Mario Albanese and Ciro Pereira, which became an excellent export material during the past twelve months. In the United States, where it was launched through Cash Box, according to the authors, the new orchestral haunting Brazilian rhythm, has already more than ten recordings by top stars and it is very natural that will reach other countries all over the world, via USA. It is a great step ahead for a new approach of a serious and musically high leveled type of popular music. The album which was cut here for Chantecler, is also being released in the States and will most likely bring a new light to the new sound.

AUGUST—The presentation of "live" shows is intensified all the time and the companies take advantage to record during same. Ray Anthony and the Osca Peterson Trio visited Brazil with success. Chantecler released the first "Jequibáú" disc and launched it in a historical cocktail party. Another important such social event, hosted by Discos RGE to celebrate the new contract with the "Zimbo Trio" and release their second album.

SEPTEMBER—Roberto Carlos and his gang were pacted by TV Record (Channel 7 of São Paulo) for a series of live shows in its theater, which would become the craze of the year. Other companies followed the idea. Brazilian artists and recordings infiltrated the US market with great success. Another social meeting hosted by Chantecler to introduce newly represented US label "Roulette" and confirm representation of Italian label "Ricordi." Presented to press and critics the new hit album by top artists of the moment Elis Regina and Zimbo Trio—"O Fino Do

Fino"—in a cocktail party hosted by RGE and Philips in Rio de Janeiro. Sergio Mendes and his show "Brasil 65" on a new U.S. tour with Marcos Valle and wife Ana Maria, João Palma and José Suarez. Their album (cut live during show) is being released in the States. Brazilian music lover Stan Getz comes to Brazil to receive awards and homages from a grateful crowd, thankful for what he did in the U.S. for the promotion of our music.

OCTOBER—Sebastião Bastos acquired from the U.S. "Audio Fidelity, Inc." the company of same name in Brazil, renaming it "Disco Som/Maior." RGE, which passed from the hands of José Scatena to those of Enrique Lebendiger celebrated its 9th anniversary with a well attended dinner party. Excellent vocal and instrumental group "Os Cariocas" in a quick and successful tour to the United States, was presented in the most important TV programs and night clubs all over the country. An album of theirs was cut during this tour. One of the most important Bossa Nova shows—"4°. Festival da Balança"—took place at a Law University, presenting Jongo Trio, Vinicius De Moraes, Pedrinho Mattar, Elizete Cardoso, Maria Bethania, Wilson Simonal and the Bossa Jazz Trio, during which RCA made one of the best records of the kind. The most representative artists from Bahia are being presented to the São Paulo public at the "Teatro de Arena": Maria Bethania, Tomzé, Caetano Veloso and Piti.

NOVEMBER—Two artists long absent from Brazil returned for a presentation here: João Gilberto, from the United States and Juca Chaves, from Italy. The two Brazilian chanters, of completely different styles, were scoring successes in those two countries and were disappointed with their presentation here. The new teen music era is taking form in Brazil:

with such as Roberto Carlos, Wanderlea, Erasmo Carlos, Wanderley Cardoso, Jerry Adriani and many others, while the new Bossa Nova is going down to second place, also in sales, as shown in the charts.

DECEMBER—International attraction Shawn Elliot (Roulette, represented here by Chantecler) came to Brazil for a series of TV shows (Excelsior)—his interpretation of the much discussed number "Shame And Scandal In The Family" has been in the number one spot in the local charts for quite a while. Ramalho Neto (A&R for RCA) is launching his book "Historinha do Desafinado", the first written on the Bossa Nova subject. Alain Trossat became the new General Manager of Companhia Brasileira De Discos (Philips) in Brazil. The whole company is going through deep reorganization. Christmas approaching brings a new life in record sales, specially due to publicity campaign of disc companies such as Philips and CBS. However, preparation for the Carnival (Mardi-Gras) releases are already being felt.

JANUARY—U.S. agents Monte Kay and new partner Jack Lewis came to Brazil and made contacts for further presentation of Brazilian artists in that country. At this time Joao Gilberto is presented to the Brazilian public, after a long absence; it was a dramatic presentation due to health reasons and several misunderstandings which led to an unpleasant situation for the talented artist who left the country saddened. Old-time strong voiced chanter Vicente Celestino (RCA Victor) received the title of "Honorary Citizen of São Paulo" in a touching ceremony at the City Hall of São Paulo. Odeon, who represents Reprise in this country is making a special promotion for Frank Sinatra's 25th Anniversary in show business. In full preparation in all diskeries is the catalogue for the Carnival period. Eric Skinner and Ramalho Neto,

respectively general manager of Record Division and A&R and promo manager for "RCA Brasileira", headed for México, where they attended the "RCA Victor Latin American Record Licensee's Convention", which proved of great importance for the promotion of Brazilian popular music. Roberto Carlos is already on top and his disks are being sold like hot-cakes. In all radio and TV stations new teen-music programs are proliferating and the youngsters' reaction is being absolute. It is now the music of the moment.

FEBRUARY—Elis Regina and the Zimbo Trio (Rubens Barsotti, Luiz Chaves and Amilton Godoy) are being presented in Lisbon, Portugal with enormous success, which opens the door for new European presentations. The most important award of the year—"Chico Viola"—is being distributed by "Emissoras Unidas do Brasil". Sidney Frey (former prexy of Audio Fidelity) visited Brazil. Another visitor for another important meeting was Milton Rackmil, president of Decca Records of New York, who attended the Latin American Convention of Universal International in Rio de Janeiro. This is Carnival month and all attentions are directed towards its music, all diskeries busy with recordings and releases for the period. The number which would win first prize during that celebration—"Tristesia", by late composer Haroldo Lobo and by Niltinho—is from the Fermata pubbery and is being requested from all over, including by Eddy Barclay who was present in Rio de Janeiro to witness it. Teen music "Quero Que Vá Tudo Pr'o Inferno", by Roberto and Erasmo Carlos, although not meant for Carnival, was one of the most played numbers.

MARCH—Another international attraction comes from the U.S.—TV and theater actor and chanter George Maharis was presented by TV Tupi

(Continued on page 125)

THE BEST SINGERS FROM BRAZIL

ALTEMAR DUTRA



WILSON SIMONAL



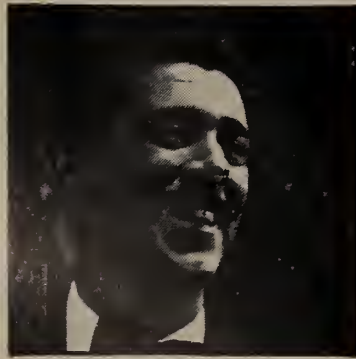
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TELEGRAMAS "TURNTABLE"

BRAZIL — The Past 12 Months

(Continued from page 124)

and had several personal appearances in private clubs. CBS Do Brasil hosted a cocktail-party to introduce the charming young man to the press and his many fans. Also from the States, comes visitor Morrie Pelsman, head of the foreign department of New York's Roulette Records, who takes a lot of material from Chantecler to the U.S.—due to his enthusiasm for the Brazilian music, quality of recordings and artistry of interpreters, we believe that this was a good promotion vehicle. The music of the latest "San Remo Festival" hit the market in Brazil and brings back the Italian music to the top positions in the local market. But the accent is still on teen music, with Roberto Carlos becoming an absolute idol of the whole public through his TV program at "Theater Record", titled "Jóvem Guarda" (Young Set); his disks are still far ahead in the charts in all three categories.

APRIL—This was the month of definitive consecration of CBS top teen star Roberto Carlos: after the most successful cocktail-party, hosted by the producers of the film to be shot here with that artist and his "gang", the largest movie theater in São Paulo was overcrowded with thousands of his fans of all ages to celebrate Roberto's birthday. Next, a lightning trip to Lisbon, Portugal, for a special TV program, proved that the young artist also has legions of followers outside the country. Because this coincided with Cash Box's International Section cover in which he appears and the advertisement of U.S. Columbia for the release of his first album and other publicity (some of it involuntary, like a street scene in which the young chanter had to shoot against people who wanted to attack him . . .), all newspapers, magazines and radio and TV wrote and talked about Roberto Carlos, the big news of the moment. Italian singing star Gianni Morandi came to Brazil by the hand of Waldomiro Saad Agency and was presented in the local TV-Tupi, also in night-club acts, private clubs, etc. Together with RCA the agency and TV station hosted acts, private clubs, etc. Together with RCA, the agency and TV station hosted a cocktail-party honoring the young songster and presenting him to press and critics. With this promotion, the young man's discs went up considerably in sales.

MAY—With the beginning of the "Second National Festival of Brazilian Popular Music" all attentions turned to this important musical event; the big news of the month was connected with it and its repercussion was even bigger than expected—because Cash Box was represented on the judging panel. Soft-voiced ballad chanter Altamar Dutra (Odeon exclusive artist) scored an enormous hit in neighboring Argentina, where one of his albums was released in Spanish. Nilo Sérgio, President of Musidisc, acquired a record plant near Rio de Janeiro, which has brought good changes to the local disc industry. A caravan of Brazilian artists, with Elizete Cardoso, Wilson Simonal, Zimbo Trio, Clementina De Jesus and Paulinho Da Viola headed for Cannes, France to attend and be presented at the Film Festival—this can be considered another great step for the promotion of the new Brazilian popular music in Europe, since some of the artists had a chance to go to Paris, where they appeared in several improvised shows, bringing a new light over our music to those audiences. It was also during the busy month of May that some important international attractions came to Brazil:

Charles Aznavour (Barclay/RGE) was presented at TV-Excelsior for two days and Italian chantress Ornella Vanoni (Ricordi/Chantecler) came to be seen at TV-Tupi and in several private clubs and in night-club acts. For both artists from Europe cocktail-parties with press conferences were hosted by the organizers. Still another international name was to be seen at TV-Record in one of the Roberto Carlos teen shows—Japanese top teen star Moryama Kayoko (Toshiba Records). In the classic field, the presence of the excellent Tokyo Symphonic Orchestra and, last but not least, Eugene Ormandy and his world famous Philadelphia Orchestra (Columbia/CBS). The local company made a special promotion for these discs during this time. It was also during this busy month that a much discussed musical happening took place: the concert organized by Diogo Pacheco, in which several teen music hits were presented with Chamber Orchestral arrangements, sung by well-known opera singers. To close the month on a golden key, two more important social events: a giant dinner-party hosted by CBS Do Brasil, honoring all press, radio and TV representatives, with the presence of the top recording stars from the company and all top execs of CBS and other companies. Main attraction was still Roberto Carlos! The other, a cocktail-party was hosted by TV Excelsior and RCA diskery, for the introduction of modern Italian chanter, Jimmy Fontana, who was also presented at that TV station's auditory.

JUNE—The "Second National Festival of Brazilian Popular Music" comes to an end with a gala presentation in São Paulo, during which the important and valuable awards are handed to the five winners. Although this is a competition for composers and authors alone, it was a big chance for the interpreters to become known and it will influence very much the recording scene in these next months. It is interesting to note once again that the numbers that reached the top positions in this Festival are mainly in a more traditional style of "samba", probably a natural reaction against the overly sophisticated and intellectualized new Bossa Nova, which was becoming much too complicated for the popular taste and appreciation.

Again we come to the conclusion that, in a country like Brazil, where music is an integral part of its inhabitants, much more could be said and mentioned in this respect. However, with all that is registered behind, we can safely assure that, in spite of the usual political, financial and economical difficulties that the country is going through, there is a definite upward movement in the musical field and this is having a positive reaction in the record industry. If we add to this the fact that the pubberies are joining efforts in order to promote the Brazilian music in all foreign markets, we also could anticipate much better years to come. Finally, we consider that it is important to mention that both diskeries and pubberies in Brazil are finally becoming conscious of the importance of a good international promotion and we wish to take this opportunity to show our gratefulness for a better and closer collaboration, which we sincerely hope will be intensified in the future, so that the good Brazilian Music, probably the one with more personality (even in the teen music field, local compositions are completely independent from English and North-American influences), can finally take the position it so much deserves in the international market!

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COMPANHIA BRASILEIRA DE DISCOS

(Alain Trossat, Joao Araujo, Jose Joaquim de Lima)
Avenida Rio Branco, 311—Rio de Janeiro
Labels: Philips, Sinter, Polydor, Westminster, Fonit, ABC, Paramount, Vanguard, Mercury, Forma

DISCOS CHANTECLER (CASSIO MUNIZ S.A.)

(J. Rahmi, Braz Bacarin, Namir Cury)
Rua Aurora, 1050—Sao Paulo
Labels: Chantecler, Ricordi, Roulette, Marfer, Fuentes, Peerless, Sica Peruana, Disk Luckey S.R.L., Edward Radio

DISCOS ELENCO

(Aloysio de Oliveira)
Rua Visconde da Gavea, 125—5°. andar—Rio de Janeiro
Label: Elenco

FABRICA DE DISCOS ROZEMBLIT, LTDA. (MOCAMBO)

(Kurt Sonderman, Adolfo Rozemblit, Bernardo Sonderman)
Rua Conselheiro Nebias, 662—Sao Paulo
Estrada dos Remedios, 855—Recife
Labels: Mocambo, Kapp, Seeco, Time, Jay-Gee, Vogue, Sidet, Meazzi, Surf, Supraphon, Italdisc, Italmusic

FERMATA DO BRASIL, LTDA.

(Enrique Lebendiger, Julio Nagib)
Avenida Ipiranga, 1123—Sao Paulo
Labels: Fermata, Cameo, Parkway, A & M, Jupiter, Premier, Ateco, Durium, Tamla/Motown

DISCOS FARROUPILHA LTDA.

(Tasso Bangel, Danilo de Castro)
Edificio Italia, Rua Sao Luiz/Ave. Ipiranga—Sao Paulo
Label: Farroupilha

GRAVACOES ELETRICAS S.A. (CONTINENTAL)

(Bighton Neto, Alfredo Corleto, Braulio Bona-diu, Adail Lessa, Romeu Nunes)
Prac D. Jose Gaspar, 106—2°. pavimento—Sao Paulo
Labels: Continental, Colpix, W&G's, Caboclo, Ducretet-Thomson, Sertanejo, Telefunken, Disquinho, Discao

GRAVACOES MUSIDISC LTDA.

(Nilo Sergio Pinto)
Rua da Lapa, 120—Rio de Janeiro
Labels: Musidisc, Nilser, United Artists, Command, Masterpiece, Vox, Audiola, Audio-Laboratory, Hi-Fi Jazz, Grand Award, Junior

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Avenida Rio Branco, 99—Rio de Janeiro
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RCA ELECTRONICA BRASILEIRA S.A.

(Douglas Reid, Eric Skinner, Ramalho Neto)
Avenida Ipiranga, 1097—Sao Paulo
Labels: RCA Victor, Camden, Liberty

RGE DISCOS LTDA.


(Enrique Lebendiger, Marcos Nobili)
Avenida Ipiranga, 1123—Sao Paulo
Labels: RGE, Barclay, Dot, CGD, Orfeon

SOM INDUSTRIA & COMERCIO S.A. (COPACABANA)

(Emilio Vitale)
Rua Casper Libero, 58—Sao Paulo
Labels: Copacabana, MGM/Verve, Hi-Fi Record, Palette, Montilla, Audiomex

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BRAZIL — Most Programmed

MOST PROGRAMMED NUMBERS

1. Quero Que Va Tudo P'ro Inferno—Roberto Carlos (CBS) Pub. by Vitale
2. Pot Pourri De Sambat Do Morro—Elis Regina & Jair Rodrigues (Philips)
3. A Hard Day's Night—The Beatles (Odeon) Pub. by Fermata
4. Shame And Scandal In The Family—Shawn Elliot (Chantecler); Renato & Seus Blue Caps (CBS) Pub. by Fermata
5. Festa De Arromba—Erasmo Carlos (RGE) Pub. by Mundo Musical

MOST PROGRAMMED MALE VOCAL GROUPS

1. Beatles (Odeon)
2. Renato & Seus Blue Caps (CBS)
3. Golden Boys (Odeon)
4. Trio Esperanca (Odeon)
5. Rolling Stones (London)

MOST PROGRAMMED FEMALE VOCAL GROUPS

1. Quarteto Em Cy (Elenco)
2. Supremes (Fermata)
3. Martha & Vandellas
4. Shangri-Las
5. Shirelles

MOST PROGRAMMED INSTRUMENTAL GROUPS

1. Jet Blacks (Chantecler)
2. Os Incriveis (Continental)
3. Zimbo Trio (RGE)
4. Jongo Trio (Farroupilha/RCA)
5. Ventures

MOST PROGRAMMED MALE VOCALISTS

1. Roberto Carlos (CBS)
2. Trini Lopez (Reprise)
3. Agnaldo Rayol (Copacabana)
4. Jair Rodrigues (Philips)
5. Carlos Alberto (CBS)

MOST PROGRAMMED FEMALE VOCALISTS

1. Wanderlea (CBS)
2. Elis Regina (Philips)
3. Connie Francis (MGM/Copacabana)
4. Giane (Chantecler)
5. Eydie Gorme (CBS)

MOST PROGRAMMED ORCHESTRAS

1. Herb Alpert & Tijuana Brass (A&M/Fermata)
2. Ray Conniff (CBS)
3. Henry Mancini (RCA Victor)
4. Bert Kaempfert (Polydor)
5. Billy Vaughn (RGE)

MOST PROGRAMMED INSTRUMENTALISTS

1. Al Hirt (RCA Victor)
2. Al Caiola (RGE)
3. Baden Powell (Elenco)
4. Paulinho Nogueira (RGE)
5. Nini Rosso (Fermata)

MOST PROGRAMMED LP ALBUMS

1. Whipped Cream & Other Delights—Herb Alpert's Tijuana Brass (A&M/Fermata)
2. Canta Para A Juventude—Roberto Carlos (CBS)
3. Beatles '65—The Beatles (Odeon)
4. Jovem Guarda—Roberto Carlos (CBS)
5. Help!—The Beatles (Odeon)

MOST PROGRAMMED NEW MALE VOCALIST

1. Tom Jones (London/Odeon)
2. Jerry Adriani (CBS)
3. Wanderley Cardoso (Copacabana)
4. Orlando Alvarado (Continental)
5. Ed Wilson (CBS)

MOST PROGRAMMED NEW FEMALE VOCALIST

1. Meire Pavao (RCA Victor)
2. Dorothy (RCA Victor)
3. Rosa Maria (Odeon)
4. Dusty Springfield
5. Claudia (RGE)

MOST PROGRAMMED NEW INSTRUMENTAL GROUPS

1. Bells
2. John Barry Seven
3. Marketts
4. Surfarris
5. Fevers

MOST PROGRAMMED NEW INSTRUMENTALIST

1. Nini Rosso
2. Claudio Ciari
3. Jose da Conceicao
4. Roy Etzel
5. Horst Jankovsky

MOST PROGRAMMED NEW VOCAL GROUPS

1. Rolling Stones
2. Byrds
3. Jongo Trio
4. Beach Boys
5. Sam The Sham & Pharaohs

MOST PROGRAMMED NEW ORCHESTRA

1. Herb Alpert's Tijuana Brass
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4. Hollyridge Strings
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PHILIPS BEST SELLING EP's

- 1 SHEILA—Le Folklore Américain
- 2 CLAUDE FRANCOIS—Même Si Tu Revenais
- 3 HERVE VILARD—Capri C'est Fini
- 4 HERVE VILARD—Mourir ou Vivre
- 5 SHIELA—Le Cinéma
- 6 HERVE VILARD—Fais-la Rire
- 7 CLAUDE FRANCOIS—Le Jouet Extraordinaire
- 8 JOHNNY HALLYDAY—Je L'aime
- 9 FRANCE GALL—Baby Bop

BARCLAY

- 1 NIKIS THEODORAKIS—La Danse De Zorba
- 2 CHARLES AZNAVOUR—Que C'est Triste Venise
- 3 JEAN FERRAT—La Montagne
- 4 JACQUES BREL—Amsterdam
- 5 EDDY MITCHELL—Toujours Un Coin Me Rappelle
- 6 CHARLES AZNAVOUR—La Bohème
- 7 JEAN FERRAT—Potemkine
- 8 DALIDA—Il Silencio
- 9 HUGHES AUFRAY—L'homme Orchestre
- 10 MIREILLE MATHIEU—Mon Credo

FESTIVAL

- 1 MARIE LAFORET—Katty Cruelle, La Bague Au Doigt
- 2 SURFS—Le Printemps Sur La Colline
- 3 ANDRE VERCHUREN—Succès 1965
- 4 JACQUES BODOIN—La Table De Multiplication
- 5 BOBBY SOLO—Si Piangi, Si Ridi
- 6 MARIE LAFORET—A Demain My Darling
- 7 SURFS—Scandale Dans La Famille
- 8 NINA ET FREDERIK—Mes Enfants De Toi
- 9 MICHEL DELPECH—Chez Laurette
- 10 GIGLIOLA CINQUETTI—L'Italiano

R.C.A.

- 1 ALAIN BARRIERE—Les Ginguettes
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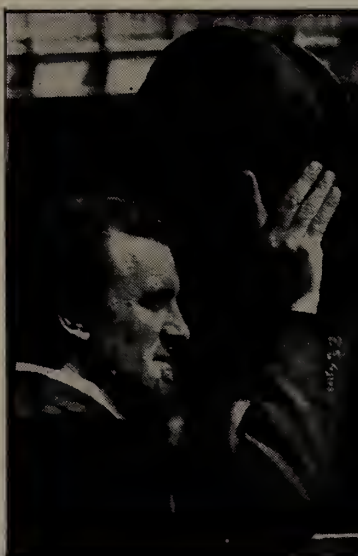
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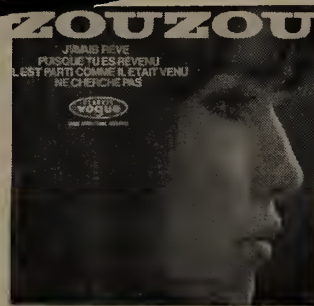
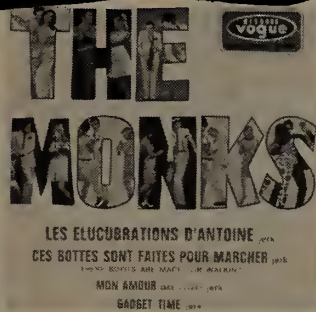
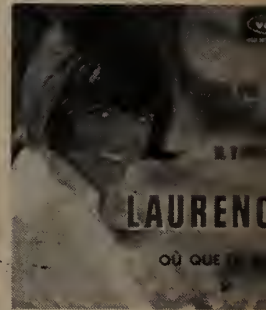
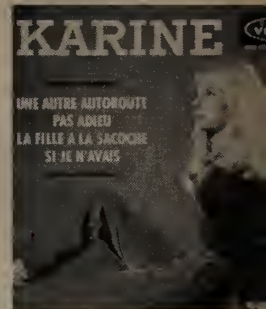
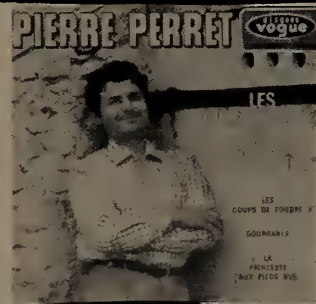
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(Continued from page 116)

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(Continued from page 133)

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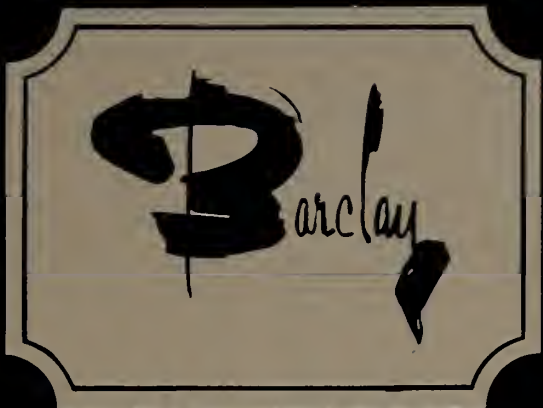
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(Continued on page 140)

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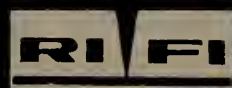
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So. AFRICA – The Past Twelve Months

The last official census (1960) showed the population of the Republic of South Africa stood then at 16,002,797 people.

The sales figures for the year remain almost identical to the previous year's figures being 1,900,000 LP's—2,000,000 Singles and 250,000 E.P.'s.

THE AFRICAN RECORD SCENE.

The huge African market is as I have reported before, fed with indigenous material. When the Government introduced special Bantu language services on a vast FM Radio network, hundreds of thousands of FM Transistor Radios were purchased, and the number of Bantu records sold dropped dramatically. Three years have since gone by, and the African Record market has recovered and is buoyant again.

A South African Record Company we have not heard from before in this review is Troubadour Records, a Company which in the past has devoted all its attention to the manufacture and distribution of African and Coloured product. Over the past two years, this Company has been active in both Afrikaans and English language recordings. The Troubadour P.R.O. reports "While maintaining its prominent position in the African and Coloured Record market, the past year has been marked by major advances by Troubadour Records in the Afrikaans Record field. The signing of a number of major and well established artists and the building up of new local Afrikaans talent into top talent status, has been achieved by aggressive sales policy and an intensive promotional effort involving continuous radio exposure and closer dealer liaison."

In the International field the Scepter franchise was acquired in January 1966, and initial releases by Dionne Warwick and the Kingsmen have met with success. In addition two major Italian labels, viz: Clan and Ricordi are now being released in Southern Africa under the Troubadour logo, bringing to devotees of Continental music and the increasing cosmopolitan population of South Africa, readings by the leading Continental artists.

THE SENSATIONAL SOUND OF MUSIC.

Teal Record Company's P.R.O. reports nothing in the history of the record business in Southern Africa has equalled the fantastic sales record of "The Sound of Music" sound track LP. In only eleven months 200,000 copies of "The Sound of Music" LP have been sold. This is equivalent to 8 million copies sold in the U.S.A. Gold Records were plentiful for Teal Artists during the past year. South Africa's top trumpet star Murray Campbell heading the list. He gained his Gold in double quick time for "Goodbye My Love" (Il Silenzio) and became a sensation overnight in this country. Close on his heels followed Virginia Lee's Gold for her vocal version of the same hit "Goodbye My Love." Virginia wrote the words herself and they were used again by several top flight Continental recording stars.

A Court Room clash resulted when Teal released "Choral Magic," an album with superb repertoire, featuring an outstanding German orchestra and choir. "Choral Magic" starring "The Singing Bells" was released during the Gunther Kalmann Choir tour of South Africa. When the attendant problems had been ironed out "Choral Magic" received tremendous air play and rapidly became a giant seller. It can be seen on Teal's Top Ten LP list in very good company. This year the whole world thrilled to the exciting music of Herb Alpert & His Tijuana Brass. In South Africa a number of stimulating clashes with local and overseas covers of the Herb Alpert sound heightened the impact and firmly entrenched Herb Alpert as one of the top record sellers in the country. Nancy Sinatra's "Boots" leapt up our Hit Parade in two tre-

mendous strides and dominated it for weeks. These are some of the many highlights of a crammed action packed year. Jim Reeves, Dean Martin, Trini Lopez, Elvis Presley, Slim Whitman, Sandie Shaw, Petula Clark, Perry Como, Ricky Nelson, the Kinks, local groups—The A-Cads, the Staccatos, 4 Jacks & A Jill, Jody Wayne—are some of the many great stars on Teal's labels; starts which took the lion's share of the record business in this country over the past year.

The Golden SARI (the equivalent of the Grammy Award in the U.S.A.) went to two Teal stars this year—MAUREEN MOORE for the best female Country and Western singer—the second consecutive year) and VIRGINIA LEE for the best Afrikaans singing star in the country. Miss Lee beat all comers—male and female—in this category.

In the August '65 Directory Issue, I was able to report that Teal Record Company had enjoyed a tremendous year—unprecedented in the Company's history. I am pleased to report that this past year Teal has soared ahead again beating last year by a wide margin. Teal's sphere of influence in this market has widened very rapidly over the past two years, and today, the company controls—labels (Domestic) Drum, Teal, Top Beat, President, Kalahari.

Other labels—RCA Camden, RCA Victor, RCA Victrola, Reprise, ABC-Paramount, Pye Command, Warner Bros., Imperial, Starday, Vogue, World Pacific, Impulse, Palette, Crescendo, Ariola, Durium, Cadet, Westminster, Eurodisc, Chess, Checker, Red Bird, Sue, Kama Suatra, Blue Cat, Back Beat, Pacific Jazz, Hanna Barbera, A & M Records, Dunhill.

The words of Frank Sinatra's hit song could have been written especially for Teal—IT WAS A VERY GOOD YEAR.

FOLK.

As was reported in this review last year, the folk song took a long time to find favour with the South African record buying public, but arrive, it certainly did, and here is an interesting report bearing on this subject from the Gramophone Record Company Limited. "1965 saw folk music rearing its head all over the world and coming to South Africa. Bob Dylan, Pete Seeger, and locally, Des Lindbergh, who won the SARI Award for folk singing in South Africa. In the folk-rock section, the Byrds (Mr. Tambourine Man) and Simon and Garfunkel (The Sounds of Silence) two best sellers, and were high on the local Hit Parade. During this period the first records of Barbra Streisand were released in South Africa, the current demand is most promising and her International popularity is now being felt in this country."

Three major selling artists are: Ray Coniff, Andy Williams and Jerry Vale. During the period under review, the film "My Fair Lady" was shown in this country and the Soundtrack as well as the original Broadway cast recordings has enjoyed tremendous sales.

Locally, the scene is still in the hands of the chosen few apart from Des Lindbergh mentioned above, Charles Jacobie and Santa Vorster (Country and Western as well as Afrikaans recording artists), the Bats—a beat group, and Emil Dean—a pop vocalist, are enjoying great popularity.

THE BIG BEAT FROM BRITAIN.

The vast quantity of pop product from England still remains a dominant force in the industry. Label franchises predetermine results as E.M.I.'s report indicates. "The past 12 months were once again dominated by the beat scene, but some very good ballads established themselves, thus proving that a strong ballad can once again make the top. The local scene was improved tremendously over the past year, such artists as Dickie Loader & the Blue Jeans, Danny Rivers & the Savages, the In Crowd, etc.

have all had numbers on the local charts. The Tamla-Motown Sound has not yet taken over, but a gradual swing in this direction can be detected from most of the records released in this country. The Supremes, the Toys are favourites in this field. Top sellers are still the Beatles, the Seekers, Cliff Richards, the Shadows, Herman's Hermits and other big names from Britain. American artists who have done well include Connie Francis, the Everly Bros., the Ventures, the Beach Boys, Nat "King" Cole and Al Martino. Sam The Sham & the Pharaohs shot into the local charts with their first release 'Wooly Bully'—Garry Lewis & the Playboys have proved to be very popular and enjoy good sales."

VISITING ARTISTS.

Among the visiting artists to South Africa this past year was Marlene Dietrich, who arrived back here six months after her previous week long appearance in Johannesburg. This time her tour was widened to include Cape Town and Durban, and she again enjoyed great success. Further appearances by top stars in this country are highlighted in the report from Gallo Africa Ltd., whose P.R.O. advised "The past 12 months have been highlighted by four distinctive sales drives. The first of these has been the most gradual of the four, and has seen the growth of popular demand for a local lad called Gene Rockwell. Gene Rockwell is a talented musician, he has tremendous stage presence, and can be seen from the Top Ten Single sellers, has had many consecutive hits. The second big news item was the combined Kenneth McKellar and Rawicz and Landauer. Their houses were well patronised and proved tremendous boost to sales without the usual pop hysteria. This tour was closely followed by a much more extensive and even more successful circuit by the Gunter Kallmann Choir, which were accompanied by Crazy Otto, alias Fritz Schulz-Reichel. These Polydor artists really scored a bulls eye with the South African public. The Kallmann version of the Elizabeth Serenade from the Gallo's Top Ten LP's for the third consecutive year, and would be safe to say that the required proportion between their South African royalties and their German royalties are closer than any other non-South African artists. During their trip they had concerts in one of South Africa's wonders-of-the-world, 'The Congo Caves'—a fairy like, natural cavern, which afforded unique recording conditions. Gallo's hope to issue this L.P. shortly. The Gallo Mantovani promotion, in this, his 25th year as a Decca recording artist, is proving tremendously successful. Gallo's have re-sleeved ten of his best sellers using the works of Old Master painters like Van Gogh and Cezanne, and titled them 'The Mantovani Master Piece Series.' The time and effort that has gone into this promotion has proved very successful in the continued marketing of Mantovani L.P.'s. The SARI Awards were again presented in the latter half of 1965, and Gallo Artists won two awards, Vasco Cordoni, the best male singer, and Ken Higgins, the best instrumentalist."

STILL NO T.V.

The Republic of South Africa is still without television, thus whilst the big name artists of America and Britain enjoy tremendous exposure on the TV screens of New Zealand, Australia, Canada, etc., etc., the promotion outlets for recordings here are still Lourenco Marques Radio and Springbok Radio, with back up from newspaper and magazine publicity, plus exposure on the non commercial services of the South African Broadcasting Corporation.

That TV is coming to South Africa, no one doubts. The burning question is when?

An interesting side light on the multi-categoried local recording scene is contained in Trutone's report. "On the local record scene, the bulk of effort is channelled into the Afrikaan market with low-cost LP's being churned out at a steady pace to satisfy the country buyer. The bulk of these releases are instrumental, Boere-orke and yodelling type of vocals. The Afrikaans speaking person who prefers a more sophisticated type of material is not very well catered for, as it is felt that the bulk of their purchases are in the pop international field. Costly Afrikaans recordings are being made to commemorate special occasions and events, and to fill categories which International repertoire cannot. This type of recording is the exception rather than the rule."

English pop record stars released by Trutone include the Walker Bros., Spencer Davis Group, Wayne Fontana & the Mindbenders, Dave Dee/Dozy/Beaky/Mick and Tich etc. And these discs and their discs are receiving favourable sales. An American group now making an impact in South Africa is the Righteous Brothers. Amongst the mature record buyers, Billy Vaughn, Pat Boone, Al Caiola, Jan Peerce, Ferrante & Teicher, Dutch Swing College Band are steady favourites. One of the biggest Singles released by Trutone in the past was "Pearly Shells" by Pat Boone. More interest is noticed in Jazz releases both amongst the White and African population, and from Trutone, the Verve and Limelight labels are steadily building up due to a steady increase in the buying of this material by the African. Jazz artists such as Oscar Petersen, Johnny Hodges, Stan Getz, Gerry Mulligan, Wes Montgomery and Count Basie are becoming steady catalogue artists in this company. A fair amount of effort is still being put into covering over-seas hits, particularly in the instrumental field. While movie sound track albums appears to be a big business now, such albums are not money makers in South Africa unless the movies themselves are of a musical nature. The many albums which feature background and effects music, are meaningless to the market here.

MEXICO

A SPECIAL SECTION

devoted to Mexico will appear

in the July 9th issue

NEXT WEEK

So. AFRICA — Record Manufacturers

E.M.I. (SOUTH AFRICA) PTY. LTD.
P. O. Box 11254, Johannesburg, Transvaal
(32 Steele Street, Steeldale, Johannesburg)
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Labels (domestic): Columbia, His Master's
Voice, Parlophone.
Labels (others): Capitol, Liberty, M.G.M.,
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GALLO (AFRICA) LTD.
P. O. Box 6216, Johannesburg, Transvaal
(161 President Street, Johannesburg)
Phone: 23-2111
Cable: **GALLOTONE JOHANNESBURG**
Pres.: Mr. Eric Gallo
Labels (domestic): Continental, Gallotone.
Labels (others): Archiv-Produktion, Atlantic,
Audio Fidelity, Brunswick, Cameo, Coral,
Decca, Deutsche Grammophon, Heliodor,
Hickory, Murray Banks, Parkway, Polydor,
Somerset, Telefunken, etc.

GRAMOPHONE RECORD CO., LTD.
P. O. Box 2445, Johannesburg, Transvaal
(cor. Fox and Gold Streets, Johannesburg)
Phone: 23-0546
Cable: **AFRICORD JOHANNESBURG**
Pres.: Mr. Arnold Golemba
Labels (domestic): Kiddie Sound, Tropik,
Unika.
Labels (others): Caedmon, CBS, Mercury,
Philips, Riverside.

METEOR RECORDS (PTY.) LTD.
P. O. Box 6640, Johannesburg, Transvaal
(187 President Street, Johannesburg)
Phone: 22-6403, 22-8851
Cable: **METEORDISC JOHANNESBURG**
Pres.: Mr. R. R. Moskovitz
Labels (domestic): Big Beat, Big Eight, Jazz,
Kristal, Meteor, Saffier.
Labels (others): Ad-Lib, Candid, CGD, Em-
bassy, Hispavox, Lenox, Lusidisc, Oriole,
Prima-Magnagroove.

SUN-PACIFIC MUSIC
P. O. Box 17004, Hillbrow, Johannesburg
(608 Hunstanton, cor. Twist & Kotze Streets,
Hillbrow, Johannesburg)

Phone: 724-8278, 724-8279
Cable: **REKLAMA JOHANNESBURG**
Pres.: Mr. Gilbert Gibson, Mr. Taffy Kikillus
Labels (domestic): Sun-Pacific, Unika

TEAL RECORD CO. LTD.
P. O. Box 4105, Johannesburg, Transvaal
(124, President Street, Johannesburg)
Phone: 22-0355
Cable: **TEALREC JOHANNESBURG**
Pres.: Mr. A. G. J. McGrath
Labels (domestic): Drum, Teal
Labels (others): Delyse, Golden, RCA Cam-
den, RCA Victor, RCA Victrola, Reprise,
ABC Paramount, P.Y.E. Command, Warner
Bros., Imperial, Starday, Vogue, World Pa-
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Ruruim, Cadet, Westminster, etc.

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Phone: 834-8208
Cable: **BELINDSONG JOHANNESBURG**
Pres.: Mr. Ray Walter
Labels (domestic): Ray, Telstar.

TROUBADOR RECORDS (PTY.) LTD.
P. O. Box 1225, Johannesburg, Transvaal
(1-5, Browning Street, Wolhuter, Johannes-
burg)
Phone: 24-1787, 24-9157, 24-9158
Cable: **TROUBADOR JOHANNESBURG**
Joint Man. Dir.: Mr. M. Fagin & Mr. I. Katz
Labels (domestic): Church, FM, Gaza, Goli,
Hit, Manzini, Troubadour.
Various foreign Franchises pressed under the
Troubadour label

TRUTONE (PTY.) LTD.
P. O. Box 9299, Johannesburg, Transvaal
(32, Bosman Road, Ophirton, Johannesburg)
Phone:
Cable: **TRUTONE JOHANNESBURG**
Man. Dir.: Mr. D. G. Fine
Labels (domestic): Envee, Juweel, Perel, Pret,
Quality, Rave, Renown, Ridge, Winner.
Labels (others): Dot, Roulette, Somerset,
United Artists, Verve, Vox.

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ABERBACH (S.A.) PTY. LTD.
c/o Southern Music Publishing Co. (S.A.)
(Pty.) Ltd., 601/603 Silbro House, 225
Jeppe Street, Johannesburg

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P. O. Box 11254, Johannesburg
(32 Steele Street, Steeldale, Johannesburg,
Transvaal)
Phone: 869-2661
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Pres.: Mr. W. F. Fraser

ARWIN MUSIC OF SOUTH AFRICA (PTY.) LTD.
P. O. Box 6216, Johannesburg
(161 President Street, Johannesburg)
Phone: 23-2111
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Mr. A. Delmont, Mr. Ralph Trehwela

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Pres.: Mr. Mervyn F. John

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Johannesburg
Phone: 834-8208
Cable: **BELINDSONG JOHANNESBURG**
Gen. Mgr.: Mr. Ray Walter

BOOYSEY & HAWKES (S.A.) (PTY.) LTD.
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FILMUSIC (PTY.) LTD.
304 His Majesty's Building,
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Phone: 834-8208
Cable: **BELINDSONG JOHANNESBURG**
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TEDDIE GARRAT (PTY.) LTD.
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Cables: **SYNCOPE JOHANNESBURG**
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(161 President Street, Johannesburg)
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Cable: **GALLOTONE JOHANNESBURG**
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Manager: G. D. Steenkamp

IMPALA MUSIC CO
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WORLD WIDE MUSIC DIRECTORY

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Labels (others): Caedmon, CBS, Mercury, Philips,
Riverside

**METEOR RECORDS (PTY.) LTD.—P.O. Box 6640—
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(187, President Street—Johannesburg)
Phone: 22-6403, 22-8851
Cable: **METEORDISC JOHANNESBURG**
Pres.: Mr. R. R. Moskovitz
Labels (domestic): Big Beat, Big Eight, Jazz, Kris-
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Labels (others): Ad-Lib, Candid, CGD, Embassy,
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groove.

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Labels (others): Delyse, Golden, P.P.X., RCA Camden,
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Phone: 24-1787, 24-9157, 24-9158
Cable: **TROUBADOR JOHANNESBURG**
Joint Man. Dir.: Mr. M. Fagin & Mr. I. Katz
Labels (domestic): Church, FM, Gaza, Goli, Hit,
Manzini, Troubadour
Various foreign franchises pressed under the Trou-
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Quality, Rave, Renown, Ridge, Winner
Labels (others): Command, Dot, Palette, Roulette,
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Deutsche Grammophon, Durium, Encore, Fontana,
Heliodor, His Master's Voice, London, Mellophone,
Mercury, M.G.M., Odeon, L'Oiseau-Lyre, Parlo-
phone, Philips, Polydor, RCA Victor, Telefunken,
Vogue, Warner Bros.

SWITZERLAND

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SYRIAN ARAB REPUBLIC

RECORD MFRS

**A. CHAHINE & FILS—Rue Sallie—Face au Parle-
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Phone: 12878
Cable: **ACHAHINEFILS DAMASCUS**
Mgr.: Mr. Mozart Chahine
Labels (domestic): Voix de l'Orient
Labels (others): Chant du Mande, Deutsche Gram-
mophon, Ducretet-Thomson, Liberty, Mercury,
M.G.M., Odeon, Parlophone, Pathé, Philips, Poly-
dor, Stateside, Top Rank, Vogue.

**GEORGE MURR HREIKE & CO.—P.O. Box 2230—
DAMASCUS**
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Phone: 11891
Cable: **GEORGE MURR HREIKE DAMASCUS**
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Labels (domestic): Baidaphon, Duniaphon, Metro-
phon, Sot El Fan, V
Labels (others): Brunswick, Capitol, Coral, Decca,
London, Pye, RCA Camden, RCA Victor, Telefunken.

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Phone: 20410
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Labels (others): Ace of Clubs, Ace of Hearts, Argo,
Beltona, Brunswick, Capitol, Columbia, Coral, De-
cca, Ember, Encore, Fontana, His Master's Voice,
Liberty, London, Mercury, M.G.M., Parlophone,
Philips, Pye, RCA Camden, RCA Victor, RCA Vic-
trola, Reprise, Ronnex, Stateside, Teeny, Telefunken,
Verve, Warner Bros., Waverly, etc.

THAILAND

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Labels (domestic): Asawin, Hanumam
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Labels (others): ABC-Paramount, Angel, Atlantic,
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lumbia, Contemporary, Decca, Dalton, Dot, Kapp,
Liberty, London, Mercury, Polydor, RCA Victor,
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Werngnakornkasem—Opposite S.A.B.—BANGKOK**
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Cable: **KIMHUAT BANGKOK**
Pres.: Mr. Liak Meng, Mr. Sae Seow
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others: Cadence, 49th Street, Liberty, etc., etc.

**T. NGEK CHUAN LTD. PARTNERSHIP—P.O. Box 405
—BANGKOK**
(Phrasumaen Road—Banglampoo—Bangkok)
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Shai
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RECORD MFRS

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Phone: 31-57
Cable: **DETEGE LOME**
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Cable: **COOK TRINIDAD**
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Labels (others): Columbia, Ember, His Master's
Voice, Odeon, Parlophone, Piccadilly Jazz, Pye.

