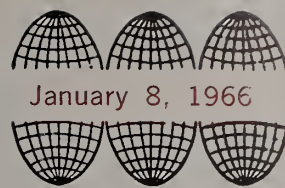


# Cash Box



January 8, 1966



It's been less than five years since a young Ohio Miss named Wilson first joined the Capitol label roster and next week (10), Capitol will kick-off Nancy's New Year with her 14th LP, "From Broadway With Love." Her last 10 have sold a total of more than 2.5 million LPs to date. This Friday (7), the young vocalist who has become one of the biggest recording, nightclub and television stars in the country, will be giving both the album and her new single ("No One Else But You") a special boost when she guests with Sammy Davis on the premiere of his NBC-TV Show. Nancy will then follow the Davis show with appearances on a number of other network TV shows including Andy Williams and Red Skelton.

INTERNATIONAL SECTION BEGINS PAGE 37



Aznavour-Barclay-Brel

Have you heard the story about  
eight surefire 1965 Columbia singles?  
(To be continued in 1966.)

**1** "Snow Bells"  
4-43472  
WINIFRED ATWELL

**5** "Tippy Toeing"  
4-43463  
THE HARDEN TRIO

**2** "Names in a Heart"  
4-43460  
FRANK D'RONE

**6** "Love Train"  
4-43445  
MOE, ADRIAN AND  
THE SCULPTORS

**3** "It's a Day"  
4-43450  
THE DRUIDS

**7** "Hey! Puppet Man"  
4-43451  
BOB MORRISON

**4** "She Waits for Him"  
4-43464  
THE DUPREES

**8** "Pity Me"  
4-43422  
SONNY OCEANS

On COLUMBIA RECORDS 



FOUNDED BY BILL GERSH

# Cash Box

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January 8, 1966

## Cash Box

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## The New Film Musical

Putting esthetics aside for the moment, the hard, but highly encouraging financial word is that of the four top film money-makers of 1965, three of them are musicals. Even the production that rounds out the quartet, "Goldfinger," has significance in the musical world, since its score, especially its main-title, has been a tremendous success on records.

The prominence of the aforementioned creations should not be the catalyst to helter-skelter films of this sort, the kind of productions they used to grind out, even under the guise of 'major' efforts, in the 40's, setting the monotonous pace for the almost total demise of the form in the 50's and early 60's.

Of the three out-and-out musicals, one is a Hollywood original. The latter, "Mary Poppins," is joined by "My Fair Lady" and "Sound Of Music," adapted from their Broadway counterparts, as the box-office giants of the year. "Sound Of Music" may well stand tall as the biggest financial success of any year, preliminary reports forecast.

While the bright productions named above play-up sentiment to the hilt, they benefit from a sophistication of various technical and artistic achievements, including musical scoring, photography and the presentation of songs with the realization of their cinema environs. In short, they are imbued with the kind of impeccable taste that is only the product of painstaking (if not loving) care.

The importance of musical films being leaders among Hollywood's output has obvious meaning to the record business: hit film musicals mean hit LP's of their scores. It is perhaps more meaningful to view the newly-regained stature of the Hollywood musical from the film capital itself.

Whether an original idea or an adaptation is tackled, Hollywood must realize that the public will longer tolerate a film with some songs (even good ones). There will have to be a total commitment to bring to the screen musicals with the artistry one should expect of the best of any non-musical effort. Needless to say, this procedure does not lend itself to mass musical production.

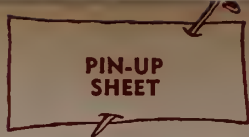
The first thought that might occur to movie moguls is get on the movie musical bandwagon, and turn out such productions as rapidly as possible. How wrong and harmful is such thinking to whatever promising future song-and-dance films might have!

It does lend itself, however, to great artistic and financial triumphs. In the long run, doesn't this put Hollywood way ahead of the game? Ditto for the lucky label with the soundtrack score.

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# Cash Box TOP 100



JANUARY 8, 1966

	1/1	12/25
1 WE CAN WORK IT OUT	1	3
2 SOUNDS OF SILENCE	4	6
3 I GOT YOU	2	2
4 EBB TIDE	5	8
5 OVER & OVER	3	1
6 AS TEARS GO BY	7	26
7 FIVE O'CLOCK WORLD	13	17
8 ENGLAND SWINGS	8	10
9 A MUST TO AVOID	11	28
10 SHE'S JUST MY STYLE	16	21
11 FLOWERS ON THE WALL	15	19
12 MAKE THE WORLD GO AWAY	12	16
13 THE MEN IN MY LITTLE GIRL'S LIFE	37	71
14 NO MATTER WHAT SHAPE (YOUR STOMACH'S IN)	17	24
15 LET'S HANG ON	14	5
16 A TASTE OF HONEY	6	4
17 DAY TRIPPER	19	22
18 YOU DIDN'T HAVE TO BE SO NICE	22	27
19 THE DUCK	24	31
20 TURN! TURN! TURN!	9	7
21 ONE HAS MY NAME	23	23
22 SPANISH EYES	31	35
23 IT'S MY LIFE	20	22
24 SATIN PILLOWS	30	36
25 A SWEET WOMAN LIKE YOU	26	33
26 THUNDERBALL	28	37
27 YOU'VE BEEN CHEATING	27	39
28 DON'T THINK TWICE	10	11
29 BARBARA ANN	49	76
30 JEALOUS HEART	29	32
31 ATTACK	40	56
32 JENNY TAKE A RIDE	45	58
33 JUST LIKE ME	46	50
34 A WELL RESPECTED MAN	38	49
35 LIES	42	52
36 I'VE GOT TO BE SOMEBODY	39	44

	1/1	12/25
37 HOLE IN THE WALL	36	30
38 SECOND HAND ROSE	47	54
39 FEVER	18	9
40 LOOK THROUGH ANY WINDOW	43	45
41 A YOUNG GIRL	44	48
42 LIKE A BABY	69	88
43 SUNDAY AND ME	21	20
44 I CAN NEVER GO HOME ANYMORE	25	12
45 ZORBA THE GREEK	57	86
46 IT WAS A VERY GOOD YEAR	58	68
47 I WILL	32	14
48 TIJUANA TAXI	73	100
49 TELL ME WHY	78	—
50 UP TIGHT	63	73
51 SPREAD IT ON THICK	62	83
52 UNDER YOUR SPELL AGAIN	54	65
53 CRYSTAL CHANDELIER	55	60
54 ARE YOU THERE (WITH ANOTHER GIRL)	60	67
55 GOING TO A GO GO	65	87
56 CRYING TIME	68	78
57 LOVE BUG	56	59
58 MY LOVE	72	89
59 THE LITTLE GIRL I ONCE KNEW	33	15
60 RECOVERY	71	—
61 PRINCESS IN RAGS	34	34
62 C. C. RIDER	67	72
63 IF YOU GOTTA MAKE A FOOL OF SOMEBODY	64	69
64 MICHAEL	70	81
65 JUST ONE MORE DAY	66	74
66 PUPPET ON A STRING	35	25
67 I HEAR A SYMPHONY	48	13
68 SEE SAW	53	53
69 SANDY	74	79
70 IT'S GOOD NEWS WEEK	75	80

	1/1	12/25
71 BROOMSTICK COWBOY	77	85
72 LIGHTNIN' STRIKES	92	99
73 APPLE OF MY EYE	52	51
74 DON'T MESS WITH BILL	86	—
75 WHERE THE SUN HAS NEVER SHONE	79	90
76 HARLEM NOCTURNE	59	61
77 I AIN'T GONNA EAT MY HEART OUT ANYMORE	80	93
78 CAN YOU PLEASE CRAWL OUT OF YOUR WINDOW	85	—
79 GET OUT OF MY LIFE, WOMAN	—	—
80 I'M TOO FAR GONE (TO TURN AROUND)	—	—
81 SNOW FLAKE	88	—
82 PLEASE DON'T FIGHT IT	84	91
83 FOLLOW YOUR HEART	91	95
84 IL SILENZIO	93	100
85 BECAUSE I LOVE YOU	—	—
86 LOVE MAKES ME DO FOOLISH THINGS	90	92
87 BLACK KNIGHT	94	—
88 I SEE THE LIGHT	—	—
89 CALL ME	—	—
90 YESTERDAY MAN	95	98
91 LITTLE BOYS IN GROWN UP CLOTHES	98	—
92 HURT	100	—
93 GOOD TIME MUSIC	99	—
94 STAY AWAY FROM MY BABY	97	—
95 CALIFORNIA DREAMIN'	100	—
96 BLUE RIVER	—	—
97 GOOD NIGHT MY LOVE	—	—
98 YOU DON'T KNOW, LIKE I KNOW	—	—
99 LOOK IN MY EYES	—	—
100 TIME	—	—

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

A Must To Avoid (Trousdale BMI)	9	England Swings (Tree BMI)	8	Jealous Heart (Acuff-Rose BMI)	30	Satin Pillows (Vintage BMI)	24
A Sweet Woman Like You (Tree BMI)	25	Fever (Lois BMI)	39	Jenny Takes A Ride (Venice, Saturday BMI)	32	Second Hand Rose (Fisher & Shapira, Bernstein ASCAP)	38
A Taste Of Honey (Songfest ASCAP)	16	Five O'Clock World (Screen Gems, Col. BMI)	7	Just Like Me (Daywin BMI)	33	See Saw (East-Catillon BMI)	68
A Well Respected Man (American Metropolitan of N. Y.)	34	Flowers On The Wall (Southwind BMI)	11	Like A Baby (Double Diamond & Champion)	42	She's Just My Style (Viva BMI)	10
A Young Girl (E. B. Marks BMI)	41	Follow Your Heart (Sanavan BMI)	83	Let's Hang On (Saturday, 4 Seasons BMI)	15	Snow Flake (Open Road, Rando BMI)	81
Apple Of My Eye (Don BMI)	73	Get Out Of My Life, Woman (Marsaint BMI)	79	Lies (4 Star Sales)	35	Sounds Of Silence (Electric BMI)	2
As Tears Go By (Essex ASCAP)	6	Good Night My Love (Quintet, Mama BMI)	97	Lightnin' Strikes (Rambad BMI)	72	Spanish Eyes (Roosevelt BMI)	22
Attack (Saturday BMI)	31	Good Time Music (Faithful, Virtue BMI)	93	Little Girl I Once Knew (Sea Of Tunes BMI)	59	Spread It On Thick (Tree BMI)	51
Barbara Ann (Shoe-String & Cousins BMI)	29	Going To A Go Go (Jobete BMI)	55	Little Boys In Grown Up Clothes (Saturday, Seasons Four BMI)	91	Stay Away From My Baby (Lois BMI)	94
Because I Love You (Chevis BMI)	85	Harlem Nocturne (Shapiro-Bernstein ASCAP)	76	Look In My Eyes (Atlantic BMI)	99	Stay Away From My Baby (Lois BMI)	94
Block Knight (Little M., Modern BMI)	87	Hole In The Wall (Workout BMI)	37	Look Through Any Window (Miller ASCAP)	40	Stay Away From My Baby (Lois BMI)	94
Blue River (Gladys ASCAP)	96	Hurt (Miller ASCAP)	92	Love Bug (Glad BMI)	57	Stay Away From My Baby (Lois BMI)	94
Broomstick Cowboy (Unart BMI)	71	I Ain't Gonna Eat My Heart Out Anymore (Webb IV BMI)	77	Love Makes Me Do Foolish Things (Jobete BMI)	86	Stay Away From My Baby (Lois BMI)	94
C. C. Rider (Su-Ma BMI)	62	I Can Never Go Home Anymore (Trio Tender BMI)	44	Make The World Go Away (Pamper BMI)	12	Stay Away From My Baby (Lois BMI)	94
California Dreamin' (Trousdale BMI)	95	I Got You (Lois-Try BMI)	3	Men In My Little Girl's Life (Jewel ASCAP)	13	Stay Away From My Baby (Lois BMI)	94
Call Me (Duchess BMI)	89	I Hear A Symphony (Jobete BMI)	67	Michael (Chevis BMI)	64	Stay Away From My Baby (Lois BMI)	94
Can You Please Crawl Out Of Your Window	78	I See The Light (Jetstar BMI)	88	My Love (Duchess BMI)	58	Stay Away From My Baby (Lois BMI)	94
Crying Time (Bluebook ASCAP)	56	I Will (Camarillo BMI)	47	No Matter What Shape (C/Hear BMI)	14	Stay Away From My Baby (Lois BMI)	94
Crystal Chandelier (Harbor SESAC)	53	If You Gotta Make A Fool Of Somebody (Good Songs BMI)	63	One Has My Name (Peer Int'l BMI)	21	Stay Away From My Baby (Lois BMI)	94
Day Tripper (Maclean BMI)	17	Il Silenzio (Embassy BMI)	84	Over And Over (Recordo BMI)	5	Stay Away From My Baby (Lois BMI)	94
Don't Mess With Bill (Jobete BMI)	74	I'm Too Far Gone (MPI BMI)	80	Please Don't Fight It (Four Star Sales BMI)	82	Stay Away From My Baby (Lois BMI)	94
Don't Think Twice (Witmark & Sans ASCAP)	28	It's Good News Week (Mainstay BMI)	70	Princess In Rags (Screen Gems, Col. BMI)	61	Stay Away From My Baby (Lois BMI)	94
Duck (Keymen, Mirawood BMI)	19	It's My Life (Screen Gems, Col. BMI)	23	Puppet On A String (Gladys ASCAP)	66	Stay Away From My Baby (Lois BMI)	94
Ebb Tide (Robbins ASCAP)	4	I've Got To Be Somebody (Lowery BMI)	36	Recovery (Chevis BMI)	60	Stay Away From My Baby (Lois BMI)	94
				Sandy (Buchhorn BMI)	69	Stay Away From My Baby (Lois BMI)	94

**Breakin' in the New Year!**



**ROY  
ORBISON**

**Breakin' Up  
is Breakin'  
My Heart**

**B/w Wait... K-13446**



## RCA Victor: 2nd Straight Year Of Record Sales

NEW YORK—RCA Victor Records has just completed the most successful year in its history, it was announced last week in a statement made by David Sarnoff, chairman of RCA, the label's parent corporation. Sarnoff especially cited the record division noting that "RCA Victor Records achieved a new all-time peak in sales for the second successive year." He noted that the label's advances could be attributed to its success with original Broadway cast and soundtrack albums. In addition, Sarnoff

predicted a highly profitable business in stereo tape cartridge music recordings for automobiles. Other factors contributing to RCA's banner year were the growth of color TV and firm's broadcasting activities (NBC). Sarnoff said that RCA would show earnings of \$1.70 per share in 1965 as compared with \$1.37 per share in the preceding year—a jump of 21%. The corporation's total sales increased by 11% this year as compared with 1964.

## MGM/Verve's \$2 Mil Billings In Dec. Is Monthly High

NEW YORK—MGM/Verve Records has broken its all time monthly sales figures with a two million dollar billing month during Dec., it was reported by Mort Nasatir, president of the firm. This is the biggest billing month in the 19 years of the label's history.

The company reports that support for the outstanding sales month came from such best selling artists as Connie Francis, Roy Orbison, Erroll Garner, Herman's Hermits, the Animals, the Lovin' Spoonful, the Gentrys, Sam the Sham and the Pharaohs, Johnny Tillotson, the Royalettes, Hank Williams, Jr., Hank Williams, Sr., Lou Christie, Stan Getz, Ella Fitzgerald, Count Basie, Jimmy Smith, Astrud Gilberto, Cal Tjader, Gary McFarland, Bill Evans, Willie Bobo, the Superiors, and Wilson Pickett.

The firm will reveal its new product and sales programs at a distributor convention held at the Beverly Hilton in Los Angeles on Jan. 3, 4, and 5.

## Elektra's 15th Anny: From Dormitory To Big Share Of Indie Dollar

NEW YORK — Elektra Records, which began operations in an empty room in a college dormitory, is celebrating its Fifteenth Anniversary. From this rather unusual beginning has grown one of the most consistently successful and interesting companies in the music business today.

Founder and president Jac Holzman oversees the operations of Elektra and its affiliates from a handsome string of offices perched high in New York's prestige Sperry Rand Building. A full engineering department with two fully equipped editing rooms, a spacious art department under the direction of William S. Harvey, bookkeeping, IBM facilities, promotion, sales and executive offices are combined into the one unit. Elektra maintains its own warehousing operation in Hicksville, Long Island. In addition, a wholly-owned English subsidiary (Elektra Records (U.K.) Ltd.) was recently opened in England under the guidance of Don Johnston and Joe Boyd.

### Initial Product

Elektra began its operations late in 1950, when Holzman decided to release an album of modern classical (Continued on page 30)

## Motown Seeks To Outclass Banner '65

DETROIT—With a banner year in all phases of operations under its belt, Motown Records is blue-printing plans to make further gains in 1966.

The key word at the label is "expansion," with a bevy of personnel appointments and promotions already set. In the label area, Barney Ales, Motown vp, stated that there will be a "concentrated" sales and promotion program to put two label affiliates, VIP and Soul, in the sales spotlight. In line with this, Gordon Prince has been named sales director of both R&B-oriented outlets; Eddie Biscow, formerly of Schwartz Bros. in Washington, D.C., has come in as midwest and eastern promo manager (based in Detroit) and Jack Gibson has been promoted to pop and R&B promo manager for the south and west coast (based in Cincinnati).

In key promotions, Phil Jones will now handle foreign as well as domestic marketing and research; Mel DaKroob, formerly LP director for

the Motown, Tamla and Gordy labels, is now responsible for singles and albums in the midwest and east; Al Klein is now responsible for singles and LP's for the west and south for the three labels. Jones and DaKroob are based in Detroit, while Klein works out of Dallas.

