

Cash Box

September 17, 1966



A&M Records is celebrating its fourth year in the record business, the 18 months of which have been one of the great historic periods of success within the music industry. The complete A&M Story appears in this week's issue. This photo shows the present A&M family (excluding Bill Mulhern, east coast rep): seated (l. to r.): Bob Fead, director of sales; Jolene Maddin, the label's first exec employee and currently office manager; Gil Friesen, vp and general manager; and Tommy LiPuna, director of A&R activities; standing (l. to r.): Don Graham, director of national promotion; Chuck Kaye, director of A&M's music publishing interests; Jerry Moss, the "M" in A&M and Herb Alpert, the "A" and leader of the fabulous Tijuana Brass.

INTERNATIONAL SECTION BEGINS PAGE 61

Cash Box



Elis Regina



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AND THE RAIDERS**
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AIRPLANE STRIKE"**

c/w "In My Community" 4-43810



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CL 2451/CS 9251*



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On **COLUMBIA RECORDS**



Cash Box

Vol. XXVIII—Number 9 September 17, 1966

(Publication Office)
1780 Broadway
New York, N. Y. 10019
(Phone: JUdson 6-2640)
CABLE ADDRESS: CASHBOX, N. Y.

JOE ORLECK *Chairman of the Board*

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President and Publisher
NORMAN ORLECK
Executive Vice President
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MUSIC

IRV LICHTMAN *Editor-in-Chief*
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EDITORIAL STAFF

RICK BOLSOM
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EDITORIAL ASSISTANTS

MIKE MARTUCCI
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ADVERTISING

STAN SOIFER
BILL STUPER
HARVEY GELLER, Hollywood

ED ADLUM

General Manager
COIN MACHINES & VENDING

JOEL VANCE, Assistant
LEE BROOKS, Chicago, Ill.

ART DIRECTOR—WOODY HARDING
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CHICAGO

LEE BROOKS
29 E. Madison St.,
Chicago 2, Ill.
(Phone: Financial 8-7272)

HOLLYWOOD

HARVEY GELLER
6290 Sunset Blvd.,
Hollywood 28, Cal.
(Phone: Hollywood 8-2129)

EUROPEAN DIRECTOR

NEVILLE MARTEN

ENGLAND

NEVILLE MARTEN
Dorris Land
9a New Bond St.
London, W1, Eng.
Tel: Hyde Park 2868

ITALY

MARIO PANVINI ROSATI
Galleria Passarella 2
Milan (Italy)
Tel: 790990

GERMANY

MAL SONDOCK
Josef Raps Strasse 1
Munich, Germany
Tel: 326410

HOLLAND

PAUL ACKET
Thereslastratt 59-63
The Hague
Tel: 838500

FRANCE

CHRISTOPHE IZARD
24, Rue Octave Feuillet,
Paris XVI Tel: 870-9358

BELGIUM

FRANS ROMEYNS
Paul Hymanslaan, 8,
Brussels 75, Tel: 71.57.51

SCANDINAVIA

SVEN G. WINQUIST
Kaggeholmsvagen 48,
Stockholm-Enskede,
Sweden, Tel: 59-46 85

SPAIN

FEDERICO HALPERN
Sagasta 23,
Apartado 4025,
Madrid
Tel: 257 0907—224 8600

AUSTRALIA

RON TUDOR
8 Francis St.,
Heathmont, Victoria
Tel: 87-5677

ARGENTINA

MIGUEL SMIRNOFF
Rafaela 3978,
Buenos Aires,
Tel: 89-1538

BRAZIL

LUIS DE M. C. GUEDES
Rua Rege Freitas,
289—5. andar
Sao Paulo, SP

MEXICO

ENRIQUE ORTIZ
Insurgentes Sur 1870
Mexico 20, D. F.,
Tel: 24-65-57

CANADA

JOHN MURPHY
87 North Hill St.
Port Arthur, Ontario
Tel: (807) 344 3826

JAPAN

Adv. Mgr.:
SHOICHI KUSANO
Editorial Mgr.:
MORISHIRO NAGATA
466 Higashi-Oizumi
Neirimaku,
Tokyo

TV MUSIC

Television enters an important new season this week. Spurred on by high ratings for recent TV adaptations of major plays (e.g. "Death of a Salesman"), the networks are prepared to spend millions of dollars to reach an audience many feel they have long neglected: the hard-to-please sophisticate. Each video web seems to be attempting to top the other in the scope of its plans to put on first-rate productions of dramas, comedies, musicals—both classics and originals.

During the "Golden Age of Television," as the nostalgia seekers put it, TV had a crop of fine writers and directors. Whether or not they left the medium because of the best common denominator thinking of ratings-conscious sponsors or the greener pastures of motion-picture work we leave to students of television to ponder. This exodus of creative talent also affected the quality of music heard on TV, with such precedent-setting composers as Henry Mancini tagging along to Hollywood.

While TV has contributed several successes (some of them commercials!) to the record industry in recent seasons, they pale when one considers the vein of RIAA-tapped gold of such **album scores** as "Victory At Sea" and "Peter Gunn." Notice the emphasis on album scores, for here is where the sales glory of TV music should lie, but has not of late. Certainly, music that accompanies weekly programs is receiving fantastic exposure. Yet, some of the most popular programs do not reflect their shining-hour on the face of an LP.

We realize that the rush to get on a weekly show is not the best stimulant to inspiration. But, it's difficult to sell an LP score of the most highly-rated TV production when melodic interest generally does not go beyond the main-theme, if blessed with this at all.

Without sufficient musical interest to go by, the record industry has turned to the stars of the top-rated shows, producing merchandise that has had limited acceptance. This activity has logic, if not golden product going for it.

We cannot, of course, tell the TV industry to give composers all the time they need to prepare "musical scripts," nor is musical talent something one can simply call up room-service for.

The time and talent elements obviously can create great odds against the emergence of strong-selling TV soundtracks. One suggestion we do have would be the creation of more individual songs that do not tie-in directly with titles of programs, almost always forcing awkward lyrics and limited exposure.

We also commend some labels that are offering strong promotional pushes on soundtrack merchandise associated with TV revivals of major feature films.

Maybe through its new efforts to recapture its golden past will TV draw upon fresh or even veteran creative talent from the world of music. Even if these writers do not make TV their careers, they may leave a legacy of pre-nial TV soundtrack music to the music business.

SUBSCRIPTION RATES \$20 per year anywhere in the U. S. A. Published weekly. Second class postage paid at Bristol, Conn. 06012. U.S.A.
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Cash Box TOP 100

SEPTEMBER 17, 1966

	9/10	9/3		9/10	9/3		9/10	9/3	
1	YOU CAN'T HURRY LOVE		37	MY HEART'S SYMPHONY		68	CAN'T SATISFY		
2	YELLOW SUBMARINE		38	FLAMINGO		69	JUST LIKE A WOMAN		
3	SUNSHINE SUPERMAN		39	LAST TRAIN TO CLARKSVILLE		70	KNOCK ON WOOD		
4	CHERISH		40	THERE WILL NEVER BE ANOTHER YOU		71	ALL STRUNG OUT		
5	SEE YOU IN SEPTEMBER		41	WHAT BECOMES OF THE BROKEN-HEARTED		72	WALK AWAY RENEE		
6	BUS STOP		42	I COULDN'T LIVE WITHOUT YOUR LOVE		73	GET AWAY		
7	QUANTANAMERA		43	WITH A GIRL LIKE YOU		74	SHE DRIVES ME OUT OF MY MIND		
8	BEAUTY IS ONLY SKIN DEEP		44	WORLD OF FANTASY		75	SUGAR & SPICE		
9	LAND OF 1,000 DANCES		45	PHILLY FREEZE		76	BLUE SIDE OF LONESOME		
10	WORKING IN THE COAL MINE		46	SOMEWHERE MY LOVE		77	LOVE IS A HURTIN' THING		
11	SUNNY		47	SUSPICION		78	BORN FREE		
12	SUNNY AFTERNOON		48	LIL' RED RIDING HOOD		79	FIDDLE AROUND		
13	RESPECTABLE		49	GOD ONLY KNOWS		80	RUMORS		
14	ELEANOR RIGBY		50	SUMMER SAMBA		81	OFF TO DUBLIN ON THE GREEN		
15	THE DANGLING CONVERSATION		51	SEE SEE RIDER		82	MY SWEET POTATO		
16	SAY I AM		52	GO AHEAD AND CRY		83	I CAN MAKE IT WITH YOU		
17	BORN A WOMAN		53	WARM & TENDER LOVE		84	POOR SIDE OF TOWN		
18	BLACK IS BLACK		54	LITTLE DARLIN'		85	ONLY WHEN YOU'RE LONELY		
19	WIPE OUT		55	PSYCHOTIC REACTION		86	MR. SPACEMAN		
20	TURN DOWN DAY		56	THAT'S ENOUGH		87	MAKE ME BELONG TO YOU		
21	HOW SWEET IT IS		57	SATISFIED WITH YOU		88	IN THE ARMS OF LOVE		
22	SUMMER IN THE CITY		58	I CHOSE TO SING THE BLUES		89	ALL I SEE IS YOU		
23	CERRY, CHERRY		59	SOMETIMES GOOD GUYS DON'T WEAR WHITE		90	SHE AIN'T LOVING YOU		
24	MR. DIEINGLY SAD		60	YOU'RE GONNA MISS ME		91	DIANE, DIANE		
25	WOULDN'T IT BE NICE		61	MY UNCLE USED TO LOVE ME BUT SHE DIED		92	FIFE PIPER		
26	96 TEARS		62	MONEY WON'T CHANGE YOU		93	MIND EXCURSION		
27	BLOWIN' IN THE WIND		63	I REALLY DON'T WANT TO KNOW		94	I CAN MAKE IT WITH YOU		
28	REACH OUT I'LL BE THERE		64	I WANT TO BE WITH YOU		95	BABY TOYS		
29	I'VE GOT YOU UNDER MY SKIN		65	AIN'T NOBODY HOME		96	OPEN UP YOUR DOOR		
30	OPEN THE DOOR TO YOUR HEART		66	B-A-B-Y		97	CAMPFIRE GIRLS		
31	SUMMERTIME		67	ASHES TO ASHES		98	FANNIE MAE		
32	WADE IN THE WATER					99	WE CAN'T GO ON THIS WAY		
33	7 & 7 IS					100	UNDER MY THUMB		
34	ALMOST PERSUADED						100	HERE THERE & EVERYWHERE	
35	THE JOKER WENT WILD								
36	SUMMER WIND								

ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Nobody Home (Writtenhouse BMI)	65	Go Ahead And Cry (Righteous Bros. BMI)	52	My Sweet Potato (East BMI)	82	Summer Samba (Duchess BMI)	50
Almost Persuaded (Al Gallico BMI)	34	God Only Knows (Sea Of Tunes BMI)	49	By Uncle Used To Love Be But She Died (Tree BMI)	61	Summer Wind (M. Witmark ASCAP)	36
All I See Is You (Anne-Rochel)	89	Guantanamera (Foll River BMI)	7	96 Tears (Ed Arquello BMI)	26	Summertime (Gershwin ASCAP)	31
All Strung Out (Daddy Sam, Jerell BMI)	71	Here There & Everywhere (Maclean BMI)	100	Off To Dublin On The Green (Melody Trails BMI)	81	Sunny (Portable BMI)	11
Ashes To Ashes (Screen Gems-Columbia BMI)	67	How Sweet It Is (Jobete BMI)	21	Only When You're Lonely (Trousdale BMI)	85	Sunny Afternoon (Noma BMI)	12
Beauty Is Only Skin Deep (Jobete BMI)	8	I Can Make It With You (Blackwood BMI)	83, 94	Open The Door To Your Heart (TM-Paralinea BMI)	80	Sunshine Superman (Southern ASCAP)	3
Block Is Block (Elmwin BMI)	18	I Chose To Sing The Blues (Metric BMI)	58	Open Up Your Door (Saturday BMI)	96	Suspicion (Music & R&S)	47
B-A-B-Y (East BMI)	66	I Couldn't Live Without Your Love (Duchess BMI)	42	Philly Freeze (Jones-Hayes BMI)	45	That's Enough (Kopo BMI)	56
Baby Toys (My Songs, Saturday BMI)	95	I Really Don't Want To Know (Hill & Range BMI)	63	Poor Side Of Town (Johnny Rivers BMI)	84	There Will Never Be Another You (E. H. Morris ASCAP)	40
Blowin' In The Wind (M. Witmark ASCAP)	27	I Want To Be With You (Borley ASCAP)	64	Psychoic Reaction (Hat Shot BMI)	55	Turn Down Day (Northern ASCAP)	20
Blue Side Of Lonesome (Glad BMI)	76	In The Arms Of Love (Twin-Cris ASCAP)	88	Reach Out, I'll Be There (Jobete BMI)	28	Under My Thumb (Gideon BMI)	100
Born A Woman (Pointed Desert BMI)	17	Joker Went Wild (Rising Sons BMI)	35	Respectable (Wemar BMI)	13	Wade In The Water (Romsel BMI)	32
Born Free (Screen Gems-Columbia BMI)	78	Just Like A Woman (Dwarf ASCAP)	69	Rumors (Duane BMI)	80	Walk Away Renee (Twin Tone BMI)	72
Bus Stop (Monken BMI)	6	Knock On Wood (East BMI)	70	Satisfied With You (Branston BMI)	57	Worm & Tender Love (Pronto-Bob-Dan-Quivy BMI)	53
Campfire Girls (Lowery BMI)	97	Land Of 1,000 Dances (Kel-Anotole BMI)	9	Soy I Am (Dum Dee BMI)	16	We Can't Go On This Way (Metric BMI)	99
Can't Satisfy (Impressions BMI)	68	Lost Train To Clarksville (Screen Gems-Columbia)	39	See See Rider (Leeds ASCAP)	51	What Becomes Of The Broken-Hearted (Jobete BMI)	41
Cherish (Beechwood BMI)	4	Lil' Red Riding Hood (Fred Ross BMI)	48	See You In September (Vibar BMI)	5	Wipe Out (Mirolesta, Robinhook BMI)	19
Cherry, Cherry (Tollyrond BMI)	23	Little Darlin' (Jobete BMI)	54	7 & 7 Is (Gross Roots BMI)	33	With A Girl Like You (Dick James, Blackwood BMI)	43
Dangling Conversation (Choringcross BMI)	15	Love Is A Hurtin' Thing (Rowlow BMI)	77	She Ain't Loving You (Saturday BMI)	90	Working In The Cool Mine (Marsaint BMI)	10
Diane, Diane (Buchhorn BMI)	91	Make Me Belong To You (Blackwood BMI)	87	She Drives Me Out Of My Mind (Lawery BMI)	74	World Of Fantasy (Comod BMI)	44
Eleanor Rigby (Maclean BMI)	14	Mind Excursion (Tender Tunes BMI)	93	Sometimes Good Guys Don't Wear White (Equinque BMI)	59	Wouldn't It Be Nice (Sea Of Tunes BMI)	25
Fannie Mae (Olivia Frost BMI)	98	Money Won't Change You (Foynotone BMI)	62	Somewhere My Love (Robbins ASCAP)	46	Yellow Submarine (Maclean BMI)	2
Fife Piper (U's BMI)	92	Mr. Dieingly Sad (Tender Tunes, Elmwin BMI)	24	Sugar & Spice (Duchess BMI)	75	You Can't Hurry Love (Jobete BMI)	1
Fiddle Around (Bourne ASCAP)	79	Mr. Spaceman (Ticksom BMI)	86	Summer In The City (Faithful-Virtue BMI)	22	You're Gonna Miss Me (Acquire, Kassen BMI)	60
Flamingo (Tempo ASCAP)	38	My Heart's Symphony (Gringo BMI)	37				
Get Away (Noma, Gunnell BMI)	73						

There are 3 great
BORN FREE singles:



Roger Williams
(Kapp K-767)



Matt Monro
(Capitol 5623)



John Barry
(MGM K-13591)

But there's only
one smash album:

ORIGINAL SOUND TRACK RECORDING
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BORN FREE
Produced by Sam Jaffe and Paul Radin
A Columbia Pictures Release in Panavision and Columbia Color




Music Composed and Conducted by John Barry

E/SE-4368

The Original Sound
Track (Contains both the
Matt Monro vocal and
John Barry instrumental
singles of "Born Free"!)



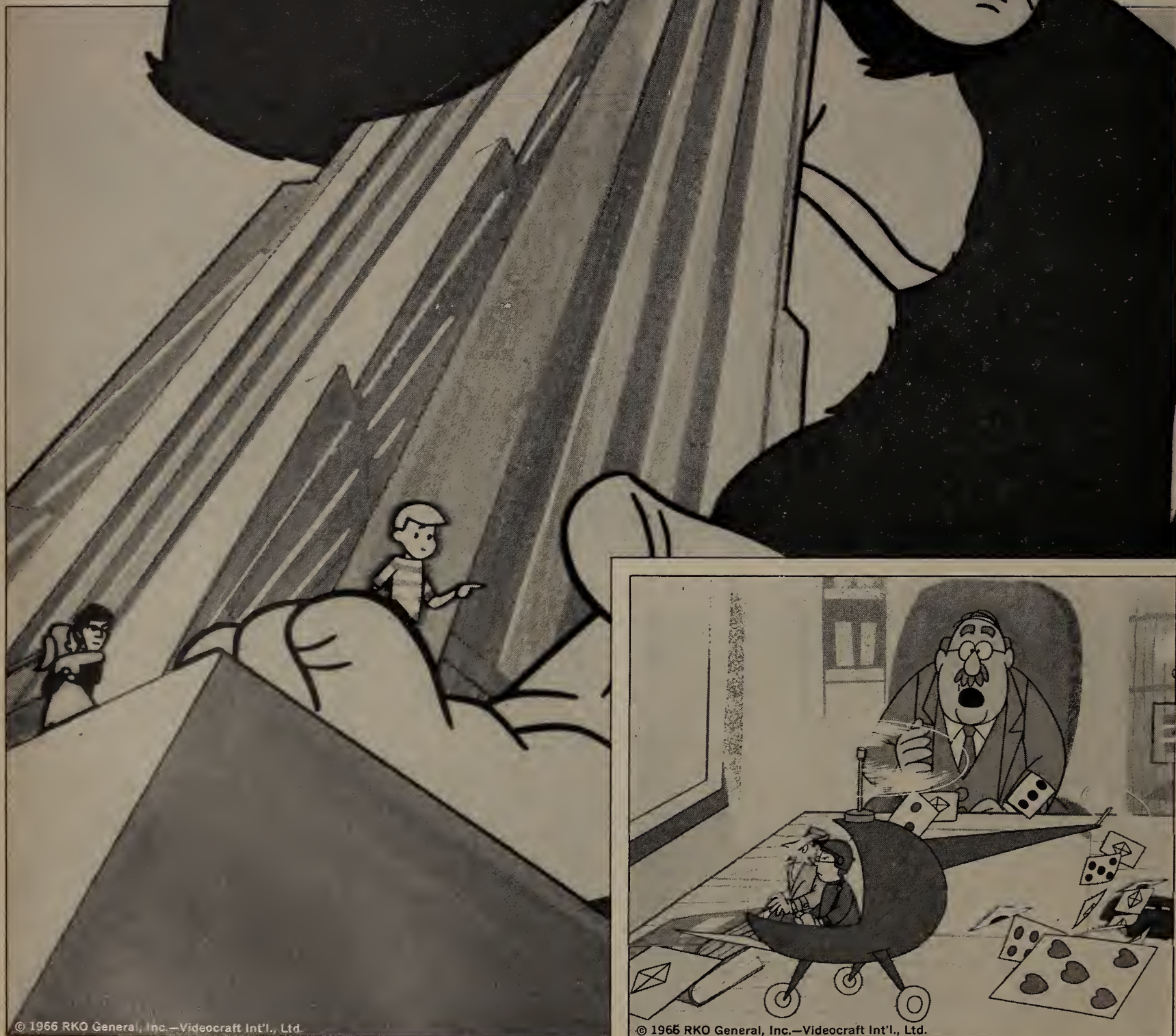
MGM Records is a division of Metro-Goldwyn-Mayer Inc.

The hottest new craze since Batman.
Featured in the recent TV spectacular and now
being seen every Saturday on ABC-TV.
The original music from the show is available
only on  Records.

“THE KING KONG THEME”

Maury Laws Orchestra

(From the TV series “King Kong”)
5-10069



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“TOM OF T.H.U.M.B. THEME”
c/w Maury Laws Orchestra
(From the TV series “King Kong”)

A&M: 4 Years Old, 18 Months Of Historic Sales

HOLLYWOOD—During the last week in August, Jerry Moss and Herb Alpert, co-owners of A&M Records presented themselves with a birthday present born out of happy necessity.

To celebrate the fourth birthday of their mutually founded recording company and to provide desperately needed space for their rapidly growing organization, Moss and Alpert purchased the Columbia Broadcasting System's Hollywood studio on La Brea. (See last week's issue).

The purchase of the studio, once owned by Charlie Chaplin, for a sum in excess of \$1 million is the high water mark in one of the most fantastic success stories in the history of the recording industry.

'Calculated' Risk

In August, 1962, when Alpert and Moss made the decision to organize their own record company, they did not envision the phenomenal success that was to be theirs. They realized they were taking a calculated risk in setting up their own label, but both men were driven by the desire to have complete qualitative controls over the products which bore their names and were determined to be successful on their own terms.

By February of 1963 A&M Records began to pick up momentum. With the success of the first Tijuana Brass single and album bearing the title "The Lonely Bull" the company set up their first offices in the Sunset Strip location in Hollywood, which was to house them for the next 3½ years. In addition to the offices, Jolene Maddin became the first executive employee of A&M (and eventually office manager).

The growth of A&M Records remained consistent during the next 18 months and the musical sound created by Herb Alpert began to make its indelible mark in the music world.

By November of 1964 A&M Records was becoming a driving force in the record industry as A&M artists were registering hit after hit with albums and singles.

Exec Expansion

With the demands for personal appearances for A&M's popular artists increasing Moss and Alpert added the first corporate officer in the firm's two year history. Gill Friesen was appointed vice president and general manager of A&M Records with broad responsibilities including all personal appearances and acts by A&M artists. Friesen also became manager of the newly formed Tijuana Brass Enter-

prises which was responsible for all appearances by the TJB.

As the record sales of A&M Records began to soar into the multi-millions and their artist roster continued to grow Tommy LiPuma was added in October, 1965 to handle all the A & R activities for the now highly successful company which grossed ten times more in 1965 than it had in 1964.

In January, 1966 Bob Fead joined the firm to become the director of sales while Bill Mulhern was appointed director of East Coast operations for the company which was born and grew on the West Coast.

May, 1966 found Don Graham becoming director of national promotion, while in July, Chuck Kaye became the director of A&M's publishing corporate sub-division's, Irving and Almo Music Publishing companies.

Presently, A&M Records has over one dozen artists signed to master and recording contracts including the Baja Marimba Band, Brasil '66, The We Five, Chris Montez, The Sandpipers, Claudine Williams, Paul Hampton, Don Francks, Bill Dana, Tommy Boyce and The Roger Nichols Trio.

The Future

The purchase of the CBS-La Brea Studio by Alpert and Moss marks the beginning of a new dimension in A&M's history. With occupancy expected by Nov. 1, work will begin almost immediately on a permanent, fully-equipped and comprehensive recording studio on the premises. Besides housing the executive offices, the studio will accommodate all facilities of the recording company.

Moss says that the growth of A&M Records is not purely a phenomenon of the tastes of the record buying public. He feels that much of the success of A&M must be attributed to the great acceptance given them by their distributors around the world and the nation's disk jockeys who have exposed their releases over the past four years.

Although throughout the ranks of the recording industry imitators of sounds that were originated by A&M artists crop up weekly, Alpert and Moss remain undaunted. As Herb Alpert says of his imitators, "They are always one step behind because our sound is always changing. This is why we started on our own in the first place. We are trying constantly to come up with genuinely new and interesting sounds and we are going to continue to try no matter how successful we become."

NARM Observes Tape Cartridge Scene

CHICAGO—The following is a report by Jules Malamud, exec secretary of NARM, the rack-jobber association, expressing the general consensus of NARM members with regard to the new tape cartridge industry.

The general feeling of those in attendance at the Tape Seminar held in Chicago last week, was one of confusion and indecision—confusion as to the type of product, method of distribution, types of display, potential market, projection, and effect of the tape cartridge on the phonograph record industry. Depending upon which "expert" one listened to, which seminar one attended, divergent answers were often given—all equally authoritative, in light of the limited experience of each seminar leader in the evolving tape field. However, within the general framework of the confusion and indecision, a number of what seemed to be relative "truths," emerged.

Which System Will Evolve?

The general consensus of opinion from representatives of almost every

facet of the tape industry as it exists today, is that although currently the 4-track system outsells (in tape cartridges) 8-track, at a rate of 7 or 8 to 1 on the West Coast, where virtually most of the cartridge business is now being done, and the area from which most of the actual figures are available—8-track will definitely be the configuration which will eventually evolve. Strongest support for this contention was the fact that the major record manufacturing companies have issued their catalogs in 8-track only. Since the sale of a tape cartridge is actually the sale of recorded music or entertainment, then the system which has the most popular music and entertainment will become dominant. This opinion was expressed by retailers and wholesalers on the West Coast who are currently doing considerable business in 4-track (as well as by others); even though the greatest bulk of these West Coast sales are 4-track, the West Coast merchandisers look to the 8-track (Continued on page 44)

NARM Proposes Scholarship Plan

CHICAGO—The National Association of Record Merchandisers announced at its mid year meeting here last week the institution of the NARM Scholarship Program. In making this announcement to the industry, the Scholarship Committee headed by Cecil Steen (Record-wagon, Inc., Woburn, Mass.) and its members: Don Ayers (Nor Cal, San Francisco, California); Amos Heilicher, J. L. Marsh Company, Minneapolis, Minn.; Louis Klayman, New Deal Record Service, Long Island City, New York; and Charles Schlang, Mershaw of America, Albany, New York, stated that NARM is vitally interested in the development of future leaders through higher education, and in the welfare of employees of NARM members and their families. Each year, a number of scholarships, co-sponsored by NARM and NARM members will be awarded to children of employees of NARM members. The scholarship award will be for \$1,000 per year for each winner, for a maximum of four years in a course of study leading to a bachelor's degree. It is hoped that in the first year a minimum of four scholarships will be awarded.

While winners of NARM Scholar-

ships may select any four-year course of study leading to a degree, preference in the award of NARM Scholarships will reflect NARM's commitment to these interest, will be given to students selecting a course of study in the field of music, music education, or marketing.

To qualify for the scholarships, an applicant must be the son or daughter of a person who has completed at least one year of continuous employment by a NARM member's firms. Children of officers and directors of NARM member firms and children of officers, directors, and employees of NARM will not be eligible to compete for NARM scholarships.

The NARM Scholarship Committee hopes to complete its work so that announcement of the first group of scholarship winners may be announced at the 1967 NARM Convention, March 5, at the Century Plaza Hotel, Los Angeles, California.

Applications for the NARM Scholarship Program will be available from the Office of the Executive Director. Completed forms must be received by Jules Malamud's office by October 31, 1966. Complete information will be sent directly to all NARM members within the next two weeks.

See Peirce To Liberty

HOLLYWOOD—Dick Peirce will return to the A&R scene through a major slot at Liberty Records, Cash Box has learned. The former A&R exec for RCA Victor Records is presently terminating his post as coast manager for Famous Music. Dave Pell recently left Liberty as A&R director.

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Lipton Named UA Veep, To Direct Marketing

NEW YORK—Mike Lipton has been promoted to a vp of United Artists Records, assuming the post of director of marketing, according to Mike Stewart, president of the label.

Lipton will direct UA's sales, national promotion, merchandising, advertising and art departments. Also, he'll coordinate with the A&R staff, headed by Jack Gold. In the near future, he'll embark on an extensive cross-country tour for UA in which he'll meet with the company's distributors to formulate plans for closer coordination in upcoming merchandising campaigns, and to facilitate a steady flow of new masters to UA from indie producers across the nation. New York will remain his headquarters.

A 20 year vet in the music industry, Lipton has had experience in many phases of the business, with stints with labels and distributors in New York, Los Angeles and Cleveland.



MIKE LIPTON

Altschuler's Victor Post: VP, Exec Producer

NEW YORK—Ernie Altschuler will be associated with RCA Victor Records in a newly-created post of vp and exec producer. Formal announcement of Altschuler's move from Columbia Records to Victor, revealed in Cash Box several weeks ago, was made by Joseph D'Imperio, vp of product and talent development.

D'Imperio said that Altschuler would be in charge of all new Victor pop records produced in New York and Hollywood, with the expectation that he will "enhance RCA Victor's position in this field."

Steve Sholes, pop A&R veep, who also reports to D'Imperio, will continue his responsibilities for Victor's Nashville operation, A&R creative services, RCA Camden, Vintage product and religious recordings. In addition, he will be responsible for coordinating creative and other matters in connection with the new Colgems label distributed by Victor.

While at Columbia Records, Altschuler was producer of records by such best-selling artists as Tony Bennett, Percy Faith, Ray Conniff, Jerry Vale, Robert Goulet and Johnny Mathis, including many gold record winners. He also won two Grammy awards from the National Academy of Recording Arts and Sciences as "Producer of the Record of the Year." The winning records were Percy Faith's "Theme from a Summer Place" and Tony Bennett's "I Left My Heart in San Francisco."

Altschuler joined Columbia Records as a producer in 1958. Earlier, he was an engineer for CBS Radio, and before



ERNIE ALTSCHULER

that had been associated with New York Radio Station WNYC, working with the late Mayor La Guardia on radio broadcasts involving Civil Defense. He also had been a disk jockey in San Angelo, Texas.

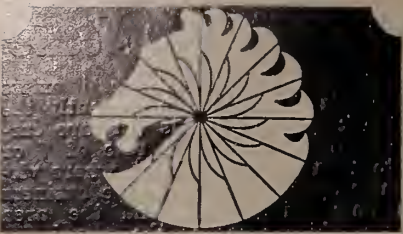
In his boyhood, Altschuler played violin and trumpet. While he was a student at the High School of Music and Art in New York, composer Aaron Copland created a trumpet solo especially for him in "Outdoor Overture," a composition commissioned by the school.

Altschuler is a graduate of RCA Institutes and a licensed teacher in electronics.



RADIO ACTIVE CHARTS

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 SEPTEMBER 7, 1966)



The Vontastics

DAY TRIPPER

ST. LAWRENCE 1014

Jamo Thomas

MUST I HOLLER

CHESS 1971

Big Maybelle

DOON'T PASS ME BY

ROJAC 1969

Sonny Warner

BELL BOTTOM BLUE JEANS

CHECKER 1151

Jean DuShon

FOR ONCE IN MY LIFE

CADET 5545



% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
48%	Poor Side Of Town	Johnny Rivers	Imperial	48%
43%	I Can Make It With You	Pozo Seco Singers	Columbia	68%
42%	See See Rider	Eric Burden & Animals	MGM	61%
39%	Girl On A Swing	Gerry & Pacemakers	Laurie	39%
35%	Here There & Everywhere	Fourmost	Capitol	35%
33%	Psychotic Reaction	Count Five	Double Shot	56%
32%	Only When You're Lonely	Grass Roots	Dunhill	54%
31%	My Uncle Used To Love Me But She Died	Roger Miller	Smash	71%
30%	Reach Out I'll Be There	4 Tops	Motown	86%
29%	Hooray For Hazel	Tommy Roe	ABC Paramount	29%
28%	All I See Is You	Dusty Springfield	Philips	48%
27%	Last Train To Clarksville	Monkees	Colgems	94%
25%	I Really Don't Want To Know	Ronnie Dove	Diamond	75%
23%	Work Song	Trade Martin	RCA Victor	23%
22%	Summer Samba	Walter Wanderley	Verve	50%
21%	I Struck It Rich	Len Barry	Decca	21%
20%	Walk Away Renee	Left Banke	Smash	31%
19%	Roller Coaster	I'des Of March	Parrot	19%
18%	Just Like A Woman	Bob Dylan	Columbia	74%
17%	To Make A Big Man Cry	Roy Head	Backbeat	17%
16%	I Want To Be With You	Dee Dee Warwick	Mercury	46%
16%	Sometimes Good Guys Don't Wear White	Standells	Tower	66%
15%	(In The) Cold Light Of Day	Gene Pitney	Muscor	15%
14%	Mr. Spaceman	Byrds	Columbia	14%
13%	Tarzan (Tarzan's Dance)	Marketts	Warner Bros.	21%
12%	She Drives Me Out Of My Mind	Swingin' Medallions	Smash	54%
11%	Get Away	Georgie Fame	Imperial	11%
10%	Under My Thumb	Del Shannon	Liberty	10%

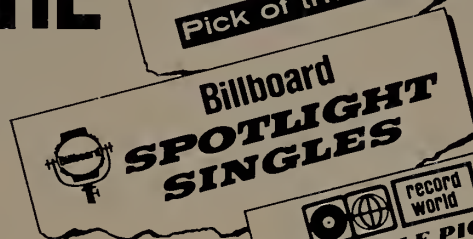
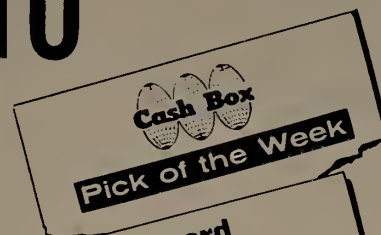
LESS THAN 10% BUT MORE THAN 5%

TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE	TITLE	TOTAL % TO DATE
We'll Meet Again		The Boss's Daughter		I've Been Unfaithful	
Turtles (White Whale)	9%	Gene Pitney (Muscor)	8%	Alon Vollone Group (ABC)	15%
Off To Dublin On The Green		Jug Band Music		Bad Little Woman	
Abbey Tavern Singer (HBR)	24%	Mugwumps (Side Kick)	8%	Shadows Of Knight (Dunwich)	7%
Cry Sافتly		Boby Toys		We Can't Go On This Woy	
Nancy Ames (Epic)	9%	Toys (Dynavaice)	8%	Teddy & Pondas (Muscar)	15%
Love Is A Hurtin' Thing		Wish You Were Here Buddy		She Ain't Loving Yau	
Lou Rowls (Copitol)	26%	Pat Boone (Dat)	16%	Distant Cousins (Dote)	23%
In Our Time		Gloria's Dream			
Nancy Sinatra (Reprise)	9%	Belfast Gypsies (Loma)	7%		

*another
spotlight
performance**

RAY CHARLES

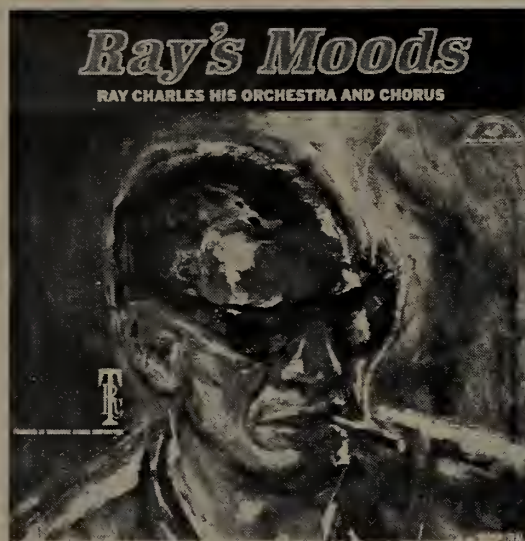
* I CHOSE TO
SING THE
BLUES



B/W

HOPELESSLY

-10808



RAY'S MOODS ABC-550

Here's Ray's newest album and it's a winner!
He plays a lot of piano and a lot of organ,
with big helpings of soul and genius.



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BEHIND THE RECORDS



Bob Crewe

THE CREWE STORY

The Crewe brothers, Bob and Dan, have proved to be a perfect team in the publishing and recording business. This combo has been so successful that their achievements are known around the globe. In the world of music, Bob Crewe is unequalled. He is a skillful writer-producer-arranger-singer. He smashed the wax barrier a few years back by producing and writing a string of hits including The Rays' "Silhouette," Billie & Lillie's "La Dee Dah," and Freddie Cannon's big recording, "Tallahassie Lassie."

Bob formed his own production firm, Genius, Inc., and publishing firms, Saturday Music and Tomorrow's Tunes. He also owns two record companies, Dyno-Voice and New Voice, on which he has presented such best sellers as the Toys, Mitch Ryder and the Detroit Wheels, Norma Tanega, and Eddie Rambeau. He is responsible for the 4 Seasons hits which he produces, and writes their songs in collaboration with Bob Gaudio. Bob Crewe has been signed by a number of major labels to produce records for their top artists.

The Bob Crewe operational schedule is so heavy, and at times so involved



Dan Crewe

with detail, that it requires a cool business executive to handle the administration of the CREWE GROUP OF COMPANIES. The man who fills this position admirably is Dan Crewe, a graduate of the U.S. Naval Academy, whose ability as an administrator is comparable to brother Bob's musical talent.

The Crewe's believe in encouraging young talent, and in just two years have scored sensationally in the development of many new writers, arrangers, artists, and producers. The word in the industry has become legend—"If you need a hit—see Bob Crewe."

★ ★ ★

PLATTER PICKING

For good programming we suggest the following recordings of Saturday music tunes: Louis Bravo (Philips) "Look for the Rainbow." . . . Duff Thurmond (New Voice) "If You Loved Me Baby." . . . The Toys (DynoVoice) "Baby Toys." . . . The Distant Cousins (Date) "She Ain't Lovin' You." . . . Billie Dearborn (DynoVoice) "Down." . . . The Sky (New Voice) "I'm Not a Fool" . . . Lesley Gore (Mercury) "Treat Me Like a Lady."

SATURDAY MUSIC, INC.

1641 Broadway
New York, N.Y. 10023
212-CI 5-3535

RUSS MILLER—PROF. MGR.

BIOS FOR DEEJAYS

Left Banke



The Left Banke is a five-man, New York-based rock group with an amiable young man named Mike Brown as its leader. Mike's father is a violinist and Mike's first love is writing music. He is proficient on clavichord, organ, harpsichord, and piano and is currently running around trying to find a clavinet (a sort of 18th century keyboard instrument that produces a sound similar to that of today's electric harpsichord). The other personnel of the group are: Jeff Winfield, lead guitar; Thomas Finn, electric bass; Steve Martin, vocalist; and George Cameron, drums. The dress of the fledgeling group (formed about six months ago) varies with the whim of the moment and ranges from wide floppy bell-bottoms to tightly tapered pants with boots. The Left Banke's Smash outing of "Walk Away, Renee" is number 72 on this week's Top 100.

Tom Finn digs Edgar Allan Poe stories and once wanted to be a railroad engineer. Steve Martin went to school in Spain and once wanted to be an actor. Jeff Winfield's ambition is "to become an eccentric old man." George Cameron was born in London 19-years-ago.