**FEDERAL MUSIC CO., LTD.—P.O. Box 517—PORT-
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Labels (domestic): Guardian, RCA Victor, Tropico
Labels (others): RCA Camden, United Artists

**WEST INDIES TELECOMMUNICATIONS & ELECTRON-
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Port-of-Spain)
Phone: 92246, 92247
Cable: **WITELCO TRINIDAD**
Dir.-Mgr.: Mr. Selwyn Pollonais
Labels (domestic): Telco
Labels (others): D-L Records, Island Records

TRUCIAL STATES

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VITHALDAS V. & SONS—P.O. Box 105—DUBAI
Phone: 9444
Cable: **KARANI DUBAI**
Pres.: Mr. Vithaldas Valabhdas
Labels (others): Barclay, Columbia, Decca, His Mas-
ter's Voice, London, M.G.M., Polydor, RCA Cam-
den, RCA Victor, Verve, Vogue, etc.

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SITELEC S.A.—26 Rue de Portugal—TUNIS
Phone: 242.860, 243.003
Cable: **SITELEC TUNIS**
Pres.: Mr. S. D. Abita
Labels (others): Coral, Deutsche Grammophon, Poly-
dor

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WORLD WIDE MUSIC DIRECTORY

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TURKEY

RECORD MFERS

AMERIKAN NESRIYATI BÜROSÜ—Saka Selim Cik-mazi 7—Beyoğlu—ISTANBUL
Phone: 44 26 36
Cable: CAGLAYAN ISTANBUL
Pres.: Mr. Kayihan Caglayan
Labels (domestic): Melodi
Labels (others): Atlantic, Cetra, Decca, London, RCA Camden, RCA Victor, Ri-Fi.

ELIA ALUF MEDINA ve ORTAKLARI PLAKCILIK KOLLEKTIF Sirketi—Posta Kutusu 684—Galata—ISTANBUL
(Necatibey Caddesi—Seref Han 303—Galata—Istanbul)
Phone: 44 99 64, 48 45 81
Cable: MEALUF ISTANBUL
Pres.: Mr. Elia Aluf Medina
Labels (others): Cricket, Fonit, Fonola, Maietti, Zephir.

GRAFSON SANAYI ve TICARET KOLLEKTIF Sirketi—Tiyatro Caddesi—Aydın Saray 3cü Kat 132-135—Beyazıt—ISTANBUL
Phone: 22 20 80
Cable: PLAKTÜRK ISTANBUL
Pres.: Mr. Agop Urgüplüoğlu
Labels (domestic): Grafson
Labels (others): Barclay, Durlum

JAK GRÜNBERG HALEFLERİ HUGO ve LEON GRÜNBERG—Posta Kutusu 533—ISTANBUL
(Rizapasa Yokusu—Milas Han—Istanbul)
Phone: 22 48 26, 22 48 27
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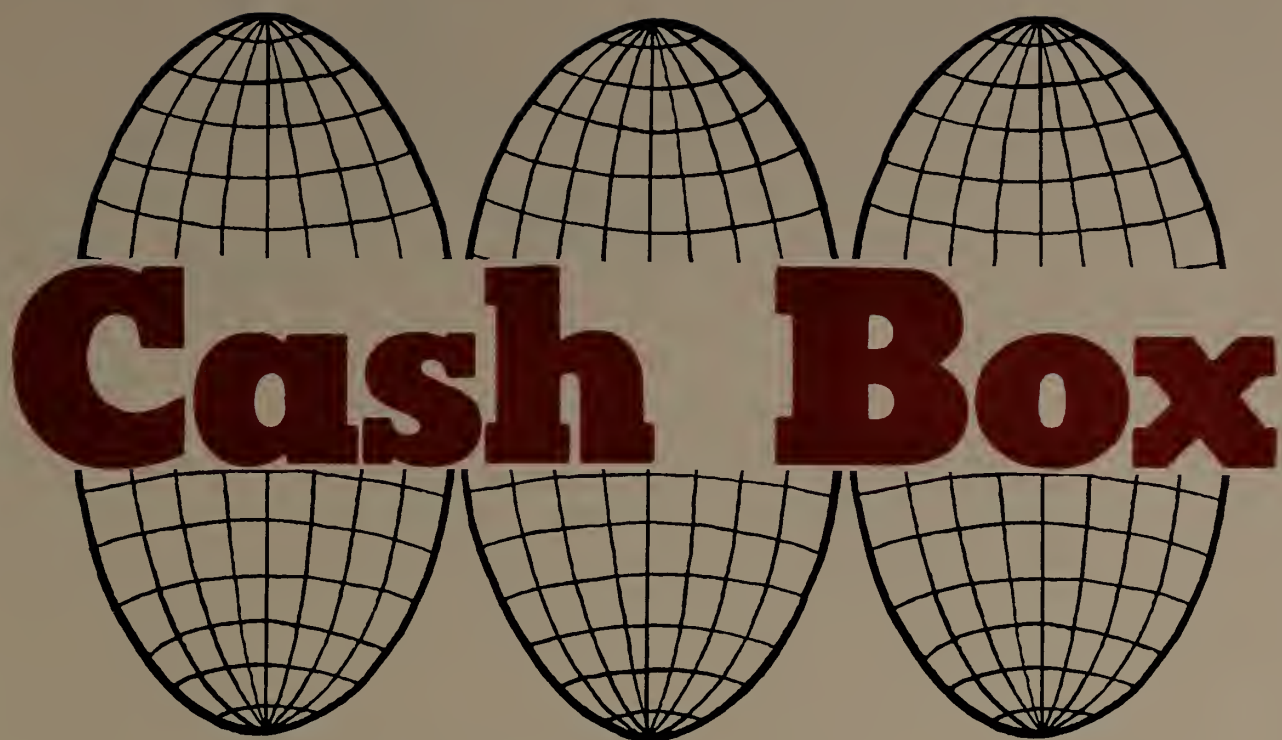
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Cash Box

ANNUAL

World Wide

**COIN MACHINE
and VENDING**

DIRECTORY

1966-1967

24th Anniversary Edition

from the desk of . . .

GEORGE ALBERT
OF



June, 1966

Dear Friends:

It is with great pride and sincere gratitude that Cash Box presents its 24th Annual Coin Machine and Vending Directory—gratitude to our thousands of coinmen around the world (operators, manufacturers and distributors) whose consistent interest and loyal support has provided the necessary fuel to generate year-round service to the industry — and pride in the fact that the industry has accepted us as its publication leader.

In these 24 years, we have viewed this industry progress to its present position as an acknowledged part of the world's commerce and its culture. From our desks, we have been privileged to watch and report on the tribulations and triumphs of every phase of the trade.

During these last 12 months, we have noted with, great satisfaction, the progress of our associations and the formation of many new ones; the addition of new and vibrant young people; the still active leadership of our mature coinmen; the more rapid integration of coin machine and vending; and the continuous output of money-making equipment.

Each year's Cash Box Directory has reflected the activities of the industry and the products which provide the tools for its livelihood. We present this 24th Annual Directory as yet another tool to be used by those who seek continued success. The officers and directors at Cash Box join me in expressing our thanks to the members of the coin machine and vending industry around the world for making it possible to serve them.

A handwritten signature in cursive script that reads "George Albert".

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ANALYSIS OF THE ANNUAL COIN MACHINE EXPORT VOLUME REPORT FOR 1966

GENERAL

It is tempting to begin this analysis with a shout for joy—American coin machines brought in fifty-one million dollars for 1965. To be precise, they brought in \$51,000,197, as compared with \$44,380,018 for 1964—a record-making jump of \$6,620,179. The extra six million was accounted for in the sale of vending machines, with such countries as Jamaica and Lebanon doubling their totals for last year, while the usual big spenders such as Great Britain and West Germany seemed never to stop buying. Amusement games held closely to their grand total for 1964, and although slightly off this year, recent legislative developments in Europe should bring the totals skyrocketing back for 1966. Phonographs showed a gain of a million dollars, despite drops in continental totals. With amusement games ready to spring back to life, and the world-wide vending market exploding in a near-orgy of sales, the picture of 1966 looks bright indeed.

PHONOGRAPHS

There were no violent surges, up or down, in phonograph sales this year. Most of the countries started off with fairly large orders, bought big in the second quarter and coasted during the last two quarters. Canada's 1965 volume was off some two hundred thousand dollars compared to 1964, but many other countries (Panama, Costa Rica, Lw. Ww. Is.) doubled or tripled their volume. Haiti made a surprise appearance with \$2,180, as did Brazil. If Brazil, as a market, can be opened, it could prove a tremendous boost to the South American volume, but there are many problems involved. In Europe, Belgium, with a total of \$3,753,672, showed only a slight gain, as did West Germany with \$4,853,239. Greece, in the meantime, showed a great upsurge, doubling its volume to \$460,948 as against \$277,660 for 1964. Cyprus and Finland performed in the same way, with Finland nearly tripling its volume. Japan was slightly off, but Korea's total was seven times that of 1964. Still, the continental total dropped from 1964's two million-odd figure to \$1,760,149 for 1965. Africa showed a great leap, with Kenya (\$36,814) and Z Rh Ma (\$22,117) helping boost the total from \$17,667 in 1964 to \$74,394 in 1965.

AMUSEMENT

First and foremost, the figures shown for this year will in no way compare to those for 1966. Italy, which had banned all games, has now relaxed its laws to allow regular games and add-a-balls, although free play is still prohibited. So Italy, for one, should go far beyond its 1965 volume of \$562,203. Belgium, too, is off, dropping from a healthy million and a half in 1964 to less than a million in 1965. But the European total was bolstered by the orders from Great Britain (\$7,160,859), which tripled its intake, and West Germany, up \$4,447,875 from \$3,060,624. Finland (\$92,734) and Austria (\$74,306) were up, but most of the other countries showed drops; French restrictions on games, for example, caused a two million dollar drop in their totals for 1965. Yet the huge orders of Britain and West Germany, plus the steady and increased buying of the other European nations, brought the continental total to \$20,232,546—a gain of more than \$150,000 over 1964. Japan showed a slight drop, but the Nansei Islands went from \$61,166 in 1964 to a whopping \$448,282 for 1965. Thailand showed a serious drop from \$80,176 to a mere \$950. Hong Kong, meanwhile, bounced from \$3,781 to \$10,897. Heavy buying in Africa (Canary Islands—\$17,944; Ethiopia—\$33,770) brought their continental total to \$158,709. Africa has increased its totals in all categories in 1965. As the final count, amusements showed a grand total of \$24,135,633, only slightly off from 1964.

VENDING

Here is the happiest sales story in the history of coin machine exports. Every continental total showed a handsome gain, with Europe's amazing performance topping the list. Their total went three times over last years'—from \$2,489,720 to a happy \$6,222,319—and there lies most of the six million dollar difference that makes this the best export year ever. Belgium: up \$4,000,000. Canada: Up \$2,000,000. Great Britain: Up \$700,000. West Germany: Up nearly \$2,500,000. Japan nearly doubled, going from \$69,900 to \$111,126. The Nansei Islands jumped from \$16,835 to \$58,386. Tiny Kuwait zoomed from \$3,209 to \$65,516. Although many So. American countries did not appear in the lists this year, Venezuela's order of \$139,697—a 400% increase over last year—helped fling the continental total from \$46,909 for 1964 to \$141,797 for 1965. A first-time appearance by the Spanish African colonies, which bought \$11,750 worth of vending machines, and South Africa's healthy \$86,248 order, doubled Africa's total. Result: Vending did \$4,452,399 in 1964. In 1965 it brought in \$10,527,468. That's where the record was made in this record year.



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Seoul, Korea

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Club Specialty Inc.,
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G. P. O. Box 2621,
Gloucester Bldg.
Hong Kong

Wh. J. Crum
Gande, Price, Ltd.
Boite Postale 872
Saigon, Vietnam

Juke-Boxes Inc.
119B Chatham Road, 7/Floor
Kowloon, Hong Kong

Pacific Entertainments Ltd.
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#10 Queen's Road Central
Hong Kong

Whitney I. Crum
Tradewell Enterprises
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14106 Ventura Blvd.
Sherman Oaks, Calif. 91403

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Georgetown, British Guianan

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Tel: Hunter 8-0040

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(Select Music Company
1803 Commercial Drive
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Tel: 874-2362

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**SPECIAL EXPORT
BULLETIN #466**
Write or Wire

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All requests for information concerning export of Rowe equipment and export distributorships, licensees and branches should be addressed to: J. Morfin, Ass't. Director Export Sales, Rowe Manufacturing, 75 Troy Hills Road, Whippany, New Jersey. Cable address: Rovend Whippany.

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Milan, Italy

Seerome S.P.A.
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Enterprises
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Mfg. Corp.**

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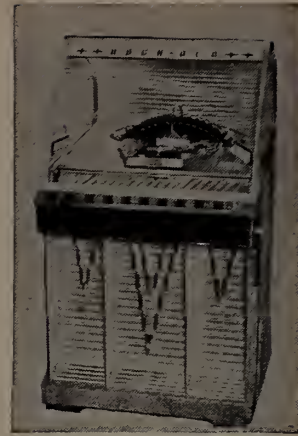
1954 — 1966



Rock-Ola 1442
(1954—120 Sel.—45 rpm)



Rock-Ola 1446
(1954—120 Sel.—45 rpm)



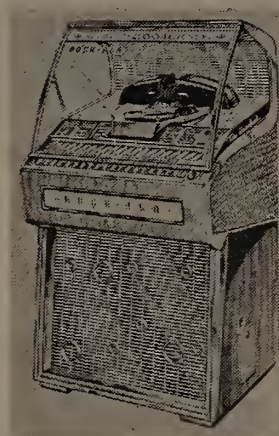
Rock-Ola 1448
(1955—120 Sel.—45 rpm)



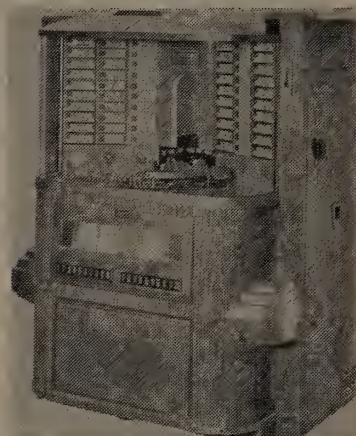
Rock-Ola 1452
(1956—50 Sel.—45 rpm)



Rock-Ola 1454
(1956—120 Sel.—45 rpm)



Rock-Ola 1455
(1957—200 Sel.—45 rpm)



Rock-Ola 1464
(1958—Wall Type Phono)



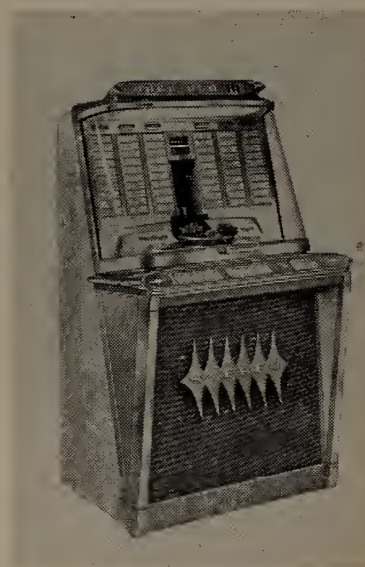
Rock-Ola 1465
(1958—200 Sel.—45 rpm)
1462—100 Sel., 1458—50 Sel.



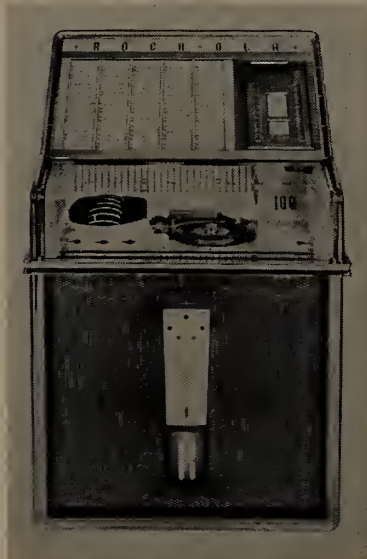
Rock-Ola 1475
(1959—St. or Mon. 200 Sel.)
Model 1468—120 Sel.



Rock-Ola 1485
(1960—200 Sel.)
Model 1478—120 Sel.



Rock-Ola 1495
(1961—200 Sel.)
Model 1488—120 Sel.



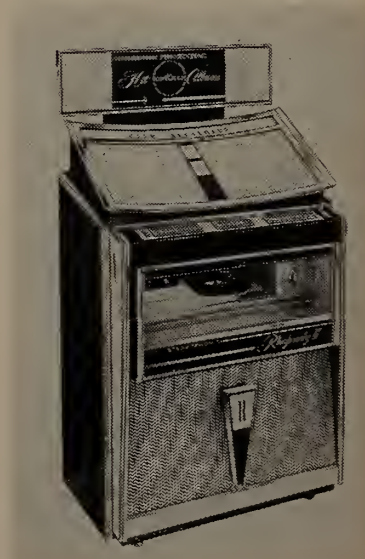
Rock-Ola 1493
(1962 Princess—100 Sel.)
45-33 rpm, and Wall Mdl. Avail.



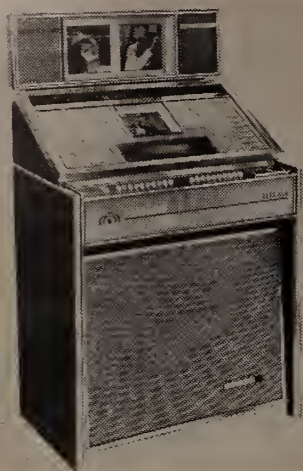
Rock-Ola 1497
(1962 Empress—200 Sel. 45-33)
Model 1496—120 Sel.



Rock-Ola 408
(1963 Rhapsody—160 Sel.)
Capri-404—100 Sel., 45-33 rpm



Rock-Ola 418 SA
(1964 Rhapsody II—160 Sel.)
Capri-414—100 Sel., 45-33 rpm



Rock-Ola 424
(1964 Princess Royal St—Mon)
100—Sel. 33—45—7" LP Intermix



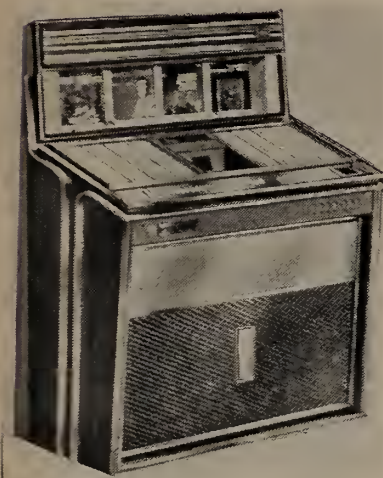
Rock-Ola 429
(1965 Starlet St—Mon)
100—Sel. 33—45—7" LP



Rock-Ola 425
(1964 Grand Prix 160—Sel.)
33—45 rpm



Rock-Ola 426
(1965 Grand Prix II 160—Sel.)
St—Mon. 33—45 rpm



Rock-Ola 433
(1966 GP/Imperial St—Mon)
160 Sel. 33—45 rpm

ROWE MANUFACTURING

Troy Hills Road
Whippany, N. J.

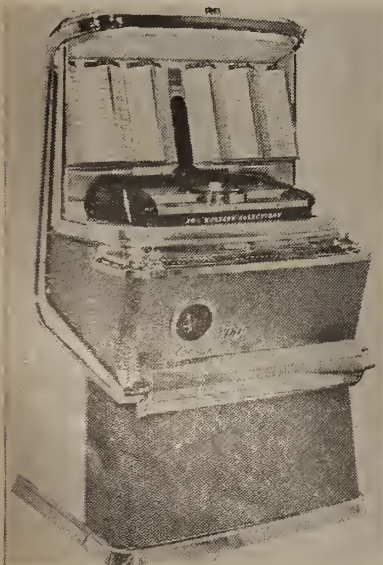
1955 — 1965



Rowe "G"
(1955 80 or 120—Sel.)
45 rpm



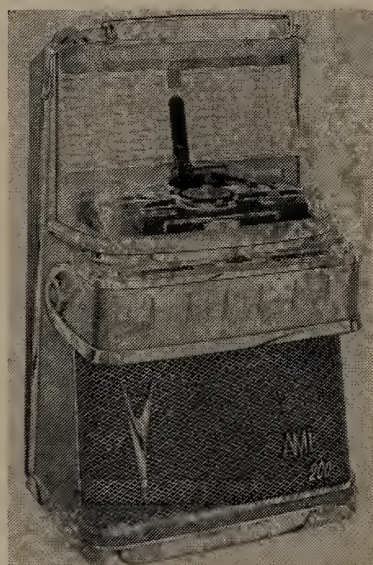
Rowe "G—200"
(1956 200—Sel. 45 rpm)



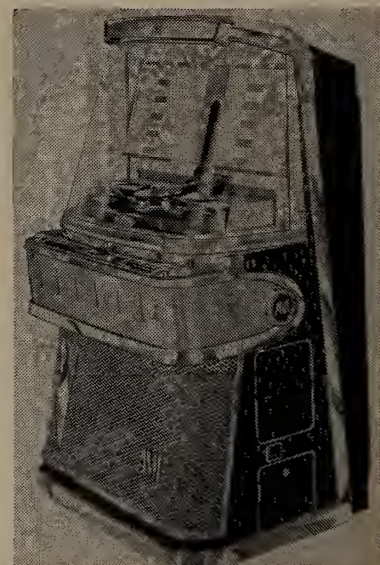
Rowe "H—200"
(1957 200—Sel. 45 rpm)
Model H—120 120 Sel.
(100 Sel. available)



Rowe "1—200"
(1958 200 Sel. 45 rpm)



Rowe "1—200M"
(1958 200 Sel. 45 rpm)



Rowe "1—200"
(1958 120 Sel. 45 rpm)
Model "1—100"
(1958 100 Sel. 45 rpm)

COIN-OPERATED PHONOGRAPHS

Rowe —
— Seeburg



Rowe "J"
(1959 St—Mon. 200 Sel.)
Elec. or Man.
(120 Sel.) (100 Sel.)



Rowe "K"
(1960 200, 120 or 100 Sel.)



Rowe "Continental 200"
(1960 200—Sel. Lyric 100—Sel.)



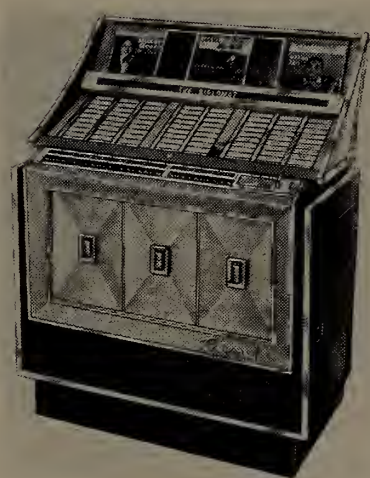
Rowe "Continental 2"
(1961 200 or 100—Sel. 45—33)



Rowe-AMI
(1962-63 200, 160 or 100—Sel. 45—33)



Rowe "Tropicana"
(1963-64 200, 160 or 100—Sel. 45—33)



Rowe "Diplomat"
(1965 200, 160 or 100—Sel. 45—33)



Rowe "Band Stand"
(1966 Model JAO 200 Sel.)
33—45 rpm

SEEBURG SALES CORP.

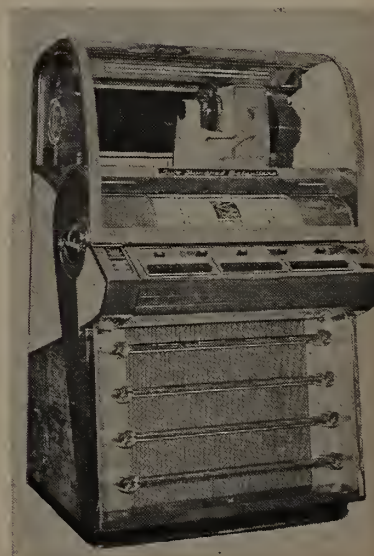
1500 N. Dayton
Chicago, Ill.
1953 — 1966



Seeburg HF—100G
(1953 100—Sel. 45 rpm)



Seeburg HF—100R
(1954 100—Sel. 45 rpm)



Seeburg V—200
(1955 200—Sel. 45 rpm)



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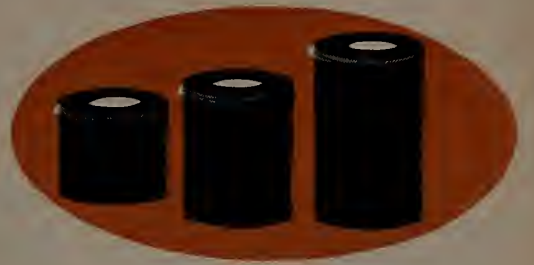
*U.S. Patent No. 3,153,120

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ROWE-AMI SELECTIVITY • The Rowe-AMI Band Stand is built to play 100, 160 or 200 selections with other variations easily adaptable. AN AMI EXCLUSIVE!



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COIN-OPERATED PHONOGRAPHS

Seeburg



Seeburg KD-200
(1957 200—Sel. 45 rpm)



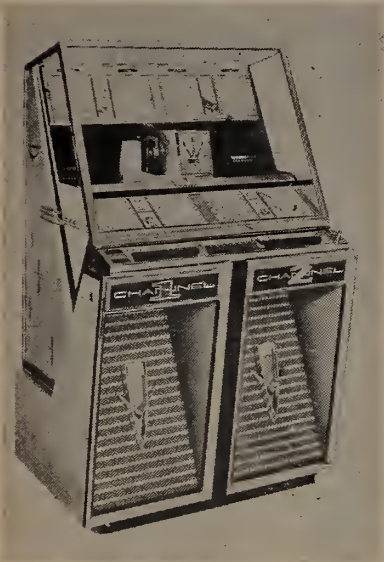
Seeburg L-100
(1957 100—Sel. 45 rpm)



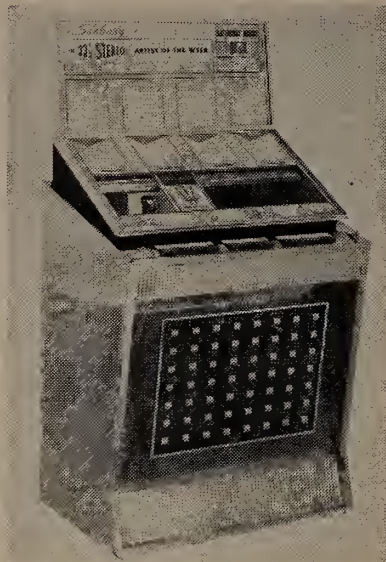
Seeburg "201"
(1958 200—Sel. 45 rpm)



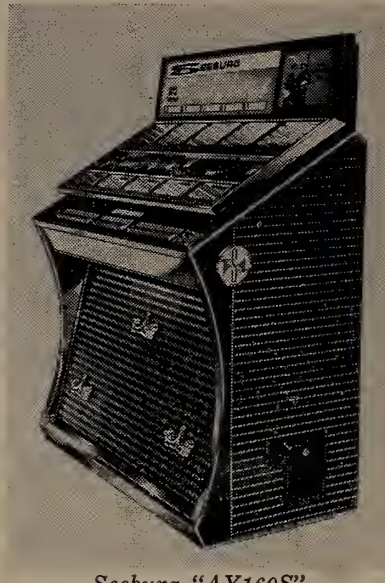
Seeburg "161"
(1958 160—Sel. 45 rpm)



Seeburg "222"
(160—Sel., "220" 100—Sel.)



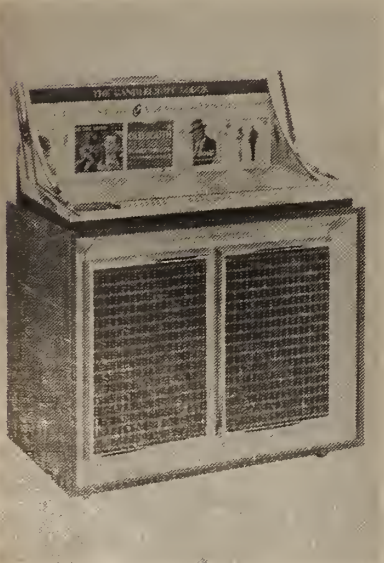
Seeburg "AQ160S"
(1960—160 Sel. 45—33)



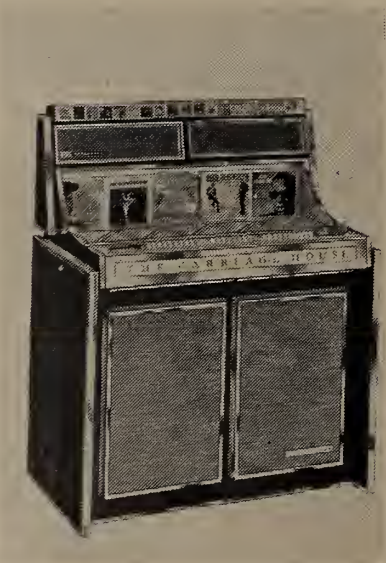
Seeburg "AY160S"
(1961 160—Sel. 45—33)
Model "AY100S" 100—Sel.



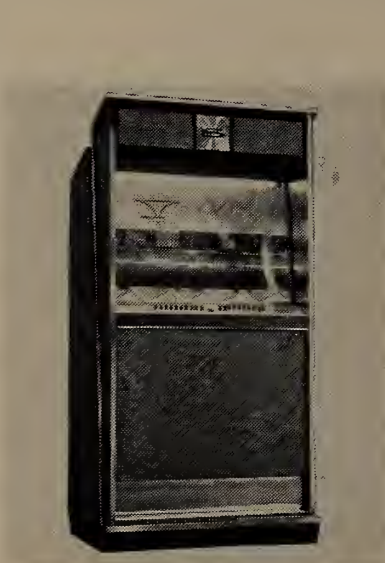
Seeburg "DS160"
(1962 160—Sel. 45—33)
Model "DS100" 100—Sel.



Seeburg LPC-1
(1963-64 160—Sel. 45—33)




Seeburg LPC 480
45—33 rpm



Seeburg "Mustang"
(1965-1966 100—Sel. 45 rpm)



Seeburg "Electra"
(1965-66 160—Sel. 33—45 rpm)



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North Tonawanda, New York, U.S.A.



**THE WURLITZER CO.
N. TONAWANDA, N.Y.**

1953 — 1966



*Wurlitzer 1600—1650
(1953 48—Sel. 78 rpm)*



*Wurlitzer 1700
(1954 104—Sel. 45 rpm)*



*Wurlitzer 1800
(1955 104—Sel. 45 rpm)*



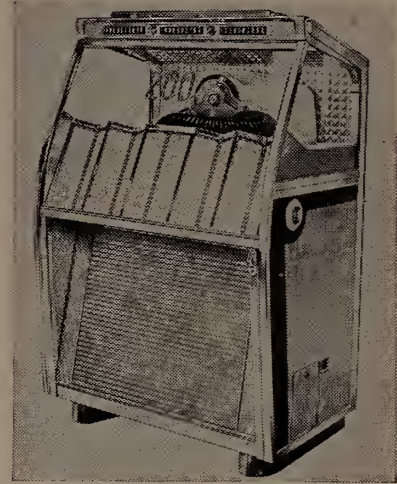
*Wurlitzer 1900
(1956 104—Sel. 45 rpm)*



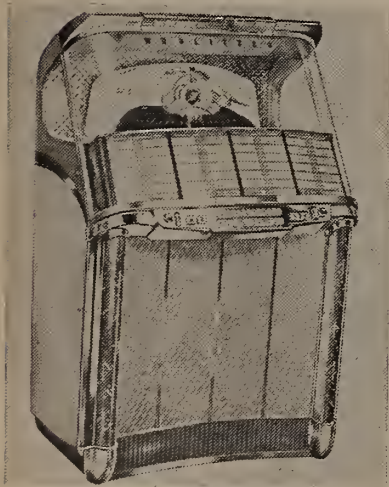
*Wurlitzer 2000
(1956 200—Sel. 45 rpm)*



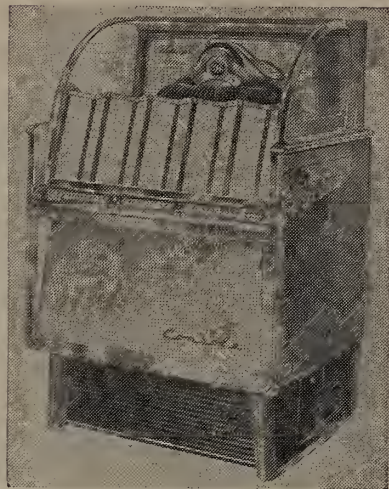
*Wurlitzer 2100
(1957 200—Sel. 45 rpm)*



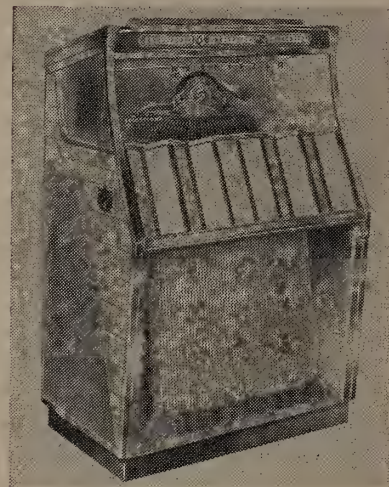
*Wurlitzer 2150
(1957 200—Sel. 45 rpm)*



*Wurlitzer 2104
(1957 104—Sel. 45 rpm)*



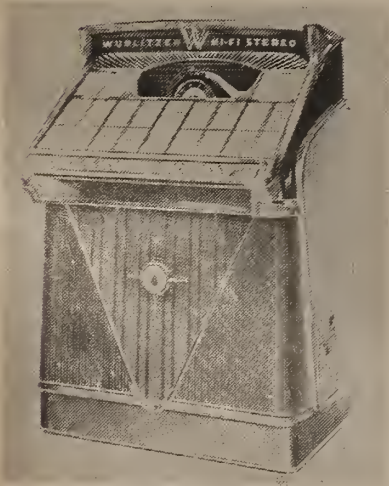
*Wurlitzer 2200
(1958 200—Sel. 45 rpm)*



*Wurlitzer 2250
(1958 200—Sel. 45 rpm)*



*Wurlitzer 2300
(1959 200—Sel. St—Mon)
2304—104—Sel., 2310—100—Sel.*



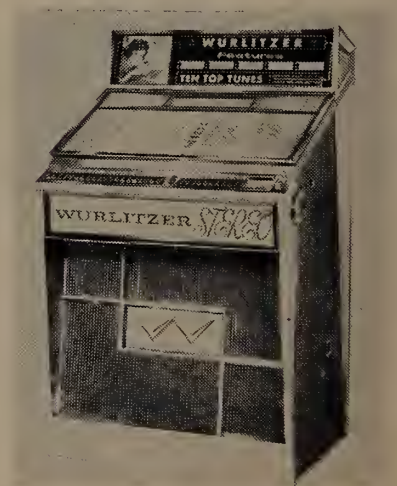
*Wurlitzer 2400
(1960 200—Selections)
2404—104—Sel., 2410—100—Sel.*



*Wurlitzer 2500S
(1961 200—Sel. 45-33 Avail)
2504—104—Sel., 2510—100—Sel.*



*Wurlitzer 2600
(1962 200—Sel. 45-33)
Model 2610 100—Sel.*



*Wurlitzer 2700
(1963 200—Sel. 45-33)
Model 2710 100—Sel.*

Coin-operated Phonographs

**Wurlitzer—
—Scopitone**



*Wurlitzer 2800
(1964 200—Sel. 45-33)
Model 2810 100—Sel.*



*Wurlitzer 2900
(1965 200—Sel. 45-33)
Model 2910 100—Sel.*



*Wurlitzer 3000
(1965-1966 200 Sel. w/Top Tunes
and little LP albums)*

**United
Mfg. Co.**

1957 — 1961



*United UPA—100
(1957 100—Sel. 45 rpm)*



*United UPC—100
(1960 100—Sel.)*



*United UPD—100
(1961, 62, 63—100 Sel.)*

COIN-OPERATED AUDIO-VISUAL MACHINES



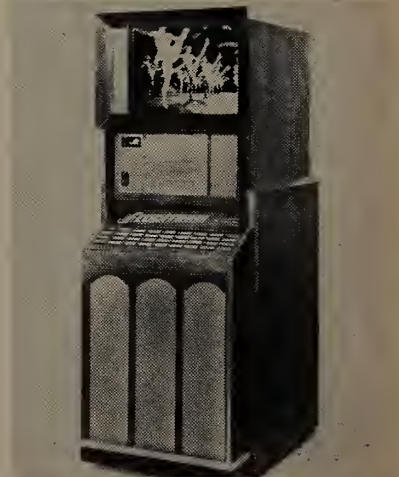
*United UPB—100
(1959 100—Sel. St—Mon)*



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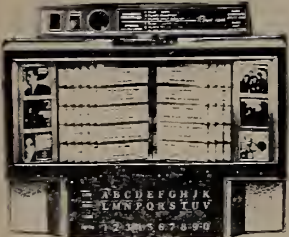
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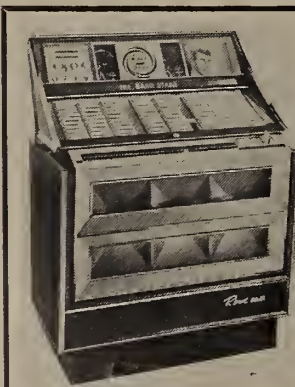
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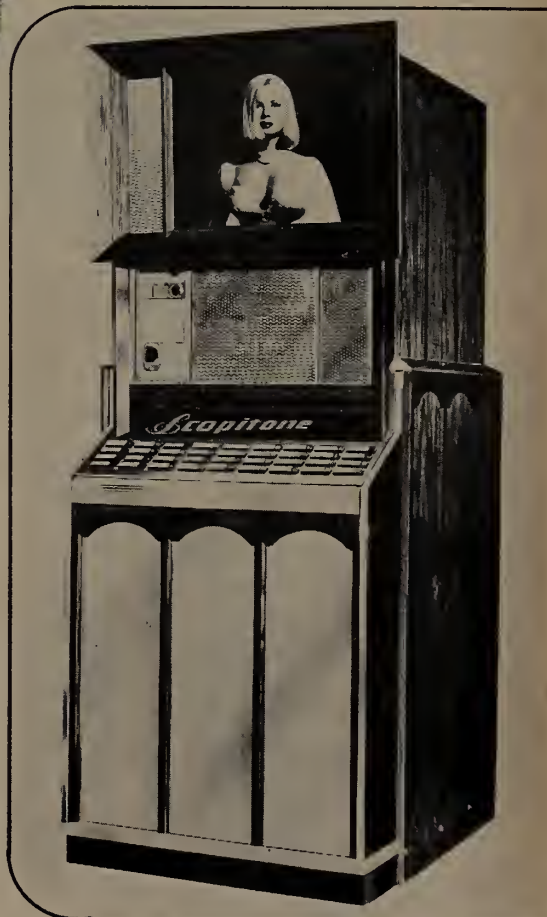
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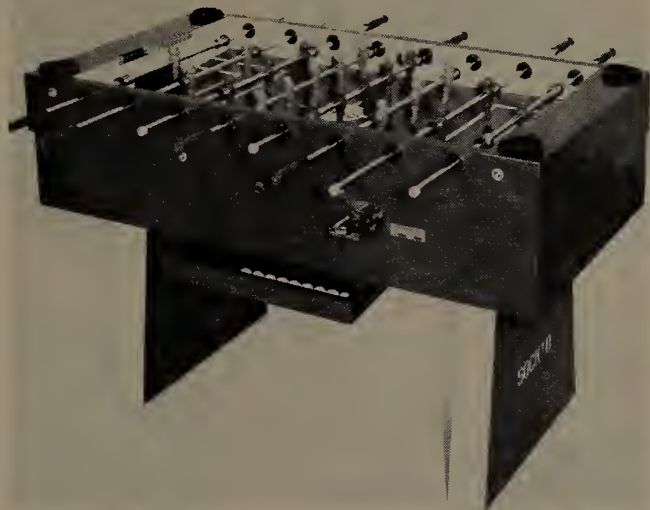
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look to your *Seeburg* distributor—
LOOK TO LONDON



*And
Look
at these
Great
Seeburg
Products!*



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LONDON DISTRIBUTING CORP.
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LOUISVILLE, KENTUCKY 40202

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NEW ORLEANS, LOUISIANA 70113

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CORPORATION
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ANGOTT DISTRIBUTING COMPANY, INC.
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OREGON
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PORTLAND, OREGON 97204

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BANNER SPECIALTY COMPANY
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PHILADELPHIA, PENNSYLVANIA 19122

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NORFOLK, VIRGINIA 23510

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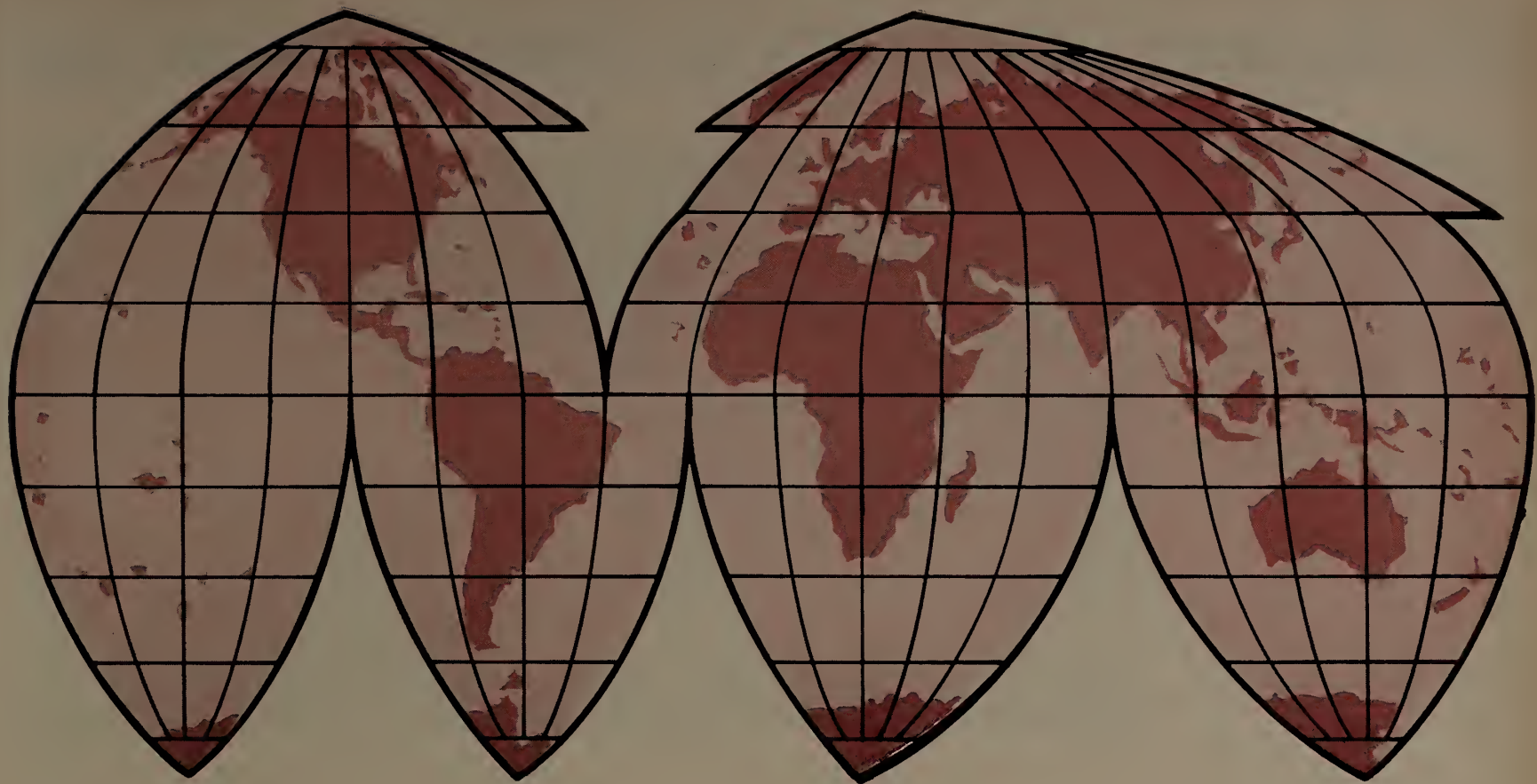
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CHARLESTON 2, WEST VIRGINIA

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MILWAUKEE, WISCONSIN 53212

**Phono
Distrib
Listings
Begins On
Page 24**



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Sales, service, and parts available from these Seeburg Affiliates and Distributors :

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203 Mechelsesteenweg
Antwerpen, Belgium

Seeburg Great Britain Ltd.
430 Edgware Road
London W. 2, England

Seevend Automaten Vertriebs, GmbH.
Carl-Petersen Strasse 70-76
2 Hamburg 26, Germany

Seerome S. P. A.
Viale Lombardia 72
Milan, Italy

Seerome S. P. A.
Via Gadames 44-46
Rome, Italy

Inversiones, Samoa S.A.
Apartado 4124
Lima, Peru

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Stubenring 16
Vienna 1, Austria

Nordator Oy
Sahaajankatu 7
Helsinki, Finland

Socodimex S. A.
1, Quai de Grenelle
Paris 15, France

General Espanola de Automaticos S. A.
Calle Valderribas 73
Madrid 7, Spain

Manufacturera de Sinfonolas S. A.
Avenida Jardin 330
Mexico 15, D. F., Mexico

Jet S. A.
Rodriguez Pena 330
Buenos Aires, Argentina

Philippine Amusement Enterprises
P. O. Box 2952
Manila, Philippines

Musikvertrieb A. G.
Badenerstrasse 555
Zurich, Switzerland

Distribuidoras Unidas C. A.
Avenida Mexico No. 229
Caracas, Venezuela

Taito Trading Co., Ltd.
Central P. O. Box 1164
Tokyo, Japan

Pan Nordic Automation
P. O. Box 18
Saro, Sweden

Refco S.A.
P. O. Box 4395
Panama, R. P.