Looking back at the past year, Ales noted that the firm's New York office, under the direction of Harry Ascola, made its mark as a coordinator of nitery and TV appearances and in public relations of the label's artist roster. A similar office on the west coast is in the works.

Ales further noted that the firm had received a big response from new products, especially its tie-in with the Lear 8-track tape system for autos. Signing of such artists as Barbara McNair, Tony Martin, Billy Eckstein and the Isley Bros. plus the establishing of new artists such as Tammi Terrell, the Monitors, Frank Wilson and others, along with such old Motown favorites the Supremes, Marvin Gaye, the Miracles, etc. will contribute to a banner 1966, Ales said.

Pointing up 1965 as the best year in Motown's history were the tabulations published in Cash Box' year-end issue. Twelve Motown Records placed among the Top 100 Charts Hits of 1965. Three songs written by Holland-Dozier-Holland finished in the top ten, with "Back In My Arms Again" as recorded by The Supremes taking the Number One spot. Seven of the twelve Motown Recordings finished among the Top 40.

The Supremes captured the number 4 position in Cash Box' best albums of 1965 list with their "Where Did Our Love Go" LP.

Motown artists dominated the rhythm and blues categories, holding 14 out of the 50 winning positions. Five of the 14 songs finished in the Top Ten, with "I Can't Help Myself" by The Four Tops taking the Number One spot here.

Motown's Marvin Gaye finished in (Continued on page 31)

## Mid-Winter Program Starts At Decca

NEW YORK—The Decca, Coral and Brunswick labels have announced the beginning of a mid-winter restocking and release program, under the title of "On Target For '66." The program will encompass the entire LP catalog of the three labels as well as EP items and the Vocalion catalog, plus all 23 of the company's new releases. Details of the plan are available through all Decca branches and distributors.

Among the LPs being issued in January are Burl Ives' latest "Burl's Choice," "Come On And Hear" by the Dukes of Dixieland and Jan Garber's recent stand at the Desert Inn in an album titled "On Stage." In the jazz bag is the Quartette Tres Bien's "Sky High," while c&w artist Bill Anderson's personal appearance band, The Po' Boys make their label debut with a collection of standard melodies.

## 12 LP's From Epic Aim At Wide Range Of Tastes

NEW YORK—Epic along with Okeh Records has set an LP release for January which will encompass product in the pop, classical and international fields. The pop offerings are headed by the followup to Mike Douglas' single smash of "The Men In My Little Girl's Life" as well as a second LP by the artist titled "You Don't Have To Be Irish," a collection of standard Irish tunes. Bobby Vinton also goes the followup route with disk titled after his currently charted "Satin Pillows" deck. "The Village Stompers Play A Taste Of Honey," "A String Of Pearls" by Bobby Hackett and the Glen Miller Orchestra and "From The Wrists Down" by Buddy Greco make up the balance of the product in this area. The offering in the international series is "The Happy Sounds Of Ireland" by the Gallowglass Ceili Band.

The five classical products in the release include "Mozart/Piano Concertos" by Lili Kraus and the Vienna Festival Orchestra under the baton of Stephen Simon; "Piano Music Of Granados" by Alicia de Larrocha; Igo Kipinis playing "Italian Baroque Music For Harpsichord"; "Virtuoso!" with Charles Rosen at the piano and "Schubert/Quartet No. 13 in A Minor, Quartet No. 9 in G Minor" by the Juilliard String Quartet.

Okeh has a single LP offering in the Vibrations' followup to their "Misty" noisemaker.

Another debut outing for Decca is Mimi Hines' "Miss Hines Sings," a collection of popular Broadway tunes. Rounding out the new product is instrumentalist Bobby Gordon's latest titled "The Lamp Is Low," "Waikiki" by Ed Kenney, Tony Jambor and his Band doing "Old Time Dance Time," the late Jesse Crawford is featured with "Reveries," and an LP dubbed "Golden Barbershop Quartets" featuring a number of the groups in this bag.

In addition to the new releases the label is making available, in stereo, a musical anthology of six albums by Al Jolson.

In support of this full scale program, in-store and window displays are in the hands of Decca branches and an extensive promotion campaign is in the works.

## Acuff-Rose & Chappell Enter Std-Ed Agreement

NEW YORK—The Acuff-Rose catalog will be exploited in the standard-and-education field under an arrangement with Chappell & Co., the publishing firms jointly announced last week.

Leading to Acuff-Rose's first venture in the school and trade market, the deal will see the exploitation of the Nashville-based company in this area under the guidance of Chappell's standard-and-education dept. In order to embrace the areas of orchestras, choruses, dance bands, marching bands and instrumental folios, a full publication program has been planned and initial releases will cover these new areas. A number of top arrangers are said to be at work preparing the project.

The Acuff-Rose-Chappell tie-in is a five year deal, and does not include mechanicals or performing rights. Acuff-Rose will funnel material to Chappell through a new organization called Acuff-Rose International, a wholly-owned subsid of the firm.

### Expansion Moves

The arrangement described above is part of Acuff-Rose's general expansion plans, stimulated by the highest volume of business in its 23-year history in 1965 from its publishing, talent agency and label (Hickory) interests.

The deal was worked out by Wesley Rose, Bob McCluskey, assistant to Rose, Bud Brown, A-C vp, and Louis (Continued on page 30)

## Command's '65 Showing One Of Its Best

NEW YORK—With 1965 sales ringing out as one of the biggest years in its history, Command Records is on the threshold of another banner year in 1966, according to Loren Becker, the label's general manager. The biggest factor in the burgeoning sales, said Becker, is the increasing popularity of the firm's catalog artists and instrumentalists. Included in this roster are the Ray Charles Singers, whose albums continue to show sales strength, with all sets showing fast turnover. Guitarist Tony Mottola, whose latest album, "Love Songs Mexico S.A." is currently on the charts; trumpeter Doc Severinsen, all of whose albums are "substantial" sellers, spurred by his exposure on NBC-TV's "Tonight" show, and Dick Hyman, who has had a string of chart albums on the label. Becker anticipates that Hyman's new album, to be released in late Jan., will be his biggest to date.

In 1964, Command had its first hit single, the Ray Charles Singers' "Love Me With All Your Heart," which was taken from the "Something Special For Young Lovers" album. The single and the album were among the top sellers of the year. Because of the "pop" nature of these recordings, Command believes that 100,000 new customers were attracted who had never before purchased the company's product.

Under the new management, headed by Becker with Bobby Byrne handling A&R assignments, the firm will be undergoing subtle changes in its sound approach. But also, through

changes in arrangements and selection of material, the company aims to lure new audiences, besides maintaining its established customers. Along these lines, the label plans to augment its advertising program. In the past, the company has advertised primarily in media appealing to sound enthusiasts such as high fidelity and stereo equipment publications. Under the new program Command will be going into such additional consumer magazines as Time, Esquire, and the New Yorker.

The firm also plans to develop its artists as personalities through the use of a stepped up singles campaign, and during 1966, Command is planning to augment its roster of artists. Discussions are currently under way with several important name artists.

1965 was by far the biggest sales year ever for Command Classics. In the last two years, the stature of William Steinberg and the Pittsburgh Symphony Orchestra has grown tremendously in the U. S. and throughout the world. Sales have also been aided by reviewers' outstanding critical acclaim for Steinberg's albums. A multiple set of the complete Brahms symphonies by the Pittsburgh Symphony, released in Oct. 1965 has had significant sales and the company plans to release another multiple set in the spring of 1966.

Organist Virgil Fox has built a large following since he joined the Command roster. Fox has four albums in the company's catalog, and additional releases are planned for '66.

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# THIS AD IN NATIONAL MAGAZINES WILL TELL MILLIONS OF RECORD BUYERS ABOUT TODAY'S TOP VALUE IN CLASSICAL RECORDINGS!

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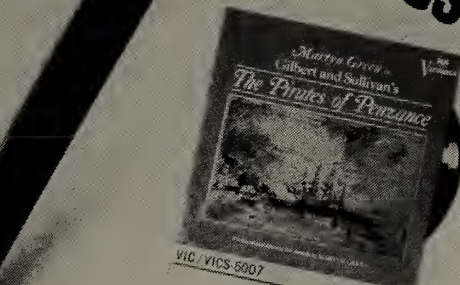


a survey of  
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STEREO RECEIVERS

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display...  
promote...  
**RCA "Victrola"**  
—the value line

**Great Sound—Great Artists—Great Values!**  
 ■ Gilbert & Sullivan: *The Pirates of Penzance*. The most exciting record value of the New Year—starving, produced and directed by the peerless Martyn Green. This delightful recording benefits not only also from the inspiration of the master Savoyard, but Tudor Evans, Ivor Emmanuel, Julia Shelley and Janet Howe. Orchestra and chorus are under Alan Ward. 2 L.P. album.  
 ■ Sibelius: *Symphony No. 5*/Karloia Seif. London Symphony Orchestra, Alexander Gibson. One of the composer's own favorites, this symphony is rich with and rhythms, the whirring strings. A beautifully balanced and lucid performance. In an album enhanced by the addition of the "Karelia Suite"—a fine example of Sibelius' tone painting.  
 ■ Walton: *Façade/Lecocq: Mamzelle Angot*. Royal Opera House Orchestra, Coveet Gardon, Anatole Fistoulari. Sitwell's poetry inspired Walton to write some of the wittiest music ever composed—graceful burlesque that is as delightful on its own as it is accompanied by Dame Edith's verse—or danced by the Royal Ballet. Lecocq's score is full of charm and ultra-French chic.  
 ■ Mozart: *Concerto No. 25 (K.503)* André Tchaikovsky/Orchestra to "Don Giovanni." Chicago Symphony and thus give all soloists ample room to display their virtuosity. Tchaikovsky is brilliant...and of the orchestra, one need only say that few have ever matched the Chicagoans under Reiner.

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 Puccini: *Tosca*, Milanov, Bjoerling, Warren, Leinsdorf, Chicago Symphony  
 Tchaikovsky: *Piano Concerto No. 1*, Gilels, Reiner, Chicago Symphony  
 Franck: *Symphony in D Minor*, Munch, Boston Symphony

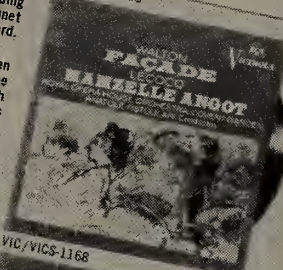


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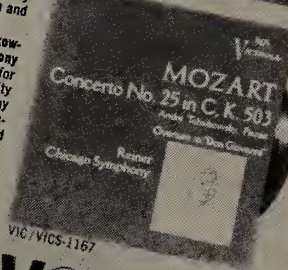
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**RCA VICTROLA**



# 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 JANUARY 1, 1966)

TO ALL  
OUR  
FRIENDS  
AROUND  
THE  
WORLD  
A  
HAPPY,  
HEALTHY  
&  
PROSPEROUS  
1966  
FROM  
ALL OF US  
AT  
CHESS  
CHECKER  
&  
CADET

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
42%	Tijuana Taxi—Herb Alpert & Tijuana Brass—A&M			72%
38%	Don't Mess With Bill—Marvelettes—Tamla			58%
36%	Tell Me Why—Elvis Presley—RCA Victor			48%
35%	Zorba The Greek—Herb Alpert & Tijuana Brass—A&M			98%
32%	Michelle—(From Rubber Soul LP)—Beatles—Capitol			76%
28%	Going To A Go Go—Miracles—Tamla			80%
26%	Up Tight—Little Stevie Wonder—Tamla			96%
24%	Like A Baby—Len Barry—Decca			87%
23%	Lightnin' Strikes—Lou Christie—MGM			59%
22%	Get Out Of My Life, Woman—Lee Dorsey—Amy			38%
21%	Barbara Ann—Beach Boys—Capitol			88%
20%	Spread It On Thick—Gentrys—MGM			39%
19%	I See The Light—Five Americans—HBR			64%
18%	I'm Too Far Gone (To Turn Around)—Bobby Bland—Duke			18%
17%	Blue River—Elvis Presley—RCA Victor			17%
16%	Recovery—Fontella Bass—Checker			96%
15%	Michael—C.O.D.'s—Kellmac			58%
14%	My Love—Petula Clark—Reprise			95%
13%	Jenny Take A Ride—Mitch Ryder & Detroit Wheels —New Voice			96%
12%	Day Tripper—Beatles—Capitol			94%
11%	Because I Love You—Billy Stewart—Chess			11%
10%	Just Like Me—Paul Revere & Raiders—Columbia			49%

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

TITLE	ARTIST	TOTAL % TO DATE	TITLE	ARTIST	TOTAL % TO DATE
Con You Please Crawl Out Your Window	Bob Dylan (Columbia)	27%	I Con Tell	Reparota & Delrons (RCA Victor)	25%
Coll Me	Chris Montez (A&M)	9%	Gadnight My Love	Ben E. King (Atco)	8%
California Dreamin'	Mamo's & Popo's (Dunhill)	37%	Where The Sun Has Never Shone	Jonathon King (Parrot)	64%
			Fly Me To The Moon	Som & Bill (Jodo)	15%
			These Boots Are Made For Walkin'	Nancy Sinatra (Reprise)	7%
			Loro's Theme	The MGM Singing Strings (MGM)	7%

## CHESS

RECORDS



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SUE THOMPSON  
**WALKIN' MY BABY**  
and  
**I'M LOOKING**  
(For A World)  
HICKORY 1359

THE OVERLANDERS  
**MICHELLE**  
and  
**CRADLE OF LOVE**  
HICKORY 1362

## FIVE ON THE PADS AND COUNTING

ERNIE ASHWORTH  
**I WISH**  
HICKORY 1358

LARRY HENLEY  
**I'D BE A-LYIN'**  
HICKORY 1354

JAMES O'GWYNN  
**RED LIGHT  
ON MY HEART**  
HICKORY 1350

BOB MOORE  
**SKOKIAAN**  
HICKORY 1357

BILL CARLISLE  
**WHAT KINDA  
DEAL IS THIS?**  
HICKORY 1348

BOB LUMAN  
**FIVE MILES  
FROM HOME**  
(Soon I'll See Mary)  
HICKORY 1355

JIMMY JAY  
**THE LADY  
FROM THE COUNTRY**  
(Of Eleven Hundred Springs)  
HICKORY 1343

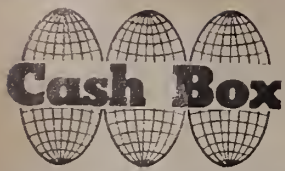
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# LOOKING AHEAD