Teddy & Pandas



Teddy & the Pandas is a Boston-based vocal and instrumental act whose Musicor outing of the Bob Stone penned "We Can't Go On This Way" is number 99 on this week's Top 100. Twenty-year-old lead guitarist, Teddy Dewart, formed the Pandas about a year and a half ago. Most of their performances have been on the night club and cafe circuit and they are currently working on a solid college presentation. Teddy once told an interviewer, "we like to think of ourselves as part of a new generation of singers whose music can no longer be considered mere entertainment." They have appeared on the Dave Clark "Where The Action Is" TV'er and have toured with Gene Pitney. Among the other members of the group are: Billy Corelle on bass, Jerry La Breque on drums, Dick Guerrette on organ, and Al Lawrence as vocalist.



PLATTER SPINNER PATTER

Lou Kasman has left his position as account executive for the Morty Wax Promotions firm and taken a job as a deejay at WAPC-Riverhead, L.I., N.Y. Lou will be doing a 3 to 6 pm show Mon. through Fri. as well as hosting the "Saturday Sound Spectacular" in the noon to 6 pm slot. WAPC-Riverhead is the only FM-stereo-multiplex outlet in eastern Long Island.

Apparently Chickenman, has had a close brush with the forces of crime and/or evil, as the Platter Spinner's office has been deluged with all kinds of little white feathers. Could it be that the "Fantastic Fowl" has had his wings clipped? Could it be that the "Winged Warrior" has had his beak tweaked? Could it be that this living legend of bravado is losing some of his feathery glory? No! Little white chicken feathers are sort of like silver bullets around WCFL-Chicago. The feathers were sent to Chickenman's fine feathered friends to publicize his appearance in the windy city on the same bill as Gary Lewis and the Playboys, Brian Hyland, and the Chiffons. Too bad it wasn't a country music show so we could have made some sort of reference to Chickenman's barnyard or something, however; the show was most likely eggsciting.



MARVIN DEAN SAYS: A note from the tuba of Marvin Dean, has produced this picture of (l. to r.) Anita Kerr and Ira Cook of KMPC-Los Angeles. The Warner Bros./Reprise lark stopped by the outlet for an interview with Ira. Marvin is the national promo topper for the diskery and he plays a pretty good tuba . . . for a drumbeater.

Felix Grant, air personality of WMAL-Washington, D.C., has been named by the Agency of International Development, Department of State, to head a delegation representing the District of Columbia on an assignment to Brazil. The purpose of the mission is to promote private participation in the Agency's Alliance for Progress between the citizens of metropolitan Washington and the Federal District of Brasilia, the capitol of Brazil. The D.C.-Brasilia Partners of the Alliance, as the group will be known, plan to carry out an exchange of material, technical and cultural cooperation, fulfilling the basic premise of inter-American fellowship. As the D.C.-Brasilia Partnership materializes, it will become part of a working group of Partnerships now functioning in 30-states and working with 30-similar groups in 15-Latin American countries. Grant's delegation will leave Washington on Sept. 17, and enroute to Brasilia will attend the Second Annual Inter-American Partners of the Alliance Conference in Rio de Janeiro. In 1965, Grant's broadcasting efforts on behalf of Brazilian music and musicians were recognized by the Brazilian government which presented him with the National Order of the Southern Cross, the highest award the government of Brazil can bestow on a foreigner.

WSIX-TV-Nashville has introduced "seeability" to its news-worthiness approach to news coverage. Roland Wolfe, news director of the outlet, said that the newly expanded news service, which premiered Sept. 5, will

continue to offer depth and dimension to all aspects of 'people' who are the "newsmakers." The news service will present reports on all subjects that the outlet considers to be of major public concern.



SUNRAYS IN VANCOUVER: This photograph was snapped when the Sunrays were up in Canada for a couple of shows at Vancouver's posh Queen Elizabeth Theatre. The Tower rock group, well known for "Andrea," was in the big "V" for performances with Chad & Jeremy and the Beach-boys. John Tanner, who spins 'em for CFUN-Vancouver, entertained the boys when they stopped by the outlet. They are shown here holding up some C-FUN bumper stickers. The deejay is a little taller than the rest of the people in the picture because he stands 6' 7" and may very well be the tallest deejay in the Dominion.

For special efforts on behalf of Radio Free Europe during the broadcasters Campaign, WPEN-Philadelphia (an NBC Network affiliate) was awarded a "Certificate Of Merit" by Thomas S. Murphy, chairman of Radio Free Europe. In making the presentation, Murphy said: "The active participation of your station in bringing the Radio Free Europe story to your listeners reflects the highest credit on you and the industry as a whole. Without your support and that of all those who work with you, Radio Free Europe's mission of helping almost 83-million-people behind the Iron Curtain resist Communism would be greatly diminished."

Brian Skinner of CHUM-Toronto, Ontario was presented a birthday cake by two very lovely and leggy ladies. This pulchritudinous scene is pictured on the cover of the outlet's latest chart and is captioned, "Cake, Cookies, & Crumb."

Buzz Lawrence, a deejay at KHOW-Denver who has been referred to by the Denver Post as being "an eligible bachelor and experienced girl-watcher," travelled all the way to Atlantic City, N.J. so he could give the outlet's listeners an account of the events leading up to and including the election of this year's Miss America. The intrepid spinner was in the entourage of a 19-year-old University of Denver student named Holly Smith who is also Miss Colorado of 1966. The trek to Jersey was a sort of homecoming for both Holly and Buzz as her parents live in South Orange, N.J. and he is a native of Elizabeth, N.J.

SPUTTERS: Lou Kasman has taken a deejay position with WAPC-Riverhead, L.I. . . . Porter Bourne marked his 22nd anniversary at WXYZ-Detroit on Aug. 18. . . . KFWM-FM has moved from San Bernardino, Calif. to Riverside, Calif.

**DON'T MISS
THIS
SMASH!!!**

**MALA
537**

**"THE
MERRY
PLOUGHBOY"
THE CARLTON SHOWBAND
with ARLENE KING**

THE ORIGINAL NO. 1
BEST SELLING
RECORD IN
CANADA*

*The Original Smash Record
in Canada by QUALITY RECORDS



Bell Records 1776 Broadway, New York, N.Y. 10019





RECORD REVIEWS

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

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

Pick of the Week

HAPPINESS (2:15) [Gomba, BMI—Rhys]

THE NIGHT (2:23) [Gomba, BMI—Shades of Blue]

SHADES OF BLUE (Impact 1015)

Figure further chart doings for the crew who had Top 100 success for "Oh How Happy." Side with such merit is "Happiness," a most pleasing, good-natured romantic item, which the boys handle with bluesy amiability. Tinkle of bell sounds add to the positive feel of the sound. Boys muse on the flip blueser.

RUN & HIDE (2:19) [Carnaby-Gallico, BMI—Stampley, Freeman, Wade]

GOOD BYE, SO LONG (2:39) [Modern & Placid, BMI—Turner]

THE UNIQUES (Paula 245)

Team had some Top 100 action on "All These Things," and figures to do even better with a more or less emotional statement called "Run Hide." Session is crowded with a definite rock point of view that the youngsters will take to, both for listening and dancing. Flip is a good attack.

FA-FA-FA-FA-FA (Sad Song) (2:37)
[East, Redwal, Time, BMI—Redding, Cropper]

GOOD TO ME (2:57) [East, Redwal, Time, BMI—Redding, Green]

OTIS REDDING (Volt 138)

A consistent seller in both pop and r&b markets, Otis Redding is a cinch to go the dual-market route with this zonker called "Fa-Fa-Fa-Fa-Fa (Sad Song)." Songster offers a pulsing, contagious wailer packed with "soul." Undercut, "Good To Me," is another feelingful stand, but in a real slow-moving, moaning vein.

COME ON UP (2:41) [Slacsar, BMI—Cavaliere]

WHAT IS THE REASON (2:23) [Slacsar, BMI—Cavaliere, Brigati]

YOUNG RASCALS (Atlantic 2353)

The Young Rascals should find themselves right back on the charts-ville scene with this power-packed stanza tabbed "Come On Up." Lid is a wailing, frenetic workout that should get lots of attention from deejays and teens. "What Is The Reason" features a similar walloping sound.

DON'T WORRY MOTHER (YOUR SON'S HEART IS PURE) (3:17)
[Grand Canyon, BMI—Zehringer]

KO-KO (2:10) [Grand Canyon, BMI—Feldman, Goldstein, Gottehrer]

THE McCOYS (Bang 532)

After a short hiatus from hitsville the McCoys should quickly spring back into their money making ways with this powerhouse deck titled "Don't Worry Mother (Your Son's Heart Is Pure)". The side is a driving, pulsating shouter with a wild tale tailored for the teens. "Ko-Ko" has the group in a melodic, medium-paced bag.

BANG! BANG! (2:39) [Cordon, BMI—Cuba, Sabater]

PUSH, PUSH, PUSH (2:10) [Cordon, BMI—Sabater]

JOE CUBA SEXTET (Tico 475)

After stirring up a good bit of noise with their "El Pito" outing, the Joe Cuba Sextet offers a potent lid, called "Bang! Bang!," that should meet with even more success. This one is a rhythmic, hand-clapping item with a highly infectious Latin rhythm. "Push, Push, Push" offers similar good stuff.

ONE DAY IS LIKE ANOTHER (Un Giorno Dope L'Altra) (2:45)
[Roncom, ASCAP—Shuman, Tenco]

FORGET DOMANI (2:43) [Miller, ASCAP—Ortolani, Newell]

PERRY COMO (RCA Victor 8945)

The vet performer recently cut his first sides in Italy, among them a haunting song called "One Day Is Like Another." Singing in both English and Italian, Perry has one of his best ballad performances in many years here. Coupler is the cute novelty from the "Yellow Rolls Boys." Both dates are from a "Perry Como In Italy" album.

Pick of the Week

THE WHEEL OF HURT (2:40) [Roosevelt, BMI—Singleton, Snyder]

NOTHING LASTS FOREVER (2:23) [Geld-Udell, ASCAP—Udell, Geld]

MARGARET WHITING (London 101)

Loads of airplay and sales aplenty should come the way of Margaret Whiting via this heartfelt tune dubbed "The Wheel Of Hurt." The ditty is moving, melodic, wonderfully arranged, telling of the travails that love can cause. The flip, "Nothing Lasts Forever" is a quick moving, enchanting ballad.

CABARET (2:58) [Sunbeam, BMI—Ebb, Kander]

CANAL ST. BLUES [International, ASCAP—Oliver, Armstrong]

LOUIS ARMSTRONG (Columbia 43819)

"Cabaret," title of an incoming musical, is right up Louis' "Hello, Dolly!" alley. Tune has an infectious way, and one can't resist the vet performer's invitation. There'll be spins a-plenty on this outing. "Canal St. Blue" is an instrumental.

Newcomer Pick

HOLD BACK THE SUN (2:05) [Greenlight, BMI—Allan, Dante]

I THINK I WANNA LOVE YOU BABY (2:22)
[Greenlight, BMI—Allan, Dante, Feldman]

NOAH'S ARK (Roulette 4703)

Noah's Ark could be a familiar chart name in the near future via their exciting blend on a strong teen-ballad called "Hold Back the Sun." A performance that sticks with you. Flip is on the upbeat.

SHADES (2:14) [Machiavelli, BMI—Toops]

LADY MARGARET (2:37) [Machiavelli, BMI—Toops, Cory]

THE CAPES OF GOOD HOPE (Round 1001)

"Shades" is a real pretty teen-market ballad outing. The tune is strong and receives full-justice from the songsters, who are backed by a lush Latinish ork setting. Group have a chance to be a top 10 act with this one. Boys try a far-out sound typical of Beatles-Rolling Stones inventiveness on "Lady Margaret."

BRING IT HOME TO DADDY (2:44) [Pronto, BMI—Parris]

LAND OF BROKEN HEARTS (2:40) [Barrisue, BMI—Parris]

FRED PARRIS (Atco 6439)

Here's a first rate session, dubbed "Bring It Home To Daddy," that could well launch Fred Parris into the national picture. Chanter does a powerful job of serving up the blues on this throbbing woe. Watch out. "Land Of Broken Hearts" is another weeper, with a steady, thumping beat.

Best Bets

LEE MALLORY (Valiant 751)

● THAT'S THE WAY IT'S GONNA BE (2:52) [M. Witmark, ASCAP—Gibson, Ochs] Lots of weirdo effects pop up in this session, both from the songsters and their instrumental assist. Tune is a folk one by Bob Gibson & Phil Ochs. Something different that may prove to be a hit.

(B) MANY ARE THE TIMES (3:03) [Since, BMI—Mallory] More material with a folkish quality.

THE GOODTIMES (Kama Sutra 215)

● THE HARD LIFE (2:21) [Tender Tunes, BMI—Andreoli, Poncia] The rocksters may have a sizeable chart turn with this hard-hitting dramatic. There's plenty of interesting instrumental comments to go along with the singing. Eye closely.

(B) THAT'S WHEN YOUR HEARTACHES BEGIN (2:47) [Acuff-Rose, BMI—Turner] Lead voice effectively essays the heartbroken sentiments of the onetime Presley hit.



A GREAT NEW LOOK



A GREAT NEW LOOK



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Bell Records 1776 Broadway, New York, N.Y. 10019



RECORD REVIEWS

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

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

Best Bets

THE ETHICS (Dynamic 2001)

● (A) Whole Lot of) CON-FUSION (2:42) [L. LaCour, BMI—L. LaCour] The diskery, based in Milwaukee, could step-out with this exciting example of the far-out school of rockin'. Very effective.

(B) (I Can't Get You) OUT OF MY MIND (3:00) [L. LaCour, BMI—Ethics] Less striking format.

CHI CHI (Kapp 776)

● JUST LET IT HAPPEN (2:32) [Blackwood, BMI—Taylor, Martin] Lass could go places with this potent rock-a-ballad display. It really packs a punch, so it should be watched closely.

(B) SOMEWHERE THERE'S SOMEONE (2:13) [Tender Tunes & Elmwin, BMI—Millrose, Bruno] Bossa Nova wistful.

MARY WELLS (Atco 6436)

● FANCY FREE (2:03) [Jalynne-Shakewell, BMI—Strong, Sanders] Lark with a strong hit past offers a pretty recital of a wistful number, with a fine Latinish rock backdrop. Could mean chart business.

(B) ME & MY BABY (2:18) [Jalynne-Shakewell, BMI—Strong, Sanders] Snappy bounce here.

MANFRED MANN (United Artists 50066)

● WHEN WILL I BE LOVED (2:03) [Acuff-Rose, BMI—Everly] English rockster, who recently did chart business with "Pretty Flamingo," tackles a catchy Phil Everly opus with solid teen-market spirits. Might go places.

(B) DO YOU HAVE TO DO THAT (3:29) [Unart, BMI—Jones] Funky statement.

SCREAMIN' JAY HAWKINS (Decca 32019)

● I'M NOT MADE OF CLAY (2:30) [Metric, BMI—Stone] Screamin' Jay Hawkins may be right back in his old money-making ways with this lid. Chanter delivers a potent "scream" set which could catch on.

(B+) ALL NIGHT (2:07) [Metric, BMI—Hawkins] Flip is an even more frantic offering.

STRING OF FORTUNE (Ohn-J 1009)

● MARY ANN THOMAS (2:39) [John Sands, BMI—McCormack, Jordan] Already getting good air action, this effort by the Strings of Fortune could bring the group into the big time. Nice "Tex-Mex" sound, slickly handled.

(B+) HOW LOVELY WILL YOU BE (3:03) [John Sands, BMI—Sands] Rhythmic, Latin-flavored charmer. Pretty item.

THE IN' (Hickory 1413)

● IN THE MIDNIGHT HOUR (3:03) [East/Cotillion, BMI—Pickett, Cropper] This is a fine quick-beat revival of the recent Wilson Pickett hit. Tune might be making a return engagement on the listings via this exciting cut.

(B) JUST GIVE ME TIME (2:20) [Acuff-Rose, BMI—Land, Larkin] Some teen-beat interest here.

BRENDA BYERS (MTA 108)

● HUSH (2:56) [Jaypaul, SESAC—Schroeder] A timely, touching lullaby folk sound from the songstress and simple support. Daddy's gone to war, but hope is held out for a peaceful, free future. Could develop into something.

(B) FOLLOW THE STARS (2:19) [Miracle, SESAC—Grant, Sena, Gyle] Nice waltz tune.

BUDDY GRECO (Reprise 0515)

(B+) WALKING ON NEW GRASS (2:30) [Pamper, BMI—Pennington] Thumping, happy go lucky ditty could make noise.

(B) WHAT AM I (2:17) [Screen Gems-Columbia, BMI—Alber-tine, Raleigh] Easy paced, sweeping ballad.

GRAHAM BONNEY (Mike 4009)

● BABY'S GONE (2:35) [E. H. Morris, ASCAP—Bonney, Mason] Label's master purchase from England could be a winner. Side is a solid build-up story of a lost-love. Keep close tabs on the cut.

(B) LATER TONIGHT (2:26) [E. H. Morris, ASCAP—Bonney, Mason] Busier session.

SANDY NELSON (Liberty 6286)

● PIPELINE (2:02) [Downey, BMI—Stickard, Carmen] Sandy Nelson could do lots of business with this groovy, hard driving instrumental. Watch closely.

(B+) LET'S GO TRIPPIN' (2:17) [Monsour, ASCAP—Dale] Good sound back here.

THE PARIS SISTERS (Reprise 0511)

● MY GOOD FRIEND (2:08) [Retlaw, BMI—Paris] Gals are off to the rock races with this colorful display. Side has lots going for it. Could break wide open.

(B+) IT'S MY PARTY (2:40) [Arch, ASCAP—Gold, Wiener] The old Leslie Gore hit.

BAJA MARIMBA BAND (A&M 816)

● THE PORTUGUESE WASHERWOMAN (1:54) [Remick, ASCAP—Popp, Lucchesi] The breezy oldie is charmingly presented by the successful A&M attraction. All types of situations can latch-on to this one.

(B) TELEPHONE SONG (2:05) [Staid, BMI—Devine] Nice relaxed swinger.

Best Bets

CHARLIE RICH (Smash 2060)

● THAT'S MY WAY (2:32) [Jenny, BMI—Ahlert, Scott] Fella states his way-of-life in this strong rock-a-billy format by the pop-country attraction. A rockin' keyboard is a scene stealer. Can happen.

(B) WHEN MY BABY COMES HOME (2:04) [Makamillion, BMI—Rich] More relaxed blueser.

BROOK BENTON (RCA Victor 8944)

● THE ROACH SONG (2:52) [Iza, BMI—Otis, Biggs, North-ern] Brook Benton could make lots of noise with this smooth outing. It's a chuckle-filled combo of smooth chorus and talk. Watch closely.

(B+) WHERE DOES A MAN GO TO CRY (2:17) [Edna, Ben-day, BMI—Otis, Artis] Potent, sweep-ing ode.

THE CARLTON SHOWBAND (Mala 537)

● REILLY'S DAUGHTER (1:55) This happy, familiar folk item is infectiously done by the group. A joyous cut with strong left-field hit possibilities.

(B+) THE MERRY PLOUGHBOY (in the Green) (2:48) [Melody Trails, BMI—Behan] Another happy date on a folk oldie.

JOEL CHRISTIE (Imperial 66198)

● SINCE I FOUND YOU (2:12) [Metric, BMI—Christie] Song-ster sings a fine love-found opus against a bright ork backing. This sunny session can step-out.

(B+) IT'S ALL RIGHT NOW (2:33) [Screen Gems-Colum-bia, BMI—Mann, Weil] More reflect-ive stand with a bluesy harmonica & chorus.

LORRAINE ELLISON (Warner Bros. 5850)

● STAY WITH ME (3:15) [Ragmar & Crenshaw, BMI—Ragovoy, Weiss] This emotional stand is packed with build-up strength. Thrush and her full ork setting really make a telling rock-a-ballad point. Keep tabs on the side.

(B) I GOT MY BABY BACK (2:15) [Rittenhouse, BMI—Bell, Ellison] Good rhythm piece.

THE ROBBES (Mercury 72616)

● NEXT TIME YOU SEE ME (2:34) [Robbs, BMI—Robb] Vocalists, due to be regulars on the Dick Clark "Where the Action Is" TV'er, come-up with a colorful display, which includes ear-catching sitar-sounding remarks. Natural for big teen spins.

(B) I DON'T FEEL ALONE (2:13) [Robbs, BMI—Robb] Less inventive outing.

ART WHEELER (Cee-Jam 4)

● THAT'S HOW MUCH I LOVE YOU (2:25) [Robin Hood, BMI—Pipkin, Pipkin] Fine handclappin'-type rhythm affair from the songster and hectic accompani-ment. Atco handles the diskery, which might make the chart scene with this one.

(B) WALK ON (2:16) [Robin Hood, BMI—Wheeler, Wil-liams, Williams, Marascalco] Earthier blues goings-on.

MICKEY ROONEY, JR. (Liberty 55912)

● I'LL BE THERE (2:14) [Windsor, ASCAP—Rooney, Sardo] Younger Rooney is right in the proper rock groove with this in-teresting, quick-beat debut for Liberty. Kids may set this side afire.

(B) THE CHOICE IS YOURS (2:08) [Windsor, ASCAP—Blanchard] Appealing soft-beat item.

THE FRATERNITY BROTHERS (Date 1528)

● BIG TOWN (2:55) [Kuno, BMI—Atwell, Fieri] Boys have an exciting blend here, with a good dramatic number to work on. There's also an effective back-beat back-drop. Should be eyed.

(B) SAD LITTLE BOY (3:08) [Kuno, BMI—Atwell, Fieri, Gray] Pleasing easy-go stuff.

YOUNG CANADIANS (Filmways 109)

● MAKIN' MY MIND UP (2:10) [Preacher, BMI—Dal-ton, Montgomery] The recently-formed diskery of the film company of the same-name hops on the teen-beat bandwagon with colorful results from the songsters and instrumental support. Can come-up with chart coin.

(B) JOKER (2:25) [Preacher, BMI—Dalton, Fletcher] Folk-ish ballad rockin' here.

B+ REVIEWS

THE DAYDREAMS (Dial 4034)

(B+) EASY BABY (2:32) [Tree, BMI—Johnson, Clay, Smith, Jones, Cheek] Smoothly infectious, harmonic, funky romancer.

(B) HERE AND NOW (1:58) [Tree, BMI—Hurley, Wilkins] Snappy, lilting tune.

THE SUGAR LUMPS (Uptown 735)

(B+) THE OTHER SIDE OF LOVE (2:26) [Roosevelt, BMI—Wil-liams, Harrison] Sweet, melodic infec-tious tune.

(B) WON'T YOU HELP ME (2:11) [Mirby, BMI—Hatch-er] Easy going ditty.

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debut of the Screen Gems TV show "The Monkees," produced by Bert Schneider and Robert Rafelson—every Monday night on NBC-TV at 7:30 p.m. E.D.T. Success story? You know it! ■ "Last Train to Clarksville" produced by Tommy Boyce and Bobby Hart. "Take a Giant Step" produced by Tommy Boyce, Bobby Hart and Jack Keller. Music Supervision, Don Kirshner.

COLGEMS

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RECORD REVIEWS

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

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B+ REVIEWS

THE BUSYBODIES (Dial 4039)
(B+) **BUSYBODY** (1:55) [Tree, BMI—Deitschmann, Killen] Interestingly read, lilting instrumental.

(B) **THE MOVE** (2:12) [Tree, BMI—Deitschmann, Killen] Groovy, funk-filled outing.

THE LEASEBREAKERS
(United Artists 50050)

(B+) **MEXICAN PETE** (2:30) [Bourne, ASCAP—Champ] Groovy reading of a Tijuana flavored ditty.

(B) **I DON'T WANNA GO HOME** (2:18) [United Artists, ASCAP—DiMinno] Soft sweet sound.

CHARLEY DANIELS & JAGUARS
(Paula 246)

(B+) **THE MIDDLE OF A HEARTACHE** (2:52) [Crawdaddy-Charger Counterpart, Falls City, BMI—Daniels] Pretty, soft, infectious teen ditty.

(B) **SKIP IT** (2:30) [Crawdaddy-Charger, BMI—Solow] Quick movin finger snapper.

O'HEGARTY (Verve Folkways 5023)

(B+) **BODY IN THE BAG** (2:23) [Whitfield, BMI—O'Hegarty] Wild, fun filled put on tune.

(B) **WHAT A MOUTH** (2:12) [Francis Day & Hunter, ASCAP—Weston, Champion] A happy and wild tune over here.

THE MORTICIANS (Roulette 4702)

(B+) **NOW THAT YOU'VE LEFT ME** (2:28) [Jefmark, Frost, BMI—Dudish, Olexa, Wright] Soft, teen slanted lyrical ditty.

CURTIS KNIGHT & SQUIRES
(RSVP 1124)

(B+) **HORNET'S NEST** (2:25) [RSVP, BMI—Hendrix, Simon] Wild reading of the comic character's theme.

(B) **KNOCK YOURSELF OUT** (2:34) [RSVP, BMI—Hendrix, Simon] Wild instrumental outing.

B+ REVIEWS

GUADALAJARA KINGS
(Liberty 55907)

(B+) **CIAO, CIAO, BAMBINA** (2:05) [Feist, ASCAP—Parish, Modugno] Wild, Latin flavored romp.

(B) **CONFUSION PORTU AMOR** (2:34) [Peer Int'l., BMI—Rodriguez] More of the same good sound.

TWILIGHTERS (Imperial 66201)

(B+) **SHAKE A TAIL FEATHER** (2:20) [Vapac, BMI—Hayes, Williams, Rice] Wild, free swinging teen dancer.

(B) **ROAD TO FORTUNE** (2:08) [Tunesville, BMI—Miller] Throbbing, medium paced chant.

HOMER BANKS (Minit 32008)

(B+) **60 MINUTES OF YOUR LOVE** (2:27) [East, BMI—Hayes, Porter] Groovy, driving funk filled chant.

(B) **DO YOU KNOW WHAT** (2:45) [East, BMI—Hayes, Porter] Soft, attractive ballad.

FOURTH DIMENSION
(Columbia 43778)

(B+) **LAND OF MAKE BELIEVE** (2:15) [Cherio, BMI—Hershkowitz, Corbett, Toscano] Interesting, haunting, melodic outing. Watch this one.

(B) **RAINY DAY** (2:03) [Cherio, BMI—Hershkowitz, Corbett, Toscano] Sweet, easy going chant.

RHODES BROTHERS
(United Artists 50060)

(B+) **WINGS LIKE A DOVE** (2:12) [Unart, BMI—Campbell] Thumping, infectious softly rendered chant.

(B) **DON'T CLOSE THE DOOR ON LOVE** (2:25) [Blue balloon, BMI—Ross, Crane] Husky, tear-filled ode.

BILLY FURY (United Artists 50061)

(B+) **SHE'S SO FAR OUT SHE'S IN** (2:40) [Noma, BMI—Baker, Knight] Britisher Billy Fury reads a strong teen-slanted rocker.

(B) **GIVE ME YOUR WORD** (2:30) [Shapiro Bernstein, ASCAP—Taylor, Fury] Pretty romancer.

SLEEPY KING (Veep 1236)

(B+) **HELLO MARTHA** (1:58) [Drury Lane, BMI—Parker] Hard driving, rhythmic outing.

(B) **PLEASE LET A FOOL IN OUT OF THE RAIN** (2:20) [Unart, BMI—Parker] Rhythmic, medium paced romancer.

ENRIQUE GUZMAN
(Columbia 43798)

(B+) **BABY, I'M SORRY** (2:20) [Chappel, ASCAP—Reed, Mason] Sweet, pretty paced romancer.

(B) **TAN CERCA** (2:58) [Gil, BMI—Guzman] Extra pretty ballad.

SMALL FACES (RCA Victor 8949)

(B+) **ALL OR NOTHING** (2:59) [Miller, ASCAP—Marriott, Lane] Smooth, infectious teen-slanted chant.

(B) **UNDERSTANDING** (2:48) [Miller, ASCAP—Marriott, Lane] Deep, funky shouter.

WILLIE KENDRICK
(RCA Victor 8947)

(B+) **GIVE ME LOTS OF LOVIN'** (2:13) [Ardith, Millbridge, BMI—Ashford, Scott, Terry] Rhythmic, harmonic danceable outing.

(B) **YOU CAN'T BYPASS LOVE** (2:26) [Ardith, Millbridge, BMI—Hunter, Kendrick] Groovy chant for a backer.

THE MAGNIFICENT MEN
(Capitol 5732)

(B+) **MAYBE, MAYBE, BABY** (2:40) [Sid-Lee, BMI—Bupp, King] Sweet, easy paced lilting romancer.

(B) **I'VE GOT NEWS** (2:30) [Sid-Lee, BMI—Bupp] Medium-paced dance rocker.

RELIGIOUS

THE KANSAS CITY MELODYAIRES
(Song Bird-1061)
"My Loving Mother"/"God's Gift To Me"

HI WAY QUE C'S
(Peacock-3093)
"The Lord Is Sweet"/"I Got A Feeling"

REVEREND CLEOPHUS ROBINSON
(Peacock-3092)
"Rusty Old Halo"/"Lord I'm Your Child"

THE GOSPELAIRES
(Peacock-3091)
"Motherless Children"/"Jesus Is Mine"

REV. DAVID ROBINSON
(Jewel-110)
"What A Friend We Have In Jesus"/
"Jesus Is Not Here, He's Arisen"

MIGHTY STARS OF HARMONY
(Jewel-109)
"Few More Days"/"God Will Answer"

MEADOWLARK SINGERS
(Jewel-111)
"Back Alley Religion"/"Jesus Met The Woman At The Well"

THE WILLIAMS SISTERS
(Jewel-107)
"Keep Me Singing All The Time"/
"He's Got Everything You Need"

THE TRAVELING ECHOES
(Jewel-108)
"I Love The Lord"/"Where Is The Road That Leads Home"

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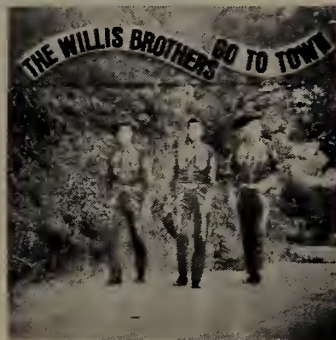
PHASE 2

September 12 thru October 8, 1966

NEW RELEASES



SLP 384



SLP 387 (stereo)



SLP 388 (stereo)



SLP 389



SLP 9-390
2 record set



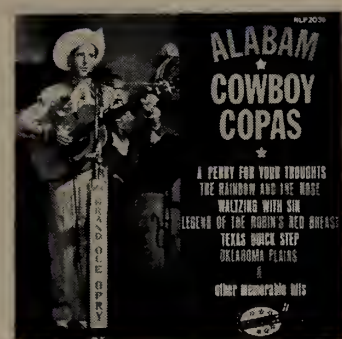
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NEW YORK:

One of the finest musical events to have occurred in New York has left us, but we are told not to mourn for it will be presented once again next summer. The event, or rather series of events that we are talking about was the summer long series of concerts (61 in total) that were done in Central Park. The series, which was sponsored by Rheingold Breweries presented top flight talents at a buck a throw, and attracted 230,000 plus music lovers to the otherwise uninhabitable park. The original list of performances arranged by the series' producer Ron Delsener called for 47 individual concerts, but overflows caused 14 repeat performances. We

Holmes and the Commanders go to start a two week stint at Cheeta. . . Latest talent at the Bitter End is Leon Bibb.

Sandler and Young have inked to open Nero's Nook at Caesar's Palace and stay there for the month of Sept. The pair has just finished a smash engagement at the Persian Room. . . The Vagrants go to the Bronx to open "The End," a red, white and blue decored discotheque. . . After a month's vacation Judy Collins is off to La Cave, Cleveland, for three weeks and then comes into New York for TV work.

The Quadrangle makes its Philips debut (24) with a wild item dubbed "She's Too Familiar Now." The group has played throughout Gotham and

scheduled next for a month's vacation in Europe. . . Vic Dana has received a second invite to the San Remo Festival—the first Liberty artist to receive a repeat invitation which will take him again to Italy in January. . . Chris Montez on a west coast p.a. tour to promote his high flying A&M LP. . . Pet Clark signed by the French network (ORTV) to star in her own one-hour color special which'll be taped in Paris this week. It'll be seen throughout Europe and offered to the U.S. for syndication. . . K. Terry named by exec director Rosalind Ross as new publicity head for Dick Clark Productions—Terry replaces Larry Larson who was upped to Assoc. Producer of "Where The Action Is." . . London Records' Noel Harrison

Margret." She's this year's Raquel Welch.

Another former "West Coast Girl of the Week" Le Grand Mellon is traveling along the path of success. She appeared, complete with black wig, on the "Wild Wild West" TV'er last Friday (16).

CHICAGO:

The "World Series of Jazz," which has been touring the nation all summer, comes to Chi's Arie Crown Theater 9/23-24. Star lineup includes Gloria Lynne, Count Basie & ork, Arthur Prysock, Jimmy Smith, Grove Holmes and Hank Crawford. . . Following a stint at New York's Apollo Theater, One-der-ful's Alvin ("Philly Freeze") Cash will start



MAMAS & PAPAS



DAILY FLASH



SANDLER & YOUNG



IAN WHITCOMB



CAROLYN DAYE



RAQUEL WELCH

attended many of the evenings and found crowds, that while enthusiastic were never riotous or even unruly. The effect was that everyone who attended, from teeny-bopper to grandmother had a good time and will surely be back when it starts all over again next June. . . Bouquets to producer Ron Delsener, the Rheingold people and N.Y.'s adventuresome Parks Commissioner Thomas Hoving, who's making all sorts of things possible.

The Mama's and Papa's second LP has reached us, say no more. . . Letters we get letters, this one from a youngish record fan simply said. . . "Dear Sir; What happened to such great groups like the Ronettes, m-m-m-m-m, love them. The Marvalettes, Martha and the Vandales. We fans are waiting for a new record, Hurry, Hurry, Hurry!!!

Metric's Al Altman back from vacation and running hot with Jay Hawkins' first for Decca "I'm Not Made Of Clay" b/w "All Night." It's the "I Put A Spell On You" kid back in his old, wild, screaming bag. . . Sat. Sept. 24 Philharmonic Hall will echo to the sounds of Italian music in a concert produced by Erberto Landi. . . Ajax Records' prexy Rocco Sinisi reports that the Overtones ("Please Let Me Know") clicked at the Palisades Park rock show over the weekend. . . Shirley Bassey currently working a hard schedule, one highlight of which is a one woman show at Carnegie Hall during May of next year.

Charlie Greene and Brian Stone are cutting a live show at the Whiskey A Go Go LP with their London group The Daily Flash. The Flash has just been sharing the bill at the popular spot with another Greene-Stone group, Atlantic's Buffalo Springfield. . . Metro's Ronnie Weisner trying to break the town open with his Janis Ian Verve/Folkways debut "Society's Child." Another moving pair for the distrib are the Forum's "The River Is Wide" on Penthouse and the Verve smash, "Summer Samba" by Walter Wanderley. . . Word from Pete Bennett is watch for a new Stones and an equally new Hermites single in the very near future. Pete called from Toronto where he is. Bobby Vinton who just broke that city's Fair record just set by Bob Hope.

Back from a European tour Carl

surrounding areas with unvarying success. . . The Hollies in town (12-15) during their national tour. The Living Room was the spot for the group's reception. . . Out of Merrec comes Jerry Ross with the Robbs' "Next Time You See Me," the Denims' "White Ship" and Lesley Gore's "Treat Me Like A Lady."

HOLLYWOOD:

"Alfie" is a sort of second cousin to Joe Lampton. Lampton, you may remember, was the flagitious young hero in "Room At The Top." But "Alfie" doesn't aspire to such heights. He is content to find a basement boudoir and to bed with a "bird." He avoids love at all costs offering virtually nothing to his willing collection of fine feathered friends.

The prototype of a cad-hero dates back to Greek mythology but its modern matrix was encountered on the pages of the New Yorker Magazine back in the thirties. His name was Joey Evans and he signed his letters "Pal Joey." Almost simultaneously Sammy Glick, the first class all Hollywood heel, was uncovered and it's not surprising that both Sammy and Joey later became subjects for successful Broadway musicals.

"Alfie" continues the off-key melody in a savage and engaging film—a feature which should garner several awards during the next few months. Not the least of which could be an Oscar for both Michael Caine (in the title role) and its title song. Lyricist Hal David was inspired to produce the most poignant verse of his career in this extension of Alfie's cynical character. The song is performed once (we would have preferred the Jack Jones' version but Cher's is offered acceptably) just after Alfie's half-awakening statement:

"When I look back on my little life and some o' the birds I've known—I think of all they've done for me and how little I've done for them. You'd think that I've had the best of it all along the line. . . But I ain't got me peace o' mind—and if you ain't got that, you ain't got nothin'. I dunno, it seems to me if you ain't caught one way, you're caught another. So what's the answer? That's what I keep askin' meself. What's it all about? Know what I mean?"

The Sherman Bros., Robert B. and Richard M., have wrapped up their song writing chores for Walt Disney's "The Happiest Millionaire" and are

on a five city p.a. tour for MGM's "The Girl From U.N.C.L.E." series which debuts this week. . . Ian Whitcomb introducing his own British Music Hall act to American audiences this week at Doug Weston's Troubadour (on Santa Monica just east of Doheny). . . LuLu Pirter offering a twelve song Disney medley at the Little Club in Beverly Hills along with a rousing version of "Rose Of Washington Square"—most of the act arranged by Jack Elliot. . . Paul Frees, the voice behind "Bozo The Clown," "Barney Google" and "Squidly Diddy," has just recorded his first disc, "A Girl," for Hanna-Barbera. . . Liberty's Carolyn Daye set to headline N.Y.'s Playboy for eight weeks. . . Gerald Wilson, his trumpet and his big band, is exhibiting the most frenetic brass section since Jimmie Lunceford's at the Playboy in Hollywood—along with a flamboyant group of sidemen and sideburns. Jazz critic Leonard Feather terms it "the best of the four bands presented to date at the club's Penthouse." . . The Supreme's "You Can't Hurry Love" has replaced "Yellow Submarine" in the number one slot at KHJ-Radio. . . The Sunrays headline Disneyland's "Night Of Stars" this Saturday (Sept. 17). . . Lana Cantrell and Rod McKuen cutting at RCA Victor's Sunset studios this week. . . Derek Taylor infos that the Byrds have been insured for one million dollars with Lloyds of London against their non-return from outer space—an obvious allusion to their latest Columbia single "Mr. Space-man," an open invite to crews of unidentified flying objects to remove them from the earth—it's trials and pressures. Manager Eddie Tickner's comment: "It would be foolish not to take seriously the possibility that there may be a response from outer space. We live in strange times." Yes we do—Ed—we certainly do.