Mr. Peter Thomas
Avenida Universitaria
San Salvador, El Salvador

Seeburg Automatic Products Pty., Ltd.
Lido House, 400 Kent Street
Sydney, Australia

Seeburg (Aust.) Pty., Ltd.
136 Nelson Street
Annandale, Sydney, Australia

Stockdales Industrial Venders Limited
Heacham, King's Lynn
Norfolk, England

Compania Colombiana De Discos S. A.
Apartado Aereo No. 14-28
Medellin, Colombia

Phonographic Equipment (Distributors) Ltd.
Exmoor Street, Barlby Road
London W 10, England

The Seeburg Sales Corporation, 1500 N. Dayton St., Chicago, Illinois 60622. Cable address: SEEBUR CHICAGO

CHICAGO—When Delbert W. Coleman, chairman of the board of the Seeburg Corporation, struck the theme recently that “progress through innovation is the key at Seeburg” he glanced proudly toward the ultra modern, conveniently located main plant (on the Windy City’s near north side) which was completed a few years ago.

The Seeburg Corp. has resisted the trend toward industrial migration to the suburbs by erecting this 360,000 square foot addition. It is in effect the first multi-story manufacturing facility to be constructed in Chicago in some 15 years. The building consolidates manufacturing operations which previously were scattered over 700,000 square feet at eight locations in this section of the city and suburban Niles. Production includes several lines of vending machines, coin-operated phonographs and background music systems.

The primary factor which influenced the company to remain within the city limits was the “skill and spirit” of its 2,000 employees. According to company officials, the average length of service of its workers is ten years, so moving to another area would have posed a serious job training problem. A shift to the suburbs also would have meant a sizable loss in value of its relatively expensive Chicago property.

According to Coleman, the \$5 million expansion move would not have been possible without the “hard-headed dollars and cents advice” of Mayor Richard J. Daley’s Committee for Economic and Cultural Development. The committee is a public-private organization that seeks to create new jobs by assisting the city’s industry. By coordinating with various city departments, the committee arranged to vacate Weed Street, which ran alongside the old plant, allowing Seeburg to purchase this property to solve its building site problem and needs.

Coleman attributes the success of



Seeburg’s plant at 1500 North Dayton Street. Housing two thousand employees, measuring more than 360,000 square feet, its construction was a joint project of the corporation and Chicago’s Economic and Cultural Development Committee.

burg Sales Corp., are successors to the original J. P. Seeburg Corporation, which was established in 1902. Justus P. Seeburg, the founder, a Swedish mechanical genius, businessman, and later, a philanthropist, came to this country at the age of 16 in 1887, and was active in the affairs of the company until his death in 1958 at the age of 87.

Beginning with a piano-action mechanism in its first years, Seeburg has developed and manufactured diversified products. In the 1920’s the company entered the automatic coin-operated phonograph field, and this ultimately became its principal business for the next three decades.

In the spring of 1958 Seeburg entered the fast-growing field of auto-

“Audiophone” only one year later. This was an eight-selection unit that utilized eight individual turntables mounted on a “ferriswheel” mechanism and rotated to give the customer his choice.

As the coin-phonograph business forged ahead during the lean years of the Thirties, the company concurrently sought to diversify its activities by the manufacture of “ray gun” targets, washing machine and refrigerator coin meters, and dispensing mechanisms.

The year 1935 saw the introduction of a new line of coin-operated phonographs that incorporated electrical amplification of recorded music. This line, with continuing improvements and restylings, was continued into

per selection) or through an ingenious “wireless” signalling system that transmitted a patron’s selections from the wall box to the phonograph by radio-frequency signals conducted over power wiring. Subsequent refinements by Seeburg eventually made possible the now-familiar three-wire cable that transmits many selections but uses only three wires.

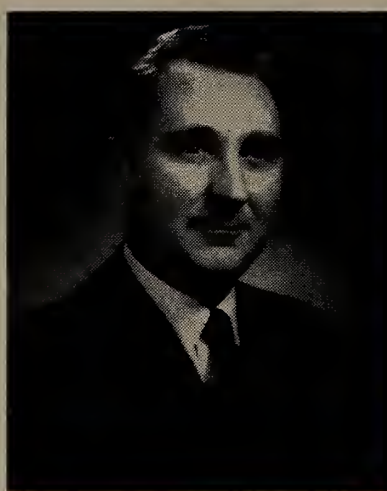
The coming of 1941 and war saw the Seeburg organization wholly converted to the development, engineering, and production of electronic equipment for the U. S. armed forces. This total conversion to war continued to the end of World War II, and brought the company no less than three Army-Navy “E” (for excellence) Awards.



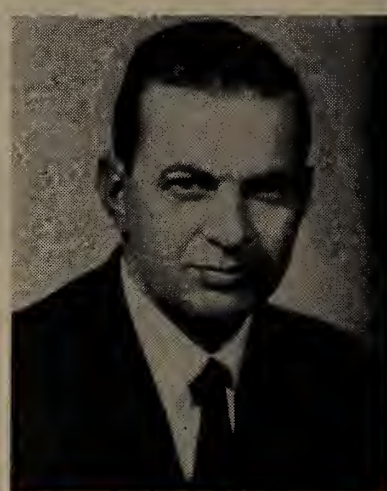
DELBERT W. COLEMAN



LOUIS J. NICASTRO



BILL ADAIR



EDWARD F. CLAFFEY

the firm to the people, stressing the fact that “a fortunate corporate head is the one who can easily delegate authority at the various levels of management in all departments.” Among the executives at Seeburg who report to the board chairman are: Louis F. Nicastro, executive vice president and chief administrative officer; William F. Adair, executive vice pres. sales; Robert Breither, vice pres., sales, Vending; Edward Claffey, vice pres., sales, Phonographs; Joseph Hards, vice pres., sales, Background Music; George Gilbert, vice pres., International Director; and Frank Luppino, advertising & sales promotion director. Seeburg boasts an employee with as much as fifty years of service to the company.

The Seeburg Corp. of Chicago and its marketing subsidiary, The See-

burg Sales Corp., are successors to the original J. P. Seeburg Corporation, which was established in 1902. Justus P. Seeburg, the founder, a Swedish mechanical genius, businessman, and later, a philanthropist, came to this country at the age of 16 in 1887, and was active in the affairs of the company until his death in 1958 at the age of 87.

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In the spring of 1958 Seeburg entered the fast-growing field of auto-

matic vending by introducing an all-electric cigarette vendor—the first unit, which in four years, was to grow to a full line of automatic vending machines. The year 1958 also experienced the company name changed to The Seeburg Corporation.

The swift rise in popularity and musical quality of recorded music following World War I brought Seeburg to the decision to enter this growing field, and at the same time, retire from the piano and organ business, although the firm was destined to return to this field in a big way. Accordingly, in 1927, the first Seeburg coin-operated phonograph was put on the market.

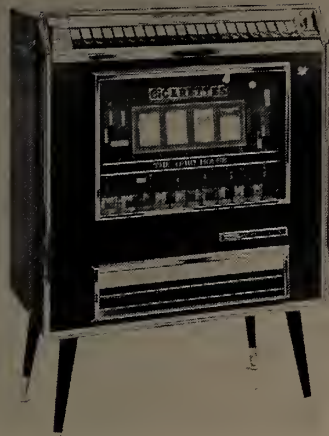
This was a non-selective instrument—the customer had no choice of records—but its obvious development possibilities led to the Seeburg

1948. It is interesting, and perhaps prophetic, that in the same decade—in 1936—Seeburg engineers devised and manufactured one of the industry’s first vending machines for dispensing cold drinks in paper cups. It was an augury of things to come some twenty years later.

With the coin phonograph business growing and prospering, the fall of 1939 saw the introduction by Seeburg of the music industry’s first phonograph “wall box”. This was a remote selector unit which put recorded music in public places “at the fingertips of the public.”

The wall box, placed in booths, on walls, and on counters remote from the master phonograph, offered patrons a choice of twenty selections. This pioneer model operated through a multi-wire cable (one connection

SEEBURG, THE COIN COLOSSUS



'Black lighting', which produces a weird glowing effect, is featured on the Electra phonograph and this modified 4E5 cigarette vendor.

had adapted the Select-O-Matic mechanism for use in a new Seeburg coin-operated phonograph. This was the famous model M100A, the world's first 100-selection unit. It hit the industry like a bomb upon its first introduction in December of 1948.

M100A set off an immediate revolution in the music industry, which was suffering an acute depression due to over-production and declining profits. It multiplied the programming possibilities of the coin phonograph and opened the way for greatly increased operating income for the operators.

The next step was prompted by the 78 rpm records intermixed and play new microgroove 45 rpm disc—a record made from high quality unbreakable vinyl. Committed to "a policy of leadership," Seeburg in October 1950 again startled the industry with a second model (M100B) of the Select-O-Matic coin phonograph that played only 45 rpm records. Then, one after another, there followed a series of improvements, refinements, and inventive develop-

ment—1958—that Seeburg made its entry, after a lapse of 22 years, into the now fast-growing field of automatic merchandising. The first machine was an all-electric cigarette vendor, forerunner of a full line of vendors to come.

With the advent of the new 33½ rpm record Seeburg launched the "artist of the Week" program, permitting the music operator to feature a different artist each week in a best-selling stereo record album.

During the interim there have been numerous acquisitions of vending manufacturing and music instrument companies, and mushrooming of distribution and marketing to the international markets.

At the end of the first quarter of 1966, Seeburg's board chairman Delbert W. Coleman announced that a high in sales and earnings had been set with sales volume of \$23,032,907 compared to \$20,926,824 for the comparable period the year previous. From 1959 to 1965 sales had skyrocketed from \$24 million to \$89 million, and 1966 started out with indi-



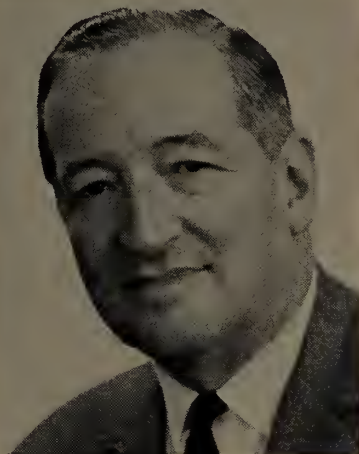
Interior shot of the factory. Millions of parts and circuits are installed by these workers, passed on to another assembly line, and finally inserted into finished products.



Ed Claffey, left, maps out route for one of Seeburg's mobile marketing vans with production v.p. Carl Carlman. Vans tour cities, show products, hear complaints, give advice.



FRANK LUPINO



GEORGE L. H. GILBERT

ments for the industry.

September, 1953—Seeburg introduced high fidelity reproduction to the industry with model HF100G, a wide-range, multiple-speaker instrument with low distortion.

August, 1955—Seeburg presented the first 200-selection phonograph, with the "Tormat" electronic memory unit, and a dual pricing system that made it possible for music operators to obtain 15¢ instead of 10¢ for the playing of the new two-tune EP record album.

January, 1958—Seeburg introduced the 160-selection phonograph, the ideal capacity for locations.

September, 1958—Seeburg introduced for the first time in the industry a stereophonic instrument with "channel 1" and "channel 2" remote speakers, with new fidelity to play the new "stereo" records turned out by the recording industry.

It was in the spring of this same



Seeburg prides itself on being a world-wide company, with offices and representatives in all continents. An Electra phonograph, posing with a Japanese maiden and a Shinto gate, begins its journey from the Chicago factory assembly line.

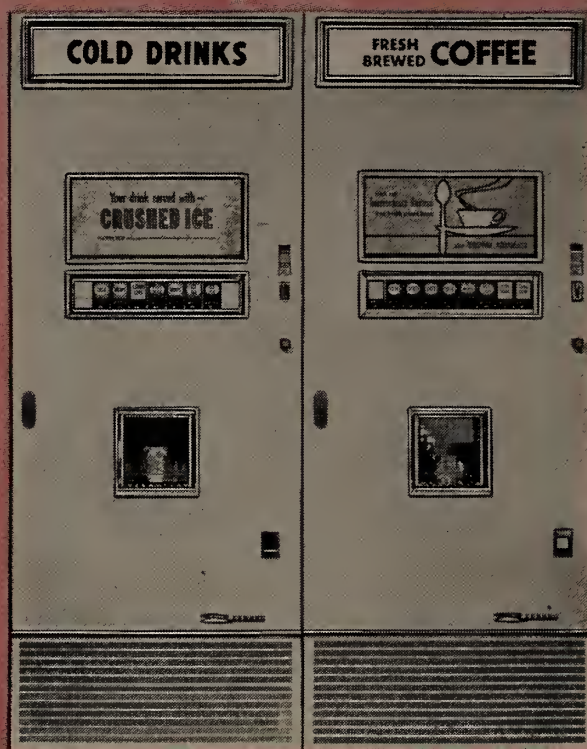
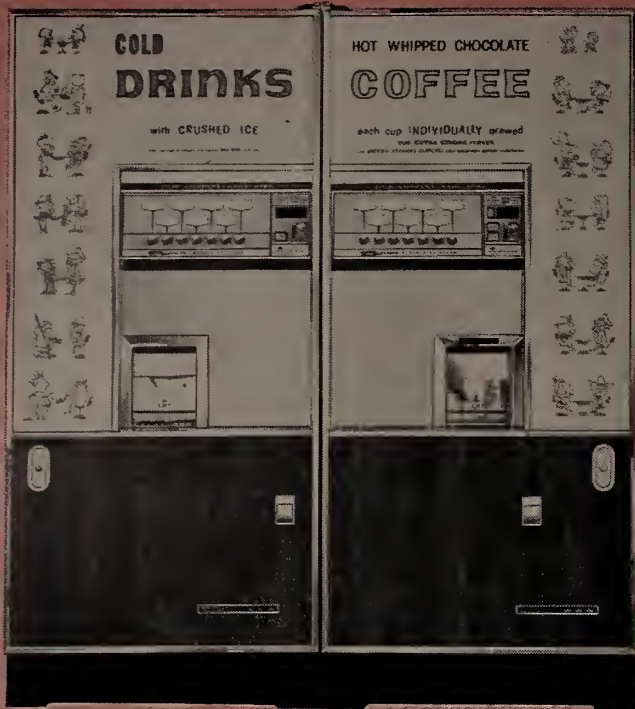


cations of another banner Seeburg year.

"The public may have the impression—indeed, even some persons vitally connected with the coin machine industry, may have the idea that it is not difficult for Seeburg to have 'a banner year', simply because of our size," Coleman said.

"We have the world to cover, and a world sales market is a delicate mechanism, like the highly complex electrical instruments and products we manufacture. To oversee it, to sell it and to satisfy it, we must have men and women who are not only

qualified for their job, but are dedicated to it. We count ourselves mightily fortunate to have what we feel are the finest employees of any major American company. We feel, at Seeburg, that people and progress are one and the same."



Around the world, Seeburg is the preferred name in music and vending.

Beverage Venders. Seeburg "Marquee" and "Modular" venders actively promote business. Attractive, modern front panels merchandise top-quality products. Seeburg's complete vending line is designed for dependable operation.

Coin Phonographs. Seeburg "Electra" is the first to use the striking effects of "black light" and to use 8 stereo speakers to deliver the American Big Sound everyone wants for listening and dancing. 160 selections.

"Discotheque Jr." offers 100 selections, also delivers stereo Big Sound and uses "black light" for dramatic effect.

Income Totalizing. Exclusive Seeburg built-in totalizing systems, tamperproof, totalize all coins accepted. They provide visual and/or printed collection slips for complete audit and control. Available at no extra cost on beverage venders. Optional on other equipment.



Seeburg equipment is built, not adapted, for use anywhere in the world, for any voltage or coinage. *World-wide service.* Seeburg distributors provide new equipment, parts, service. Address: The Seeburg Sales Corp., Chicago 60622. Cables: SEEBUR, CHICAGO.

Pingames

Pingames

Pingames

Pingames



Bally DISCOTEK 2PL.



Bally BEAUTY BEACH



Bally TRIO 1PL



ChiCoin PAR GOLF



Bally GOLD RUSH 1PL



Bally FUN CRUISE 1PL



Bally ACES HIGH 4PL



Gottlieb BANK-A-BALL



Bally SIX STICKS 6PL



Bally WILD WHEELS 2PL



Bally BLUE RIBBON 4PL



GOTTLIEB 'CENTRAL PARK'



BALLY'S 50/50



Bally FOLIES BEGERES



CHICAGO COIN'S 'HULA-HULA'



Gottlieb MASQUERADE 4PL

Pingames

Pingames

Pingames

Pingames



Gottlieb ICE-REVUE 1PL



Gottlieb MAYFAIR 2 PL



Williams FULL HOUSE 1 PL



Williams 8-BALL 2PL



GOTTLIEB'S "FLIPPER POOL"



Williams POT O' GOLD 2PL



Wms. BIG CHIEF 4PL



Wms. TEACHER'S PET 1PL



Gottlieb DODGE CITY 4PL



Wms. LUCKY STRIKE 1PL



Williams BOWL-A-STRIKE



V-BACK SHUFFLE
PROTOCISION ASTROLITE



Gottlieb PARADISE 2PL



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Williams TOPHAND 1PL



U.S. Bill. ELECTRO-POOL

ELECTRIC POOL GAME

Shuffleboard



American IMPERIAL

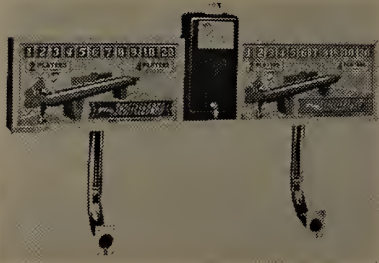


NATIONAL Professional Model

Scoreboards



MARVEL Shuffleboard Scoreboard



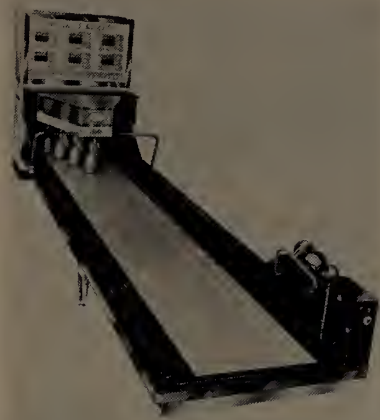
MARVEL Sidemount Scoreboard

Coin-operated Slot Car



ALL-TECH 'CHAMPION RACEWAY'

Bowlers



1966 BALLY BOWLER



ChiCoin CORVETTE Bowler



United's AMAZON BWLR



UNITED 'MAVERICK'

Shuffle Alleys



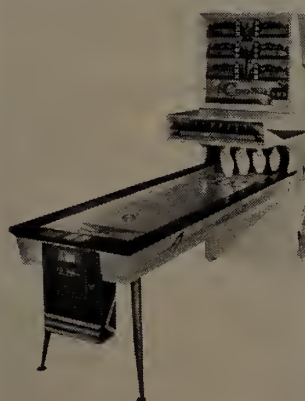
ChiCoin MEDALIST



ChiCoin GOLD STAR 6P



United TANGO Shuffle



UNITED 'CORRAL'

Shuffle Alleys

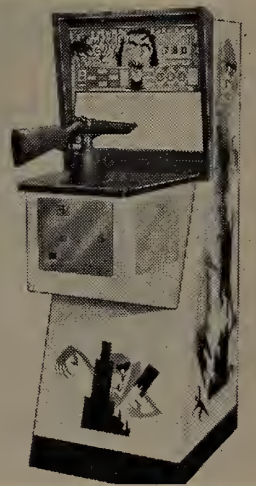


UNITED KICK A POO



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WITH SPLIT BALL RETURN

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Produced July '65—June '66 U.S. Factories

Baseball Games



ChiCoin TV-BASEBALL

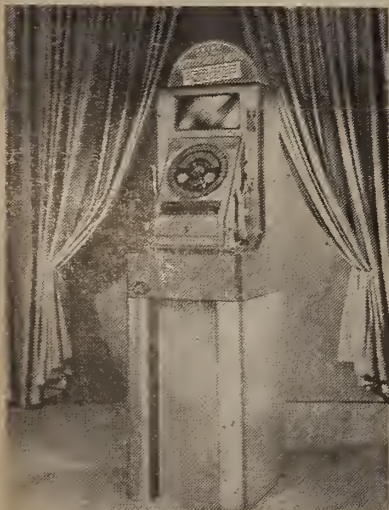


Midway LITTLE LEAGUE



Williams PITCH & BAT

Metal Typer

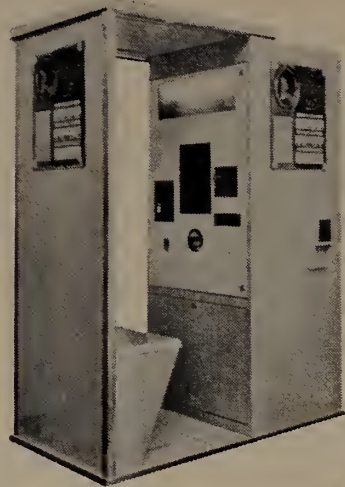


STANDARD HARVARD

Photo Machines



AUTO-PHOTO STUDIO



INTERNATIONAL MUTOSCOPE

Seal-In Plastic Units



Exhibit KLEER SEAL VENDER

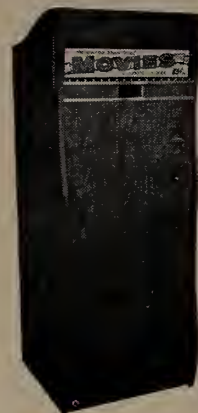


PERMA-VEND MODEL 66

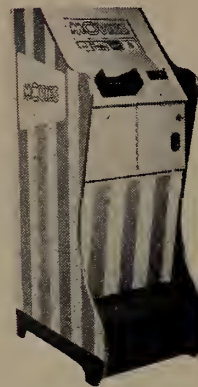
Film Machines



URBAN
Model AP-10



URBAN
Model AD Panoram



URBAN
Model AP-10 Console

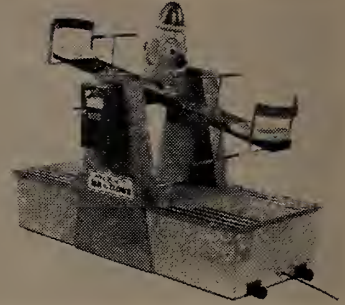


Urban 3D STEREO

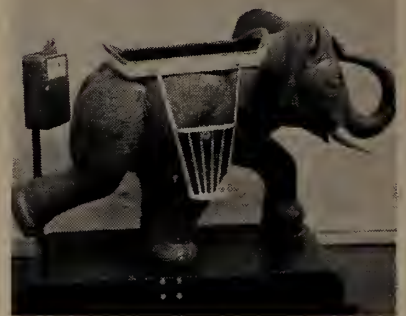
Kiddie Rides



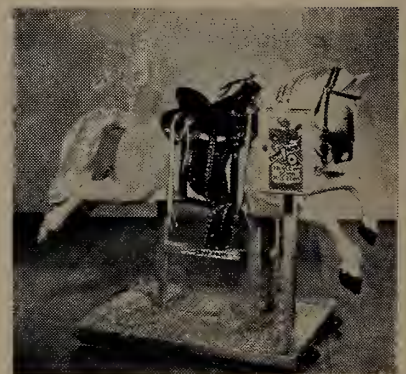
Hawkins
TWIN QUARTERHORSE



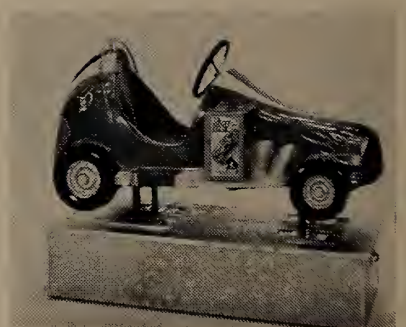
Hawkins SAM THE CLOWN



HAWKINS JUMBO
(Hawkins rides not shown)
RODEO PONY, DONNIE DUCK, LEO
THE LYON, DERBY PONY JR., MUS-
TANG and BEN HUR CHARIOT



ALL-TECH
Cow Pony



ALL-TECH
Midget Racer

AMUSEMENT MACHINES

Produced July '65—June '66 U.S. Factories

Kiddie Rides

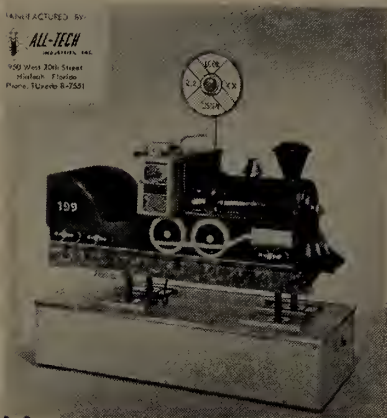
Ski Machine

Balloon Machine

Foosball Games



ALL-TECH Highway Patrol



ALL-TECH Santa Fe Express

(All-Tech models not shown)

STAGE COACH, CHUCK WAGON, FIRE ENGINE, INDIAN SCOUT, HELICOPTER and SATELLITE EXPLORER



UNIVERSAL MFG. CORP. The Satellite



UNIVERSAL MFG. CORP. Army Tank



DuKane SKI 'N SKORE

Auto-test Game



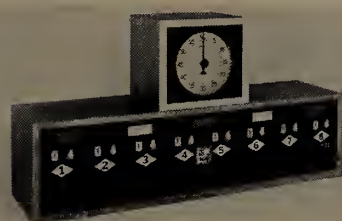
DuKane GRAND PRIX

Plastic Label Machine

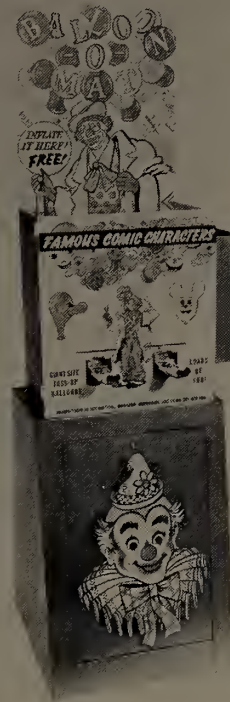


Dyma/DuKane TAG-IT

Slot Counter



ALL-TECH'S Slot Car Lap Counting Mechanism



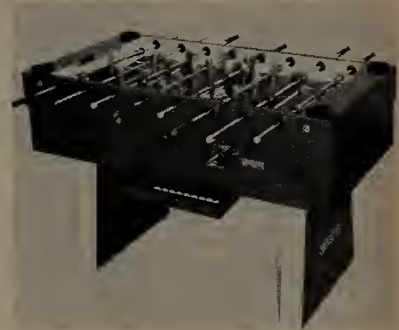
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INTERNATIONAL MUTOSCOPE Plasti-Matic Seal-In Unit



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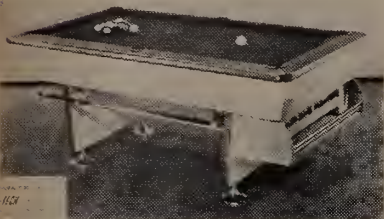
Produced July '65—June '66 U.S. Factories

Pool Tables

ALL-TECH



REGULATION MODEL
Coin-Operated
4½ feet by 9 feet



GOLD CREST MODEL
Coin-Operated
46 inches by 78 inches

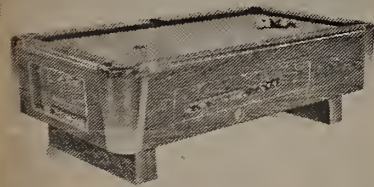


GOLD CREST MODEL
Coin-Operated
4 feet by 8 feet

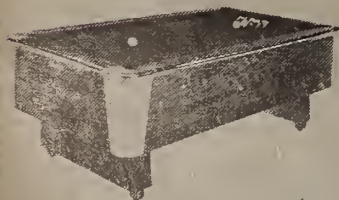


REGULATION MODEL
Non-Coin-Operated
4½ feet by 9 feet

AMERICAN



CLASSIC MODEL
Coin-Operated
6', 7' and 8' Models



ELECTRA
6', 7' and 8' Models
Coin-Operated
(battery-operated
drop coin mechanism)

Pool Tables

CAMPBELL



CARNIVAL SERIES
Coin-Operated
Sized: 53" by 39",
50" by 88", 44" x 76"

FISCHER



EMPRESS SERIES
Coin-Operated
Model: 101B (100")
Model: 92B (92")



REGENT SERIES
Coin-Operated
Models 77B, 86B and 91B



FIESTA 58 (REBOUND)
Coin-Operated
31½ by 42 by 58"

GOTHAM



ELLIPTIPOOL MODEL
Coin Operated
Elliptical playfield

Pool Tables

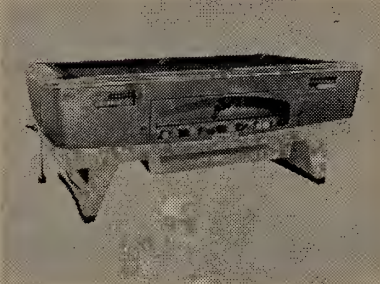
IRVING KAYE



DELUXE KLUB POOL
Coin-Operated
Regular 56" by 40"



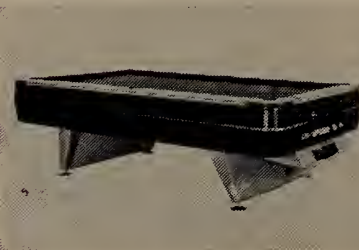
DELUXE KLUB POOL
Coin-Operated
Jumbo 75" by 43"



DELUXE SATELLITE
Coin Operated
77" by 45"



AMBASSADOR
Non-Coin Operated
(Available in 7, 7½,
8 and 9 foot sizes)



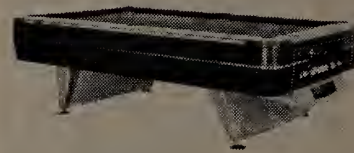
DELUXE ELDORADO '66
Coin-Operated
(Mark I) 77" by 45"

Pool Tables

IRVING KAYE



DELUXE ELDORADO
Coin Operated
Mark II 85" by 47"



DELUXE ELDORADO
Coin-Operated
Mark III 92" by 52"



DELUXE ELDORADO
Coin-Operated
Mark IV 105 by 57"



DELUXE ELDORADO
Coin-Operated
Mark V 114 by 64"

NATIONAL



CORONET LINE
Coin Operated
Model I (45 by 77"),
II (52 by 92"),
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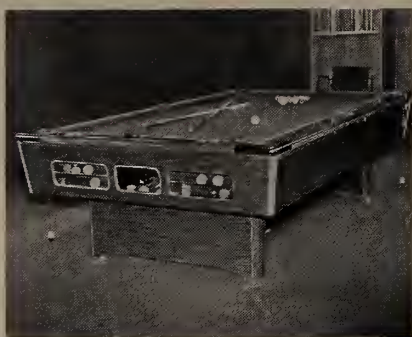


Model 300 (93x53)
Model 400 (103x58)

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Professional Model®

Pool Tables U.S. BILLIARDS



U.S. PRO Series
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Pro-2 86x50
Pro-3 93x53
Pro-4 103x58
Pro-5 114x64

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Measuring 78 by 45 by 31,
88 by 50 by 31 and
93 by 53 by 31 inches

Pool Tables VALLEY



VALLEY
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VALLEY
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The finest IMPORTED Belgian balls, designed to last a lifetime. Complete sets (1-15), cut balls or odd replacements.

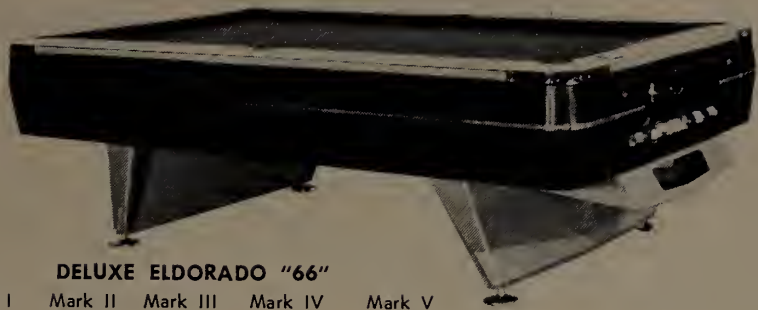
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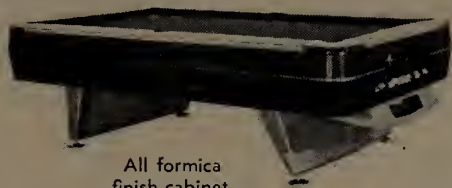
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The IRVING KAYE Line . . .

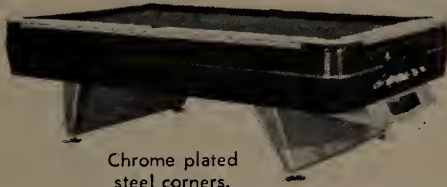


DELUXE ELDORADO "66"

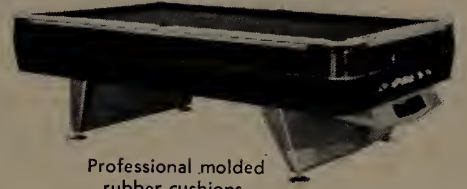
Mark I	Mark II	Mark III	Mark IV	Mark V
77 x 45	85 x 47	92 x 52	106 x 58	114 x 64



All formica
finish cabinet.

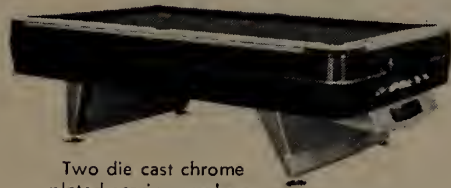


Chrome plated
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Professional molded
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Looks Best . . .



Two die cast chrome
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DELUXE AMBASSADOR "66"

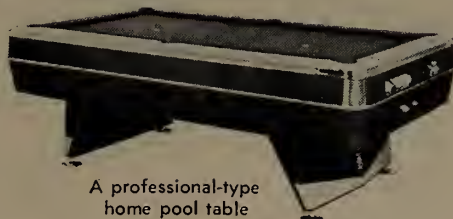
7 foot, 7½ foot, 8 foot
and 9 foot sizes.



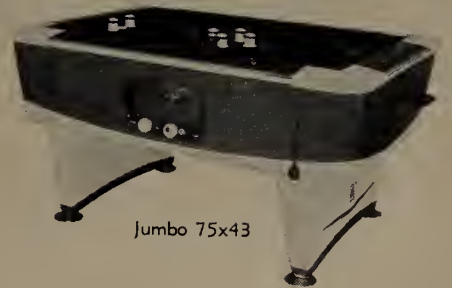
**DELUXE
KLUB POOL**
Regular 56x40



All slate top

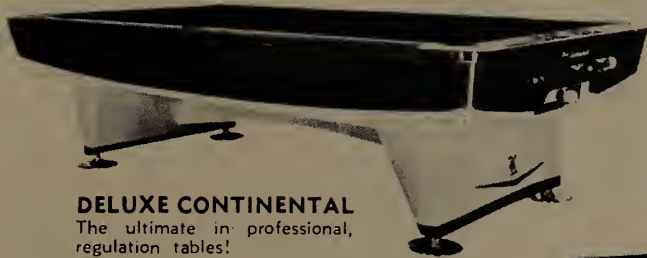


A professional-type
home pool table



Jumbo 75x43

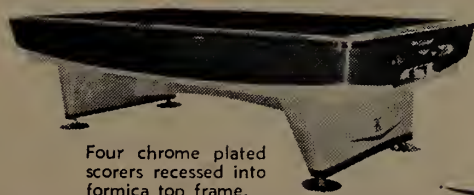
Made Best . . .



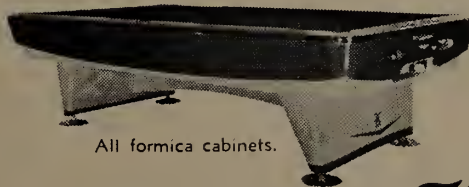
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FISCHER

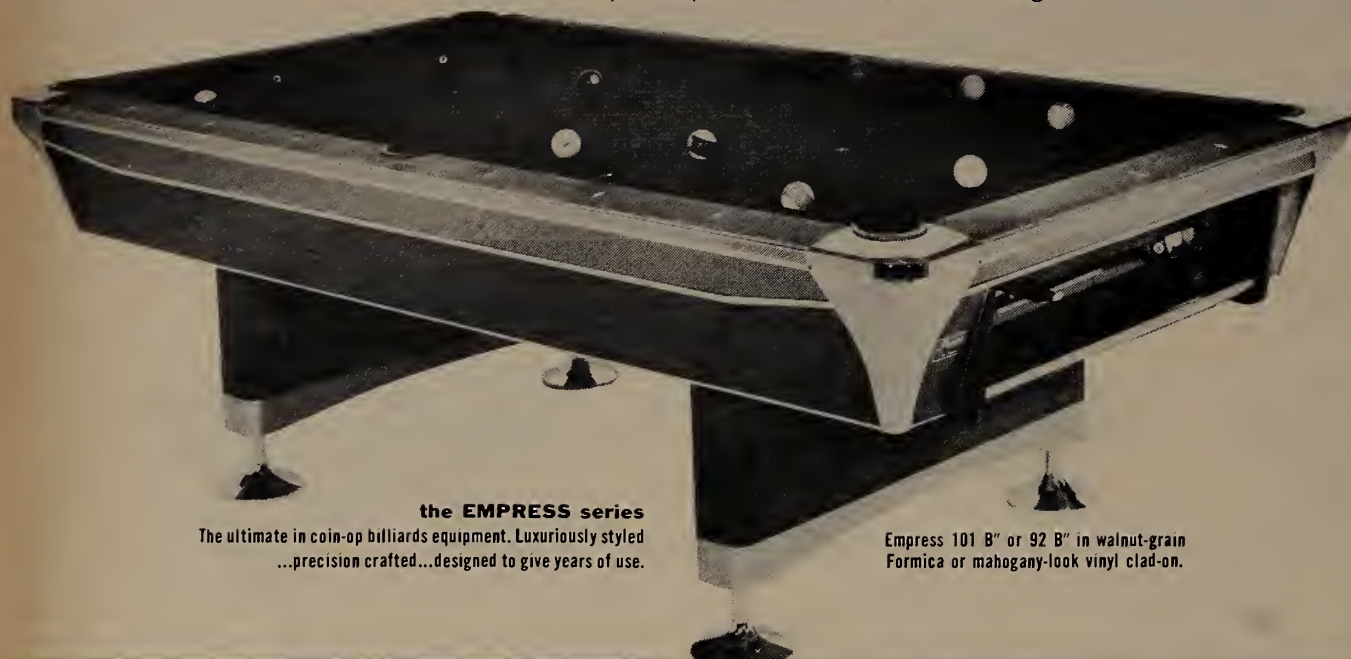
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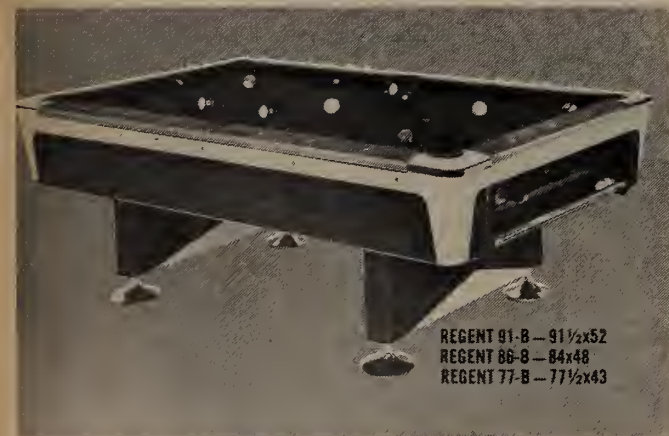
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Regulation size:
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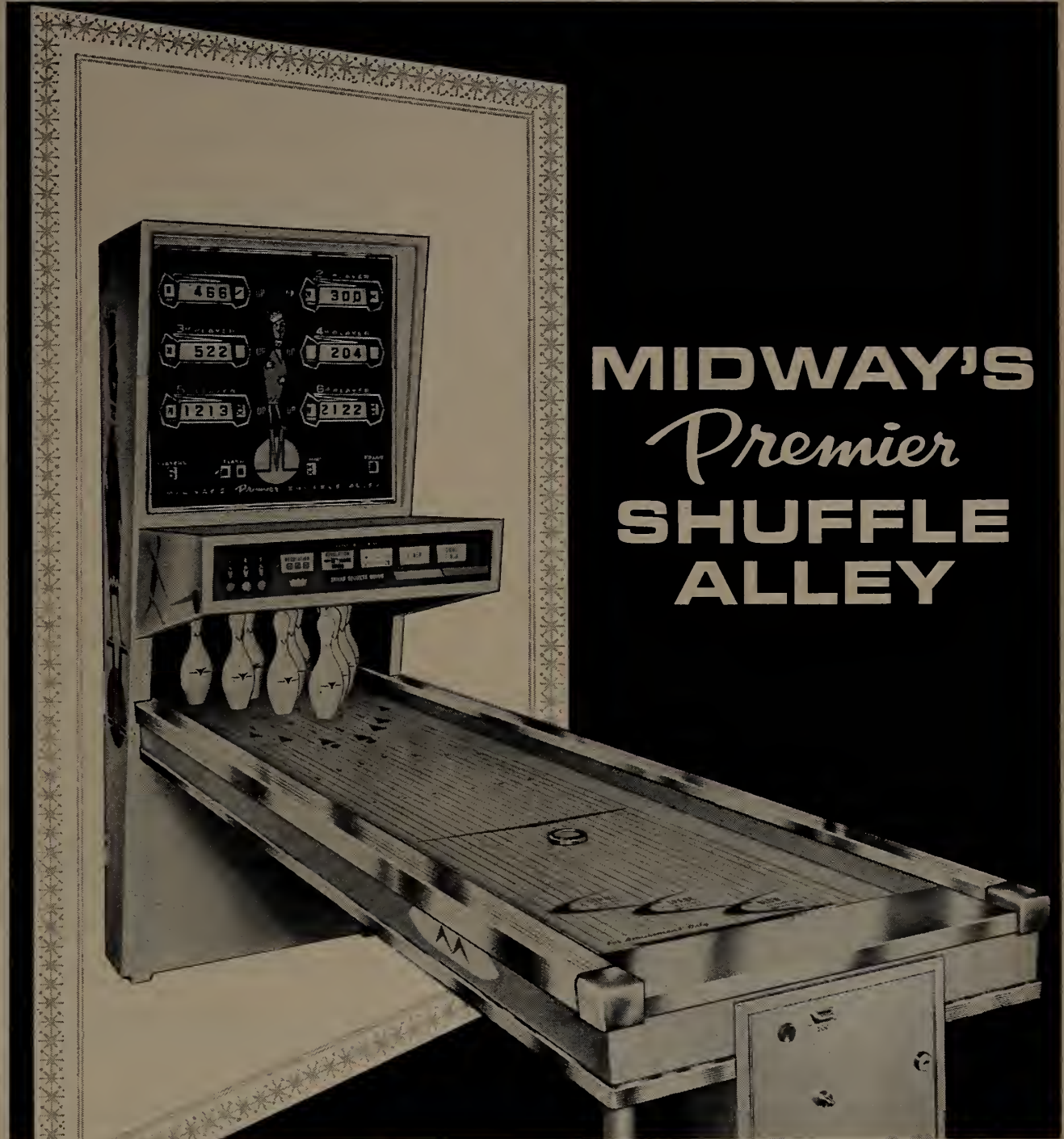
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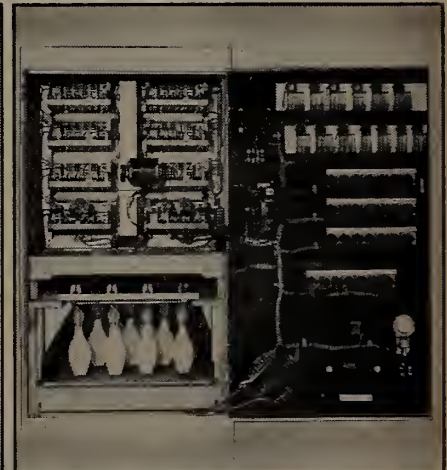
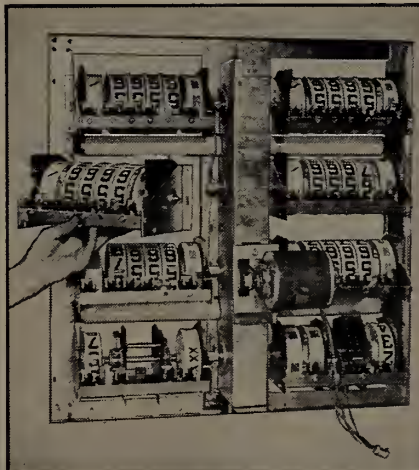
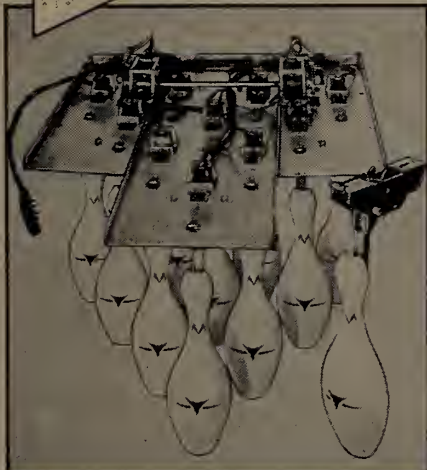
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From DuKane Corp.