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

- |  |  |  |  |
|--|--|--|--|
| <p><b>1 DON'T LOOK BACK</b><br/>(Jobete—BMI)<br/>Temptations (Gordy 7047)</p> <p><b>2 BABY COME ON</b><br/>(Keetch Caesar &amp; Dino—BMI)<br/>Solomon Burke (Atlantic 234)</p> <p><b>3 BABY YOU'RE MY EVERYTHING</b><br/>(Grocalla Ent.—BMI)<br/>Little Jerry Williams (Calla 105)</p> <p><b>4 MY GENERATION</b><br/>(Devon—BMI)<br/>The Who (Decca 31877)</p> <p><b>5 SOME SUNDAY MORNING</b><br/>(Harms—ASCAP)<br/>Wayne Newton (Capitol 5553)</p> <p><b>6 QUIET NIGHTS OF QUIET STARS</b><br/>(Duchess—BMI)<br/>Andy Williams (Columbia 43456)</p> <p><b>7 ANDREA</b><br/>(Sea Of Tunes—BMI)<br/>Sunrays (Tower 191)</p> <p><b>8 TEARS</b><br/>(Shapiro, Bernstein—ASCAP)<br/>Ken Dodd (Liberty 55835)</p> <p><b>9 GOOD THINGS COME TO THOSE WHO WAIT</b><br/>(Litwin-Flomar—BMI)<br/>Chuck Jackson (Wand 1105)</p> <p><b>10 GOOD HARD ROCK</b><br/>(Jerden—BMI)<br/>Ian Whitcomb (Tower 192)</p> <p><b>11 I CAN'T BELIEVE YOU LOVE ME</b><br/>(Jobete—BMI)<br/>Tammi Terrell (Motown 1086)</p> <p><b>12 A BEGINNING FROM AN END</b><br/>(Screen Gems, Columbia—BMI)<br/>Jan &amp; Dean (Liberty 55849)</p> | <p><b>13 TIRED OF BEING LONELY</b><br/>(Va-Pac—BMI)<br/>Sharpees (One-Der-Ful 4839)</p> <p><b>14 FLY ME TO THE MOON</b><br/>(Almanac—ASCAP)<br/>Sam &amp; Bill (Joda 104)</p> <p><b>15 THIS HEART OF MINE</b><br/>(Jalynne—BMI)<br/>Artistics (Okeh 7232)</p> <p><b>16 BROWN PAPER SACK</b><br/>(Tree—BMI)<br/>Gentrys (MGM 13432)</p> <p><b>17 (YOU GOT) THE GAMMA GOOCHEE</b><br/>(Screen Gems-Cal.—BMI)<br/>Kingsmen (Wand 1107)</p> <p><b>18 SKOKIAAN</b><br/>(Gallo-Shapiro-Bernstein—ASCAP)<br/>Bob Moore (Hickory 1357)</p> <p><b>19 I WANT YOU</b><br/>(Scion—BMI)<br/>Toni &amp; Terry (Mercury 72489)</p> <p><b>20 I CAN TELL</b><br/>(Branston—BMI)<br/>Reparata &amp; Delrons (RCA Victor 8721)</p> <p><b>21 DO I MAKE MYSELF CLEAR</b><br/>(Chevis—BMI)<br/>Etta James &amp; Sugar Pie DeSanto (Cadet 14190)</p> <p><b>22 MICHELLE</b><br/>(Maclen—BMI)<br/>Billy Vaughn (Dot 16809)</p> <p><b>23 MEET ME AT THE ALTAR</b><br/>(4 Star Sales—BMI)<br/>Perry Como (RCA Victor 8722)</p> <p><b>24 NIGHT TIME</b><br/>(Grand Canyon—BMI)<br/>Strangeloves (Bang 10049)</p> <p><b>25 ONCE A DAY</b><br/>(Moss Ross—BMI)<br/>Timi Yuro (Mercury 72515)</p> | <p><b>26 LITTLE BLACK EGG</b><br/>(Alison—ASCAP)<br/>Night Crawlers (Kapp 709)</p> <p><b>27 THIS CAN'T BE TRUE</b><br/>(Cameo, Parkway, Stilran—BMI)<br/>Eddie Holman (Parkway 960)</p> <p><b>28 NINA-KOCKA-NINA</b><br/>(Checkmate—BMI)<br/>Dinks (Sully 914)</p> <p><b>29 HOW CAN YOU TELL</b><br/>(Partia—BMI)<br/>Sandie Shaw (Reprise 0427)</p> <p><b>30 TAKE ME FOR WHAT I'M WORTH</b><br/>(Trousdale—BMI)<br/>Searchers (Kapp 729)</p> <p><b>31 MICHELLE</b><br/>(Maclen—BMI)<br/>David &amp; Jonathan (Capitol 5563)</p> <p><b>32 LOOK AT ME</b><br/>(Camel—BMI)<br/>3 Dimensions (RCA Victor 8709)</p> <p><b>33 MICHELLE</b><br/>(Maclen—BMI)<br/>Spokesmen (Decca 31895)</p> <p><b>34 GET BACK</b><br/>(Travis—BMI)<br/>Roy Head (Scepter 12124)</p> <p><b>35 THESE BOOTS ARE MADE FOR WALKIN'</b><br/>(Criterion—ASCAP)<br/>Nancy Sinatra (Reprise 0432)</p> <p><b>36 MICHELLE</b><br/>(Maclen—BMI)<br/>Bud Shank (World Pacific 77814)</p> <p><b>37 BIG BRIGHT EYES</b><br/>(Anihanbar—BMI)<br/>Danny Hutton (HBR 453)</p> <p><b>38 THE RAINS CAME</b><br/>(Crazy Caiun, Corrett—BMI)<br/>Sir Douglas Quintet (Tribe 8314)</p> | <p><b>39 TEARS COME TUMBLING</b><br/>(Beauchez—BMI)<br/>Teardrops (Musicor 1139)</p> <p><b>40 I'M GONNA LOVE YOU TOMORROW</b><br/>(Saturday—BMI)<br/>Tracey Dey &amp; Gary Knight (Columbia 43466)</p> <p><b>41 LARA'S THEME</b><br/>(Robbins—ASCAP)<br/>MGM Singing Strings (MGM 13448)</p> <p><b>42 I FOUGHT THE LAW</b><br/>Bobby Fuller Four (Mustang)</p> <p><b>43 HOT BARBECUE</b><br/>(Duff-Growl—BMI)<br/>Jack MacDuff (Prestige 388)</p> <p><b>44 HURT YOURSELF</b><br/>(Saturday, Seasons Four—BMI)<br/>Frankie Valli (Smash 2015)</p> <p><b>45 BABY SCRATCH MY BACK</b><br/>Slim Harpo (Excello 2273)</p> <p><b>46 CLEO'S MOOD</b><br/>(Jobete—BMI)<br/>Jr. Walker &amp; All Stars (Soul 35017)</p> <p><b>47 FRIENDS &amp; LOVERS</b><br/>(Picturetone, Web IV—BMI)<br/>Nancy Ames (Epic 9874)</p> <p><b>48 GETTING THROUGH TO ME</b><br/>(South Mountain—BMI)<br/>Annabelle Fox (Satin 400)</p> <p><b>49 WHAT KIND OF DEAL IS THIS</b><br/>(Acuff-Rose—BMI)<br/>Bill Carlisle (Hickory 1358)</p> <p><b>50 PARCHMENT FARM</b><br/>(Treaty—BMI)<br/>Kingston Trio (Decca 3160)</p> |
|--|--|--|--|



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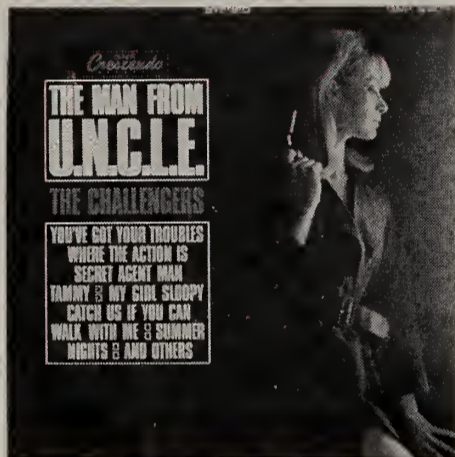


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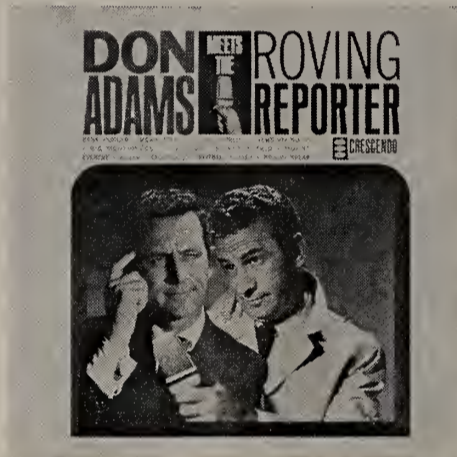
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"Our Man Flint"

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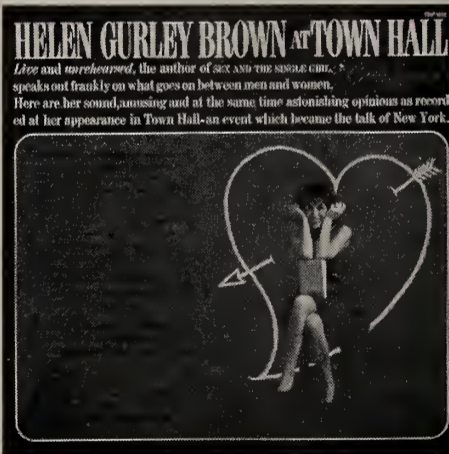
**Buddy Merrill**  
"Sweet September"

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**Delaney Bramlett "Better Than Me"**

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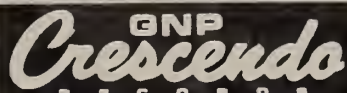
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ITALY—CGD  
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BUTTERFLY"**



**... by BOB LIND**

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**THE "IN" SOUND FOR '66**



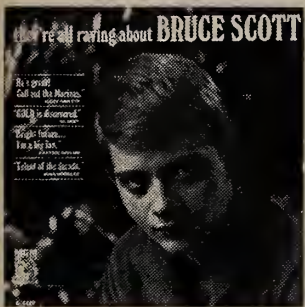
**ANYA—Original Cast—United Artists UAL 4133/UAS 5133**

"Anya" quickly left the Broadway scene, but an original cast LP remains. For an operetta adaptation of the play "Anastasia," Robert Wright and George Forrest have picked themes, here-and-there, from works of Rachmaninoff for the heart of their tunes, a natural source for the Russian-imbued plot. What results is a modern-day "Student Prince" format, and a very appealing score. While the album does not have a hit show for its sales potential, those who like their pop music high-wide-and-handsome will love it.



**LIVE ON STAGE IN '65—Gene Chandler—Constellation LP 1425**

Currently riding the pop charts with his latest noisemaker, "Rainbow '65," Gene Chandler has grouped together a sampling of teen-oriented soulful sounds for this LP. The tunes, which were recorded live at the Regal Theatre, include "Rainbow '65," "Soul Hootenanny," and "Monkey Time." The songster, who is backed by a rhythmic dance oriented combo, should find a large reception for this collection of goodies.



**THEY'RE ALL RAVING ABOUT BRUCE SCOTT—MGM E/SE 4339**

Bruce Scott's growing following should be further increased with this initial MGM LP. For the package, the songster has chosen a diversified repertoire of pop tunes, standards and originals, which the young chanter performs with a smooth feelingful delivery. Top tracks include Paul McCartney's "Yesterday," bossa nova classic "Quiet Nights," and "Once A Thief, Twice A Thief."



**THERE'S A STAR-SPANGLED BANNER WAV-ING SOMEWHERE—Dave Dudley—Mercury MG 21057/SR 61057**

Still riding high on the country charts with his "What We're Fighting For" single, Dave Dudley has come up with a whole flock of patriotic ballads, headlined by that same hit single. Dudley's numerous fan clubs should be expanded as a result of this package, which contains a generous helping of the artist's expressive, easy style, put to such numbers as "Fraulein" and "Soldier's Last Letter," as well as the title track. Plenty of message in this one.



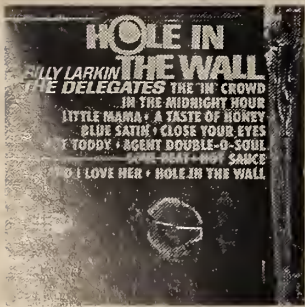
**SUNRISE SERENADE—Ron Goodwin—United Artists UAL 3464/UAS 6464**

British orchestra leader Ron Goodwin's collections of light orchestral music have been warmly received in many countries, and his debut UA album should be no exception. For the package, he has gathered a sumptuous 36-piece ork to play a selected program of serenades, and the result is a dozen tracks of rich, relaxing music. Top selections include "Sunrise Serenade," "Elizabethan Serenade," and "Serenade To Double Scotch."



**THE LENNY DEE TOUR—Decca—DL 4654/DL 74654**

In this LP, organist Lenny Dee takes the listener on a global musical tour by way of songs from various parts of the world. Backed by an instrumental group, Dee treats the songs in a variety of ways by using lively rhythm, harmonic effects, or percussive strings. The tracks, which range from high-spirited to warm and tender, include "Calcutta," "I Left My Heart In San Francisco," and "Shangri-La." Plenty of sales potential here.



**HOLE IN THE WALL—Billy Larkin and The Delegates—World Pacific WP 1837/WPS 21837**

It was in a small smoke-filled club, hole in the wall, that Billy Larkin perfected his driving organ style, and in this LP, as in his other two, the master proves that soul-blues are firmly entrenched in him. Larkin is backed by the guitar-drum sound of the Delegates, who combine with him to produce such hand clappers as "A Taste Of Honey," "The 'In' Crowd," and "Blue Satin." This package could be big.



**DANKE SCHON—Bernd Spier—Columbia CL 2399/CS 9199**

High among the favorites with the German record-buying public, Bernd Spier makes an impressive album debut on the American market. A highly polished performer with a warm, personable style, the chanter sings with a zesty enthusiasm that should capture a healthy American audience. Among the tracks that the listener should dig are "Das War Mein Schonster Tanz (I Only Came to Dance With You)" and his German version of "Memphis," in addition to the title track.



**MIMI SLOAN SINGS MOISHE OYSHER MELODIES—Tikva Records T 102**

A night club entertainer for many years, Mimi Sloan has only recently added the songs of Moische Oysher to her repertoire. The lark inherited Oysher's orchestrations and arrangements from his family as they felt that she was the only singer who could do justice to his brand of Jewish music. The LP, which contains the cream of Oysher's tunes, some of them never waxed before, includes "Hagadah In Song," "Come, Sing With Me," and "Sim Shalom." A must for the fans of the late Moische Oysher.

## JAZZ PICKS



**TRAVELLIN' MAN—Charlie Byrd Trio—Columbia CL 2435/CS 9235**

This LP, cut 'live' at the Showboat in Washington, D.C., where Charlie Byrd now performs between 30 and 36 weeks a year, is not only a potent musical outing, but a fitting testament to the talents of an outstanding guitarist. Playing jazz on a classical guitar, with strong backing, Byrd has blueribbon efforts with "Blues For Felix" and "I Will Wait For You," which is the love theme from the "Umbrellas of Cherbourg." Most jazz buffs should dig this set.



**THE LAST TRANE—John Coltrane—Prestige 7378**

This appropriately titled LP represents the last tracks from the sessions which featured Coltrane during the late 1950's. Of the four tracks on this disk "Lover" and "Come Rain Or Come Shine" represent top notch sketches of standards and "By The Numbers" and "Slowtrane" are two extra-fine statements of the blues. The many fans of the superb tenor sax man should come out in droves for this excellent set.

## JAZZ BEST BET



**NOW, JAZZ RAMWONG—Albert Mangelsdorf Quintet—Pacific Jazz PJ-10095/ST-20095**

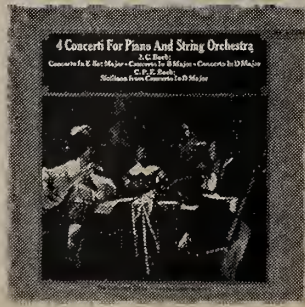
Mixing a series of traditional jazz sounds with a number of tracks directly stemming from the current influence of Asian music on the jazz scene, trombonist Albert Mangelsdorf and his talented men have a highpowered item in this LP. The title track, based on a Siamese folk dance, was originally played for the King of Thailand, who is also a jazz musician. Another outstanding track in this bag is the Ravi Shankar tune, "Three Jazz Moods On 'Theme From Pather Panchali'."

## CLASSICAL PICKS



**FIRST-CHAIR ENCORES—Eugene Ormandy/Philadelphia Orchestra—Columbia ML 6191/MS 6791**

This unusual LP should find great favor with classical fans, for it presents first chair musicians, who are, of course, the finest artists on their individual instruments in the orchestra. The artists featured are on the violin, viola, cello, bass, trumpet and trombone. LP is an outstanding showcase for the individual talents of the artists who hold first chairs in this top orchestra.



**4 CONCERTI FOR PIANO AND STRING ORCHESTRA—Maria Kalamkarian/Consortium Musicum—Mace M/Sm 9024**

Soloist Maria Kalamkarian with the Consortium Musicum have rendered these excellent readings of some of the works of the sons of Johann Sebastian Bach. Johann Christian is represented with his concerti in "E-Flat Major," "B Major" and "D Major," while Carl Philipp Emanuel's "Siciliana From Concerto In D Major" completes the set. The interpretations by these outstanding musicians should find great favor with many classical buffs.

# ALBUMS REVISITED

## SOVIET ARMY CHORUS & BAND



The now-familiar U.S.-U.S.S.R. Cultural Exchange Program was considered a brazen form of experimentation nine years ago when Angel Records released the "Soviet Army Chorus & Band" LP. The concept of presenting to the American public the best army, folk and contemporary songs by the famed Russian ensemble might have seemed too esoteric at the time to help cement East-West rela-

tions. The facts bear out a quite different story: the disk has sold to date (in both mono and stereo versions) over 74,000 units and ranks as the number one seller in the Angel catalog.

The musical bill-of-fare (all but two selections are in Russian) was also responsible for spearheading Angel's entry into the tape field via a 1960 release. In the ensuing five years, the tape has sold almost 5,000 units.

Today, the album moves along at the healthy clip of 6,000 copies a year. Its sales have been continually stimulated by the issue of two other volumes by the ensemble. The label recently emphasized the importance of the LP by spotlighting several tracks in a special merchandising demo disk. In addition, dealers can still get divider cards designed for the album from their local Angel distributors. From all indications it's fairly obvious that package will not go into dry-dock any time in the near future.

## Mercury Augments A&R Set-Up With Indie Deals

NEW YORK—The closing weeks of 1965 have seen the completion of negotiations between Mercury Record Productions and a host of indie producers who will account for a sizeable portion of product produced in the coming year for Mercury and its affiliated labels—Philips, Smash, Fontana and Blue Rock.

In New York Shelby Singleton, label vice-president in charge of A&R, stated that today's ever-changing record market makes it necessary for a company to keep attuned to these changes and be watchful for new trends and developments within the industry. He said that in order to get a variety of creative ideas, sound concepts and sources of material, it is desirable to have more people producing so that more sources of product may be tapped.

Singleton emphasized that the present Mercury A&R staff will remain intact with staff producers concentrating on a smaller volume of releases and greater emphasis on planning, quality and production supervision.

Among the A&R satellites who will orbit the firm's production activities in the coming months are the following:

Kama-Sutra will produce William Bonny for Mercury, plus Victor and the Spoils for the Philips label; Curtis Mayfield, responsible in the past for hits by the Impressions and Major Lance, has produced Oscar Brown, Jr.

for Fontana and will shortly take on additional assignments; Chip Taylor, formerly a writer and currently the producer of Timi Yuro's latest Mercury waxing, will continue doing her sessions; and Shadow Morton, noted for his many successes with The Shangri-Las, will produce Monti Rock III and a new group known as the bunnies.

Also writer-producer Wes Farrell, creator of records by Ronnie Dove, and Johnny Thunder and the writer of "Hang On, Sloopy," will undertake recording of Big Frank Murphy and The Shillings; a new group, The Rottin' Kids, will be handled by FGG Productions, who scored in the past for the Strangeloves, The McCoys, and The Angels; former Motown A&R staffer Bob Bateman, responsible for some of Mary Wells' early hits, in association with Ronnie Moseley, will develop three new artists for the company as well as record Johnny Robinson for Mercury and Dee Dee Warwick for Blue Rock.