Paul Revere and the Raiders have filmed an episode of ABC's "Batman"—first rock n' roll group to be on the show. . . More than a year back our first "West Coast Girl of the Week" was a La Jolla beauty who made her film debut in "A Swingin' Summer" (which, unfortunately, was never shown in L.A.). But her voice was heard on the soundtrack version released by Hanna Barbera. She's currently starring in 20th's "Fantastic Voyage" and is the subject for a five page spread in Life. We said (at that time) she was "next year's Ann

prepping for an upcoming European junket. . . The Monkees (Colgems) arrived in town (6) and were fetted by RCA-Victor at a press party in Maxim's. . . Christopher Duffy, formerly with KYW in Philly, joined the promo staff of WBKB-TV here. . . MGM's Ric Martin was a CB visitor last week. Songster, who bowed on the label with "One Of A Kind" and "I Traveled The Road" (both self-penned), hopes to begin work shortly on his first album. Also in the offering are a series of network TV shots. . . It was nice chatting with personnel manager Lee Magid, who was in town on a brief biz trip. Conversation centered around the new Della Reese offering "It Was A Very Good Year" (ABC) which, he tells us, is going great guns. . . Mainstream's Ralph Cox items that the label has a real hot single in the running. Title is "If I Can't Have Your Love" by The New Dawn. . . The dynamic James Brown and his revue consisting of Bobby Byrd, James Crawford, the Famous Flames, The Jewels and others, came in for a one-nighter at the Amphitheater (10). . . T'was a proud day for House Of Music owner George Silha when son David Wayne (age: 5 months) made his radio debut on the Johnny Quinn "Comedy Corner" show. George's prized tapes of the baby's first oohs and gurgles were featured on the show along with Quinn's glib comments, and we understand they made excellent listening! . . . Promo rep Erwin Barg is all smiles over local action on Dot outings "Pipeline" by The Chantays, "Buddy Wish You Were Here" by Pat Boone and "Tarzan" by Lawrence Welk. . . Gary Lewis & The Playboys, Brian Hyland, and The Chiffons, joined WCFL's "Chickenman" (?) for a show at McCormick Place Saturday night. . . Roland Kirk's engagement in Detroit's Drome Lounge has been rescheduled to 9/9-18. From there the Jazz star heads for Connelly's Club in Boston (26-2) to wrap up his U.S. series and prepare for a 3-month European tour. . . Mercury's Chuck Livingston had a busy week conducting the usual rounds for Chi visitors Keith, scoring with "Ain't Gonna Lie" and The Robbs, who have "Next Time You See Me."

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B-A-B-Y

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- **Booker T. & The M.G.'s - MY SWEET POTATO** Stax #196
- **Eddie Floyd - KNOCK ON WOOD** Stax #194
- **Albert King - OH, PRETTY WOMAN** Stax #197
- **William Bell - NEVER LIKE THIS BEFORE** Stax #199

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The Young

RASCALS

COME ON UP

Atlantic #2353



Written by: Felix Cavaliere
Published by: Slacсар, BMI



Management: Sid Bernstein
Booking: Associated Booking Corporation

Decca Markets Twenty Fall LP's

NEW YORK—With a combined September release of 20 pop and classical albums, including product by both new and established artists, Decca Records last week kicked off the Fall buying season.

Leading off the new pop product from Decca is a release by Bert Kaempfert, with "Bert Kaempfert's Greatest Hits." This set from the popular composer-orchestra leader features his hits "Wonderland By Night," "Red Roses For A Blue Lady," "Bye Bye Blues" and "Moon Over Naples," among others. Earl Grant adds to his Decca catalog with a new release titled "Bali Ha'i," showcasing the piano-organ versatility of this artist on a carefully selected program of instrumental melodies. Fred Waring's fiftieth anniversary in entertainment is heralded with a new set titled "The Magic Music Of Fred Waring And The Pennsylvanians," a collection of Broadway show and standard favorites. Xavier Cugat and His Orchestra, are represented in the new release with "Bang Bang." Carmen Cavallaro pays a musical tribute to the great composing talents of Duke Ellington in a new set titled "Cavallaro Plays Ellington." Dixieland favorites, The Dukes Of Dixieland, contribute "Sunrise, Sunset," an album of popular standard selections done up in New Orleans Dixieland style. Guy Lombardo And His Royal Canadians are represented with "Dance Medley Time," a medley dance album of thirty-five evergreen selections from the Broadway stage and the motion picture screen. Another medley presentation in the new release schedule is George Feyer with "The New Echoes Of Paris."

In the release for September is a trio of new country sets leading off with Loretta Lynn's "You Ain't Woman Enough," including this artist's currently popular single hit. Ernest Tubb is included with "Ernest Tubb Sings Country Hits Old & New." Country singing duo Wilma Lee & Stony Cooper make their Decca LP

debut with a collection of new and old country favorites.

Popular artists making their Decca LP debut in the Fall release include trumpeter Pete Candoli with a new set titled "Moscow Mule And Many More Kicks." Marion Montgomery having recently signed with the record company has "What's New?" Another young artist making her Decca LP debut is Ami Rouselle, with a set titled "Ami—Sugar And Spice And Everything Nice." With a comedy album recorded live at Greenwich Village's popular spa, Upstairs At The Duplex, Rodney Dangerfield is introduced with "The Loser," a comic commentary on the people and happenings of the day.

Rounding out the new Decca popular release are two albums featuring the winners of the 1966 International Barbershop singing competitions. The two new albums, one spotlighting the top ten 1966 International quartet champions, the other the International chorus winners for this year, were recorded in the competition city of Chicago.

Decca's Gold Label classical division is represented in the release with outstanding new product. Harpsichordist Sylvia Marlowe, supported by the Baroque Chamber Orchestra, under the direction of Daniel Saidenberg, is presented in works by Haydn and Bach. Frederic Waldman conducts the Musica Aeterna Orchestra in contemporary pieces by Samuel Barber and Benjamin Britten. Classical pianist Marjorie Mitchell is joined by the NDR Symphony, under the direction of William Strickland, for a performance of Britten's "Piano Concerto #1" and Martin's "Five Preludes."

Full color litho books spotlighting all twenty of the new releases have been prepared, and are now in the hands of the company sales force who are in the process of contacting their respective accounts. In-store and window displays in the form of mounted lithos are available in quantity from the local Decca branch.

ALBUM PLANS

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

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PRESTIGE

15% discount on all LP product until further notice.

REQUEST

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

ROULETTE

15% discount in free merchandise. Expiration date indefinite.

SCEPTER-WAND

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

SIMS

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

SMASH-FONTANA

Special discounts available through distributors. Expiration date not announced.

STARDAY

20% discount on entire catalog including new releases, thru Oct. 8. Special Sweepstakes plan for distributors.

TAMLA-MOTOWN-GORDY

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

WORLD PACIFIC-PACIFIC JAZZ

Special program available thru Sept. 16, 1966.

MEMORANDUM

FROM: MUSIC INDUSTRY DIVISION OF UNITED JEWISH APPEAL

TO: RECORDING ARTISTS AND ARTIST MANAGERS

On Monday, October 24, 1966, the Music Industry Division of United Jewish Appeal will honor Mr. David Rothfeld of E. J. Korvette.

The committee felt if you knew about this, you would want to join in honoring Dave while helping to support the international humanitarian effort of UJA.

A Sponsor's Souvenir Handbook is going to press immediately. If you want your name added to the hundreds already participating, you can do so by mailing your contribution TODAY to Music Industry Division, United Jewish Appeal, 220 West 58th Street, New York, New York.

Sincerely,

ERIC BERNAY

Chairman

Music Industry Committee

When Mel Carter sings a ballad,
the ballad knows it's been sung.

MEL CARTER

'TAKE GOOD CARE OF HER' #66208

It's from Mel's newest LP



EASY LISTENING • LP-9319/LP-12319
• Somewhere, My Love; Strangers In
The Night; The Impossible Dream;
Love Letters; You're Gonna Hear From
Me; and others.



Phase 4 Promo Goes In-Depth To Consumer

NEW YORK—London Records has blueprinted an ambitious new advertising and promotion program on the entire Phase 4 catalog, which will include both printed consumer media as well as radio time, according to Herb Goldfarb, London's manager of sales and distribution.

Beginning October 15, the firm is launching, in cooperation with its distributors in the three key markets of New York, Chicago and Los Angeles, a series of Sunday night FM radio programs to feature Phase 4 recordings. Step one of this plan, regarded as a pilot effort, will involve 52 weekly Sunday programs on WABC-FM, New York; WKFM, Chicago; and KCVH, Los Angeles. Following the first 13 weeks of programming, Goldfarb said, the initial results will be appraised, after which an expansion of the programming into additional important markets may take place.

In terms of consumer magazines, the firm has already scheduled Phase 4 ads to start Sept. 11 and running through Nov., in *The New Yorker*, *Variety*, *Esquire*, *Playboy*, *Show Business*, *Backstage*, *High Fidelity*, *The Evergreen Review*, *Life*, *Schwann Catalog*, *The New Republic* and *Hi Fi Stereo Review*.

One of the initial targets of the drive will be the firm's newest Phase 4 entry, titled "The Vaudeville Story." The album, along with the Phase 4 catalog, will be pushed through an abundance of point-of-sale display material as well.

Fusileers' Push

London Records, in the midst of its biggest year of album merchandising tie-ins with key artist visitors from overseas, is also launching a special drive shortly on a "big sound" LP by the U.S.-bound Royal Highland Fusileers from Great Britain. The huge entourage of 150 colorful performers opens a 46-city tour of the U.S. and Canada in Montreal on Sept. 20. The American tour, which lasts through Nov. 26, is being presented under the auspices of Sol Hurok.

Billed as "The Regimental Band, Pipes, Drums and Bugles of the Royal Highland Fusileers," the group will present gymnastic displays, comic drills and highland dancers in addition to the music itself, which London is packaging in its brand new album. A promotion campaign has been set which includes heavy emphasis on point-of-sale streamers, banners and album covers, and merchandising programs coordinated through the office of Hurok, his representatives and concert promoters.

The tour includes five dates at New York's Madison Square Garden and performances in a total of 17 states and six provinces of Canada. London has enjoyed singular success in promotions of this type, having scored in other seasons with albums by the Black Watch of Canada and by the Bands, Drums and Pipes of the Royal Inniskilling Fusileers, the Royal Irish Fusileers and the Royal Ulster Rifles, both of which were launched in tour tie-in promotions.

Ambassador Starts Singles, Regular-Priced LP Lines

NEW YORK—Ambassador Records, large budget-priced LP producer, is expanding into the singles field as well as regular-priced LP field. Martin Kasen, president, has named Fred Edwards as general manager of the singles division, and John Talley as the firm's rep in Nashville. Besides pop and country releases, an R&B sound will be heard on the Newark label. Current country offering by the firm is "Night Time" by Herb Duncan. An instrumental outing is "Almost Persuaded" by Jerry Smith.

Warren Ling Joins Americom

NEW YORK—Fred Hyman, president of the Americom Corporation, announced last week that Warren Ling has joined the firm as of Sept. 6. Americom, founded in 1959, is a leading producer of flexible vinyl records (Ameridiscs) in the U.S. for use in entertainment, education, advertising and magazine insertions.

Ling's experience in records includes artist management and music publishing at Belafonte Enterprises and Mills Music, as well as positions with RCA Victor and Kapp Records.

Farrell Leaves Picturetone

NEW YORK—Wes Farrell has left Picturetone Music, where he held down a vp post, according to a joint announcement by Farrell and Phil Kahl, president.

It's understood that Farrell's departure was amicable. Kahl stated that "... from both the standpoint of a partner and a guiding force" in the growth of Picturetone from its infancy three years ago to its present position as one of the top independent music publishers, he was "extremely sorry" to see Farrell leave the organization.

Following a short vacation, Farrell said, he will make known his future plans.

Among Picturetone's hits over the past three years were: "Hang On Sloopy," "Come A Little Bit Closer," "Happy Summer Days" and others.

Picturetone includes such affiliated firms as Wes Farrell Music, Weslu Productions and KFK Enterprises.

Dot Inks Larry Wilde

NEW YORK—Larry Wilde, comedian, was signed to a Dot contract after the label's proxy, Randy Wood, saw him on a talent scout program. His LP debut was recorded live at the Ice House in Pasadena, Calif. The package is to be titled "The Joker Is Wilde."



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

JUST LIKE A WOMAN

BOB DYLAN Columbia 43792

WALK AWAY RENEE

LEFT BANKE Smash 2041

GET AWAY

GEORGIE FAME Imperial 66189

I CAN MAKE IT WITH YOU

POZO SECO SINGERS Columbia 43784

POOR SIDE OF TOWN

JOHNNY RIVERS Imperial 66205

ONLY WHEN YOU'RE LONELY

GRASS ROOTS Dunhill 4043

MR. SPACEMAN

BYRDS Columbia 43766

ALL I SEE IS YOU

DUSTY SPRINGFIELD Philips 40396

Gelles Named Sales Mgr. Of Schwartz Bros. In D. C.

WASHINGTON—Arthur Gelles has been promoted to sales manager of Schwartz Bros., the distrib. He'll coordinate the activities of the present staff of 18 men who handle distrib and rack sales and promo, working closely with Stu and Jim Schwartz. Gelles has spent the past nine years as salesman for Schwartz and, before this, he was record and radio-phono buyer for the Hecht Co. in the D.C. area.

Arthur Israel Dies

NEW YORK—Arthur Israel, president of Paramount-Famous Music, died on Saturday, Sept. 3, at the age of 66. He also served as secretary of Paramount Pictures, parent company.

Israel took over as head of Paramount's giant music publishing affiliate in 1957, having joined the company in 1928 as a member of the legal staff.

At his death, he was also president (since 1962) of the National Music Publishers Association (formerly Music Publishers Protective Association) and a director of ASCAP.

A son survives.



SUN-DRENCHED SOIREE—The second annual meeting of MGM/Verve promotion men was held at the Lucayan Beach Hotel in The Bahamas. The boys combined business with pleasure at the meeting conducted by Lenny Scheer, director of marketing and Frank Mancini, promotion director.

Left to right (last row) Glenn Bruder, Roberts Dist.; Tom Sims, B & K Dist., Dallas; Grant Gibbs, Mainland Dist., San Francisco; Ron Saul, C & C Dist., Seattle; Cliff Gorov, JK Dist., Detroit; Bob Brown, Metro Dist., Los Angeles; Art Denish, Verve Records; Frank Kapp, Metro Dist., Chicago; Jim Nash, Harold N. Leiber Co., Minneapolis; Topper Schroeder, Mainline Dist., Cincinnati; Paul Magid, Music Suppliers, Boston; Sol Green-

berg, MGM Records. Middle Row: Irv Trencher, Frank Mancini, Harold Berkman, MGM Records; Earl Wolf, Action Dist., Denver; Ron Goldstein, Gerry Sharrell, Mainline, Cleveland; Ron Moseley, B. J. MacElwee, MGM Records; Stan Chasson, All-South, New Orleans; Bob Sholes, Mainline, Pittsburgh; Larry King, Southland, Atlanta; Lenny Scheer, Dave Seidman, MGM Records. Front row: Ron Weisner, Metro, New York; Joe Bilello, MGM Records; Clive Fox, MGM Records; Bob Greenberg, Eastern, Hartford; Lu Fields, Metro, L. A.; Bud Hayden, MGM Records; Tom Sgro, Mainline, Miami; Jim Frey, Verve, Folkways. Sitting: Eddie Calums, Music Suppliers, Boston.



TOP FIDELITY PROCESSING

FOR FLAWLESS REPRODUCTION

AUDIO MATRIX, INC., 915 WESTCHESTER AVENUE, THE BRONX,
NEW YORK 10459/212 LU 9-3500/CABLE: AUDIOMATIC

*Who ever thought The Byrds
would win the race for space?*

Record buyers. That's who!



*The Byrds' new single
"MR. SPACEMAN" c/w
"What's Happening?!?!"*

4-43766

*zoomed
out of the
newest
Byrds
album*



CL 2549/CS 9349 Stereo

and is taking off all over the country!

*Where the astronautical action is.
On COLUMBIA RECORDS *

© COLUMBIA MARCAS REG. PRINTED IN U.S.A.



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>1 AIN'T GONNA LIE
(Screen Gems-Columbia—BMI)
Keith (Mercury 72596)</p> <p>2 HOORAY FOR HAZEL
(Low Twi—BMI)
Tammy Roe (ABC Paramount 10852)</p> <p>3 ROSEANNA
Capreez (Sound 126)</p> <p>4 GIRL ON A SWING
(Bright Tunes—BMI)
Gerry And Pacemakers (Laurie 3354)</p> <p>5 IMPRESSIONS
(Screen Gems-Columbia—BMI)
Jones Boys (Atco 6426)</p> <p>6 JUG BAND MUSIC
(Nomo—BMI)
MugWomps (Side Walk 900)</p> <p>7 IN OUR TIME
(Criterion—ASCAP)
Nancy Sinatra (Reprise 0514)</p> <p>8 IT HURTS ME
(Unort—BMI)
Bobby Galdsboro (United Artists 50056)</p> <p>9 DAYTRIPPER
(Maclean—BMI)
Vontastics (St. Lawrence 1014)</p> <p>10 HE'LL BE BACK
(Stonc—BMI)
Players (Minit 32001)</p> <p>11 THE KIDS ARE ALRIGHT
(Devon—BMI)
The Who (Decca 31988)</p> <p>12 THE BEAT
(Jolyne—BMI)
Major Lance (Okeh 7255)</p> <p>13 NO GREATER LOVE
(Myto—BMI)
Holidays (Golden World 47)</p> | <p>14 PLEASE MR. SUN
(Weiss-Borzy—BMI)
Vagues (Ca & Ce 240)</p> <p>15 A CHANGE IS GONNA COME
(Kogs—BMI)
Jack McDuff (Atlantic 5069)</p> <p>16 WE'LL MEET AGAIN
(Remick—ASCAP)
Turtles (White Whale 234)</p> <p>17 A TIME FOR LOVE
(M. Witmark & Sons—ASCAP)
Tony Bennett (Columbia 43768)</p> <p>18 IF I WERE A CARPENTER
(Faithful Virtue—BMI)
Bobby Darin (Atlantic 2350)</p> <p>19 MY BABY
(Rittenhaus-Rumbelero—BMI)
Garnett Mimms (Veep 1234)</p> <p>20 I STRUCK IT RICH
(Champion & Double Diamond—BMI)
Len Barry (Decca 32011)</p> <p>21 SO NICE (SUMMER SAMBA)
(Duchess—BMI)
Cannie Francis (MGM 13578)</p> <p>22 DOMMAGE, DOMMAGE
(Leo Feist—ASCAP)
Paul Vance (Scepter 12164)</p> <p>23 CRY SOFTLY
(Tree—BMI)
Nancy Ames (Epic 10056)</p> <p>24 SAN FRANCISCO WOMAN
(Metric—BMI)
Bob Lind (World Pacific 77839)</p> <p>25 CHANGES
(Barricade—ASCAP)
Crispian St. Peters (Jamie 1324)</p> | <p>26 GREEN HORNET
(Hoslings—BMI)
Al Hirt (RCA Victor 8925)</p> <p>27 STICKY STICKY
(Web IV—BMI)
Bobby Harris (Shout 203)</p> <p>28 BOA CONSTRICTOR
(Hollis—BMI)
Johnny Cash (Columbia 43763)</p> <p>29 KISSEN' MY LIFE AWAY
(Screen Gems-Columbia—BMI)
Hondells (Mercury 72065)</p> <p>30 BAD LITTLE WOMAN
(Bernice—BMI)
Shadows Of Knight (Dunwich 128)</p> <p>31 BEST OF LUCK TO YOU
(Col. Moureen—BMI)
Earl Gaines (HBR 481)</p> <p>32 SUMMER KISSES
(Presto—BMI)
Flayd & Jerry & Counterpoints
(Presta 1006)</p> <p>33 GREEN HORNET THEME
(Hoslings—BMI)
Ventures (Doltan 323)</p> <p>34 THE OTHER SIDE OF THIS LIFE
(Third Story—BMI)
Peter, Paul & Mary (Warner Bros. 5849)</p> <p>35 I'VE BEEN WRONG
Buckingham (Centour)</p> <p>36 BABY DO THE PHILLY DOG
(Mirwood, Keyman—BMI)
Olympics (Mirwood 5523)</p> <p>37 WISH YOU WERE HERE, BUDDY
(Spoone—ASCAP)
Pat Boone (Dat 16933)</p> <p>38 BALLAD OF THE GREEN HORNET
(Comsol & Julroy—ASCAP)
Lee Merrill & The Golden Horns
(Boom 60013)</p> | <p>39 ALFIE
(Famous—ASCAP)
Cilla Black (Capitol 5674)</p> <p>40 AFTER YOU THERE CAN BE NOTHING
(Picturetone & Painted Desert—BMI)
Walter Jackson (Okeh 7256)</p> <p>41 TARZAN (TARZAN'S DANCE)
(Gil—BMI)
Marketts (Warner Bros. 5847)</p> <p>42 BUT IT'S ALRIGHT
(Tomelrosa—BMI)
J. J. Jackson (Calla 119)</p> <p>43 IT'S ONLY LOVE
(Pamper—BMI)
Jeannie Sealy (Monument 9651)</p> <p>44 ROLLER COASTER
(Junik—BMI)
I'des of March (Parrot 310)</p> <p>45 TOMORROW NEVER COMES
(Nomo—BMI)
B. J. Thomas (Scepter 12165)</p> <p>46 BANG BANG
(Cordan—BMI)
Jae Cuba Sextet (Tico 475)</p> <p>47 THE WHEEL OF HURT
(Roosevelt—BMI)
Margaret Whiting (Landon 101)</p> <p>48 SHAKE SHERRY
(Jobete—BMI)
Harvey Russell & Rogues (Roulette 4697)</p> <p>49 OUT OF TIME
(Gideon—BMI)
Chris Farlowe (MGM 13567)</p> <p>50 HI-LILI, HI-LO
(Robbins—ASCAP)
Alan Price Set (Parrot 3007)</p> |
|--|--|---|---|

LET'S SKIP THE SUPERLATIVES.

THEY'RE BOTH HIT ALBUMS!



Ramsey Lewis, Wade in the Water
Cadet LP/LPS 274



Billy Stewart Summertime
Chess LP/LPS 1499



Chess

A loaf of bread...a jug of wine...and Como!

It's bound to be tasty profits for you with this great new single from PERRY COMO's upcoming album of Italian love songs—"PERRY COMO IN ITALY" LPM/LSP-3608. "FORGET DOMANI" (from the motion picture "The Yellow Rolls Royce") c/w "ONE DAY IS LIKE ANOTHER (Un giorno dopo l'altro)" #8945. A bellissimo way to swing into September!



RCA VICTOR 
The most trusted name in sound

Mercury Extends Tape Deal With Ampex

CHICAGO—Mercury Records has signed a two-year extension of its present contract with Ampex Stereo Tapes, exclusive manufacturer and distributor of reel-to-reel tape product from the Mercury, Philips, Smash, Fontana and Limelight catalogs.

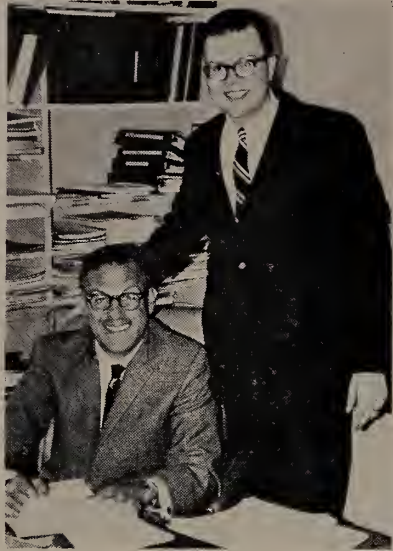
As noted by Donald Hall, Ampex tape general manager, and Irwin Steinberg, Mercury exec vp, who inked the extension, there was a 200% increase in total sales of Mercury and its affiliated labels' product during the second year of sales as compared to the first year. Before its deal with Ampex, Mercury tapes were handled by Bel Canto.

There are 195 different reels of Mercury and affiliated labels tape in the Ampex catalog currently, ranging from jazz to pop and classical. Biggest sellers to the reel-to-reel buyer, Hall said, have been the following artists: Roger Miller, Johnny Mathis, the Swingle Singers, Horst Jankowski, the 4 Seasons, Sarah Vaughan, the Oscar Peterson Trio and Gerry Mulligan. Bill Bishop, Ampex A&R executive, will continue to act as liaison between Mercury's talent corps and

his firm, which bases in Elk Grove Village, Ill.

Mercury is the only record manufacturer actively engaged in producing either thru an exclusive agreement with an outside facility like Ampex or by its own facilities all four existing tape systems—Ampex reel-to-reel, Muntz four-track, Lear eight-track and the Philips cassette system.

"The fact that the first and original system, reel-to-reel, has showed such continuing growth simultaneously with the introduction of the three



Irwin Steinberg (seated) and Ampex Don Hall agree to 2-year extension of Mercury tape deal with Ampex.

cartridge systems leads us to believe that tape has a most encouraging future," Steinberg averred. "The consumers' interest in the established as well as the new cartridge systems indicates a solid foundation on which we are all building."

During the contractual negotiations, Hall expressed interest in the Philips cassette system. "The cassette system," Hall said, "utilizes the basic reel-to-reel concept long utilized by Ampex, a factor which increases our interest in the potential of this system. During the meetings, Hall and Steinberg set up the possible meeting between executives of Ampex and Mercury's record and Home Entertainment Products Division for some time in the near future, at which time Ampex and Mercury will confer regarding the cassette system.

Ampex Tape Duplicating Facilities Move To Ill.

NEW YORK — Ampex stereo tape duplicating facilities have been transferred from Hackensack, N.J. to the firm's consumer and educational products division headquarters at Elk Grove Village, Ill. Donald V. Hall, Ampex Stereo Tapes general manager, said transfer of tape duplicating to the new and larger quarters permits an immediate increase in reel-to-reel tape production of 20% and will assist substantially in keeping pace with growing consumer demand. Hall went on to say that the Mid-West move consolidates stereo tape manufacturing and marketing in one location and brings the manufacturing operation to the geographical center of our national distribution system.

Ampex 8-track and 4-track tape cartridge duplicating facilities were established in Elk Grove Village this past June and will be operated in conjunction with reel-to-reel production. Tape mastering operations will continue being conducted at the Hackensack plant.

Additionally, Ampex has established a videotape duplicating center at Elk Grove Village as a service to users of its various closed circuit Videotape recorders. Videotape duplicating will function as part of Ampex Stereo Tapes.



JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

IT WAS A VERY GOOD YEAR
Della Reese (ABC 10841)

I CAN'T TAKE IT
Ray Sharpe (Atco 6437)

SATISFIED MIND
Glen Campbell (Capitol 5638)

THE POWER OF LOVE
Nancy Wilson (Capitol 5639)

OH MY WORD
David & Jonathan (Capitol)

ALMOST PERSUADED
Patti Page (Columbia 43794)

LOCK ALL THE WINDOWS
Kingston Trio (Decca 32010)

UNCHAINED MELODY
Eddie Fisher (Dot 16938)

TARZAN (TARZAN'S MARCH)
Lawrence Welk (Dot 16943)

PASS ME BY
Glenn Miller (Epic 10028)

GOOD LOVIN'
Jane Morgan (Epic 10058)

IF YOU GO AWAY
Damita Jo (Epic 10061)

SOUL CARGO
Leon Haywood (Fat Fish 8005)

I NEED A GIRL
Righteous Brothers (Moonglow 245)

MAYBE BABY
Serendipity Singers (Philips 40385)

GREEN HORNET THEME
Al Hirt (RCA Victor 8925)

SPANISH FLEA
Frankie Randall (RCA 8905)

PANCHO LOPEZ
Trini Lopez (Reprise 0508)

LOVE MY LOVE
Jimmy Roselli (United Artists 50059)

MARGIE
Jimmy Durante (Warner Bros. 5843)

MORE SPANISH EYES
Ace Cannon (Hi 2111)

NEW ADDITIONS to TOP 100

83—I CAN MAKE IT WITH YOU
Poza Seco Singers (Columbia 43784)

84—POOR SIDE OF TOWN
Johnny Rivers (Imperial 66205)

85—ONLY WHEN YOU'RE LONELY
Grass Roots (Dunhill 4043)

86—MR. SPACEMAN
Byrds (Columbia 43766)

94—I CAN MAKE IT WITH YOU
Jackie DeShannon (Imperial 66202)

96—OPEN UP YOUR DOOR
Richard & The Young Lions (Philips 40381)

98—FANNIE MAE
Mighty Sam (Amy 963)

100—UNDER MY THUMB
Del Shannon (Liberty 55904)

100—HERE THERE & EVERYWHERE
Fourmost (Capitol 5738)

Eagle Records Flies

NEW YORK—Ellis McNeill, president, and Ralph Hanan, vice president, have formed Eagle Records and taken offices at 1697 B'way, New York. Gene Bursleson, formerly associated with Conduct Records and Score Records, was instrumental in the establishing of the fledgeling diskery. Bursleson plans to release Eagle's first deck, by La Shell and the Shellets, this week.

Associated Booking Signs Neil Diamond

NEW YORK—Joe Glaser's Associated Booking Corp. has signed Neil Diamond. Sol Saffian, who will handle the Bang songster at Associated, said in part: "We expect him to become an artist of major importance. He has proven himself as a song writer and recording artist of consistent quality, but even more exciting is the fact that as a performer in a business of look-alike/sound-alike acts he comes across as an individual."



FARMER IN FOLD—Noted jazz trumpeter and flugelhornist Art Farmer recently penned an exclusive contract with Columbia, with a first release skedded for later this year. Flanking Farmer at the signing are (left) Teo Macero, the producer who will handle the artist's sessions and Jack Wiedenmann, administration director of Columbia's A&R department.

JUST RECORDED! 'GROOVE' HOLMES

Latest Smash Album And

Hit Single Are On

PRESTIGE



"LIVING SOUL"

Prestige 7468 (M & S)

... and the follow-up single to his monster hit "Misty"—

"WHAT NOW MY LOVE"

b/w "LIVING SOUL"

Prestige 427



"SOUL MESSAGE"

Prestige 7435 (M & S)

D.J.'s: Write for Samples

**PRESTIGE
RECORDS INC.**

203 So. Washington Ave.
Bergenfield, New Jersey



BUCKET / JIMMY SMITH
 with Quentin Warren, guitar; Donald Bailey, drums.
 SASSY MAE / SQUEEZE ME / BUCKET / COME RAIN OR COME SHINE / JOHN BROWN'S BODY / CARELESS LOVER / 3 FOR 4
 BLP 4235 / BST 84235

BLUE NOTE

THE JAZZ SOUND FOR EVERYONE

A bucketfull of Swingin' Sounds

on this great new album by

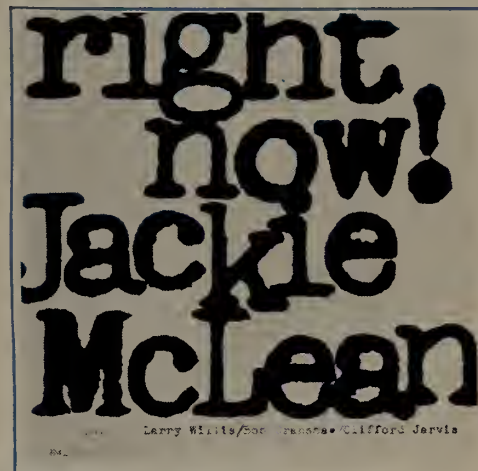
The Incredible

JIMMY SMITH

Four other great
SEPTEMBER
SWINGERS



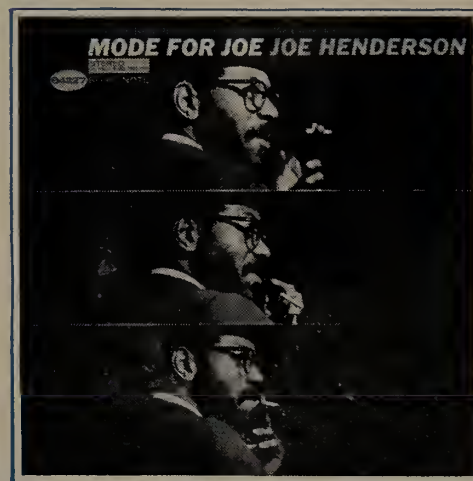
INDESTRUCTIBLE / ART BLAKEY AND THE JAZZ MESSENGERS
 BLP 4193 / BST 84193



RIGHT NOW / JACKIE MCLEAN
 BLP 4215 / BST 84215



COMPONENTS / BOBBY HUTCHERSON
 BLP 4213 / BST 84213



MODE FOR JOE / JOE HENDERSON
 BLP 4227 / BST 84227

BLUE NOTE
 THE FINEST IN JAZZ SINCE 1939
 43 W. 61st ST., N.Y. 23, N.Y.
BLUE NOTE
 A PRODUCT OF LIBERTY RECORDS

4-Seasons' Frankie Valli To Solo On The Philips Label

CHICAGO—Frankie Valli, the high voiced lead singer of the 4-Seasons, will begin recording solo on the Philips label, according to Charlie Fach, vice president and director of recorded product for Mercury and its affiliated labels. Fach added that Valli's new solo singing label affiliation in no way affects his participation on Philips as one of the 4-Seasons, but will be effected merely to achieve better coordination, promotion and exploitation of Valli; the 4-Seasons; and the group's humorously pseudonymous Wonder Who? recordings. Valli has previously recorded for Smash but has switched to Philips in order to consolidate efforts with the 4-Seasons and to make increased promotional and publicity activity possible. The 4-Seasons' current release, "I've Got You Under My Skin," features Valli as lead singer.

Sunset Enters Singles Field

LOS ANGELES—Sunset Records, a division of Liberty, plans an immediate release on two single decks, marking the diskery's entry into the singles market. Ed Barsky, Sunset's general manager, noted that the debut singles are "Help Yourself" b/w "Nightingale Sang In Berkeley Square" by the featured players on the weekly TV'er. The sides were culled from two current Sunset LP's; "The Standells" and "Hogan's Heroes Sing The Best Of World War II." Mel Fuhrman, the economy line's national sales manager, said: "Distribution of the records will be made through Liberty's regular distributors."

Elaborate Jacket For New Gary Lewis Album

LOS ANGELES—Allen LaVinger, marketing coordinator for Liberty Records, has devised a deluxe double spread jacket to house the new Gary Lewis and the Playboys album, "Golden Greats." The jacket will feature ten full color photographs of the members of the group.

Pickwick Stock Splits 5 For 4, Capitol Stock Option Revealed

NEW YORK—Pickwick International, Inc. has voted to split the issued shares of its stock 5 for 4; change its authorized capital stock from 1,000,000 shares of the par value of 50 cents per share to 1,250,000 of the par value of 40 cents per share and ratified and approved certain agreements with Capitol Records relating to product licensing, debenture notes and stock option. The company also retained its current directors and elected Hyman Jacobs to the board. These moves were made at a recent annual meeting of Pickwick in New York.

The amendment covering the 5 for 4 stock split becomes effective at the close of business Sept. 26, 1966.

Capitol-Pickwick Deal

The licensing agreement grants Pickwick ten-year distribution rights to the non-current popular and classical recordings previously issued by Capitol Records. In return, Pickwick has granted Capitol a 10-year option to buy up to 25% of its outstanding common shares. If the option is fully exercised, an outlay of approximately \$1,000,000 will be involved. As part of this transaction, Capitol has purchased Pickwick's ten-year debentures.

At the meet, president Cy Leslie revealed that the reception to Pickwick's newly released stereo cartridge tape has "exceeded all expectations" and that initial orders for the Pickwick/33 line of LP's are the biggest in the company's history. An unprecedented 100 advertisements of Pickwick/33 in newspapers all over the country will appear during the next two weeks in conjunction with leading record retailers throughout the United States.

Leslie predicted that the Capitol agreement will prove to be the most successful arrangement of its kind in the history of the economy-priced record industry and indicated his expectation that the corporation's percentage of growth during the next five years will far outstrip its performance since 1962.

For the fiscal year ended April 30, 1966, Pickwick International had net income of \$390,006 or \$1.26 per share on gross sales of \$7,534,196. In fiscal 1965, Pickwick's net income was \$304,967 or \$1.00 per share on gross sales of \$7,052,682. Fiscal 1966 is the 13th consecutive year of constant increase in both gross sales and net income.



NEW HORIZONS—Jayne Mansfield is off on a new career, as a record artist. The zoffic miss' first deck was cut by PPX topper Ed Chalpin (right) who is currently negotiating for a distribution deal for the deck. The outing is dubbed "As The Clouds Roll By" and "Suey."

Mainstream Adds 2 Soundtrack LP's


NEW YORK — The scores of both "Harper" and "The Trouble With Angels" have been added to the already impressive list of Mainstream soundtracks. Other film scores on the label include; "Juliet Of The Spirits," "Moment Of Truth," "The Collector," "A Patch Of Blue," and "The Tenth Victim."

Bobby Vinton and the Village Stompers, currently appearing at the Copa, taped a Mike Douglas show that will be aired in the near future.