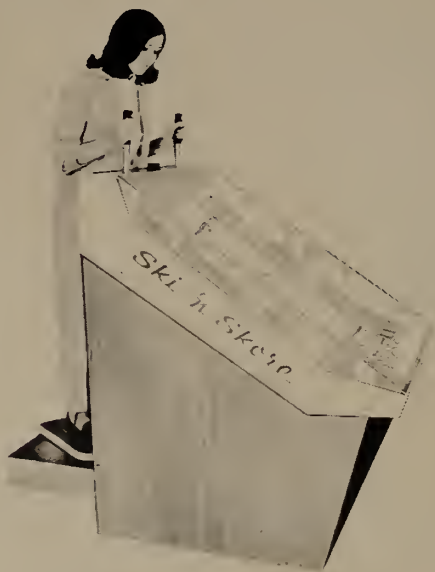


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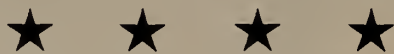
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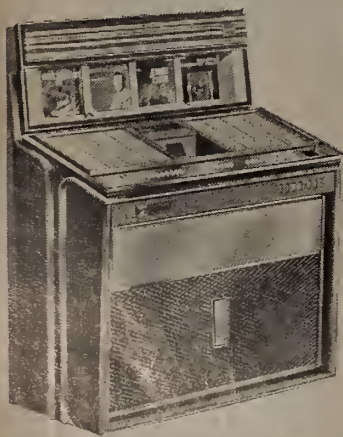
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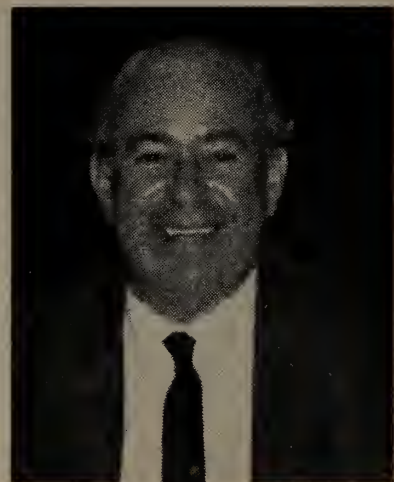
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2714 Beverly Rd. • Bklyn, N.Y. UL 6-7720

INDIANA

Evansville
Automatic Amusement Co., 1000 Pennsylvania St.
Carl J. Speis Co., P. O. Box 3133
S & S Dist. Co., 1000 Pennsylvania St.
Fort Wayne
Antoine & Bechtel, 2101 Weisser Park
Indianapolis
Associated Dist. Inc., 210 S. Meridian St.
Calderon Dist. Inc., 423 N. Alabama St.
Fountain Sq. Music, 1117 Prospect
Lew Jones Dist. Co., Inc., 1311 North Capital Ave.
J. & J. Dist., Inc., 1661 W. 16th St.
Siler Sales Co., 5955 Cooper Rd.
Southern Automatic Music Co. of Indiana, Box 422

IOWA

Ankeny
Lamberti Music Co., 605 Walnut St.
Des Moines
Philip Moss & Co., 1420 Locust St.
Superior Sales Co., 1337 2nd Ave.
Dubuque
Dubuque Coin Machine Co., 1456 O'Hagen St.

KANSAS

Manhattan
Bird Music Co., Inc., Box 290
Wichita
Sotherland Dist. Co. of Wichita, 1135 Washington St.
United Dist. Inc., 902 W. Second St.

KENTUCKY

Covington
Donaldson Distributing Co., 329 W. 9th St.
Lew Jones Dist. Co. Inc., 329 W. 9th St.
Louisville
B. B. Novelty Co. Inc., 715 W. Main St.
Co-operative Dist. Co., 221 E. Market St.
Southern Automatic Music Co., 735 S. Bk St.
S. L. Stiebel Co. Inc., 635 W. Main St.

LOUISIANA

New Orleans
A. M. Amusement Co., 1025 Baronne St.
A.M.A. Dist. Inc., 1711 St. Charles Ave.
C. & M. Specialty Co., 832 Camp St.
Coin Mart, 1055 Baronne St.
Crown Novelty Co. Inc., 1055 Baronne St.
The Double A Amuse. Co., 341 N. Galvez St.
General Dist. Co., 1609 Orleans Ave.
J. H. Lynch Co. Inc., 1601 So. Gayoso St.
Nastasi Distributing Co., 826 Baronne St.
New Orleans Novelty Co., 1055 Dryades St.
Operators Sales, Inc., 4122 Washington Ave.
J. H. Peres Dist. Co., 922 Poydras St.
Space Dist. Co. Inc., 712 Clairborne Dr.
The Wurlitzer Co., 832 Baronne St.
Shreveport
S & H Dist. Co., 1550 Bolinger Ave.

MARYLAND

Baltimore
A. & A. Coin Machine Co., 715 Ensor St.
Eastern Dist., 1812 Worcester St.
General Vending Sales Corp., 239-245 W. Biddle St.
Mar-Matic Sales Co., 1140 E. Cold-spring Lane
State Sales & Ser. Corp., 1825 Guilford Ave.

MASSACHUSETTS

Boston
Atlas Dist. Co., 1022 Commonwealth Ave.
Intl. Vending Corp., 1028-A Commonwealth Ave.
Music & Vending Corp., 86 Brookline Ave.
Strauss Vending Machine Co., 1672 Washington St.
Trimount Automatic Sales Co., 40 Waltham St.
Brighton
U. S. Dist. Co., 126 Lincoln St.
W. S. Dist. Inc., 126 Lincoln St.
Brookline
Ben D. Palastrant, 132 Beaconsfield Rd.
Watertown
Redd Dist. Co., 80 Coolidge Hill Rd.

MICHIGAN

Buchanan
Fabiano Amuse. Co., 109 Liberty Ave., P.O. Box 189
Dearborn
Martin and Snyder Co., 13200 W. Warren
Detroit
Angott Dist. Co., 2616 Puritan Ave.

Empire C. M. Co., 7743 Puritan Ave.
Henry C. Lemke, 1047 E. Grand Blvd.
Miller-Newmark Dist. Co., 5743 Grand River
Music Systems, Inc., 14561 Livernois
Shaffer Music Co., 300 E. Milwaukee St.
Weidman Nat'l. Sales Co., 5911 4th Ave.
Grand Rapids
E. & R. Sales Co., 1732 Monroe, N.W.
Empire Coin Machine Exchange, 1955 South Div. St.
Miller-Newmark Dist. Co., 3767 East 28th St. S.E.
Kalamazoo
Kala Coin Amusement Co. 826 Mill St.
Lansing
Music Systems, Inc., 812 Hamilton
Menominee
Empire Coin Machine Exc., 102-20th St.
Pontiac
Wolverine Entertainers, Inc., 1782 Pontiac Dr.
St. Ignace
Henry Nelson, St. Ignace, Mich.

MINNESOTA

Duluth
Twin Ports Sales Co., 226 Lake Ave., So.
Faribault
Gopher Sales Co., 601-603 Central Ave.
Minneapolis
Brown Brothers, 7600 Wayzata Blvd.
Lieberman Music Co., 257 Plymouth Ave., N.
Sandler Dist., 236 Jirard Ave. N.
Gerald Sheafor, 4500 Oak Drive
Heilicher Bros., Inc., 7600 Wayzata Blvd.
St. Paul
Automatic Games Supply Co., 1934 University Ave.
K. C. Sales and Service, 1926 University Ave.

60's PHOTOMATIC

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The only coin-operated photo machine producing a natural, pure black and white photograph.



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- Better, truer, pure black and white photo increases repeat business.
- Simplified mechanism, ease of service, longer life chemicals, boost profits.
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- "Machine empty" locking feature.

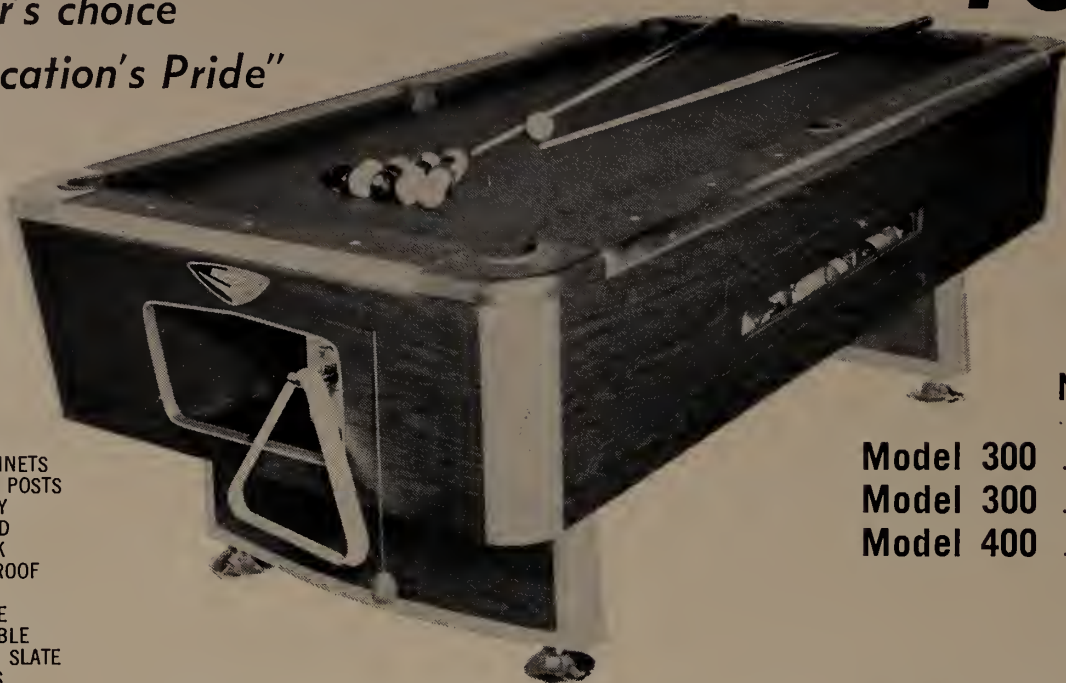
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U.S. Distributors and Jobbers

LISTED BY STATES

Mayflower Dist. Co., 2227 University Ave.
Midway Novelty Sales Co., 777 University Ave.
Paster Dist. Co., 2227 University Ave.

MISSISSIPPI

Biloxi
United Novelty Co. Inc., Box 126
Greenwood
LeFloie Music Co., 712 George St.
Jackson
Capitol Music Co., 135 E. Amite St.
United Dixie Co. Inc., 106 Minerva St.

MISSOURI

Joplin
Sutherland Dist. Co. of Joplin, 501 Wall St.
Kansas City
Advance Music Co., 1606 Grand Ave.
B&G Amusement Co., 3113 Gillham Rd.
Mid-West Dist., 709 Linwood Blvd.
Sutherland Dist. Co. Inc., 2710 McGee Trafficway
Uni-Con Dist. Co., 3410 Main St.
W. B. Music Inc., 2900 Main St.
Lemay
NBC Distributing Co., 780 Lemay Jerry Rd.
St. Louis
Advance Distributing Co., 4710 Delmar Blvd.
Arrow Nov. Co. Inc., 2852 Sidney St.
Brandt Dist. Co. Inc., 1809-11 Olive St.
Central Dist. Inc., 2315 Olive St.
Geo. Glass Dist. Corp., 1901 Delmar Blvd.
Ideal Novelty Co., 2823 Locust St.
L & R Dist. Inc., 1901 Delmar
McCall Novelty Co., 2315 Olive St.
J. S. Morris & Sons Novelty Co., 4722 Delmar
Morris Novelty Co., 3007 Olive St.

Musical Sales Co. Inc., 2920-2922 Locust St.
Reel Dist. Co., 4910 National Bridge
Rite-Way Distribs., 1916 Washington Ave.
Sunrise Beach
BC Amusement Co., Box 248 A

MONTANA

Billings
Direct Sales Co., 2513 Montana Ave.
Butte
H. B. Brinck, 825-827 E. Front St.
Havre
Pete L. Weyh Co., P.O. Box 927
Missoula
Greg's Vending, 456 Strand

NEBRASKA

Omaha
Central Dist., 1209 Douglas St.
Coin-A-Matic Inc., 201 S. 13th St.
H. Z. Vending & Sales Co., 1201-1207 Douglas St.
Lieberman Music Co., P.O. Box 3242
Phillip Moss & Co., 309 North 16 St.
United Products, 201 So. 13th St.

NEW HAMPSHIRE

Manchester
Tri-State Amusement Co., Bedford St.

NEW JERSEY

Belleville
Sun-Glo Dist.
113 Heckel Street
Elizabeth
Atlantic N.J. Corp., 730 Division St.
Seacoast Dists. Inc., 1200 North Ave.
Newark

Irving Morris, Inc., 145 Frelinghuysen Ave.
R & Y, 604 Broadway
No. Bergen
Betson Enterprises, 3726 Tonnelle Ave.
Eastern Novelty Distributors, 3726 Tonnelle Ave.
Springfield
Runyon Sales Company, U.S. Route 22 & Fadam Road
Union City
American Shuffleboard Co. Inc., 210 Patterson Plank Rd.

NEW MEXICO

Albuquerque
Border-Sunshine Nov. Co., 2919 4th St., N.W.
Las Cruces
Consolidated Music Co., 1062 N. 7th St.
Roswell
Ginsberg Music Co., 205 No. Main St.

NEW YORK

Albany
Bilotta Enterprises, Inc., 1226 Broadway
Davis Dist. Co., 1056 Broadway
Greco Bros. Amuse. Co. Inc., 1288 B'way Ave.
Universal Vendors, 788 Broadway
Binghamton
Binghamton Amusement Co. Inc., 4 Florence St.
Brooklyn
American Vending Co., 2684 Coney Island Ave.
Herman Dist. Co. Inc., 1505 Coney Island Ave.
Musical Distributors Corporation, 2714 Beverly Road
Buffalo
Clare Enterprises, Inc., 5939 Main St.
Davis Dist. Corp., 1231 Main St.
Sheldon Sales, Dist. Corp., 881 Main St.

Stewart-Milford, 777 Main St.
Superior Distributing, 1395 Clinton St.
Elmira
Joy Automatic, 108 E. Church St.
Glasco
Greco Bros., Main St. Box G
Great Neck
L.I. National Sales, 243 N. Blvd.
Hudson Falls
Henry C. Knoblauch & Sons, 7 Broad St.
Lackawanna
Ace-Hi Dist. Co., 1286 Electric Ave.
Newark
Bilotta Enterprises, 224 N. Main St.
New York
Atlantic New York Corp., 843 Tenth Ave.
R. H. Belam, 51 Madison Avenue
Leonard Haines Co., Inc., 35 Mercer St.
Lipsky Dist. Corp., 607 Tenth Ave.
Mike Munves Corp., 577 Tenth Ave.
Mondial Comm. Corp., 350 5th Ave.
Musical Distributors Corp., 841 Tenth Ave.
One-Stop Coin, 646 Tenth Ave.
Runyon Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843-849 Tenth Ave.
Albert Simon, Inc., 587 Tenth Ave.
United East Coast Corp., 583 10th Ave.
West Side Coil Machine Corp., 636 Tenth Avenue
Rochester
Davis Dist. Corp., 319 Alexander St.
Flower City Dist., Inc., 389 Webster Ave.
Syracuse
Davis Corp., 738 Erie Blvd., E.
E. M. House Sales, 1051 S. Salina St.
Utica
Victor Conte, 1001 Lansing St.

U.S. Distributors & Jobbers

— LISTED BY STATES —

NORTH CAROLINA

Charlotte
Brady Dist. Co., 1900 W. Moorehead St.
LeSturgeon Dist. Co. Inc., 2828 South Blvd. P.O. Box 641
Roanoke Vending, Franklin 7-1310
The Seeburg Dist. Co., 801 S. Cedar St.
Southeastern Vending Distributing, Inc., 801 S. Cedar St.
Greensboro
National Products Corp., 2416½ High Point Rd.
Raleigh
Bishop Music Co. P.O. Box 2168
Pierce Music Co., 415 East Martin
South Eastern Vend. Dist., Inc., 1010 S. Saunders St.
Reidsville
Trent Bros. Music Co., 708 N. Scales St.

NORTH DAKOTA

Bismarck
Dakota Music Corp., 912 Arthur Dr.

OHIO

Byesville
Vernon Yontz Sales Co., 140 Second St.
Canton
Stark Novelty Co., 239—30th St., N.W. Cincinnati
Bigner Music, Inc., 2345 Quebec Rd.
Royal Dist. Inc., 1210 Glendale-Milford Rd.
Shaffer Music Co., 1889 Central Parkway
Cleveland
Cleveland Coin Machine Exch., 2029 Prospect Ave.
Lake City Amusement Co., 4531-4533 Payne Ave.
Martin & Snyder, 1591 W. 164th St.
Monroe Coin Machine Exchange, 2423 Payne Ave.
Shaffer Music Co., 2126 E. 21st St.
Columbus
Royal Dist. Inc., 1112 North High St.
See Vend Inc., 457 Neilstone St.
Shaffer Music Co., 849 N. High St.
Medina
Reinhardt Co., 734 E. Smith Rd.
Toledo
Cleveland Coin Ex., 1827 Adams St.
Toledo Coin Machine Exch., 814 Summit St.
Youngstown
J. & M. Novelty Co., 5555 Mahoning Ave.

OKLAHOMA

Oklahoma City
Atkins Music Co., 233 S. W. 20th St.
Automatic Music Dist. 900 N. Western Ave.
Boyle Amusement Co., 522 N.W. Third St.
Culp Dist. Co., 614-16 W. Sheridan Ave.
Dickson Dist. Co., 631 W. California Ave.
Rice Music Co., 611 N. Hudson
Sutherland Distrib. Co., Northwest Fourth & Lee Sts.
Sutherland Dist. Co., 709 N.W. 4th St.
Tulsa
Automatic Music Co., 739 W. S. St.
H. W. Dolph Dist. Co., 2239 E. 6th St.
Tulsa Automatic Music Co., 739 West 5th St.

OREGON

Portland
Dunis Dist. Co., 1003 S.W. Front Ave.
Northwest Sales Co. of Oregon, 1040 S.W. 2nd Ave.
Western Dist., 1226 S.W. 16 Ave.

PENNSYLVANIA

Erie
Mickey Anderson, 314 E. 11th St.

Harrisburg
D & L Coin Mach. Co., 414 Kelker St.
Moosic
Sterling Service, Rocky Glen Park Philadelphia
Active Amusement Machine Co., 666 N. Broad St.
American Shuffleboard Sales Co., 1511-13 Spring Garden Ave.
Banner Specialty Co., 1641 N. Broad St.
Block Marble Co., 2929 W. Cheltenham Ave.
Central Vend. Mach. Ser. Co. 6011 Baltimore
James Clement Mfg. Co., 3301 Frankford Ave.
Eastern Music Systems Corp., 334 N. Broad St.
General Coin Machine Co., 929 Spring Garden St.
International Amusement Co., 3810 Dorchester Rd.
Lehigh Special Co., 826 N. Broad St.
Model Vending, 4830 No. Front St.
Rake Coin Machine Exch., 609 Spring Garden St.
David Rosen, Inc., 855 N. Broad St.
Scott-Crosse Co., 1732-42 Fairmont Ave.
S & K Dist. Co., 3608 Powelton Ave.
Steppin' Sam Co., 1439 Higbee St.
Veeco Sales Co., 2125 Market St.
Pittsburgh
Atlas Music Co., 2231 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
B. D. Lazar Co., 1635 Fifth Ave.
Music Dist. Co., 1945 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 Fifth Ave.
RayCar, Inc., 7812-14 Hamilton Ave.
Reading
Klopp Novelty Co., 312 No. 9th St.
Scranton
Active Amuse. Machines Co., 1101 Pittston Ave.
Leonard's Novelty Co., 1317 Prospect Ave.
Wilkes-Barre
Roth Novelty Co., 54 N. Pennsylvania Ave.
Williamsport
Williamsport Electronics and Television Co., 233-35 W. Third St.
York
Crosse Dunham Co., 350 Greendale Rd.

SOUTH CAROLINA

Columbia
G. K. Gabrielson & Co., 2608 Main St.
Peach State Music Co., 729 Lady St.
So. Eastern Vend. Dist. Corp., 1506 Taylor St.
Sparks Specialty Co., 1820 Sumter St.

SOUTH DAKOTA

Pierre
Gordon Stout, Co., Box 4

TENNESSEE

Chattanooga
Chattanooga C. M. Co., 1820 Rossville Ave.
Dixie Amusement Co., 912 Houston St.
Shearer Amusement Co., 11 West Peak
Knoxville
Central C.M. Exchange, 2422 North Central
Roanoke Vend. Exch. Inc., 313 W. Depot Ave. N.W.
Memphis
Consolidated Amuse. Co., 1269 Madison Ave.
Game Sales Co. Inc., 262 South Camilla
S. & M. Sales Co. Inc., 1074 Union Ave.
Sammons-Pennington Co., 1049 Union Ave.
Southern Amusement Dist., 628 Madison Ave.
Standard Aut. Dist. Co. Inc., 1269 Madison Ave.
Williams Dist. Co., 1117 Union Ave.
Nashville
H. & N. Dist. Co., 313 Seventh Ave. So.
Hermitage Music Co., 469 Chestnut
Parker Dist. Co., Box 1281

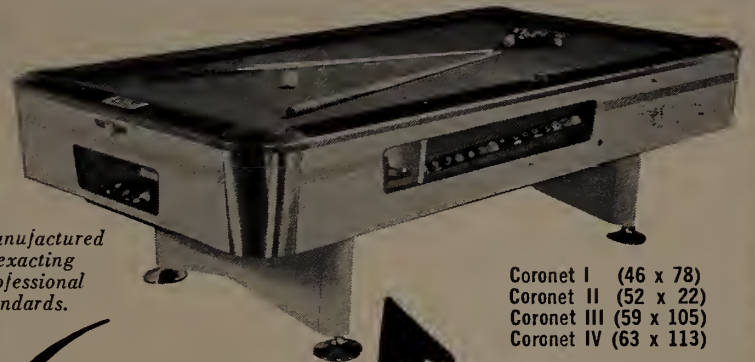
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22¢ profit on
every 25¢ shine**



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U.S. Jobbers & Distributors Listed By State

Rock City Dist. Co. Inc., 615 Murfreesboro Rd.
Sammons-Pennington-Nashville, Inc., 214 Sixth Ave. South
T. W. Amusement Co., 3104 Clarksville H'way
Triangle Music Co., 206 W. Magnolia

TEXAS

Corpus Christi
Southland Dist. Co., 1343 Staples
Dallas
Southland Dist. Co., 1405 Turtle Creek Blvd.
Commercial Music Co., 1550 Edison St.
O'Connor Co. Inc., 9030 Directors Row
Southern Vending Co., 1405 Turtle Creek Blvd.
State Music Co., 3100 Main St.
El Paso
Southernland Dist. Co., 3902 Pershing
Fort Worth
Fort Worth Amusement Co., 309
Ellison Bldg., 103 Main St.
Sun Refinishing Co., 201 E. Daggett
Houston
American Shuffleboard Sales Co., 254
W. Gray
Amusement Distributors, Inc., 1615 St.
Emanuel St.
Central Sales, 91 Dennis
H. A. Franz & Co., 606 Dennis
Gulf Coast Distributing Co., 6205 Gulf
Freeway, Houston, Texas
H & H Dist. Co., 3016 Polk St.
Southern Vending Company, 1 Main
St., Room 376
Steele Dist. Co. Inc., 2617 Leeland
R. Warneke Co., 3445 Leeland Ave.
Bill Williams Distributing Co., 91
Dennis St.
Mineral Wells
Wallace Dist. Co., P.O. Box 75
Odessa
Sheffield Music Co., 1401 Maple St.
San Antonio
Gulf Coast Dist. Co., 75 El Paso
Sutherland Dist. Co., 226 So. Flores
St.
Santone Sales Co., 121 Navarro St.
R. Warneke Co., 121 Navarro St.

UTAH

Salt Lake City
Dan Stewart Co., 140 E. Second South
Ave.
Interstate Dists. 917 So. State St.
R. F. Jones Co., 375 So. 2nd West
Struve Dist. Co., Inc., 963 Folsom Ave.
Thompson Dist. Co., 127 E. Second
South

VIRGINIA

Bristol
Roanoke Vend. Exch. Inc., 63 Commonwealth Ave.
Norfolk
Diamond Coin Machine Exch. Inc., 609
Woodis Ave.
O'Connor Dist. Inc., 1611 Virginia
Beach Blvd.
Southeastern Dist. Inc., 601 Woodis
Ave. (P.O. Box 87)
Portsmouth
O'Connor Vending Machine Co., 624
Crawford St.
J. A. Woodard Co., 13 Oakcrest St.
Richmond
Allen Dist. Co., 3409 West Leigh St.
O'Connor Vending Machine Co., 2318
W. Main St.
Roanoke Vend. Exch. Inc., 4930 W.
Broad St.

WASHINGTON

Bellvue
M. J. Stanley Co., 309 112th St. NE.
Mercer
Michael J. Stanley Co., 7600 S.E. 24th
Ave. POB 177
Seattle
American Shuf. Sales Co. of Seattle,
3144 Elliott Ave.
R. F. Jones Co., 309 9th Ave. North
Michael Dist. Co., 100 Elliott, W.
Music-Vend Dist. Co., 100 Elliott,
West.

Northwest Sales Co., 3150 Elliott Ave.
Puget Sound Novelty Co., 114 Elliott
Ave. W.
Western Dists., 3126 Elliott Ave.
Spokane
Western Dists. Inc., 1007 W. Wash. St.

WEST VIRGINIA

Charleston
Cruze Dist. Co. Inc., 1101 W. Wash-
ington St.
Roanoke Vending Ex. Inc., 625 Ohio
Ave.
Fairmont
Mid-State Dist., 1909 Locust Ave.
Martinsburg
Hutzler Vend. Mach. Co., 1301 Win-
chester Ave.
Oak Hill
Allied Sales, Inc., 928-930 Market St.
Tri-State Amusement, 149 18th St.,
Rear
Wheeling
Allen Sales, Inc., 928-930 Market St.
Tri-State Amusement, 149 18th St.,
Rear
Wheeling Coin Machine Exch., 2829
Loff St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.
Green Bay
Bookmeier Sales Co., 148 No. Chestnut
St.
Feel Coin Mach. Exch., 245 Summit
St.
Forst Dist. Co., 201 So. B'way
H & L Sales Co., 1337 Velp Ave.
Union Sales Co., 409 N. Adams St.
Lake Geneva
H & M Sales Co., Box 414
Milwaukee
Badger Novelty Co., 2546 N. 30 St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Blue-
mound Rd.
Mitchell Novelty Co., 3506 W. Na-
tional Ave.
Paper Dist. Co., 3601 W. Fond du lac.
Pioneer Sales & Service, 3110 W.
Fond du lac Ave.
Summerfield Inc., 2736 W. Tutonia
S. L. London Music Co. Inc., 3130 W.
Lisbon Ave.
United Inc., 1907 North 3rd St.
Sheboygan
Anthony Hirt, 2420 No. 8th St.

GUAM

Agana
Shelton Music Co. P.O. Box 803
PUERTO RICO
San Juan
London Dist. Co., P.O. Box 8471
C. Hernandez
1816 Loiza St.
Santurce, P.R.

CANADA

Ontario
Lewis Music Sales Ltd., 361 Main E.,
Hawkesbury
Quebec
Jos. Lipari Dist. Inc., 7111 St. Denis
St., Montreal
Vancouver
Western Atom. Vending Ltd. 499
Commercial Dr.
St. John's,
Newfoundland
Gus Winter Limited, Portugal Cove
Road
Gilchrist Vending Ltd.
Edmonton, Alberta
Montreal, Quebec
Vancouver, B.C.
Toronto, Ontario
Winnipeg, Manitoba

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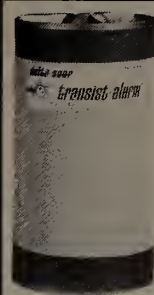
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THE WURLITZER STORY: 300 YEARS OF MUSIC

From Lutes to Jukes; European Tradition and American Initiative

The birth of Nicholas Wurlitzer on December 1, 1659, at the village of Schilbach, Saxony, continued a family tradition and began another.

Like most children in the rural Germany of that time who were not born to the plow, Nicholas was expected to become a craftsman, as was his father, and a member in good standing of the local trade guild.

Master Wurlitzer was apprenticed, by custom, to a village professional, and when he began on his own, turned to the making of lutes. The distance between a lute and a jukebox, across four centuries, includes a story of industry, immigration, wars and disasters; the yearly sales of a Nicholas' lutes and the Wurlitzer Company's catalogue of instruments and military

family. Things were looking prosperous and happy when a legendary cow kicked over a kerosene lamp and destroyed the city of Chicago, including the Wurlitzer store.

Recouping his losses, Rudolph took his younger brother Anton into the firm. In 1880 the first piano to bear the name "Wurlitzer" was made in the Cincinnati factory; in 1883, Farny R. Wurlitzer, the present Chairman of the board, was born; Howard, the eldest son, came into the business in 1889; 1890 saw the firm incorporated as the Rudolph Wurlitzer Company, under an Ohio charter, with an authorized capitalization of \$200,000.

The company's entry into the coin-operated field begins in 1896, with the marketing of the Regina Music

R. C. Rolphing had joined the company as vice president and general manager in 1934, the year of the P-10, and Farny became chairman of the board in 1942. By this time the company had converted to war production. The technicians, designers and engineers, who had studied electrical systems to produce the P-10 and other model jukeboxes, put their talents to work on the instruments of war, winning the Army and Navy "E" awards with renewal citations. The tradition continues; in May, 1966, they exhibited an automatic land mine detector for service in Viet Nam.

Operators remember 1956 for the Wurlitzer "Carousel" 200-selection juke box and for the four day festival held in North Tonawanda to celebrate

goes, and how to keep it a profitable piece of machinery are comparable to Charles Goren's advice on how to play bridge, or Webster's definition



The Wurlitzer plant building in North Tonawanda, New York, in 1920, showing construction of additions.



Wurlitzer's North Tonawanda plant, 1966. From this complex come coin-operated phonographs, home phonographs, wallboxes and war material, classified and unclassified. Early in June, Wurlitzer hosted a three-day industrial show for the Niagara area, inviting citizens to see and industries to locate.

equipment; a local trade guild and a program to industrialize part of upper New York State.

The new family tradition of instrument making continued through two generations, and Christian Gottfried Wurlitzer, born in 1807, added the term "merchant" to the family lineage. His son, Rudolph Wurlitzer, born in 1831, took the family name and industry to the United States.

Rudolph landed at Hoboken, New Jersey, from an immigrant steamer in 1853. He went first to Philadelphia and then Cincinnati, where he found work with the banking firm of Heidelberg & Seasongood. In three years he saved seven hundred dollars; with this cash, sent to his family to pay for Wurlitzer instruments, he opened the Wurlitzer Company in Cincinnati in 1856. A one-room office, upstairs in a building on the corner of Fourth and Sycamore Streets, gave way two years later to larger quarters, at 123 Main Street, rented on his return from a European buying trip. Next year he left the banking firm to devote full time to his own company, and on October 8th, 1860, became an American citizen.

Between 1865 and 1871, Rudolph expanded his sales territory by opening a store in Chicago on Dearborn Street. He married and raised a

Box. Two years later another Army contract was obtained for the Spanish American War, and the company declared a five per cent dividend. In 1899 Wurlitzer offered the Tonophone, a coin-operated piano, and won a gold medal for it at the Pan American Exposition of 1901. Farny returned from Europe in 1904 to enter the business just in time to see a disastrous fire wipe out the company headquarters in Cincinnati. The authorized capitalization increased by \$500,000 and a new factory was built and occupied in 1906.

Now the "Mighty Wurlitzer" pipe organ appears, in 1910; offices are opened in Philadelphia, Detroit and Buffalo. The free-wheeling financial picture of the United States during the 1920's brought the same success and trouble to Wurlitzer as it did to most other American companies; but in 1933, at the height of the Great Depression, the firm bought out the Simplex Phonograph Co. of Chicago, and next year introduced the P-10—the first pre-selection, ten tune juke box.

As the country fought its way up out the economic chaos, production on jukeboxes boomed; by 1937, the manufacture of coin-operated phonographs at the North Tonawanda, New York, plant had broken all records.

the firm's centennial: a flying trip over Niagara Falls, a huge barbeque, top orchestras and singers performing.

In 1961, the "Ten Top Tunes" unit, a button by the pushing of which a customer could hear the most popular records of the moment, was introduced. Later re-named "The Golden Bar," the unit is now a standard feature on Wurlitzer's wall-box. Little lps and automatic intermix came with the 2500 and 2800 between 1961 and 1963. Discotheque, a smoky-celler dance parlor idea imported from France, got the Wurlitzer treatment in 1965, with wall banners, table tents and separate speaker grille panels.

On March 16th of this year, president R. C. Rolphing presided over ceremonies on the floor of the New York Stock Exchange, as Wurlitzer was listed on "the big board." Early this month, he announced the highest sales in the company's history—more than \$51,000,000.

That is Wurlitzer's official history. Its personal story, the kind that operators and distributors talk about, are the names of men: Karel Johnson, Bob Harding, C. B. Ross and A. D. Palmer, Jr.

Palmer, advertising and sales promotion manager, is known as "the man who knows." His ideas and statements on what a jukebox is, where it

of a word. It was Palmer who conceived the program of the centennial celebration.

"Now this circuit here" has opened hundreds of service school classes on the Wurlitzer phonograph line. It is spoken by Ross, or Harding or Johnson, and spoken in all the major cities of the country. These three have been appointed to carry out Wurlitzer's program of having the best-known juke box in the country for the serviceman. From Chicago to Texas, from New York to Los Angeles, they are on the road most of the year. "We live out of a tool box, but it gets the job done. We go where it is."

Wurlitzer has also answered a question almost never asked of a juke box manufacturer: what does it do for the community?

Two weeks ago the company plant at North Tonawanda hosted a three-day festival to acquaint the people of the Niagara area with the industries around them, and to attract more industries to their area. The company granted a foundation award and presented an R. C. Rolphing Scholarship to a high school senior. Was this, in the opinion of Palmer, public relations?

"Of course it's public relations. But it's common sense, too. Who knows? The lad may come to work for us one day and design the jukebox to end all jukeboxes."

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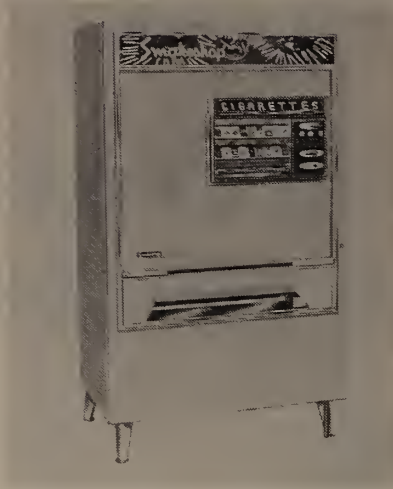
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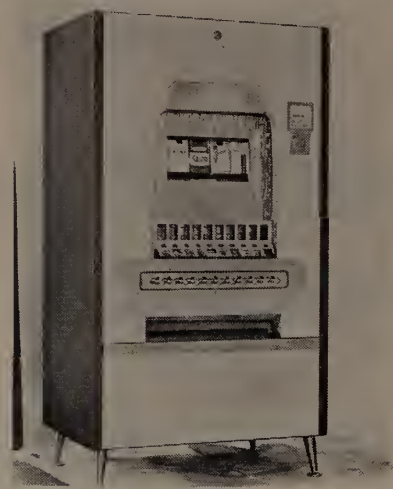
CIGARETTE MACHINE MANUFACTURERS CURRENT MODELS



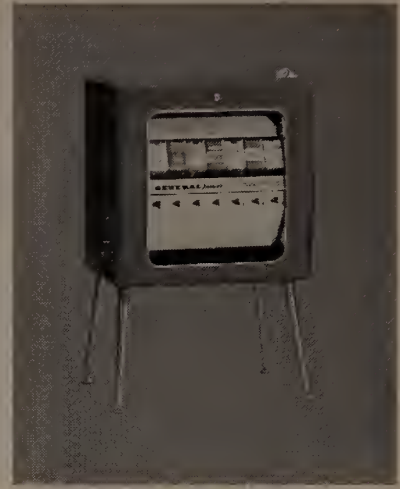
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Smokeshop's Storlite Series Models 430, 450, 850 (capacities). With penny-nickel changer. Takes half-dollars.



AUTOMATIC PRODUCTS
Smokeshap Modulator '900'



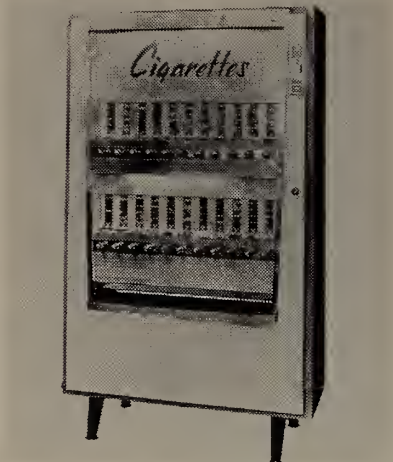
FAWN
Cigarette unit, 11 columns, 24 pocks per column. Manual.



FAWN
General Junior 7 column compact. 20 vends per column. Legs or wall-mount.



FEDERAL
The President 084. 20 columns.



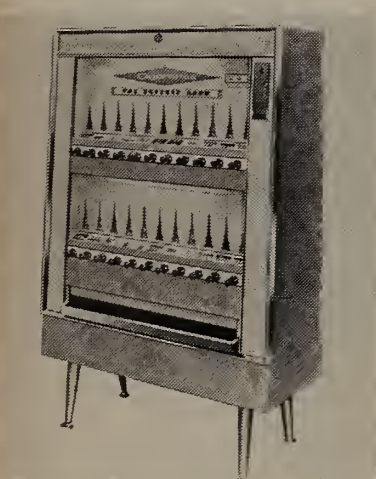
NATIONAL
Model 22M—22 selections; 850 capacity.



NATIONAL
Model 80M—850 capacity; 20 selection.



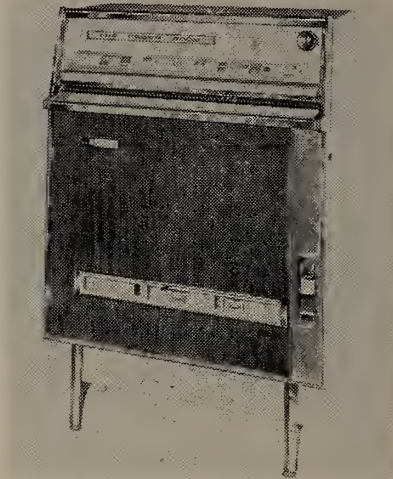
NATIONAL
Crown Series 800—20 cols. 10 front cols.; max. cop. 52; 10 rear max. cop. 33; total 850. Takes all sizes. Mechanical.



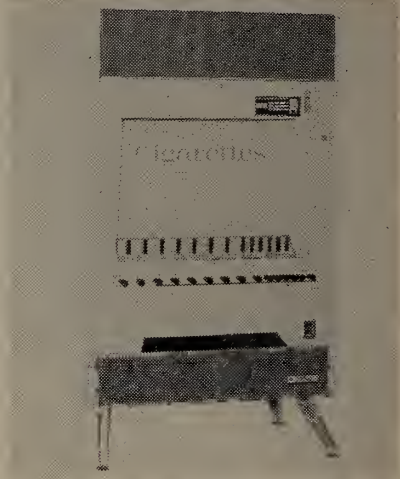
NATIONAL
Crown Series 222; 22 cols.; 11 upper cols.; max. cap. 33; 11 lower max. cop. 23; total 616. Takes all sizes. Mechanical.



NATIONAL
Series 113; 13 columns, 9 flat, 4 split; All cols. take any size. Mechanical. 8 aux. shift cols.—443 capacity.