Other deals involve Dave Bartholomew and Jack Clements, producers, respectively, of past hits by Fats Domino and Jerry Lee Lewis. Philadelphia producer Jerry Ross will supervise recording of Bobby Hebb and in addition develop three new acts; Fedros Productions, whose past credits include sessions with Big D. Irwin, will create product with a group known as the Kickers; and Ted Cooper and Carl Spencer, via Alice-

## N.Y. 'Teenorama' Folds

NEW YORK—The holiday show at the New York Coliseum billed as "Teenorama" closed last Wednesday after three days of a scheduled seven days run. Despite extensive coverage in the press and on both local and network TV and radio and crowds which were sufficient, though not up to the pre-show estimates, the financial status of the undertaking became precarious and a decision was made to close at the end of the Tuesday night performance.

The extravaganza featured a rock and roll show with the Young Rascals and the Lovin' Spoonful as well as 37 exhibitions by teen magazines and various teen product corporations.

## Nashville Label

### Ordered To Pay Judgment

NEW YORK — A \$48,553 judgment against a Nashville diskery, Record Service, and its vice president William Beasley has been awarded to M. Witmark and Sons of New York. The suit involved an alleged infringement by the Nashville firm on the rights of the copyrights of four songs held by M. Witmark and Sons. The songs involved were "Blowin' In The Wind," "Don't Think Twice, It's All Right," "Puff," and "Since I Fell For You."

Other defendants involved in the suit were Green Hills Pharmacy, the Hale Drug Co., and Rice T. Adkisson of Adkisson's Open Air Market, all of Nashville. They were charged with selling recordings of the songs involved in the litigation.

Record Service and Beasley were charged with producing and selling recordings of the songs involved.

In-Wonderland Productions, will produce the Flamingos and Wendy Huber under the Philips banner.

Pac-4, helmed by Sam Gordon, will deliver three acts to be recorded in Detroit, will produce Brian Hyland for Philips, and has assigned the Rip Chords to be cut in California by Tommy Boyce; also on the West Coast, vet producer Snuff Garrett, currently waxing hits for Gary Lewis and the Playboys, will record Pat and Lolly Vegas; and from Texas, Major Bill Smith will work in association with Bobby Smith of Macon, Georgia, to producer Wayne Cochran and the Goodsons.

Koppelman-Rubin Associates, whose Lovin' Spoonful was a chart item earlier this year, will continue with the Changin' Times and Jeremiah on Philips and record the Sterlings for Mercury; and Dave Appel will record Eddie and the Soundmasters. His prior credits include several top discs by Chubby Checker, Dee Dee Sharp, the Orlons, and the Tymes.

Mercury's extensive staff and independent A&R production activity will continue to be administered from New York by Shelby Singleton within the management guide lines set by president Irving B. Green, headquartered at the corporate home office in Chicago.

## Musicor To Release 2nd 'Birthday House' LP

NEW YORK — Musicor Records will shortly release a second LP based on the "Birthday House" children's TV series. The package, which features the program's star and producer Paul Tripp, is titled "Birthday House Stories."

The first set, which has been distributed exclusively through the stores of E. J. Korvette, has reached a sale of 150,000 solely through the chain's New York outlets. The second set will be made available to all dealers throughout the country.



A POT OF GOLD—Capitol a&r veep Voyle Gilmore recently presented the Beach Boys (left to right) Mike Love, Al Jardine, Dennis, Carl and Brian Wilson with three gold records for million dollar LP's. The trio of clicks were "Surfer Girl," "Surfin' USA" and "Beach Boys Today." This makes a total of five gold LP's for the group this year, with "All Summer Long" and "Beach Boys Concert" having hit earlier in 1965.

#1  
R & B  
NOW GOING  
POP  
EVERYWHERE  
"C.C.  
RIDER"  
BOBBY POWELL  
Whit 714

BREAKING!!  
"BOOZE  
IN THE  
BOTTLE"  
CARTER BROS.  
Jewel 754

"YOU AIN'T  
TRUE"  
THE UNIQUES  
Paula 231

"728 TEXAS  
(Where The Action Is)"  
JERRY McCAIN  
Jewel 753

"TROUBLE IN MY  
LIFE"  
COOKIE &  
CUPCAKES  
Paula 230

WATCH FOR A  
GREAT NEW NOVELTY  
COMING THIS WEEK!

"BALLAD  
OF  
TRIPLE  
0007"  
FIVE STRING  
SINGERS  
Paula 232

Jewel...Paula  
RECORDS  
728 TEXAS ST., SHREVEPORT, LA.  
Phone: (318) 422-7182

## Grill Appointed To Kapp A&R Post

NEW YORK—Vet record producer Hy Grill has been appointed pop singles A&R producer-exec for Kapp Records, it was announced by Dave Kapp, president of the firm.

Grill has been with the organization since January 1965, and part of his duties has been to work closely with various Kapp-owned publishing firms. During the year he also produced for such artists as Jimmy Sedlar and Hugo Winterhalter. In his new post, Grill will supervise the A&R operations for practically all the single-oriented artists and will also be in charge of their albums. He will continue to be active in the publishing wing and will act as A&R consultant to the firm's affiliated Congress and Four Corners labels.

## Vic Dana To Attend San Remo Festival

LOS ANGELES—Milan, Italy has chosen Vic Dana to be its representative in the annual San Remo festival which will be held from Jan 4-29. Dana, who is the first artist from Liberty Records to be chosen for the honor, will leave for Italy on Jan. 15.

While in Europe, Dana will cut his original Italian song, which will be immediately released, and he will make TV appearances in England and France. Negotiations are currently under way by his agent, General Artists Corporation, for a series of concert appearances in various countries.

## Decca Opens Hawaiian Outlet

NEW YORK—Decca Records begins the operation this week (3) of its Honolulu branch, which will be located at 345 Kamakee, Honolulu. In making the announcement, Sydney N. Goldberg, vice president and general sales manager of Decca Distributing Corporation, stated that the new operation will be under the direction of L. C. Gilman, a Decca veep.

Goldberg also stated that the new branch will carry a complete inventory of the entire Decca, Coral, Brunswick and Vocalion catalogs, which is standard procedure for all company owned branches. The new branch will also carry a full line of Decca phonographs, 18 models in all, plus a full line of accessories.

As is the case in a number of Decca branches throughout the country, the new branch in Honolulu will also carry two additional record labels, Electra and Listen and Learn.

## Fellowship To Be Launched By 'Friends Of Bob Burton'

NEW YORK—Some of the associates of Bob Burton, the late president of BMI, have banded together into a unit known as "The Friends Of Bob Burton." The purpose of the group, which is mainly composed of writers and publishers, is to raise \$100,000 to establish the Robert J. Burton Memorial Fellowship at Columbia Law School.

The fellowship will be awarded annually for study and research on copyright or other law affecting music, art, literature, or other products of the mind, or in laws affecting communications. The award is to be made by the Faculty of Law on recommendations of the Faculty member primarily responsible for instruction in copyright.

The group has already raised \$60,000 but still requires another \$40,000 to reach their goal. In the event the full sum of \$100,000 is not raised, a lesser sum could be used to establish a Memorial Fund which would be used from time to time for specific research projects in the fields which most interested Burton.

Interested supporters should mail their checks to "The Friends Of Bob Burton," P.O. Box 734, Radio City Station, New York, New York 10019. Checks should be made payable to Columbia University. Pledges may be made now, with payment in full now or paid over a three year or up to five year period. All contributions are tax deductible.

## 8 Atlantic-Atco Distributors Win Trips Abroad

NEW YORK—Atlantic-Atco's distributor sales contest, which started with the firm's fall program in Sept. of 1965, concluded recently as eight of the firm's distributors won free trips to London, Paris and Rome. Atlantic's fall program ended with gross sales over \$2,000,000 on the 15 albums introduced at the fall sales meeting, making it the most successful LP program in the firm's history.

The Atlantic distrib winners are: Marshall Verbit, Marnel, Philadelphia; Bill Binkley, Southland, Atlanta; Paul Glass, Allstate, Chicago; and Jack Lewerke, Merit, Los Angeles and Bob Chatton, Chatton, Chatton, Oakland. (There were two winners in Calif. as the contest ended in a tie in that section of the country).

The Atco distrib winners are: Don Dumont, Dumont, Boston; Jim Schwartz, Schwartz Bros., Washington; Kent Beauchamp and Ed Yalowitz, Royal, Chicago, and Merit, Los Angeles.



## 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.

### GET OUT OF MY LIFE, WOMAN

LEE DORSEY ..... Amy 945

### I'M TOO FAR GONE (TO TURN AROUND)

BOBBY BLAND ..... Duke 393

### BECAUSE I LOVE YOU

BILLY STEWART ..... Chess 1948

### I SEE THE LIGHT

FIVE AMERICANS ..... HBR 454

### CALL ME

CHRIS MONTEZ ..... A&M 780



**SIGNING SONGSTRESS**—Continental lark Hanna Ahroni recently penned an exclusive contract with Colpix Records, represented at the signing by general manager Bud Katzel. The songstress sings in more than eight languages and Colpix has skedded her first session for sometime during the middle of January.

## Big Days Ahead For Young Pianist

NEW YORK—Pianist Lorin Hollander who, at 21 has spent almost half his life as a concert artist, has just completed recording a recital album for RCA Victor. The album is scheduled for spring release to coincide with the occasion of Hollander's 10th anniversary as a professional artist.

The album contains works by Bach, Beethoven, Mozart, Schumann and Brahms, and was recorded in Webster Hall with Howard Scott as producer.

On March 17, Hollander will appear in concert in Carnegie Hall as guest soloist with the Cincinnati Symphony Orchestra, playing Strauss' Burleske. The concert will serve as the official anniversary of his debut in the same hall with orchestra 10 years ago.

He had been under contract to RCA Victor since his 13th birthday, but previously had appeared on the RCA Camden label.

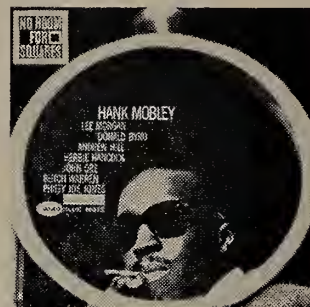
Next fall, Hollander will join the Cincinnati Symphony conducted by Max Rudolf in a world tour under the auspices of the State Department. Hollander's frequent appearances with this Orchestra have resulted from the acclaim accorded him by Cincinnati critics each time he performs there and also through his being an exclusive Baldwin Piano artist. Baldwin is headquartered in Cincinnati.

## Blue Note Partner: Most Of The Cover Art Is His

NEW YORK—There is a "house" photographer at Blue Note Records who also happens to be a co-owner of the famed and old (since 1939) jazz label.

He's Francis Wolf, whose photographs have adorned more than 250 Blue Note covers, more than half of the label's catalog of 12" albums.

His interest in photography dates back to pre-War days in his native Europe, and while he can display a number of striking candids done strictly for pleasure, he spends most of his photo work these days on Blue Note covers. Today, he considers himself a "professional amateur."



A Wolf Cover Photo

Wolf, whose partner in the Blue Note operation is Al Lion, claims that a certain style in cover artwork creates an important identity among buyers, especially when they're sophisticated jazz buffs.

Wolf takes—using most often a Rolleiflex—photos that tie-in with either the musical contents or the title of an LP. Sometimes natural candids, other times modernistic (see cut above), the covers have included Stanley Turrentine looking over a bouquet of roses in "Dearly Beloved," Dexter Gordon comfortably seated in a handsome cab in "Doin' Alright" and Jackie McLean perched on steel girders in "One Step Beyond." He is at home in both outdoor and studio settings.

Most of the cover designs to Wolf's photos are done by Reid Miles, and the product of both men's achievement have been recognized by various photo awards.

## Wood To Hawaii

LOS ANGELES—Randall Wood, president of Mira Productions, left for Honolulu last week, Dec. 28, to personally introduce his middle priced Surrey Records line. Wood will unveil both existing catalog of 16 albums on the label and the twenty new titles scheduled for releasing in Mid-January. While in Hawaii, he will also meet with distributors, rack jobbers and local deejays and measure the impact of his Mira and Mirwood labels on the local market.

ELVIS PRESLEY	BLUE RIVER	RCA VICTOR
Gladys Music, Inc.		
FRANK SINATRA	IT WAS A VERY GOOD YEAR	REPRISE
Dolph Music Inc.		
ELVIS PRESLEY	PUPPET ON A STRING	RCA VICTOR
Gladys Music, Inc.		
LOU JOHNSON	A TIME TO LOVE (A TIME TO CRY)	BIGTOP
Hill & Range Songs, Inc.		
KING CURTIS	SPANISH HARLEM	ATCO
Progressive Music Publishers Co., Inc.		
PATTY LABELLE & THE BLUEBELLS	ALL OR NOTHING	ATLANTIC
Bigtop Records, Inc.		
ROBERT GOULET	EVERLASTING	COLUMBIA
Hill & Range Songs, Inc./Rayven Music Co., Inc.		
SAM THE SHAM & THE PHARAOHS	RING DANG DOO	MGM
Valley Publishers, Inc./Beckie Music		
VIC DANA	MOONLIGHT AND ROSES	DOLTON
Charles N. Daniels, Inc.		
VIC DAMONE	THE THRILL OF LOVING YOU	WARNER BROS.
Blen Music, Inc./Tiparillo Music, Inc./Eleventh Floor Music, Inc.		
LITTLE EVA	STAND BY ME	AMY
Progressive Music Publishers Co., Inc.		
EARL GRANT	STAND BY ME	DECCA
Progressive Music Publishers Co., Inc.		
THE ABERBACH GROUP		
1619 Broadway, New York, N. Y.		

**SWEET SEPTEMBER**  
 Lettermen — Capitol  
 Tom Tedesco — Imperial  
 Buddy Merrill — Accent

---

**NEVER DREAMED I COULD LOVE SOMEONE NEW**  
 Kay Starr (Capitol)

**MILLS MUSIC, INC.**



# TOP 50 IN R&B LOCATIONS

- 1 C. C. RIDER  
Bobby Powell (Whit 714) 2
- 2 A SWEET WOMAN LIKE YOU  
Joe Tex (Dial 4022) 4
- 3 SEE SAW  
Don Covay (Atlantic 2301) 1
- 4 THE DUCK  
Jackie Lee (Mirwood 5502) 6
- 5 HOLE IN THE WALL  
Packers (Pure Soul 1107) 3
- 6 EBB TIDE  
Righteous Bros. (Philles 130) 9
- 7 I GOT YOU  
James Brown (King 6015) 5
- 8 DON'T LOOK BACK  
Temptations (Gordy 7047) 10
- 9 I REALLY LOVE YOU  
Dee Dee Sharp (Cameo 375) 11
- 10 DON'T FIGHT IT  
Wilson Pickett (Atlantic 3206) 8
- 11 ARE YOU THERE  
Dionne Warwick (Scepter 12122) 16
- 12 YOU'VE BEEN CHEATING  
Impressions (ABC Paramount 10750) 14
- 13 UP TIGHT  
Little Stevie Wonder (Tamla 54124) 24
- 14 RECOVERY  
Fontella Bass (Checker 1131) 23
- 15 GOING TO A GO GO  
Miracles (Tamla 54127) 25
- 16 BLACK KNIGHT  
Lou Folsen (Kent 431) 17
- 17 FOLLOW YOUR HEART  
Manhattans (Carnival 512) 19
- 18 BABY YOU'RE MY EVERYTHING  
Little Jerry Williams (Calla 105) 26
- 19 AIN'T THAT PECULIAR  
Marvin Gaye (Tamla 54122) 7
- 20 CRYING TIME  
Ray Charles (ABC Paramount 10739) 21
- 21 MOTHER NATURE & FATHER TIME  
Brook Benton (RCA Victor 8693) 12
- 22 MICHAEL  
C.O.D.'s (Kellmac 1003) 27
- 23 HANG ON SLOOPY  
Ramsey Lewis Trio (Cadet 5522) 18
- 24 GOOD THINGS COME TO THOSE  
WHO WAIT  
Chuck Jackson ((Wand 1105) 33
- 25 DON'T MESS WITH BILL  
Marvelettes (Tamla 54126) 38
- 26 JUST ONE MORE DAY  
Otis Redding (Volt 130) 20
- 27 I'M TOO FAR GONE (TO TURN  
AROUND)  
Bobby Bland (Duke 393) 46
- 28 BABY SCRATCH MY BACK  
Slim Harpo (Excelllo 2273) 37
- 29 RAINBOW '65  
Gene Chandler (Constellation 158) 36
- 30 I HEAR A SYMPHONY  
Supremes (Motown 1083) 15
- 31 RESCUE ME  
Fontella Bass (Checker 1120) 13
- 32 IF YOU GOTTA MAKE A FOOL  
OF SOMEBODY  
Maxine Brown (Wand 1104) 22
- 33 GET OUT OF MY LIFE WOMAN  
Lee Dorsey (Amy 945) 41
- 34 GOODNIGHT MY LOVE  
Ben E. King (Atco 6390) 45
- 35 ONLY LOVE  
Solomon Burke (Atlantic 2308) 28
- 36 BABY COME HOME  
Solomon Burke (Atlantic 234) —
- 37 THIS CAN'T BE TRUE  
Eddie Holman (Parkway 960) 49
- 38 YOUR PEOPLE  
Little Milton (Checker 1128) 29
- 39 STAY AWAY FROM MY BABY  
Ted Tylor (Okeh 7231) 30
- 40 THIS HEART OF MINE  
Artistics (Okeh 7232) 43
- 41 CAN'T CHANCE A BREAK UP  
Ike & Tina Turner (Sue 137) 50
- 42 YOU DON'T KNOW LIKE I KNOW  
Sam & Dave (Stax 180) —
- 43 FLY ME TO THE MOON  
Sam & Bill (Joda 104) 47
- 44 SOMETHING I WANT TO TELL YOU  
Johnny & Expressions (Josie 946) —
- 45 APPLE OF EYE  
Roy Head (Back Beat 555) 32
- 46 GETTING THROUGH TO ME  
Annabell Fox (Satin 400) —
- 47 TIRED OF BEING LONELY  
Sharpees (One-Der-Ful 4839) 48
- 48 THINK TWICE  
Jackie Wilson & Lavern Baker  
(Brunswick 55287) —
- 49 EASY GOING FELLOW  
Roscoe Shelton (Sound Stage 7 2555) —
- 50 NO TIME FOR PITY  
Baby Washington (Sue 137) 40

## Brian Holland Named Motown VP

DETROIT—Brian Holland, a long-time vet of the Motown label operation, has been named a vp of the firm, according to Berry Gordy, Jr., president.