TOP 50 IN R&B LOCATIONS


1	YOU CAN'T HURRY LOVE <i>Supremes (Motown 1097)</i>	1	26	DAY TRIPPER <i>Vontastics (St. Lawrence 1014)</i>	34
2	LAND OF 1,000 DANCES <i>Wilson Pickett (Atlantic 2348)</i>	3	27	MISTY <i>Richard 'Groove' Holmes (Prestige 401)</i>	19
3	HOW SWEET IT IS <i>Jr. Walker & All Stars (Soul 35024)</i>	4	28	I WAN'T TO BE WITH YOU <i>Dee Dee Warwick (Mercury 72584)</i>	31
4	BEAUTY IS ONLY SKIN DEEP <i>Temptations (Gordy 7055)</i>	9	29	THAT'S ENOUGH <i>Roscoe Robinson (Wand 1125)</i>	17
5	BLOWIN' IN THE WIND <i>Stevie Wonder (Tamla 54136)</i>	5	30	I GOT TO LOVE SOMEBODY'S BABY <i>Johnny Taylor (Stax 193)</i>	38
6	OPEN THE DOOR TO YOUR HEART <i>Darrell Banks (Revilott 204)</i>	2	31	UNITED <i>The Indrudes (Gamble 201)</i>	21
7	WADE IN THE WATER <i>Ramsey Lewis (Cadet 14814)</i>	8	32	POVERTY <i>Bobby Bland (Duke 407)</i>	39
8	WORKING IN THE COAL MINE <i>Lee Dorsey (Amy 958)</i>	12	33	THE RIGHT TRACK <i>Billy Butler (Okeh 7245)</i>	24
9	SUMMERTIME <i>Billy Stewart (Chess 1966)</i>	6	34	WHO DUN IT <i>Mank Higgins (St. Lawrence 1013)</i>	33
10	WHAT BECOMES OF THE BROKEN HEARTED <i>Jimmy Ruffin (Saul 35022)</i>	14	35	SUMMER SAMBA <i>Wolter Wanderly (Verve 10421)</i>	41
11	WORLD OF FANTASY <i>Five Stairsteps (Windy City 602)</i>	11	36	KEEP LOOKING <i>Selamen Barko (Atlantic 2349)</i>	40
12	AIN'T NOBODY HOME <i>Howard Tate (Verve 10420)</i>	16	37	PSYCHOTIC REACTION <i>Count Five (Double Shot 104)</i>	47
13	B-A-B-Y <i>Carla Thomas (Stax 195)</i>	18	38	A CHANGE IS GONNA COME <i>Jack MC Duff (Atlantic 5069)</i>	45
14	WARM AND TENDER LOVE <i>Percy Sledge (Atlantic 2342)</i>	7	39	I'M GONNA LEAVE YOU <i>Bobby Powell (Whit 1716)</i>	49
15	LOVE IS A HURTIN' THING <i>Lou Rawls (Capitol 5709)</i>	22	40	BABY DO THE PHILLY DOG <i>Olympics (Mirwood 5523)</i>	43
16	MONEY WON'T CHANGE YOU <i>James Brown (King 6048)</i>	10	41	DIRTY WORK GOING ON <i>Little Joe Blue (Checker 1141)</i>	25
17	LITTLE DARLING <i>Marvin Gaye (Tamla 54138)</i>	20	42	BEST OF LUCK TO YOU <i>Earl Gaines (HBR 481)</i>	50
18	REACH OUT, I'LL BE THERE <i>Four Tops (Motown 1098)</i>	28	43	BABY TOYS <i>Toys (Dyno Voice 222)</i>	44
19	KNOCK ON WOOD <i>Eddie Floyd (Stax 194)</i>	30	44	BABY I LOVE YOU <i>Jimmy Holiday (Minit 32002)</i>	42
20	SUNNY <i>Babby Hebb (Phillips 40365)</i>	13	45	NO GREATER LOVE <i>Holidays (Golden World 47)</i>	32
21	HE'LL BE BACK <i>Players (Minit 32001)</i>	23	46	SAID I WASN'T GONNA TELL NOBODY <i>Sam & Dave (Stax 198)</i>	—
22	PHILLY FREEZE <i>Alvin Cash (Mar-Vel-Ous 6012)</i>	15	47	BUT IT'S ALRIGHT <i>J. J. Jackson (Calla 119)</i>	—
23	MR. SWEET POTATO <i>Booker T & MG's (Stax 196)</i>	29	48	WHITE CLIFFS OF DOVER <i>Righteous Bros. (Philles 132)</i>	—
24	I CHOSE TO SING THE BLUES <i>Ray Charles (ABC 10840)</i>	27	49	WHISPERS <i>Jackie Wilson (Brunswick 55300)</i>	—
25	CAN'T SATISFY <i>Impressions (ABC Paramount 10831)</i>	26	50	AFTER YOU THERE CAN BE NOTHING <i>Walter Jackson (Okeh 7256)</i>	—

- 
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 - Four:
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RCA Stereo 8... First in

New Cartridge Tapes for

More Than 330 Tapes

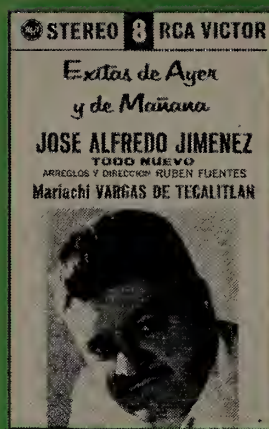
New RCA Stereo 8 Cartridge Tapes



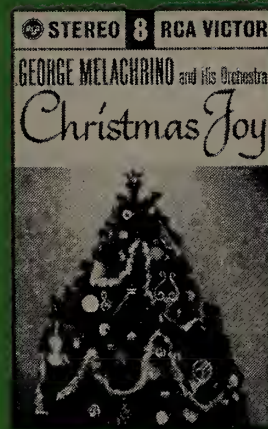
O8S-1021



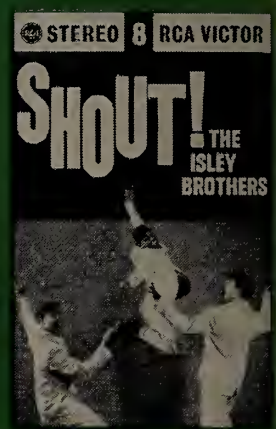
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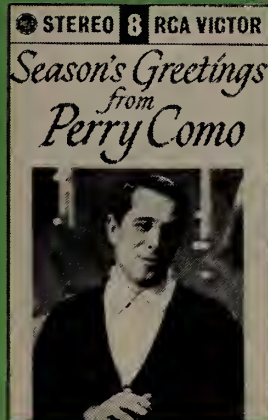
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P8S-1125



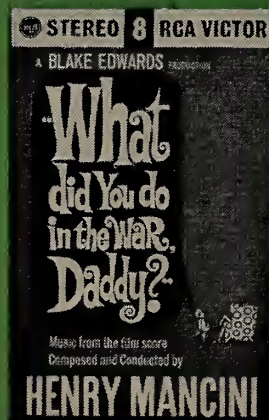
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P8S-1145



P8S-1153



P8S-1156

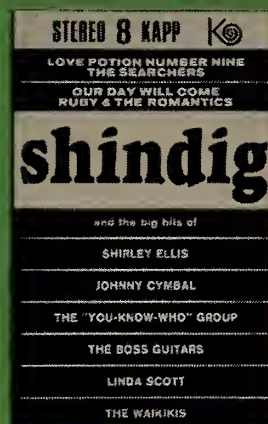


P8S-1164



P8S-1063

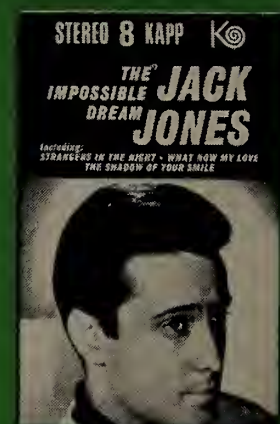
New Kapp Stereo 8 Cartridge Tapes



P8KA-1011



P8KA-1013



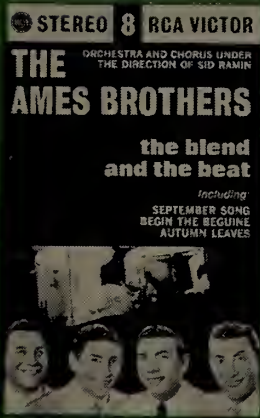
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8-Track Cartridge Tape Developed and Introduced by RCA Victor

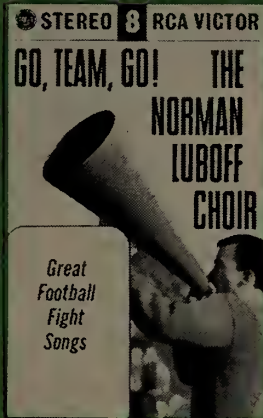
8-Track Cartridge Tape

September from RCA Victor

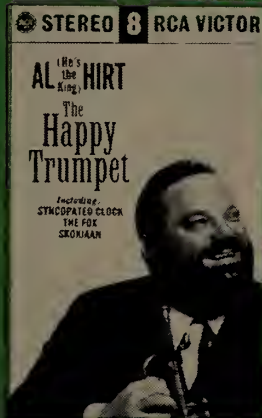
Now Available



P8S 1127



P8S 1129



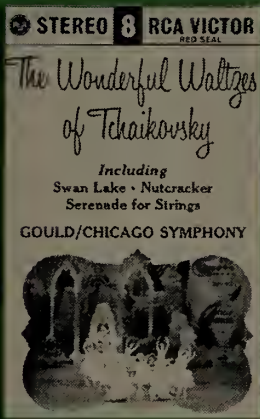
P8S 1131



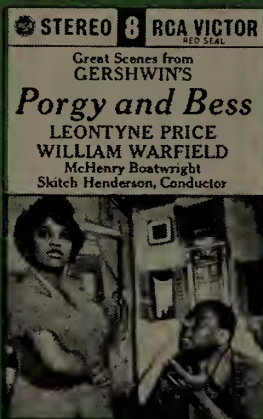
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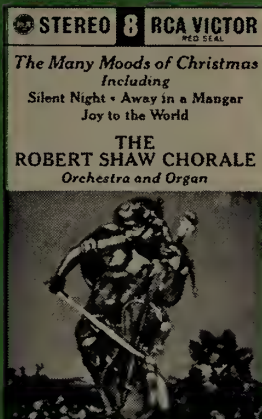
P8S-1133



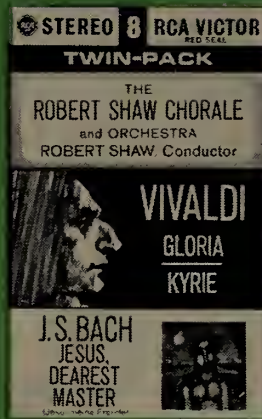
R8S-1064



R8S 1065



R8S 1067



R8S-5040



C8S-1016

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PPX Signs Norway Production Pact

NEW YORK—PPX Enterprises, an American producer of cover versions of U.S. hits, designed for foreign release, has just wrapped up another overseas deal. Ed Chalpin, president of the New York-based producing operation, has just contracted for 72 singles sides to be released through Arne Bendiksen in Norway. Last week, a similar arrangement was concluded with the Deutsche Grammophon interests in Germany.

The PPX complex, which includes publishing, producing and a recording studio operation in the 1650 Broadway hub of the music business, has enjoyed success in the specialized field of producing foreign language covers of American top 40 hits for release in numerous countries.

Oscar Brown's 'Alley' On Chi's South Side

CHICAGO—Oscar Brown Jr. is building a new theater—The Alley Theater—on Chicago's South Side. He will open his successful revue, "Joy '66," at the new showplace October 11.

"Joy '66" has just completed a 34-week run at The Happy Medium on Chicago's North Side. In addition to Brown, it featured singer-guitarist Luiz Henrique and singer Jean Pace. The show will be brought intact to the new theater, Brown said.

Currently, Brown, a Fontana Records artist, is converting a huge warehouse-like brick building into the new theater which is planned to seat 500 persons. The theater, located behind 4649 Cottage Grove Avenue (south), will have an entrance from the alley. Construction is underway on the stage area of the Alley Theater.

Additionally, when it is opened, The Alley Theater will house another operation, The Alley Theater Workshop—which will serve to seek out, train, and eventually present new talent from the Chicago area to the public.

Announcing the workshop, Brown explained: "Very simply, the purpose of the Alley Theater Workshop is to perpetuate theatrical events in Chicago." He added that he felt such a workshop could become a center for the "imaginative, dramatic and excellent" in the dramatic arts; he called the planned workshop "grass roots theater in the best of theatrical traditions."

Such theatrical production is not new for Brown, since—at the same time he produced and appeared in "Joy '66" this summer—he also produced a revue in Chicago's Hyde Park theater, The Harper, called "Summer In The City" which had a two-and-a-half month run.

Brown's office said that it was conceivable in the future that the new Alley might run two shows simultaneously with Workshop productions being fitted into the schedule of "Joy" at the Alley.

Workshop classes for dancers are already underway, Brown said, as he further outlined plans for the new venture.

"Joy" at the Alley Theater will continue to star Brown and Luiz Henrique — who collaborated with Brown on his last Fontana Records album, "Finding A New Friend."

Chezar To England

NEW YORK—Irving Chezar, Pye representative in America, left for London last week to attend the firm's annual sales conference, which will include all Pye's overseas associates. Chezar will return to the U.S. about Sept. 28.

TALENT ON STAGE

ANDY ANGEL QUARTET

During the dinner hour at Sheppard's, the New York discotheque, the Andy Angel Quartet "lays low," as its leader puts it. This means that, in deference to diners, the rhythms are soft, although definitely audible and light-hearted. Playing there through Sept. 26, the quartet is versatile, interweaving jazz arrangements (the group's real bag) with good rock sounds. It's all very likeable, thanks to a youthful spirit (and youthful the foursome is) and an identification with better pop material (e.g. "It Might As Well Be Spring," "More" and "The Song Is You"). Andy plays trumpet and sings in the casual manner that instrumentalists who also sing seem to share in common. Backing him is a drummer, saxist (who also plays flute) and an organist-pianist. The clean-cut group is preparing its first release on the Capitol label. They'll be a fine record act if their sound is as agreeable on vinyl as it is "live."

Jerry Lester To Laff It Up For Columbia

HOLLYWOOD — Vet comic Jerry Lester will record a comedy album for Columbia Records in the label's Hollywood studios, reports Bob Mersey, a producer for the label. The session will take place during the first week of September; no definite date has yet been announced by Mersey.

The album will feature all new Lester material, and according to Mersey, promises "fresh ideas and several surprises." Mersey would not divulge the album's pre-determined title. He revealed, however, that many of Lester's professional associates and friends will attend the "party/recording session" in Columbia's studios here.

Lester is currently filming a guest segment for the new NBC television series, "The Monkees." He will also appear later this season in a CBS "Beverly Hillbillies" segment, and then moves to Broadway where he will take a leading part in the hit play "Odd Couple."

One of television's earliest stars, Lester hosted his own network program "Broadway Open House," the show which introduced Dagmar and Barbara Nichols to American audiences. He has headlined many of the country's top nightclubs, including the Copacabana, Chez Paree, the Flamingo and Tropicana Hotels in Las Vegas, Harrah's Club in Lake Tahoe and Miami's Fountainbleu. He took Zero Mostel's part in the Broadway smash, "A Funny Thing Happened On The Way To The Forum."

Shangri-Las To Mercury

NEW YORK—The latest in a continuing series of independent production deals between leading producers and Mercury Records brings the Shangri-Las to the label in an agreement negotiated between indie producer Shadow Morton and Mercury president Irving Green. The Shangri-Las had previously been associated with the Red Bird label. In addition to a single that is scheduled to be released shortly, Mercury will release an album that will include some of the group's former noise makers, including "Leader Of The Pack," "I Can Never Go Home Anymore," "Remember (Walking In The Sand)," "Give Him A Great Big Kiss," and "Past Present And Future."



TOP 100 LABELS

ABC Paramount	58, 68	Kama Sutra	22, 93
A & M	7, 38, 40	Kapp	24, 78
Amy	10, 98	King	62
Atlantic	9, 53, 87	Liberty	37, 79, 100
Atco	43	London	18
B. T. Puppy	5	Mar-Vel-Ous	45
Bang	23	Mercury	64
Bell	80	MGM	17, 48, 51
Cadet	32	Motown	1, 28
Cameo	26	Muscor	99
Capitol	2, 13, 14, 25, 49, 77, 100	Philips	11, 29, 35, 89, 96
Chess	31	RCA Victor	47, 76, 91
Colgems	39	Reprise	12, 36
Columbia	15, 20, 46, 69, 83, 86, 88, 97	Revilol	30
Date	90	Roulette	16
Destination	75	Smash	61, 72, 74
Diamond	63	Stax	66, 70, 82
Double Shot	55	Soul	21, 41
Dot	19	Tamla	27, 54
Dunhill	85	Tower	59
Dyno Voice	95	Valiant	4
Elektra	33	Verve	50, 52, 65
Epic	3, 34, 57	Wand	56
Fontana	43, 67	Warner Bros.	42
Gordy	8	White Whale	71
HBR	81, 92	Windy City	44
Imperial	6, 73, 84, 94		
International Artists	60		

Government, Show Biz To AGAC's 35th Anny Fete

NEW YORK — Figures from the world of Government, the arts and show business are making it a point to attend the 35th anniversary ball of the American Guild of Authors & Composers (AGAC) at the Hotel Plaza on Oct. 27.

Members of Congress, high Government officials and some top Broadway producers will be on hand. Set are New York Senator & Mrs. Jacob Javits, Congressman Emanuel Celler and Abraham Kaminstein, U.S. Register of Copyrights. Producers (mostly involved in musicals) will include David Merrick, Harold Prince, Robert Fryer & James Carr.

The 35th anniversary ball, celebrating the birth of AGAC in 1931, will feature special material written by lyricist Sheldon Harnick of "Fiddler On The Roof," and Charles Strouse and Lee Adams, composer and lyricist respectively of "Bye Bye Birdie" and "Superman." Charles Strouse is head of the entertainment committee of the ball.

AGAC is also publishing a 35th anniversary book, consisting of text and photographs, to be issued on the occasion of the ball. It's to be an informal history of the life of the professional songwriter in America, under the editorship of Edward Eliscu, co-author of such evergreens as "Without A Song," "Great Day" and "More Than You Know." There will be articles in it on early Tin Pan Alley, AGAC's efforts in the realm of contracts and royalty collection, the working milieu of young writers today, and the economic problems facing classical-music composers.

Several Hundred Tickets Sold

Several hundred tickets have already been sold, according to Edward

Back To School With Capitol Bookcovers

HOLLYWOOD—For the seventh consecutive year, Capitol will distribute "Back-To-School" bookcovers to retailers for free giveaway to consumers. More than 500,000 of the covers will be given to retailers along with counter holders and window streamers announcing the availability of the covers.

This year, the covers will be divided into two categories, a "His" cover designed especially for the boys with four-color pictures of hot rods and custom autos and a "Hers" cover, which has four-color pictures of "mod" fashions. The inside of both covers serve as a teen or young adult album supplement, with illustrations of 32 different teen-oriented albums.

Last year, Capitol distributed 500,000 of five different full-color pop art bookcovers designed by award-winning artist Charlie White.

The covers proved to be so popular that the label has continued the giveaway each year. This is the first year that one cover has been designed especially for boys and one for girls.

Heyman, chairman of the 35th Anniversary Ball.

AGAC's ball will start with a reception at 7 p.m. at which hors d'oeuvres will be served, followed by dinner and dancing. Ray Hartley, the pianist, will provide music for the early part of the evening. Noble Sissle and his orchestra will play for dancing.

Tickets are \$10 per person for writer-members of the American Guild of Authors and Composers, and \$25 for non-members (music publishers, recording companies, recording artists, agents). Checks for tickets may be mailed to AGAC, 50 West 57th Street, New York, N.Y. 10019.

Plug Away

Roger Williams recently went to his fans to autograph copies of his Kapp LP's. This particular shot was taken at the J. C. Penney outlet in the Northgate Shopping center in Seattle, Wash. Williams is also currently seeing singles success with his version of "Born Free."



IT TAKES TWO
RAY CONNIFF (COLUMBIA)



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Has An International Smash!!

"YOU'RE GONNA MISS ME"

by

The 13th Floor Elevators

IA-107



#60 Billboard



PRODUCING CORP. - RECORD COMPANY

1005 AMERICANA BLDG. - HOUSTON, TEXAS 77002 - A.C. 713 CA 8-1244

Has Another International Smash!!

"MY CUP IS FULL"

by

Disciples of Shaftesbury

IA-109

For September 15th Release



PRODUCING CORP. - RECORD COMPANY

1005 AMERICANA BLDG. - HOUSTON, TEXAS 77002 - A.C. 713 CA 8-1244

Steinmann Opens Tri-Parte, New York Production Co.

NEW YORK—Peter T. Steinmann has formed Tri-Parte Productions, Inc., of New York to produce master recordings for sale to labels. Steinmann will be the company's president and Peter H. Grossman will serve as vice-president.

In announcing the formation of the company, Steinmann declared that the goals initially are for Tri-Parte to be active in the production of commercial pop records and eventually branch out into all areas of the entertainment world, including motion pictures. Tri-Parte will also produce records and acquire publishing rights to songs.

Tri-Parte has signed up two talents for the new company. Lonie Levister, the composer-arranger, has been acquired to supervise two record sessions, including four of his own compositions. Levister had previously produced and arranged for Motown, Capitol and Columbia.

Also hired as producer, arranger and composer is Mark Barkin, who recently had the number one hit single in London, "Pretty Flamingo," a tune which is now popular throughout the world. Other Barkin compositions include the title tune for the recent Doris Day film, "Do Not Disturb," the Leslie Gore hit recordings of "She's a Fool" and "I Don't Want to be a Loser," and Adam Wade's hit single of "The Writing on the Wall."

Steinmann is associated with the Landau/Unger Company, a motion picture production company, in an executive capacity. He has been in the entertainment industry for several years and also has a legal background. One of his first occupations was as a disk jockey at St. Lawrence University.

Arthur Cohn Leaves Mills

NEW YORK—Arthur Cohn has left the Mills Music operation, where he was associated with the serious music end of the company. An announcement said he was contemplating the possibility of university, college or other non-profit affiliation. His contributions to Mills' catalogs in the field of contemporary serious music and to the stature and recognition of a number of composers under contract to Mills was termed "considerable" by Richard L. Rosenthal, president of Mills.

Porter's 'Decline & Fall' Going On Half-Year Tour

NEW YORK—"The Decline and Fall of the World as Seen Through the Eyes of Cole Porter," recent off-Broadway success of the late composer's music, is hitting the road on a six-month cross-country tour, starting September 30, and Chappell & Co. Inc., is blueprinting a major accompanying promotion effort.

The joint promotion campaign between Chappell's Cole Porter firms and the producers of the show, Barbara Grimer and Joan S. Keiser, operating as Beejay Productions, was coordinated through John Wharton, attorney for the Cole Porter estate.

The troupe will perform in close to 100 different cities, in each of which promotions are being set with local deejays and music and record dealers. Through the cooperation of Columbia Records, which has the original cast album, copies of the LP are being sent with a covering letter from Chappell's promotion head, Larry Gallagher, to jockeys in key AM and FM outlets in each market.

Harry Sulkin, of Chappell's sales department, meanwhile, is contacting hundreds of stores in the various cities on the show's itinerary, urging all retailers to stock up fully on cast albums and sheet music editions of the score. The firm has available literally hundreds of printed versions of Porter songs and scores. Chappell is also arranging, in connection with its tie-in promotion, for dealer display units and advertising materials for local newspaper use.

Columbia To Be There For 'River Kwai' TV-Promo

HOLLYWOOD — Columbia Records has arranged a tie-in promotion for the ABC television network showing of "Bridge on the River Kwai" next April 25, on ABC's "Sunday Night Movie," with ABC and the movie's sponsor, Ford Motor Company participating. The tie-in is linked to sales promo of Columbia's Original Soundtrack LP from the film, featuring Mitch Miller and his orchestra performing "River Kwai March and Colonel Bogey."

Jeff Clark, album promotion manager for Columbia Records Distributing, in Los Angeles, arranged the cooperative effort.

The album includes, in addition to the Mitch Miller performance, music composed for the film by Malcolm Arnold.

"The Bridge on the River Kwai" will be shown in its entirety, according to network spokesmen. At it runs an hour longer than the time normally allotted to the "Sunday Night Movie," the regular ABC program "The FBI" will be preempted on that date. Ford is said to be allocating \$2 million for promotion of the movie.

Streamers produced by Columbia Records will be featured in 9000 Ford dealers' windows throughout the country, announcing the ABC showing of the film and the album's availability. In addition, a contest sponsored by ABC and Columbia Records will be staged for local ABC affiliate promotion persons, to be based on the best local promotion effort in the individual affiliates' markets. The winning promotion man will receive a Columbia Masterwork Home Cartridge Playback Unit (M-8500), as well as selections from Columbia's extensive 8-track cartridge catalog. Also, ABC Network President Tom Moore will send letters to all ABC affiliates, Ford dealers, and record dealers urging participation in the promotion.

A special showing of the film for Ford dealers and Southern California disk jockeys will be held next Monday, (19) at the Lytton Center in Hollywood, Clark said. Similar showings will be arranged throughout the country prior to the film's air-date.

Atlantic To Distribute Junior Wells On Bright Star

NEW YORK—Junior Wells' new waxing, "Up In Heah," on the Bright Star label will be released by Atlantic this week. Bright Star is owned by Willie Barney of Barney's One Stop in Chicago and is distributed on the national level by Atlantic Records.

Greene & Stone To Manage DeShannon

HOLLYWOOD — Songstress Jackie DeShannon has signed an exclusive managerial contract with Charles Greene and Brian Stone. Deal with DeShannon, who records for Imperial Records, will not call for Greene and Stone to produce her sessions, but covers the international field for concerts, pa's, club engagements, TV and films. Greene and Stone will continue to maintain their recording division as producers for The Buffalo Springfield, The Daily Flash and the York-Pala label as well as to function as exclusive managers for Bob Lind.

Chappell Exec. To U. S.

NEW YORK—M. E. Ricketts, senior executive with Chappell & Co., Ltd. of London, arrived in New York last week. He'll be here for at least a fortnight.

Ricketts will meet with executives of a number of American firms for which Chappell and its various branches is the rep in Britain and other countries of the world. Among these firms are Frank Music, Famous Music, Williamson Music and the various Walt Disney music firms. Ricketts is also expected to confer with execs of the Chappell Canadian branch in Toronto.



Calmly

Jay Hawkins, who spends most of his time emitting sounds known as screams was calm as a cucumber while inking his Decca contract. The chanter was surrounded by (left to right) national promo and publicity director Lenny Sallidor, A&R man Dick Jacobs and manager Jerry Dorn. First outing is dubbed "All Night" and "I'm Not Made Of Clay."

Budget Sound Releases 18 LP's

BURBANK, CALIF.—Al Sherman, president of Budget Sound, Inc., (formerly the Miller International Company) has announced a new "101 Strings" release on his Alshire Presents label. Dave Miller, who is retained exclusively by Sherman for creating and recording new product on his Budget Sound labels, has just completed a series of new "101 Strings" LP's for release in Sept. The new releases are keyed to the "Soul Of . . ." theme for which the "101 Strings" are well known. They are: Soul of Israel — Soul of Greece — Soul of Erin — Soul of Poland — Soul of Russia — Soul of the Blues — Million Seller Hits of 1966 — plus a series of three "101 Strings" 3-LP Box Sets, featuring other new recordings at special introductory prices. Four-color, stand-up window displays and window streamers will be available. A \$76,000 advertising budget has been allocated against projected sales. This money will be spent on direct consumer ads in local newspapers. Sherman's national promotion man, Sam Laine, has serviced over 6,000 AM and FM radio outlets throughout the nation.

In addition to the "101 Strings" release—Budget Sound is releasing 8 new current items on the Somerset Stereo-Fidelity label.

Power Artists Bows

BEVERLY HILLS, CALIF.—Frank C. Lasalle (president of Lasalle Music, owner/designer of Melo-Dee Pac tape cartridge system, head of Power Records and Power-Pac Publishing) has entered the personal management field in association with Pat Pagnotta. The firm is called Power Artists and will represent artists in the cinema, TV, and recording fields. Offices are located at 9107 Wilshire Blvd., Beverly Hills.

Mercury Inks The Pilgrims

NEW YORK—The Pilgrims, a New York based rock group that recently debuted at the Ondine nitery, have been signed to a recording contract by Mercury Records according to an announcement made by Bill Smith of the William Kermit Smith, Ltd. pr firm. Smith further noted that the group's first single, "Bad Apple," will be released shortly.

IATSE's Walsh Fete Set For December 3

NEW YORK—The international entertainment industry will salute Richard F. Walsh on his 25th anniversary as international president of the International Alliance of Theatrical Stage Employees (IATSE) at a testimonial dinner here at the Americana Hotel on Sat., Dec. 3. The black tie affair will be in the Albert Hall (reception) and Imperial Ballroom (dinner).

Jack J. Valenti, president of Motion Picture Association of America, Inc. will be general chairman. Valenti announced the following 23 honorary chairmen for this event:

Jack L. Warner, president of Warner Bros. Pictures; Leonard Goldenson, president of ABC-TV; S. H. Fabian, president of Stanley Warner Corp.; Julian Goodman, president of NBC-TV; Harry Brandt, president of ITOA of New York; John A. Schneider, president of CBS-TV; Robert M. Weitman, vice president of MGM; Harold Prince, president of League of N. Y. Theatres; Lawrence Shubert, president of Shubert Theatres; Rudolf Bing, general manager of Metropolitan Opera Co.; John Harris, founder of Variety Clubs International and Joseph M. Sugar, vice president of 20th Century Fox.

Labor representatives on the honorary committee include Sir Tom O'Brien, National Association of KINE Employees (NATKE), United Kingdom, counterpart of the IATSE; and the nine Vice Presidents of IATSE namely: Harry J. Abbott, Harold F. Chadwick, George J. Flaherty, John Horohan, Orin M. Jacobson, Edward J. Miller, Roy R. Ruben, Hugh J. Sedgwick and Le Roy Upton.

Also as honorary chairman is Judge Matthew M. Levy of the New York Supreme Court, who served the IATSE as its counsel for several decades.

John A. Shuff, secretary-treasurer of the IATSE, is serving as Mr. Valenti's co-chairman.

Mike Records Gets Graham Bonney Master

NEW YORK—Eddie Mathews, president of Mike Records, has acquired a master by Graham Bonney entitled "Baby's Gone". The master was obtained in a deal with Jim Krueger of Trans Global. Mathews has just completed a personal promotion tour of the East Coast and is currently touring the Mid-West.

In Solid

UA's new Solid State line seems to be in very solidly with The World Of Music record shop on Lexington Ave. (Man.) where the outlet has created this display of the company's disks, solid state equipment and thrown in for good measure are a number of UA's stereo 8 cartridges.



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So Long,
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HAPPENINGS
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ALBUM

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HAPPENINGS"

IS
GOING
TO BE
#1

Watch it Go!

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LOVE ME, REALLY LOVE ME

TONIGHT I FELL IN LOVE
GO AWAY LITTLE GIRL
SEALED WITH A KISS



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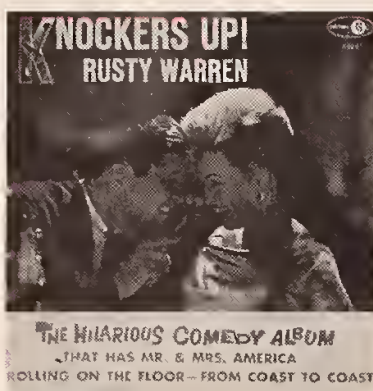
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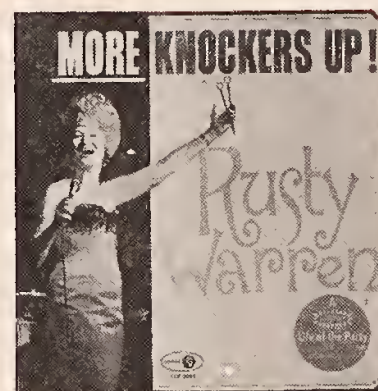
KNOCKERS UP
JGM 2029 Rusty Warren



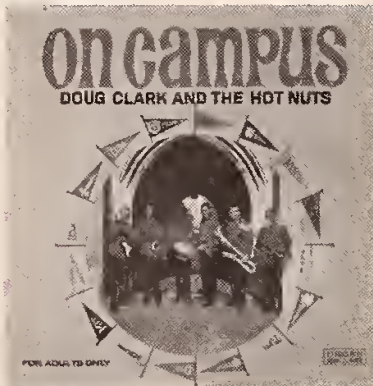
RUSTY WARREN BOUNCES BACK
JGM 2039 Rusty Warren



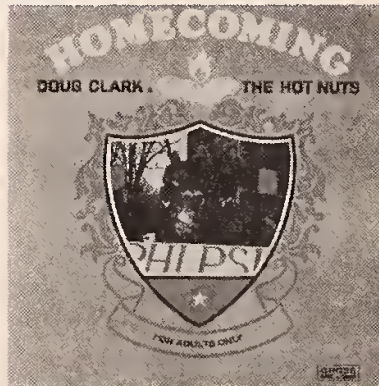
BANNED IN BOSTON
JGM 2049 Rusty Warren



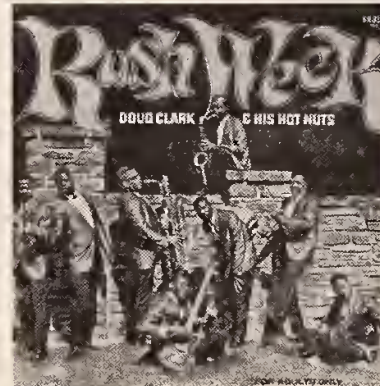
MORE KNOCKERS UP
JGM 2059 Rusty Warren



ON CAMPUS
GROSS 102 Doug Clark



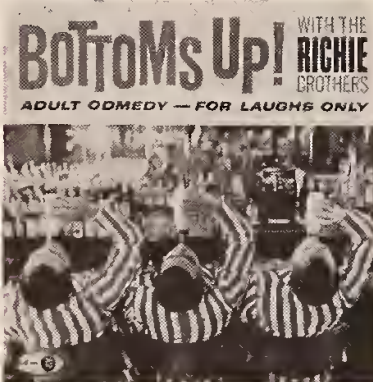
HOMECOMING
GROSS 103 Doug Clark



RUSH WEEK
GROSS 104 Doug Clark



PANTY RAID
GROSS 105 Doug Clark



BOTTOMS UP
JGM 2037 Richie Bros.



A WET BIRD NEVER FLIES AT NIGHT
JGM 2052 Jackie Vernon



AGENT 0069
JGM 2060 Saucy Sylvia



STORIES OUR JEWISH MOTHER
FORGOT TO TELL US
JGM 2061 Barton Bros.

COMEDY OF ERRORS	Kermit Schafer Vol. 1 JGM 2001	QUIZ BLOOPER	Kermit Schafer OPMB 10	SINSATIONAL	Rusty Warren JGM 2034	THE FUNNY SIDE OF RUDY VALLEE	JGM 2051
SLIPPED DISKS	Kermit Schafer Vol. 2 JGM 2002	NUTS TO YOU	Doug Clark GROSS 101	AT THE PALACE WITH SMITH & OALE	JGM 2035	RICHIE BROS. IN POW-WOW	JGM 2053
PRIZE BLOOPERS	Kermit Schafer Vol. 3 JGM 2003	OVER SIXTEEN VOL. 1	JGM 2017	THE OTHER SIDE OF LEE TULLY	JGM 2036	SEX-X-PONENT	Rusty Warren JGM 2054
SUPER BLOOPERS	Kermit Schafer Vol. 4 JGM 2004	PROF. IRWIN COREY AT LE RUBAN BLEU	JGM 2018	COCKBULLTAILS	Ray Awbrey JGM 2038	RISCOTHEQUE SAT. NIGHT	Autry Inman JGM 2055
OFF THE RECORD	Kermit Schafer Vol. 5 JGM 2005	OVER SIXTEEN VOL. 2	JGM 2019	HARRY HERSHFIELD—PRESIDENT'S JESTER	JGM 2041	RISCOTHEQUE-Volume 2 THE BEST OF KERMIT SCHAFFER	Autry Inman JGM 2056
STATION BREAKS	Kermit Schafer Vol. 6 JGM 2006	SONGS FOR SINNERS	Rusty Warren JGM 2024	DON SHERMAN GOES BACK TO COLLEGE	JGM 2042	CANOID CAMERA	KS 1
FUNNY BONERS	Kermit Schafer Vol. 7 JGM 2007	MY FAIRFAX LADY	JGM 2030	RUSTY WARREN IN ORBIT	JGM 2044	BLOOPERAMA	KS 2
FOOT N'MOUTH CLUB	Kermit Schafer Vol. 8 JGM 2008	ILL WILL	Will Jordan JGM 2032	LAUGH CAJUN-LAUGH	J. B. Kling Jr. JGM 2045	DIAL-A-TELEPHONE	BL 1 Effie Smith JGM 2057
SPORTS BLOOPER	Kermit Schafer SPMB 9	LARRY STORCH AT THE BON SOIR	JGM 2033	THE SPICE IS RIGHT	Ruth Wallis JGM 2050		

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D.G.G. In Fall Opera Push

NEW YORK—The Deutsche Grammophon division of MGM is going all out this fall on an opera promotion campaign. To lead off the push DGG is sponsoring a series of window displays in the major disk marts in metropolitan New York. On view, along with covers of DGG's latest opera releases, will be copies of the new Chagall-Metropolitan Opera drawing, blueprints of the Wallace K. Harrison designs, and photos of the new house and Met-DGG artists. The Metropolitan press department has been extremely co-operative in lending the materials for setting up the exhibits.

Says DGG chief, Jerry Schoenbaum, "The eyes and ears of the musical world will be tuned to the opening of the new house and this season everyone will be concerned with opera. Now that the public's interest is at its peak is the best time to cash in on the multiple record sales of opera albums. We too can take advantage of the million dollar publicity campaign centered around the newest constituent of Lincoln Center. A Chagall designed "Magic Flute" in a new production at the Met, and another new one designed by Beni Montresor bowing with the New York City Opera Company is bound to cause a good deal of comment and comparison, and that can't but help enhance the sales of our best-selling album of this popular Mozart opera. I believe the long-awaited American premier of "Die Frau ohne Schatten" will certainly be a shot in the arm for the sales of our already existing recording, which is the only stereo version."

DGG's New York rep, Harry Lou, of Stanley-Lewis Record Distributing Co., has set up displays in Doubleday, Liberty, and Discophile showcases.

Featured in the displays, along with the "Magic Flute" and "Die Frau" will be DGG's 1965 Grammy winner, "Wozzeck" and their two new double-header albums of "Cavalleria Rusticana" and "Pagliacci" with von Karajan conducting the La Scala Orchestra and Chorus, and the well received "Abduction from the Seraglio" coupled with "Bastien et Bastienne."

McAfee To Editor's Post At Bourne Music

NEW YORK—Donald McAfee, composer of full-length works for orchestra and chorus, including cantatas, a symphony, an opera and a mass, as well as the recent off-Broadway production of "Great Scot!," has been named assistant editor at Bourne Music.

He will be working closely with editor-in-chief Ralph Satz in evaluating and preparing for publication new, original works by American composers. McAfee is a member of ASCAP, an associate of the American Guild of Organists, and an alumnus of Lynchburg College, Union Theological Seminary and the famed schooling of Nadia Boulanger.

Music, Music, Music Joins Political Race

NEW YORK—Music, Music, Music execs Chet Gierlach, Phyllis Fairbanks and Leonard Whitcup have tossed their collective hat into the political



REVOLUTIONARY — CBS/Columbia Group prexy Goddard Lieberson (right) and Bernard Farber, director of CBS Records Book Publishing discuss and examine the book from "The Irish Uprising/1916-1922" the newest addition to the CBS Legacy Series. The two disk set marks the 50th anniversary of the Easter-week uprising. The introduction to the book was penned by Lieberson who also directed the sets production.

ring, as they teamed up recently to compose the new campaign song for New York attorney general Louis Lefkowitz. The tune, arranged in a contemporary manner by Sid Bass and recorded at Plaza Sound by Bernie Knee, will be used during the Republican State Convention during the week of Sept. 5 and will be aired extensively from sound trucks and on radio spots.

Olatungi Returns To Col.

NEW YORK—Olatungi, a leading exponent of authentic African music in the United States, has returned to Columbia Records and signed an exclusive long-term contract.

During Olatungi's previous association with Columbia, the label released several of his LP's, all of which remain active in the catalog. A performer as well as a composer, Olatungi plays a variety of African percussion instruments. He strongly contends that rhythm is Africa's contribution to that phenomenon which is jazz.