NATIONAL
Crowe 880; electric; top pock delivery; 22 selections; 880 pock capacity.



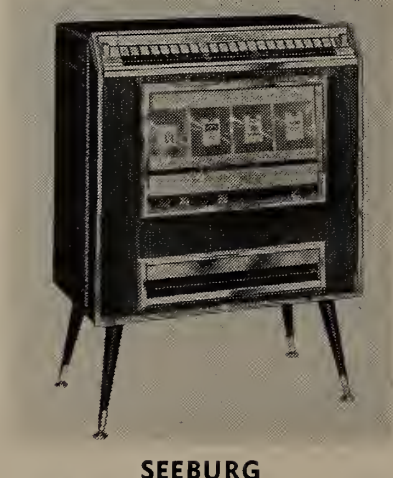
ROWE MANUFACTURING
Model 86; 510 capacity; 14-sel.; manual coin mech; vends of three different prices up to 50¢.



ROWE MANUFACTURING
Riviera Model; 20 selections; vends at four different prices to 50¢.



ROCK-OLA
Corovelle; electric; 800-pock cop.; vends all sizes; 20-sel.; tilt-out columns for service



SEEBURG
Model 4E5; elec.; top-load; 11 cols. with 20-pock cap.; 11 cols. with 55 pock cop.; 825 capacity; 22 cols. all sizes; personalized.

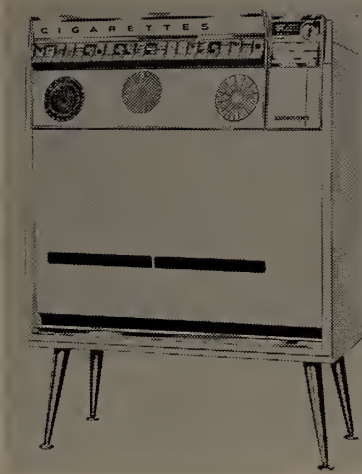


SEEBURG
Williamsburg Line Models 14T1 and 14T1G; 4 cal. at 60 pock; 10 cal. at 27; 510 cop. Models W20T1 and W20T1G; 4 cal. at 60 pock; 16 cal. at 27; 672 cop.

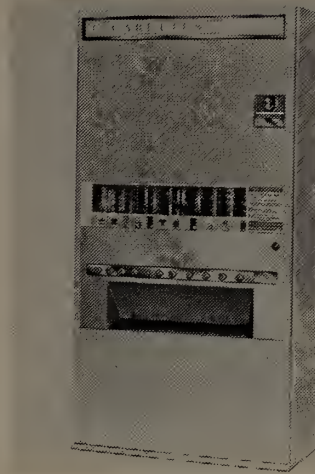
CIGARETTE, CIGAR & CANDY UNIT MFR'S CURRENT MODELS



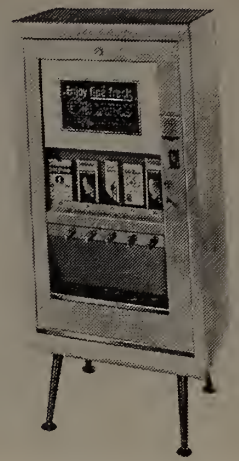
VENDO
Stoner Model C-23; 15-sel.; 520 cop.; reg or king-size.



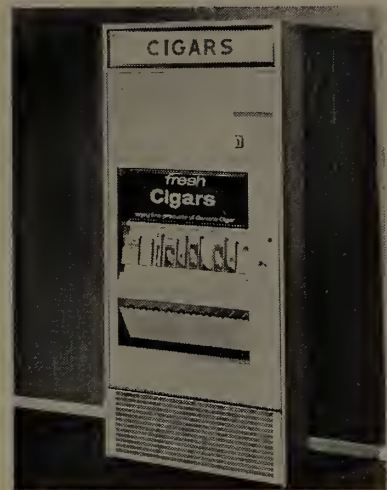
VENDO
Console model CA1A (also CA2A and CA3A) 22-sel.; 850 pocks all sizes; electro-mechanical push-button; 11 single cols. swing out; 11 dual-shift in rear; first-in, first-out.



VENDO
428-special; 11-sel.; reg., king and long-size pocks; manual pull-knob; 5 shift cols. 58 pocks; 3 reg. cols. 32 pocks; 3 split 14 pocks.



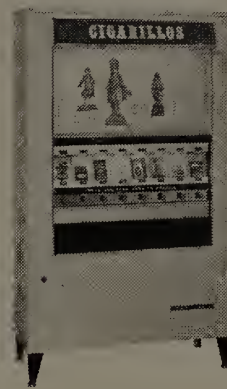
GENERAL CIGAR
5-col.; also available 7 cols.



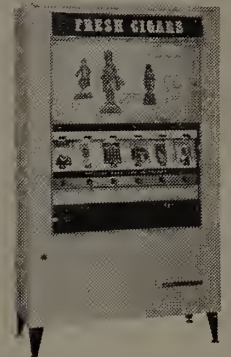
GENERAL CIGAR
Cigar vendor; 10 selections, 395 copacity.



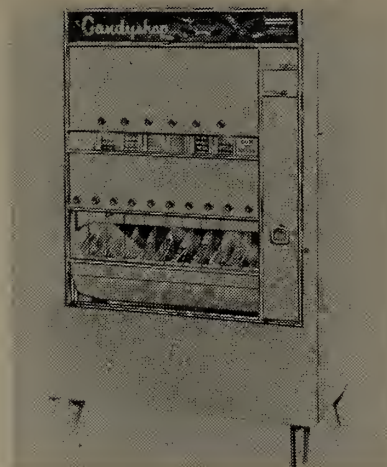
GENERAL CIGAR
Cigar vendor; 10 selections, storage space available.



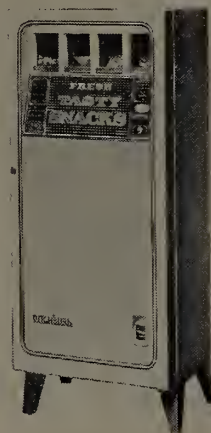
SEEBURG
Williamsburg line: cigarillos; Model W8C01; 8-sel.; 200 cop.



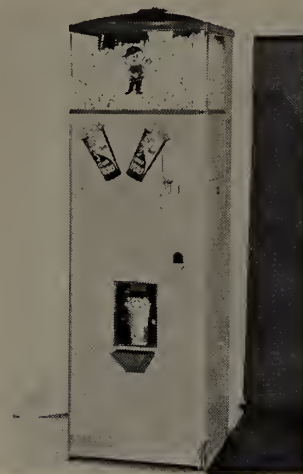
SEEBURG
Williamsburg line: cigar vendor Model W6CR1; 6-sel.; 114 cop.



AUTOMATIC PRODUCTS
Condishop Model; 10 candy columns with 400 bar capacity; 6 gum-mint columns with 200 capacity; first in/first out.



DITCHBURN
Minisnock 770; 4 columns; 100 snack copacity; first in/first out.



FEDERAL
Cup drop popcorn vendor; Model CD-130; 130 cup copacity; 10¢ vend.



FAWN
7 column condy vendor; 3 col. gum/mint; 4 col. condy.



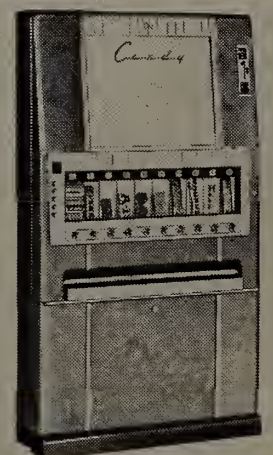
FEDERAL
Secretary 270; 6-col. posty vendor.



GOLD MEDAL
Model 200 popcorn vendor; 120 10¢ sole capacity; 100 sole storage; electronic system; Notional Rejector; 110 volt.

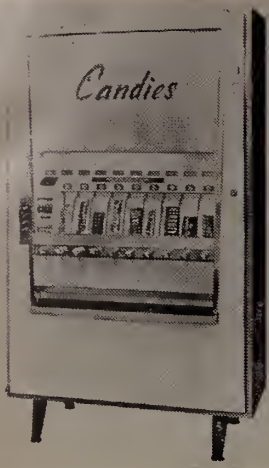


GOLD MEDAL
Model 300 drop-cup popcorn vendor



NATIONAL
Series 510 condy vendor; 14 selections; 9 bar columns; 5 gum; 416 units maximum; shelf reset lever; nickel tube and change maker.

CANDY, HOT & COLD DRINK UNIT MFR'S CURRENT MODELS



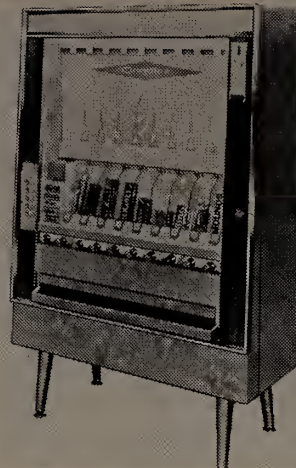
NATIONAL

Consaline candy vendor; 14 selections; 9 bar and 5 gum or mint; maximum 416 units; nickel changemaker; variable shelving.



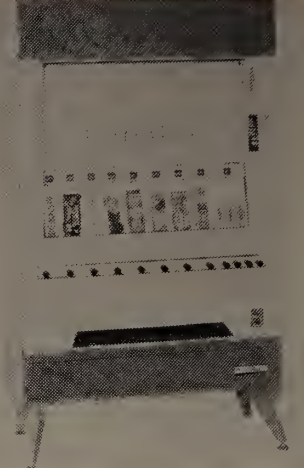
NATIONAL

Moduline candy vendor; 21 selections; 588 maximum units; first-in, first out; electrical merchandise feeding racks; 10 swing out shelves.



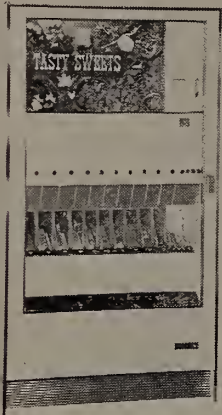
NATIONAL

Series CC Crown Line DeLuxe; 14 selections; Max. capacity 416 units; 9 bar plus 5 gum or mint; coin mechanism; set price selector; variable shelving.



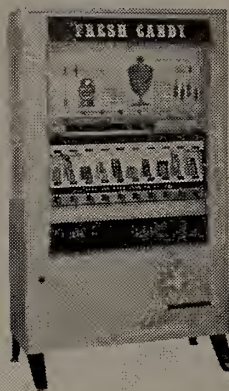
ROWE MFG.

Model 77; 11 col.; 340 capacity; manual coin mech.; 190 candy; 4 gum/mint.



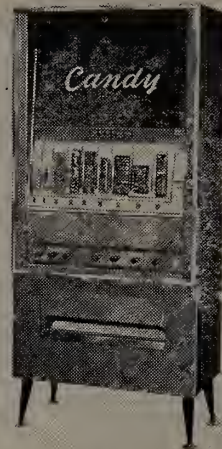
ROWE MFG.

Fifo model; bar displayed is bar vended; 14 column cap.; 10 candy, 4 gum/mint; makes change without purchase.



SEEBURG

Williamsburg Line; models W10CN1-10C, W10CN1-5/10C, W10CN1G-10C and W10CN1G-5/10; 10 selections; 2 or 3 cols., adjustable; cap. 220.



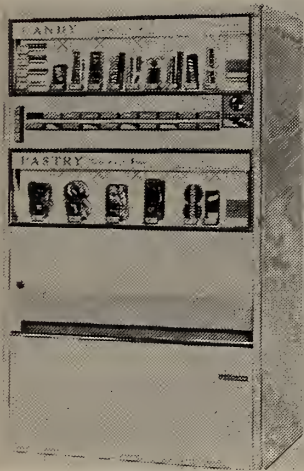
UNIVERSAL VENDORS

Candimat made by Westinghouse; 7 columns of 24 shelves & 2 for 100 5¢ gum or 68 10¢ gum-mint; maximum capacity 268 items; manual operation.



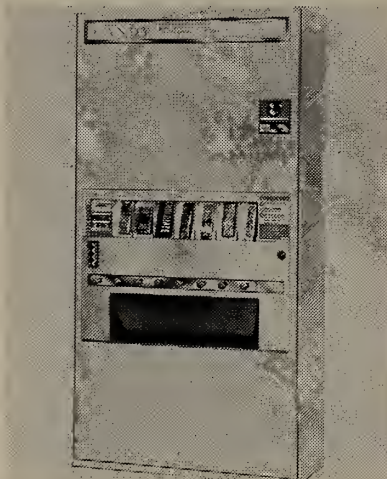
VENDO

Stoner Model FA3A condy-pastry with gum-mint unit; variable shelf sizes; 3 cols. 20 shelves; 2 cols. 24 shelves; 2 cols. 20 shelves; 4 cols. variable gum-mint.



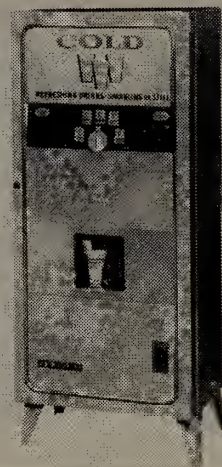
VENDO

Stoner Model FA8A candy-pastry, gum-mint unit; variable shelf sizes; 7 cols. 20 shelves; 2 cols. 24, 6" & 8" deep; 4 cols. 20; 4 cols. variable gum & mint.



VENDO

Stoner Model FA2A candy with gum-mint unit; variable shelf sizes; 7 cols. 20 shelves; 2 cols. 24 shelves; 4 cols. variable gum-mint.



DITCHBURN

Minicold Model Cold Drink Unit



DITCHBURN

Minisno Model Hot Drink Unit



FAWN

Hot drink; 250 coffee 4 ways with hot chocolate. 350 coffee 4 ways with hot choc. or blended soup.



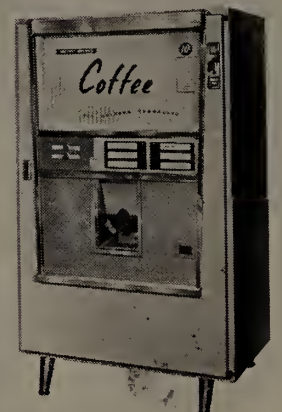
FEDERAL

The Executive Model 053 hot drink; 6-sel.; coffee; saup; chocolate.



NATIONAL

Model CDM cold drink; 4 flavor; 900 cup cap.; 7, 9 or 10 oz. "no ice button."



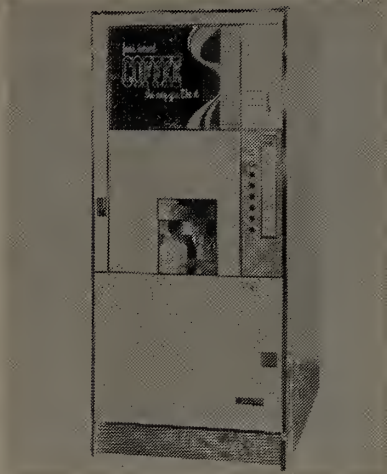
NATIONAL

Model HBM Hot drink; five sel.; 450 cup cap.; individual brew.

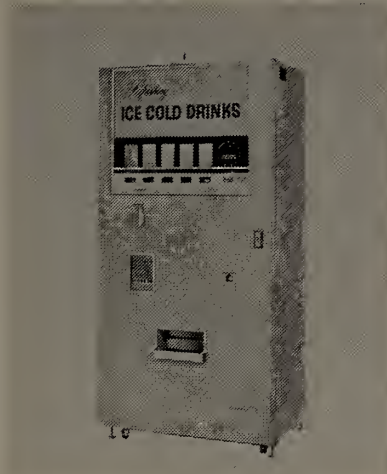
HOT and COLD DRINK UNIT MANUFACTURERS CURRENT MODELS



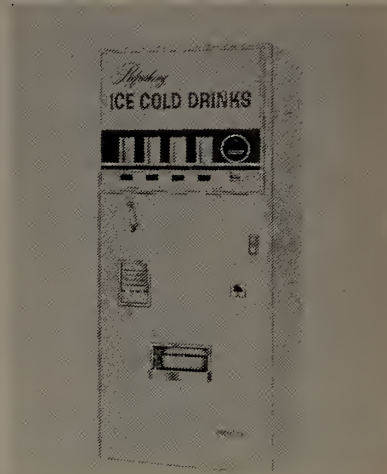
ROWE MANUFACTURING
Model 1030 cold drink; 4 flavors, 4 or 6 sel.; Model 1030A with pebble ice maker & everpure filter.



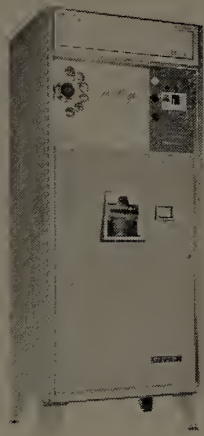
ROWE AC MFG.
Model SK-9
Coffee Machine



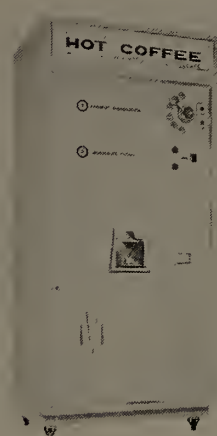
Rock-Ola MODEL 3302
Cold Drink Unit



Rock-Ola MODEL 3301
Cold Drink Unit



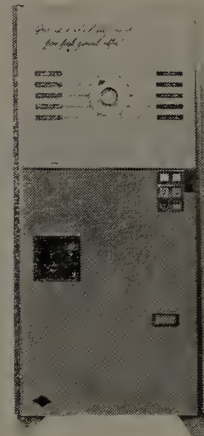
ROCK-OLA
Model 1403-S hot drink; fresh brew; interchangeable measuring cups for coffee, soup or chocolate.



ROCK-OLA
Model TRLB-M batch brew vendor; coffee, whipped chocolate & soup.



RUDD-MELIKIAN
Model 100 "Ice-A-Cup" cold drink; 6-sel.; crunchy ice.



RUDD-MELIKIAN
Model 800 PB/LG "Brew-A-Cup" hot drink; individual brew; 10 varieties selections.



SERV-O-MATIC
Hot coffee; chocolate; soup vendor.



SEEBURG
Hot Drink Unit



SEEBURG
Cold Drink Unit



SEEBURG
Cold Drink Unit



SEEBURG
Hot Drink Unit



SEEBURG
Cold Drink Unit



WESTINGHOUSE
Model WC10-B6 cup drink; with or w/o ice; 6-sel.; 1,000 7-10 oz. cup cap.



WESTINGHOUSE
Model SK8-B10 hot drink; fresh brew coffee, chocolate, soup & tea; 800 7-10 oz. cup cap.

The regal look of dependability...
new **Rock-Ola GP/Imperial**



Model 433

ROCK-OLA

... the dependable line of money-makin' music makers

MODEL 500, ROCK-OLA PHONETTE WALLBOX. Personal listening pleasure. 160 selections. 2 built-in stereo speakers. Compact stereo speaker-selector. Personal volume controls. 50¢ coin chute optional. Model 501, 100 selections available.

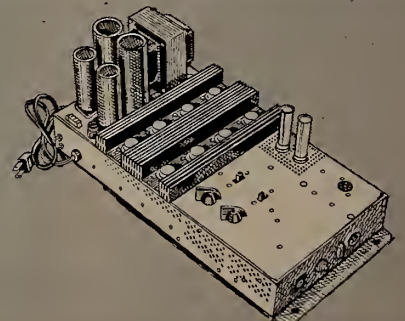
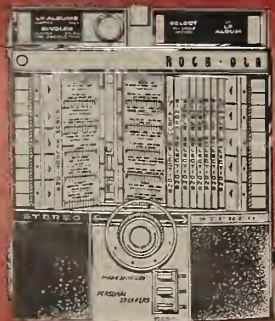
Now a new look comes to phonographs! Sleek, modern, plush. Inside, it's all quality. The same kind of reliable quality that has made Rock-Ola phonographs the most profitable to operate. 160 selections of stereo-monastral excellence. 7" LP albums. 33 $\frac{1}{3}$ and 45 RPM records.

Built in the Rock-Ola tradition with simple mechanical components that perform flawlessly. That's why Rock-Olas are so profitable to operate.

A magnificent blend of fashionable styling and stereophonic high fidelity. Designed to be comfortable in plush surroundings. The new Rock-Ola GP/Imperial is the beautiful answer for prestige locations. Rock-Ola Manufacturing Corporation, 800 North Kedzie Avenue, Chicago, Illinois 60651.

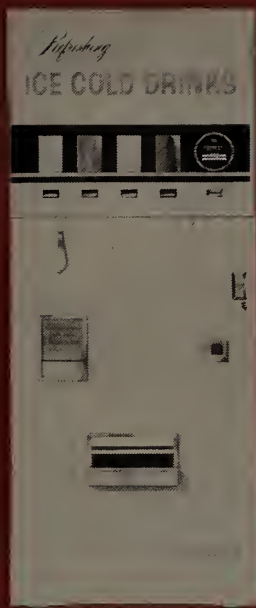
FAMOUS MECH-O-MATIC INTERMIX. Completely automatic changer intermixes 7" LP albums, 33 $\frac{1}{3}$, 45 RPM, stereo, monaural records. No wires, no micro-switches or electronic aids for changing turntable speeds.

TRANSISTORIZED AMPLIFIER. All new Rock-Ola engineered and built transistorized amplifier provides lifelong service for phonograph. Saves money on tube replacements. Simplifies service. Elimination of excessive heat saves wear.

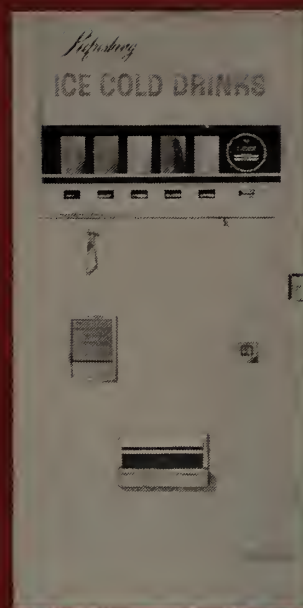




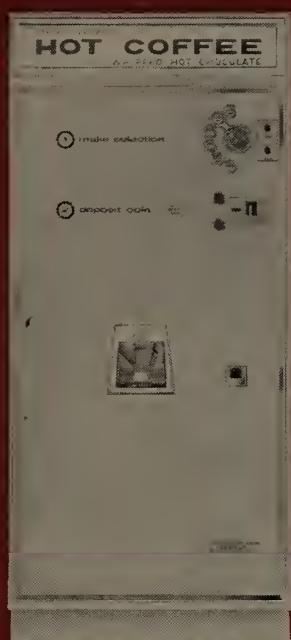
1 MODEL 450



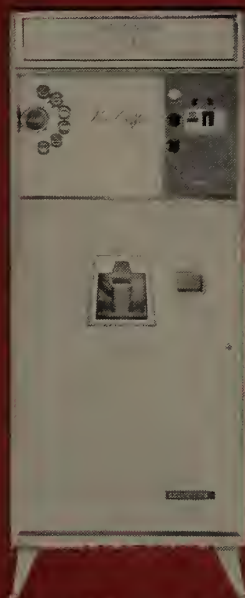
2 MODEL 3303/Type 330



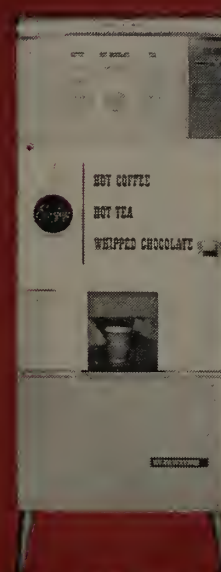
3 MODEL 3304/Type 410



4 MODEL TRLB-M



5 MODEL 1404-S



6 MODEL 3402

1 **SHOP-O-MAT VENDOR.** First complete, coin-operated visual merchandiser. Vends 40 selections: paperbacks, candy, hosiery, practically any high traffic item, with instant replacement. Clearly displays titles, prices, features. Purchaser gets the item he sees. Any combination of nickels, dimes, quarters, half dollars in prices of 5¢ to \$2.25.

4 **BATCH BREW COFFEE VENDOR—Model TRLB-M.** High profit vendor for high volume locations. Serves flavor-rich coffee 4 ways: black, with sugar, with fresh cream, with sugar and cream. Also serves hot whipped chocolate or soup or tea. Extra cream and sugar buttons. "Everpure" Water Filter.

2 **CAN COLD DRINK VENDOR—Model 3303/Type 330.** Totally new 330 can capacity vendor offers outstanding new location profit features. Has total capacity of 288-12 ounce cans in four vending columns and 42 cans in pre-cooling. Exclusive spray-proof can opener. Outstanding new operator convenience and service features.

5 **SINGLE CUP FRESH BREW COFFEE VENDOR—Model 1404-S.** Ideal for discriminating locations. Brews fresh-roasted coffee, one cup at a time. Serves it 4 ways: black, with sugar, with cream, with sugar and cream. Also serves hot soup and hot whipped chocolate. Available as Model 1404 without soup feature. Extra cream and sugar buttons. "Everpure" Water Filter.

3 **CAN COLD DRINK VENDOR—Model 3304/Type 410.** Largest capacity and most economical can vendor in the industry. Has capacity of 360-12 ounce cans in five vending columns and 48 cans in pre-cool. Exclusive spray-proof can opener stops spray and spillover. Fast roll-down loading. Instant soft can delivery. New sturdy loading platform. Parts interchangeable with Model 3303./Type 330.

6 **COFFEE AND HOT DRINK VENDOR—Model 3402.** Perfect small location vendor for spots where other machines would be prohibitive in size and operating costs. Brews soluble coffee. Serves coffee and tea 4 ways. Also hot whipped chocolate. Model 3403 without tea.

...the dependable line of money-makin' vending equipment

ROCK-OLA

Whether it's music or vending, you can depend on Rock-Ola for operator convenience and service ease!

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1140 Kirkland Ave
Nashville, Tenn.
Ice

ALCO COIN LOCK CO.
82a Harvard St.
Brookline, Mass. 02146
Toilet Locks

ALD, INC.
7045 North Western Avenue
Chicago, Illinois
Dryclnrs, washers, extractors, coin
changes, laundry supplies

ALGAS INDUSTRIES
3951 South Capital Ave
City of Industry Calif. 95610
Candy bars, cigarettes, soft drinks

ALLEN ELECTRONICS, INC.
2260 Avenue A
Bethlehem, Pa. 18001
Coffee, instant packet, hot chocolate, soft
drinks, pre-mix, soup (cup), tea

A.M.M. MANUFACTURING CORP.
1400 Rahway Ave
Avenue, N. J. 07001
Ice cream, milk

AMERICAN CLEANING EQUIPMENT CORP.
5024 Rose St.
Schiller Park, Ill. 60176
Vacuum cleaner for cars

AMERICAN COIN LOCK COMPANY, INC.
453 Cottage Street
Pawtucket, Rhode Island
Toilet locks

AMERICAN HYGIENIC CORPORATION
(Division of Delicate Corporation of America)
717 Pine St.
Camden, N.J.
Sanitary napkin

AMERICAN LOCKER COMPANY, INC.
Jones & Gifford Ave.
Jamestown, N.Y. 14709
Lockers for checking parcels

AMERICAN SCIENCE CENTER, INC.
5700 Northwest Highway
Chicago, Illinois 60646
Telescope

AMERICAN UNIVEND CORPORATION
405 Lexington Ave
New York, New York 10017
Candyroll items, supplies.

AUTOMATIC PRODUCTS COMPANY
(Division of Gross-Given Manufacturing Com-
pany)
301 Chestnut Street
St. Paul, Minn. 55102
Cigarettes, candy units and component parts

AUTO-POP MFG. CO., INC.
14 North Ninth Street Building
St. Louis, Mo. 63101
Fresh popped corn

AUTOVEND CORP.
1275 Bloomfield Ave.
Fairfield, New Jersey
Candy, shopping bags

AVENCO (ADVANCE ENGINEERING COM-
PANY)
2412 University Avenue, S.E.
Minneapolis, Minn. 55414
Instant and fresh brew coffee, hot choc.,
canned food, tea, soup, coin changers, cold
drinks

BEAUTY AID HAIR DRYERS
(Div. of Helene Curtis Ind., Inc.)
4401 West North Ave.
Chicago, Illinois 60639
Hair Dryers

BEL-CAL CORPORATION
602 South Bridge Street
Visalia, California 93277
Coin changers, paper currency changers, paper
currency handling venders

BEST PLASTIC PRODUCTS INC.
(Subsidiary of Marlen Co.)
325 West 25 Pl.
Chicago, Ill. 60616
Laminators, parts and supplies

K. G. BROWN MFG. CO., INC.
Wickham Avenue
Mattituck, Long Island, New York 11952
Charcoal, ice, milk, ice cream, bait, groceries,
hosiery, soup

CACO MFG. CORP.
5816 Heiser St.
Houston, Texas 77032
Hair dryers

CAVALIER CORPORATION
(Division of Seeburg)
1100 East 11th Street
Chattanooga 3, Tennessee 37043
Drinks, canned & bottled

CHECKMATE BATTERY VENDING
4853 Joyce Drive
Dayton, Ohio 45439
Batteries

CHIP-A-MATIC SALES CO.
1470 S. Michigan Ave.
Chicago, Ill. 60605
Potato chips, snack vendors

CHOICE-VEND
(A Division of the Seeburg Corporation)
Turn Pike Rd.
Windsor Locks, Conn.
Bottled soft drinks, milk

COAN MANUFACTURING CO.
2070 Helena Street
Madison, Wisc. 53704
Candy, gum, cookies, crackers, cigarettes,
instant coffee, hot chocolate, soup, pastry

COPIA MFG. CORP.
1055 Stewart Ave.
Garden City, N.Y. 11534
Vico photo copier

COFFEE-MAT CORP.
251 S. 31st St.
Kenilworth, N. J.
Coffee vendors

COFFEE TIME OF AMERICA, INC.
314 S. 12th St.
Omaha, Nebraska 68102
Hot drink vendors

COIN ACCEPTORS, INC.
4946 Daggett Ave.
St. Louis, Mo. 63110
Currency and coin changers, components

COIN-TROLLED EQUIPMENT CORP.
11486 Hart Street
North Hollywood, California 91605
Newspapers & magazines

JOHN F. COLBERT CO.
612 Kahl Building
Davenport, Iowa 52801
Car wash equipment

COLMA, INC.
70 Piedmont Street
Worcester, Mass. 06110
Cologne spray, lotions, supplies products

COMMERCIAL MECHANISMS
218 Sandy Spring, Place N.E.
Atlanta, Ga. 30328
Soft drinks, plastic bottles, sanitary napkins,
juice, milk

CONTINENTAL-APCO, INC.
(Division of The Vendo Co.)
(Subsidiary of Continental Vending Mach'ne
Corp.)
956 Brush Hollow Road
Westbury, Long Island, N. Y.
Cigarettes, post-mix soft drinks, post-mix soft
drinks with ice, pre-mix soft drinks, pre-mix
soft drinks with ice, batch fresh-brew and
instant coffee, hot chocolate, soup, popcorn,
ice cream, hot and cold prepared food, also
supplies vendible products and vending ma-
chine components and supplies.

CONTINENTAL MANUFACTURING CO.,
INC.
1213 First Ave.
Conway, Pa. 15027
Exercise equipment

THE CORNELIUS COMPANY
2727 North Ferry Street
Anoka, Minn. 55303
Bottled soft drinks

COUNCIL MANUFACTURING COMPANY
420 North Second Street
Fort Smith, Ark.
Ice, charcoal, vending machine components &
supplies

DELICATE CORP.
717 Pine St.
Camden, N. J. 08103
Sanitary napkins vending machine

DEMAY INC.
2641 Decatur Avenue
New York, N.Y. 10058
Single cup fresh brew, tea, hot choc., soup

DIAL-A-SHAKE INC.
Route 30 & Oak Ave
New Lenox, Illinois 60451
Milkshake vendor

DITCHBURN VENDING MACHINES, INC.
(Div. of The Ditchburn Org. Ltd., England)
1826 North Elston Ave.,
Chicago, Ill. 60622
Instant coffee, cookies, crackers, hot choc,
pastry, tea, soft drinks, laundry supplies

DIVIDENDS DISPENSER, INC.
1115 Main Street
Bridgeport, Connecticut 06603
Tickets

DOCUMAT, INC.
84 Fourth Avenue
Waltham, Mass. 02154
Photo copy machines

E. B. METAL PRODUCTS CO.
P. O. Box 149
Whitehall, New York 12887
Bags, bait, books, cookies, crackers, handker-
chiefs, hosiery, food, insurance, laundry, pens
& pencils, napkins

EASTERN SPECIALTY PRODUCTS, INC.
83 Zeigler Street
Boston, Massachusetts 02119
Milk, supplies

ELECTROWARE CORPORATION
5350 Rondeau St.
Toledo, Ohio 43615
Popcorn

EM-RO DISTRIBUTORS
6355 North Broadway
Chicago, Illinois 60626
Parking lot gates

ENVIRO EQUIPMENT CORPORATION
369 Linden Street
Brooklyn, N.Y. 11227
Ice

THE EXHIBIT SUPPLY COMPANY
4719-21 West Lake Street
Chicago, Ill. 60644
Post cards, coin-operated plastic laminating
machines

FAWN SALES, INCORPORATED
Box 1333
8000 University Avenue
Des Moines, Iowa 50305
Cigarettes, hot beverage (coffee, chocolate,
soup), pastry, snack (cookies), candy, popcorn
(sack or cup drop), canned drink.

FEDERAL MACHINE CORPORATION
100-104 S.W. Fourth St.,
P.O. Box 1713
Des Moines, Iowa 50506
Popcorn (cup drop or sack), hot drink (coffee,
chocolate, soup), cigarette, Candy Gum/mint,
Pastry.

FEDERAL DIV., THE VICTOREEN IN-
STRUMENT CO.
1055 Stewart Ave.
Garden City, N.Y. 11534
Photo copy machines

FERROMATIC PRODUCTS
(Division of Ferro Stamping Company)
1367 Franklin Street
Detroit, Mich. 48207
Canned soft drinks

FLATTO MANUFACTURING COMPANY
P. O. Box 623
Brownsville, Texas 78520
Stamps, stamp folders. Model 35

THE FLXIBLE COMPANY
326-332 North Water Street
Loudonville, Ohio 44842
Lockers

FOLLETT CORPORATION
99 Broad Street
Phillipsburg, New Jersey 08862
ice

FORD GUM AND MACHINE COMPANY,
INC.
P.O. Box 192
Akron, N.Y. 14001
Ball gum, candy

FRUIT-O-MATIC MANUFACTURING COM-
PANY
P.O. Box 551
7855 Sepulveda Boulevard
Van Nuys, Calif. 01408
Refrigerated fresh fruit

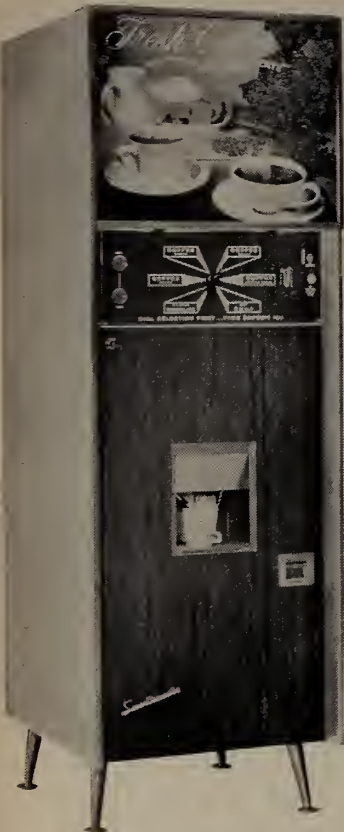
GARDNER MANUFACTURING COMPANY
263 Kansas Street
Horicon, Wisc. 53032
Hot canned food, soup

GARWOOD METAL, INC.
231 North Ave.,
Garwood, N. J.
Cigarette and cigar vendors

GENERAL CIGAR CO., INC.
605 Third Ave.
New York, New York 10016
Cigars, supplies vendible products, cigar vendors

GENERAL VENDING CORP.
(Subsidiary of Mr. Hot Cup, Inc.)
29 Terminal Way
Pittsburgh, Pa. 15219
Books, coffee, newspapers, magazines

**THIS
IS THE
HOT ONE!**



The Beautiful—High Profit

Seromatic
**HOT BEVERAGE
MODEL "G"**

This high profit beauty is the most
inviting hot beverage vendor on the
market! No wonder it's so popular
with operators. Vital statistics: 250-
drink coffee (or tea) capacity—4 ways
plus extra cream and sugar; whipped
hot chocolate—160 drinks; soup—
100 drinks. 61" on 6" legs—20"
width—23" depth. Trouble-free quality
all the way. N.A.M.A.—A.M.H.I.C. Sani-
tation Code approved. Write for facts
today. You'll like our easy "pay-as-you-
earn" financing.

Distributorships available
in some selected markets

Seromatic
the profit line for vending operators
Box 663, Dept. CB, Des Moines, Iowa
Area 515, 255-1108

VENDING MACHINE MFRS.—TYPE EQUIP. PRODUCED

GIEPEN ASSOCIATES, INC.
8538 West Grand Ave.
River Grove, Illinois 60171
Instant coffee, hot choc., soft drinks, soup, tea
Comic books

GLASCO CORPORATION
(Subsidiary of U.M.C. Industries)
P. O. Box 97
Barnhart, Mo.
Instant coffee, bottled & canned soft drinks,
pre-mix drinks

GLOEKLER REFRIGERATOR CO.
3950 W. 20th St.
Eric, Pennsylvania 16512
Pizza, component & supplies, french fries, hot
dogs, hamburgers

GOLD MEDAL PRODUCTS COMPANY
1825-39 Freeman Avenue
Cincinnati, Ohio 45214
Pre-popped popcorn, pre-packaged detergents,
Peanuts

ANDREW GORRETTA & COMPANY
5209 Euclid Avenue
Cleveland, Ohio 44103
Cigarettes

GRISWOLD VENDING COMPANY
(Division of Northwest Automatic Products
Corporation)
1204 Chestnut Avenue
Minneapolis, Minn. 55403
Pre-brew coffee, bulk milk, packaged merchan-
dise

G.S.W. COIN-OP SUPPLY INC.
310 North Austin
Dallas, Texas 75202
Bags, laundry supplies, popcorn

HAIRDRI VALETING, INC.
725 Columbia Ave.
Belvidere, Ill. 61008
Hairdryers

HAMILTON SCALE COMPANY
3350 Secor Road
Toledo, Ohio 43606
Scales, coin changers, stamps, tickets

HARBY INDUSTRIES
14753 Arminta St.
Van Nuys, Calif.
General merchandise

THE HEINZ MANUFACTURING COMPANY
P.O. Box 524
Bristol, Conn. 06012
Bulk products, carton milk, bottled milk,
newspapers, magazines, fruit juice, groceries,
eggs, bottled & canned soft drinks

HILSON INDUSTRIES, INC.
5300 Vine Street
Cincinnati 17, Ohio 45217
Ice

HILSUM SALES CORPORATION
(Subsidiary of American Sumatra Tobacco
Corporation)
344 North East 61st Street
Miami, Fla. 33137
Stamps, cigars, cigarettes, newspapers, maga-
zines, post cards

HOSPITAL SPECIALTY CO.
(Div. of American Automatic Vending Corp.)
1991 East 66 St.
Cleveland, Ohio 44103
Sanitary napkins

HYPRESSURE JENNY
(Div. of Homestead Valve Mfg. Co.)
Box 348
Coraopolis, Pa. 15108
Car wash equipment

HYPRO ENGINEERING, INC.
700-39 Ave. N.E.
Minneapolis, Minn. 55421
Car wash equipment

ICE ALL-O-MATIC MFG., INC.
4081 S. State St.
Salt Lake City, Utah 84107
Ice venders

ICE-LEASING CORP.
98-11 178 Place
Jamaica 33, N.Y.
Bagged ice

ICE PLANT EQUIPMENT CO., INC.
2543 Frankford Ave.
Phila., Pa. 19125
Bait, ice

**INTER-AMERICAN STAMP VENDING
CORP.**
45 Bergen St.
Brooklyn, N.Y. 11201
Cards, Postage stamps

**INTERNATIONAL BALLY COFFEE VEND-
ING CORP.**
(Div. of Seeburg Corporation)
6119 Howard Street
Niles, Illinois 60648
Fresh-brew coffee, hot choc., soup, tea

**INTERNATIONAL MUTOSCOPE CORPORA-
TION**
11-12 44th Ave.
Long Island City, New York 11101
Auto. photo, voice recordings, books, magazines,
laminating machines, handkerchiefs, sanitary
napkins, insurance

JENNINGS AND COMPANY
(Division of Hershey Manufacturing Com-
pany)
4307 West Lake Street
Chicago, Ill. 60624
Canned, carton milk, bottled milk, canned drinks,
groceries, specialty items, supplies

JOHNSON FARE BOX
(Subsidiary of Bowser, Inc.)
4619 Ravenswood Avenue
Chicago, Ill. 60640
Coin changers, components

KIMBERLY-CLARK CORP.
One East Wacker Drive
Chicago, Ill.
Sanitary napkins

**KWIK KAR WASH & KWIK KAR DRIVE-
THRU INC.**
147 Parkhouse
Dallas, Texas 75207
Car wash equipment

L & A PRODUCTS INC.
869 Hersey St.
St. Paul, Minn.
Car wash equipment

LA CROSSE COOLER CO.
2809 Losey Boulevard, South
La Crosse, Wisc. 54602
Bottled soft drinks

LEKTRO-VEND CORP.
P. O. Box 649
Sullivan Rd.
Aurora, Ill. 60507
Candy bars, cookies, crackers, gum, hosiery,
handkerchiefs, lipstick, lotion, pastry, per-
fume, potato chips, pretzels, general purpose
venders

LEONARD SALES CO.
(Subsidiary of Veeco Beauty Equipment Mfg.
Co.)
167 North Racine
Chicago, Illinois 60607
Hair dryers

EDW. LIVINGSTON & SONS, INC.
1735-39 Walnut St.
Kansas City, Mo. 64108
Car wash equipment

New 10¢-15¢-20¢ Changer



Simplex II

saves you up to 30% over competitive models

Here's big news in changers—NRI's new performance-proven **SIMPLEX II** costs up to 30% less than competitive models. With savings like that per unit, you can afford to *invest in more venders* for your locations and bring in more profits!

- **ECONOMY**—**SIMPLEX II**'s electro-mechanical operation requires far less components than current electronic units—costs less to manufacture and service.
- **VERSATILITY**—Exclusive NRI price switch offers immediate 10¢-15¢-20¢ vend price flexibility. Function

switch makes **SIMPLEX II** adaptable to any vender—regardless of wiring.

- **RELIABILITY**—Electro-mechanical operation... industry-proven changer concept.
- **SAFETY**—The only 15¢ changer on the market that is U. L. Listed.
- **SERVICEABILITY**—All components accessible and easy to service.