Holland retains the post of head of creative evaluation at the company, which he assumed last Aug. He is a strong producer and writer, associated in the former area with Lamont Dozier and in the latter with his brother, Eddie Holland, as well as Dozier.

## 5-Month-Old Single Sparks New Sales Life

NEW YORK—Mercury Records could well have a left field hit via an unusually 'old' single. The deck, which went into release last Aug., is an r&b-oriented item called "I Dig You Baby" by Lorraine Ellison.

The record was only kept active by the label because of its promise as evidenced by minimal sales and airplay in several important cities. But the deck never really started to move in any meaningful quantity and, many times, came close to a cut-out death. The label's patience apparently will now be rewarded. In the past several weeks, it has begun to rack up healthy sales in such significant markets as Los Angeles, Chicago, Miami, Atlanta, etc. Interestingly enough, the record is now garnering both pop and r&b airplay. Morris Diamond, Mercury's national promotion director, reports that "I Dig You Baby" has presently hit the 40,000 sales-mark and predicts widespread national acceptance for the recording in the immediate future.

## Gary Lewis Gets Special Award

LOS ANGELES—Phil Skaff, executive vice president of Liberty Records has presented Gary Lewis a special award, commemorating the chanter's sales during his first year with the label. The plaque displays five singles and three LP's on a six foot mount. The ceremony was held at a recent luncheon that was attended by key Liberty execs and representatives of the press.



DETERMINATION—When Spanish soprano Montserrat Caballe made her recent debut in Faust at the Metropolitan Opera, the early comers were out in force, as witness this photo taken of music lovers who started the line at 3 a.m., while standing room tickets don't go on sale until 7 p.m., a wait of 17 hours. The artist is also making her RCA Victor Red Seal debut during January with an LP titled "Presenting Montserrat Caballe."



## Groovy

That's the word for this new Columbia quintet named Patti's Groove. The members of the group are: (left to right) Meredith Reed, Janet Byrnes, Patti Devoe, Suzy Michaels and Kathy Diamond. The girls' first single, released last week, is titled "It Won't Last Too Long."

## NARM Awards Selection Committee Is Named

PHILADELPHIA—The selection committee for the 1965 NARM Awards of the National Association of Record Merchandisers has been appointed by George A. Berry, president of the association. The selections committee will prepare the ballots on which each regular member (record merchandiser) of NARM will vote for the artists and products which were the best sellers of his outlet. The NARM Awards will be presented to the winners at the annual NARM Awards Banquet, which will be held on March 9, 1966 at the Fontainebleau Hotel in Miami Beach.

The NARM Awards will be given in sixteen categories including best selling hit single, album, movie sound track album, male vocalist, female vocalist, country and western artist, folk artist, most promising male vocalist, most promising female vocalist, best selling vocal group, comedy album, instrumentalists, orchestra, children's line, and economy price product.

Members of the committee that will help prepare the final ballot are Ben Bartel, John Billinis, Hess Budin, John T. Edgerton, Jack Geldbart, Sanford Goldman, Jay Jacobs, Stanley Jaffee, Sam Morrison, Charles Murray, David Press, Charles Schlang, Herbert Seigal, Cecil H. Steen, Manuel E. Swatez, and Fred Traub.

The chairman of the NARM Awards Banquet will be Charles Schlang (Mershaw of America, Albany, New York), and the general convention chairman will be Jack J. Geldbart (L and F Record Service, Atlanta).

## Ri-Fi's Velona Returns To Italy

NEW YORK—G. Velona, head of the international dept. of Ri-Fi Records, has returned to Italy following a trip to the U.S. While here, he had business conferences with the label's U.S. attorney, Richard Roemer, and a number of labels.

Ri-Fi has risen to the top ranks of Italy's indie operations after only five years of operation. The firm owns two factories and a printing plant, which supplies labels, LP jackets, covers, etc. It also has a wide sales and distribution set-up. Its top artist is Mina. Many of the label's performers have appeared at the San Remo Festival, and the upcoming event at the end of Jan. will be no exception. The label is currently creating some excitement in Italy with its development of a "pocket record," a disk that is smaller than a 45 rpm but having the same quality of sound.

## 'Pussycat' A Top Chart Hit Of '65

NEW YORK—In the "Top 100 Chart Hits of 1965" in the Dec. 25 issue, the song "What's New Pussycat" should have appeared in the number 56 position. The publisher is Unart (BMI), the writers are Burt Bacharach and Hal David. Cash Box regrets the error.

## Tibor Pubbery Reactivated

NEW YORK—Andy Halmay, vet song writer and publisher and president of Tibor Productions, has announced the reactivation of Tibor Music Publishing. As a first step, the exec has signed song writer Munchy Baron to an exclusive contract.

Halmay has been associated with the Cunningham & Walsh Advertising Agency and more recently has been active in the creation of a projected TV series.

The reactivated firm has already scheduled several new songs to be released through major labels in the early part of 1966.

Tibor Records, which was distributed by London in 1961, may also be revived in the near future.

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**HORST JANKOWSKI**  
MERCURY 72520



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BUT OUR SOUL SOUND IS TOO MUCH

**UP TIGHT**  
b/w  
**I'VE GOT NOBODY**  
**THE FLAME'N' KING**

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# Elektra Celebrates 15th Anniversary Amy-Mala; Strongest LP Issue Yet

(Continued from page 6)  
 lieder by composer-art critic John Gruen. The album cost \$600, which was painstakingly scraped up, and when the record was not a success all seemed lost. Just about at this time Holzman developed an interest in folk music. He became exposed to Leadbelly, Woody Guthrie, John Jacob Niles, Richard Dyer-Bennet and Burl Ives. With the help of critic and friend, Edward Tatnall Canby, he recorded Jean Ritchie and Elektra's second record, released in early 1952, began to establish the folk music trend for which the label is world famous.

## Bikel Moves In

Following fast on the Jean Ritchie release came albums by Frank Warner, Cynthia Gooding, Susan Reed, Jack Elliott, Ed McCurdy and Josh White. In 1955 a chance meeting with folksinger-actor Theodore Bikel led to the artistic association between Bikel and Elektra which continues to this day. Holzman first released an album titled "Folk Songs of Israel," a ten-inch LP, and later followed this up with several other Bikel albums, none of which sold particularly well. Then in 1958 two Bikel albums achieved simultaneous success. They were the famous "Jewish Folk Songs" and "Songs of a Russian Gypsy," which are still substantial sellers in the company's catalog.

In 1952, Holzman invented the sampler concept and was the first to label compendium records in this way. Up until 1956, Elektra was not a profitable operation. In fact, it had lost substantial amounts of money because the public interest in folk music just did not seem to exist. But Holzman and Elektra were building a reputation for meticulous production with especial attention to high fidelity sound, a reputation which the company has to this day.

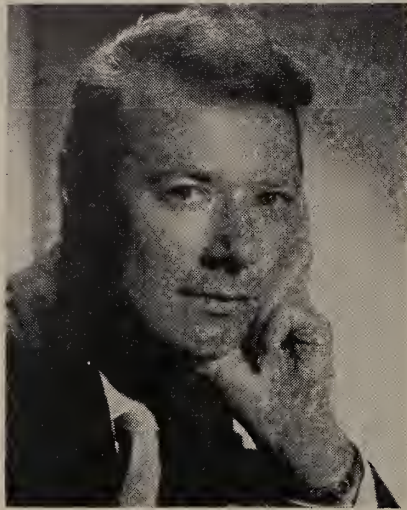
## The Break-Even Year

1956 saw Elektra's first break-even year with the simultaneous release of the famous "Josh at Midnight" album and the beginning of a new series by Ed McCurdy titled "When Dalliance Was in Flower." The Dalliance albums were very successful, particularly among youngsters on college campuses who soon began sampling other Elektra product. From 1956 on, many other artists flocked to the Elektra banner. Among these were flamenco guitarist Sabicas; Glenn Yarbrough; the Oranim Zabar Israeli Troupe; Erik Darling; Oscar Brand; Bob Gibson; the Travelers Three; the Dillardys; Koerner, Ray & Glover; Hamilton Camp; Tom Rush; Phil Ochs; Mark Spoelstra; Tom Pax-

ton; The Paul Butterfield Blues Band; the Limeliters and Judy Collins.

As the artist roster has grown, so has the company. From a dormitory room at St. John's College in Annapolis, Maryland, the company moved to a small store on 10th Street in the Village, then to Bleecker Street, in 1958 to a larger set of offices on 14th Street, and finally in 1963 to the Sperry Rand Building quarters.

Holzman, who is his own production supervisor, carefully guides each step of an album's progress. He believes that the company's reputation is based upon the careful attention given all aspects of an album's production, with particular emphasis on



JAC HOLZMAN

outstanding repertoire performed by excellent artists, stunning sound, attractive jackets (which are prepared under the guidance of William S. Harvey, Elektra art director since 1953), and careful attention to notes and production quality controls.

## Nonesuch Arrives

In 1964 Holzman, who is something of an innovator, introduced his Nonesuch line, a fast selling budget classical line in the country. Holzman felt that classical records had been overpriced and after signing exclusive representational agreements with outstanding European labels, he undertook to prove his point. Rather than trying to save pennies on a "budget" line (Nonesuch albums carry a list of \$2.50 each, either in mono or stereo), Holzman felt that a little extra money would have to be spent in order to convince the public that they were not getting something "cheap." A unique cover concept was developed by art director Harvey, unusual repertoire leaning heavily toward the Baroque was chosen, and special attention was paid to the liner notes, which were prepared under the direction of Holzman's old friend, Edward Tatnall Canby. Holzman's hunch about the classical market and his attention to detail paid off. Over one million Nonesuch classical albums were sold in 1965, and the catalog now numbers well over a hundred items.

NEW YORK—Amy-Mala-Bell general manager Larry Uttal announced last week that the company would release five new LP's which he considers as "the strongest package of LP's in its history." Leading off the offering is the Toys' album debut which incorporates their recent number one tune "A Lover's Concerto" as well as their

currently charted number "Attack." Also following up current single clicks are Mitch Ryder and the Detroit Wheels with "Jenny Take A Ride" and Ronny and the Daytonas' with "Sandy." Rounding out the offering are outings by Lee Dorsey and Georgia Gibbs.

## Gateway Adds LP's

PITTSBURGH—Gateway Recordings has announced the addition of four LP's to its catalog and the release of three singles. The albums involved are "Harold Betters Swingin' On The Railroad," "Marion Lush," "Al Morouse's Slovenian Polka Time" and "Donald Leace At The Cellar Door." The single release features Betters' "Dirty Red" b/w "Railroad," Marion Lush's "Over My Cradle Polka" b/w "Wedding Waltz" and Lil' Ronnie and the Carousels' "Ironing Board Czardas" b/w "Walt and Anne's Polka."

The company has widespread licensing arrangements and is well represented in all important foreign markets. In the fall of 1965 Holzman set up a wholly-owned subsidiary with head offices in London which is now manufacturing Elektra for the British market.

Also late in 1965 the Bounty label was set up. Bounty is an Elektra affiliate specializing in the singles area.

Holzman and the entire Elektra staff look confidently to 1966. Right now Elektra has three albums on the charts: "Judy Collins Fifth Album," "The Paul Butterfield Blues Band" and "The Baroque Beatles Book," which is an Eighteenth Century treatment of Beatles tunes, is the fastest selling album in Elektra history.

Elektra intends to continue its policy of not releasing product for the sake of issuing records. The Elektra release schedule (not including Nonesuch) in 1965 included 22 albums. Holzman says that he and his staff would rather concentrate on the artists currently under contract to the label than to issue albums for the sake of making movement. Artists currently under contract include Judy Collins, The Paul Butterfield Blues Band, Tom Rush, Tom Paxton, Phil Ochs, Mark Spoelstra, Luke and the Apostles, Theodore Bikel, Bruce Murdoch, David Blue, Koerner, Ray & Glover, Hamilton Camp, Peter Antell and Joshua Rifkin.

Key personnel beside Holzman include vice-president and art director William S. Harvey; sales manager Mel Posner; A & R producers Mark Abramson and Paul Rothchild; promotion director Steve Harris; traffic manager Keith Holzman; Nonesuch coordinator Teresa Sterne; and chief of warehousing operations Tony Sidorski.

## Acuff-Rose Chappell Deal

(Continued from page 6)

Dreyfuss and John Cacavas of Chappell.

Acuff-Rose Artists Corporation, meanwhile, has signed a reciprocal arrangement with the West Coast-based Howard King Agency in Beverly Hills, Calif. The deal is expected to broaden the opportunities open to Acuff-Rose contracted artists in the western United States, including the Reno-Tahoe-Vegas circuit, while at the same time, allowing Acuff-Rose to expand its own operation through the booking of talent in many areas not now covered by the Coast firm. Howard (Howdie) Forrester heads up the agency operation at Nashville headquarters.

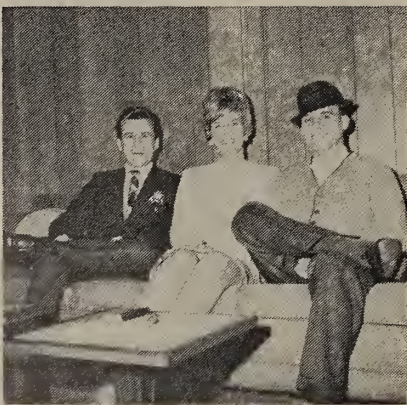
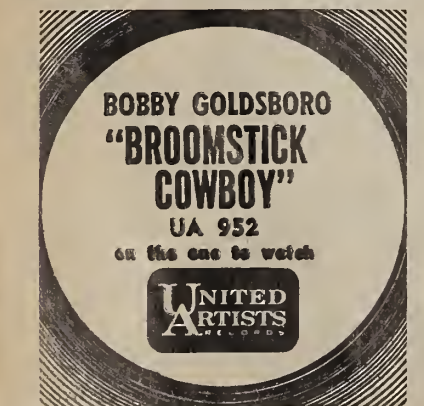
At the same time, the Acuff-Rose-owned British subsidiary continues to expand its own roster of British musical, dramatic and variety artists. Nick Firth, office chief, was due in the United States for a series of meetings at Nashville headquarters January 3.

On the Hickory Records front, a major new emphasis is expected on album production in both pop as well as country areas. With increasing amounts of product in the offing, the firm has also begun using several new producers to back up Wesley Rose, who has heretofore done virtually all of the producing. Johnny Erdelayn produced Bill Carlisle's current country-pop hit, "What Kind Of Deal Is This," as well as numerous other recent releases by Barbara Mills and Roy Neil Acuff Jr.

At Hickory, sales chief, Lester Rose works closely with promotion manager, Joe D. Lucas, and a full time staff of national promotion men consisting of Mel Foree, Gene Kennedy and John Neal Brown.

Wesley Rose, who was one of the first of the Nashville publishers and disc men to turn his eyes across the seas, already has set up publishing subsidiaries in most of the major nations of the free world. The Hickory label is also in business in many of the same countries. Rose, who recently returned from the Orient, now expects to make his next foreign expansion move in Japan, with details to be announced in a few weeks.

McCluskey, who joined the firm last April, is completing the current plans for building expansion. The firm owns a substantial parcel of additional land adjacent to the current Franklin Road headquarters building. New construction leading to a 100 percent increase in office and production space is expected to start on the property within a few months.



EVER UPWARD—Moss Rose Publications and Hubert Long Talent Agency are taking new quarters on Nashville's "Music Row," 16th Ave. South. The spacious and comfortable facilities will serve as a base of operations for the publishing-booking combo. In the adjacent picture are (left to right) newly appointed veep Audie Ashworth, secretary Shirley Welch and writer Hank Mills.









## Smash Seeks Gold For Miller Album

CHICAGO—Smash Records product manager Charles Fach has notified the RIAA of the impending million dollar sales figure of the "Roger Miller's Golden Hits" album. The package, according to Fach, is the biggest in the five-year history of the label, and has passed the 350,000 mark in the two-month period since its Oct. 15 release, topping every previous album put out by Smash.

Fach credits the inclusion of Miller's current hit, "England Swings," for the behemoth sales accrued by the artist's fourth album. The company attributes the rapid rise of the album to heavy radio spot advertising on the LP in 15 key cities in the U.S., including Chicago, Milwaukee, Minneapolis, San Francisco and Philadelphia, among others.