Olatungi made his professional debut at Radio City Music Hall in September, 1965. Subsequently, in addition to his recordings, he performed in lecture halls, in concert and at major jazz festivals with a company of fourteen American singers and dancers. He has also performed at leading jazz clubs with an instrumental group of six musicians. Also to his credit are numerous television appearances. A new Olatungi LP is slated for release shortly.

U. A. Inks Mia Morrell And 'The Boss Mom'

NEW YORK—Mia Morrell, young night club vocalist, has just been signed to an exclusive, long-term pact by United Artists Records, according to an announcement made today by Michael Stewart, president of the company.

Miss Morrell, still in her late teens, was discovered by "Skinny" D'Amato of the 500 Club in Atlantic City. The Philadelphia-born belter will make her big-time debut in September at New York City's Copacabana. She will

work with Joe E. Lewis.

The lark's initial session is scheduled shortly for New York City, and her initial single is planned to coincide with her Copacabana opening.

"The Boss Mom," has also just been signed to an exclusive, long-term contract by UA. "The Boss Mom," sometimes simply billed as Becca, is in reality Mrs. Rebecca Adler, a Studio City, California housewife, and mother of a pair of teenaged daughters. She is the wife of Sunset Strip jeweler, Allan Adler.

She catapulted into prominence via her platter of "Personality" which became a local sensation in the Los Angeles area on the Pieces of Eight label. Her initial sidings for United Artists will be recorded shortly.

Okeh Inks Larry Williams

NEW YORK — Okeh Records has signed Larry Williams to an exclusive recording contract. The songwriter's debut single for the diskery, "I'd Rather Fight Than Switch," is slated for release in Sept. Additionally, an indie production pact has been formed with Williams' firm, El Bam Records. Williams composes much of the material he uses and is proficient on the piano, guitar, bass, and drums. The artist's recording and independent production activities will take place under the direction of Stu Phillips, Epic's West Coast producer, A&R.

Linhart Names Music Consultant At RKO Gen.

NEW YORK—Joe Linhart has been appointed music consultant of RKO General Productions, according to Robert J. Leder, executive vice president of RKO General Broadcasting. In Linhart's new capacity he will advise on the use of music for the soundtracks of the various theatrical motion pictures and TV series now being produced by RKO General Productions.

Linhart recently left his position as A&R director of original cast albums and motion picture soundtracks for RCA Victor in order to develop Broadway and TV musicals.

Prior to Victor, Linhart was associated with the Frank Loesser Music Publishing Co.

RKO General Productions has already completed 11 motion pictures in Europe with an additional 17 in various stages of production in Europe and Mexico.

Monument-Disques Barclay Set Deal On French Masters

NEW YORK—Monument Records has concluded a new recording agreement with Eddie Barclay's record label, Disques Barclay of France, for release of various Barclay masters, including numerous masters of LP's and singles from the extensive French catalogue. The disks will be marketed in the U.S. under the Monument logo, according to label president Fred Foster.

Bob Weiss, vp and director of the American firm's International division met with Barclay, as well as his A&R director Jean Fernandez and export manager Henri Rossi, during his recent visits to France, and as a result of the meetings, selected recordings were auditioned for American market exposure. These include large orchestra LP's, masters by Stephane Grappelly, Wal-Berg and his Paris Orchestra, Dimas Segundo and Raymond Lefevre and his ork.

Monument will tie in its promotional plans for the release of the Barclay records with the French government tourist bureau in the U.S., as well as in France with the issuance of specific tourist-oriented albums. The firm will also explore with Barclay the possibility of teaming various Monument artists with Barclay artists for worldwide release, and it is understood that Barclay has already given his approval. Recordings would take place in both France and the U.S., depending on the availability of the specific artists.

The first of the masters to be issued here by Monument, "Barclay Plays Paris," by Barclay's band, goes out this month.

Atlantic Appoints Henry Allen National Singles Promo Man

NEW YORK—Henry Allen has been appointed national singles promotion man for Atlantic records. He will cover the United States for Atlantic and Atco as well as labels distributed by Atlantic: Stax, Volt, Dial, and Bright Star. Allen, who has been with Atlantic 14-years, joined the firm in 1953 as stock room manager. His most recent post was Eastern singles promo-man. He will continue to handle Eastern promotion in addition to his newly acquired duties as national drummer.

Joe Medlin, the diskery's former national singles promo-man, left the firm last week to join Decca, Coral, Brunswick as general manager of R&B product for the three labels. Medlin said: "The three years I've been with Atlantic have been more to me than just a promotion job, it's been a job of love. I want to thank Ahmet Ertegun, Jerry Wexler, and Nesuhi Ertegun for the opportunity they gave me to handle singles promotion. If I've looked good over these past three years it's been due to the great Atlantic product."

'Hawaii' Soundtrack Set For Mid-Sept. Release On UA

NEW YORK — Elmer Bernstein's soundtrack album of "Hawaii," the Mirisch Corp. cinema presentation of James A. Michener's noted novel, has been set for release Sept. 15 on the United Artists label, according to Murray Deutch, executive vice president of the UA music firms. The flick, which stars Julie Andrews, Max von Sydow, and Richard Harris, will have its world premiere Oct. 10 in New and follow up with a West Coast charity premiere Oct. 12 in Hollywood.

Shapiro-Bernstein Gets Pub. Rights To 'Happy'

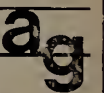
NEW YORK—Sammy Cahn and James Van Heusen have contracted with Shapiro-Bernstein to publish the score of their new B'way musical, "Walking Happy," which is scheduled to open at the Lunt-Fontanne Theatre Nov. 26th after try-outs in Detroit and Philadelphia. The team of Feuer and Martin will produce the show, which is based on Harold Brighouse's comedy, "Hobson's Choice." The book is by Roger O. Hirson. Heading the cast will be: Norman Wisdom, George ("A Man For All Seasons"/"The Royal Hunt Of The Sun") Rose, and Louise Troy.

A Revolution in Songwriting the songs of Phil Ochs

"Sit by my side,
come as close as the air
Share in a memory of grey
And wander in my words
And dream about the pictures
that I play of changes."

from "CHANGES"

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Barricade Music, Inc.
850 Seventh Avenue
New York, N.Y.
212 JU 6-5124



Hello Dere

Columbia lark Anita Bryant plants a kiss on the cheek of President Lyndon Johnson when he recently arrived in Oklahoma, the lark's home state. Anita served as the nation-topper's guide during his stay in the oil state.

NARM Observes Tape Cartridges

(Continued from page 7)

to take over.

In addition to the 4-track and 8-track players, the Philips system and Tape 2 created much controversial discussion, but seminar leaders and participants generally agreed that neither system has had much acceptance in the United States to date.

Consumer Confusion

The potential customer of tape players and cartridges is confused. If he has any knowledge at all of what a tape player is, he is more than likely confused over the "numbers" game: 4-track, 8-track, 2-track, etc. Consumer education should be the responsibility of the tape equipment and cartridge manufacturers. As the speaker from Ford put it, "Ford is not in the tape business." He indicated that Ford will respond to CONSUMER DEMAND. It is up to the manufacturers in the tape field to create this consumer demand. Additional emphasis on dual use of cartridges in automobile and home units may stimulate consumer interest and demand.

Wholesale Distribution of Tape Cartridges

Although the automotive and electronic industries were represented in far greater number than the record industry at the Tape Seminar, one heard in many of the seminars covering different areas of the tape industry, that the distribution of tape cartridges was actually the distribution of recorded music—just as records are recorded music. Distributors and retailers of automotive products were repeatedly warned of the pitfalls in trying to distribute and merchandise tape cartridges as they did mufflers, tail pipes, and spark plugs.

The opinion was expressed repeatedly that the faster record people got into the tape cartridge distribution picture, the faster the field would grow, and the healthier it would be. The record man's knowledge of recorded product, inventory variation, the ability to respond to hit product, etc. would cause tape cartridge sales to increase more rapidly, than if left to the less knowledgeable distributor in the automotive field. Several of the seminar leaders encouraged people in the automotive field who were selling playback equipment, to turn to record rack jobbers, to service their tape departments. This opens new outlets to record rack jobbers, outlets such as auto supply stores, accessory outlets, service stations, and

even new car dealer showrooms. The seminar leaders making this recommendation included a representative of one of the major record manufacturers and one of the leading retailers in the country, as well as rack jobbers and wholesalers themselves.

Problems of finance and amount of investment for rack jobbers relative to return—these will be extensive, until the business really begins to get off the ground at the consumer level. Today, sales of tape cartridges are, for the most part, from manufacturer to distributor to dealer—NOT to consumer. However, rack jobbers were cautioned that many different kinds of companies which never handled records are now distributing and retailing tape cartridges. In one seminar, the record rack jobbers were warned to take the tape cartridge business seriously, and get in on the ground floor. If not, it was said, the rack jobber might find himself in the position of the slow-moving record distributor of five and ten years ago, who lost some of his best customers to the enterprising rack jobber when the rack jobber began his rapid growth and importance in the wholesale distribution of records.

Rack jobbers and other wholesale distributors discussed the importance of geography in the sale of tape cartridges. Most of the business today is being done in the areas of the country where people spend the most time in their automobiles, where bad weather does not hamper travel, i.e. California, Texas, Arizona, and Florida. Large metropolitan areas where commuters spend from an hour to three hours in their cars daily going to and from work, are also more fertile fields than small, less mobile communities. Although many figures were tossed around as to the number of players in cars, a figure which seemed acceptable for the wholesaler to use as a basis for how many automobile players are in use in his area, would be 3% of the automobiles in his market. (This 3% includes players already installed today and to be installed in the coming year.) At an open session of the Forum, it was the opinion of one of the speakers engaged in research, that 1% of automobiles today have tape players. Considering the increasing interest in tape, the 3% figure should be a reasonable one for the coming twelve-month period. (These figures sounded more realistic to this observer than most others issued at the Forum.)

Inventory

At present, there is not really enough product for an inventory problem to have been created. The short time which product has been available has also contributed to the fact that obsolescence is not yet a problem. However, as the leading companies make available on tape cartridges more and more of their best selling product, indications are already pointing to the fact that inferior and undesirable product is remaining on the racks, with the best product quickly bought out by the consumer. Because of the uncertainty of the fledgling tape cartridge market, distributors and wholesalers were cautioned to buy only with a 100% exchange privilege. According to one of the West Coast's most successful retailers, there has been until now a one-time-a-year turnover in tape inventory, as compared to five turns a year in records.

It is generally recognized that the

type of inventory maintained in an outlet should be determined by age, class, and type of clientele (much as in record inventorying). Another important factor, the type of players most prevalent in your areas will also influence your inventory. Although (as stated before) the 7- or 8-to-1 ratio of 4-track over 8-track is true for the West Coast, large Eastern and Midwestern rack jobbers, distributors, and retailers state that in their areas, 8-track outsells 4-track 20 to 1. In the areas where many low-priced four-track players have been bought by teenagers and young adults, inventory preferences in four-track lean predominantly to the pop and rock field. It must also be remembered that a tape player may create customers of two different types of catalog: one for the adult owner of the automobile, and one for the teen-age second driver of the family car. It was recommended widely that all wholesalers, because there were already so many four-track players in the field, stock both 4- and 8-track tape cartridges, keeping a cautious eye on the market and its developments.

Inventory control of tape cartridges in record outlets today is similar to that used for records, with the Kimball and Dennison-type system recommended for the same reasons which make this system acceptable for phonograph records. However, as a West Coast wholesaler put it, one cannot persuade the pilferer to tear off the ticket and give it to the cashier, before leaving the store.

Experienced West Coast retailers reported that the defective rate of tape cartridges is very high, compared to records, and cartridge buyers become discouraged. Defective tapes are a far greater deterrent to customer satisfaction than high price. The importance of manufacturers' cooperating with wholesalers and their retailers in taking back all defective tapes was repeatedly emphasized.

Although the statement was made by one participant that heat and cold do not affect the cartridge, the experience of a highly-respected West Coast retailer was the opposite. He found that extreme and prolonged heat does damage cartridges, and has experienced problems in that area. Dust accumulation, both in the store and in the automobile, can be a problem. Shrink wrapping and blister packages can alleviate dust problems at the warehouse and store level.

Price and Discounting

Although the price of the tape cartridge is considerably higher than a comparable amount of recorded entertainment in record form, the retail outlets enjoying most of the consumer activity on the West Coast have had few complaints on price from the consumer. However, discounting has been common in California for some time. In recent weeks, large discounts on tape cartridges have been advertised in the New York City newspapers. But as of now, discounting is not universal or even widespread. It was noted that the higher the suggested retail price of a tape cartridge, the more room in which the discounter has to operate.

It was cautioned by many seminar leaders that when the wholesale pipelines get clogged with players and cartridges, discounting will surely result. It was also noted that

since in reality tape cartridges must be regarded as "recorded music," the same elements which made phonograph records the best kind of loss leader for department stores and discount houses, will result in the tape cartridge becoming the same kind of loss leader item.

In so far as the high suggested retail price for tape cartridges is concerned, manufacturers generally felt that the price will come down as a result of technological advances and increase in volume.

Merchandising

The greatest problem in in-store merchandising of the tape cartridge is double-barrelled: the problem of space coupled with the problem of pilferage. The number of solutions to both these problems is as great as the number of people you talk to about it. Although some retail stores use slicks of the cartridge covers mounted on cardboard and placed in a browser box, with stock in the back, the self-service concept by which the record industry is dominated (and which characterizes the philosophy of merchandising to which the rack jobber is dedicated) must be utilized by the merchandiser of tape cartridges. Suggestions have been made for using dummy cartridges, with stock in the back, and locked display cases, as possible solutions. Each solution has its obvious drawbacks, as well as its dubious assets. However, the idea set forth by several knowledgeable record industry people, was to display cartridges so that the art work would be seen by the customer, so that the customer could "fondle" the product (as he fondles his records), and pick out what he wants for himself. Much can be said for each approach, and the possibility of a combination of the self-service technique and sales personnel is probably the middle-of-the-road answer at this time.

Various interesting recommendations were heard as to fixtures, with most of the large retailers and wholesalers designing their own—finding them wanting almost before they are finished, and turning to different, and hopefully better designs. Several unique fixtures were described and shown on slides: one such fixture utilized the ferris wheel concept used for paperback books, which make the fronts of the cartridges clearly visible and readable to the customer; another novel fixture was one on wheels, to be used in service stations, to be rolled alongside a car for the customer to make his selection while buying gasoline. Most of the fixtures actually in use now are adaptations of record fixtures, some locked, some open, depending on the retailing philosophy of the merchandiser. It was the opinion of an astute record executive that the tape cartridge should be made physically available to the customer's sight and touch, and that pilferage would create less of a problem than the sales lost by unavailability of the product to the customer, as well as the loss of the impulse sale—the sale so important to the record merchandiser.

Many glowing statistics were bandied about by a number of speakers from all facets of the tape cartridge industry. This "emotional commitment", in the sober daylight of what is actually happening on the consumer level, may overshadow the fact that the tape cartridge industry remains one of great promise, many pitfalls, and little current pay-off. That the

(Continued on page 46)

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The most trusted name in sound

RCA To Launch Major Effort In Medium-Priced Tape Recorder Field

NEW YORK — RCA Home Instruments last week announced the expansion of its audio tape recorder line with a series of units ranging in price from approximately \$40 to \$230. The firm estimates that the total market for recorders will reach almost six million units for 1966-67, as compared to a market of four million for this past year. Analysts feel that the new RCA line will serve to bridge the widening gap between low-priced Japanese equipment (up to \$80), and high precision American machines (ranging upward of \$300).

The company, which has dabbled only slightly with recorders for over 10 years, offered 7 models last year and will double that amount this year. Models will range from battery-operated portables to deluxe 4-track cartridge recorders.

The medium-priced unit, once produced on a large scale by such firms as Bell & Howell, has virtually been ignored by consumers in the last few years, causing a sharp decline in the manufacture of such sets. However, market research has indicated that, in the last year, there has been a significant rebirth in consumer interest, presumably provoked by the boom in tape cartridge units. The new interest spurred RCA to pull out the stops in its manufacture and merchandising of tape recorders, making this possibly the largest move that any large American firm has ever made in that area.

According to the firm, the primary reason for entering the market in such a strong way is to insure that consumers who purchase RCA hi-fi and stereo phono equipment will not have to go elsewhere to purchase recorders.

Profits Seen This Year

Last year's effort is regarded as an investment by the firm, which indicated that, as with most first-year efforts, there was a monetary loss. This year's effort is expected to show a slight gain, with profits following

from then on in.

Jack K. Sauter, executive vp of the sales division, stated that "the addition that the tape recorders will make to RCA in terms of earnings per share is almost negligible when you compare the units with our color television volume, but when considered as an extension of our home instrument business they are very important.

"We have to build a quality line," he added, "not just a stopgap to forestall competition, because the consumer will not buy a bad product just because the name matches the one on his stereo set."

Record Promo Planned

The company plans a heavy promotion of its new line of recorders (as well as radios, phonos and television sets). In addition to the general consumer, RCA will aim its ads at the education and entertainment markets, as well as at executives as a training device for public speaking.

Although spokesmen declined to indicate the size of the ad budget, it is assumed that the tape recorders will get a sizable portion of the company's new and unprecedented \$15 million fall and holiday advertising campaign, which was announced only late last week.

The new promotional budget, which is 50% higher than last year's output, represents 60% of the annual ad budget for the home instruments division, according to Jack Williams, advertising and sales promotion vp. "About 50% of retail sales of home instruments take place in the last 100 days of the year," he stated. "In this period, more than three-quarters of the nation's population will be able to hear, see, or read about our broadened product lines in the home instrument field."

The parent corporation intends to spend a total of \$55 million on advertising in 1966, including its share of the co-op ad programs. Last year the organization spent slightly under \$50 million.

Jack Levy To Liberty

HOLLYWOOD—Jack Levy has joined Liberty Records as ad-merchandising manager, according to Allan LaVinger, merchandising coordinator. Reporting to LaVinger, he'll handle projects for all Liberty labels. Levy was previously associated with Randy Sparks as general manager of Sparks' music publishing set-up. From 1957 to 1964, he held various positions with Capitol Records. He was also partner in an ad agency.

Allan Parker To MGM As Sales Div. Expands

NEW YORK—An expansion of the MGM Records sales division has brought Allan Parker to the label as eastern district album sales manager, according to Lenny Scheer, director of marketing. Parker will report to Sol Greenberg, national LP sales head.

Prior to joining MGM, he held an executive sales post with Command Records, a division of ABC-Paramount. Parker, with 25 years experience in the record industry, started in the business as a salesman in 1941 with Decca Records. He advanced to the position of sales manager for Decca and was in charge of branches in Providence, Hartford and Boston. Early in 1950, he was appointed New England distributor for Mercury Records and held distributorships for that company for more than 3½ years.

He has also held important positions with ABC-Paramount as album sales manager as well as with Columbia Records' distributors in Boston and Buffalo. During his tenure with Columbia Records, he held the important post of division sales manager.

NARM Requests To RIAA For Standardization

CHICAGO—The NARM Standardization Committee has made a number of proposals for submission to the Record Industry Association of America (RIAA) for its consideration:

1. That a standardized method for indicating a manufacturer's suggested list price on albums be accomplished by use of an alphabetical code placed as a prefix to the manufacturer's catalog number on the liner of the album (examples: A-LPM 2083; B-LSP 2083; C-LCOD 2005, etc.).

2. That a uniform space in the upper right corner of albums be without important copy or art work, so that price stickers can be affixed without obliterating or destroying the artistic and informative intentions of the layout. It is recommended that this area be approximately 2" x 2". Manufacturers should understand that this is not to be considered dictation of their art work, but merely a suggestion designed to make their product more attractive.

3. That there be a standard method of packaging automobile tape cartridges; since space is always at a premium, it is hoped that the uniform

package will be of a compact design, shrink-wrapped for protection.

4. That there be a uniform position placement of manufacturer's catalog numbers on albums.

5. That there be a clearer and more distinct indication of "monaural" or "stereo" on albums.

6. That a complete list of selections be printed on the outside of double pocket albums to eliminate unnecessary unsealing of such albums.

Suggestions to be taken up with needle and phonograph manufacturers; also, the electronics industry association:

1. That there be a simpler and more uniform method of numbering replacement needles for phonographs, and a method of indicating within the phonograph itself, the necessary information regarding cartridge numbers.

Members of Products Standardization Committee: Chairman, Jack Geldbart, L&F Record Service, Atlanta, Ga.; Ben Bartel, Cal Paks, Los Angeles; David Press, D&H Distributing Co., Harrisburg, Pa.; Jay Jacobs, District Records, Washington, D.C., and Cecil Steen, Recordwagon, Inc., Woburn Mass.

NARM Observes Tape Cartridges

(Continued from page 44)

future is bright is a certainty; how long that bright future will take in getting here is another matter. Automobile manufacturers must actually install players in a sizeable number of new automobiles; tape players must become a home entertainment fixture; owners of older automobiles must hop on the bandwagon for hang-on units—then the tape cartridge business can aim toward reaching the kind of figures predicted for it at the Tape Seminar. Certain technological advances will have to come—such as automatic selectivity, where an individual can play the spot on the tape

he wants to hear when he wants to hear it—before the mass market will respond as the forecaster's figures seem to hope it will. The reaction to the over-stimulation of the sales hormones by the projection of the figures reflecting tape business was stated simply and very well by one seminar leader, who said

"Reality has been significantly submerged in favor of unrestrained excitement over this new toy of ours . . . Enthusiastic confidence can only stock the retailer with cartridge inventory. It won't move that product to the consumer."



99 SIGNS — Barbara Feldon, who found fame by purring on national TV and has added to her laurels as Agent 99 on the successful "Get Smart" spy spoof, has penned an exclusive recording contract with RCA Victor. The new lark's first single, "Agent 99" b/w "Max", will be released this week.

Epic Offers CB's 'Basic' LP's In Pamphlet

CHICAGO — Epic Records offered tradesters who attended last week's NARM confab here a useful item in the form of a pamphlet, "Basic Album Inventory." Employing the weekly compilation appearing each week in Cash Box, it contains listings of best-selling catalogs in all companies.

Second Half Of Liberty Fall Program Underway

LOS ANGELES — Part II of the Liberty Records fall dealer program is underway as of Sept. 12 with terms available from Liberty distrib., effective through Oct. 14, on 10 new releases as well as the entire back catalog.

The product features several of Liberty's "good music" artists in addition to the "teen appeal" variety. In the latter category, Gary Lewis and the Playboys are out with "Golden Greats" in a deluxe package that contains full color photos of the group. The Gants, who have been winning, receive another showcase via "Gants Again" while the Deep Six are currently out with their premiere album. Del Shannon and Bobby Vee are also represented. Shannon is presented in "Total Commitment"; Vee with "Look At Me Girl."

The remaining albums are: "For The Night People," Julie London; "Countryside," the Johnny Mann Singers; "Music From The Heart," Red Skelton; "You're Gonna Hear From Me (Us!)," Trombones Unlimited; and "Maxted Makes It," Billy Maxted.

The marketing department will provide a special dimensional display of the Gary Lewis and the Playboys package and easel jackets for the balance of the product.



The dynamically sensitive voice of Miss Verdelle Smith

"If you can't say anything nice (don't say nothin' at all)"

b/w "I don't need anything"

5731



Sears Named GM Of Tangerine

NEW YORK—Ray Charles, president of Tangerine Records, Tangerine Music, and Racer Music, has named Al Sears as general manager of the label and the two pubberies. Sears will operate out of the firm's New York office.

Sears has a background of 36-years in various aspects of the music business as a musician, diskery exec, publisher, and writer.



GRAND OPENING—The opening of Las Vegas' Caesar's Palace was placed in the capable hands of UA songstress Louise Vienna and the Ritz Brothers. The lark and the comics will grace the showplace for the next four weeks as well.

Jamie-Aura Sonic Rush Hit LP Cartridges

PHILADELPHIA — Jamie-Guyden topper Harold Lipius and Aura Sonic's g.m. Joe Bott have rushed two of the label's click LP's onto tape cartridge. The sets are Crispian St. Peter's "Pied Piper" LP and "The Wedding Album" which is currently number 79 with a bullet on the Top 100 Album chart.

A GREAT NEW GOSPEL ALBUM

PROFESSOR HAROLD BOGGS



Lord Give Me Strength

NASHBORO LP 7032

A HIT ALBUM FOLLOW-UP TO A SMASH SINGLE

SLIM HARPO

BABY SCRATCH MY BACK

EXCELLO LP 8005

Nashboro Records 177 3rd Ave. No., Nashville, Tenn. 615-242-2215

ASCAP Survey Shows Small Group Of CATV Owners

NEW YORK—A survey showing that only 25 group owners of Community Antenna Television (CATV) systems own in the aggregate over 650 CATV franchises and have applications pending for almost 400 more was submitted to Senator Quentin N. Burdick, Acting Chairman of the Committee on Patents, Trademarks and Copyrights, by ASCAP General Counsel Herman Finkelstein in a supplement to his statement of August 25.

Finkelstein, who appeared before the Committee on Patents, Trademarks and Copyrights on Aug. 25, had emphasized at that time the financial power of the CATV operators, for whom the Department of Justice was seeking an exemption from the requirements of the Federal Copyright Laws.

CATV systems are designed to provide clear TV reception for subscribers in areas where signals are normally poor. There is a monthly fee for this service.

In his supplementary remarks, Finkelstein quoted J. Leonard Reinsch, president of the Cox Broadcasting Corporation, who had referred to copyright fees as "a normal cost of doing business," in the National Community Television Association Bulletin of July 18.

Finkelstein claims that "No case has been made for an exemption of CATV—a commercial operation—under the copyright law." He concludes: "The rights of authors should not be made subservient to the claims of private commercial interests. This was done in 1909 with respect to coin-operated machines. The precedent should never have been established. It is unsound and is not likely to be continued. It certainly should not be extended."

GE Adds 4 Systems

General Electric Cablevision Corp. has announced the purchase of four CATV systems from National General Corp. They are Alpena Cable TV in Alpena, Mich.; Biloxi TV Cable System, Biloxi, Miss.; Hattiesburg Video, Hattiesburg, Miss. and National CATV Systems, Logan, W. Va. GE also operates a system in Watertown, N.Y. and is constructing three systems in Calif. and holds franchises in a number of other communities.

Stanton/Badale Pact With United Artists

NEW YORK — Frank Stanton and Andy Badale have signed an exclusive production agreement with United Artists involving their artist, Karen Sue, a 17-year-old songstress from Youngstown, Ohio. The lark's first release will be "Wild, Wild Roses" and "Nobody Loves A Loser." Both tunes on the master were penned by the Stanton/Badale team and are published by Pavanne Music. Stanton and Badale have opened New York offices at 1619 B'way.



T&S WITH TRO AND RCA—Young writer-performers Tony and Siegrid were recently signed to an RCA Victor contract. The signing ceremony was held at the TRO offices where the pair are contract writers. Behind Siegrid are (left to right) Victor's Danny Davis who produces the duo, Marvin Cane, TRO's director of talent development, Tony and TRO's director of business affairs Alan Schulman.

Handleman Raises Sales, Earnings Over 3 Months

DETROIT—The Handleman Co., the Detroit-based rack firm, has reported increased sales and earnings for the first three fiscal year months ended July 31. Net income for the company climbed to \$393,053 or \$.26 per share, up from \$289,941 or \$.19 per share a year ago. Sales reached a high of \$9,182,679 as compared with \$7,286,221 last year.

According to David Handleman, president, the previously-announced, increased quarterly dividend of \$.20 per common share on the split shares will be payable on October 14, 1966 to stockholders of record on Sept. 30, 1966. There are presently 1,053,108 dividend-paying common shares outstanding.

Viking Markets New Consumer Tape Recorder

MINNEAPOLIS—Viking of Minneapolis, manufacturer of tape recorders, is showing a new consumer unit, Model 423 at \$249 list, scheduled for early fall delivery. Sales manager, Richard Morris, said the new model is added to the present line of Viking recorders. He predicted that Viking will capture a broader segment of the quality oriented consumer market. The prediction, he said, is based on the eye appeal of the new Viking unit and on the relatively low price. "It's a real price break-through," he added.

Viking Model 423 is a three-motor, three-speed, solid state stereo tape recorder. Morris said, "Traditionally, three motors are a mark of distinction reserved for professional equipment priced at \$500 and up. The advantages of a three-motor unit are in the dynamic braking system and in the elimination of all the complicated mechanical linkages which cause the frequent service problems with single-motor consumer recorders."

The new Viking model also comes equipped with hyperbolic heads which do not require pressure pads. Though the tape path is curved, Viking manages to feature easy, straight-line tape loading by introducing a swing-away pinch roller. The solid state record-playback amplifier consists of all silicon transistors on plug-in boards. Frequency response is reported at 50-15000 at 7½, 50-10000 at 3¼ and 60-5000 at 1½ tape speeds. Viking will present the new unit as a high-quality-no-gimmicks tape recorder in which even the model number makes sense to the consumer. The designation 423 stands for 4-track, 2-heads, 3-speeds and is so graphically identified on the front panel. Directional control levers, pause, record-interlock, push button counter and illuminated recording meters add to operating convenience. Model 423 accepts 7" reels and is available with a walnut enclosure and optional remote control accessory.

Capitol Bows Freberg 'Underground' Album

HOLLYWOOD — "Freberg Underground! Show #1," was released Sept. 12 by Capitol. Throughout the album, humorist Stan Freberg "discusses" some current topics that range from a "Father of the Year Award" (to "Dr. Edward Teller . . . Father of the H-Bomb") to the current political situation in California ("The Flackman and Reagan"). The "Flackman and Reagan" portion was released several weeks ago by Capitol as a single. Like many other Freberg productions, it was banned by several stations because of its "controversial nature."

This "underground" album is the satirist's first LP for Capitol in five years and the first in a series of albums that Freberg has tagged "Pay Radio" because, as he explained, "This type of material would not be performed on radio or TV. Thus the only place the listener can hear it is on record. And since he has to pay for his records, I call it 'Pay Radio.' It's a regular show, much like a half-hour radio program, but without anything's being censored."

Among the other topics on the album: "Pop Art Interview," "Anybody Here Remember Radio," and a quartet of "Folk Songs for Our Time."

Sam The Sham Tours Dixie

NEW YORK—Sam the Sham & the Pharaohs, with their second gold record neatly tucked away, took off for a 7-day tour of Dixie last week, where they opened at the Mississippi Coliseum in Jackson on Aug. 30. The following day they appeared at Forman Field in Norfolk and, on Sept. 1 they headlined at the Memorial Auditorium in Raleigh, N.C.

The next stop for the group was at the Municipal Civic Auditorium in Birmingham on Sept. 2, followed by a Sept. 3 show at the Township Auditorium in Columbia, S.C. and a Sept. 4 stand at the Richmond Arena. The tour winds up this week (5) in the Starland Arena in Roanoke.

Behan Claims 'Ploughboy'

NEW YORK—A copyright hassle which began to bubble in connection with Dominic Behan's song, "The Merry Ploughboy," appears to have been settled. Behan, brother of the late Brendan Behan, says he wrote the lyric to "Ploughboy," also known as "Off To Dublin In The Green," in the early '50s, and based the melody on portions of three different earlier songs from Ireland. When others attempted to claim the tune, Behan swore out an affidavit with the Commissioner of Oaths of the City of Dublin, attesting to his ownership of the song.

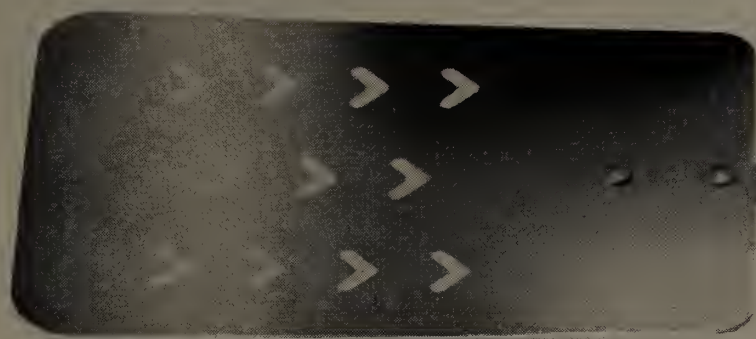
The tune is published in England by Coda Music Ltd., of the Essex Music group, and in the United States and Canada exclusively by Melody Trails Inc., one of the firm's in the Richmond Organization.

TRO execs were happy about Behan's affidavit. Hottest disk of the moment in the United States is by the Abbey Singers on the Hanna Barbera label (number 89 on this week's Top 100) but a second version, by the Carlton Showband on Mala Records, is also making noise. Both records originated in Canada, where the song is the current theme material on a series of Carling beer and ale commercials. The word now is that the Carling people in the U.S. through their ad agency, are considering using the tune here in their commercials.

"Ploughboy" is the latest in a continuing series of TRO-published, folk-based tunes which include "Good Night Irene," "Tom Dooley," "If I Had A Hammer," "Cottonfields" and "Turn Turn Turn."

Ralph Paolone Gets Dallas ASCAP Post

NEW YORK—Ralph Pal Paolone has been appointed district manager of ASCAP's Dallas office. In making the announcement, J. M. Collins, sales manager of the society, noted that Paolone had joined ASCAP in 1963 as a field representative.



It's a patter platter
and everyone's going to flip for it!
"COMING BACK TO YOU"
c/w "Gigawackem" #8942 Sung by
THE BROWNS



A brand-new sound sure to catch both pop and country charts. The tricky ear-catching vocal is sure to stir up strong consumer demand for this one! Better stock up now and get with the **RCA VICTOR** sales action.  The most trusted name in sound

"Jamie and the J. Silvia Singers"

ABC Records
welcomes you to their label
and thanks you
for one of the most outstanding
albums in years.

Larry Newton
President
ABC Records



A Subsidiary of
American Broadcasting Companies, Inc.