Turn the cost savings of **SIMPLEX II** Changers to your advantage by investing in more venders. **Specify **SIMPLEX II** on your next vender order.**

NATIONAL REJECTORS, INC. • ST. LOUIS MO., 63115 • Area Representatives in Principal Cities
A Subsidiary of Universal Match Corporation

World's Leading Manufacturer of Coin and Currency Handling Equipment



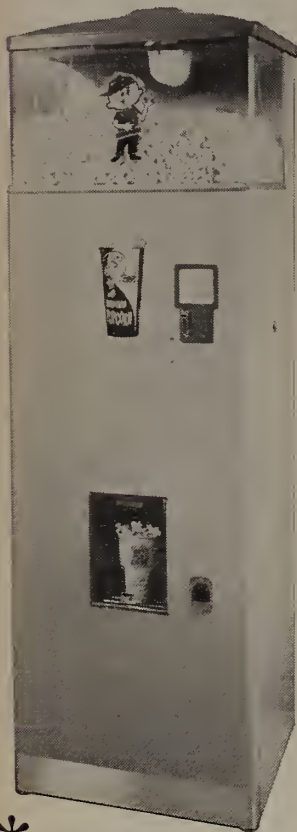
VENDING MACHINE MANUFACTURERS TYPE EQUIPMENT PRODUCED

LOCATION-PROVED!*

**More Sales!
More Profits!**

FEDERAL CUP DROP POPCORN MACHINE

130 cup capacity • 19"x 19"x 63"



* On-location research proves Federal Cup Drop outsells ordinary sack vendors 3 to 1! Popcorn munchers simply prefer clean, convenient 18-ounce cups to sacks. Federal Cup Drop whets hungry appetites like crazy! Merchandises this delicious snack like no other vendor—and creates profit-poppin' sales volume! (Stimulates soft drink sales, also!) Sanitation problems solved inside and out. Inside food commission-approved scavenger shoot stops popcorn mess on floors—and stainless steel cup-shoots insure cleanliness on the inside. Quality throughout. Heating element, locked coin box and tamper-proof meter are standard equipment. Zero-in on Federal Cup Drop Popcorn Vendors. You'll like 'em because they make you more money! N.A.M.A. - A.M.H.I.C. approved.

Location-proved for more than a year.
Immediate delivery! No delays!

**Established Distributor
Inquiries Welcome**

Cigarette, candy, pastry and hot beverage vendors also available. Write for low prices, easy terms, full details.

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MACHINE CORPORATION
Dept. CB / 103 S.W. 4th St.
Des Moines, Iowa 50306

MAGIC BAY CAR WASH SALES, INC.
306-12 Ave. So.
Nashville, Tenn. 37203
Car wash equipment

MALKIN-ILLION COMPANY
400 Coit Street
Irvington, N.J. 07111
Cigars

W. MANNHARDT & SON, INC.
7916 West Grand Avenue
Chicago 35, Ill.
Ice

THE MARTIN BROS. ELECTRIC CO.
3620 Perkins Ave.
Cleveland, Ohio 44114
Hair dryers

MARVEND, INC.
409 Clay St.
Marietta, Ga. 30062
Instant coffee, soup, tea, candy, potato chips,
note book paper, pretzels

MAYVILLE METAL PRODUCTS COMPANY
First and Highland
Mayville, Wisc. 53050
Contract mfrs., also components

MECHANICAL SERVANTS, INC.
6610 North Clark Street
Chicago, Ill. 60626
Combs, sanitary napkins, lipstick, ball pens,
toys, perfume, souvenirs, razors, razor blades,
gum, pencils, hand lotion

METERFLO DISPENSERS, INC.
4201 West Peterson Ave
Chicago, Ill. 60646
Juices, bulk milk

MICRO-MAGNETIC INDUSTRIES INC.
951 Commercial St.
Palo Alto, California 93400
Money changing equipment, ticket venders

MILLER INDUSTRIES
(Division of Guardian Ind., Inc.)
180 East Sixth St.
Dubuque, Iowa
Hair dryers, vending machine components &
supplies

MISTER MAGIC, INC.
(Div. of Self Service Equipment Co., Inc.)
2501 Hawn Freeway
Seagoville, Texas 75159
Car wash equipment, truck mobile, power wash
equipment

JOHN E. MITCHELL COMPANY
3800 Commerce St.
Dallas, Texas 75221
Car wash cabinet

MODEL VENDING CONTROLS INC.
11711 Chillicothe Rd.
Chesterland, Ohio 44026
Money changing equipment

MODERN PRODUCTS COMPANY
Route 6
Box 365A
Yakema, Wash 98901
Refrigerated fresh fruit

MORTON LAMM & ASSOCIATES
1017 Oak Lane
Phila., Pa. 19126
Cigarettes, cookies, crackers, currency venders,
hot & cold packaged food, groceries, bottled &
cartoned milk, pretzels, bottled & canned
drinks

MOYER & DIEBEL METALCRAFTS LTD.
Jordan Station
Ontario, Canada
Hot drink, cold drink, sundries

NARCO
(Subsidiary of the Navarre Corporation)
Pioneer Bank Building, Suite 600
Chattanooga, Tennessee 37402
Bottled and pre-mix soft drink machines

NATIONAL REJECTORS, INC.
(Subsidiary of Universal Match Corporation)
5100 San Francisco Avenue
St. Louis, Mo. 63115
Currency changers, coin changers, cup venders,
components

NATIONAL SANITARY LABORATORIES, INC.
6652 North Western Avenue
Chicago, Ill. 60645
Sanitary napkins, combs, razor blades, pens &
pencils

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match Corporation)
5055 Natural Bridge Avenue
St. Louis, Mo. 63115
Cigarettes, candy, gum, mints, cookies, crack-
ers, pastry, refrigerated sandwiches, hot cans,
genl. mchdse.

NEDACO, INC.
18747 So. Western Ave.
Blue Hills, Ill.
Carded merchandise, handkerchiefs hosiery

NEWSPAPER ENTERPRISE ASSOC.
(Div. of Scripps-Howard Newspapers)
1200 West Third St.
Cleveland, Ohio 44113
Newspapers & magazines

THE NIK-O-LOK CO., INC.
422 East New York Street
Indianapolis, Ind. 46202
Toilet locks

NORRIS DISPENSERS, INC.
2720 Lyndale Avenue, South
Minneapolis, Minn. 55408
Cartoned-bottled milk

NORTH AMERICAN VENDING MACHINES, LTD.
63 Whitburn Crescent, Downsview
Ontario, Canada
Ultra-violet lamps

THE NORTHWESTERN CORP.
East Armstrong Street
Morris, Ill. 60450
Bulk nuts, gum, candy, stamps

NU-PROCESS INDUSTRIES, INC.
13374 Farmington Rd.
Livonia, Mich. 48150
Car wash equipment

OAK MFG. CO., INC.
650 South Ave 21
Los Angeles, Calif. 90031
Bulk products, cards, gum, sanitary venders

OMNIVEND METALAB EQUIPMENT CO.
270 Duffy Ave
Hicksville, N.Y. 11801
Bottled & canned milk, soft drinks

NATIONAL SALES OFFICES MARKETERS, INC.
41 E. 42 St.
New York, N.Y. 10017

PACIFIC NIK-O-LOK CO., INC.
Pacific Electric Building
Los Angeles, Calif. 10014
Toilet locks

PARAMOUNT ALL-PURPOSE VENDING EQUIPMENT INC.
1470 South Michigan Ave
Chicago, Ill. 60605
General purpose venders

PARRISH METAL-CRAFT CO.
1 East State Street
Geneva, Ill. 60134
Pens, pencils, sanitary napkins, contract work
Bulk, cookies, candy, gum

PATTERSON INT'L INC.
10 Roakwood Bldg.
Cincinnati, Ohio 45202
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PEN-MAR VENDING, INC.
Box 2142
Hagerstown, Md.
Sundries

PERK-ETTE, INC.
1470 South Michigan Avenue
Chicago, Ill. 60605
Fresh brew coffee

POLICY-MATIC CORPORATION
P.O. Box 1163
1168 Atlanta St.
Marietta, Georgia 30062
Insurance

POLYCO INC.
(Div. of Fullview Ind.)
3602 South Jason
Englewood, Colorado 55429
Bags, wire garment hangers

J. B. POST CO.
66 Oxford Street
Wilkes-Barre, Pennsylvania
Ice

POSTAGE STAMP MACHINE CO., INC.
2008 Utica Avenue
Brooklyn, New York 11234
Stamps, post cards

POSTAGE STAMP VENDOR CO.
4750 N. Ronald St.
Harwood Heights, Ill. 60656
Postage stamps

PRISCILLA ALLEN COSMETICS, INC.
422 Main St.
Clifton, N. J.
Lipstick, perfume, combs, sundries

PUBLISHERS VENDING SERVICES, INC.
250 East Fifth Street
St. Paul, Minnesota 55101
Newspapers, magazines, books, sundries

RAM JET CAR WASH DIV.
2527 Second Ave, North
Leeds, Alabama 35094
Car wash equipment

REDWOOD MACHINE CO., INC.
1703 Peoria Rd.
Springfield, Ill. 62700
Notebook paper, pens & pencils

REED ELECTROMECH CORP.
340 Blackhawk Park Ave.
Rockford, Ill.
Changemakers

ROBCO MFG. CORPORATION
235 West Main Street
Patchogue, Long Island, New York
Dryclnrs., washers, extractors, packaged gum,
laundry supplies, contract work

ROCK-OLA MFG CORPORATION
800 North Kedzie Avenue
Chicago, Ill. 60651
Fresh brew coffee, hot choc., bulk soup, tea,
books, cigarettes, canned soft drinks

ROWE MFG.
Troy Hills Rd.
Whippany, N.J.
Cigarettes, post-mix drinks, batch fresh brew-
single cup fresh brew coffee, hot choc., tea,
soup, candy, pastry, hot and cold pkgd. food,
sandwiches, pkgd. gum, bill changer, coin
handling equipment, components

RUDD-MELIKIAN, INC.
300 Jacksonville Road
Warminster, Pa. 18974
Single cup fresh brew, liquid concentrate, pow-
dered coffee, tea, soup, hot choc., cartoned
milk, hot-cold pkgd. food, pastry, cookies,
crackers, fruit, post mix drinks.

S. MFG. CO., INC.
314 S. Twelfth St.
Omaha, Nebraska
Potato chips, snacks

S & L SALES, INC.
314 S. Twelfth St.
Omaha, Nebraska
Coffee venders

S AND S PRODUCTS, INC.
West Grand Avenue
Lima, Ohio 45802
Bottled-canned drinks,

S AND S VENDING MACHINE CO.
670 Lincoln Avenue
San Jose, Calif. 95126
Ice

SAHARA PRODUCTS
(Division of McGraw-Edison Corp.)
3736 N. Booth St.
Milwaukee, Wis. 53201
Laundry supplies

SCHERMACK PRODUCTS CORP.
1164 West Baltimore Avenue
Detroit, Mich. 48202
Stamps

SCHOENBACH COMPANY
715 Lincoln Place
Brooklyn, N.Y. 11216
Stamps, combs, handkerchiefs, napkins, coin
operated scales

SCRIBE INTERNATIONALE
3166 Des Plaines Ave.
Des Plaines, Ill. 60018
Postage stamps

THE SEEBURG CORPORATION
1500 North Dayton Street
Chicago, Ill. 60622
Cigarettes, single cup fresh brew, soup, tea,
hot choc., post mix drinks, bottled and canned
soft drinks, candy, cookies, cartoned milk,
pastry, components, crackers

SELECTIVEND CORPORATION
1111 South 12th Street
Kansas City, Kans. 66105
Bottled & canned soft drinks

VENDING MFR. LIST (Continued)

VACMANCO
97 Main St.
Schwenksville, Pa. 19473
Car wash equipment

VAC-UR-CAR, INC.
8337 North Christiana
Skokie, Ill. 60076
Vacuum cleaner for cars & trucks

VEND-A-BOX, INC.
321 York St.
Newport, Ky. 41071
Popcorn

VEND-A-MATION, INC.
3745 Spaeth St.
Cincinnati, Ohio 45223
Coin changers

THE VENDO COMPANY
7400 East 12th St.
Kansas City, Mo. 64126
Pre-mix & bottled soft drinks, cartoned milk, juices, ice cream novelties, coffee (instant & fresh brew), hot chocolate, hot & cold packaged food, cookies, crackers, nuts, currency changers

VEND-O-MATIC SALES, INC.
6401 Goodrich Ave.
Minneapolis, Minn. 55426
Hot canned foods, canned soft drinks, vending machine components & supplies

VENDOR MFRS., INC.
R-457 Chestnut St.
P.O. Box 7307
Nashville, Tenn 37203
Bulk products

VENDORLATOR MFG. CO.
(Div. of the Vendo Co.)
7400 E. 12th St.
Kansas City, Mo. 64126
Bottled, canned & pre-mix soft drinks

VENDOTRONICS CORP.
572 Merrick Rd.
Lynbrook, N.Y. 11563
Popcorn

VEND-RITE MFG. CO.
(Div. of R. J. Tennes & Co., Inc.)
1536 North Halsted St.
Chicago, Ill. 60622
Laundry supplies, laundry bags, pens, pencils, sanitary napkins, cookies, crackers, packaged gum, insurance, coin changers

VICTOR PRODUCTS CORP.
901 Pope Ave
Hagerstown, Maryland 21740
Pre-mix, post-mix, bottled and canned soft drinks, instant coffee, hot chocolate, soup, tea, canned & bulk juice, coin changers

VICTOR VENDING CORP.
5701 West Grand Ave.
Chicago, Ill 60639
Bulk candy, nuts, ball gum, pens & pen re-fills, coin changers

WEBEN PRODUCTS, INC.
(Div. of Weben Industries, Inc.)
1616 Anson Rd.
Dallas, Texas 75235
Car wash equipment

WESTERN INDUSTRIES, INC. PARKING CONTROLS DIVISION
2744 West 36th Place
Chicago, Ill. 60632
Tickets, coin-operated parking gates

WESTINGHOUSE ELECTRIC CORP.
(Automatic Merchandising Division)
653 Page Boulevard
Springfield, Mass. 01102
Bottled & canned soft drinks, coffee (fresh-brew, single cup) hot chocolate, soup (cup), tea

WOODMASTER
P.O. Box 3161
Madison, Wisconsin 53704
Firewood, Charcoal, press-to-logs, other bulky items (packaged or loose)

SERV-O-MATIC INC.
8000 University
P.O. Box 663
Des Moines, Iowa 50303
Coffee, hot chocolate, soup, tea

WILLIAM F. SHEPHERD, INC.
1747 Central Avenue
Cincinnati, Ohio 45214
Candy, cookies, detergent, bleach, contract work

SHIPMAN MANUFACTURING CO.
1326 South Lorena Street
Los Angeles, Calif. 90023
Cigarettes, candy, cookies, gum, stamps, insurance, contract work

SHUFORD ENTERPRISES, INC.
P.O. Box 1742
Hickory, North Carolina 28601
Return bottles vender

E. J. SHURTZ MFG. CO.
240 West Tenth Street
Wichita 2, Kans. 67201
Ice

SIDEWALK VENDING
45 Bergen St.
Brooklyn, N.Y. 11201
Plastic lamenting & post cards

SKILL VENDING SALES, INC.
440 West Ontario St.
Chicago, Ill. 60610
Shoe shine machine

MATT SKOREY, INC.
2118 S. Bellaire
Denver, Colorado 80203
School supplies

SOLUPAK COMPANY
5727 West 36th Street
Minneapolis, Minn. 55416
Laundry supplies, foot vibrators, car wash machine

SONDO ENTERPRISES
2107 Bellevue Ave.
Los Angeles, Calif. 90026
Fresh-brew coffee, instant coffee

SPECIALTY ENGINEERING CORP.
9030 Premier Row
Dallas, Texas 75207
Pre-mix drink, vending machine components & supplies

SPEEDEE CAR KLEEN
(Div. of Rexarc, Inc.)
East Third St.
West Alexandria, Ohio 45381
Car wash equipment

STAMPAK
(Div. of Inter-American Stamp Vending Corp.)
45 Bergen
N.Y., N.Y.
Postage stamps

STANCRAFT
(Division of Standard Packaging Corporation)
250 West 57 St.
New York, N.Y. 10019
Greeting cards, hosiery

STANDARD CHANGE-MAKERS, INC.
(Subsidiary of The Nik-O-Lok Co., Inc.)
422 East New York Street
Indianapolis, Ind. 46202
Coin changers, currency changers, components

STANDARD-HAVARD METAL TYPER, INC.
1318 North Western Avenue
Chicago, Ill. 60622
Identification discs, name plates

STEELMADE, INC.
1182 Market St.
San Francisco, Calif. 94102
Canned hot food, bottled-canned soft drinks

STEEL PRODUCTS, CO.
40 Eighth Ave., S.W.
Cedar Rapids, Iowa
Paper cups

L. STEINER MFG. CO.
45 Bergen Street
Brooklyn N.Y. 11201
Stamps, post cards

STONER MFG. CO.
(Division of the Vendo Company)
328 Gale Street
Aurora, Illinois 60506
Candy, mints, gum, cookies, cigarettes, pastry, instant coffee, hot chocolate, tea, hot canned food

SUPERIOR MFG. CO.
P.O. Box 262
9110 Terminal Ave
Skokie, Ill. 60078
Cigarettes, cigars, gum, hot dogs

U. S. VENDING CORPORATION
140 53rd Street
Brooklyn, N.Y. 11232
Ice cubes

UNEEDA SHOE SHINE MACHINE CO.
(Subsidiary of Acme Sales Co.)
552 West 53rd Street
New York, N.Y. 10019
Shoe Shine Machines

UNITED JET WASH
(Div. of United Rent-Alls, Inc.)
2605 North 27 St.
Lincoln, Nebraska 68503
Car wash equipment

UNIVERSAL METAL PRODUCTS
(Div. of Universal Match Corp.)
5661 National Bridge Ave
St. Louis, Mo. 63120
Vending machine components & supplies

UNIVERSAL VENDORS, INC.
1616 Walnut St.
Philadelphia, Pa. 19103
Candy bars, cookies, crackers, gum, cigar, cigar packs, snacks

EUROPEAN VENDING MACHINE MFR'S

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DYNAVEND
66, Bd. de l'Imperatrice,
Brussels.

DENMARK
AUTOMATFABRIK DANSK
AUTOMATFABRIK
Wilders Plads,
Copenhagen.
ESBJERG UNDERHOLDING
AUTOMATFABRIK
Gamle Faergevej,
Elsbjerg
PAUL KRISTENSEN
Damhus Boulevard 55,
Copenhagen-Valby.
INTERNATIONAL VIBRATOR COMPANY
Dyrehovegaarsvg 2,
Lyngby.
SOREN WISTOFT & COMPANY A/S.
Nikolajvej 4-6,
Copenhagen.

FRANCE
ETS. BONNET
Villefranche Sur Saone.
ETS. BONZINI
34-36, Rue Desire Vienot,
Bagnolet/Seine
D.E.M.
34, Rue Lebour,
Montreuil.
ETS. DRANCY
72, Rue Jean Legalleux,
Ivry (Seine)
SOCIETE INDUSTRIELLE D'APPAREILS
AUTOMATIQUES
10, Rue Leontine,
Paris.

GERMANY
TH. BERGMANN & COMPANY
Eimsbuttelstrasse 64-66,
Hamburg-Altona.
HENRICH BRUNSWIG
Sternstrasse 117,
Hamburg.
FERDINAND FLORSTEDT
Flottenstrasse 57,
Berlin-Reinickendorf.
GLOBUS-AUTOMATEN GMBH
Schleusenstrasse 18,
Frankfurt am Main.
MAKO APPARATEBAU
Frankfurterstrasse 74,
Offenbach/Main.

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Aldebert Terrace,
London, S.W. 8.
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Brentford,
Middlesex.
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AUTOMAT LTD.
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Beckenham, Kent.
(All Types)
BIRMINGHAM AUTO VENDERS LTD.
24, Station Road,
Erdington, Birmingham 23.
(All Types)
BRECKNELL, DOLMAN & ROGERS LTD.
Pennywell Road,
Bristol 5.
(Cigarette & Confectionery Machines)
BRITISH AUTOMATIC CO. LTD.
14, Appold Street,
London, E.C. 2.
(All Types)
BURT, J. (CHISWICK) LTD.
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Chiswick W. 4.
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CHADBURNS (LIVERPOOL) LTD.
Vender Sales Division,
Park Lane Works,
Netherton,
Bootle 10, Lancashire
(Cold Drink Machines)
DEAN BROS. (ENGINEERS) LTD.
Haydn Road,
Nottingham.
(Confectionery & Match Machines)
DITCHBURN VENDING MACHINES LTD.
Dock Road,
Lytham,
Lancashire.
(Hot & Cold Drink Machines)
ELECTRIC SHOP DEVELOPMENTS LTD.
22, High Street,
Fulham, S.W. 6.
(Universal Venders)
FISHER & LUDLOW LTD.
Vending Division,
Bordesley Works,
Clyde Street,
Birmingham 12.
(All Types)
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London, N.W. 6.
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GLOSTER EQUIPMENT LTD.
Hucclecote,
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Kershaw Division,
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Leeds 8.
(All Types)
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Park Royal,
London, N.W. 10.
(All Types)
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Lyon Road,
Hersham Factory Estate,
Hersham,
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(Photographic Machines)

ROLLASON AEROCESSORIES LTD.
Croydon Airport,
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(Hot & Cold Drink Machines)
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Vendo Division,
Hadley Castle Works,
Wellington,
Shropshire.
(All Types)
W. M. STILL & SONS LTD.
29-31, Greville Street,
London, E.C. 1.
(Hot & Cold Drink Machines)

HOLLAND
MACHINEFABRIEK COULIN
Vlaardingen.
DESCO (VAN DESSEL)
Rechtthuislaan 8,
Rotterdam.
N. V. HANDEL MAATSCHAPPIJ HOLDEEN
Willem Buijenwechstraat 65,
Rotterdam.

ITALY
BREVETTI F.A.S.N.A.
Via Monte Rosa 35,
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FIDAM
Via Senato 24,
Milan.
GAETANO SPATAFINA
Via Maso Di Bianco 10,
Florence.
SIDAM
Via RuBiana 52,
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E. BIANCHI VELO
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Automatic Vendors Div.
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Phone 503441
Factories: Via Alessandria, 1
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Now the best-profit snack is in
the best-looking vender, too!



**BIG 175-CUP SALE CAPACITY
18-OZ CUP SERVING**

In a class by itself, the Model 300 puts popcorn vending 'up front' where it belongs! Handsome wood-grain modular styling . . . fast, efficient, cup-drop action . . . hot, fresh popcorn—creates more sales than ever before! Its modular design matches beautifully with other modern vending machines! The 70% profit it brings in gross sales will make it a leader in your vending line-up! And, on location with soft drinks, popcorn will increase drink sales 13-27%. Write today for complete details.

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Manufactured and guaranteed by
Gold Medal Products Company
Cincinnati, Ohio

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Our very sincere congratulations on
your 24th Anniversary

We of the Westchester Operators Guild are very proud and happy
to have Cash Box as our friend.

Our Best Wishes For Your Continued Success.

Westchester Operators Guild Inc.

125 NORTH MAIN STREET
PORT CHESTER, NEW YORK

Sincerest Congratulations
on your 24th Anniversary

PHONOGRAPH SERVICE CORP.

2436 N. CICERO AVE., CHICAGO 39, ILL.
TEL: NA-2-4100

CONGRATULATIONS

to

CASH BOX

on its

24th Anniversary

Thanks for all your achievements
in behalf of the Coin-Machine Operators

Amalgamated Machine Operators Ass'n.

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James I. Mullins, Pres.

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AMERICAN SHUFFLEBOARD

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One of America's oldest and largest coin machine distributors.
Established 1925—over 42 years of superior service.

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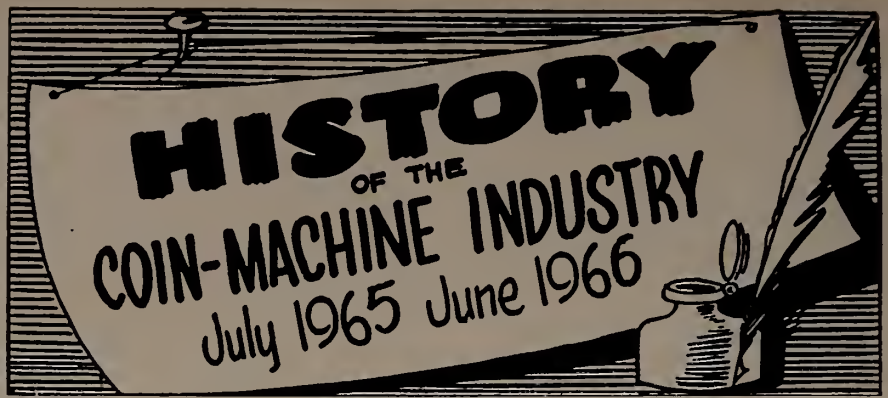
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and Other Leading Manufacturers

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JULY

Williams bows "Pot O' Gold" two player flipper. ★ Martin and Snyder named Seeburg distributor for Cleveland. ★ New York State law requires health warning on cigarette packs. ★ 400 attended Cigarette Merchandisers Association meeting. ★ New York sales tax law exempting vending items sold for under a dime passes state legislature and is signed by Governor Rockefeller. ★ David Rosen signs with Cinebox of Italy for production of Filmotheque-Discotheque unit. ★ Chi Coin intros extended play in "Gold Star" puck bowler. ★ Mondial works for amendment to Italy's game ban law. ★ Gottlieb bows "Dodge City" four player flipper. ★ Governor Rockefeller vetoes coin ma-

chine licensing bill. ★ Sutherland Distributing Company opens new branch in Joplin, Missouri. ★ Automatic Canteen introduces Japanese-developed system for credit card operation of vending machines. ★ Thomas B. Hungerford, NAMA executive director, testifies before Senate Banking and Currency committee in Washington, D. C. ★ Louis J. Nicastro named Seeburg vice president of finance. ★ President Johnson signs proposal for metallic recipe change in nation's coinage; also signs into Federal law a bill requiring health warning on all cigarette packs. ★ Wurlitzer's R. C. Roling announces first quarter sales up one million dollars from the year before. ★

AUGUST

Coin machine and vending exports sales reached \$44,000,000 for the year. ★ Midway releases "Mystery Score" pitch and bat game. ★ Morris S. Gisser, president of Cleveland Coin International, dies. ★ Bally Mfg. ships "Beauty Beach" bingo. ★ Irving Kaye Co. introduces non-coin "Ambassador pool tables. ★ George A. Miller resigns as president of the California Music Merchants Association. ★ MOA vice president Fred Granger urges record companies to display at MOA convention. ★ James R. Brown elected president of Universal Match Corporation. ★ NAMA report twenty-seven new member firms.

★ Williams ships "Lucky Strike" single player flipper. ★ Ronald A. Gold elected to presidency of Cleveland Coin Machine Exchange. ★ S. John Insalata appointed director of NAMA state councils; NAMA reports 21 states increasing their cigarette taxes. ★ Former Rock-Ola regional manager George R. Murdock dies in Hawaii. ★ Bally releases "Aces High" four player pin game. ★ Irving Kaye Co. premieres "Deluxe Eldorado '66" coin-op pool table. ★ All-Tech announces a coin-op slot car raceway. ★ NAMA wins a modification of wage-hour bill in Washington. ★

SEPTEMBER

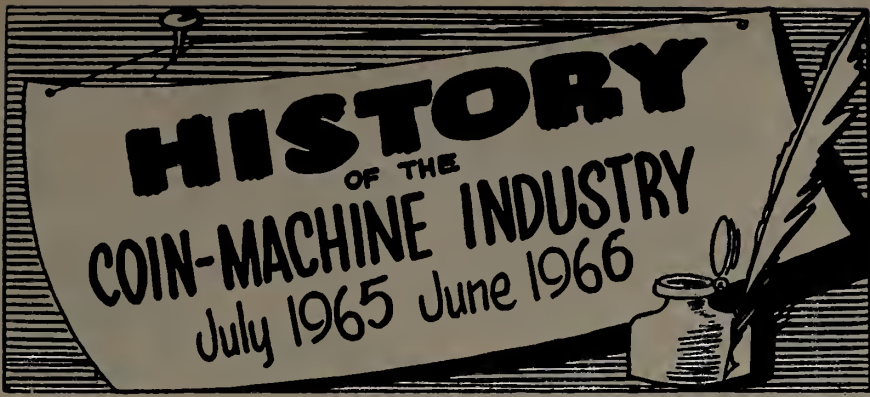
John A. Wallace re-elected president of West Virginia Music and Vending Association. ★ Leo Weinberger's Southern Automatic rejoins Seeburg distributor network. ★ MONY contests New York state sales tax law. ★ Chi Coin bows new "Par Golf" amusement game. ★ Fischer introduces two new models in Regent coin-op pool table series. ★ Williams unveils "Kick A Poo" puck shuffle. ★ Music Operators of America convention opens in Chicago in first solo effort; over 1400 attend; John A. Wallace elected president. ★ Seeburg bows Stereo Music System. ★ MOA forms liaison committee for operators and record companies; Bill Cannon appointed to head; Valley introduces

a 2¼ inch magnetic cue ball. ★ NRI releases three new changemakers. ★ Lou Casola elected Illinois Coin Machine Operators Association president. ★ Gottlieb bows "Bank-A-Ball" single player flipper. ★ Harry Siskind, owner of Master Automatic Music, passes away. ★ 500 New York state operators and distributors gather for weekend meeting at Nevele Hotel for combined association meeting. ★ Coin machine and vending export sales show \$12,000,000 volume for second sales quarter. ★ Seeburg unveils "Marquee" and "Modular" coffee vendors. ★ Coin Acceptors releases "Select Price" coin changer. ★ Seeburg reveals negotiations with Kay Musical Instrument Co. ★

OCTOBER

Seeburg premieres the "Electra" phonograph; 8 speakers, 160 selections, with "black lighting" and highly decorated motif. ★ Wurlitzer export sales manager James J. Cotter dies in Montreal. ★ Seeburg announces the acquisition of the Kay Musical Instrument Co. ★ Williams bows "Coral" puck shuffle. ★ Changebank introduces "Utility" vending changer for self-service locations. ★ Wurlitzer unveils the Model 3000 stereo-phonograph in three models and a new wallbox. ★ Bally releases "Dis-cotek" two player pin. ★ Williams

ships "Big Chief" four player flipper game. ★ Joe Barton becomes general sales manager of Rowe. ★ NAMA announces 100 new members. ★ NAMA convention in Miami Beach draws 5000; W. J. Manning elected president. ★ Gottlieb Bows "Flipper Pool" single player add-a-ball game. ★ Wurlitzer's R. C. Roling announces year's earnings show \$2,000,000 boost. ★ MOA record liaison committee head Bill Cannon releases open letter to the trade, charging operators with isolating themselves and ignoring the little LP. ★



NOVEMBER

Scopitone names Pioneer Sales as distributor for Ohio. ★ Coinvet C. H. (Red) Flannery dies in Martinsburg, W. Va. ★ Four thousand gather at National Association of Concessionaires convention in Los Angeles. ★ Cigarette bootlegging appears in Washington State. Revenue officials say contraband cigarettes are being shipped from Oregon. ★ ABC Consolidated declares 20¢ quarterly dividend. ★ State Supreme Court finds in operator's favor on sale of location dispute. ★ Gottlieb unveils "Paradise" two player pin. ★ Bally Mfg. bows "Trio" single player game, with add-a-ball model. ★ Art Daddis forms United Billiards, Inc., new line of coin-op pool tables. ★ Reports from cigarette operators in New York City say that city sales tax is "crippling" their business; reports of cigarette bootlegging into New York

City increase. ★ Norman Goldstein's Monroe Coin Exchange gets Rock-O-La franchise for Ohio and northern Kentucky. ★ Innocenti gets Cinebox manufacturing contract for new unit, sponsored by David Rosen. ★ Sidney Bloom, vending veteran, dies at fifty-eight. ★ NAMA announces results of membership drive; goal of 150 surpassed with 170 new members. ★ MONY challenges city sales tax with test case, approves MOA record royalty plan, re-elects Al Denver as president. ★ Williams introduces "Maverick" big ball bowler with 5-way play. ★ Bert Betti's Eastern Novelty gains Chicago Coin game franchise for northern New Jersey. ★ Tel-A-Sign, parent company of Scopitone, announces record earnings of \$4,000,000. ★ Bally resumes bingo production with "Folies Bergeres". ★

DECEMBER

Music Operators of America announces all-out membership drive to begin on January 1st; 250 new members sought. ★ Williams releases "Bowl-A-Strike" single player flipper game with add-a-ball feature. ★ Chi Coin unveils "Texas Ranger" rapid-fire machine gun game. ★ Wurlitzer splits its stock and increases dividend. ★ Rowe Mfg. premieres 200-selection "Band Stand" phonograph and "Wall-Ette" wallbox. ★ Coin ma-

chine and vending export sales show \$13,000,000 volume for third sales quarter. ★ Wurlitzer names Stewart Milford as Buffalo distributor. ★ NAMA releases annual vending survey. ★ Gottlieb premieres "Ice Revue" single player flipper game. ★ Tel-A-Sign pacts Atlas Music in Chicago for distribution of Scopitone. ★ Rock-Ola sales cited at 15% above last year. ★ Williams bows "Teacher's Pet" single player flipper. ★

JANUARY

MOA membership drive officially opens on January 1st. ★ Rowe names J. & J. Distributors for music and vending in southern Illinois, the whole of Indiana and twenty counties in Kentucky. ★ Monroe Coin Exchange opens new branch office in Dayton, Ohio. ★ Dean McMurdie's Circle International gets the Rowe franchise for Hawaii and the Far East. ★ Rowe names Paul Hunger as European sales vice president. ★ Gottlieb bows "Ice Show" add-a-ball. ★ Rock-Ola names Heilicher Bros. distributor for Minnesota, North Dakota and six counties in Wisconsin. ★ Massachusetts operators make united stand in face of state sales tax. ★ Seeburg buys Gulbransen piano and

organ company. ★ Rock-Ola dubs C.M.I. as southern Indiana distributors. ★ Chi Coin selects Harold Kaufman's Musical Distributors for games franchise in New York and Connecticut. ★ Amusement Trades Exhibition opens at the Alexandra Palace in London. ★ Williams bows "8-Ball" two player flipper game. ★ David Rosen forms David Rosen Associates as first trade consulting firm. ★ Bally premieres "Blue Ribbon" four player flipper. ★ Seeburg buys T. H. White instrument company. ★ Intersphere combines with two other companies to form Color-Sonics, Inc., to produce movie-music machine. ★ Bally unveils "Fun Cruise" single player "lights out" game. ★

FEBRUARY

New York state sales tax test case goes before Albany State Supreme Court. ★ Chi Coin releases "Corvette" six player bowler. ★ Gottlieb unwraps "Masquerade" four player flipper game. ★ Amusement Trades Exhibition draws a crowd of 4,000; over ninety firms exhibit in biggest show ever. ★ Williams opens production of "Tango" puck shuffle with "Bonus Lane" feature. ★ Pioneer Sales named for Wisconsin distributorship of Scopitone. ★ Midway Mfg. unveils

"Little League" baseball game. ★ J. Cameron Gordon resigns as president of Seeburg. ★ Bally bows "Wild Wheels" two player flipper. ★ Abe Lipsky named Man of the Year in UJA Coin Machine Division drive. ★ Williams-United unveils "Amazon" bowling alley. ★ Wisconsin operators gathered at Milwaukee to discuss merger with MOA. ★ Seeburg reported highest first quarter earnings in the company's history. ★ NAMA issues wage-hour law guide. ★

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MARCH

David Rosen expands his quarters in Philadelphia for records and coin machines. ★ Chi Coin releases "Play Ball" novelty game. ★ Patrick O'Malley named Chicago sales executive of the year. ★ Vendo introduces "Decorator" series of vendors. ★ Irving Kaye Co. reveals "Tough Guy" fibreglass pool cue. ★ Williams releases "Pitch & Bat" baseball amusement game. ★ Wurlitzer goes on the New York Stock Exchange. ★ Bally premieres "Six Sticks" six player flipper pin with hockey motif. ★ Le-Sturgeon Distributors opens new

offices in Charlotte. ★ Williams ships "Full House" single player amusement game. ★ Hurvich Brothers of Birmingham celebrate 35th anniversary in the coin machine business. ★ MOA board meeting in Washington D.C. draws heavy attendance; eighty new members announced. ★ U.S. Billiards releases "Electro-Pool" game. ★ Rowe introduces Model #1030A cold drink vendor. ★ Coin machine and vending volume export sales break all records for year's total: \$51,000,000. ★ Irving Holzman honored for UJA work. ★

APRIL

Capitol Records releases eleven new little LPs for juke box programming. ★ D. Gottlieb unveils "Central Park" single player flipper game. ★ Bally announces limited production of 1966 Bally Bowler. ★ New York state operators win limited victory on state sales tax case.

★ Chi Coin ships "Medalist" puck bowler. ★ National Rejectors introduces the "Simplex II" coin changer. ★ Sam Stern reveals a "basic training unit" for Williams games. ★ Single-player "Top Hand" premiered by Williams. ★

MAY

Bally releases single player "Gold Rush." ★ A. A. Steiger elected chairman of the board of Tel-A-Sign (Scopitone). ★ Music Box Enterprises moves to new Atlantic City headquarters. ★ NAMA's annual report shows 187 new members for a total roll call of 1,550. ★ King Coffee show in Detroit draws crowd of 800; all majors exhibit. ★ Canteen Corporation reports a 64% increase in earnings for the first half of 1966. ★ Chi Coin bows "Hula-Hula" pin with animated dancing figure on backglass. ★ MOA membership drive reaches 113; association insurance plan gives dividend. ★ NAMA committee studies high school vending locations. ★ One-Step Coin opens for business on Tenth Avenue. ★ ICMOA meeting in Chicago probes loans & bonuses, public relations and little LP problems. ★ 5,600 companies represented at Hanover Fair. ★ Patterson International forms "football" sales company. ★ American Shuffleboard names Sandler Distributing

and Philip Moss and Co. as distributors. ★ State vending councils mushroom; NAMA strength increased. ★ Carl Gottlieb dubbed director of acquisitions for Universal Match Corporation. ★ Color-Sonics announces program for industry using audio-visual machine. ★ Williams ships "A-Go-Go" four player flipper with 'Captive Ball' feature. ★ Chancellor of the Exchequer (Great Britain) announces taxing of betting and gaming machines. ★ Estelle Bye retires from Marvel Mfg. after twenty-five years of service. ★ Russ Townsend named vice president and general manager of United, Inc. ★ Governor Rockefeller signs anti-bootleg cigarette law in Albany. ★ ARA's revenue rises 16% in first six months of 1966. ★ New York State Supreme Court holds hearing on licensing of vendors. ★ Kentucky state legislature bans pinball games with multiple coin chutes. ★ Seeburg reports record high profits for first six months of fiscal year. ★

JUNE

MOA vice president Fred Granger, speaking from Washington, D.C., calls upon the performance rights societies to show good faith by making "reasonable proposals" in the royalty legislation debate. ★ H. J. Bordelon of Operators Sales addresses graduating class of technicians at trade school in New Orleans; invites them to enter the industry. ★ Rock-Ola holds "secret preview" of new machine for distributors in New York and New Orleans. ★ ARA wins Silver Anvil, highest award of the Public Relations Society of America, the first ever awarded to a vending company. ★ NCA plans 83rd national convention. ★ Universal Match Corporation becomes UMC Industries, Inc. ★ Williams introduces "Blazer" six-player puck shuffle alley. ★ UJA banquet honoring Abe Lipsky yields

\$43,000 in pledges; over 450 attend affair at Statler Hilton Hotel in New York. ★ Color-Sonics announces completed filming of two movies for audio-visual machine. ★ Epic Records releases eight little LPs for coin phonographs. ★ Wurlitzer grants foundation and scholarship award for North Tonawanda area to encourage industry development. ★ NAMA names Elmer Kuekes state council director. ★ Gottlieb bows "Mayfair" two-player flipper. ★ British tax laws cause confusion among English operators. ★ Millie McCarthy announces licensing bill has passed state congress. ★ Rock-Ola premieres GP/Imperial Model 433 coin phonograph. ★ MOA meets with manufacturers to reserve space for October convention. ★ MONY meeting raises \$12,000 for legal fees to combat sales tax.

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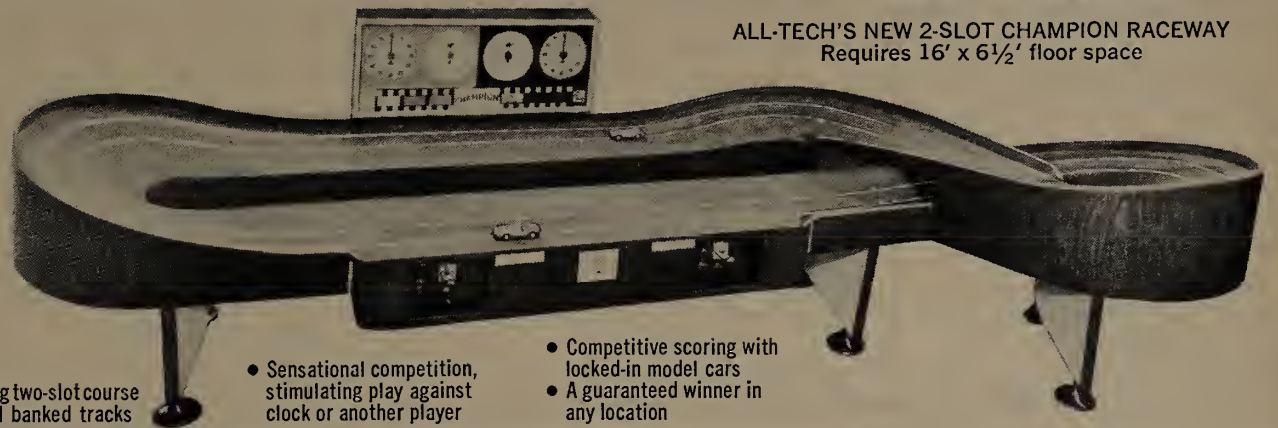


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(1138 Bull Street, Columbia, South Carolina)
Pres. Doug Cromer
Anderson Vend-A-Matic Service
507 Walden Parkway
Anderson, South Carolina
Tel: CA 5-8696

South Dakota Music and Vending Association
Pres. John Trucano
Black Hills Vending
Deadwood, South Dakota

Tennessee Automatic Merchandising Association
William Wesche
Memphis Canteen Company
655 Huron Avenue
Memphis 38107
901-527-6372

Texas Merchandise Vending Association, Inc.
Pres. John Ogden
Automatic Vending Company
1050 Eastside
El Paso 15, Texas
Tel: PR 2-5228

Automatic Vendors Association of Virginia
Marcus Kaplan
Macke VCS Vending Company
P. O. Box 418
Roanoke 24003
703-343-2461

Washington
(Included in the Northwest Council of N.A.M.A.)

West Va. Music & Vending Assoc.
1301 Winchester Ave.
Martinsburg, W. Va.
Pres. Dilman Dehaven

Wisconsin Automatic Merchandising Council
Harold I. Blotner
Dane County Vending, Inc.
642 Anthony, Box 1514
Madison 53701
608-244-2055

Directory Of U.S. Coin Machine Trade Associations

NATIONAL

Music Operators of America
228 N. LaSalle St.
Chicago, Ill. 60601
Exec. V.P. Fred Granger

ALABAMA

Alabama Amusement Assn.
224 Dexter
Montgomery, Ala.
Isaac Cohen

ARIZONA

Arizona Music Guild
P.O. Box 14011
Phoenix, Arizona
Exec. Sec. John Hourihan

ARKANSAS

Arkansas Music Operators Assn.
609 Rector Bldg.
Little Rock, Ark.
Charles Stewart, Exec. Sec'y.

CONNECTICUT

Bridgeport Coin Machine Operators Assn.
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Bridgeport 10, Conn.
James V. Fitzpatrick

Eastern Conn. Music Operators Assoc.
Box 522
Norwich, Conn.
Marvin M. Horwitz, Counsel

Music Operators of Connecticut
242 Trumbull St.
Hartford, Conn.
Pres.

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California Music Merchants Assoc.
128 E. 14th St.
Oakland 6, Calif.
Pres. Henry Leyser

FLORIDA

A.M.O.A. of Florida
8163 N.E. 2nd Ave.
Miami, Fla.
Pres. James I. Mullins

ILLINOIS

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4206 N. Western Ave.
Chicago, Ill.
Wayne Hesch, Pres.