The Richmond record pressing plant for the label's parent firm, Mercury Records, has reportedly been running on a 24-hour schedule for the past two weeks because of the demand for the Miller album. In addition, the Indianapolis custom division plant of RCA Victor has been running large additional orders for the album, which could not be produced in time for Christmas delivery by the Indiana plant.

If all processes necessary for certification can be completed in time, the presentation of the RIAA award will be made on Miller's NBC-TV special on Jan. 19. The certification would be Miller's second million-dollar seller. His first RIAA award winner was "The Return Of Roger Miller."

## More Sounds Orchestral

NEW YORK—In 1966 Cameo/Parkway will increase its release schedule of the Sounds Orchestral, winner of the Cash Box poll as the most promising new orchestra of 1965. The plan was revealed by Jerry Shifrin, the firm's sales manager, who recently returned from a week-long series of meetings with Pye Records of England.

Shifrin also stated that he has arranged for the Ivy League to produce a product specifically for the taste of U.S., which, according to the sales manager, "is still different, in some cases, than the English and European markets."

Negotiations are still in the process for the English representation for Cameo/Parkway's pubbery subsidiaries, C/P Music, Wyncote Music, and Grocala Music. Shifrin disclosed that he will probably go back to England sometime in January to wrap up the deal.

## Garnett To Australia

LOS ANGELES — RCA Grammy Award winner Gale Garnett has been scheduled for a concert tour that will take her to Australia and New Zealand. The tour begins on Feb. 28 in Auckland and concludes Mar. 18 in Hastings. During her tour, the lark will perform in 19 cities. Shortly after her return, the singer will open for a 12 day booking at the Gaslight South Coconut Grove in Miami, Florida.

## Musicians Join N. Y.'s NARAS Fold

NEW YORK—NARAS Governor Marion McPartland's December campaign to enlist more musicians for the Academy's New York chapter has been responded to by several top music makers.

Joining as a life member was John Lewis, Modern Jazz Quartet leader; Skitch Henderson; Elliot Lawrence; composers Hall Overton and Bob Dorough; and vibist Gary Burton.

A quartet of arrangers also joined including Jimmy Fagas, Deane Kincaide, Nat Pierce and Jim Timmens. Bass players who joined NARAS are Chuck Israel of the Bill Evans Trio, Gene Wright of Dave Brubeck's Quartet, and Bill Takas.

Others heeding to McPartland's call were drummers Ed Shaughnessy and Ed Thigpen, guitarist Chuck Wayne, saxophonist Jerry Dodgion, and trumpeter Jimmy McPartland.

Other new active members of NARAS include Marilyn Jackson, Robert Fraser, James Goodfriend, Allen Jacobs and Shigeaki Sai. In addition three new associate members joined up: W. E. Anderson and William Livingstone of Hi-Fi/Stereo Review and Bill Gallagher, Columbia Records' exec.

## Catron To Conduct Pop Music Seminar

NEW YORK—Starting in Feb., Stan Catron, general manager of South Mountain Music, will conduct a seminar on pop music and composition for the Community Resources Program of South Orangetown in Rockland County, New York. Students will be in the 15 to 18 year old age group, and those admitted to the class have shown special abilities and interests. The course will include nine two-hour sessions to be held at the Tappan Zee High School.

Catron's seminar will deal mainly with the quality of current commercial music and will include a review of form, construction and history of the many types of pop songs.

Field trips to New York to attend recording sessions and to gain a first hand knowledge of recording techniques will be a feature of the course. Art work for LP covers and the mechanics of publishing and copyrights will also be covered. Catron will also trace the various paths of songs from the time they are composed to the time they are waxed.

One of the projects for the students will be to write songs early in the seminar; demos of these will be made and discussed. Later on in the sessions, students will again compose songs using the knowledge they have gained in previous classes. The winning song from these efforts will be published by South Mountain Music and submitted to A&R men for a possible recording.



## TOP COUNTRY ALBUMS

1	MY WORLD Eddy Arnold (RCA Victor LPM/LSP 3466)	1	13	TRUCK DRIVIN' SON OF A GUN Dave Dudley (Mercury MG 21028/SR 61028)	12
2	GOLDEN HITS OF ROGER MILLER (Smash MGS 27073/SRS 6 7073)	2	14	TIGER WOMAN Claude King (Columbia CL 2415/CS 9215)	15
3	CUTE 'N COUNTRY Connie Smith (RCA Victor LPM/LSP 3444)	3	15	HELLO VIETNAM Johnny Wright (Decca DL 4698/DL 7 4698)	13
4	MAY THE BIRD OF PARADISE FLY UP YOUR NOSE Little Jimmy Dickens (Columbia CL 2442/CS 9242)	4	16	TOO MUCH HURT Don Gibson (RCA Victor LPM/LSP 3470)	18
5	INSTRUMENTAL HITS OF BUCK OWENS & THE BUCKAROOS (Capital T/ST 2367)	8	17	KISSES DON'T LIE Carl Smith (Columbia XLP 7 9956/X5M 7 9958)	17
6	THE OTHER WOMAN Ray Price (Columbia CL 2382/CS 9182)	5	18	DOODLE-OO-DOO-DOO Del Reeves (United Artists UAL 3458/UAS 6458)	19
7	BEFORE YOU GO/NO ONE BUT YOU Buck Owens (Capitol T/ST 2353)	7	19	BRIGHT LIGHTS AND COUNTRY MUSIC Bill Anderson (Decca DL 4686/74686)	22
8	BEHIND THE TEAR Sonny James (Capitol T/ST 2415)	10	20	ROY DRUSKY'S GREATEST HITS (Mercury MG 21052/SR 61052)	21
9	NEW COUNTRY HITS George Jones (Musicor MM 2060/MS 3060)	11	21	THIRD TIME AROUND Roger Miller (Smash MGS 27068/SRS 67068)	16
10	UP THROUGH THE YEARS Jim Reeves (RCA Victor LPM/LSP 3427)	9	22	FROM THIS PEN Bill Anderson (Decca DL 4646/DL 74646)	20
11	FIRST THING EVERY MORNING Jimmy Dean (Columbia CL 2401/CS 9201)	6	23	HART OF COUNTRY MUSIC Freddie Hart (Kapp KL 1456/K5 3456)	25
12	MORE OF THAT GUITAR COUNTRY Chet Atkins (RCA Victor LPM/LSP 3429)	14	24	STONEWALL JACKSON'S GREATEST HITS (Columbia CL 2377/CS 9177)	23
			25	MY PICK OF THE HITS Ernest Tubbs (Decca DL 4640/74640)	24

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## New Bag

Capitol Records' duo Peter and Gordon were recently snapped along with two of the Jordanaires during the pair's Nashville session at which they cut a country and western LP. The Jordanaires backed them at the session.



A SURE HIT!

# THE OSBORNE BROTHERS

*Sing*

# MEMORIES

*c/w*

# UP THIS HILL AND DOWN

31886



# COUNTRY TOP 50

	Pos. Last Week		Pos. Last Week
<b>1</b> GIDDY UP GO <i>(Starday—BMI)</i> Red Sovine <i>(Starday 737)</i>	1	<b>26</b> MORE THAN YESTERDAY <i>(Maiden Fair, Cuculu—BMI)</i> Slim Whitman <i>(Imperial 66130)</i>	13
<b>2</b> BUCKAROO <i>(Bluebook—BMI)</i> Buck Owens <i>(Capitol 5517)</i>	2	<b>27</b> WRITE ME A PICTURE <i>(Harbot—SESAC)</i> George Hamilton IV <i>(RCA Victor 8690)</i>	30
<b>3</b> MAKE THE WORLD GO AWAY <i>(Pamper—BMI)</i> Eddy Arnold <i>(RCA Victor 8679)</i>	3	<b>28</b> IT'S ANOTHER WORLD <i>(Bronze Music—Sesac)</i> Wilburn Bros. <i>(Decca 31819)</i>	20
<b>4</b> ENGLAND SWINGS <i>(Tree—BMI)</i> Roger Miller <i>(Smash 2010)</i>	5	<b>29</b> BLUE MOON OF KENTUCKY <i>(Peer Int'l—BMI)</i> George Jones & Melba Montgomery <i>(United Artists 941)</i>	25
<b>5</b> FLOWERS ON THE WALL <i>(Southwind—BMI)</i> Statler Bros. <i>(Columbia 43315)</i>	4	<b>30</b> DON'T YOU EVER GET TIRED OF HURTING ME <i>(Pamper—BMI)</i> Ray Price <i>(Columbia 43427)</i>	33
<b>6</b> WHAT WE'RE FIGHTING FOR <i>(New Keys—BMI)</i> Dave Dudley <i>(Mercury 72500)</i>	6	<b>31</b> ARTIFICIAL ROSE <i>(New Keys—BMI)</i> Jimmy Newman <i>(Decca 31841)</i>	21
<b>7</b> MAY THE BIRD OF PARADISE FLY UP YOUR NOSE <i>(Central Songs—BMI)</i> Little Jimmy Dickens <i>(Columbia 43388)</i>	7	<b>32</b> MY DREAMS <i>(Vandadore—BMI)</i> Faron Young <i>(Mercury 72490)</i>	32
<b>8</b> WATCH WHERE YOU'RE GOING <i>(Acuff-Rose—BMI)</i> Don Gibson <i>(RCA Victor 8678)</i>	9	<b>33</b> YOU FINALLY SAID SOMETHING GOOD <i>(Regent—BMI)</i> Charlie Louvin <i>(Capitol 5550)</i>	40
<b>9</b> SITTIN' ON A ROCK <i>(Crying In A Creek)</i> Warner Mack <i>(Decca 31853)</i>	12	<b>34</b> A PICTURE THAT'S NEW <i>(Peach—SESAC)</i> George Morgan <i>(Columbia 43393)</i>	34
<b>10</b> WOMEN DO FUNNY THINGS TO ME <i>(Window—BMI)</i> Del Reeves <i>(United Artists 943)</i>	14	<b>35</b> MONEY GREASES THE WHEELS <i>(Husky—BMI)</i> Farlin Husky <i>(Capitol 5522)</i>	37
<b>11</b> HAPPY TO BE WITH YOU <i>(Copper Creek, Al Gallico—BMI)</i> Johnny Cash <i>(Columbia 43420)</i>	16	<b>36</b> SWEET MEMORIES <i>(Roadrunner—BMI)</i> Webb Pierce <i>(Decca 31867)</i>	39
<b>12</b> TAKE ME <i>(Glad—BMI)</i> George Jones <i>(Musicor 1117)</i>	11	<b>37</b> WHITE LIGHTNIN' EXPRESS <i>(Moss Rose—BMI)</i> Roy Drusky <i>(Mercury 72471)</i>	27
<b>13</b> TRUE LOVE'S A BLESSING <i>(Marson—BMI)</i> Sonny James <i>(Capital 5536)</i>	17	<b>38</b> YOU BETTER WATCH YOUR FRIENDS <i>(Peach—SESAC)</i> Jim Nesbitt <i>(Chart 1290)</i>	42
<b>14</b> IF I TALK TO HIM <i>(Victor—BMI)</i> Connie Smith <i>(RCA Victor 8663)</i>	8	<b>39</b> BOTTOM OF A MOUNTAIN <i>(Pamper—BMI)</i> Tex Williams <i>(Boone 1036)</i>	45
<b>15</b> LITTLE BUDDY <i>(Al Gallico—BMI)</i> Claude King <i>(Columbia 43416)</i>	15	<b>40</b> THE GIRLS GET PRETTIER (Every Day) <i>(Combine—BMI)</i> Hank Locklin <i>(RCA Victor 8695)</i>	41
<b>16</b> SNOW FLAKE <i>(Open Road, Rondo—BMI)</i> Jim Reeves <i>(RCA Victor 8719)</i>	29	<b>41</b> TRAVELIN' MAN <i>(Darlene—BMI)</i> Dick Curless <i>(Tower 193)</i>	46
<b>17</b> WHILE YOU'RE DANCING <i>(Mariposa—BMI)</i> Marty Robbins <i>(Columbia 43428)</i>	19	<b>42</b> I'VE CRIED A MILE <i>(Wilderness—BMI)</i> Hank Snow <i>(RCA Victor 8713)</i>	43
<b>18</b> THANK YOU MA'AM <i>(Screen Gems, Columbia—BMI)</i> Ray Pillow <i>(Capitol 5518)</i>	26	<b>43</b> BEFORE THE RING ON YOUR FINGER TURNS GREEN <i>(Acuff-Rose—BMI)</i> Dottie West <i>(RCA Victor 8702)</i>	47
<b>19</b> TALK ME SOME SENSE <i>(Four Star Sales—BMI)</i> Bobby Bare <i>(RCA Victor 8699)</i>	22	<b>44</b> SKID ROW JOE <i>(Carreta—BMI)</i> Porter Wagoner <i>(RCA Victor 8723)</i>	—
<b>20</b> BABY <i>(Blue Echo—BMI)</i> Wilma Burgess <i>(Decca 31862)</i>	28	<b>45</b> I WILL NOT BLOW OUT THE LIGHT <i>(Champion—BMI)</i> Marion Worth <i>(Columbia 43405)</i>	48
<b>21</b> IF THIS HOUSE COULD TALK <i>(Moss-Rose—BMI)</i> Stonewall Jackson <i>(Columbia 43411)</i>	18	<b>46</b> HE'S A JOLLY GOOD FELLOW <i>(Al Gallico—BMI)</i> Charlie Walker <i>(Epic 9852)</i>	44
<b>22</b> AS LONG AS THE WIND BLOWS <i>(Tree—BMI)</i> Johnny Darrell <i>(United Artists 943)</i>	23	<b>47</b> THEN GO HOME TO HER <i>(Pamper—BMI)</i> Norma Jean <i>(RC AVictor 8720)</i>	—
<b>23</b> KEEP THE FLAG FLYING <i>(Regent—BMI)</i> Johnny Wright <i>(Decca 31875)</i>	24	<b>48</b> I'D BETTER CALL THE LAW ON ME <i>(Moss-Rose—BMI)</i> Hugh X. Lewis <i>(Kapp 717)</i>	49
<b>24</b> HELLO VIETNAM <i>(New Keys—BMI)</i> Johnny Wright <i>(Decca 31821)</i>	10	<b>49</b> LOOK INTO MY TEARDROPS <i>(Wilderness—BMI)</i> Waylon Jennings <i>(RCA Victor 8729)</i>	50
<b>25</b> WHAT KINDA DEAL IS THIS <i>(Lonzo &amp; Oscar—BMI)</i> Bill Carlisle <i>(Hickory 1348)</i>	31	<b>50</b> TIME OUT <i>(Wilderness—BMI)</i> Bill Anderson & Jan Howard	—



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



WAITIN' IN YOUR WELFARE LINE (2:18)  
[Central Songs, BMI—Stuckey, Rich Owens]

IN THE PALM OF YOUR HAND (2:25) [Central Songs, BMI—Owens]

BUCK OWENS (Capitol 5566)

It looks like the fantastic string of singles turned out by Buck Owens will be adding another link with the artist's latest chartbound effort, called "Waitin' In Your Welfare Line." A typical well-done Owens side, this one is a mid-tempo, catchy shuffler that should be up near the top real soon. On the flip, the songster comes across with a slowed down, well-arranged blues-tinged item.

DEAR UNCLE SAM (2:14) [Sure-Fire, BMI—Lynn]

HURTIN' FOR CERTAIN (2:00) [Sure-Fire, BMI—Staedtler]

LORETTA LYNN (Decca 31893)

Following right on the heels of here recent winner, "The Home You're Tearing Down," Loretta Lynn is ready to score again with this sure-fire winner titled "Dear Uncle Sam." Side is a potent, emotion-packed weeper about a woman who loses her man when he goes to war. Should be a smash. "Hurtin' For Certain" is an uptempo, twangy stomper.

A WOMAN HALF MY AGE (2:40) [Cramart, BMI—Kennedy]

WHEN YOUR LITTLE HIGH HORSE RUNS DOWN (2:14)  
[Kitty Wells, BMI—Botkin]

KITTY WELLS (Decca 31881)

Not far behind her "Meanwhile, Down At Joe's" smash, Kitty Wells should have another bull's-eye with this top-notch effort tabbed "A Woman Half My Age." Tune is a twangy, chorus-backed blueser of a gal who promises to wait for her errant man to return to her. Undercut, "When Your Little High Horse Runs Down," is a light, bouncing ditty with a cute sound.

SOMEONE BEFORE ME (2:35) [Sure-Fire, BMI—Hicks]

SOMETHING ABOUT YOU (2:00) [Sure-Fire, BMI—Perry]

WILBURN BROTHERS (Decca 31894)

Still riding the charts with their current biggie, "It's Another World," Teddy and Doyle Wilburn should be zipping right back up the lists with this blue ribbon effort titled "Someone Before Me." The lid is a sentimental, sorrowful ballad about a man who finds he's competing for his woman's love with her memories of another. Flip, "Something About You," is a happy-go-lucky, bubbling effort with a lot of listenability.

I WISH (2:36) [Acuff-Rose, BMI—Ashworth]

CRAZY ME, FOOLISH YOU (2:10) [Acuff-Rose, BMI—B./F. Bryant]

ERNIE ASHWORTH (Hickory 1358)

Following behind his recent winning effort, "The Dcejay Cried," Ernie Ashworth has another strong chart contender on his hands with this newie called "I Wish." Cut is a plaintive, melancholy heart-tugger of a guy whose strongest desire is to be near his ex-girl. "Crazy Me, Foolish You" is a real nice, chorus-backed item about a couple who constantly hurt each other.