TOP 100 Albums

SEPTEMBER 17, 1966

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		REVOLVER	Capitol T/ST 2576	26		THE IMPOSSIBLE DREAM	Kapp KL 1486/KS 3486	51		SPANISH EYES	Capitol T/ST 2435
2		SOMEWHERE MY LOVE	Col. CL 2519/CS 9319	27		PET SOUNDS	Capitol T/DT 2458	52		THE BEST OF HERMAN'S HERMITS	MGM E/SE 4315
3		DR. ZHIVAGO	MGM E/SE 6 ST	28		HANKY PANKY	Tommy James & Shondells (Roulette R/5R 25336)	53		WHY IS THERE AIR?	Warner Bros. W/WS 1606
4		WHAT NOW MY LOVE	Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)	29		PETER, PAUL & MARY ALBUM	Warner Bros. W/WS 1648	54		SHADOW OF YOUR SMILE	Johnny Mathis (Mercury MG 21073/SR 61073)
5		AFTERMATH	Rolling Stones (London LL 3476/PS 476)	30		FIDDLER ON THE ROOF	Original Cast (RCA Victor LCO/LSO 1093)	55		THE YOUNG RASCALS	Atlantic 8123/SD 8123
6		STRANGERS IN THE NIGHT	Frank Sinatra (Reprise F/FS 1017)	31		SHADOW OF YOUR SMILE	Andy Williams (Columbia CL 2499/CS 9299)	56		CRYING TIME	Ray Charles (ABC Paramount ABC/ABCS 544)
7		SOUND OF MUSIC	Soundtrack (RCA Victor LOCD/LSOD 2005)	32		THE FUGS	(ESP 1028)	57		A TOUCH OF TODAY	Nancy Wilson (Capitol T/ST 2495)
8		GOING PLACES	Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)	33		WADE IN THE WATER	Ramsey Lewis (Cadet 774/S 774)	58		SERGIO MENDEZ & BRAZIL '66	(A & M LP 116/SP 4116)
9		WONDERFULNESS	Bill Cosby (Warner Bros. W/WS 1634)	34		RED RUBBER BALL	Cyrkle (Columbia CL 2544/CS 9344)	59		LONELY BULL	Herb Alpert & Tijuana Brass (A & M LP/SP 101)
10		YESTERDAY & TODAY	Beatles (Capitol T/ST 2553)	35		PARADISE HAWAIIAN STYLE	Elvis Presley (RCA Victor LPM/LSP 3643)	60		SOUL AND INSPIRATION	Righteous Brothers (Verve V/V-6 5001)
11		LOU RAWLS LIVE	Capitol T/ST 2459	36		I'LL REMEMBER YOU	Roger Williams (Kapp KL 1347/KS 3470)	61		STRANGERS IN THE NIGHT	Bert Kaempfert (Decca DL 4795/DL 74795)
12		BEST OF THE BEACH BOYS, VOL. 1	Capitol D/DT 2545	37		OVER UNDER SIDEWAYS DOWN	Yardbirds (Epic LN 24210/BN 26210)	62		THE LAST WORD IN LONESOME IS ME	Eddy Arnold (RCA Victor LPM/LSP 3622)
13		SINATRA AT THE SANDS	Frank Sinatra (Reprise F/FS 1019)	38		WILD THING	Troggs (Fontana MGF 27556/SRF 67556) (Atco 193/SD 193)	63		COLOR ME BARBRA	Barbra Streisand (Columbia CL 2478/CS 9278)
14		AND THEN . . . ALONG COMES THE ASSOCIATION	(Valiant VLM 5002)	39		THE HAPPY TRUMPET	Al Hirt (RCA Victor LPM/LSP 3579)	64		A NEW SONG FOR YOUNG LOVE	Lettermen (Capitol T/ST 2496)
15		WHIPPED CREAM AND OTHER DELIGHTS	Herb Alpert & Tijuana Brass (A & M LP/SP 110)	40		TENDER LOVING CARE	Nancy Wilson (Capitol T/TS 2555)	65		TEQUILA	Wes Montgomery (Verve V/V-6 8653)
16		GETTIN' READY	Temptations (Gordy GM/GS 918)	41		THE MORE I SEE YOU/ CALL ME	Chris Montez (A & M LP 115/SP 4115)	66		THE VERY BEST OF ROY ORBISON	(Monument MLP 8045/SLP 18045)
17		BLONDE ON BLONDE	Bob Dylan (Columbia C2S 841)	42		BOTH SIDES OF HERMAN'S HERMITS	(MGM E/SE 4386)	67		DIRTY WATER	Standells (Tower T/ST 5027)
18		IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's & Papa's (Dunhill D/D5 50006)	43		MAN OF LA MANCHA	Original Cast (Kapp KRL/KRS 4505)	68		DOUBLE SHOT	Singin' Meddallions (Smash MGS 27083/SRS 67083)
19		KINK'S GREATEST HITS	(Reprise R/RS 6217)	44		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT!	(Warner Bros. W/WS 1518)	69		THE HIT SOUND OF DEAN MARTIN	(Reprise R/RS 6231)
20		ANIMALIZATION	Animals (MGM E/SE 4384)	45		DISTANT DRUMS	Jim Reeves (RCA Victor LPM/LSP 3452)	70		I'M YOUR HOOCHIE COOCHIE MAN	Jimmy Smith (Verve V/V-6 8667)
21		THE BEST OF THE ANIMALS	(MGM E/SE 4324)	46		SOUTH OF THE BORDER	Herb Alpert & Tijuana Brass (A & M LP/SP 108)	71		I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark (Warner Bros. W/WS 1645)
22		BIG HITS (HIGH TIDE AND GREEN GRASS)	Rolling Stones (London NP-1)	47		THE DAVE CLARK FIVE'S GREATEST HITS	(Epic LN 24185/BN 26185)	72		GO WITH THE VENTURES	(Dolton BLP 2045/BST 8045)
23		FIFTH DIMENSION	Byrds (Columbia CL 2549/CS 9349)	48		GO AHEAD AND CRY	Righteous Bros. (Verve V/V-6 5004)	73		WHO'S AFRAID OF VIRGINIA WOOLF	Orig. Movie Cast (Warner Bros. 2B 1657)
24		MAME	Original Cast (Columbia KOL 6600/KOS 3000)	49		LOU RAWLS SOULIN'	Capitol T/ST 2566	74		NANCY IN LONDON	Nancy Sinatra (Reprise R/RS 6221)
25		MIDNIGHT RIDE	Paul Revere & The Raiders (Columbia CL 2508/CS 9308)	50		DON'T GO TO STRANGERS	Eydie Gorme (Columbia CL 2476/CS 9276)	75		HOLD ON	Sam & Dave (Stax 708)
								76		SUPREMES A GO-GO	(Motown M/S 649)
								77		THE EXCITING WILSON PICKETT	(Atlantic 8129/SD 8129)
								78		YOUNGER GIRL	Critters (Kapp KL 1485/KS 3485)
								79		OUR WEDDING ALBUM OF THE GREAT SOCIETY AFFAIR	(Jamie 3028)
								80		ALMOST PERSUADED	David Houston (Epic LN 24213/BN 26213)
								81		FUGS FIRST ALBUM	(ESP 1018)
								82		SUNNY	Bobby Hebb (Philips PHM 200-212/PHS 600-212)
								83		YOU DON'T HAVE TO SAY YOU LOVE ME	Dusty Springfield (Philips PHM 200-210/PHS 600-610)
								84		GOLDEN HITS OF THE SMOTHERS BROTHERS VOL. 2	(Mercury MG 21089/SR 61089)
								85		COOL JERK	Capitals (Atco 190/SD 190)
								86		RAIN FOREST	Walter Wanderly (Verve V/V-6 8658)
								87		WHAT'S SHAKIN'	Various Artists (Elektra 4002)
								88		WIPEOUT	Surfaris (Dot 3535/25535)
								89		ON TOP	Four Tops (Motown MM/MS 647)
								90		TIJUANA BRASS, VOL. II	(A & M LP/SP 103)
								91		JOHNNY RIVERS GOLDEN HITS	(Imperial LP 9324/LP 12324)
								92		SUMMERTIME	Billy Stewart (Chess LP 1499)
								93		CHER	(Imperial LP 9324/LP 12324)
								94		ROAD RUNNER	Jr. Walker & All Stars (Soul 703)
								95		WILD IS THE WIND	Nina Simone (Philips PHM 200-207/PHS 600-207)
								96		TIME IN	Dave Brubeck (Columbia CL 2512/CS 9312)
								97		WILD THINGS!	Ventures (Dolton BLP 2047/BST 8047)
								98		RAY'S MOODS	Ray Charles Orch. & Chorus (ABC Paramount ABC/ABCS 550)
								99		THE OUTSIDERS ALBUM #2	(Capitol T/ST 2568)
								100		SUNSHINE SUPERMAN	Donovan (Epic LN 24217/BN 26217)

LOOKING AHEAD ALBUMS

1	WHAT'S UP, TIGER LILY?	6	BORN FREE	11	WHAT DID YOU DO IN THE WAR DADDY?	16	SOUL BROTHER #1
	Lovin' Spoonful (Kama Sutra KLP/KLPS 8053)		Soundtrack (MGM E/SE 4368)		Henry Mancini (RCA Victor LPM/LSP 3648)		James Brown (King 985/S 985)
2	ARABESQUE	7	DISTANT SHORES	12	LIVING SOUL	17	SAMMY DAVIS/BUDDY RICH
	Henry Mancini (RCA Victor LPM/LSP 3623)		Chad & Jeremy (Columbia CL 2564/CS 9364)		Richard "Groove" Holmes (Prestige TR/TRST 7468)		(Reprise R/RS 6214)
3	THE GREAT SONGS	8	FREAKOUT	13	ACADEMY AWARD WINNERS, VOL. II	18	LIVIN' ABOVE YOUR HEAD
	Nat King Cole (Capitol T/ST 2558)		Mothers of Invention (Verve V/V-6 50052)		Roger Williams (Kapp KL 1483/KS 3483)		Jay & Americans (United Artists UAL 3534/UAS 6534)
4	LIL' RED RIDING HOOD	9	SOUL SISTER	14	DELLA REESE LIVE	19	THE SECOND LATIN ALBUM
	Sam The Sham & Pharaohs (MGM E/SE 4407)		Aretha Franklin (Columbia CL 2521/CS 932)		(ABC Paramount ABC/ABCS 569)		Trini Lopez (Reprise RS 6215)
5	CARNEGIE HALL CONCERT WITH BUCK OWENS AND HIS BUCKAROOS	10	ALL TIME PIANO HITS	15	WILD ANGELS	20	ANNIE GET YOUR GUN
	Capitol T/ST 2556		Ronnie Alsrich (London SP 44081)		Soundtrack (Tower T/ST 5043)		Original Cast (RCA Victor LSO 1124)

BASIC ALBUM INVENTORY

A check list of best selling pop albums other than those appearing on the CASH BOX Top 100 Album chart. Feature is designed to call wholesalers' & retailers' attention to key catalog, top steady selling LP's, as well as recent chart hits still going strong in sales. Information is supplied by manufacturers. This is a weekly, revolving list presented in alphabetical order. It is advised that this card be kept until the list returns to this alphabetical section.

ABC PARAMOUNT IMPULSE

Eydie Gorme	Eydie Gorme	ABC/S-150
Eydie Gorme	Eydie In Love	ABC/S-246
Steve Lawrence	Swing Softly With Me	ABC/S-290
Steve Lawrence	The Best Of Steve Lawrence	ABC/S-392
Lawrence/Gorme	We Got Us	ABC/S-300
Lawrence/Gorme	Our Best To You	ABC/S-469
John Coltrane	"Live" At The Village Vanguard	A/S-10
John Coltrane	The John Coltrane Quartet	A/S-21
John Coltrane	Impressions	A/S-42
John Coltrane	A Love Supreme	A/S-77
Impressions	Keep On Pushing	ABC/S-493
Impressions	People Get Ready	ABC/S-505
Ray Charles	Modern Sounds In C&W Music-Vol. I	ABC/S-410
Ray Charles	Greatest Hits	ABC/S-415
Ray Charles	Modern Sounds In C&W Music-Vol. II	ABC/S-435
Ray Charles	Sweet And Sour Tears	ABC/S-480
Ray Charles	Crying Time	ABC/S-544
Shirley Scott	Great Scott	A/S-67
Chico Hamilton	El Chico	A/S-9102
Frank Fontaine	Songs I Sing On The Jackie Gleason Show	ABC/S-442
Carlos Montoya	Carlos Montoya (Flamenco Guitar)	ABC/S-157
Carlos Montoya	Flamenco Fire	ABC/S-191
Sabicas	Solo Flamenco—The Fabulous Sabicas	ABC/S-304
Sabicas	El Rey Del Flamenco	ABC/S-526
Yusef Lateef	Jazz 'Round The World	A/S-56
Yusef Lateef	1984	A/S-84
Montoya & Sabicas	The Giants Of Flamenco	ABC/S-357
Della Reese	C'mon And Hear	ABC/S-524
Ray Charles	Ray's Moods	ABC-550
Tommy Roe	Sweet Pea	ABC-575
Della Reese Live		ABC-569
Count Basie	Basie Swingin', Voices Singin'	ABC-570
Gabor Szabo	Gypsy '66	A-9105
John Coltrane	Meditations	A-9110
Gary McFarland	Profiles	A-9112
Shirley Scott	Roll'em	A-9119

A&M

Herb Alpert & the Tijuana Brass	Lonely Bull	LP 101
Herb Alpert & the Tijuana Brass	Volume II	LP 103
Herb Alpert & the Tijuana Brass	South of the Border	LP 108
Herb Alpert & the Tijuana Brass	Whipped Cream & Other Delights	LP 110
Herb Alpert & the Tijuana Brass	Going Places	LP 112
Herb Alpert & the Tijuana Brass	What Now My Love	LP 114
Baja Marimba Band	Baja Marimba Band	LP 104
Baja Marimba Band	Baja Marimba Band Rides Again	LP 109
Baja Marimba Band	For Animals Only	LP 113
We Five	You Were On My Mind	LP 111
Chris Montez	The More I See You	LP 115
Lucille Starr & the Canadian Sweethearts	Canadian Sweethearts	LP 106
Lucille Starr & the Canadian Sweethearts	Lucille Starr	LP 107
Sergio Mendes & Brasil '65		LP 116

ATLANTIC

Sonny & Cher	Look At Us	33-177	SD33-177
Acker Bilk	Stranger On The Shore	33-129	SD33-129
Bent Fabric	Alley Cat	33-148	SD33-148
Herbie Mann	Herbie Mann At The Village Gate	1380	SD1380
The Modern Jazz Quartet			
With Laurindo Almeida	Collaboration	1429	SD1429
Wilson Pickett	In The Midnight Hour	8114	SD8114
Joe Tex	The New Boss	8115	SD8115
Barbara Lewis	Baby I'm Yours	8110	SD8110
Esther Phillips	And I Love Him	8102	SD8102
John Coltrane	My Favorite Things	1361	SD1361
Acker Bilk & Bent Fabric	Mr. Acker Bilk & Bent Fabric Together	33-175	SD33-175
The Drifters	Under The Boardwalk	8099	SD8099
Ben E. King	Don't Play That Song	33-142	SD33-142
Bobby Darin	The Bobby Darin Story	33-131	SD33-131
Herbie Mann	Herbie Mann Returns To The Village Gate	1407	SD1407
Hank Crawford	Dig These Blues	1436	SD1436
Hank Crawford & The Marty Paich Orchestra	Soul Of The Ballad	1405	SD1405
Herbie Mann	Standing Ovation At Newport	1445	SD1445
Herbie Mann	My Kinda Groove	1433	SD1433
Solomon Burke	The Best Of Solomon Burke	8109	SD8109
The Coasters	The Coaster's Greatest Hits	44-111	
Acker Bilk & The Leon Young String Chorale	Great Themes From Foreign Films	33-170	SD33-170
Ben E. King	Ben E. King's Greatest Hits	33-165	SD33-165
	Apollo Saturday Night	33-159	SD33-159

AUDIO FIDELITY

Banda Taurina	The Brave Bulls!	1801	5801
Jo Basile	Accordion De Paris, Vol. 1	1815	5815
Mariachis	Fiesta En Mexico	1816	5816
Jo Basile	Rome With Love, Vol. 1	1822	5822
Dukes of Dixieland	The Dukes Of Dixieland	1823	5823
Johnny Puleo & Harmonica Gang	Johnny Puleo & Harmonica Gang, Vol. 1	1830	5830
Bakkar	Port Said, Vol. 1	1833	5833
	Railroad Sounds, Steam & Diesel	1843	5843
Al Hirt	Al Hirt At Dans Pier 600	1877	5877
Al Hirt	Al Hirt Swingin' Dixie, Vol. 2	1878	5878
Oscar Brand	Bawdy Songs and Ballads, Vol. 1	1906	
Lionel Hampton Orch.	Hamp's Big Band	1913	5913
Bakkar	Dances of Port Said, Vol. 5	1922	5922
L. Armstrong	Louie & Dukes of Dixieland	1924	5924
Jo Basile & Orch.	Paris With Love	1938	5938
Dukes of Dixieland	The Best of the Dukes of Dixieland	1956	5956
Dick Dia	Magnificent Mandolins	1963	5963
Louis Armstrong	The Best of Louis Armstrong	2132	6132
Leon Berry	The Best of Theatre Organ	2139	6139
	Sound Effects, Vol. 1	3006	7006
	Sound Effects, Vol. 2	3010	7010
Jo Basile	Around the World	AFSD 6153	
Robles Octet	Caliente Brass	AFSD 6156	
	Viva Mariachi	AFSD 6159	
Jack La Forge	Beethoven Symphony No. 3	FCS 50,019	
	Beethoven Symphony No. 7	FCS 50,020	
	Jacqueline Kennedy	703	
	War Of The Worlds	2355	
	Beatle Hits In Brass		
	And Percussion	3045	7045
Father McManus	The Singing Priest	2143	6143



TOTAL LOCATION INVENTORY

TLI

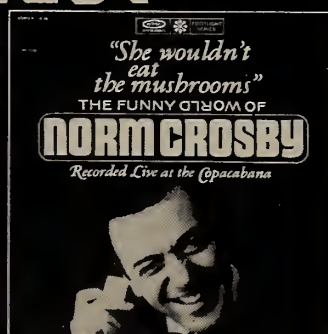
COMEDY



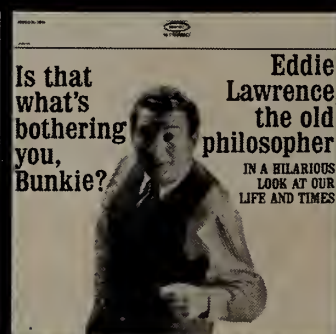
FLM 13108/FLS 15108*



FLM 13109/FLS 15109*



FLM 13106/FLS 15106*



LN 24159/BN 26159*

MEET THE CLASSICS



The big-beat pop group with the big new single!

POLLYANNA

B/W CRY BABY 5710



POP PICKS



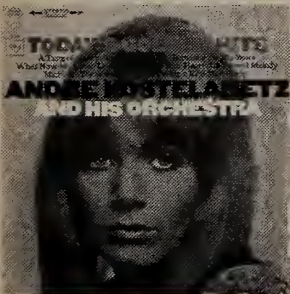
THE MAMAS AND PAPAS—Dunhill 50010
The Mamas and Papas have met with nothing but success since their "California Dreamin'" debut, and this latest LP should follow in the wake of the group's past clicks. With such potent tracks as "No Salt On Her Tail," "Dancing In The Streets" and "My Heart Stood Still" the M&P's innumerable followers shouldn't wait a moment in snapping up this disk.



MR. MUSIC . . . Mantovani—London LL3474/PS474
Mantovani is at his usual high level with this superb LP that gives the magic Mantovani touch to such recent items as "Yesterday," "The Shadow Of Your Smile" and "Strangers In The Night." This set should prove to be no exception to the strong sales rule that has held for previous Mantovani efforts. Watch the chart for news of "Mr. Music . . ."



EAST-WEST — The Butterfield Blues Band — Elektra ELK-294/EKS-7294
Since the bowing of its first LP the Butterfield Blues Band has established itself throughout the country. The second disk should solidify the group's standing in blues circles and gain a slew of new adherents for its sound. Among the top tracks are "Get Out Of My Life, Woman," "Walkin' Blues" and the title track. Solid sales should put this item on the charts in short order.



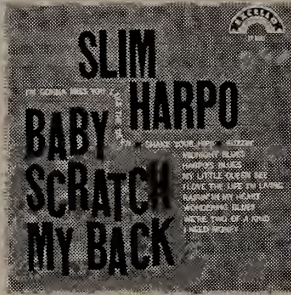
TODAY'S GOLDEN HITS—Andre Kostelanetz & Orchestra—Columbia CL 2534/CS 9334
The rich orchestral sounds of Andre Kostelanetz, applied to a covey of current clicks, should give lots of listening pleasure to the young and older alike. Among the wonderfully read tunes are "September Of My Years," "A Taste Of Honey" and "Yesterday" but each number is a blue ribbon effort. Good sounds here should quickly cause cash register bells to ring and ring.



THE STREETS OF BALTIMORE—Bobby Bare—RCA Victor LPM/LSP-3618
Bobby Bare should find that a firm market exists for this excellent disk, titled after and containing Bare's latest single click "The Streets of Baltimore." The smooth-voiced country chanter has added such fine tunes as "Early Morning Rain," "Houston" and "There Ain't No Fun In This Town" to the click to form a set that has pop as well as country sales appeal built in.



GOLDEN GREATS—Vic Dana—Dolton BLP-2048/BST-8048
Relax, Vic Dana gives forth with a bevy of top tunes on this collection LP that shows the young chanter at his record best. Such easy-to-listen-to tunes as "Red Roses For A Blue Lady," "More" and "Crystal Chandelier" are but a few of the pleasure-filled tracks that are to be found here. Sales to music lovers of all ages should spring from this disk.



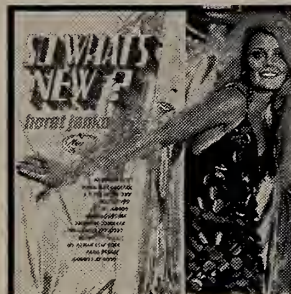
BABY SCRATCH MY BACK—Slim Harpo—Exello 8005
After a ton of success both pop and R&B with the single stand of "Baby Scratch My Back," Slim Harpo should sell loads of this LP containing the click among a dozen potent tracks. Harpo gives forth with such items as "Rainin' In My Heart," "We're Two Of A Kind" and "My Little Queen Bee." A solid sales item for rhythm and blues fans.



HAPPINESS IS THE SHADES OF BLUE—Shades Of Blue—Impact 101
"Oh How Happy" made the Shades Of Blue quite happy when it clicked for them as a single, and happiness should be derived from this set that should prove the foursome LP's sellers as well. Out of the eleven tracks on the set, the group's new single release "Happiness" is to be found along with such other blue-ribbon efforts as "Exception To The Rule." When this set makes it to the LP chart, again, happiness will be the Shades Of Blue.



SO NICE—Johnny Mathis—Mercury MG-21091/SR-61091
Mathis, true to form, singing his way through such melodies as "The Impossible Dream," "Elusive Butterfly," "What Now My Love," "Baubles, Bangles, and Beads," and the title song. This one should be a fast-moving item in all age groups, especially among the songster's many loyal fans.



SO WHAT'S NEW?—Horst Jankowski—Mercury MG-21093/SR-61-93
This package features the piano of Horst Jankowski romping through such tunes as: "A Place In The Sun," "Strangers In The Night," "Bossa Novissima," "Moonlight Cocktail," and the title song. Recorded in Stuttgart, Germany, the album is likely to be sought after by the artist's many fans.

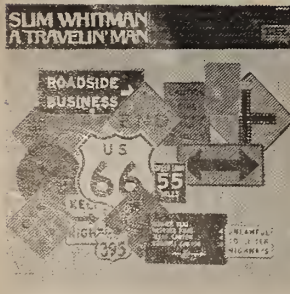
POP BEST BETS



YOU'RE GONNA HEAR FROM ME—Julius La Rosa—MGM E/SE-4398
If this set is any indication, everyone will be hearing lots from Julius La Rosa, including the groovy reading of the title track of this LP, a tune from the "Inside Daisy Clover" flick. La Rosa's inimitable style is also applied to such well-remembered ditties as "We Need A Little Christmas," "The Shadow Of Your Smile" and "Mame" plus several other prime spinning items. Watch this smooth set closely.



DAVID BLUE —Elektra EKS-74003
An offering of latter-day-folk-blues cleffed and sung by David Blue. "Arcade Love Machine," "Midnight Through Morning," "It Ain't The Rain That Sweeps The Highway Clean," and "About My Love" are among the better tracks. The artist's fans should really go for this one. A folio of song lyrics is enclosed.



A TRAVELIN' MAN—Slim Whitman—Imperial LP-9313/LP-12313
C&W fans of all ages and from all areas of the United States should perk up and give a listen to Slim Whitman's latest outing. The Jordanaires do the vocal accompaniment. "Blueberry Hill," "Lorena," and "At The End Of The Day" are blue-ribbon efforts. A solid country outing.



HERSCHEL BERNARDI SINGS FIDDLER ON THE ROOF—Columbia OL 6610/OS 3010
After almost a full year in the leading role in the highly successful main stemmer "Fiddler On The Roof" Herschel Bernardi gives the record public the opportunity to hear his interpretations of the tunes from the show that have proved to be so popular. Bernardi does a wonderfully personal job of reading "If I Were A Rich Man," and "To Life" among the ten selections. Fine addition to a show music collection.

**The music
of the lioness
is a tiger on the charts.**

Born Free
Roger Williams



K767

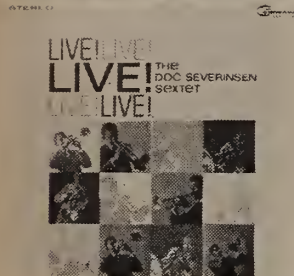


POP BEST BETS



GETTIN' ANY FEED FOR YOUR CHICKENS?
—Del Reeves—United Artists UAL-3530/UAS-6530

In his usual warm, free-wheeling style, Del Reeves delivers a whole pall passel of country melodies that are destined to please both old and young alike. "Gotta Leave Your Light On," "Plain As The Tears On My Face," "Laughter Keeps Running Down My Cheeks," and "Labrador Retriever" are among the better tracks. Should be a big one in the country market.



LIVE — Doc Severinsen Sextet — Command RS901SD

Wild sounds, exciting sounds, sounds straight from a highly successful live act that are just as enjoyable on disk, that characterizes this latest LP by the Doc Severinsen Sextet. The group, led by the golden trumpet of Severinsen blasts its way through such blue ribbon efforts as "When The Saints Come Marching In," "Georgia On My Mind" and "Summertime" among the dozen tracks. Solid sounds and sales here.



SPONTANEOUS FLAMENCO—Carlos Montoya —ABC-Paramount ABC/ABCS-564

A flamenco album of deep meaning and strength on which Montoya has disdained the revampings of the traditional gypsy solos and gone out on a creative limb. "Guadaira," "Compas Calo," "Gaditana," and "Tiempo Gitario." Appearing on this package with Montoya are Virgilio Manuel Blanco and Juan Vallejo. This is a must for those interested in flamenco or folk music in general.



THE IMMORTAL SONGS OF BOB DYLAN—Gotham String Quartet—Philips PHM 200-218/PHS 600-218

The two violins, viola, and cello of the Gotham String Quartet bring out the melody of a number of Bob Dylan's better songs. Included in the package are such outstanding titles as: "Don't Think Twice," "When The Ship Comes In," "Mr. Tambourine Man," and "It's All Over Now Baby Blue." A must for the student of contemporary music and those interested in chamber music.



HAPPY IN LOVE—Dean Martin-Tower 5036

The everpopular Dean Martin has a slew of sweet items on this Tower LP. Among the lovey dovey ditties that have been strung together are "Love Is All That Matters," "I Love The Way You Say Goodnight" and "I'm Gonna Paper My Walls With Your Love Letters." Loads of romantic, late evening moods should be set by spinning this set.



THE RETURN OF DAVID WHITFIELD—London LL-3477/PS-477

This is David Whitfield's first recording in almost five-years and it also features Roland Shaw and his orchestra. "On A Clear Day You Can See Forever," "What Kind Of Fool Am I?," "Stranger In Paradise," and "If Ever I Would Leave You" are blue-ribbon efforts. Likely to be a fast-moving item.

JAZZ PICKS



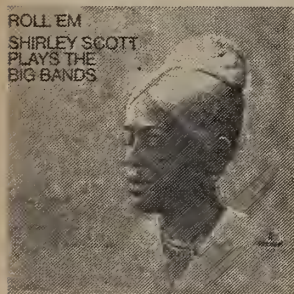
BLUES ETUDE—Oscar Peterson—Limelight LM-82039/LS-86039

Jazzophiles should sit up and take notice of this very swingin' jazz package, which features (in addition to Peterson) Ray Brown, Sam Jones, and Louis Hayes. The title song, "Stella By Starlight," "Bossa Beguine," and "The Shadow Of Your Smile" are excellent tracks. A must for the collector of jazz recordings.



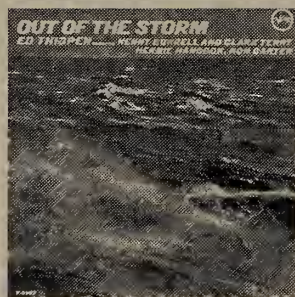
SOUL IN THE NIGHT—Sonny Stitt, Bunky Green—Cadet LP/LPS-770

This one is a solid jazz offering featuring such personnel as: Sonny Stitt, alto sax; Bunky Green, alto sax; Odell Brown, Organ; Bryce Roberson, guitar; and Maurice White, drums. "Sneakin' Up On You," "The Spies," "Home Stretch," and the title song, are outstanding efforts. Jazzophiles should go for this one.



ROLL 'EM SHIRLEY SCOTT PLAYS THE BIG BANDS—Impulse A-9119/AS-9119

The big band is back, this time with Shirley Scott and a group of swingin' New York jazzmen that includes Richard Davis, Quentin Jackson, Attila Zoller, and Jerome Richardson. "Stompin' At The Savoy," "Sophisticated Swing," "Ain't Misbehavin'" and "Things Ain't What They Used To Be" are blue-ribbon tracks. Jazz fans will surely go for this one.



OUT OF THE STORM—Ed Thigpen—Verve V/V6-8663

This is a solid jazz offering featuring such notables as Ed Thigpen, drums; Kenny Burrell, guitar; Clark Terry, trumpet; Herbie Hancock, piano; and Ron Carter, bass. "Struttin' With Some Barbecue," "Harper (from the flick)," and the title song are all outstanding tracks. The jazz buffs should go for this one.

CLASSICAL PICKS



FLUTE CONCERTOS BY BACH & TELEMANN —Jean-Pierre Rampal, Karl Ristenpart—Epic LC-3921/BC-1321

Jean-Pierre Rampal is the flute soloist and Karl Ristenpart conducts the Saar Radio Chamber Orchestra on this masterful 1 album. The Bach: "Concerto In G-Minor For Flute And Strings" and the Telemann: "Concerto In C-Major For Flute And Strings" are outstanding tracks. This one should do very well with the classical enthusiasts.

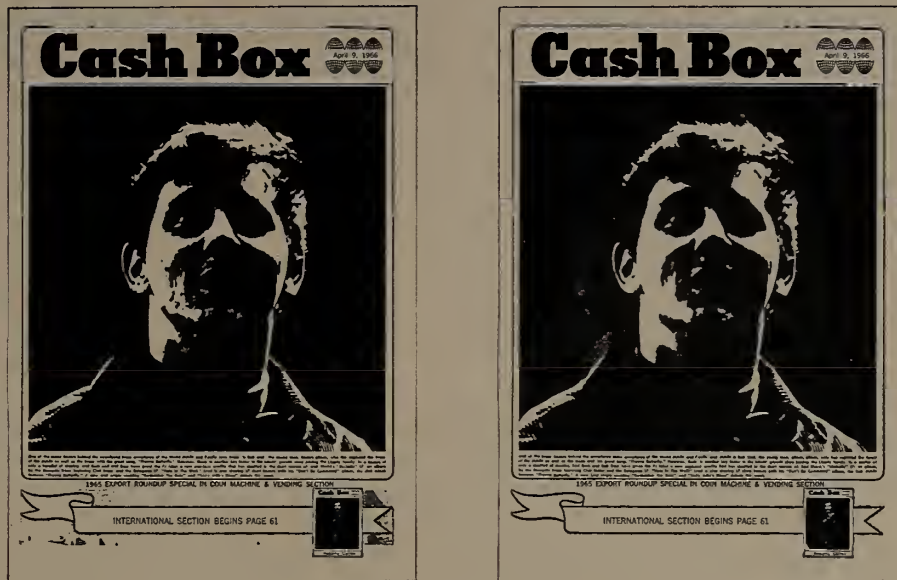


CHOPIN BALLADES—Gary Graffman—RCA Victorola VIC/VICS-1077

Chopin penned the first of these ballads while en route from Warsaw to Paris in 1831; the last ballad was published in 1843, when the composer had withdrawn from public performance due to illness. The package also includes the "Andante Spianato" and "Grande Polonaise." A must for the classical enthusiast.

FROM COVER TO COVER

THEY'RE IDENTICAL . . .



. . . only the wrappers in which the two were mailed were different. The one on the left had a Detroit address. The one on the right went to France. The only other difference was postage.

But once the wrapper is off the contents are identical.

Our subscribers in Guam, Germany, the Congo and England read the exact same **Cash Box** read in Seattle and Miami. Not one word is changed.

You might look at it this way for a moment. When an ad is run in **Cash Box** and is designed to attract the attention of the local disk jockeys and dealers, the same copy is being digested by the International market . . . and at no additional cost. And there are some people who say that a smash hit single often can sell more internationally than it does domestically.

So the next time you have a hot story to tell, tell it in **Cash Box** and tell the world.

Just A Minute, Men

After scoring real well in country markets with his recent Columbia waxing of "The Minute Men," Stonewall Jackson decided that the hit title would be a perfect name for his shiny new band. However, the new band called for a complete overhauling of the songster's bus, which now must accommodate not one, but five music-makers. Shown above, is the complete package—new band, new type bus and . . . the same old Stonewall . . . off to conquer new vistas.



Kapp C&W Push Timed For Nashville Fete

NEW YORK—Kapp Records, which has been gaining a solid foothold in the country market, has timed a major series of album and singles releases for maximum play and sales impact at the time of the forthcoming C&W festival in Nashville, Oct. 20 thru 23.

Last month the label bolstered its Fall LP release with a series of four sets by name country artists, including Freddy Hart, Hugh X. Lewis, Mel Tillis and Leroy Pullins. Following that release, Kapp has now set five more albums for release this week (15), under a special discount program and backed by solid point-of-sale merchandising and promotion. Vet A&R exec Paul Cohen, who also heads the label's Nashville office, will soon be on the road introducing the product to distributors and key accounts.

Included in the new release will be "Sorry, My Name Isn't Fred . . . It's Bobby Helms," named after, and highlighted by, the songster's brand new single release; "From The Heart Of Texas" by Bob Wills and his Texas Playboys; "Here's Haydon Thompson;" "All The World Is Lonely Now" by Cal Smith; and Ruby Wright's "Dern Ya," featuring her whileback Ric hit by the same name. The Ruby Wright material was acquired through arrangements made by Cohen in Nashville.

Kapp will climax its current country drive with the most active participation in its history at the Music City



FIRST TEAM—Betty Azevedo takes notes as Tex Williams (seated), the first president of the Academy of Country & Western Music, dictates. Along with the two are other officers of the Academy, treasurer Herb Eisman (far right) and vp Eddie Dean. All four were elected by the general membership at the Academy's first election, held recently.

festival next month. Arrangements are now being completed by Cohen, and a number of the label's key country acts have planned their schedules to leave them free for appearances at the Kapp convention headquarters. Most of the label's top execs from New York will also attend.

Payne Returns To Acuff-Rose

NEW YORK—Veteran country songwriter Leon Payne, an alumnus of Acuff-Rose Publications, has returned to the firm under a new five-year exclusive writing contract. The new deal for the well-known composer was completed last week by Acuff-Rose vice president Bud Brown, at Payne's home in San Antonio.

Payne is the composer of such country oldies as "I Love You Because," "Lost Highway" and "They'll Never Take Her Love from Me," and is currently represented on the country charts with "The Blue Side of Lonesome," by Jim Reeves. Another Payne song, "Call Her Your Sweetheart," has been recorded by Frank Ifield on Hickory Records.

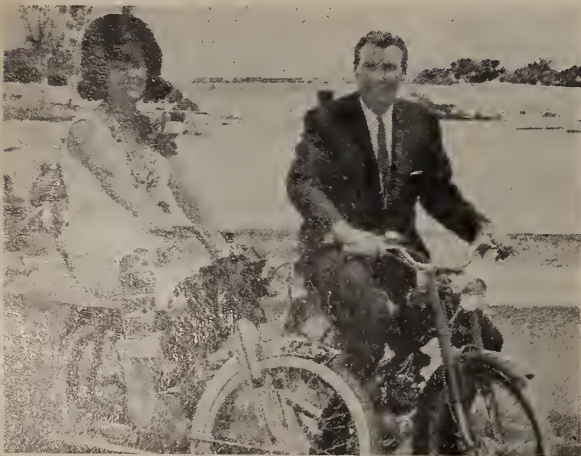
Roger Miller's Sister, Judy Hornell, Dies

NEW YORK—Judy Hornell, sister of songster Roger Miller, died last week, Sept. 4, near her home town of Ft. Worth, Texas.

According to reports, her death came as the result of a highway accident which occurred when the car in which she was riding hit an oil slick on the road. Mrs. Hornell had been on her way to church at the time. Funeral services were held in Ft. Worth on Tuesday (6). Among those in attendance were Miller and Tree Music exec Buddy Kille.

Peddling His Songs

Billy "A Million And One" Walker and his wife, Boots, take time to go the tourist route (a la bicycle) during the Monument chanter's recent stand in Bermuda, produced by ZBM spinner David Lopes. Reports claim a strong response to country sounds on the island, an area which Walker (along with Lopes) can claim to have helped pioneer.



COUNTRY ROUNDUP

After breaking all records at the Central Wyoming Fair at the beginning of last month with a gross of \$43,500 (a record 7,300 crowd the first night and an even larger crowd the following night), Eddie Arnold took a short break from his summer-long concert tour and stopped in New York to cut tapes for the Social Security program, under government. Arnold is spokesman for the program and his messages are heard on over 2,800 independent radio stations around the country.

James, Don Gibson, Roy Clark, George Jones, Bobby Bare, and Mary Taylor.

Tex Clark has deejay copies available on "Someone New" by Johnny Travis, "Crazy Memories" by Ken Rogers, "You're The Reason" by Freddie Vel, "Together Again" by Freddie Hart and "Where The North Wind Blows" by Dwight Todd. Copies can be obtained by writing on station letterhead to Tex at Brite Star Promotions, Newbury, O.

One of the country's top spiritual quartets, the Blue Ridge Quartet, has been hopping along with an impressively packed schedule of late. The group has just recently completed a gospel music film, cut in Nashville, entitled "Sing A Song For Heaven's Sake." The movie is scheduled for release in Oct. In addition, the foursome has just cut a new album, and are now heading for Oklahoma to tape a second season of appearances on the "Buck Owens American Music Show" TVer.

Speaking of gospel groups, the Prophets are a fast-rising new ensemble who have been making a good deal of noise on the music scene. They just finished up a whirlwind tour of Nashville which included a two-day stand at the War Memorial Auditorium plus a series of radio and TV 'visits'. Immediately after they finished up in Nashville, the boys jumped into their big bus and headed North for a series of concert appearances. The latest wax effort by the boys is a ditty called "Love Like The Sun" on Heart Warming Records.

Our condolences to Howard Vokes, who recently suffered a near fatal accident while driving through his home state of Pennsylvania. The singer's car was completely demolished, along with two other autos involved in the collision. Vokes received injuries to nose, both kneecaps and arms.

A few new country artists are hitting the scene, including Sandy and Donna Rhodes, who recently signed with RCA Victor, and Jennie Clay, whose name has been added to the Columbia talent roster. Another new signee is Barbara Allen, a former Decca artist, who just joined Presta Records. After an absence of several years from the business, Barbara returned to headline at the Golden Nugget, in addition to taking on a regular weekly spot on the Billy Grammer TVer and a regular spot with the WWVA Jamboree. She has also just wrapped up a schedule of headlining more than 35 major fair dates.

During the summer months, KBER-San Antonio prez "Bam" Bamford made a six-week tour of Central and South America to see just what interest those countries have in country music. After traveling thousands of miles, Bamford has concluded that the next C&W breakthrough will occur in South America, although many of the countries have thrown up a roadblock in the form of a ban on record imports. (A situation which he feels could be eliminated through proper governmental channels.) Bamford spoke to radio execs, deejays, artists, labels and ad agencies throughout the area, with an overwhelming consensus in favor of our country sounds. He is now planning to continue negotiations for future meetings and consultations to explore the possibility of opening up the C&W market in South America . . . In addition, the station will continue presenting top talent shows here in the States, as evidenced by the Sept. 11 package presented at the Municipal Auditorium. The first show of the fall-winter season, the jamboree featured Webb Pierce, Sonny



GARRISON - SIZE EXPANSION—Cliffie Stone, Central Songs topper, glows like a proud papa as he expands his talent roster via the inking of newcomer Glen Garrison to his management branch, Cliffie Stone Productions. Also displaying a toothpaste smile is the firm's general professional manager, Charlie Williams. Garrison, already making noise with his brand new Imperial release, "Green To Blue," joins a lineup that includes Capitol's Red Simpson and Tower's Kay Adams.

Bill Crawford of Crawford Enterprises informs us that Lubbock, Tex., is a spot to be reckoned with in the line of talent packaging. The first of three planned shows left the area early last month with a schedule that included stopovers in Texarkana, Tex., Albany, Ga., Brownsville, Tex., Carthage, Mo., Tulsa, Oklahoma City, Fort Smith, Ark., and Vernon, Tex. Touring with the show were Jim Peters, Jo Ann Reynolds, Elton Williams, Tommy Williamson, the Banner Trio and the Banner Boys.

Champeen yodeler Kenny Roberts has just left a week-long stand at the "Flame" in Minneapolis, immediately followed by a string of one-nighters in Canada. Continuing north of the border, Kenny also appeared at Toronto's "Horseshoe" for a week, followed by an upcoming week stand at the Country Palace in Montreal (Sept. 19-25).

Gen. Jack McFadden (a recent promotion), who takes care of management-type things for Buck "The Tiger" Owens (he's really meek as a kitten, gals) tells us that Buck has just finished taping a couple of segments for the NBC-TVer "Swingin' Country," scheduled for airing on Sept. 19 and 21. In addition, the Bakersfield Bomber will also be busy in Oklahoma City taping his own syndicated video show (11-15). Immediately after he gets through all of that television stuff, Tiger and his star-packed package—Dick Curless, Key Adams, Tommy Collins, Merle Haggard, Bonnie Owens, etc.—head out on a cross-country tour starting on Sept. 16 at Des Moines and winding up at the Penn Theatre Auditorium in Pittsburgh (25).



COUNTRY REVIEWS

B+ very good B good C+ fair C mediocre

THE CASH BOX BULLSEYE



THERE'S NO ROOM IN MY HEART (For The Blues) (2:07)
[Milene, ASCAP—Turner, Rose]
ANOTHER STORY (2:50) [Marson, BMI—Duff]
ERNEST TUBB (Decca 32022)

Vet hitmaker Ernest Tubb is set for another trip to chartsville with this effort tabbed "There's No Room In My Heart (For The Blues)." Lid is a mid-tempo, light-hearted ditty done up in the songster's winning style. Ah, Leon. "Another Story" is a sentimental, slow-moving woeser.