Central States Phono. Oprs. Asso.
204 W. First Ave.
Peoria, Ill.
John R. Bush

Illinois C. M. Operators Assoc.
157 N. Farnsworth
Aurora, Illinois
Pres. Lou Casola

Music Operators of No. Illinois
8020 Lincoln Ave.
Skokie, Ill.
Pres. Robert Linde'of

Music Guild of Southern Illinois
414 Langdon Ave.
Alton, Ill.
Harry Schaffner

Recorded Music Service Asso.
188 Randolph St.
Chicago, Ill.
Earl Kies

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Music Operators Society of St. Jos. Valley
180 N. Ironwood Dr.
Mishawaka, Ind.
Pres. Frank R. Fabiano

IOWA

Iowa Music Operators Assn.
1337 2nd Ave.
Des Moines, Iowa
Pres. Jack Jeffreys

MARYLAND

Amusement Machine Oprs. Assn.
2441 N. Charles St.
Baltimore 18, Md.
Pres. Irv Goldner

Maryland Vendors Assn.
3205 Elba Dr.
Baltimore, Md.
William McCarty

MASSACHUSETTS

Mass. Coin Machine Asso.
c/o Marshall Caras
Trimount Automatic Sales
40 Waltham St.
Boston 18, Mass.

Western Mass. Music Guild
116 Race St.
Holyoke, Mass. 01040
Russel Mawdaley

MINNESOTA

Minnesota Amusement Games Assn., Inc.
601 Central Ave.
Faribault, Minn.

MISSOURI

Kansas City Music Oprs. Assn.
2905 Southwest Blvd.
Kansas City 8, Mo.
Pres. Chas. R. Eagan

Missouri Amusement Machine Assn.
705 Olive St., Rm. 1420
St. Louis, Mo.
Dewey S. Godfrey Jr.

Missouri Coin Machine Council
704 E. Gregory Blvd.
Kansas City 31, Mo.
John H. Fling

MONTANA

Montana Music Guild
204 Fourth St., S.
Great Falls, Mont.
R. E. Holm

NEBRASKA

Coin Operated Industries of Neb.
1208 Farnam St.
Omaha, Neb.
Howard Ellis, Sec'y.-Treas.

Music Guild of Nebraska
201 South 13th St.
Omaha, Neb.
Pres. Frank Halys

NEW JERSEY

Amusement Assn. of South Jersey
210 Pavilion Ave. Riverside, N. J.
Joan A. Rossi

N. J. Coin Machine Council
805 Hopkins Road
Haddonfield, N. J.
Pres. Bill Cannon

N. J. Council of Coin Machine Ops.
1175 Broad St.
Newark, N. J. 07114
D. M. Steinberg

Vending Guild of N. J.
1175 Broad St.
Newark, N. J.
Pres. Allen Waldor

NEW MEXICO

New Mexico Music Guild
P. O. Box 86
Las Cruces, N. M.
Alfred Harper, Pres.

NEW YORK

Coin Mach. Ops. of Onondaga County
340 Roxford Road, S.
Syracuse, N. Y.
Chas. M. Keppler, Pres.

Music Oprs. of New York, Inc.
250 W. 57th St.
New York, N. Y.
Pres. Al Denver

New York State Coin Machine Assn.
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Pres. Millie McCarthy

New York State Operators Guild Inc.
P. O. Box 371
Beacon, N. Y.
Pres. Mike Mulqueen

Westchester Oprs. Guild Inc.
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Port Chester, N. Y.
Pres. Carl Pavesi

NORTH CAROLINA

N. Carolina Ops. Assn.
946 Fairground Ave.
Greensboro, N. C.
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OHIO

Automatic Phonograph Owners Assn.
401 Tri-State Bldg.
Cincinnati 2, Ohio (C.O.A.)
Pres. Nat Bartfield

Northwestern Ohio Music Ops., Inc.
511 S. Canal St.
Delphos, Ohio
Wm. E. Hullinger

Phonograph Merchants' Asso. Hdqtrs.
928 Leander Bldg.
Cleveland 14, Ohio
Miss Virginia Holcomb, Sec'y.-Treas.

Summit County Music Ops. Asso.
471½ S. Main St.
Akron 11, Ohio
Charles Marvin, Pres.

Tri-County Phonograph Operators Assn.
Canton Area
127 Tremont St., S.W.
Massillon, Ohio
Edward Elum

PENNSYLVANIA

AMOA of Pennsylvania
Suite 400
Blackstone Bldg.
Harrisburg, Pa.
Joseph LaSala, Exec. Sec'y.

Amusement Machine Assn. of Philadelphia
850 N. Broad St.
Philadelphia, Pa.
Joseph Silverman, Bus. Mgr.

Anthracite Music Oprs. Assoc.
P.O. Box 348
Scranton, Pa.
Ben Sterling, Pres.

Eastern Penn. Amuse. Machine Asso.
10 East Main St.
Norristown, Pa.
J. J. Smith, Jr., Pres.

Lancaster Music Association
20 S. Third Street
Columbia, Pa.
John Myers, Pres.

Northeastern Pa. Music & Mach. Oprs. Asso.
P.O. Box 348
Scranton, Pa.
Ben Sterling, Pres.

SOUTH CAROLINA

S. C. Coin Ops. Assn., Inc.
716 Huger St.
Columbia, S. C.
Mrs. Erby Campbell, Sec'y.-Treas.

SOUTH DAKOTA

Music & Vending Assoc. of S. D.
Lead, South Dakota
Pres. Darlo Maxwell

South Dakota Phonograph Operators Assn.
125 N. Monroe St.
Pierre, S. D.
Pres. Gordon Stout

TENNESSEE

Memphis Music Association
462 N. Second Street
Memphis, Tenn.
Alan Dixon, V.P.

Tenn. Music Ops. Assn.
210 Highland Avenue
Jackson, Tenn.
H. A. Waller, Pres.

TEXAS

Jefferson Coin Machine Council
1323 Magnolia St.
Beaumont, Texas
Hugh G. Freeland

San Antonio Music Ops. Assn., Inc.
909 E. Houston St.
San Antonio, Texas

VIRGINIA

Music Operators of Virginia
129 Thompson St.
Ashland, Va.
W. R. Lumpkin, Pres.

WASHINGTON

Bremerton Mutual Amusement Assn.
223 Second Ave.
Bremerton, Wash.
George Dexter

WASHINGTON, D.C.

Washington Music Guild
2932 12th St., N.W.
Washington, D. C.

WEST VIRGINIA

West Virginia Music & Vending Assn.
401 Jones Ave.
Oak Hill, W. Va.
John A. Wallace, Pres.

WISCONSIN

Milwaukee Music Ops. Assn.
6100 W. Bluemond Road
Milwaukee, Wisc.
Samuel Hastings, Pres.

Wisconsin Music Merchants Assn.
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VENDING NEWS

The Vending Machine Industry's Only Newsweekly

For the Second Time in Six Years

NAMA Wins Highest Public Relations Award

CHICAGO—The 1965 campaign of the National Automatic Merchandising Association to obtain "sandwich-type" clad metal coinage has won a special public relations award from

selected for awards in special categories from more than 75 entries.

The awards committee singled out the special emphasis placed on vending by President Johnson in his mes-



Accepting the award from Publicity Club president Robert W. Florzak (right) are (left to right) Thomas B. Hungerford, NAMA executive director, Richard W. Funk, legislative counsel, and Walter W. Reed, director of public relations.

the Publicity Club of Chicago.

The presentation at the Club's Annual Awards Banquet on June 10, was the second such citation won by NAMA in the last six years. In 1960 the Club honored NAMA for its overall public relations planning following the McClellan hearings in Washington.

The Publicity Club's annual competition is one of the two highest national public relations honor programs. Awards are based on excellence in planning, professional execution and successful realization of objectives.

A total of 17 programs were

sage to Congress and the extensive favorable publicity which the association obtained for the vending industry on a nationwide basis through the coinage program.

Walter W. Reed, NAMA director of public relations, accepted the award in behalf of the association. Others present were Thomas B. Hungerford, executive director; Richard W. Funk, legislative counsel; Steven R. Polcyn, Jr., assistant director of public relations; and Dale O'Brien, Dale O'Brien & Company, who acted as consultant to NAMA on the coinage program.

Chesterfield Goes Filter: New Smoke Bows in Midwest With Promotion Drive

NEW YORK—A new filter cigarette with one of the oldest and best-known names in tobacco history, Chesterfield, will be introduced in 15 major markets in late June, Milton E. Harrington, president of Liggett & Myers Tobacco Company, has announced.

"The regional introduction of the brand follows sales results that have far exceeded our most optimistic forecasts in three widely-scattered markets where we have been testing new Chesterfield Filter," Harrington said.

"The new brand is being introduced regionally in the Northeast and Midwest, where the Chesterfield share of market has exceeded the national average for a number of years. Chesterfield Filter is aimed at the steadily growing filter market which now accounts for more than 65% of total cigarette volume."

The 15 major markets for new Chesterfield Filter are: Boston, New York, Philadelphia, Washington, D.C., Baltimore, Syracuse, Rochester, Buffalo, Pittsburgh, Cleveland, Columbus, Toledo, Cincinnati, Detroit and Chicago. Original test markets for the brand were Sacramento, Des Moines and Albany-Schenectady-Troy.

"New Chesterfield Filter will be in addition to, and not replace, non-filter Chesterfield King and Regular, which are preferred by millions of

cigarette smokers," Harrington said. "Chesterfield Filter is king-size, comes in the 'soft' package and sells at popular prices."

Chesterfield Filter features a modern, two-tone red pack to give the brand a distinctive difference from the traditional Chesterfield packaging for King and Regular.



Both pack and carton of the new filter are done in two-tone red; brand is one of oldest in U.S.

From London: A Detailed Report on Who It Will Hit and How Much; Year's

LONDON—Looking back over the past few months, the most important event for the British coin machine industry was undoubtedly the Amusements Trades Exhibition which took place this year for the first time at the Alexandra Palace. This new and vastly improved venue attracted a record crowd during the three day meet and considerably enhanced the international status of this major European event. The organizers are now actually preparing for the next A.T.E. which will take place at the end of November—a new date for the annual event. The fact that this year there will be two exhibitions places a tremendous amount of extra work on the A.T.E. authorities and by bringing the next show forward to November they will be deprived of two valuable months of preparations. The Exhibition will be planned largely on the same lines as before and, although the organizers hope to have a little extra space at their disposal there is every indication that it will be another complete sell out. There will, of course, only be one exhibition in 1967 and that at the new date of November.

On a general level one of the most important announcements of the year as far as the coin machine industry is concerned came from the Chancellor of the Exchequer in his Budget Speech confirming that the Government intends to go ahead with "proposals" for taxing betting and gaming. First reported in Cash Box on the 9th April and again in Cash Box of 4th June. As from October 1st there will be a Licence Duty of £75 (\$210) for each coin operated Gaming Machine operated by a six-penny coin, and a Tax of £37 10s. 0d. (\$104) for machines operated by coins of less value than sixpence. The licence fee will be payable by the machine owner and is expected to yield three and a half million pounds a year. In the case of Casinos and Bingo Halls, duty will be based on rateable value ranging from a minimum of £500 (\$1400) to £50,000 (140,000 Dollars). The new tax will not be applied to amusement machines with modest prizes in amusement arcades and fairs as authorized under a Betting and Gaming and Lotteries Act of 1963. The Chancellor announced that the 10% Import Surcharge Tax would be discontinued as from November.

As the announcement seems to have caused a certain amount of confusion in some quarters, the following questions and answers we hope may clarify the position.

Question: Are these proposals now law? If not, are they as good as being law or is there a Parliamentary Debate in store for these proposals?

Answer: The "proposals," although not yet technically law, are as good as. They still have to be approved by Parliament and there could be minor alterations on points of detail but it is a foregone conclusion that the basic principles will be approved and will come into effect on 1st October.

Question: A Licence Duty of £75 sounds like a considerable amount of money for a single game. Can the individual operator afford such taxes? How hard will it hit him?

Answer: Bear in mind that cash from machines operated by coins up to threepence will be £37 10s. and in every other case £75. The cash will be payable in the first instance by the actual owner of the machines—where a club has bought its own machines (they are only allowed to have two) all it will be required to find is £150, which will probably be no great hardship. In the case of an operator, however, it is a much more serious matter, as if you happen to have, say, 100 machines out on site, you have to find £7,500 in ready cash all in one go. As such a man would probably have most of his capital tied up in equipment, he might well be hard put to it to find the money. True, the law provides that in such a case the operator can pass the cost over to

the club owner. This would most likely be done by means of an addition to the weekly hiring charge, so that in effect it would take him a whole year to get his money back, by which time he would need the cash to buy the next year's Licences. Whether or not the clubs can afford to pay the new Tax is a difficult question to answer because circumstances vary greatly. Probably, in the case of some of the better clubs, the £75 represents somewhat less than two weeks takings; therefore, although unpleasant, the charge is not likely to cause undue hardship or put the club out of business. But, at the other end of the scale, for many far less affluent clubs with comparatively small memberships, some of them Sports Clubs open only for, say, six months of the year, the Tax could indeed represent a very large percentage of their smaller takings.

Question: Does the "Rateable Value" of casinos and bingo halls ranging from £500 to £50,000 amount to an across-the-board tax? Would it put these halls out of business?

Answer: If, "across-the-board" means rated on takings, the answer is No. Rating is based on the rental value of the property. The tax is based on the rateable value of the whole of the premises and not merely on that part of them used for gaming purposes—which means in effect that in a club or venue offering various facilities in addition to the gaming rooms, the tax would be paid on the whole property, and will certainly hit all of them very hard.

Question: Are the British coin machine trade associations fighting these Exchequer proposals? If so, in what manner?

Answer: Since the sections of the business covered by the Amusement Caterers Association and the Showmen Guild are exempt from the new taxes (which as already reported do not apply to amusement machines offering modest prizes) no action on their part is called for. The Amusements Trades Association, although their members may be rather more severely hit feel that the new taxes are inevitable and will have to be accepted. They are, however, hoping that the Chancellor will make some minor concessions. As, for example, issuing Licences on a six months basis for clubs which as already mentioned are open for only certain periods of the year.

Question: It is said that the new Tax will not apply to amusement machines yielding "modest prizes". What is considered a modest prize?

Answer: Prizes up to 1/0d. in cash or 5/0d. in kind are laid down as being both modest and legal under the appropriate section of the Betting and Gaming Act. In general, slot machines can be operated only in premises for which a permit has been issued by the local authority. The law does not, in any case, allow such machines to be installed in clubs in addition to their quota of two jackpot fruit machines.

Question: Does the British coin machine industry take a beating from the Government that the American industry does? What is the image of the British coin man?

Answer: The answer is to be found in our new Gaming Laws introduced in 1961 and which are thought to be the most enlightened in the world. Certainly the arcade and amusement park side of the business is held in very high esteem in Government and other circles. But, on the other hand, there is a certain amount of uninformed criticism directed mainly at fruit machines in clubs, primarily on the grounds that they give rise to various "undesirable activities."

Decimal Coinage For Britain In 1971 It is now an established fact that Britain will switch to decimal coinage in 1971. However, there is strong body of feeling that the Government is

the Game Tax — Sales for Companies

really ill advised in having chosen to retain the £ instead of adopting a system based on the 10/0d. major unit which in so many ways would be infinitely more practicable both for business interests and for the man in the street. Although the prospects of success are slowly receding, nevertheless, strenuous efforts are being made to persuade the Government to reconsider its decision.

PAY-ROLL TAX

Another matter introduced in the recent Budget which the amusements trade in common with all other "service" as distinct from manufacturing industries will feel very severely is the proposed new "Pay-Roll" Tax. Under this, all employers of labour will be required to pay a new Tax of 25/0d. per week or £65 per year for each person employed. It may not seem much, but it has to be remembered that arcade business in particular with its irregular hours makes a very great use of part-time workers and, of course, this extra 25/0d. per person is going to add very substantially to the wages bill.

THE DITCHBURN ORGANISATION

For the Ditchburn Organisation it has been a fantastically successful twelve months as the preliminary trading results for the year ending 31st March, 1966 testify. The company shows a net profit before taxation of £205,006—net profit after taxation for the year is £140,748 representing 24% increase in the turnover on the previous year (their first as a public company). The Directors propose a final dividend of 7½% (making a total of 27½% for the year against 25% for the previous year) payable to shareholders on the register at the close of business on the 12th July, 1966. The Annual General Meeting will be held on 27th July when shareholders will be asked to sanction an increase in the authorized ordinary capital from £300,000 to £500,000. It is intended to make a Rights Issue to both ordinary shareholders and loan stockholders on a one for four basis on terms to be announced later.

Ditchburn has enjoyed considerable success during the year with their complete Wurlitzer range of Phonographs, particularly the new 3000 and the LYRIC 'F'. They have also been successful in both the fields of background music and vending.

PHONOGRAPHIC EQUIPMENT (DISTRIBUTORS) LTD.

As previously reported, Phonographic Equipment reports a fantastic year of continued expansion in all directions. Pre-tax profits for the six months to 31st October, 1965 were £380,000 as compared with £252,000 for the same period the year before. An increase of approximately 50%. The board declared an interim dividend of 35% on the capital as increased by the bonus issue of one for four as against 20% last year. The year has seen the taking over by Phonographic of the agency for the Seeburg Corporation of America with gratifying results. Record sales are reported for all categories of equipment and a considerable number of brand new machines have been introduced both from America and of British manufacture. Phonographic has launched further than ever before into the arcade amusement business and is proud to announce a tie-up with England's two leading manufacturers, Mayfield Electronics and Whittakers. Already the Mayfield multi-slots are selling well, the largest being the Grand Prix 40 Player (100 slot) machine which is 20 ft. long and has twenty racing cars on the track. The machine pays the winner and second place. The cost of the Grand Prix is £6,500. Whittakers multi-slot machines include the Le Mans and Roulette as well as their famous kiddie rides.



PROFILE ON:

Fred Pollak: A Symphony in the Closet

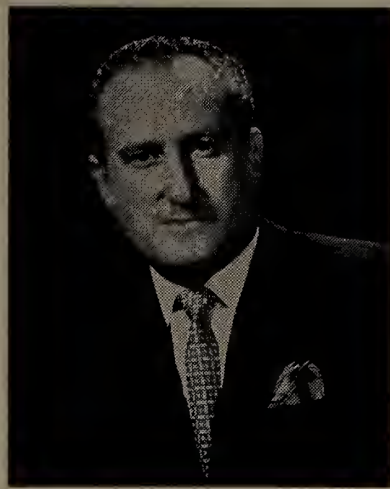
Fred Pollak, vice president and sales manager for Rowe AMI, gave up a budding career as a shortstop and second baseman while on an athletic scholarship at the University of Texas, and found another when, after serving in Europe with infantry and armor during the war, he became a producer of Army entertainments. Once out of the service in 1947, he held various sales jobs until a chance conversation with a next door neighbor got him a job at Canteen Corporation. From there he went to Rowe and was given the assignment of reshaping the company, which, with Jack Harper, he has been working at since 1961. He volunteered the idea of "the wallbox location" as a means of opening a new sales market and improving the industry's image. His comments here on the development of Rowe were heard from his office in Whippany, New Jersey.

Q. How did you start?

A. Well, it's an interesting story. I happen to live next door to Tod Evers, a vice president of Canteen. I was working with a sales company, trying to find a means of merchandising pilferable products without having them pilfered — jewelry, watchbands, transistors — and I told Tod about it. He introduced me to Chuck Ritson, who in turn introduced me to Fred Shuster, who was president at the time, and a very inventive man. He wrote books on vending. Anyway, he saw I had a background in merchandising and marketing—while I was vice president of a company in Chicago I became the world's first solar energy salesman—and he hired me.

Q. Solar energy?

A. Sure—the silicone solar battery that takes its energy from the sun. So Canteen brought out the Automart model and vended the items I spoke about. Three months later Pat O'Malley became president of Canteen. He called Jack Harper and me into his office and talked about Rowe. Then he said, "Harper, you're vice president and general manager. Pollak, you're vice president and sales manager." That's how it started. Rowe was in bad shape at the time; they were losing money on it because they'd come out with some faulty machines. I didn't have a juke box background, but I had a music and entertainment background in Germany.



FRED POLLAK
"Nobody turns down money."

Q. With the Army?

A. Yes. When the war ended I was with the occupation forces in Germany. To keep myself busy I got into Special Services and assembled a symphony orchestra in a town called Ulm. I say "assembled" — which means we got the musicians out of the cellars and the closets and told them to get together and rehearse. This was the first symphony music the people had heard in ten years. I also organized a ballet and a three-ring circus — they were hiding in the woods. And I worked with all the major acts that came over to play for the troops and the German people. I had a castle in Ulm—

Q. A castle?

A. No, it wasn't a castle; it was a . . . I forget what the word for it is . . . it was a hunting lodge — huge thing. Ingrid Bergmann later stayed there when she toured Europe. Anyway, I met all the major acts: Jack Benny, Red Buttons, Mickey Rooney, all of them. I built stages, organized football and track teams . . . like I was a producer.

Q. Well, how do you feel about Rowe's development in the last five years?

A. I feel very strongly about the development because I've been in on it. In five years we've built the finest distributor network in the country. Nobody else can touch us. We had to turn around a fiasco and make it into a paying proposition, and we did it through our distributors and the engineering people at our factory in Grand Rapids. Rowe has turned a loss into a profit. When we build a machine we believe in merchandising it—we don't just throw it to the distributors and

(Continued on page 83)

MONEY GIRDS FOR TAX COURT BATTLE

■ Members Volunteer Contributions for Appeal at Meeting



AL DENVER
President, MONY

NEW YORK — A meeting of the Music Operators of New York, held in West 57th Street's Holiday Inn, Thursday, June 16th, heard a call to battle by the officers and voluntary contribution pledges from the members of \$12,000 to carry on the legal contest with the state sales tax.

Seated on a dais overlooking the more than 100 operators and distributors who attended were Bill Kobler, Millie McCarthy, Mike Mulqueen, "Sophie," MONY's girl Friday, president Al Denver, counsel Theodore Blatt, vice president George Holzman and Gil Sonin.

Denver rose from his seat to begin a report, saying: "As I told you in the announcement letter, this meeting will be devoted to the state sales tax. But there are one or two brief items which I am sure will be of interest. The MONY credit list, to which members may refer to check the financial stability of some of their customers, has resulted in removing from circulation certain persons who might have done damage to some of you."

"I am happy to report that a total of three confidence men have been arrested by the police for attempt to defraud operators, and their cases are scheduled for the Grand Jury. These arrests were made possible by the MONY list."

"Now, in review of the state sales tax, you may remember—I hope you remember—that I urged you all, last July, to set aside a certain per cent of your collections as a 'suspense fund,' until the legal contest had been resolved.

"I hope you have done so. If you haven't set aside that fund, and the final decision goes against us, then the saints will have to be with you. Now, for a complete legal report, I give you our counsel, Theodore Blatt."

Blatt described the conflict as centering around Section 1105.A of the sales tax law, under admissions. The state, he said, considers the depositing of a dime into a phonograph a "license" for entertainment, and is therefore subject to taxation. But he said, there are no "dime taxes" on such installations as golf driving ranges. "How the state can equate the two, I do not know. The state bases its opinion on a Pennsylvania decision, which says that operators have this 'license,' and are subject. But an Indiana decision says that the nature of the business is a joint venture, a partnership between owner and operator—is, therefore, not a license—and the operator is not liable to pay tax on gross receipts."

"This is a decision which is very important for us," Blatt continued. "I suggest, and you will approve or deny it, that another law firm be brought in as 'a friend of the court.' The appearance of a prestige firm will aid us in our cause. I tell you now, that it will cost money. I think we have a good chance of winning. And I leave it to you to decide."

Denver then called on Millie McCarthy, president of the New York

State Coin Machine Association, who said: "I feel you have a great man in Teddy Blatt. He's done the best possible job for you. I'm for a fight to the finish. I'd hate to think, twenty years from now when I'm shoveling out the tax, that I hadn't done something about it when I had the chance."

Denver returned to the podium, saying, "In order to move, you must have money—not promises—for legal fees. It is going to be expensive. We have members in this association who realize, without any speeches, how important this tax case is, but we need all of you."

He paused for a moment, looked round at the audience. "I want voluntary contributions," he said, looking at the table nearest him. "Let's start here, one at a time. How much?"

An operator rose and made a large pledge. The hall burst into applause. Distributors and operators called out sums from the floor. At one point, there was a pause, but one man leapt to his feet, saying, "You heard what Millie McCarthy said—you gotta give now or we'll be in the hole for the next twenty years—come on!"

Myer Parkoff of the MONY steering committee came to the podium to inform the audience that, "Distributors have contributed time and money to this effort. I want you to know that no monies will be spent without careful review by the members of the committee. Think of what this means—we are talking about our dollars going to the city. Not just this year, but next year and next year and the year after that, for as long as this tax is on the books."

Denver supported the urgency by telling the members: "Once we take the step of appeal in the courts we will have to go all the way—and we must have the money on hand. Am I right, Mr. Blatt?"

Blatt answered: "If you will support" (Continued on page 78)

Early Summer Specials

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Seeburg Model L 100	\$265
Seeburg 222	425
Seeburg Q160	450
Seeburg AQ160	475
Seeburg AY160	575
Seeburg DS160	695
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Wurlitzer 1900	95
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AMI Continental I	195
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Conn. Ops To Gather June 30

HARTFORD—Abe Fish, president of the Music Operators of Connecticut, has issued a strong plea to association members throughout the state to attend a general meeting on June 30th. The meeting, which will be held at the Shorham Motor Hotel, 440 Asylum St. this city, will be highlighted by the election of next year's officers and a business discussion on public relations and the recruiting of new members.

The board of directors is requested to arrive at 7:00 P.M. in order to nominate the slate of officers; the general membership is to arrive at 8:00. A dinner will precede the meeting.

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Eastern Flashes

A MOMENTOUS MONY MEETING—The operators and distributors who assembled at the Holiday Inn, Thursday, June 16th, had to make a big choice. These men, members of the Music Operators of New York, were to hear full reports on the state sales tax legal contest from president Al Denver, counsel Theodore Blatt and the sparkling Millie McCarthy. Among the distinguished guests was a delegation from the Westchester Operators Guild: counsel Malcolm Wein, treasurer Lou Tartaglia, Seymour Pollak and Carl Pavesi, Jr., sitting in for his father, away on a trip to Europe (the elder Pavesi had just been elected, in absentia, to his seventeenth term as president of the Guild). Seymour said that "the Guild lost a good man yesterday. Frank Galle died last night of a heart attack." Galle had been a prominent operator in Yonkers for over twenty years. . . . After dinner, Al Denver called the meeting to order and briefed the assembled on the history of the state sales tax and MONY's reaction to it. Turning the speaker's rostrum over to Teddy Blatt, who examined the case in detail, Denver said, "Remember this, ladies and gentlemen. Once we take the step of appeal in the court we will have to go all the way—and we must have the money for legal fees on hand." Teddy said that the operator's chance of a favorable decision from the court was good, but that they, that night, must decide whether to hope for the best or make a fight of it. "I'm for a fight to the finish," said Millie. "I'd hate to think, twenty years from now when I'm shoveling out the tax money, that I hadn't done something about it when I had the chance." Then, in a dramatic moment, Denver bluntly told the members that he wanted contributions from the floor. He called round the tables, asking each man for his donation. There were handsome responses which brought applause and Denver, in the dim light from the rostrum, was a master of his audience. Only a man with the trust and respect of the New York industry could have received the response he did. "It's not pleasant for me to do this, but our industry is at stake. You all know how important this tax case is and you'll have to make up your minds—tonight." When it was over, the donations amounted to \$12,000. After the meeting, as the operators and distributors made their way out of the building, snatches of conversation were overheard: "If this tax goes through it'll hurt a lot of small operators." . . . "Hurt 'em? It'll kill 'em!" . . . "Millie was right—do something about it now or go in the hole for the next twenty years."

THE ACTION IN ALBANY—Millie McCarthy announced last week that a bill for the licensing of coin machines had passed both houses of the state congress and was now awaiting the Governor's signature. "I've met with the Crime Commission, the State Secretary, the Department of Commerce and all the penal agencies. They've sat down and worked with me on the bill and I hope it will become law. It would give us prestige and protection." . . . Albany's Fab Four, the brothers Greco, report that they are working overtime to keep up on orders for the new Rock-Ola GP/Imperial 433 phonograph. "What a machine!" said Tom Greco. "The best looking, the best built—the best, period. Everything's moving for us—the Fischer pool tables are selling like hotcakes." Asked what his formula for success was, he said: "If you've got it, you're home. If you haven't got it, get it. That's what we do. Hear that noise in the background? That's our cash register; that's the proof!"

A WORD FROM THE WEARY—For the past week we have been blinking tired eyes and drinking lukewarm coffee; our fingers have been sticky with paste and our thumbs hardened from the cutting of galleys and pictures. Minor injuries have been sustained: elbows banged on desks and fingers caught in typewriter keys; wives have gone waiting and sweethearts have been denied, for the Cash Box staff has been in its yearly all-out pursuit of the Journalistic Muse, that elusive flirt that spits as often as she smiles. The result is the book you are holding—400 pages of stories, ads and pictures, put together with the skill we have and the messages the business sends. The Cash Box Directory has a double identity, for it reveals the industry's faith in itself and us, and our faith in the industry. Coin machines and journalism are two industries that have sentiment without being sentimental, and if in the pages of this magazine the trade has been praised and scolded, it has not been because we feel above the business but because we are a part of it, and we feel it our duty to protect it, praise it and scold it when the occasion demands. Nothing appears in these pages—story, photograph, list or advertisement—that does not come, directly or indirectly from the industry itself, and this 1966-67 Directory is therefore, your Directory. You have made it; we hope you enjoy it and find it useful.

HERE AND THERE—Sol Lipkin, American Shuffleboard's national sales manager, reports proudly that the U.S. Marine Corps Purchasing Dept. in Washington accepted American's bid on over three dozen shuffleboards to be placed in day rooms and rec halls on several nearby Marine bases. The American rep got more good news with a grand equipment order from their Florida distributor Ron Rood of Southern Music last week. Speaking of "grand", Sol says every time Ron calls to place another order he can't resist talking about the Rood grandchildren. "Ron's mighty proud of those two kids," Sol says, "but I guess they're mighty proud of him too." Ron's sales reps have been covering Florida like a blanket—from Key West, to Palm Beach, to the border up north. One Southern sales ace Herb Mullins logs hundreds of miles a day promoting sales on American equipment and Wurlitzer phonos. "Our sales figures show they've been doing a terrific job for us down there," Lipkin advised, "and we're grateful they're in our network." . . . Joe Valenti, former American Shuffle employee mentioned in this space last week as a Villanova graduate, advises that the alma mater is really Fordham University. Whoops! . . . Irv Kempner's son Kenny has been awarded a three-year grant from the federal government to study bio-engineering on the post-grad level at Columbia. The Runyon Sales sales manager says his son's scholarship amounts to a rather comfortable sum but more important says the compliment of receiving such a grant from Uncle Sam feels great. Kenny's an undergrad of the Stevens Institute of Technology and had put in a stint at Lockheed Aircraft in California before the award. . . . CMA's Tiny Weintraub (who'll be exhausted from the big association weekend at Kutcher's by the time he reads this) advised that daughter Connee was wed June 19th to Roger Kaufman. The happy couple (aren't they all) sped off to Laurels Country Club after the nuptials and then to a ten week honeymoon throughout Europe. Connee is a graduate of Springfield U. and Roger of Harvard. Rog, incidentally, will continue on at Harvard for post-graduate work and ultimately will teach in Boston. Many industry notables attended the ceremony including Al Denver, Al Miniaci and Joe Orleck of Cash Box, the girl's uncle, you know. . . . Speaking of Cash Box and weddings, our own Joel Vance went and did it two weeks back—taking the hand of the lovely Joan Dean in marriage.



Chicago Chatter

Coinbiz sales generally (on an overall average) are clippin' along despite the anticipated "summer doldrums" as far as this widespread area is concerned. Beyond this, CHICAGO CHATTER has traveled far and wide this past week or so to reach coinmen, and this favorable report is consistent for other regions. . . . During a recent lunch date with Jack Bess, of Roanoke Vending Exchange, of Richmond, Va.; and MOA's Fred Granger we were given the simple, hard facts about the frighteningly staggering high cost of running a national trade association, such as MOA. Jack, who is capably directing MOA's hard driving membership drive nationally, opines that a cost survey is sorely needed to justify the profit & loss statement. This year's membership drive ends during the annual convention, October 28-30, in the Pick-Congress Hotel.

MORE MOA CHATTER: MOA's Legislative Committee members converged on the nation's capital last week to keep on top of developments on copyright legislation, and to further discuss the proposal with members of the Subcommittee of the House Judiciary Committee. Also to confer with other congressmen. MOA Legislative Committee members on the junket are: Lou Casola, John A. (Red) Wallace, Fred Granger, Harry Snodgrass, Clint Pierce, Jim Tolisano, Bill Cannon, Les Montooth, Henry Leyser, and George A. Miller. They were greeted there by Nicholas E. Allen, MOA's legislative counsel.

Minneapolis coinvent Harold Lieberman was a visitor at Williams Electronic Mfg. Corp. last week. While there he chatted with Prexy Sam Stern, Harb Oettinger, Buddy Lurie, Billy DeSelm and Jack Mittel. Billy expressed elation in discussing Williams "A-Go-Go" flipper, which he says is "exceeding greatest expectations in the domestic and overseas markets. "Amazon" big ball bowler and "Blazer" puck shuffle alley are also reaping fine sales rewards internationally.

There's cheerful news about Rock-Ola's new GP/Imperial phono emanating from the confines of Ed Doris' office. Acceptance everywhere is mounting rapidly, according to Rock-Ola's distributors nationally, in Canada, and in the vast foreign market picture. . . . Lovely Joi Lansing, the sumptuous Scopitone siren, comes to Windy City later this week to make the rounds of Atlas Music's locations, escorted by Tel-A-Sign Board Chairman, A. A. Steiger, Atlas Music Prexy Eddie Ginsburg and Stan Levin. . . . It's always a happy sight at D. Gottlieb & Co. to see at first hand production humming along, huge trailer trucks picking up large shipments for delivery everywhere, and the busy bees in the offices actively generating this hub-bub of excitement by writing up big orders on the new "Mayfair" two-player. Among the execs we chatted with were Dave, Alvin and Nate Gottlieb and Judd Weinberg.

A visitor in the Cash Box office Wednesday, June 22, was Fast-rising, young Pete Entringer, of Advance Distribs in St. Louis. Pete is chompin' at the bit to get rolling in the export business. The busy St. Louis distrib is on a youth movement in sales and services. Pete added three young college grads to the staff. They are Elmer Jansen, a graduate of Southern Illinois U.; John Vitale, a medical student; and Bob Alexander, of Washington University. . . . A busy Missouri operator is Bill "Dutch" Meese, of Bill's Novelty Co., in Festus, Mo.

Seeburg vice prexy John Chapin and Freeman E. (Woody) Woodhull rolled up their sleeves last week getting ready for another big series of factory service schools, featuring Seeburg's "Electro" phonograph and "Consolette" wall-box, and Seeburg's cold drink vender. . . . Jack Gallagher, of Miller-Newmark's Grand Rapids (main) office, reports fine sales in all music, vending and amusement equipment in both distribs (and that includes the Detroit headquarters).

Everyone's playing golf these summery days out in Tipton, Missouri while the Fischer Mfg. Co. plant is shuttered for vacation. Now, we can sit back and patiently wait for those wild "golf stories" proffered by Prexy Ewald Fischer and 'golf pros' Frank Schroeder and Marve Mertes, while Margaret Fischer calmly listens. . . . We just got the word that Chicago Coin has three very popular amusement games going great in all of the coin machine markets. According to Avron Gensburg, Harry Glick and Mort Secore they are ChiCoin's "Hula-Hula" two-player flipper, "Medalist" six-player puck shuffle bowler and "Corvette" big ball automatic bowler.

Sales are up these days at Marvel Mfg. Co. on the firm's electric scoreboards for shuffleboards. Prexy Ted Rubey has upped his production to meet the demands on this unit and other Marvel products. . . . Wednesday evening, June 29, is the target date for World Wide Distribs' next training school session featuring Seeburg's "Electra" coin-operated phono. Among the greeters on hand will be Nate Feinstein, Harold Schwartz, Howie Freer, Johnny Neville, Roy Gioconda, Sam Di Piero and Larnell Green. . . . Marcine "Iggy" Wolverton and Hank Ross can hardly wait until they move the Midway facilities to the new, larger, more modern plant in Summit. Completion date is August 1, and that is when production will be increased considerably on Midway's "Premier" puck shuffle bowler.



Milwaukee Mentions

A highlight of the fun-filled Wisconsin Music Merchants statewide meeting last weekend, June 18-19, in the Dell View Hotel, at Lake Delton was the election of officers and directors for the 1966-67 term. Clint Pierce of Pierce Music in Brodhed, was re-elected president; and Ed Dowe, of Beaver Falls, to secretary. Lou Glass, of Modern Specialty Co., in Madison, is the new vice president. Directors are: Sam Hastings, Hastings Distribs, Milwaukee; Roger Bookmeier, Green Bay; Jim Stanfield, La Crosse; Dewey Wright, Wausau; and Russ Dougherty. Speakers were: Prexy Clint Pierce, guest speakers Lou Casola, president of the Illinois Coin Machine Operators' Association (ICMOA), and board chairman of MOA; Fred Granger, executive vice pres. and managing director of MOA; and Les Montooth, of Peoria, Ill. Les is a co-chairman of the 1966 annual convention committee with Frank Fabiano, of Buchanan, Mich. . . . There was excellent representation at his meeting despite the fact that it was Father's Day. . . . Among the guests who enjoyed the fine facilities at the Dell View were: Bob Rondeau and Dick Eggener, of Empire Distribs in Menominee. . . . Doug Opitz and his lovely wife, of Wisconsin Novelty Co., Milwaukee. . . . Orville Carnitz, Badger Novelty. . . . Herb Tonnel, Appleton. . . . Oh, yes, Jack and Jim Hastings, and the lovely Mrs. Sam and Jack Hastings. . . . Arnold Jost, of Arnold's Coin Machine Service. . . . Mr. & Mrs. Jerome (Red) Jacomet, Red's Novelty Co. . . . Genial Jim Stecher, Novelty Service Co. . . . Bob Puccio, P&P Distribs. . . . Mr. & Mrs. Joe Beck, Mitchell Novelty Co. . . . Martin Oberdiek, Horican, Wisconsin. . . . Badger Novelty's Dick Wegener. . . . And, of course, the lovely Mrs. (Marie) Pierce, of Brodhed. . . . And, many more, too numerous to mention here. . . . Announcement of the next scheduled state association meeting will be inserted in MILWAUKEE MENTIONS when it is available. Milwaukee Coin Machine Operators Assn. meetings will be resumed in the fall.

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BULL FIGHT	285
50/50, 2-PI.	375
SHEBA, 2-PI.	325
STAR-JET, 2-PI.	195
SKY DIVER	205
MAD WORLD, 2-PI.	315
GRAND TOUR	.....	250
2-IN-1, 2-PI.	.....	310
HARVEST	.....	265
BUS STOP, 2-PI.	.....	315
3-IN-LINE, 4-PI.	.....	225
BONGO, 2-PI.	.....	250

UNITED BALL BOWLERS

TEAM MATE	.....	\$195
FALCON	.....	195
SAVOY	.....	195
TIP TOP	.....	195
DIXIE	.....	180
CLASSIC	.....	275
FROLIC	.....	315
7 STAR	.....	325
HOLIDAY	.....	360
TROPICS	.....	385
ALAMO	.....	385

CHICAGO COIN BOWLERS

KING	.....	\$210
QUEEN	.....	210
PRINCESS	.....	275
CONTINENTAL	.....	335
ROYAL CROWN	.....	385
GRAND PRIZE	.....	475

WILLIAMS

OH BOY, 2-PI.	\$205
SKILL POOL BALL	180
CARAVELLE, 4-PI.	145

GOTTLIEB

SHIPMATES, 4-PI.	\$340
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Jack Bess Comes to Chicago for Moose Convention; Speaks on MOA Member Drive

CHICAGO—When Jack G. Bess, board chairman of Roanoke Vending Exchange, in Richmond, Virginia, visited Windy City, June 15, he donned his MOA membership drive chairman's hat and mused optimistically about the momentum the drive is gaining nationally. He stated that thus far this year 135 new members have been enrolled. And, that although the goal up to the forthcoming convention, October 28-30, is 250, he feels that he should expect a further strengthening of the drive in September (to the tune of possibly some 500 new members), after the normal summer vacation period is over, on up to the start of the annual convention.

"We must not forget to commend

the Cash Box interview at lunch, expounded on the great needs in the national coin machine association; especially in "our efforts to favorably resolve the pressing performance rights exemption problem in Washington, D.C."

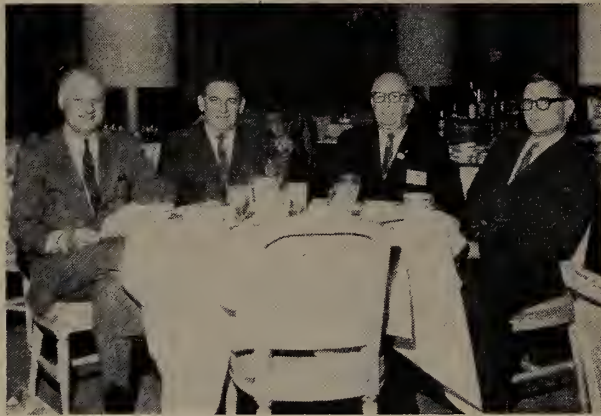
Bess stated; "We must show the Congress far greater representation among our ranks in every Congressional District if we are to favorably present our cause. Thus, there is—and should be—a degree of urgency on our appeal to the nation's music operators." Bess attributed the efforts to MOA in the coming development of a national training school for mechanics, as well as other pressing needs in the coin machine industry.

"You may recall," he asserted, "our



Fred Granger, left, vice president and managing director of MOA, flanks Jack Bess, while Cash Box reporter Lee Brooks checks to see if Jack's officially registered for the Moose convention.

Seated at a relaxed afternoon lunch are, left to right, Fred Granger, Lee Brooks, Jack Bess and Bill-board's Ray Brack. Bess designed the current MOA membership drive, which has brought in 135 new faces so far.



our regional chairmen for their great efforts toward enhancing our 1966 membership drive," Bess declared. "Without them we simply could not accomplish such excellent results to date."

Bess, who was in Chicago to attend the annual convention of the Loyal Order of Moose, further announced that past MOA board chairman Harry Snodgrass has willingly accepted the district chairmanship of District 8, embracing Montana, Idaho, Utah, Wyoming, Colorado, New Mexico and Arizona.

Bess and Fred Granger, MOA's executive vice pres., who also attended

successful efforts to cause the repeal of the \$10.00 tax stamp years ago, and our assistance in lobbying in the nation's capital for a suitable silverless coinage, as well as other notable accomplishments."

Bess added that there will be a special membership drive booth on the exhibit floor at the convention in the Pick-Congress Hotel in this city.

Bess now directs the board of governors of Moose Haven, a home for the aged in Orange Park, Florida, a Moose facility that is very near to his heart. He was the Past Grand North Moose, Legion of Moose, before his elevation to the board of governors.

World Wide Hosts "Electra" Service School

CHICAGO—Harold Schwartz, head of the music division of World Wide Distributing Company, distributors throughout this wide area for The Seeburg Corporation's phonograph and vending machines, announced this past week that Seeburg's "Electra" coin-operated automatic phonograph will be featured at a service school class in the firm's main floor classroom on the premises of the northwest side distrib., from 7-10:30 p.m., Wednesday evening, June 29.