THE RIVER (2:53)

RAINMAKER (2:34)

[Ly-Rann, BMI—Sanders, Victory, Friend] [Ly-Rann, BMI—Victory, Roberts, Friend]

HANK WILLIAMS, JR. (MGM 13443)

Hank Williams, Jr. can quickly reach the winner's circle with either lid or both of this new two-sided MGM contender. One side, "The River," is an easy-going singing-and-recitation western-styled ode about the tribulations of a young vigilante. "Rainmaker" is a plaintive, laconic folkish ballad with a haunting south-of-the-border flavor. Eye 'em both.

JOE & ROSE LEE MAPHIS  
(Starday 745)

(B+) TURN ON THE BRIGHT LIGHTS (2:30) [Starday, BMI—Amos] Joe & Rose Maphis this wallop, thumpin' blues-filled could make a solid sales splash with item about a person at the local pub trying to drown sad memories.

(B+) RIDIN' DOWN THE ILE 99 (2:05) [Starday, BMI—Emerson, Maphis] Equally strong, this side is a gallopin', high-flyin' truck-drivin' ditty.

GENE TURNEY (Accent 1189)

(B+) TEN PARTY LINE (1:58) Meteor, BMI—Relaford, Turney] Newcomer Gene Turney makes a good bid for national attention with this raunchy, thunkin' ode about a feller who can't get to call his date on the phone.

(B+) FOOLISH WORDS (2:40) Meteor, BMI—Relaford, Turney] Flip is a bitter-sweet, pain-filled ballad of a guy who knows that his gal lies when she says she loves him.

# WILMA LEE AND STONEY COOPER

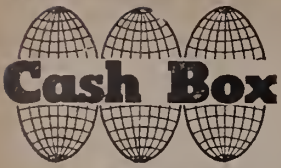
Now Exclusively on **DECCA** RECORDS

with **THEIR NEWEST HIT**

## "IT'S STARTED AGAIN"

## "WEDDING BELLS"





# COUNTRY ROUND UP

The recent Buck Owens Christmas Benefit Show for the Toys For Tots in Bakersfield, Calif. met with huge success as an all-time record crowd turned out for the affair. Reports state that 8700 fans saw the show, which starred Owens and 18 other country music names, and thousands of others had to be turned away. Over 10,000 new toys were collected for the underprivileged children of the Bakersfield area. One of the highlights of the package was the presentation to

Owens of the KUZZ Country Music Award and the Key to the City of Bakersfield. Another event worth noting was the debut on stage of a young feller by the name of Buddy Owens, who, coincidentally, is the 17-year-old son of 1965's No. 1 Country songster. The way it's told, the youngster literally "stole the show" from his famous dad and all his guest stars. Better watch out, dad.

Publisher Thurston Moore has just completed his latest project, "The

Country Music Who's Who Programming Service." Aimed at station personnel, artists, managers, bookers, etc., the new publication is a comprehensive service designed to keep the reader regularly supplied with up-to-date, accurate information on every major recording artist. Bound in a permanent binder, the service costs \$37.50 per year or \$22.50 for six months. Further information can be obtained by writing to Moore at Heather Publications, 3285 So. Wadsworth Blvd., Denver, Colo.

A new country label, Geauga Records, was formed last week in Bedford Hts., Ohio. The firm's first release is called "Longing Just To Hold You Tight" by Robin Lynn, and the national promotion is being handled by Brite Star Record Promotions in Newbury. Deejays wishing to be put on the mailing list may write to label chief Smokie Joe at the company's address, 26041 Aurora Rd., Evergreen #5, Bedford Hts.

Country Music made an important move "uptown" in the city of Akron, Ohio last week when the Kathy Dee Show played a six-day engagement at Themely's, one of the town's finest "class" restaurants. The show, featuring Kathy's Klowns, was exactly the same as the one that the songstress and her boys used at the Golden Nugget in Las Vegas last summer and on their two overseas tours for the Air Force. Following the enthusiastic welcome received in Akron, the troupe has lined up more overseas work for the Air Force, plus club engagements from coast to coast.

On the radio scene, one of the latest newcomers to the country format is KGBS-Los Angeles, which makes the big switch on Jan. 3. The 50,000 watt station is managed by Dale Peterson with Bill Thompson billed as operations and program manager. The deejay staff of the station will be expanded with the addition of spinner Joe Nixon. . . . WWVA-Wheeling

general manager George Faulder has announced the appointment of Lee Sutton as director of the WWVA Jamboree. Faulder also revealed that plans have been finalized to move the Jamboree to its new headquarters at the 3,000-seat Wheeling Downs Exposition Hall, effective with the Jan. 15 performance. The first performance of the Jamboree from its new home will be a benefit show for the American Heart Association. Officials and members of the Wheeling Heart Association, under the direction of President Wynn Sullivan, will act as representatives of the national group for this special Jamboree program. Heading the all-star cast for the package will be Buck Owens & the Buckaroos, with other featured names including Johnny Paycheck, Mac Wiseman, Hugh X. Lewis, in addition to the regular stars of the Jamboree. . . . Another station coming over to the C&W side is KWBA-Baytown, Texas, which also takes the big step on Jan. 3. The station is requesting country records, as well as i.d. letters or telegrams from artists for use on the air.

Bill Denny, in his function as president of the CMA, recently presented Tex Ritter and Frances Preston, former president and chairman of the board respectively, with special gavels for their work with the CMA during the past two years. Meanwhile, the executive committee of the organization met at a luncheon to witness the signing of a contract for construction of the Country Music Hall of Fame and Museum Building in Rose Park on 16th Ave., So. The contract was signed with the W. B. Cameron Co., which has constructed several other buildings on "Music Row," including the new RCA Victor building. Clearing of the land will begin immediately with actual construction expected to start in March after a formal ground breaking ceremony.

PLANS ARE NOW BEING MADE FOR A

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of the

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From Music City, U. S. A.

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# Cash Box



January 8, 1966



Two of France's top recording stars Charles Aznavour (left) and Jacques Brel (right) recently returned to Europe after highly successful appearances in America. After appearing at Carnegie Hall, Aznavour embarked on a tour, taking in Boston, Detroit, Los Angeles, San Francisco, Hollywood and Montreal. Brel also appeared at Carnegie Hall and is now on an extensive tour of Europe. The stars, who record for Barclay Records, are pictured here with the director of the company, Eddie Barclay.

















**Editorial**

## COINBIZ 1965

### *An Examination and a Forecast*

A unique advantage enjoyed by a trade publication over the industry it serves is its ability to observe and analyze each and every level of that industry, consolidate the wealth of information submitted to it by every competitor in the trade and offer a more valid judgment on the trend of that industry with a plausible projection of its future.

In examining the state of the coin machine industry for 1965, we're reminded of a favored expression shared by many operators for a decade or so who contend that the business of operating music, amusement and vending equipment is "diminishing." From the standpoint of the **Cash Box** editorial desk, it's quite clear that the word diminishing is largely invalid. Certainly, the coin machine industry is changing. But rather than diminishing, it is refining. It is modernizing.

True, there were a number of operators in business last New Year's Day who are no longer in this business today. Many smaller routes have been purchased by larger companies. On the same token, much youthful talent has been injected into the industry and there are a number of earnest young men operating this New Year's who were either in school or in the employ of one of our firms during 1964.

Our manufacturers produced as many pieces of new equipment during the closing twelve month period (if not a little more) than the previous year, and a better barometer for the strength of the trade would be harder to find than this.

There were certainly many encouraging developments during 1965. Today we can boast of our phonographs operating in locations which were previously denied (even the finest hotels are sporting our juke boxes); games are popping up in colleges, hospitals and other institutions to take their rightful place along with full line vending banks; through the cooperative efforts of coinbiz and the local community, more mechanics are being equipped with the skills to enter the trade and help fill the void in this particular area; a wealth of attention has been paid toward producing more profitable juke box programming material by both the record companies and our industry itself; equipment excise taxes have been abolished by Washington, making prices more attractive for the operator; and lest we forget, it has largely been through the efforts of our industry in 1965 that many Americans have rediscovered the wholesome recreation of dancing.

One of the most gratifying successes during the past year has been the continued resurgence of MOA—an action organization under an action leadership. MOA's revitalization is a tremendously strong testimony for an optimistic outlook for coinbiz in 1966. Many of our manufacturers and distributors have expanded their facilities during the last twelve months and are supporting larger personnel forces, not only throughout the country but the world.

True, there are, have been, and will continue to be legislative problems popping up throughout the land. We maintain, as we always have, that a solid, enduring, public relations campaign can reverse the present all-around public image our industry wears and insure a fairer treatment by our lawmakers. The thing for us to do is to roll up our shirtsleeves and get cracking, to continue to do our utmost to keep coinbiz moving irresistibly forward in equipment sales, location collections and improved operating conditions. We must push for stronger associations, engage in every civic function whose result may be public acceptance of our trade and work toward the abolition of every archaic law and discriminatory tax.

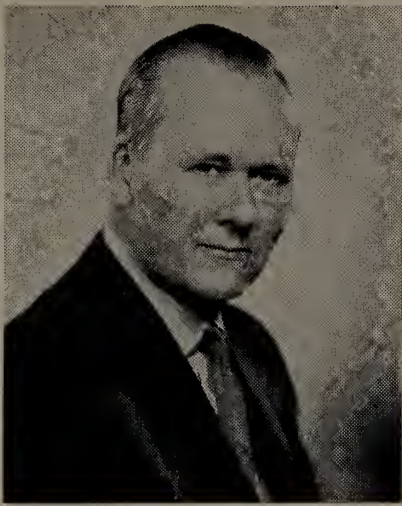
How could an industry diminish and lose its brilliant spark if those earning a livelihood by it will refuse to allow it to diminish? 1965 looks good. 1966 should, by all appearances, be an even bigger year for coinbiz.







**J. Gordon Speaks On  
Three Year Seeburg  
LP Program & COPPS**



JACK GORDON

CHICAGO—"It is good to see operators and record companies working more closely together", said Seeburg president J. Cameron Gordon.

His remarks were prompted by the announcement from a major record company that they were going to begin producing Little LP's for use on coin-operated phonographs, and from another company that they were increasing the number of album releases.

"The coin-phonograph operator is a key figure in the introduction and promotion of new artists, Broadway shows and motion pictures," said Gordon. "He is also the man who has helped introduce the 45 rpm record, high fidelity and stereo, just to mention a few innovations."

Gordon pointed out that Seeburg had spent close to \$5,000,000 in the three-year period since his firm introduced Artist of the Week and Little LP albums for the use of the operator. "We appreciate the co-operation of the record companies in making stereo material available to us," he said.

William Prutting, vice president involved with Seeburg record programs, said: "Companies will make stereo records available to operators through Seeburg because we order a quantity in advance, because we do not return any merchandise and because we pay for everything we buy."

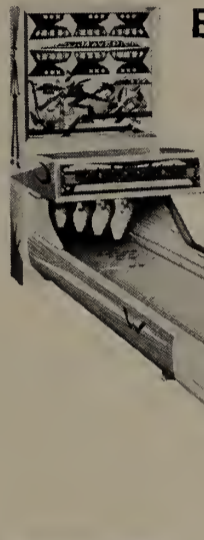
"We buy what an operator can use", Prutting continued, "We don't have to worry about promoting a new artist or moving out every little LP as soon as it is delivered. We have a large supply of all kinds of records and issue a bi-monthly catalogue. In this way, operators can order records from our distributors that may not be available through normal channels."

Asked about Seeburg's own recording program, Gordon said: "We are constantly recording in the music capitals of the world. The reason is simple. Our background music division is a tremendous user of music, specially tailored for various types of locations. Since Seeburg background music in a restaurant is different from that Seeburg provides to a factory, we have need of a great variety of music. We know world

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music markets and are constantly testing new ideas and programming concepts."

"We are meeting a need for all kinds of stereo singles programming, from Latin American to waltzes, from country and western to rhythm and blues, from French to Italian. We hope that the operator will find the record companies willing to produce more stereo 45 rpm for his use."

"We are also releasing more 33 rpm stereo Little LPs," Gordon said. "These are in our Rec-O-Dance series and are exciting with their big sound and special arrangements. There is one thing different about Seeburg records—they are not to be played on the radio or sold in stores. They are specifically for coin phonograph use. And their sound is their success."

Meanwhile, back in Chicago, rhythm and blues singer Sonny Hines, pacted to Seeburg Records, was celebrating the response to his COPPS single, "Has Anybody Seen My Kitty?" Hines, second from left, gives credit to the good luck brought him by his Siamese cat "Mojo," being held by Seeburg's Stan Jarocki. Looking on are vice-presidents Bill Prutting (next to Hines) and Joe Marsala. Prutting heads Seeburg recording activities and Marsala directs music publishing for the firm.



**RECONDITIONED SPECIALS GUARANTEED**  
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**BALLY**

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SHEBA, 2-PI.	..... 375
CROSS COUNTRY	..... 160
STAR-JET, 2-PI.	..... 250
SKY DIVER	..... 235
MAD WORLD, 2-PI.	..... 340
GRAND TOUR	..... 285
2-IN-1, 2-PI.	..... 340
HARVEST	..... 295
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BONGO, 2-PI.	..... 285

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FALCON	.....\$275
SAVOY	..... 275
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DIXIE	..... 245
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7 STAR	..... 410
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# Cash Box

## VENDING NEWS

Vending Machine Industry's Only Newsweekly

### Interstate Names Berge VP of UMS



DAVID J. BERGE

CHICAGO—David J. Berge has been named executive vice president, Interstate United Management Services Corp., of New York City. The announcement was made today by Alex Kramer, president of Interstate United Corporation, the parent company.

Berge, former president of Brass Rail Services, Inc., has been associated with The Brass Rail, Inc., a subsidiary of Interstate United, since 1939.

A native of New York City, Berge

has a B. S. from the College of City of New York where he majored in food chemistry. Including the period of his high school and college education, he has worked in almost every food service capacity in approximately 100 dining establishments.

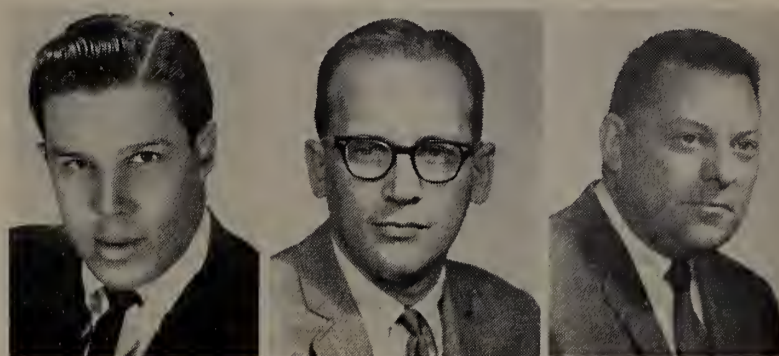
During his more than 26 years with The Brass Rail, Berge has served as general manager of its operations at Jones Beach state park and affiliated state parks in Long Island, New York. He has opened and managed major Brass Rail public restaurants; the company's extensive food service operations at Kennedy International Airport; as well as its executive and employee food service division.

In 1956, Berge was appointed executive vice president of the company. In 1958 he planned and operated the American Restaurant in the United States pavillion at the Brussel's World's Fair. For this work Berge received a citation from the United States Department of State.

Berge is a member of the New York State Restaurant Association, the National Restaurant Association, American Management Association, Presidents' Professional Association, Inc., Real Estate Board of New York and the Fifth Avenue Association.

Interstate United Management Services Corp., a newly organized subsidiary of Interstate United Corporation, serves as special consultants nationally to the operators of recreational facilities, parks, hospitals, schools, colleges and universities.

### NRI Ups Three to New Exec Posts



SABOL

KUECHLER

FLICK

ST. LOUIS—National Rejectors, Inc., has promoted three key men to newly created executive positions in the marketing department, it was announced by H. F. (Hugh) Sackett, director of marketing.

Thomas L. Flick has been promoted to home office sales manager. His new responsibilities include all sales order activity, forecasts, budgets and sales promotion. Flick, whose former position was staff sales administrator, has been with NRI for 21 years.

Robert A. Kuechler, formerly manager of currency products, has been promoted to new products sales manager with responsibility for marketing research, product specifications, new product sales, and sales of special products. He has 12 years of experience with NRI.

William R. Sabol has been promoted from Chicago area manager to field sales manager. In his new position, he is responsible for all NRI sales and service operations in the field, including all branch sales offices. Sabol has 11 years of service at NRI.

Sackett said, "The new appointments are part of a general reorganization of the NRI marketing department to achieve greater flexibility, increased capability, and to keep pace with changing trends in marketing."

NRI is one of the world's leading manufacturers of coin and currency handling equipment. The firm has two plants in the United States—one in St. Louis, Mo., and another in Hot Springs, Ark. They provide a dual source of supply for the U.S. vending industry, and for export equipment. The company also has two foreign operations: National Rejectors, Inc., G.m.b.H., of West Germany, with a plant at Buxtehude, near Hamburg, and National Rejectors (United Kingdom) Ltd., of London.

National Rejectors, a subsidiary of Universal Match Corporation, has pioneered in money validating and handling equipment for the vending industry since 1935, when it introduced the first truly successful slug rejector. "These advances have played a fundamental part in the growth of automatic merchandising," Sackett said, "because we made sure we had

the right men with the right ideas, and we are continuing this tradition today."

### NAC: SALES MEMBERS

CHICAGO—The membership roster of the National Association of Concessionaires has increased in recent weeks by the addition of nine new members, it was reported today by Augie J. Schmitt, NAC membership chairman.