LONG TIME GONE (2:07) [Newkeys, BMI—Dudley, Marrison]
I FEEL A CRY COMIN' ON (2:38) [Newkeys, BMI—Key]
DAVE DUDLEY (Mercury 72618)

Hot on the heels of his current biggie, "Lonelyville," comes this sure-fire charter, dubbed "Long Time Gone," from Dave Dudley. The side is a lopin', blues-flavored thumper with a rhythmic, very contagious sound. "I Feel A Cry Comin' On" is a throbbing, tear-stained shuffler.

COMING BACK TO YOU (2:15) [Tree, BMI—Robinson]
GIGAWACKEM (1:50) [American, BMI—Fell]
BROWNS (RCA Victor 8942)

Still riding the hitsville path with "I'd Just Be Fool Enough," the Browns are a cinch to continue in that same vein with this clever stanza called "Coming Back To You." A tricky lyric and a slick, super-smooth job by the trio makes this a lid to watch. "Gigawackem" is a pert, double-talkin' sound that may well be the action side. A cutie.

VOLKSWAGEN (2:38) [Raleigh, BMI—O'Brien, Emerson]
AND I LIKE THAT SORTTA THING (1:50) [Shoji, BMI—Langston]
RAY PILLOW (Capitol 5735)

Ray Pillow, not far behind his "Common Colds And Broken Hearts" winner, should soon be scoring again with this item tabbed "Volkswagen." The well known imported "bug" gets a limelight spot in this bouncy, perkin' session. Watch it. "And I Like That Sortta Thing" is another cutie, nicely done by Pillow.

SHE'S MIGHTY GONE (2:30)
[Southwind, Copper Creek, BMI—Cash, Carter]
THE BABY SITTER (2:05) [Moss-Rose, BMI—Mills]
JOHNNY DARRELL (United Artists 50047)

Johnny Darrell could have another "As Long As The Wind Blows" on his hands with this effort tagged "She's Mighty Gone." Tune is a medium-paced, loping tear-jerker of a fella whose romance has smashed up. "The Baby Sitter" is a slow-moving, plaintive stanza, also nicely handled.

A NEW PLACE TO HANG YOUR HAT (1:58)
[Tree, BMI—Wright, Putman]
A KICK IN THE CONSCIENCE (2:30) [Tree, BMI—Allsup]
RUBY WRIGHT (Epic 10055)

Here's a strong item by Ruby Wright, dubbed "A New Place To Hang Your Hat," that may well bring the lass into the Top 50 scene. Done up with a wild, pop-flavored "Boots" sound, the lid is a thumping tale of a gal who's had enough. "A Kick In The Conscience" is a traditional country-oriented lid with a sweet sound.

SORRY, MY NAME ISN'T FRED (2:35) [Wilderness, BMI—Howard]
THINGS I REMEMBER MOST (2:25) [Lee-Wayne, BMI—Helms]
BOBBY HELMS (Kapp 777)

Bobby Helms has been absent from the country charts for quite a spell, but he stands a good chance to re-establish himself with this effort, "Sorry, My Name Isn't Fred." Helms delivers a potent, heart-breaking lyric about a feller who finds he's a "second choice." Flip, "Things I Remember Most" is a woesy duet with Dori Carroll.

Newcomer Pick

CRYING ON THE INSIDE (2:14) [Pamper, BMI—Pennington]
IT LOOKS LIKE THE END (2:35)
[Silver Star, Francis Marvin, BMI—Hansard, Johnson]
KIRK HANSARD (Columbia 43782)

Kirk Hansard could well garner national attention with this item called "Crying On The Inside." A pulsing, waltz-time tear-jerker, this may be the one to bring home the bacon for the songster. "It Looks Like The End" is a real slow-moving tale of woe, also handled nicely.

Newcomer Pick

POOR FOOL (2:20) [Pamper, BMI—Pennington]
I'VE GOT THE RIGHT TO CRY (2:24) [Pamper, BMI—Pennington]
SWANEE CALDWELL (Boone 1043)

Watch out for Swanee Caldwell to stir up plenty of dust with this top-notch outing labeled "Poor Fool." Songster offers an easy-paced, western-flavored ode about a guy who gets the treatment from his gal. "I've Got The Right To Cry" is a slowed-down heartbreak item.

GENE GENTRY (Sand 406)

(B+) THE BUSY SIGNAL (1:54)
[Sage & Sand, SESAC—Gentry]
Gene Gentry could well score big with this mid-tempo, heart-tuggin' tale of a man who can't get through to his gal. Nice sound.

(B) TOMORROW WILL BE OUR WEDDING DAY (2:35) [Sage & Sand, SESAC—Gentry]
Flip is another shufflin' blues stand.

FLOYD TILLMAN (Musicor 1196)

(B+) THE GREEN HILLS OF EARTH (2:05) [Glad, BMI—Daffan]
Floyd Tillman stands a strong chance to be back in business with this catchy, stompin' stand about an astronaut lost in space. Good sound.

(B+) LONELY WHERE I STAND (2:43) [Glad, BMI—Daffan, Ward]
Equally attractive, the flip is a slow-moving tearjerker. Could go.

Hickory Dickory Dock
The Mouse Run up the Chart
And So Is Wild Bill

"I'm Wild Bill Tonite"

by

Janet McBride & Vern Stovall

LONGHORN #571

Saran Music Co.

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Signal"

GENE GENTRY

Sand #406



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TOP COUNTRY ALBUMS

1	ALMOST PERSUADED David Houston (Epic LN 24213/BN 26213)	1	17	I WANT TO GO WITH YOU 13 Eddy Arnold (RCA Victor LPM/LSP 3507)
2	CARNEGIE HALL CONCERT 4 Buck Owens & Buckaroos (Capitol T/ST 2556)	4	18	EVERYBODY LOVES A NUT 19 Johnny Cash (Columbia CL 2492/CS 9292)
3	THE LAST WORD IN LONESOME 3 Eddy Arnold (RCA Victor LPM/LSP 3622)	3	19	PLEASE DON'T HURT ME 18 Norma Jean (RCA Victor LPM/LSP 3541)
4	DISTANT DRUMS 2 Jim Reeves (RCA Victor LPM 3542/LSP 3542)	2	20	STEEL RAIL BLUES 23 George Hamilton IV (RCA Victor LPM/LSP 3601)
5	SUFFER TIME 6 Dottie West (RCA Victor LPM/LSP 3587)	6	21	LET'S GO COUNTRY 22 Wilburn Bros. (Decca DL 4764/7464)
6	DON'T TOUCH ME 5 Wilma Burgess (Decca DL 4788/74788)	5	22	PUT IT OFF UNTIL TOMORROW 24 Bill Phillips (Decca DL 4792/74792)
7	EVIL ON YOUR MIND 8 Jan Howard (Decca DL 4793/74793)	8	23	ALONE WITH YOU 21 Jimmy Edward Brown (RCA Victor LPM/LSP 3569)
8	I'M A PEOPLE 7 George Jones (Musicor MM 2099/MS 3099)	7	24	GEORGE JONES GOLDEN HITS 28 (United Artists PAL 3532/UAS 6532)
9	I LOVE YOU DROPS 15 Bill Anderson (Decca DL 4771/7 4771)	15	25	JOHNNY PAYCHECK AT CARNEGIE HALL 26 (Little Darlin' LD 4001/SLD 8001)
10	MANY HAPPY HANGOVERS 9 Jean Shepard (Capitol T/ST 2547)	9	26	COUNTRY SHADOWS 27 Hank Williams, Jr. (MGM E/SE 4391)
11	DUST ON MOTHER'S BIBLE 10 Buck Owens (Capitol T 2443/ST 2443)	10	27	DYNAMIC 30 Tommy Collins (Columbia CL 2510/CS 9310)
12	THE COUNTRY TOUCH 12 Warner Mack (Decca DL 4766/74766)	12	28	THE DRIFTER 29 Marty Robbins (Columbia CL 2527/CS 9327)
13	I LIKE 'EM COUNTRY 11 Loretta Lynn (Decca DL 4744/74744)	11	29	DON GIBSON WITH SPANISH GUITARS 20 (RCA Victor LPM/LSP 3594)
14	COUNTRY ALL THE WAY 14 Kitty Wells (Decca DL 4776/74776)	14	30	THE BEST OF PORTER WAGONER — (RCA Victor LPM 3560/LSP 3560 E.)
15	TILL THE LAST LEAF SHALL FALL 17 Sonny James (Capitol T/ST 2561)	17		
16	MOVIN' ON/LUKE THE DRIFTER 16 Hank Williams (MGM E/SE 4380)	16		



COUNTRY TOP 50

		Pos. Last Week			Pos. Last Week
1	ALMOST PERSUADED (Al Gallico—BMI) David Houston (Epic 10025)	1	26	A TASTE OF HEAVEN (Forest Hills—BMI) Jim Edward Brown (RCA Victor 8867)	25
2	THE TIP OF MY FINGERS (Tree, Champion—BMI) Eddy Arnold (RCA Victor 8869)	2	27	AT EASE HEART (Acuff-Rose—BMI) Ernie Ashworth (Hickory 1400)	28
3	THE STREETS OF BALTIMORE (Glaser—BMI) Bobby Bare (RCA Victor 8851)	3	28	THIS GUN DON'T CARE (Barmour—BMI) Wanda Jackson (Capitol 5712)	35
4	A MILLION AND ONE (Silver Star—BMI) Billy Walker (Monument 943)	4	29	I HEAR LITTLE ROCK CALLING (Acclaim—BMI) Ferlin Husky (Capitol 5679)	32
5	THE SHOE GOES ON THE OTHER FOOT TONIGHT (Mariposa—BMI) Marty Robbins (Columbia 43680)	5	30	I'D JUST BE FOOL ENOUGH (Acuff-Rose—BMI) Browns (RCA Victor 8838)	29
6	BLUE SIDE OF LONESOME (Glad—BMI) Jim Reeves (RCA Victor 8902)	7	31	PURSUING HAPPINESS (Wilderness—BMI) Norma Jean (RCA Victor 8887)	30
7	ROOM IN YOUR HEART (Marson—BMI) Sonny James (Capitol 5690)	12	32	BOTTLES (Barmour—BMI) Billy Grammer (Epic 10052)	34
8	YOU AIN'T WOMAN ENOUGH (Sure-Fire—BMI) Loretta Lynn (Decca 31966)	6	33	LOVE'S SOMETHING I CAN'T UNDERSTAND (Cedarwood—BMI) Webb Pierce (Decca 31982)	31
9	THE LOVIN' MACHINE (Window, Moyhew—BMI) Johnny Paycheck (Little Darlin' 004)	8	34	THE COMPANY YOU KEEP (Combine—BMI) Bill Phillips (Decca 31996)	43
10	4033 (Glad—BMI) George Jones (Musicor 1181)	13	35	BOA CONSTRICTOR (Hallis—BMI) Johnny Cash (Columbia 43763)	41
11	I CAN'T KEEP AWAY FROM YOU (Branze—SESAC) Wilburn Bros. (Decca 31974)	9	36	IT TAKES A LOT OF MONEY (Four Star—Sales—BMI) Warner Mack (Decca 32004)	45
12	STANDING IN THE SHADOWS (Ly—Rann—BMI) Hank Williams, Jr. (MGM 13504)	11	37	MY WAY OF LIFE (Gringa, Sha!—BMI) Sonny Curtis (Viva 602)	39
13	SWINGING DOORS (Bluebook—BMI) Merle Haggard (Capitol 5600)	10	38	LITTLE PEDRO (Regent—BMI) Carl Butler & Pearl (Columbia 43685)	42
14	I GET THE FEVER (Stallion—BMI) Bill Anderson (Decca 31999)	17	39	(THAT'S WHAT YOU GET) FOR LOVING ME (Witmark & San—ASCAP) Waylon Jennings (RCA Victor 8917)	48
15	IT'S ALL OVER (Wilderness—BMI) Kitty Wells (Decca 31957)	15	40	NO ONE WILL EVER KNOW (Acuff-Rose—BMI) Frank Ifield (Hickory 1397)	44
16	IF TEARDROPS WERE SILVER (Tree—BMI) Jean Shepard (Capitol 5681)	18	41	EL TIGRE (Delmore—ASCAP) Stu Phillips (RCA Victor 8868)	46
17	THE BOTTLE LET ME DOWN (Blue Book—BMI) Merle Haggard (Capitol 5704)	23	42	EARLY MORNING RAIN (Witmark & San—ASCAP) George Hamilton IV (RCA Victor 8924)	47
18	OPEN UP YOUR HEART (Blue Book—BMI) Buck Owens (Capitol 5705)	27	43	IT'S ONLY LOVE (Pamper—BMI) Jennie Seely (Monument 965)	—
19	MOMMY, CAN I STILL CALL HIM DADDY? (Tree—BMI) Dottie West (RCA Victor 8900)	19	44	I'M WILD BILL TONITE (Soran—BMI) Janet McBride & Vern Stovall (Longhorn 571)	37
20	THE WORLD IS ROUND (Four Star—BMI) Roy Drusky (Mercury 72586)	20	45	SWEET THANG (Su-Ma—BMI) Nat Stuckey (Paula 243)	51
21	THINK OF ME (Bluebook—BMI) Buck Owens (Capitol 5647)	16	46	WHAT'S IT GONNA COST ME (Shodetree Music—BMI) Bonnie Owens (Capitol 5688)	50
22	LONELYVILLE (Four Star Sales—BMI) Dave Dudley (Mercury 7258)	14	47	SHOW ME THE WAY TO THE CIRCUS (Mimoso—BMI) Homesteaders (Little Darlin' 0010)	49
23	BLUES PLUS BOOZE (Sure Fire—BMI) Stonewall Jackson (Columbia 43718)	21	48	APARTMENT #9 (Bobby Austin (Tolly)	60
24	AIN'T HAD NO LOVIN' (Blue Crest—BMI) Connie Smith (RCA Victor 8842)	22	49	HECK OF A FIX IN '66 (Peach—SESAC) Jim Nesbitt (Chart 1350)	54
25	WALKIN' ON NEW GRASS (Pamper—BMI) Kenny Price (Boone 1042)	33	50	(HE WAS) ALMOST PERSUADED (Al Gallico—BMI) Donna Harris (ABC Paramount 10839)	—



All American Boy

Barry "Green Beret" Sadler, who knows how it feels to have a pop-country smash, presents a plaque from the Young Americans to another twin Market hitmaker, Buddy Starcher, for "his outstanding contribution to Americanism." Award stemmed from Buddy's recordings of "History Repeats Itself" and "Day For Decision."

Starday Sets New Distrib

NEW YORK — In an effort to strengthen the penetration of Starday singles and album product in the Texas/Oklahoma market place, Col. Jim Wilson, the diskery's vice president of marketing, has announced the appointment of Big State Distributing for the Dallas/Oklahoma area, and H. W. Daily for the Houston/San Antonio area. Bill Emerson will foreman the Big State operation while

the H. W. Daily outfit will be topped by Don and Bud Daily. Wilson noted: "Current market data indicate that three of the sixteen largest cities in the U.S.A. are located in Texas (Houston, Dallas, San Antonio). Both of our newly appointed distributors have experienced many successful years in the exploitation and sale of C&W music product and we feel confident they will substantially aid Starday in the improvement of overall sales in Texas and Oklahoma."

Our Man From 'Nevada'

Merle Kilgore, whose latest Epic effort, "Nevada Smith," kicked up a nice bit of action, takes time out of his work schedule to visit Louie Buckley at his Record Shop in Music City, and check on record sales. Needless to say, the dazzling Kilgore smile isn't wasted on young Jill Murphy, a script girl from the West Coast.



Cash Box



September 17, 1966



Elis Regina is credited with being a leading performer of the new MPM (Musica Popular Moderna) Sound, a sequel to the Bossa Nova. The Brazilian songstress, who records for Companhia Brasileira de Discos (Philips), recently received a gold record for having sold more than 450,000 records in Brazil, a very high figure for that country. Her current LP, "Dois Na Bossa Vol. 2," is one of Brazil's top-selling packages. She has to date cut four LP's and several "compacts," among a number of smash singles. Personal appearances in Argentina, Venezuela and Portugal have established her popularity outside of her native country.



GREAT BRITAIN

A party given by Walt Disney Productions Ltd. at their new premises at 83, Pall Mall, S.W.1. to launch their own record company in Britain was hosted by president Jimmy Johnson and Frank Weintrop in charge of British operations. The Buena Vista and Disneyland labels will be distributed through EMI Records with whom Disney has had a successful relationship for many years. First Disneyland release due in October will be six "Little L.P.s" 7" 33 1/3rd r.p.m. disks featuring "Mary Poppins," "Snow White," "Lady And The Tramp," "Peter Pan," "Cinderella" and "Alice In Wonderland." All disks are accompanied by a 24-page full colour book enabling the child to follow the text with the spoken word. Disk and book retails at 9/6d. Disneyland recordings will not be confined to American product and already "Great Ballets" an album featuring the Royal Covent Garden Orchestra has been recorded. Albums accompanied by a 12-page book of full colour illustrations will retail at 25/-. A twice-a-week series of half-hour television programmes "Disney Wonderland" is scheduled to commence on September 27th thus providing a showcase for the Disneyland and Buena Vista product. After London, Jimmy Johnson and Frank Weintrop left to set up distributing deals throughout the continent. They intend to negotiate separate contracts for each country.

Jennings Musical Industries Ltd. reports export orders amounting to £200,000 at the end of their four-day exhibit at the British Music Industries Trade Fair held in London recently. The orders are for electric guitars, electronic organs and a new range of transistorised amplifiers which were used by the Beatles on their recent American tour. Jennings reports that a Madrid wholesaler ordered 16 million pesetas (£50,000) worth of equipment and £30,000 has come from West Germany, £30,000 from America, £10,000 each from France, Italy and Switzerland, £5000 from Austria and £8000 from the Canary Islands. British dealers placed orders worth £10,000.

British singer Sheila Southern was voted into second place at the 6th International Music Festival held recently at Sopot, Poland in which 30 contestants participated. Angela Zilia came first for Greece, Lili Ivanowa came third for Bulgaria and Lana Cantrell took fourth place for the United States. All entrants had to sing Polish compositions and Sheila's success came with "Hiroshima Mon Amor." Discussions are taking place and there is a possibility that her next single will feature the number with English lyrics penned by Keith Alan and retitled "I Know" for release on Decca. Manager Derek Boulton accompanied the singer to Poland together with MD Derek Cox and BBC representative Kenneth Baynes who selected Sheila to represent Britain at the Festival. The show was televised to thirteen countries with an estimated 350 million viewers. An offer for Sheila to take part in four TV shows in Yugoslavia, Bulgaria and Poland is currently under discussion.

Australia's No. 1 pop star Normie Rowe arrived in Britain last week and was met at the airport by his manager Ritchie Yorke, agent Eddie Jarrett of the Grade Organisation and representatives of Polydor Records who have the 19-year-old singer under contract. Having reached the top in his native Australia, Rowe is making a bid for international stardom and will remain in the U.K. for three months during which time he will undertake a nation wide tour and fulfill TV and radio engagements. Soon after his arrival, Rowe cut several tracks for his first British single which will be rush-released on the Polydor-Sunshine label.

That delightful and talented musician Henri Mancini paid an all-too-short visit to London recently and was guest of honour at a party at the Mayfair Hotel hosted jointly by CBS, Chappells and United Artists. The occasion was to launch the Mancini penned theme from the U.A. film "What Did You Do In The War Daddy" from which the ballad "In The Arms Of Love" is taken. Apart from the Henri Mancini orchestral version on RCA there is an Andy Williams single on CBS and Frank Chacksfield will record the number for Decca. Music is published by Compass Music, a subsidiary of the Chappell Organisation.

Hot on the heels of their "Black Is Black" success Spanish group Los Bravos is all set for a repeat performance with their new single "I Don't Care" just out on Decca as is their first album "Los Bravos." The group are due back in Britain on September 11th for a five-week round of cabaret, concert and television dates to be followed by a trip to America where "Black Is Black" is currently enjoying considerable success.

A galaxy of talent on the new September release of Atlantic albums including Bobby Darin, Solomon Burke, Ornette Coleman, Nat Adderley etc. as well as a 12-artist album featuring Wilson Pickett, Joe Tex, Solomon Burke, Sonny and Cher, Percy Sledge, Deon Jackson, the Young Rascals, Ben E. King, Otis Reading, the Shadows of the Knight, the Drifters and the Tree Caps.

Quickies: The Spencer Davis Group has been signed to appear at the Grand Gala du Disques on October 1st. . . . Crispian St. Peters follows his "You Were On My Mind" and "Pied Piper" hits with the Phil Ochs penned "Changes" which could give him three-in-a-row. . . . Peters flies to the States October

The Best in Britain ... Bens

THE INTERNATIONAL SOUND

is

Cliff Bennett and the Rebel Rousers

"GOT TO GET YOU INTO MY LIFE"

Parlophone (UK)

ABC (USA)

The Fourmost

"HERE, THERE AND EVERYWHERE"

Parlophone (UK)

Capitol (USA)

NORTHERN SONGS LTD (ENGLAND) MACLEN MUSIC INC (U.S.A.)

Great Britain's Best Sellers

This Week	Last Week	Weeks On Chart	
1	1	4	*Yellow Submarine—The Beatles (Parlophone) Northern phone) Northern Songs
2	3	5	God Only Knows—The Beach Boys (Capitol) Immediate
3	2	7	*With A Girl Like You—The Troggs (Fontana) Dick James
4	8	3	They're Coming To Take Me Away Ha-Ha—Napoleon XIV (Warner Bros.) Cop Con.
5	7	6	Mama—Dave Berry (Decca) Francis Day & Hunter
6	6	5	*Visions—Cliff Richard (Columbia) Belinda
7	14	2	*All Or Nothing—Small Faces (Decca) Robbins
8	5	6	Summer In The City—The Lovin' Spoonful (Kama Sutra) Robbins
9	4	8	Black Is Black—Los Bravos (Decca) Mellin
10	9	8	The More I See You—Chris Montez (Pye) Bregmann Vocco & Conn
11	13	3	*Lovers Of The World Unite—David & Jonathan (Columbia) Mills
12	11	4	Hi Lilli Hi Lo—Alan Price Set (Decca) Robbins
13	12	3	I Saw Her Again—Mama's & Papa's (RCA) Dick James
14	—	1	Too Soon To Know—Roy Orbison (London) Keith Prowse
15	16	2	*More Than Love—Ken Dodd (Columbia) Keith Prowse
16	10	8	*Out Of Time—Chris Farlowe (Immediate) Mirage
17	19	2	Just Like A Woman—Manfred Mann (Fontana) Feldman
18	18	5	I Want You—Bob Dylan (CBS) Feldman
19	—	1	*Got To Get You Into My Life—Cliff Bennett (Parlophone) Northern Songs
20	—	1	Distant Drums—Jim Reeves (RCA) Acuff Rose

Top Ten LP's

1	Revolver—The Beatles (Parlophone)	6	Summer Days—The Beach Boys (Capitol)
2	Sound Of Music — Soundtrack (RCA)	7	From Nowhere—The Troggs—The Troggs (Fontana)
3	Pet Sounds—The Beach Boys (Capitol)	8	Bluesbreakers—John Mayall/Eric Clapton (Decca)
4	Blonde On Blonde—Bob Dylan (CBS)	9	Small Faces—The Small Faces (Decca)
5	Aftermath—The Rolling Stones (Decca)	10	Strangers In The Night—Frank Sinatra (Reprise)

Sweden's LP Best Sellers

1	Revolver (Beatles/Parlophone)
2	*Tages 2 (Tages/Platina)
3	Would You Believe (Hollies/Parlophone)
4	Aftermath (Rolling Stones/Decca)
5	Daydream (Lovin' Spoonful/Kama Sutra)
6	*Hep Stars On Stage (Hep Stars/Olga)
7	Yardbirds (Columbia)
8	The Sound Of Music (Soundtrack/RCA Victor)
9	Pet Sounds (Beach Boys/Capitol)
10	Animalisms (Animals/Decca)

*Local product.

GREAT BRITAIN (Continued)

14th for a 28-day tour of America to be followed by a six-week tour of Australia. . . . Selecta has refused to distribute "We Love The Pirates" first single on the newly formed Marmalade label, subsidiary of Polydor Records. . . . Dusty Springfield's new single combines British and American talent with a Clive Westlake-B. Wiseman composition "All I See Is You" issued on Philips and published by Belinda. . . . Another Howard Blaikley composition for Dave Dee, Dozy, Beaky, Mick and Tich with "Bend It" again published by Lynn Music and released on Philips. . . . "Summer Wind" by Frank Sinatra issued on Reprise. . . . New Zealand group, the Newfolk, make their debut on Decca with "Today." . . . Following fantastic concert success by French star Charles Aznavour Decca issued "Aznavour in London" E.P. all material being penned by the star and English lyrics by Marcell Stellman . . . the Searchers touring Germany October 1st-6th and Sweden and Denmark October 8th to 16th have new Pye single "Have You Ever Loved Somebody" published by Dick James Music. . . . Recent American No. 1 "Sunny" by Bobby Hebb released here by Philips. . . . Philips pinning great hopes on new singing discovery Sussanah Young who debut her with an album "The Sweetest Sounds Of Sussanah Young." . . . "Yellow Submarine" still topping Best Selling Sheet Music Lists for Northern Songs.



FAREWELL DRINK—Louis Benjamin (right), managing director of Pye Records, recently had a farewell drink with Reprise disk star Trini Lopez, who had completed his role in the film "Dirty Dozen" and was set to return to the U.S. Tony Hatch, Pye A&R man, is the gentleman in the middle.



HOLLAND

Bovema's Roel Kruyze, in charge of the company's single hit repertoire, reports to CB that Stateside will now distribute material of Immediate Records in Holland. Immediate Rec. is owned by Stones'-manager Andrew 'Loog' Oldham. The first two singles hit the stands this week: a.o. Chris Farlow's "Out Of Time."

A string of Bovema-shows is now covering the country, attracting record dealers in different cities and sales areas. The show unveils highlights of the new Bovema-repertoires, a detailed report of which will follow shortly. Attendance in cities like Utrecht, Arnhem, Rotterdam and Amsterdam was quite satisfactory so far.

His Master's Voice rushed out new items by Rex Gildo ("Rosen Brauchen Sonnenschein"), Adamo ("Elle Était Belle Pourtant") Ross McManus ("Girlie, Girlie") and the Mike Sammes Singers ("Somewhere My Love") this week.

This week Barclay Netherlands has released a very good version of "Guan-tanamera" by the Ian Campbell Folk Group on Transatlantic label. In three weeks time "Black Is Black" by Los Bravos has reached the 3rd place on the charts. Within a short time a new single and the first LP of "Los Bravos" will be released. In October next the series "Batman" will start for the Dutch Television, and the original sound track by Nelson Riddle, which is used by the television, will be brought on the market by Barclay; a heavy publicity campaign is being prepared.

One of the most important CBS releases of this week is Bob Dylan's latest Album, a 2-record set, entitled "Blonde On Blonde," Vol. I & II featuring such famous items as "Rainy Day Women Nos. 12 & 35," "One Of Us Must Know," "Just Like A Woman," "Obviously 5 Believers" and a.o. "Sad Eyed Lady Of The Lowlands." Albums by Bob Dylan are among the strongest sellers on the Dutch market today and "Blonde On Blonde" most likely will become a blockbuster in our territory.

CBS also released an Extended Play recording by Barbra Streisand, featuring such famous songs as "Sam You Made The Pants Too Long," "Gotta Move," "The Minute Waltz" and "Starting Here, Starting Now."

Recent CBS additions to the singles field include a deck by popular French singer Joe Dassin: "Comme La Lune"/"Ca M'Avance A Quoi?"; German Peter Beil's version of "Strangers In The Night": "Fremde In Der Nacht" c/w "Geh' Nicht Am Grossen Glück Vorbei" as well as the latest hit-single by the U.S. group the Cyrkle: "Turn-Down Day" b/w "Big Little Woman."

The end of this month will be the première-date in Amsterdam of the Warner Bros. Picture "Who's Afraid Of Virginia Woolf?" of which CBS released the original Broadway Cast, which was awarded the Dutch Edison, 1964 in the category "Stage Play International."

On September 15, the Columbia Pictures Film "The Chase" with Marlon Brando in the leading role, had its première-date in Amsterdam. CBS released the Soundtrack LP recording with music composed by John Barry.

CBS Holland rush-released the latest Bob Dylan single featuring: "Just Like A Woman" b/w "Obviously 5 Believers" as well.

Negram is extremely happy with its three new acquisitions. Since September 1, it is the official distributor of Critère (France), Roulette (USA) and Elektra (England).

The Critère long play albums will be released in Holland on the Eurodisc label, Ariola's much praised classical line. Nine LP's are on release and six will hit the market in three weeks' time. Critère is specializing in baroque music but has albums for any classical music lover. Famous artists include Roland Douatte and Jean Pierre Ampale.

Roulette is hot internationally right now with Tommy James & the Shondells, still in the top 20 with their rock & roll disk "Hanky Panky" and their fast rising US chart item is heading to be a sure bestseller, too. In the past few years, Roulette had top disks with artists like Joey Dee & the Starlighters, Jimmie Rodgers, Shawn Elliott, the Essex and many more. It also has a great stack of albums in the jazz and latin vein.

Elektra is one of the world's outstanding companies in folk music. A surprising reception of albums by Marc Spoelstra, Phil Ochs, Tom Paxton, Woody Guthrie, and Leadbelly starts the Negram work on this label.

Last weekend, the winning dealers of the successful Mode publicity and sales campaign flew over to Paris. To an invitation of Vogue's Leon Cabat they visited the International Industries, went shopping on the Champs Elysees and did more things like that. Negram is currently working on singles by Karine, Les Problèmes, Christophe and Jacques Dutronc whose "Mini Mini Mini" is fast becoming a top 40 item. Other singles are in the can.

Robert Oeges and Hans I. Kellerman, managing directors of Negram-Delta, were in London in order to attend the international Pye meeting and the na-

French Musicians Go On Recording Strike

PARIS—French musicians are on strike. The "Syndicat des musiciens de la Région Parisienne" launched this move on September 1st. This strike concerns only recording sessions (records and films). Musicians who are paid 70 francs for three hour sessions want 90 Francs. They are also protesting against what they call abusive use of play back and re-

recording. Record producers say they can't accept any demands. They will send their artists to record in foreign countries, labels warn.

French musicians, who hope for help solidarity of Belgian and Italian musicians, are ready for a long strike. They talk of six months and even a year.

Bovema Readies 20th Anny Day

HOLLAND—The Bovema label celebrates its 20th anniversary next week (19). The company, headed by Gerry M. Oord, will host labels execs from

all parts of the world on that day. In line with the anniversary, the company has also issued a special 45 rpm souvenir record on the milestone.



SONNY & CHER DELIGHT—Sonny and Cher seen here with G. N. Bridge, managing director of EMI Records, at a recent reception held in their honor at EMI House.

Holland's Best Sellers

This Week	Last Week	Title	Label
1	1	Yellow Submarine (Beatles/Parlophone)	(Leeds-Basart/Amsterdam)
2	2	With A Girl Like You (The Troggs/Fontana)	(Basart/Amsterdam)
3	3	Black Is Black (Los Bravos/Barclay)	(Ed. Robert Mellin/Brussels)
4	5	Mothers' Little Helper (The Rolling Stones/Decca)	(Basart/Amsterdam)
5	9	Oh What A Kiss (Will Andy/CNR, Micky Day/Omega)	(Basart/Amsterdam)
6	4	Lady Jane (David Garrick/Pye)	(Basart/Amsterdam)
7	7	Summer In The City (Lovin' Spoonful/Kama Sutra)	(Melodia/Amsterdam)
8	6	Dans Je De Hele Nacht Met Mij (Karin Kent/Decca)	(U. A. Music-Altona/Amsterdam)
9	10	I Saw Her Again (Mama's And Papa's/RCA)	
10	—	Hi-Lili-Hi-Lo (Alan Price Set/Decca)	(Francis Day-Melodia/Amsterdam)

HOLLAND (Continued)
tional meeting in which the new winter product has been launched. Except a new Kinks Album, Negram expects to do some strong business with new singles by the Searchers, David Garrick, Sandie Shaw, the Overlanders, etc.

Bill Slinger, Artone prexy, announced the news that Compagnia Generale del Disco of Italy appointed Artone distributors of the important C.G.D. line in Benelux as of this week. The label's artist roster includes the very successful Gigliola Cinquetti, a young female singer with a large following in this territory. Currently in Holland, in company of Porta, the label's International Dept. chief, she is starring in the musical revue "Canta Europa Express," which performed at the Amsterdam Concertgebouw on September 3rd.

Current Benelux releases from the Epic catalog, distributed by Artone's subsid Funckler Records, include Donovan's winner "Sunshine Superman", Bobby Hackett's strong version of "Oh! My Pa-Pa" and Garry Sherman's rendition of "Lara's Theme" from the Doctor Zhivago movie-score. Donovan's initial outing for the label already shows sure signs of becoming a blockbuster in Holland, according to Pete Felleman, Epic manager for Benelux.

Artone's subsid Funckler further released several new recordings from the Prestige catalog, including albums by Chet Baker, Kenny Burrell, Booker Ervin, MJQ, Bobby Timmons and Chuck Wayne. In the meantime, 12 follow-up packages have been scheduled for release in the best selling Prestige Modern Jazz Giants Series, compiled by Pete Felleman. From the same line an initial Single Series is being marketed in Benelux. Featured artists are Richard 'Groove' Holmes, Shirley Scott, Don Patterson and Brother Jack McDuff, producing "Swingin' Organ Sounds."

Ola & the Janglers, hot Swedish beat-group, are due for an important TV-date, an air-shot and three personal appearances in Holland, September 16 thru 18. Funckler has introduced the group to local record-buyers by means of an attractively priced LP package containing live-recorded versions of its successes as well as a single culled from the album. In conjunction with the boys' local exposure both releases will receive full promo treatment.

New entries from the United Artists catalog spotlight the talents of Jay & the Americans in "Livin' Above Your Head" and of Bobby Goldsboro in "Longer Than Forever," released by Artone in Benelux.



BRAZIL

CBS Do Brasil furnishes more news flashes from activities related to the company, as follows: Brazil's top teen chantress, Wanderléa, has her new album ready for release. For the company's album "As 14 Mais" (14 Hits), she cut "Boa Noite Meu Amor" and "Viver Sem Você". Hammond-organ player Lafayette's latest album "L. Apresenta Os Sucesso" is having lots of airplay as background music in many radio and TV stations. . . . Leno & Lilian, teen-music new vocal twosome, in a short time had a number in the country's charts, with "Pobre Menina" a Portuguese version of "Hang On Sloopy" and also cut this hit for the annual CBS album of hits. . . . Another new chanter of the label but in the romantic style is Luiz Carlos Clay, who is having good airplay with two versions of Italian hits—"Uma Casa Sobre O Mundo" and "Eu Nasci Pra Você." . . . Portuguese chantress Maria da Graca's album "Portugal De Sempre" is selling well in Rio mostly. . . . The new LP that Roberto Muller cut for the CBS label is titled "Perdoada." . . . Very popular teen music group Renato & Seus Blue Caps, has a new album practically ready for release. They also cut "Vivo Só" and "Até O Fim" for the company's hit album. . . . Also preparing numbers for a new album, romantic chanter, new with the label, Rivaldo Calheiros. . . . Another new twosome Os Dois Velinhos (Two Old Men) will have an album in the market soon. . . . Madrugada & Seu Conjunto will also have an album of hits released in the near future. . . . A single with Miltoninho singing "É Triste Viver Só" b/w "Aurea," has been also released.

Discos Odeon is proud of the success of their exclusive artist Agnaldo Timoteo, who started not long ago and is among the top stars of the romantic song in Brazil today—a special promotion is deserved. . . . An old-timer who is always on top and is now pacted by the label is Miltoninho, and he is also having special promo this month. . . . Still another exclusive artist who is enjoying this careful promotion is chanter Pery Ribeiro, who has also a successful album in the local market called "Germini V," from a "live" recording in a Rio show. . . . A series of bios, always interesting for press representatives, is also being regularly presented with the new promotion of Odeon—Clara Nunes, Golden Boys, Maestro Gaó, Deny & Dino, are among those of this month. . . . Interesting to note that the international promotion sheets are printed with cuts from Cash Box.

Francisco F. da Silva brings us some news from the pubbery Irmãos Vitale which involve several diskeries, as follows: after a very well organized promotion work from the Mocambo (FDR) diskery, together with Sérgio de Freitas of "Rádio Excelsior," the promo department of Vitale and several deejays of São Paulo, the music "Tijolino" (by Wagner Benatti) and sung by Bobby De Carlo, appears as a rising hit, heading for the charts. . . . The new album by songster Carlos Cesar for the Chantecler label, titled "Triunfamos," which is also the name of the strongest number included, from the Vitale catalogue, is having good sales here. . . . One of the best teen-music group of Brazil, the Jet Blacks, (Chantecler) is currently in Rio de Janeiro where, besides accompanying teen idol Roberto Carlos (CBS) in his newest album and also making arrangements for it, they are also appearing in TV-RIO Shows. José Paulo (Base) of the group informs also that they are promoting their new hit to become, "Charéuzinho Vermelho" (Lil' Red Riding Hood)—currently in the first spots in Cash Box Top 100 (with Sam the Sham & the Pharaohs), which will follow the Jet Blacks' hit "Susie Q," also from the Vitale catalogue. . . . As is happening all over the world, the teen group the Mamas and the Papas is among the favorites also here and, after having "California Dreamin'" in top position their "Monday, Monday" (also Vitale), is coming up already. . . . Having lots of airplay the number composed by chanter Tommy Standen, "Não Brinque Com Fogo," cut in single for RCA and backed by international hit "Eve of Destruction" (both Vitale numbers).

Alfredo Corleto, now heading the promo department of RCA Victor, where where he is assisted by Waldyr Santos, informs from the Elenco label, represented by that company: the release of the album of the finest MPM style, called "M.P.B.4" (Brazilian Modern Pop Quartet), composed by four young men from Niterói—Antonio José, Ruy, Achilles and Miltoninho, with a good selection of numbers by the most representative composers of the kind. . . . Another good album by female vocal group Quarteto Em Cy, with arrangements by Oscar Castro Neves and Ugo Marotta, the first since Cyrene was substituted by Cyregina (Regina Werneck) and also including some top hits of the MPM movement by some of the top authors. . . . Two singles, one of "M.P.B.4" the other of the Quarteto Em Cy are being launched simultaneously. . . . A bow single for Elenco with oldtimer Aracy De Almeida, interpreting two traditional sambas—"Sabotagem No Morro" b/w "Três Apitos"; the first by Wilson Batista and Haroldo Lobo, the other by Noel Rosa.