A Seeburg field training engineer will conduct the classwork, aided by Sam Di Piero and Larnell Green, of World Wide Distributing Co. Also on hand for the company will be Nate Feinstein, Howie Freer, John Neville and Roy Gioconda.

Schwartz explained that there will be actual simulated service calls on

the "Electra" phono, whereby the "students" will be called upon to correct the problems. This practical method of servicing instruction, he said, has proven over the past several years to be the most effective for operators' service personnel.

MONEY Sales Tax Meet

(Continued from page 75)
ply the money, we will supply the effort."

The pledges continued, with applause. At the end of the survey, total contributions amounted to \$12,000.

"You know how important this tax case is for us," said Denver as he closed the meeting. "The future of many operators is at stake here. Now, with your contributions, I believe we can go to work. And so I wish you a pleasant good night."



California Clippings

HALF WAY UP . . . At the half way mark in the year most coast reps report that the overall business is at least as good as the first half of '65. And in many cases—much improved. One case in point is at Wurlitzer. Clayton Ballard reports, "Wurlitzer as a whole is doing approximately 8% better than last years figures at this time." He also added that their Los Angeles office is doing 10% better than last year. Stan Larsen of Struve Distributing gives us pretty much the same story for Seeburg. He said, "business for the first half of '66 is considerably up over the first months of '65." This ties in with the recent report from Seeburg that the net income through the month of April of this year was \$2,039,543 as compared to \$1,867,032 for last year during these months. All and all it looks like the sun is shining brightly along "phonorow."

BLAZING NEW TRAILS . . . Stan Larsen of Struve Distributing has just welcomed in the brand new shuffle ally game called "Blazer." It offers a diamond scoring feature. When you get a strike, you score 800 points; if it is a spare you get 500 points. It has ultra new styling in the cabinet and new heavy duty pin hangers. The game is presently on display at the Struve showroom. Other happenings at Struve were the addition of Seymour Abrams, credit manager, to their staff. The Bradley Williams' just welcomed a new baby girl into their family. Her name is Katrina. Charlie Lindberger will be leaving for his vacation around the Fourth of July. . . . George Muraoka of Simon Distributing shipped a large shipment of pin ball games to Europe. We mentioned a few weeks ago that George was working on this project—well he finally did it. George tells us that there has suddenly been a rash of vacations in the past few weeks. Mrs. Jack Simon just returned from a trip to Las Vegas. Art Spencer is spending the week in Monterey, while Jesse Spicke is vacationing in Houston, visiting with his folks. George has a visitor from the Far East. I am speaking of his mother-in-law, who arrived here from Japan last week. She will spend about three or four months here with George and his wife. . . . Speaking of Japan we hear that Dean McMurdie of Circle International is still traveling around that country. Ken Smith is calling on ops in the San Fernando Valley, while Don Quack is touring the Los Angeles and Orange County area. . . . Out of Wurlitzer we get the news from Clayton Ballard that the new 5220 Wall Boxes are moving very fast. Royce Garris, their credit manager, is in Las Vegas on a business trip. They also had a visitor from the Bay area—Henry Leyser of Oakland, was in for a day. Sorry to hear that Ron Chimel was in an auto accident, but we're told that he should be up and around very soon.

SCOOP ON SCOPITONE . . . Marvin Miller of Coin Machine Service tells us that his firm has been appointed as the distributor for Scopitone. He says it is available right away and has a fantastic library of over 400 films, including such current artists as Herb Alpert and the Tijuana Brass. Top notch locations will be made available to coin trade ops as an introductory special. . . . Bob Portale of Advance Automatic Sales tells us that he is patiently awaiting another shipment of the Gottlieb "Mayfair" game. Nat Hochman is joining their firm in the newly formed vending department. The Chicago Coin "Corvette" bowling ally is still one of his top sellers.

FROM THE RECORD RACKS . . . From California Music, Buddy Robinson tells us he expects great things from Sam the Sham's new release entitled "Little Red Ridinghood" recorded on the MGM label. . . . The Solle sisters at Luenhagen inform us that they are getting great reports on "The Work Song" by the Tijuana Brass on A&M.

HERE AND THERE . . . We hear from C. A. Robinson & Co. that Charlie Robinson, Al Bettelman and Hank Tronick are trying desperately to work out a vacation schedule for all the personnel. Hank says that if things keep going the way they have been, it will be Christmas before anyone can take a vacation. He also adds that they are enjoying brisk sales on the Midway "Premier" shuffle ally, "TV Baseball" game and the animated "Hula-Hula" two player pin ball game. He reports that the Valley magnetic pool tables are still very big sellers. . . . Op visiting our town are: Harold Sharkey-Huntington Park, Bill Vessel-Elmore, Larry Spraw-Fontana, Ed Elmore-Buena Park, C. B. Ellison-Lancaster, Fred Williams-Long Beach, Glen Wolcott-La Crecenta, Fred Meyers—Long Beach.



UPPER MID-WEST MUSINGS

The Vending and Music Association of South Dakota held their quarterly meeting at the Plateau Motel, Watertown, S.D. Sunday and Monday, June 12-13. Operators and wives attending the meeting were Mr. & Mrs. Dean Schroeder, Aberdeen, Mr. & Mrs. Ralph Harvey and Mr. & Mrs. Earl Porter, Mitchell, Mr. & Mrs. Tony Ratchford and Ronnie Manolis, Huron, Mr. & Mrs. John Trucano, Deadwood, Mac Hasvold, Sioux Falls, Mr. & Mrs. Darlow Maxwell, Pierre, and Mr. & Mrs. Arnold Brevik and Mr. & Mrs. Elmer Cummings who hosted the meeting and dinners Sunday and Monday evening. . . . Distributors reps at the meeting were Sol Rose, Lieberman Music Co., Mpls, Glen Charney, Viking Vending Co. Mpls, Bill Williams, Acme Music Co. Mpls. Dick Brown, Brown Bros. Mpls. Irv. Gorsen, Dart Rec. Eddie Zorinsky, H. & Z. Vending, Omaha, Kenny and John Glen, K & C Dist., St Paul, Hans Seebeck, Patterson International, Cincinnati, Glen Bremmer, Wico, Chicago, George Watson, Vendo, St. Paul. . . . Next meeting to be held in Sioux Falls. Date not known at the present time.

Happy Birthday This Week To:

Gilbert M. Wilkins, Galena, Kansas . . . Benito Murillo, Oakland, California . . . John D. Fuller, Albany, N. Y. . . . H. J. Whitfield, Hopkinsville, Kentucky . . . Clarence B. Court, Galion, Ohio . . . Cecil A. Bottger, Keokuk, Iowa . . . R. V. Green, Fort Frances, Ont., Canada . . . Frank J. Cash, Pueblo, Colorado . . . W. G. Cowen, Quincy, Mass. . . . Ralph Thole, St. Louis, Missouri . . . Howard Johnston, Montgomery, Alabama . . . Edward R. Wurgler, Buffalo, N.Y. . . . Louis Casola, Rockford, Ill. . . . Seymour Pollak, No. Tarrytown, N.Y. . . . Thos. B. Swab, Lone Pine, California . . . L. Schuster, San Angelo, Texas . . . Jessie M. Hogan, Lafayette, Indiana . . . Nathan Bensky, Peekskill, N.Y. . . . Lee Walker, Los Angeles, Calif. . . . Harold E. Staples, Jr., Tulsa, Oklahoma . . . Clayton C. Nemeroff, Chicago, Ill. . . . Hal Zimmerman, Oceanside, N.Y. . . . John Van Wyek, Nyack, N.Y. . . .



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NAMA'S Walter Reed Speaks on Campus Vending to Conference

CHICAGO—Speaking before the National Association of College and University Food Services Conference, NAMA publicity director Walter W. Reed said:

"It may sound unbelievable, but between now and three o'clock the American public will drop more than 3 million coins into merchandise vending machines. Or, if you like, more than 10,000 nickels, dimes and quarters every 10 seconds around the clock.

"For the people in the automatic vending business the word 'Change' has two special meanings. 'Change' is of course the lifeblood of our business, since it takes 'change', or coins, to activate our dispensers.

"But 'change' also has a different meaning in the vending industry. Change has been the watchword of our growth ever since World War II. To us in the vending business, the last 20 years have brought changes in equipment, changes in the markets we serve, changes in the services we offer, and change in the opportunities for growing further.

"Twenty years ago, in 1946, the American consumer bought 600 million dollars' worth of goods from merchandise vending machines.

"This year, vending machines will dispense 4 billion dollars' worth of food and merchandise. That's almost seven times the volume of 20 years ago. For some years now, our sales have grown by almost 10 per cent every year.

"1946 is a good basis for comparison, because something important to food vending happened that year. It was in 1946 that the first prototype of today's coffee vending machines

was invented. What you know today as automatic food service really had its beginning in 1946 when two sergeants built a homemade coffee machine in an Army Air Corps hangar.

"It may seem incidental, but the coffee machine is directly responsible for all the developments in vended foods during the past 15 years.

"Coffee vending was of particular interest to personnel directors in factories and office installations. They had been looking for efficient answers to the problem of time lost in coffee breaks. Vending machines provided flexibility and speed, and—after some early trials and tribulations—a satisfactory product.

"If vending could help to solve problems in factories and offices, it was only natural that schools and other institutions would take a closer look too.

"Because your requirements are specialized, the adoption of vending on the campus, however, proceeded more slowly. Statistics are hard to find. Everybody's been so busy counting students, that nobody really kept track of vending machines on the campus. Seven years ago one of your own business publications did make a national survey. For 1957, College and University Business Magazine estimated that about 30,000 vending machines were located on your campuses, and that in 1957 they sold 6 million dollars worth of commodities.

"The growth of vending in colleges and universities is astounding. From 6 million dollars to 340 million would be a 55-fold increase in eight years. Or, to borrow from that well-known TV series, 'Get Smart', would you believe 30-fold? Or 20-fold?"

Former Track Star Has Golf Ball Vendor

READING, PA.—Gene Venzke, former world record holder in the mile run, has developed a golf ball vending machine named "Venzke Vendor" which vends buckets of balls for pitch, putt and drive.

"Having been in the driving range business for more than twenty years, since I retired in 1943, I've noted a real need for a self-service golf ball vending machine in turf practice

areas or tees, somewhat distant from the range service building or golf pro shop. The mechanical construction of this vendor is very simple, in that it has few moving parts. That makes it almost trouble-free. It'll operate anywhere out of doors—you don't need any water or electrical connections. A screw driver and a few minutes time make it possible to adjust the mechanism to dispense up to twenty-four balls for a quarter, and the machine has a capacity of five thousand balls."

The vendor has two sets of locks, weighs 265 pounds and stands 43" high, 31" wide, 51" long and uses 14 gauge steel. It has an automotive paint finish and a two year parts guarantee.

New Rock-Ola Phono Makes Sweet Music For Ruffler

LONDON — Ruffler & Walker report that the sales of Rock-Ola have mounted considerably. At the end of June, R.&W. importers, and sole distributors for Rock-Ola in the United Kingdom, have introduced the 433 Imperial — 160 selection and is the successor to the Grand Prix II and has a number of elaborate improvements, as far as appearance is concerned.

R.&W. has also enjoyed tremendous success with the Gottlieb Flipper Pin Tables which are reported to be selling more and more every year.

Another highly successful machine is the Games 'King Tap' 6d. and Disc Playing machine built to comply with the new Betting and Gaming Act. This machine has already earned itself a dual reputation both for reliability and as a big money taker.

Two Sega machines selling well are the Continental Grand Prix — a 6d. two-pull machine with cash pay-outs of 1/Od. and 5/Od. in Gold Awards. The second machine is the Sega Continental Mark 10 which is also a 6d. and Disc Playing machine with pay-outs 2-10 in discs and gold awards. All these machines have the progressive Jack-pot feature.

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Young Men in the Trade: Stories From Wurlitzer's File

PENSACOLA—"My dad's history is too long to put down here", said Albert Blalock. "Dad," is Fletcher A. Blalock, a Wurlitzer phonograph distributor since Wurlitzer made its first juke.

The beginning of the story goes back thirty-nine years when Fletcher started with very little capital. Eventually he became one of the largest



ALBERT BLALOCK

operators in the South. He progressed to a distributorship, all the while training someone to accept pass on management. "So many businessmen forget that the day will come when they want to take it a little easy . . . and still retain an interest in the business they worked so hard to build. Too many discover that there is no one to take over for them . . . or at least no one to whom they are willing to entrust their life's work," said Blalock. He trained his sons and later his sons-in-law in the business.

The author of the quote at the beginning of this article is Fletcher's son, Albert, 24 years old. Starting his own route when he was 15 years old in New Orleans, he operated it until he went into the Army. After three years of service, he entered the family business, Blalock Music Company in Pensacola, Florida, along with his brother Fletcher E. Blalock and his brother-in-law Robert E. Potts. Albert later moved to Dothan, Alabama, where he bought and oper-



SAMMY CROCKETT

ated a route, sold it and went in with his father in F.A.B. Distributing Company, Inc., the Wurlitzer distributorship in Pensacola.

Today, Fletcher A. Blalock is still the guiding hand behind the both businesses. Fletcher E. is 35 and has sixteen years experience in the business. At age 19, he joined his father in F.A.B. Distributing Company in New Orleans as a mechanic trainee. He later became shop foreman and subsequently a salesman, then manager of the branch office in Atlanta. In 1959, he bought a route in Pensacola, Florida, built it up and added to it, then incorporated his holdings with his father's in the same area and Blalock Music Company was formed

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with Fletcher E. Blalock as manager.

Robert E. Potts is engaged in the route operation of the family business and a most active participant in its overall management. The most recent addition to Blalock Music Company's staff is another son-in-law of Fletcher A. Blalock. This young man is Sammy L. Crockett, who has been with the firm, engaged in the operation of the route, for about a year. Sammy is a native of Dothan, Alabama. But Fletcher A. Blalock, one of the deans of coin-operated music in the South, is still the astute coordinator and is reaping the benefits of his earlier decision to train the young men in the trade.

In 1956, another 15 year old started in the coin machine—Lon R. McKee, son of Marshall R. McKee of Northwest Sales Company of Oregon, Wurlitzer distributor. When he started, Lon began by cleaning phonographs and all types of games. He learned how to completely service them, graduated to managing a route, and is now Marshall's top salesman. This rounded knowledge did not come easy and Lon says there were a few cut fingers betwixt beginning and knowledge. But he had the encouragement of his father, a veteran of 32 years in the business. Marshall has said, "When I'm away, I have no worries about the business; Lon has learned

every facet of it and loves every minute of it."

"This business gave me a college education; it has educated my brother who received his M.D. this year from the University of Iowa and is providing a college education for another brother who just completed his freshman year at Grinnell College. To sum up my feelings, I would say that the coin machine business has an excellent future in store for any young man who is willing to put forth the necessary effort."

This quote is taken from a letter written by Warren Sandler, President of Sandler Vending Company of Minneapolis, Minnesota. He is 32 years old, an eight year veteran of the coin machine business. His father, Irving Sandler, is chairman of the board and treasurer of the renamed company formerly known as the Sandler Distributing Company.

"Irv" grew up in the business and has hundreds of friends among location owners and operators in North and South Dakota, Iowa, Western Wisconsin and Minnesota. Warren graduated from Grinnell College, where he was a 3-letter man, and entered the U.S. Army. He is presently a Reserve officer, vice-president of the Minneapolis chapter of the Reserve Officers Association, married and the father of four children.

At the 1965 M.O.A. Show, veterans of the trade were introduced to another young man who had chosen to make the coin machine business his profession. He is Russell Townsend, now vice-president of United, Inc., Wurlitzer distributor in Milwaukee, Wisconsin. Russ is Harry Jacobs, Jr.'s son-in-law. "He joined the distributorship to work and learn and the fact that after just eight months he was elevated to general manager and vice president is conclusive proof that he did both," said Jacobs.

Russ believes that "the many, many good things about the business are taken for granted by those whose livelihood it has been for years.



MOA Washington Staff Departs for the Capitol

CHICAGO—Music Operators of America's Legislative Committee members departed for Washington, D.C., Wednesday, June 22, to keep on top of activity relative to the proposal on copyright legislation, which is presently under consideration in the Congress of the United States.

Fred Granger, executive vice pres. and managing director of MOA, advised last week that the Legislative Committee will confer with members of the Sub-Committee of the House Judiciary Committee.

MOA Legislative Committee members include: Lou Casola, chairman; John A. Wallace, pres. of MOA; Nicholas E. Allen, legislative counsel; Fred Granger, George A. Miller, Jim Tolisano, Bill Cannon, Harry Snodgrass, Clint Pierce, Les Montooth, and Henry Leyser.

Rosen Issues New Film Catalogue for Audio- Visual Units; 750 Flicks

PHILADELPHIA—The first published film catalogue for the coin operated audio-visual field was issued this week by David Rosen, Inc. The catalogue, with a two color front cover, lists more than 750 film subjects "suitable for every type of coin operated movie-music machine on the market today," Rosen said. The cover identifies the book as the "Filmotheque-Discotheque Film Catalog." David Rosen, who heads the distributing firm bearing his name, said the "Filmotheque-Discotheque" name is intended to identify the concept of audio-visual machines.

Rosen is the exclusive United States distributor for the Cinejukebox, a "new" look created for the combination 2-in-1 movies and music machine he brought here from Milan, Italy.

The film catalogue lists the selection and the artist, type of music and a synopsis of each subject. Film subjects are chaptered according to their point of origin with separate sections for films produced in Italy, France, England, the Middle East and the United States.

Rosen said the film subjects are available for sale or rental to all operators and distributors of audio-visual units of all makes. "I have no desire to keep this vast film library for myself," he said. "They are available for anyone who needs them. This initial catalogue is intended to impress upon the industry that the filmotheque-discotheque concept has made great strides, that there is a wealth of material and enthusiasm for audio-visuals."

The catalogue is free for the asking, said Rosen, who requested that all inquiries be made in writing on company letterheads.

PROFILE ON FRED POLLAK OF ROWE

(Continued from P. 75)

say, "Here—sell this." We believe in merchandising and the programs we have planned will prove this very shortly. We have to give the distributor the tools to sell the machine and the operator the tools to make money from it.

Q. Specifically?

A. Well, I don't want to say anything now, but we already have four ideas and every one of them is great.

Q. How do you start a promotion program; do you just get a pot of coffee and a pack of cigarettes and sit down with the men, or what?

A. No, I believe in planning. That's my forte. Start from a plan and then apply it. You have to have creative people; without creativity an idea is no good. For instance, we started a program of having a professional sales meeting. Not just a bunch of executives getting up and making speeches and boring everybody to death. We hire a professional industrial entertainment organization; we work out an industrial show



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—the last sales meeting was held in the Lambs Club in New York and the show was so good that we had offers to put it on Broadway—take three of the songs and change the words a little bit. We also have a distributor advisory council, the big—no, I won't say big—the key distributors in each area; we test our promotion ideas on them and on the public.

Q. Who do you mean by "public"? John Q.?

A. We'll pick an operator who'll work with us and try out our ideas at locations to see how the customers react to them. After all, we're trying not only to create sales for the unit but to see more dimes, quarters and half-dollars go into the machines. Our theory is—and I'm paraphrasing somebody here—our sale doesn't stop at the distributor. Our whole theme, our thinking is to produce the revenue that will keep

an operator happy and keep Rowe on locations. We want to make people very proud of what we do, and I think we're doing it. This industry has had a shot of new blood and more people are beginning to think it's a good industry to come into. I've been invited to appear at New York University and discuss the business to students. That's a sign of progress.

Q. What has been your most successful machine so far?

A. The last one we've had on the market. I always say that and that's the way we do business. We don't just "come out" with a machine. We plan twelve to fifteen months ahead of time. Our most successful machine is going to be the one we bring out next.

Q. You came up with the idea of wall-box locations. What's the progress on that? Do you have any word from operators or distributors?

A. Well, it's not going to be an overnight deal; it's a long pull; going to take some time. Most of the progress has been on a local level. But it's going to happen. The operator has to present it as a business proposition; that it's going to make money for a restaurant. Like water dripping on ice; takes a while, but it gets through. Nobody's going to turn down money. The people you have to catch are the chains like Hilton. I don't say it'll happen today but I guarantee you it'll happen. Maybe a different cabinet, but it'll be there. So will Rowe.

Q. So you're satisfied with the progress of Rowe?

A. I won't be satisfied until we have fifty per cent of the market. It's a very exciting experience, being with Rowe. It's going to become the most important name in the industry.

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FOR SALE: SEGA SKILL DIGA-QUANTITY discounts on latest Amusement, Coin operated Novelty Merchandising. With consider trades, Holly Crane, Rotary Mdsers, etc. State Condition, Make, Model-1st letter. SERVICE GAMES NEVADA INC. 719 N. Main St. LAS VEGAS, NEV. — 382-5001 CABLE SERVGAME

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FOR SALE—DOWNEY-JOHNSON COIN Counter with 1-5-10-25-50 cent coin tubes. . . Slick Chick Tropic Isle . . . Want—Seeburg 201 DH phone NOBRO NOVELTY CO., 142 DORE STREET, SAN FRANCISCO, CALIF.. PH 415 621-5438

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).

WE HAVE A LARGE SELECTION OF USED pingames, bowlers, arcade equipment, vending and phonographs. Direct overseas shipment from Port of Detroit. MARTIN AND SNYDER COMPANY, 13200 W. WARREN DEARBORN., MICHIGAN 48126 PHONE: LU 2-2300.

RECORD RIOT. 45S. BRAND NEW RECORDS. Some late hits. \$6.80 per 100, \$65.00 per 1000. 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.

FOR SALE—WE CARRY A COMPLETE LINE of coin counters, (new or used) coin sorters coin changers, coin wrappers, parts and supplies. Globe Distributing Co., Inc., 233C N. Western Ave., Chicago 47, Ill. AR 6-0780.

FOR SALE: BASEBALLS: 1 FOUR BAGGER \$75.00, Four King of Swats \$65.00, 1 Pinch Hitter \$150.00, Two Bally Heavy Hitters \$100.00. Guns and pin balls available. Write D & P MUSIC, 27 EAST PHILADELPHIA STREET, YORK, PA.

NEW—WHOLESALE PRICES TO OPERATORS purchasing new coin operated "Kindertainer" amusement rides for leasing or resale. United Tool & Engineering Co. mfr., 705 C Transportation Bldg., Cincinnati, Ohio 45202. Tel. 513-621-9721.

ALL CHROME WALL BOXES. ACTION CLOSE-out. Immediate Delivery. Seeburg—3W1 100 selection, each—\$15.00. 3VVA 200 selection, each—\$35.00. We buy, sell or exchange any make or model of Late Phonographs and Wall Boxes. Inquiries invited. LOWEST PRICES. SEACOAST DISTRIBUTORS, 1200 NORTH AVE., ELIZABETH, NEW JERSEY, PHONE BI-8-3524.

SOUTHLAND ENGINEERING'S NEW IMPROVED model "Time Trials" in original cartons \$495. IMPERIAL COIN MACHINE EXCHANGE INC.—498 ANDERSON AVENUE, CLIFFSIDE PARK, N.J.

BALLY ALL THE WAY, \$195; AUTO-PHOTO Studio, Model #9, reconditioned, \$695; Cigarette machines Natl. 9M, \$50; 9 ML, \$65; 11 ML, \$115; Rowe 20-700, \$175; Rowe Tropicana Phonograph, like new, \$725. JACK GORELICK — ADVANCE DISTRIBUTING COMPANY, 4710 Delmar Blvd., St. Louis, Missouri, 63108.

WILLIAMS DOUBLE PLAY BASEBALL — Excellent condition with new playfields \$325.00; Seeburg 3W1 wall boxes, good chrome covers \$15.00; D-3WA wall boxes \$25.00; Rockola 1555 wall boxes \$10.00; 1546 \$15.00; 1558 \$30.00. OPERATORS SALES, INC., 4122 WASHINGTON AVENUE, NEW ORLEANS, LOUISIANA. 822-2370.

FOOSBALL MATCH GAMES, USED. ALSO NEW Football Match (American made) games. The new Money Maker coin operated tavern game. NATIONAL EQUIPMENT CO., P.O. BOX 12353, CINCINNATI, OHIO 45212.

HI-SPEED, SUPER FAST SHUFFLE BOARD WAX. 24 one-pound cans per case. \$8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE: JENNINGS AND MILLS FRUIT machines slot machines for export. Also complete stock of fruit machine parts. Call or write Nevada Fruit (Slot) Machine Co., P.O. Box 5734, Reno, Nevada.

MAKE US AN OFFER FOR ONE OR MORE OF these pinballs, all in good condition. Kismet, Valiant, King Pin, Four Roses, Big Deal, Beat The Clock, Bo Bo, Darts, Melody Lane. Also two Williams Official Baseballs. Write HEATH SALES COMPANY, INC., 655 Second Street, Macon, Georgia.

AMI HIDEAWAY, STEEL CASE WITH SIX wall boxes, \$99.50; One Cent Counter Game Birks Zieper Skill, new. \$49.50. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16TH AVE., PORTLAND, OREGON 97205.

GOTTLIEB: DODGE CITY \$450, SLICK CHICK \$140, Masquerade (write), Gauchy \$250, Sweetheart \$195. Williams; Teacher's Pet \$300, Whoopie \$350, Mini Golf \$190, Big Chief \$480. Bally: Fun Cruise \$425, Big Day \$315, Sky Divers \$190, Magic Circle \$210. Chicago Coin: Pop-Up \$250, Super-Sonic, bowler 16', \$685. Midway: Mystery Score \$255, All-Tech: Musical Ferris Wheel \$250. Southland: Speedway \$200. Also large stock of bios. NEW ORLEANS NOVELTY COMPANY, 1055 DRYADES STREET, NEW ORLEANS, LOUISIANA, 529-7321. Cable: NONOVCO.

WURL. 2610 PHONO \$450.00; UNITED UPD-100 & 1 Wallbox \$299.50; Glasco Drink Vendor, 2-sel., Pre-Mix Model G-800 M2, \$150.00; 6-Col. Cigar with stand \$35.00. JULES OLSHEIN AT GRECO BROS. AMUSEMENT CO., 1288 B'WAY, ALBANY, N.Y. Phone: HO 5-0228.

COMPLETELY RECONDITIONED: BARGAINS: Bally Official Jumbo Shuffle 8 1/2", \$75; Strike Bowler 14' \$75; Lucky & Trophy Alley 14' \$95; Wurlitzer 2410S \$295; 2204 \$195; AMI Continental 2 (100) \$295; J120E \$245. MICKEY ANDERSON AMUSEMENT COMPANY, 314 EAST 11TH STREET, ERIE, PENNSYLVANIA. Phone: 452-3207.

FOR SALE: TEN 22-COLUMN NATIONAL Cigarette Vendors. Clean and complete, \$265.00 ea. Write, Wire or call. First Come, First served. Money Order deposit required. R. F. JONES CO., 375 SOUTH 2ND WEST, SALT LAKE CITY, UTAH. (AREA 801). 359-2029.

CLEARANCE SALE ON SEEBURG B & C HIDE-away, G-100, W-100, V-200 & KD-200. Also Wurlitzer 1700, 1800 & 1900. Seeburg 3W1-100, 3WA-200 Wallboxes. Make us an offer. BIRD MUSIC DISTRIBUTORS, INC., 124-126 Poyntz, Manhattan, Kansas. Phone: PR 8-5229.

MISC.

"COMEDY SPECTACULAR". DEEJAY'S GIANI comedy handbook. One-liners, breaks, etc.: \$2.00. 4,000 classified one-liners: \$4.00. Six month trial subscription to the "Hollywood Gag Letter", deejays monthly printed comedy service: \$3.00. Comedy catalog free. EDWARD ORRIN, 8034 Gentry, No. Hollywood, Calif. 91605

30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. 38 books; over 450,000 copies sold. Used by 1,000 disc jockeys! Orben's Current Comedy, our monthly topical gag service features deejay material each issue. Free catalog Write: ORBEN DEE-JAY LAUGHS, 3536 DANIEL CRESCENT, BALDWIN HARBOR, N.Y. 11510.

Slot Car Raceways Seen To Boom; New Models From All-Tech

HIALEAH—Two new devices for the coin-operated amusement industry have been developed and manufactured by All-Tech Industries, Inc., here.

The first, called Timer Table, is a pool table that permits the patron to play any game with a 2½" cue ball including Odd Ball, Rotation, 9-ball, Pill Pool, Straight Pool, etc.



JUSTIN GOLDSMITH

Players insert from one to six quarters for ten to sixty minutes of play during which time all balls are returned from pockets. After time has expired, mechanism retains balls so customers may finish game in progress, then must pay again for more time. More expert players realize they may have time to finish a game and start on another in the 10 minute interval; dawdlers are not so rewarded. In the effort to "beat the clock," most players just barely miss the opportunity to start a new game.

The Batty Car is a modernistic auto racer that is the newest design in All-Tech's line of thirteen coin-operated kiddie rides. Joggling junior speedsters smoothly upward and forward in a rocking ride, the Batty Car is a safe, deep-seated vehicle of streamlined fiberglass. Its flashy midnight blue exterior and slant-eye headlights give Batty Car the kind of appearance that fascinates children who see it at shoe stores, in toy departments and supermarkets, at carnivals, drive-ins, kiddie lands, and shopping centers.

All-Tech Industries has long been a leading manufacturer of these kiddie rides and of pool tables, both coin and non-coin, for professional and home play, with worldwide distribution. Less known, perhaps is All-Tech's role in the development of racing track for hobbyists who assemble their own miniature autos with tiny electric motors and race them on commercial tracks.

Also called slot car racing, the hobby began in England with an engineer who set up a two-slot course for his son as a birthday present, making thimble-size cars and switches similar to those on model railroads. The primary enticement for children and adults is that these tiny cars pick up a great rate of speed and are capable of spectacular, if harmless, accidents. Soon all of England was familiar with the tiny race tracks and a picture appeared one Christmas of Prince Philip observing his two youngest engrossed in a slot track on the floor of Buckingham Palace.

All-Tech manufactures 3 giant 8-slot tracks for hobby centers and race meet use, as well as two-coin-operated tracks of 2-slot and 4-slot size measuring less than 16 ft. in length.

All may be equipped with All-Tech Lap Counters, an accessory which heightens game interest and is essential for competitive race meets in which entry fees are charged and trophies given. Since the model car racing centers are a new idea in family entertainment, those who invest in and establish the centers generally need the advice of those already highly experienced in the amusement industry. All-Tech pitches right in by



SORRY —

but we underestimated the demand for

HULA-HULA—

WE'RE ALL SOLD OUT!

However . . .

we suggest you wait for the

SENSATIONAL 1-PLAYER

KICKER

COMING SOON!



CHICAGO COIN MACHINE DIV.

CHICAGO DYNAMIC INDUSTRIES, INC.

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

CHICAGO COIN

creators of

Dependable Games

**1, 2, and 4-PLAYER PIN GAMES
BOWLERS—BALL and PUCK
RIFLE GALLERIES
NOVELTY GAMES**

CORVETTE

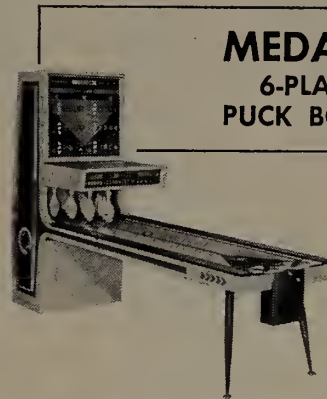
**6-PLAYER AUTOMATIC
BOWLING LANE**

Available in various lengths



MEDALIST

**6-PLAYER
PUCK BOWLER**



These and other Chicago Coin
Proven Profit Makers
Now at Your Distributor

providing a free 26-page booklet which explains the new amusement and its potential profit as well as the pitfalls therein to prospective investors—and—if these investors do decide to open a center, All-Tech provides three volumes of information on "Planning Your Business," "Operating your Business," and "Conducting Race Meets."

This "helping hand" has paid off for raceway owners who possessed sufficient business savvy and applied an equal amount of elbow grease. All-Tech's records show that after one year of operation, net profit, to operators of three-track raceway centers with as little as 10% average use of lanes on an 80-hour per week operating schedule, has been averaged at \$15,529. Identical raceway centers with 75% average use of lanes have netted \$191,700 profit, and, with up to 100% usage, a phenomenal \$259,763 net profit! These raceways are one of America's fastest growing indoor sports and one of

the most popular investment opportunities.

All-Tech Industries, Inc., was established as a public company in 1953 by Justin J. Goldsmith and Dave Braun who have presently been in the field for 35 years. Jack Mitnick, the "old pro" of amusement business, is sales head of this rapidly growing company. At its 100,000 sq. foot plant in Hialeah, Florida, are 164 persons producing the finest quality equipment which has enabled All-Tech to become the world's largest manufacturer of coin-operated kiddie rides, and one of the world's largest manufacturers of billiard and pool tables (coin-operated, non-coin, professional, and home), and of model car raceways and lap counters, both coin and non-coin operated.

The All-Tech facilities encompass shops for plastic and fiberglass molding, metal working, machine work, woodworking, cabinet making, electrical manufacture and assembly.

**\$\$\$ SAVE MORE \$\$\$
FROM DYNABALL**

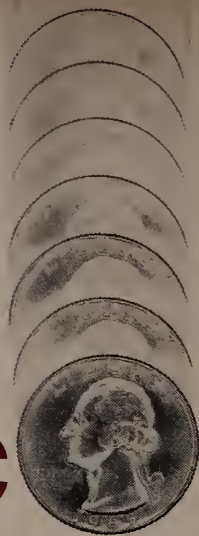
Thanks to you—we are the fastest growing parts supplier on all coin machine and billiard supplies in America. This is due to the fact that we work harder to give you quality merchandise at the lowest quantity price with the fastest available service.

Send for complete catalogs of coin machine and billiard supplies today.

Sincerely yours,
"Dusty" Hohbein

DYNABALL COMPANY
8040 RIDGEWAY AVE.,
SKOKIE, ILL.
677-0773 549-5100

COLLECTOR'S



STANDARD SELECTIONS 1 PLAY DIME OR 2 NICKELS 3 PLAYS QUARTER

SPECIAL SELECTIONS 1 PLAY QUARTER

Rowe AMI

	SC	RHYTHM & BLUES	LA
	- HIT	KEEP ON DANCING THE GENTRYS	6 7
	- HIT	MAKE UP YOUR MIND	MB
	- HIT	I HEAR A SYMPHONY THE SUPREMES	NC
	- HIT	WHO COULD EVER DOUBT MY LOVE	6 7
	- HIT	TREAT HER RIGHT ROY HEAD	PD
	- HIT	SO LONG, MY LOVE	6 7
	- HIT	HANG ON SLOOPY RAMSEY LEWIS	QE
	- HIT	MOVIN' EASY	6 7
	- HIT	RESCUE ME FONTELLA BASS	RF
- HIT	SOUL OF THE MAN	6 7	
		LET'S HANG ON FOUR SEASONS	VE
		ON BROADWAY NIGHT	VE
		SOME ENCHANTED EVENING JAY & THE AMERICANS	VE
		GIRL	VE
		1-2-3 LEN BARRY	VE
		BULLSEYE	OVE
		TREAT HER RIGHT ROY HEAD	OVE
		SO LONG, MY LOVE	OVE
		A LOVER'S CONCERTO THE TOYS	OVE
		THIS NIGHT	OVE

THE WALL-ETTE

HIGH

MED

LOW

service

A B C D E F G H J K

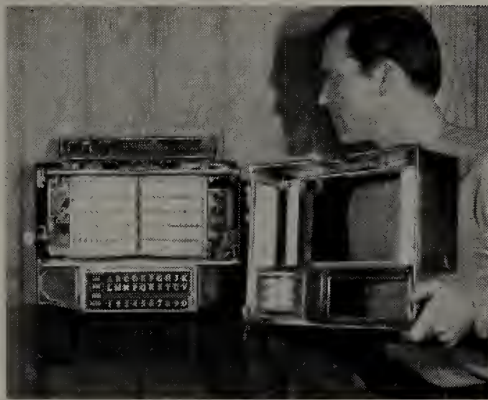
L M N P Q R S T U V

1 2 3 4 5 6 7 8 9 0

ITEM

Easier installation and faster service make the new Rowe AMI Wall-Ette a collector's dream. Its high-speed service-on-the-spot means greater profits for you. Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor.

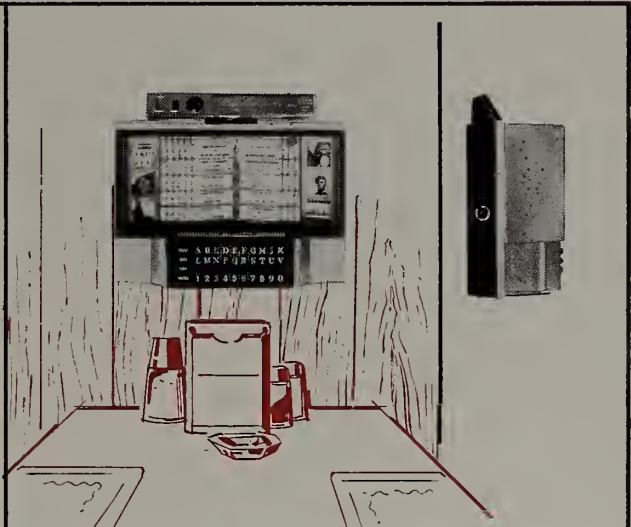
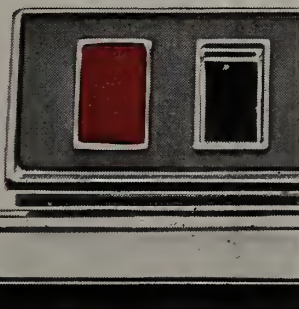
On the other side of the coin . . . the new Wall-Ette's sleek, compact design, "soft-touch" selector buttons and personalized stereo sound will captivate your customers. Results: more play, bigger collections!



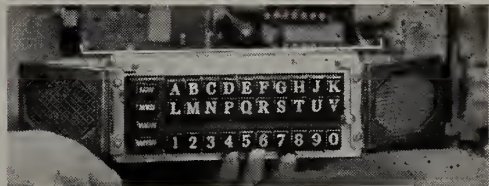
Many exclusive features make service a breeze. When used on counter, the Wall-Ette can be serviced from back without disturbing customers.



Winking waitress call-to-service light she can't ignore.



Most compact of all wallboxes. Smallest in depth and height. With handy above-table mounting, salt, pepper, sugar can be stored underneath.



30° Stereo Round* Sound offers the finest play-promoting remote stereo reproduction available.

Rowe[®]

MANUFACTURING

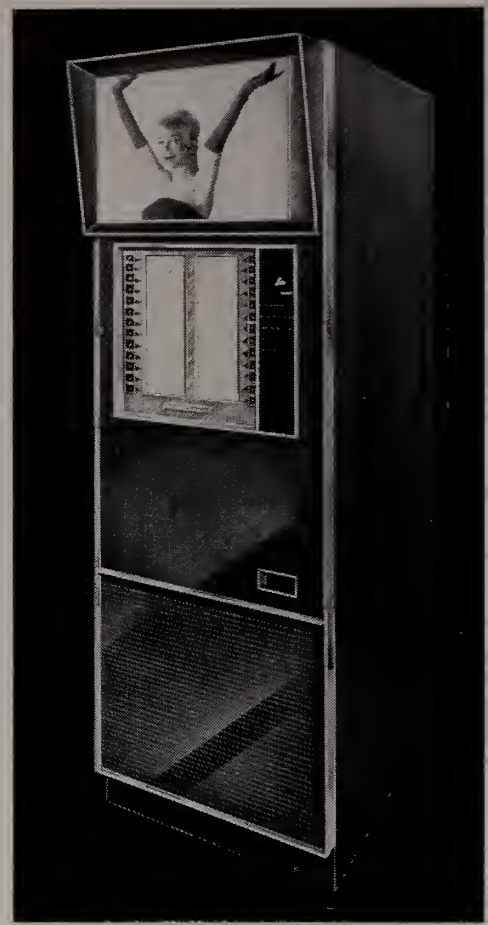
Troy Hills Road, Whippany, New Jersey

*U. S. Patent No. 3,153,120



Color-Sonics adds a new dimension to the sound of music. Called money.

The video jukebox is proving the most provocative new idea in audio-visual entertainment throughout the world and among the knowing In go-ers in America. Now Color-Sonics makes it the most profitable for you.



Here's why!

**Color-Sonics Gives You—
and your Audience—
The Performers Americans Want...
the Performance Americans Demand!**

Here at last is the first machine of its kind created and manufactured in America to highest American performance standards—starring exclusively the greatest names in American Show Business in continuous productions.

**Here Is the Machine That Lets
You Drop in a Film Cartridge
as Easily as a Record**

Here is a trouble-free, low-cost 26-selection machine that goes through any standard door. And the first priced low enough to assure profitable return on good replacements—*almost half the price of more complicated, bulky machines.*

Naturally, it incorporates every proven device for maximum performance—including fast pick up and play of the proven Fairchild projector.

The Color-Sonics exclusive automatic continuous loop cartridge requires no re-wind, plus automatic reject in case of break-

age—with no expensive downtime. Solid state amplifier, and off the shelf components for trouble free servicing.

**Color-Sonics Brings You America's
Top Performers**

Stars who literally need no introduction—entertainers Americans know—love—and want to see—again and again! They'll want them over and over—singing and swinging in hi-fidelity color and sound—dancing and romancing on a giant-sized screen.

Color-Sonics starts you off with a full barrage of 26 film cartridges produced at Paramount Studios in Hollywood—a full theatre of entertainment with the same kind of stars who made the jukebox yesterday's favorite American entertainment—ready to rack up coins from today's TV-trained generation!

Put Color-Sonics Where the Action Is

And get the lion's share of the action! Put it in cocktail lounges, theatres, hotels. Bars and grills, terminals, coffee shops. Discotheques, key clubs, arcades. Wherever spirited people gather to wait for the next plane or show—or spend hour after hour enjoying themselves.

Just Who Is Color-Sonics?

The manufacturing arm is The National Company*, for more than half a century, leader in the development of wide dynamic range equipment and fully synthesized receivers for precise frequencies...for many years an important supplier of such precision equipment to the Armed Forces.

The film production arm is Official Films*, producers and syndicators of many of TV's top specials and award-winning series—whose Hollywood-based facilities, including name directors, choreographers and cameramen, assure you that every Color-Sonics performance represents finest film production values.

Get into the picture...and let Color-Sonics make music for you. For full information, call or write today! Several distributor territories available.

COLOR-SONICS INC.

**122 East 42nd Street, New York, N.Y.
Telephone 212 986-7660**



*The National Company, traded American Stock Exchange.
*Official Films, traded over the counter.

Cash Box

July 9, 1966
Part 1 of 2 Parts



Epic Records' star Bobby Vinton helps introduce the new pride of the Rock-Ola Manufacturing Corp., the GP/Imperial Model 433 phono, a stereo-mono unit with 160 selections in both 45 and 33 1/3 speeds. The company is going all-out to promote its new entry. The unit in the photo displays four different Vinton cover sleeves. This week, Epic will release his new single, "Petticoat White." Bobby's current LP is called "Country Boy."

INTERNATIONAL SECTION BEGINS PAGE 58



WE'RE HAVING A HIT WAVE.

And these singles are sizzling on the charts!

“Red Rubber Ball” 4-43589 *The Cyrkle*

“I Am a Rock” 4-43617 *Simon and Garfunkel*

“Somewhere, My Love” 4-43626 *Ray Conniff*

“Hungry” 4-43678 *Paul Revere and The Raiders*

“Everybody Loves a Nut” 4-43673 *Johnny Cash*

“I Love Onions” 4-43595 *Susan Christie*

“I Want You” 4-43683 *Bob Dylan*

Where the chart fever is. On COLUMBIA RECORDS 