Joining the concessionaire segment were: Mortie Marks, Jefferson Amusement Co., P. O. Box 3191, Gaylynn Office Bldg., Beaumont, Texas; Barry T. Dawson, Wolfberg Theatres, 1631 Glenarm Place, Denver, Colorado; Mark Phillips, Carlton Concessions, Inc., 134 Mystic Avenue, Medford, Mass.; Ben T. Cohen, Holiday Amusement Co., 1710 Central Parkway, Cincinnati, Ohio.

Additions to the supplier segment are: George D. Buffett, B & H Company, Inc., 7003 Lomas, N E, Albuquerque, New Mexico; Beatrice Shoemaker, Golden West Popcorn Co., Bldg. 635 Airport, Oakland, California.

New jobber-distributor segment members include: Louis H. Fink, Concession Equipment & Supply Co., Inc., 426 S. Meridian Street, Indianapolis, Indiana; John Groves, John Groves Company, 566 Corey Avenue, Bradock, Pa.

Forest Wanberg, Sr., Wanberg Popcorn Co., P. O. Box 325, Tarkio, Missouri, joined the popcorn processor segment.

CHICAGO—U.S. candy manufacturers are expected to ring up record-breaking annual sales of \$1.444 billion at the wholesale level in 1966, up 2 percent from estimated sales of \$1.416 billion in 1965.

If this prediction is realized, 1966 will be the 11th successive year in which the confectionery industry has topped its own yearly sales record.

Production, too, is expected to reach an all-time high in 1966 of 3.558 billion pounds, two percent greater than the 1965 estimate of 3.488 billion pounds.

### Hizzoner Honors Professionally Popped Corn



Cincinnati Mayor Walton H. Bachrach (right) hands a "Popcorn Day" proclamation to J. C. Evans, president of the National Popcorn Foundation, during the organization's annual convention in December at Cincinnati. Seventy-three members of the NPF from throughout the United States and Canada attended the two-day convention. Mayor Bachrach opened proceedings by setting aside one day for highlighting popcorn in his city and making appropriate remarks. The foundation strives to promote professionally-popped corn. Evans is also vice president of Gold Medal Products Co., Cincinnati, one of the nation's largest producers of concession and refreshment equipment.

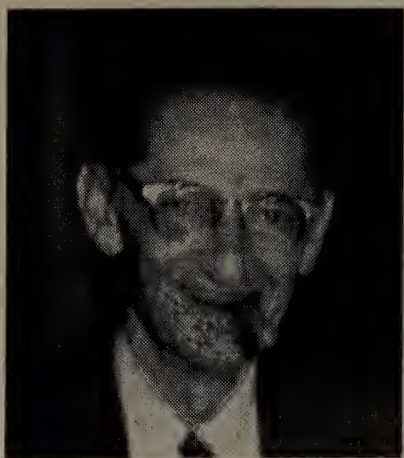
Before departing for a month long business trip to Europe, Dr. David R. Rockola made certain he took with him a beautiful memory of America by posing for this picture with Miss Debbie Bryant, Miss America 1966, at the recent NAMA Convention in Miami Beach, Florida. Dr. David Rockola was at the convention to help promote Rockola's two new can drink vendors for 1966.





**ChiCoin Sales Soar  
At H. Z. Vending Co.**

■ Bel-Air & Texas Ranger Strong



HYMIE ZORINSKY

OMAHA—First of the first-of-the-year sales reports comes from Hymie Zorinsky, president of H. Z. Vending & Sales Company, who said that the new line of games from Chicago Coin was meeting with "great popular response, especially the Bel Air and Texas Ranger."

"Bel-Air not only came out strong, it's going to keep going strong. I've seen ops come into the showroom and spend half an hour just playing the game for the sheer fun of it—and if they're convinced, the public's convinced. The real kicker of the game is the Bel-Air strike feature for extra scores and the new extended play. These two games are giving us and the new year a good start," Zorinsky said.

"The Texas Ranger" Zorinsky said, "is the first machine-gun game to come along in a long time, and the sales show how much it has been missed by the trade and public. So we're happy to report that the new year is off to a good start."

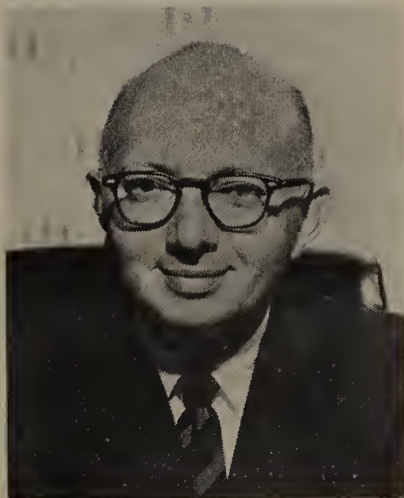
**N.Y.S. Ops Guild  
To Gather Jan. 19**

BEACON, N.Y. — Mike Mulqueen, president of the New York State Operators Guild, Inc. and owner of the M & M Amusement Co. of Montgomery, N.Y., announced that the next regular monthly Guild meeting, to include a dinner, will be held Wednesday, Jan. 19th at the Nelson House in Poughkeepsie and begin promptly at 7:30. Several legislative matters affecting operators in the State will be discussed at the gathering. All members are urged to attend.

**Concessions Mgr. and Planning & Research  
Director Named By Automatic Canteen Co.**



DEWEY A. DYER



DANIEL A. NIMER

CHICAGO—Patrick L. O'Malley, president of Automatic Canteen Company of America, has announced the elec-

tion of Dewey A. Dyer and Daniel A. Nimer to assistant vice presidents of the company.

GOTTLIEB'S



**ICE-REVUE**



**NEW DOUBLE  
SEQUENCE DOUBLES  
PLAYER APPEAL!**

- ★ MAKING 5 TOP ROLLOVERS LIGHTS CORRESPONDING POP-BUMPERS.
- ★ WHEN ALL POP BUMPERS ARE LIT, ONE TOP ROLLOVER SCORES SPECIAL AS INDICATED BY TRAVELING LIGHT.
- ★ 6 NUMBERED TARGETS LIGHTS BOTTOM ROLLOVERS FOR HIGH SCORE AND ADVANCES VALUE OF KICK-OUT HOLES FOR HIGH SCORE AND SPECIAL SCORE.
- ★ SPOTLIGHTS FLASH ON SIX SKATERS IN LIGHT-BOX TO ATTRACT ATTENTION.
- ★ FLASHING LIGHT INDICATES WHEN LAST BALL IS IN PLAY.
- ★ 3 OR 5 BALL PLAY.
- ★ AVAILABLE WITH TWIN CHUTES.



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In his new position, Dyer will be in charge of the company's nationwide concession division, for whose operations has been responsible during the past year. Prior to joining Automatic Canteen in 1962, Dyer was director of the equipment division of S. Bleckman, Inc., Weehawken, N.J. steel company.

Nimer, who becomes director of corporate planning and market research, joined Automatic Canteen in June, 1963, as budget director. Prior to that he was manager of budget and sales forecasting for Zenith Sales Corporation.

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• All our purchases of coin-operated "Kindertainer" amusement rides for re-sale or leasing. Send Wholesale Prices.  
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**Ron Rood—And The Southern Music Staff Host Wurlitzer School**

MIAMI—The week of December 11th was a busy one in Miami and Tampa for Harry Gregg, Wurlitzer field service representative and the service personnel of Southern Music. Twenty-six operator servicemen attended a service school in Miami and sixteen received their training in Tampa. Gregg brought all his "students" up-to-date on the refinements of the Wurlitzer Model 3000 phonographs, as well as helping them brush up on other Wurlitzer models. The all-important matter of reading wiring diagrams and interpreting schematics was also covered.

Those in attendance, in Miami, were as follows: George Stearns, Bob Nornhold, Bud Hoff, Ronald Hodges, B. M. McGlaining, Frank Vichbon, Parker Chadwick, George Bruger, and William J. Crammer from Mar Tab Vending; A. W. "Buster" Fallin and Charlie Maulden from Buster's Music; Vic Bray of Vic's Service Company; Charles T. Lacey of All Tech. Ind.; Mr. Copney of Electro Stdo. Lab. Inc.; S. M. Braden and Richard Boeyl of Eddies Plumbing; Kenny Gayner, Gleason N. Stambaugh Jr., and Hank Williams of Florida Music Company; Raymond E. Teo and Hank Turner of Florida Amusement; Robert H. Ball of Keys Vending Company; J. B. Waterhouse and Buster Railey of Deale Music Company; and William (Bill) Betz and Stu Kollman of Hollywood Vending.

The following servicemen attended the Tampa School: Bill Garbart of Twenty Record Phono.; Tommy Olmer of Olmer Vending Service; Buddy Sherman of Sherman Amusement; Lester Rosling Jr. of Rosling Amusement; Mike White of Florida Automatic; Tommy Bray, Paul Penny, Paul Fetzer and Cecil Buchan of Rainbow Music; Syd Dapp and Jim Peebles of Fred House Music; Charlie Haylock of Haylock Amusement Company; Bill Jordan and Charles Weldon of Eli Whitt; Leo Licata of Suncoast Vending and Charlie Rio of Rio Music Company.

**Coin-Op Car Wash Report**

(Continued from page 45)

The coin-operated car wash has jumped from Nothing to Something and may well jump to Something More. But as fast as it grows, so does the competition. As familiar as coin-op laundries are, so the coin-op car wash can be, and there is money to be made. Along with the millions and millions of American cars there are millions and millions of American drivers who want to keep them clean without going to great effort or expense—the man from Ardmore, Oklahoma knew the demand and supplied it. But he had no competition. Now there are 5000 coin-op car washes and the operator who wants to get in the swim (or the suds) will have to move fast.

**Fight BIRTH DEFECTS**

**MARCH OF DIMES**

**Idento Press Labels Vending Equipment In Thirty Seconds**

CHARLOTTE, N.C.—Package Products of this city is now offering equipment to imprint variable information such as item names, ingredients, price, and date codes on labels for hot and cold food vending firms. The manufacturer reports that its compact Idento Press is easy to operate, allows copy changes to be made in less than 30 seconds, and provides a "printer's

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- 1 LIGHT UP "BEL" OR "AIR" FOR 300 EXTRA SCORE When Strike or Spare Is Made.
- 2 WHEN "BEL-AIR" IS LIT, LIGHT UP STAR FOR 500 EXTRA SCORE When Strike or Spare Is Made.

**NEW EXTENDED PLAY**  
If Anyone of a Group of Players Skillfully Wins an Extended Play - Then All Players Win!

Plus REGULATION - RED PIN - STEP-UP FLASH-O-MATIC - DUAL-FLASH

**Texas Ranger**

Rapid Fire **MACHINE GUN**



Adjustable from 100 to 400 shots for 10¢  
Average Game Time - 1 MIN.

**Compact Size Fits Everywhere!**  
Only 46" long - 20" wide

- ★ Gun Adjusts to Short or Tall Players
- ★ 10¢ and 3 for 25¢ Play



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quality" imprint.

The equipment will provide up to 9,000 labels per hour and handles many labeling materials such as pressure sensitive and heat seal labels. Labels from 3/4" x 1" to 5" x 4 1/2" size may be imprinted on the Idento Press and delivered in roll form or as cut individual labels.

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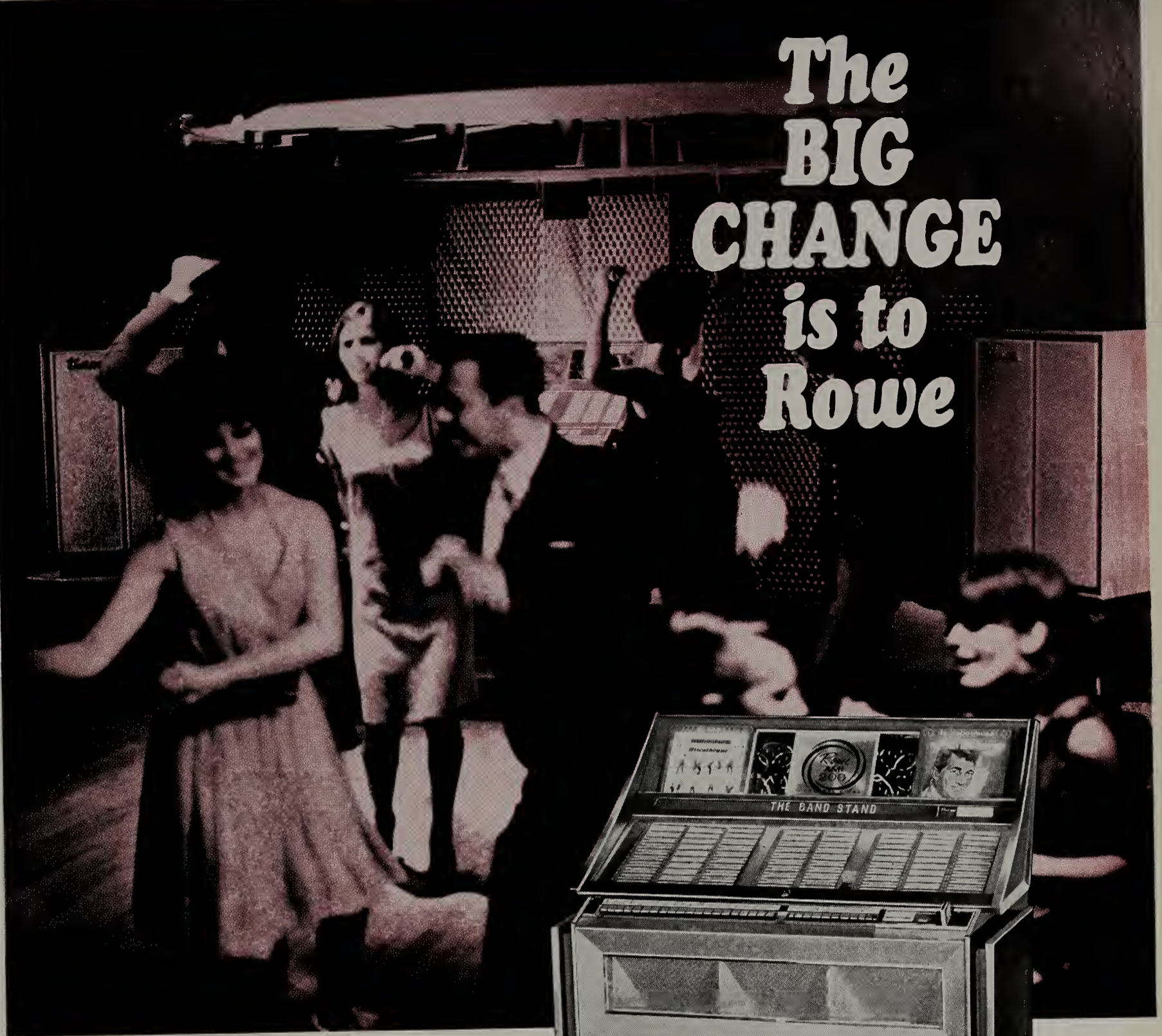
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The phonograph with big-time Saturday-Night style. The one that puts big band sound in Stereo Round\* and moves the fun-loving, free-spending crowds into your locations.

An unbeatable combination of elegance, excitement and enhanced stereo sound makes Band Stand top-draw everywhere. Its handsome come-hither looks prompt the first play, but its great, room-filling Stereo Round sound is what keeps them coming back for more.

And, where there's room to swing, Band Stand Discotheque is a resounding success. For two big reasons: A pair of high-efficiency, high-power auxiliary speakers that magnify the already fabulous sound of Stereo Round, and, the greatest programming flexibility around! Band Stand lets you keep on top of the pops. Holds up to 200 selections—singles, or albums, or both—and can be modified to program fewer selections depending on location preference.

Make more money with music . . . make room for the BIG CHANGE.  
See and hear it at your Rowe Distributor.

\*U.S. Patent No. 3153120

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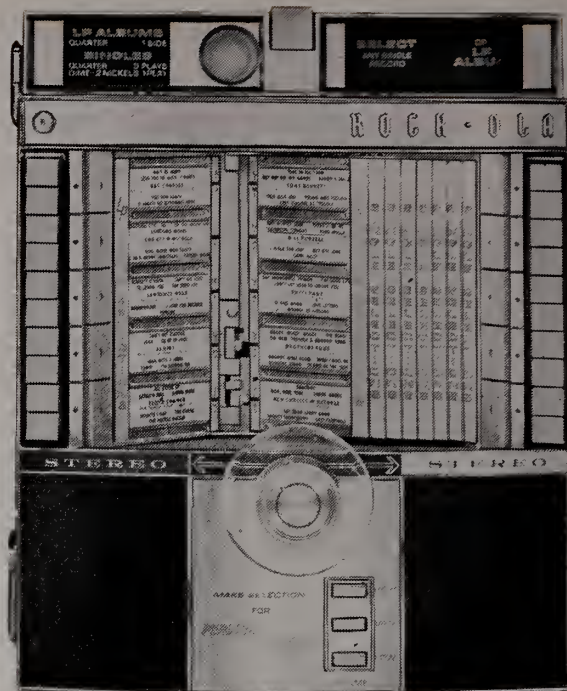
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Three volume settings—high, medium and low. Customer chooses his own sound level.

**PERSONAL LISTENING**

The Phonette may be mounted on bar, counter, wall or table—for customers private listening pleasure from two built-in stereo speakers.

**LP'S OR SINGLES**

Phonette permits playing of LP's or singles; 33 $\frac{1}{3}$  or 45 RPM records from customer's seat. Model 500—160 selections; Model 501—100 selections. 50¢ coin chute optional.