From Companhia Brasileira De Discos and directly from the top man's office in Rio de Janeiro, we here that, ready for release the announced album cut "live" of the show "Io. Tempo 5x0," with Claudette Soares and Taiguara. . . . Philips exclusive artist of the new MPM line Nara Leão, renewed contract and her album "Faz Escuro Mas Eu Canto" is ready for release. . . . The new album by the successful vocal group Os Cariocas (also known in the USA) is called "Passaporte" and was cut for the affiliated Polydor label. . . . Ronnie Von, considered today one of the top chanters of the teens, after his hit recording of "Girl" in his Portuguese version for Polydor, is now having a "double-compact" launched for which he is cutting two more numbers. . . . C.B.D. is now also representing in Brazil the two US labels "Atlantic" and "Atco." . . . Newest contract for Philips was signed with one of the top singer-composers of the moment, in the MPM line, Gilberto Gil. . . . Excellent instrumental-sometimes vocal group Trio Tamba cut in Mexico for the "Dusa" label and album with some of their hits of the Modern Pop Brazilian Music. Luiz Eça, leader and arranger of the group phoned from over there, informing that its launching was a hit and sales are going well. . . . Concerning representation of Atlantic and Atco, CBD informs that next releases of those labels will be of The Young Rascals and of Sonny and Cher.

Following the reorganization of "Fábrica de Discos Rozemblit," Antonio Coimbra in his PR activity, informs that the company is now launching a new central label, "F.D.R.," with several affiliated ones—in this new line, "Mocambo" will be for the North and Northeast repertory, while "O.S.A." is already in activity, and preparation for a new "A.U." (Artistas Unidos) is going on. Other labels will be created for the South and Central zones. First disc to be launched in the OBA (FDR) label has already been cut and presents a newly pacted chantress—international star Milú—who cut a version of the French hit "Un Homme Une Femme" (Sabadadabada) b/w "Se Te Olvida," a Mexican bolero; the first is sung in Portuguese and the second in Spanish. This is a

Brazil's Best Sellers

This Week	Last Week	
1	1	California Dreamin' (Vitale) Mama's & Papa's/RCA Victor
2	3	Voce Me Acende (Fermata) Erasmo Carlos/RGE
3	2	*Coruja (Fermata) Deny & Dino/Odeon
4	4	Theme From "Dollaro Bucato" (Fermata) Gianni Ferrio/Fermata
5	5	Suzie Q (Fermata) Jet Blacks/Chantecler; Johnny Rivers/RCA Victor
6	9	Aline (Vitale) Christophe/FDR (Mocambo/Vogue)
7	14	Pobre Menina/Hang On Sloopy (Fermata) Leno & Lilian/CBS; Jan & Dean/RCA
8	10	Day Tripper (Fermata) The Beatles/Odeon
9	7	*Tristeza (Fermata) Jair Rodrigues/Philips; Ary Cordovil/RGE; Maysa/RCA
10	6	*Mamãe Passou Açucar Ni Mim (Ed. Samba) Wilson Simonal/Odeon
11	13	*Veja Se Me Esquece (n.p.) Dori Edson/Continental
12	15	*Porta Estandarte (n.p.) Tuca & Geraldo Vandré/Chantecler
13	—	Esqueça (n.p.) Roberto Carlos/CBS
14	8	Yesterday (Fermata) Mat Monro/Odeon; Jack Jones/FDR (Mocambo); Beatles/Odeon
15	11	*O Bom (Ed. Samba) Eduardo Araujo/Odeon
16	22	Meu Bem/Girl (Fermata) Ronnie Von/Polydor (CBD)
17	12	*Olé Olé (Fermata) Chico Buarque/RGE; Nara Leão/Philips
18	16	Sin Tu Amor (n.p.) Orlando Alvarado/Continental
19	17	*Longe Tão Perto (n.p.) Os Vips/Continental
20	18	Perdidade Te Amarei (n.p.) Joelma/Chantecler
21	23	Strangers In The Night (Vitale) Frank Sinatra/Reprise (CBD)
22	24	Theme From Dr. Jivago—"Lara" (Fermata) Al Korvin/Fermata
23	21	*Quem Não Se Lembra (Ed. RCA) Claudio de Barros/RCA Victor
24	25	Juanita Banana () The Peels/Som Maior
25	—	A Tua Voz (Ed. RCA) Agnaldo Rayol/Copacabana

(* Local Product)

Brazil's TOP TWELVE LP'S

This Week	Last Week	
1	1	Rubber Soul—The Beatles/Odeon
2	2	Dois Na Bossa Vol. 2—Elis Regina & Jair Rodrigues/Philips
3	8	If You Can Believe Your Eyes And Ears—Mama's & Papa's/RCA (Dunhill)
4	4	Jovem Guarda—Roberto Carlos/CBS
5	3	Help!—The Beatles/Odeon
6	5	Isto É Renato—Renato & Seus Blue Caps/CBS
7	7	Quando O Amor Te Chama—Agnaldo Rayol/Copacabana
8	6	Alguem Na Multidão—Golden Boys/Copacabana
9	11	Os Vips Vol. 2—Os Vips/Continental
10	10	Você Me Acende—Erasmo Carlos/RGE
11	9	Maysa—Maysa/RCA Victor
12	12	O Astro Do Sucesso—Agnaldo Timóteo/Odeon

Top Six Double Compacts

This Week	Last Week	
1	1	California Dreamin'—Mama's & Papa's/RCA Victor (Dunhill)
2	2	El Presidente—Herb Alpert's Tijuana Brass/Fermata (A&M)
3	4	Yesterday—The Beatles/Odeon
4	3	Satisfaction—Rolling Stones/Odeon (London)
5	6	Jovem Guarda Vol. 3—Roberto Carlos/CBS
6	—	O Bom—Eduardo Araujo/Odeon

BRAZIL (Continued)

preparation for an album sung in several languages by that artist to be cut in the near future.

Miltoninho Gama, efficient man of the Discos Chantecler promo office, has more news of the company: newly pacted songstress Luana has her first single in the market, with "É Mentira" b/w "Acauã," respectively by Jose Lopes-Teixeira Filho and Waldemar Pimentel-Aparecido De Souza. . . . For the teen-music fans, an album has been launched with some of the top artists of the label in that kind of music, such as the Jet Blacks, Luiz Aguiar, Carlos Ely, Enza Flori, Roberto Barreiros, Os Terriveis, Albert Pavão and Johnny Talon, interpreting some of the current hits. . . . An album with the Civil Guard Military Band, under the direction of Maestro Americo Mincarellu has been released for the lovers of that type of music and including a selection of adapted typical rhythm numbers. . . . From the guitar of José Rastelli, comes a selection of varied numbers from the very Brazilian Americo Jacomino "Canhoto," to Franz Schubert, passing by F. Canaro, A. Lara, Di Padua, etc., comes sound for an album, the fourth of the series by that instrumentalist.

Ivo Oliveira, who heads the Musidisc offices in São Paulo, informs us: the albums now released by the label include "Boleros Inolvidables," a selection of famous "boleros with the orchestra Los Caribes . . . the first album by a new hope in the MPM-music field, Carlos Lee, is being released under the title "Bossa Maximus," in the new Brazilian Modern Music style. . . . The first teen-music group to cut for Musidisc is called the Sunshines, and their bow album is in condition to please the young set of the country. . . . The new form of the old samba comes through an album by singer-composer Orlan Divo, called "Samba Em Paralelo." . . . Some of the US standards, such as "Tangerine," "Hello Dolly," etc. are presented in their personal style by the instrumental group the Sailors.

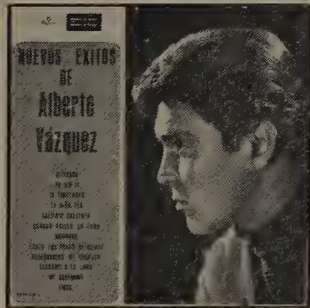
From Discos Continental we have some news of latest releases including singles by three of the exclusive artists of the company: Nilton Cesar, with "Chamado Interurbano" b/w Pense Em Mim; Lindomar Castilho, with "A Porta" (La Puerta) backed with "Ébrio De Amor"; finally José Leão, interpreting "Vera," coupled with "Eu Compro Essa Mulher," both penned by João Roberto Kelley and J. Ruf.

We predict that . . . after a couple of presentations at TV Record (Channel 7 of São Paulo) shows, songstress Eliane Pittman, who recently returned from a long US tour as we notified previously, will soon become one of the top stars of the Brazilian musical scene.

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Argentina's Best Sellers

This Last
Week Week

1	1	Strangers In The Night (Fermata) Frank Sinatra (Reprise); Luis Dimas, Marito Gonzalez (Music Hall); Hugo Santana (Ariel); Vicky (RCA); Elío Roca (Polydor); Andre (Philips); Sergio Mas (CBS)
2	2	*Solo (Edami)/Se De Un Mundo Major (Fermata) Palito Ortega (RCA)
3	3	*El Rey Del Rio (Melograf) Cuarteto Imperial (CBS)
4	4	*Siempre Te Recordare (Korn); Yaco Monti (Odeon Pops); Los Nocturnos (Music Hall)
5	6	These Boots Are Made For Walkin' (Melodias Populares) Nancy Sinatra (Reprise); Los In (CBS); Mariachi Brass (Trova); Cinty Li (Odeon Pops)
6	9	Monday, Monday (Relay) Mama's & Papa's (RCA); Bobby Solo (CBS); Bud Shank (Trova)
7	13	Aline Juan Ramon (RCA); Victor Alfonso (Odeon Pops)
8	5	Los Borrachos Son Ustedes (Korn) Los Cinco del Ritmo (Microfon); Los Wawanco (Odeon Pops); Tito Alberti (Music Hall); Henry Nelson (CBS); Los Molineros (Diskorn)
9	7	La Banda Borracha (Korn) Los Wawanco (Odeon Pops); Enrique Lynch (Disc Jockey); Tito Alberti (Music Hall); Cecilio Ruiz, Lucho Perez (RCA); Sonora Kalingo (Polydor); Alegres Cantores (CBS)
10	8	Libera (Ricordi) Ornella Vanoni (CBS)
11	10	California Dreamin' (Relay) Mama's & Papa's, Barbara & Dick (RCA); Bud Shank (Trova); Richard Anthony (Odeon Pops)
12	14	Vita Mia (Korn) Tony del Monaco (CGD-Music Hall)
13	15	*Lagrimas De Un Recuerdo (Korn) Yaco Monti (Odeon Pops)
14	11	El Conductor (Korn) Henry Nelson (CBS); Los Wawanco (Odeon Pops); Los Caucanos (Music Hall); Los Molineros (Diskorn); Chico Navarro (Philips); Enrique Lynch (Disc Jockey)
15	12	Monsieur Cannibale (Fermata) Sacha Distel (Fermata); Ronnie Montalban (CBS)
16	16	Paperback Writer (Northern-Fermata) The Beatles (Odeon Pops); Frankie & Johnny (Ala-Nicky)
17	19	*Zamba Para No Morir (Lagos) Mercedes Sosa, Los Quilla Huasi, Cesar Isella (Philips); Hernan Figueroa Reyes (Odeon Pops); Julio Molina Cabral (Music Hall); Nocheros de Anta (London)
18	20	Sin Fe/Usted (Edami) Jose Feliciano (RCA)
19	18	Paris Au Mois D'Aout (Milrom) Charles Aznavour (Disc Jockey)
20	—	C'est Fini (Aznavour) Charles Aznavour (Disc Jockey)
20	17	Yo Soy Aquel (Fermata) Jose Antonio (Microfon); Rosamel Araya (Disc Jockey); Roberto Yanes (CBS)

*Local



FRANCE

The Philips France annual convention took place last week in Paris. The session was presided by Georges Meyerstein and managed by Louis Hazan, in charge of the variety department. Jacques Caillard, sales manager, announced first that United Artist label will be from now on distributed by Philips in France. The three first albums expected this month are: original soundtrack of film "Khartoum," last Ferrante and Teicher LP and music of "Cast Of A Giant."

In the young and very successful collection "Plaisir du Jazz" for LPs will be launched on the market before the end of the year: Errol Garner, Louis Armstrong, John Lee Hooker and Sarah Vaughan. Jazz vocal group Swingle Singers just recorded a new LP titled: "Swingling Telemann."

Jean Françoise Mansart, one of the Philips A&R, presented a new collection: "Nombre d'Or." Luxurious presentation, very good technical quality, this collection will present the most important Philips recordings. Each album contains an LP with songs and 17cm 33rpm with interviews and judgment about the artist. First album is "Catherine Sauvage chante Aragon." second one will be "Boris Vian."

Jean Jacques Tilkay explained that young French Philips artists are now working well out of France. Nana Mouskouri recorded in five languages. She namely sold more than one million records in Germany.

Hervé Vilard with "Capri C'est Fini" reached good places in the Spanish, Brazilian and Argentine charts. Michèle Torr recorded her Eurovision contest song, "Ce Soir Je T'Attendais," in four different languages. France Gall has been a great success with "Poupée De Cire, Poupée De Son" in a lot of countries including Japan. She reached the first place of Sweden, and Norwegian charts. Claude François just released in London, his first single in the English language through the Fontana label. Claude recorded an original English song "Gone From My Mind." At last Juliette Greco recorded for the first time four songs in German.

Then Georges Meyerstein explained he considers that four important events happened in French record market last year: 1) the great influence of English and US records. Till last winter French teenagers bought French treatment of foreigner songs. Now they prefer original recordings.

2) The sales display. In the five last years, there were a few numbers of hits, but for these, sales were very important. Now there are many records selling well and we don't see anymore fantastic sales.

3) The LP's price brought down to 19,95 Francs instead of 26,10F and 21,50F. This was a Philips initiative, which has been followed, quite completely, by the other records firms.

4) Appearance in France of tape cartridges. In France record firms and tape recorders manufacturers decided to adopt a cartridge standard model. It is the Philips Model.

Georges Meyerstein explained too, that he considers that his society, and the others, released too many records last year. He announces he will more and more promote original American and English recordings: Karine Young, Manfred Mann, the Walker Brothers, Kiki Dee, Nina Simone, Chuck Berry.

We also receive this week several news from CBS. This firm announces the 9-man show of the Compagnons de la Chanson at Bobino Music Hall, starting September 17. They will present several songs and one non-sung sketch for which they have learned to play 18th century music instruments. Their first EP with "La Chanson de Lara" will be released on Sept. 17. An LP of their live show at Bobino will be on sale on September 20. CBS Canadian singer, Monique Leyrac, is the lead of Olympiades du Canada, starting August 31 at



ARGENTINA

Luis Calvo of Sicamericana has reported to Cash Box the signing of a representation contract between his diskery and Musart Records of Mexico, previously represented here by Odeon. HM's plans are to release four albums immediately: Olga Guillot, Chilo Moran, Flor Silvestre and Mike Laurie. Calvo reported also that August sales volume marked a new record in the history of the company, with a 20% increase over December 1965, the previous top month. This month the company is also marketing the "Strangers in the Night" album, cut by Sinatra, and two Warner Bros. strong records: the album by Dorival Caymmi and "Batman" by The Markettes.

Very seldom has a record been so anxiously expected as the "Revolver" Beatles' album by the trade people in Argentina. On one side, Odeon needed the record and tape to program it, as well as the single "Yellow Submarine." On the other, several teen groups (and among them The VIP's and Los In) planned the covering of this tune, and Excelsior's radio program "Modart en la Noche" announced that it would premiere it. The tunes surprised everybody, and at presstime Odeon's local A&R man Jose Rota reported that Los Shakers would also cut "Submarine." The only thing to see yet is the reaction to it.

Speaking about Odeon, the Press Dept. reports the arrival, in Buenos Aires of Venezuelan musician Tulio Enrique Leon, whose "Pollera Amarilla" was a big hit some months ago. Leon was greeted by the people from the diskery and has already appeared on TV. The same company is outing the first album by Yaco Monti, whose first single "Siempre Te Recordare," still in the charts, sold about 100,000 copies and is still running. Odeon is also launching Teddy Toledo, teen artist, whose first single is "Dios Mio, ¿Por Que?"

Disc Jockey organized a gathering at the Zingarella "Cantina" in the typical port quarter of Buenos Aires to present singer Rosamel Araya a gold record for the sales of his recordings. Many other artists were present at the event and the whole staff from "El Especial," TV 9's program, was also there. Rodriguez' Luque label is marketing this week the "Toi" recording cut by Alan Barriere for Barclay, along with "C'est Fini" in Spanish by top sales artist Charles Aznavour.

Neumann's Roberto Lambertucci is busy working on "Somewhere My Love," main theme from the successful "Dr. Zhivago" film. The song has several foreign versions—among them Roger Williams and Al Korvin—and Spanish lyrics have been prepared. Lambertucci also reported that Mariano Mores has started his own TV program on Channel 13 and is appearing twice weekly on Radio El Mundo, besides his theater "Buenos Aires Canta al Mundo" show.

Jorge Cesar Esperon of Prodisa infos about the starting of a strong campaign in behalf of Stereo music, with the release of a series of records designed to attract new buyers to this type of system. One of the most interesting LP's has been directed by Lucio Milena and contains a good selection of tango music. There is also promotion for the "Monaural Sensation" series, formed with several Command releases, including Tony Mottola, Enoch Light, The Ray Charles Singers and other artists.

Ala-Nicky Records report the inking of vet artist Carlos Argentino, recording an EP with the combo directed by Ramoncito Jimenez. There is another Compact 33 with poetry read by the late Julio Sosa, and still one more by Mario Bustos and the Jorge Dragone orchestra. Teen artists Frankie and Johnny have cut "Paperback Writer" and "Rain," and this record is expected to sell well.

Ricardo Castelblanco of Edami feels satisfied about the recent LP cut by Roberto Yanes, and there is a strong reason: nine of the twelve songs included in the album belong to his puberty. The titles are "Verdad Amarga," "Padre Mio," "Camino del Puente" and others. Another strong Edami item is the "Rondando Tu Esquina" tango, penned by Cadicano and Charlo. It has been well received in Mexico and there are several versions already available here.

On September 7, teen singer Juan Ramon was scheduled to fly to Washington to tape a part for the "Candilejas" program, which will be aired in the near future by a net of TV stations covering all Latin America, including Channel 13 in Buenos Aires. The artist will stay a week in the States, returning afterwards to Buenos Aires. Juan D'arienzo, another RCA artist, is recording his second "For Export" album, after the success of the first one. Anibal Trollo, another strong tango artist, has prepared a new LP: "Pichuqueando."

Carlos Tealdo Alizieri of Dial infos about the release of a locally produced jazz album, by the Jorge Anders group, playing at the Embassy night club. There is also the music from "The Tenth Victim," with the voice of songstress Mina included, and the "Thunderball" album by Billy Strange, who is receiving strong promotion.

Julio Korn Publishers report promo work favoring "E'Stato Facile," tune recorded by Michele in Italy and now published by Ariston and Korn in Argentina. This song will probably be cut in Spanish by the same Michele, to increase its possibilities in Spanish-speaking countries. The puberty is also working on "Tu Me Dijiste Adios," penned by Los Brincos in Spain.

The first album by Cesar Isella deserves a special mention. This LP released by Phonogram includes the ex-Fronterizos singer as a soloist with a selection of songs like "De la Arena Nace el Agua," "Zamba del Carpintero," "Mi Pequeno Amor" and others, and is a good addition to the existing folk music catalog. Isella shows a stronger style than in his first single and good future possibilities. Several songs may be of strong international value.

Trova presents this week a Folkways album recorded by Barbara Dane and the Chambers Brothers, along with an album by Kid Ory and the Creole Jazz Band (Good Time Jazz series) and another LP by Jerry Mulligan and his Quartet. There is also a pop single by actress and songstress Marilina Ross, recording the leit motiv of TV series "The Brothers": "Que Sera de Mi."

CBS is launching a new group The Beatniks, through their first single, "Rebelde" and "No Finjas Mas." They compose their own tunes, and the label expects them to sell very well. On the international side, the diskery has faith in the "Equipe 84" ensemble, whose single "Resta" has been selling well. Another strong artist is Wilma Goich, whose first album is also well ranked. On the tropical music side, The Cuarteto Imperial is running hard with their new album, "Sensacional", according to the same Press Dept report.

Fermata Publishers received a flash visit of Brazilian topper Enrique Lebendiger, who came to exchange ideas with local boss Mauricio Brenner regarding the future operation of the puberty in America and Europe. Lebendiger reported strong sales of Fermata and RGE records in Brazil, and showed best-seller lists where the company takes good places. Brenner will soon travel again to Europe, visiting several countries and affiliated publishing houses.

FRANCE (Continued)

the Olympia in Paris. Monique Leyrac is well known for her interpretation of songs by Vigneault, Leveillé, and Michel Conte. In the same program Claude Gauthier, Canadian author and composer is appearing in France for the first time. An EP has just been released with "The Grand Six Pieds." Serge Alexandre's first EP has just been released by CBS. He has been the winner of "Top 102 en vedette" as an interpreter. The EP main title is "Rimbaud."

Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	—	1	Ved Landsbyens Gadekaer (Keld & the Donkeys/HMV)	Wary
2	—	1	Yellow Submarine (Beatles/Parlophone)	Multitone A/S, Denmark
3	10	10	Sherry (Red Squares/Columbia)	Imudico A/S, Denmark
4	2	14	Beautiful Brown Eyes (Sir Henry & His Butlers/Columbia)	Imudico A/S, Denmark
5	1	11	Paperback Writer (Beatles/Parlophone)	Multitone A/S, Denmark
6	3	5	Sunny Afternoon (Kinks/Pye)	Belinda (Scandinavia) AB, Sweden
7	—	1	Love Letters (Elvis Presley/RCA Victor)	
8	6	5	Strangers In The Night (Frank Sinatra/Reprise)	Sweden Music AB, Sweden
9	—	1	Ulven Peter (Lil' Red Riding Hood) (Peter Belli & Les Rivals/Triola)	Mørks Musikforlag, Denmark
10	9	10	*Otte Dage (Bjørn Tidmand/Odeon)	Imudico A/S, Denmark

Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	1	4	Yellow Submarine (Beatles/Parlophone)	Sonora Musikförlags AB, Sweden
2	2	3	Summer In The City (Lovin' Spoonful/Kama Sutra)	Reuter AB, Sweden
3	3	3	With A Girl Like You (Troggs/Fontana)	Sonora Musikförlags AB, Sweden
4	4	12	Strangers In The Night (Frank Sinatra/Reprise)	Sweden Music AB, Sweden
5	8	2	Black Is Black (Los Bravos/Decca)	Robert Mellin (Scandinavia) AB, Sweden
6	—	1	God Only Knows (Beach Boys/Capitol)	Sweden Music AB, Sweden
7	9	2	I Saw Her Again (Mama's & Papa's/RCA Victor)	Sweden Music AB, Sweden
8	5	7	Did You Ever Have To Make Up Your Mind? (Lovin' Spoonful/Kama Sutra)	Reuter & Reuter AB, Sweden
9	6	8	Sunny Afternoon (Kinks/Pye)	Belinda (Scandinavia) AB, Sweden
10	—	1	Just Like A Woman (Manfred Mann/Fontana)	Sonora Musikförlags AB, Sweden

Sweden's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Label
1	3	2	Yellow Submarine (Beatles/Parlophone)	Sonora Musikförlags AB, Sweden
2	1	4	With A Girl Like You (Troggs/Fontana)	Sonora Musikförlags AB, Sweden
3	8	3	The End Of The World (Caretakers/Swe-Disc)	Multitone AB, Sweden
4	2	6	*In My Dreams (Tages/Platina)	Tagemusik/Edition Odeon, Sweden
5	5	3	Summer In The City (Lovin' Spoonful/Kama Sutra)	Reuter & Reuter AB, Sweden
6	10	2	Hanky Panky (Tommy James & Shondells/Scan-Disc)	Southern Music AB, Sweden
7	6	2	They're Coming To Take Me Away Ha-Haa! (Napoleon XIV/Warner Bros.)	No publisher
8	7	8	Bus Stop (Hollies/Parlophone)	Ehrling & Löfvenholm AB, Sweden
9	4	4	*Det Tror Jag Inte På (Sven Ingvars/Svensk-American)	Seven Brothers Music Inc./Edition Odeon, Sweden
10	9	9	Sunny Afternoon (Kinks/Pye)	Belinda (Scandinavia) AB, Sweden

*Local copyright.



SCANDINAVIA

DENMARK

Soundtrack recordings from the local motion picture "Tre små piger" (Three Little Girls) on the Tono label have done so well that the album this month appears at a 4th spot on the local LP charts. Susse Wold, Malene Schwarz and Daimi have the leading roles.

S. L. G. Gottlieb of EMI here looks very happy when checking the Danish charts this week where six out of ten records are EMI releases.

SWEDEN

GDC—the record distributor organized by a number of manufacturers here—invited record dealers from Stockholm and neighborhood to take a look at the just completed "sales room" where one copy of each of the around 7000 LPs in stock were available for the customers to look at and listen to.

The Spotnicks, Swe-Disc recording group has just signed a two month contract with the Señorial in Mexico City, where they are to appear during December and January. Negotiations are going on with a number of other countries, and the group might very well make a new round-the-world-tour like they did a year ago, but according to Roland Ferneborg, head of Swe-Disc, there's nothing definite yet.

EMI has released a new Liberty single with Cher with the titles "Alfie" b.w. "She's No Better Than Me" just in time for Sonny & Cher's coming to Sweden for TV and P.A.'s. EMI and Metronome Records arranges a press party at the Cecil Sept. 6.

Dusty Springfield has just appeared in Gothenburg and Stockholm. Swedish TV was interested, but considered her too expensive.

Lill Lindfors will represent Sweden at an international Song Festival in Rio de Janeiro, Brazil, Oct. 23rd.

Swe-Disc recording group Caretakers has just completed their first LP. At the moment they're on the charts here with "The End Of The World."

Publisher Stig Anderson spent last week in Copenhagen and Oslo, visiting every a & r man there, presenting the new songs for the season from his Sweden Music AB.

Cool Candys has done an EP for Lidköping-based (western Sweden) label Anette. Same label has also signed a new group, the Lapplanders.

New in business here is Sunrise Records, operating from Skulptörsvägen 23, Johanneshov-Stockholm. Names on the label so far are the Lords and the Roitmakers.

Stig Ost, 25, member of the pop group Family Four, was killed and his sister Inger Ost got a broken leg as the result of an accident on a road in southern Sweden the night of Sept. 2. A truck loaded with timber met the car in which the group was on their way to Malmö for p.a.'s when some of the cargo fell off the truck and hit the meeting car. The passengers had no chance to avoid the accident. The other two members of Family Four, Bernt Ost, who drove the car and a second sister, Siv Ost, were hospitalized.

Anna Ost, mother of the four in Family Four and grand old lady in Swedish pop business, received the information at a hotel in Orebro, where they all had been meeting just some hours before the accident.

According to the police officer who made the first investigation, there are complete instructions as of how trucks should be loaded to avoid accidents like this, but those instructions had not been followed in this case, with the result that the truck driver might be prosecuted for causing the death of the popular singer.

Family Four began their career back in 1964 and their RCA Victor recordings have been top sellers here ever since. They all belong to the family Ost, of which all members have been well known musicians for many generations. After this accident, it is dubious if the group will be re-formed again in the future.

Denmark's LP Best Sellers

This Week	Last Week	Title	Label
1	—	Revolver (Beatles/Parlophone)	
2	1	The Sound Of Music (Soundtrack/RCA Victor)	
3	—	*Flagermusen (Poul Reichardt, Dario Campeotto, etc./HMV)	
4	—	*Tre Små Piger (Susse Wold, Malene Schwarz, Daimi, Ove Sprogøe, Poul Bundgaard, etc./Tono)	
5	2	Aftermath (Rolling Stones/Decca)	
6	3	Rubber Soul (Beatles/Parlophone)	
7	—	Would You Believe (Hollies/Parlophone)	
8	—	Shadow Music (Shadows/Columbia)	
9	—	Strangers In The Night (Frank Sinatra/Reprise)	
10	4	Help! (Beatles/Parlophone)	

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OLD ALL OVER—In New York recently, George Wooler, chairman of the Board of the Radio Corp. of New Zealand Ltd., was awarded a gold disk for having sold over 100,000 copies of the original soundtrack album to "The Sound of Music" which has turned into one of the biggest world-wide hits in the record industry. Presenting the award to Wooler are (l.) George R. Marek, vice president and general manager of the RCA Victor Record Division and (r.) Dario Soria, division vice president, International Liaison Department.



ITALY

As reported "Cantaeuropa" the singing tour of Europe, organized by Ezio Radaelli, has started its long trip around Europe. Since the first night's performance the show has obtained a good success. The talents of Domenico Modugno (Cemed Carosello), Rita Pavone (RCA Italiana), and Gigliola Cinquetti (CGD) have been particularly welcomed in every place visited by the caravan. Italian songs and singers strongly appeal to all the European public: at the conclusion of the tour CB will publish a full detailed report on this first wonderful experience of "Cantaeuropa" which seems to give unexpected results. Thousands of fans in each country are giving enthusiastic welcome to the Italian artists.

Caterina Caselli, who really should be considered as the female revelation of 1966, will leave Italy for a singing tour in South America. The tour will start on November 28th and will be concluded on December 12th. Caterina Caselli (CGD) will take part in a series of TV shows in Buenos Aires (Argentina), Sao Paulo and Rio De Janeiro (Brasil). Announcement has been given by Johnny Porta executive of CGD.

Another CGD talent who just recently has revealed himself as a "hit maker," will soon pass the border. We refer to Tony Del Monaco, who in the past months has reached top positions on our charts thanks to his recording of "Vita Mia" repeating the success with another song also penned by him and entitled "Se La Vita E' Così." Tony Del Monaco will take part in a TV show in London together with the English talents of Tom Jones and the Bachelors. Both of them have, in fact, recorded just recently an English version of two tunes penned by Tony: "L'ultima Occasione" which was a best seller in Italy too, thanks to the Mina's recording (under the RIFI label) and "Se La Vita E' Così" still in the charts here.

Gigliola Cinquetti has also confirmed her talent as a film actress, thanks to her interpretation in the film "Testa Di Rapa" where she acts as protagonist. The film presented at the International Festival of Venice, has been awarded with the "Golden Lion" as the best film devoted to the young. A similar award has also been given to this motion picture by the National Association Films For Youth.

As a further confirmation of the great success of the Italian group Equipe 84 Ricordi has released in these days the first LP of the group. The album contains the two big hits of the Equipe 84, namely "Resta" and "Io Ho In Mente Te" (the "Cantagiro" winning song), and the new release has immediately obtained an extraordinary reaction. The public has made its own choice giving preference to two new tunes included in the album: "Bang Bang" and "Auschwitz." Ricordi was forced therefore to release both titles in a new single. "Auschwitz" penned by the four boys, is an original Italian song published by Ricordi.

Among the top foreign groups appearing on the Italian record scene we have to stress the name of the Bachelors, who are obtaining a good reaction thanks to their first Italian recording of their hit "The Sound Of Silence." Italian title of the tune is "La Tua Immagine."

Ricordi has informed CB that three of their artists will take part in the next Festival of Neapolitan Songs which will take place in Naples on September 15th, 16th and 17th. The three talents who will take part in this manifestation are: Wilma Goich who will sing "Le Strade E' Napule," Daisy Lumini (who recently was pacted by Ricordi being formerly under agreement with RCA) who will present "Femmene Et Ammore" and Iuliano a new discovery, who was revealed through a contest of new voices, expressly organized to find out new talents to present at the Naples contest. He was the winner of this contest, and was immediately pacted by Ricordi. He will present a tune entitled "Tu Si 'A Verita'."

First MGM releases following the signature of the pact between the American firm and Ricordi, have been presented on the market: an album containing the original soundtrack of the motion picture "Doctor Zhivago" and a 45 single containing the Connie Francis sung version of the "Lara's Theme" from the same film.

Japan's Best Sellers

INTERNATIONAL

This Week	Last Week	
1	1	Itsumademo, Itsumademo—The Savages (Philips) Publisher/Top
2	5	Wakamonotachi—The Broadside Four (Philips) Publisher/Shinko
3	3	Bara Ga Saita—Mike Maki (Philips) Johnny Tillotson (MGM) Publisher/Shinko
4	2	Paperback Writer—The Beatles (Odeon) Sub-Publisher/Toshiba
5	4	Blue Eyes—The Blue Comets (CBS) Publisher/Seven Seas
6	6	Paint It Black—The Rolling Stones (London) Sub-Publisher/Shinko
7	8	Girza Lights—The Ventures (Liberty) Sub-Publisher/Toshiba
8	7	Sippin' 'N' Chippin'—The T-Bones (Liberty) Sub-Publisher/Friendship
9	—	Work Song—Tijuana Brass (London) Sub-Publisher/Shinko
10	9	Bang Bang—Cher (Atco)
11	—	Strangers In The Night—Frank Sinatra (Reprise) Sub-Publisher/Revue Japan
12	10	Monday, Monday—Mamas & Papas (Dunhill) Sub-Publisher/Victor
13	12	Michelle—The Beatles (Odeon) Sub-Publisher/Toshiba
14	11	Dreaming Guitar—The Spotniks (Polydor) Publisher/Grammophon
15	13	Up Up And Away—The Ventures (Liberty) Sub-Publisher/Toshiba

LOCAL

1	1	Hoshi No Flamenko—Teruhiko Saigo (Crown)
2	3	Koi To Namida No Taiyo—Yukio Hashi (Victor)
3	2	Oyome Ni Oide—Yuzo Kayama (Toshiba)
4	5	Yogiri No Bojo—Yujiro Ishihara (Teichiku)
5	4	Nandemonai-Wa—Mari Sono (Polydor)
6	7	Kohkotsu No Blues—Mina Aoye (Victor)
7	9	On-Na No Tameiki—Shinichi Mori (Victor)
8	6	Taiyo Ni Yah!—Kazuo Funaki (Columbia)
9	8	Aoi Hoshi-Kuzu—Yuzo Kayama (Toshiba)
10	—	Zet-Shoh—Kazuo Funaki (Columbia)

ALBUMS

1	2	Sil Austin In Blues—Sil Austin (Philips)
2	1	Best Of Peter, Paul & Mary—Peter, Paul & Mary (Warner Bros.)
3	3	Andy Williams Deluxe—Andy Williams (CBS)
4	—	South Pacific—Soundtrack (RCA Victor)
5	5	The Brothers Four Sing Lennon, McCartney—The Brothers Four (CBS)



JAPAN

Reflecting upon the recent sales achievement of classical records, we see how long the Herbert Von Karajan boom will last.

The record became a smash hit when it sold more than 20,000 copies. When compared with the above figure, Nippon Grammophon sold more than 80,000 copies of "Beethoven Sym. No. 5—Schubert Sym. No. 8 with Berlin Phil." on Grammophon and Toshiba Records sold more than 50,000 copies of "Dvorak Sym. No. 5—Beethoven Sym. No. 5 with Vienna Philharmonia" on Engel in these past six months since released in March.

It may be said that it is the first experience for Japanese classic record companies to put a stress on only an artist, Karajan, as seen in the fact that Nippon Grammophon released 30 kinds of Karajan records during past 6 months and Toshiba Records covered 20 of the artist while King Records covered 8 on London and Nippon Victor 4 during the same term.

While Nippon Hoso Kyokai (Japan Broadcasting Corporation) scheduled to broadcast Karajan's concerts by videotape this fall, which was held here this spring, the records of Karajan are expected to sell on continuously.

Carmen Cavallaro, popular here in Japan also, came to Japan for a fourth performance tour covering a fortnight (Sept. 4). This time performances are held mainly through the east part of Japan such as in Tokyo, Miyagi, Akita etc. Fans are longing to enjoy themselves via the way artist arranges the Japanese original smash hit "Kimito Itsumademo" made by Yuzo Kayama, the tune of which was reported recently to be released in England by E.M.I. and in the U.S.A. on Capitol.

Philips department of Nippon Victor will have an anniversary release of Xavier Cugat who came here on Aug. 30 after 13 years intervals, including three of EP, and also on three LPs. EP's titles are "Xavier Cugat Latin" which consist of three titled "Xavier Cugat Delux," "Xavier Cugat Delux Encore," and "Passionate Latin Delux," while Teichiku Records, having released LP "Kimito Itsumademo" recently, with much popularity, on Decca, and Nippon Columbia will also schedule to release another LP, it was said.

Victor world group reportedly decided to release one or two LPs of film themes every month regularly, while movie tunes are in favor of late. The first releases are scheduled to be on Oct. 1 including "I Am A Spy" and another four LPs.

Nippon Columbia will release Japanese originals "Nijio Mita" (I Saw A Rainbow)/"Kazega Fuitara" (If Wind Blew) at the end of Oct. with the new artist of the firm, Vagrant Quartet, which was the first prize winner of the folk song contest of all Japan held under the auspices of the firm, covering the past few months.

Attention is paid to them, for they could be another The Savage, also prize winners of an amateur TV contest, now exclusive to Victor, which has recently made a smash hit with "Itsumademo, Itsumademo."

Bob McGrath, popular here in Japan singing commercial songs, came to Japan again on September 10, for a recording and some performances, in which the artist is scheduled to have a charity show at Tokyo Kosei Nenkin Hall on Sept. 14 in concerts of Nippon Columbia and leading artists of the firm such as Emmy Jackson, Blue Comets, Sakae Mori and others are scheduled to participate in it.

Roger Smith, popular here as Spencer of the popular TV'er "Sunset 77" came to Japan on September 9 for performances to honor the 6th anniversary since the TV program was broadcast. Roger Smith, with a guitar in his hand, will appear in thirteen cities of Japan, where the TV program was released, and is expected to sing "Beyond The Reef," "Yellow Bird," "Quisas, Quisas" and some others.

Nippon Grammophon will release three of 30 centi LPs on Nov. 5 with the titles "Continental Tango/Alfred Hause," "Argentina Tango/Alfred Hause," and "Melodies Of Japan," the last one of which includes "Tokyo Blues," "Nangoku Tosao Atonishite," "Gion Kouta" and other Japanese local hits, while the firm will release "Shiroi Jasuminno Kagede," composed by the artist, on Sept. 5. This time releases are made to honor their orchestra's performances scheduled to start in the beginning of November.

Italy's Best Sellers

This Week	Last Week	Weeks On Charts	
1	1	7	*Tema—I Giganti/Rifi Published by Edizioni La Cicogna
2	6	5	*Notte Di Ferragosto—Gianni Morandi/RCA Published by RCA Italiana
3	2	14	Ridera'—Little Tony/Durium Published by Durium
4	12	4	Strangers In The Night—Frank Sinatra/CGD Published by Sugarmusic
5	—	1	Paint It Black—The Rolling Stones/Decca
6	3	11	*Che Colpa Abbiamo Noi—The Rokes/RCA Published by Ricordi
7	15	4	*Se Telefonando—Mina/Rifi Published by Sugarmusic
8	9	5	Io Ho In Mente Te—Equipe 84/Ricordi Published by Ricordi
9	—	1	*Ta Ra Ta Ta—Mina/Rifi Published by Edizioni La Cicogna
10	11	18	Michelle—Beatles/Carisch Published by Curci
11	5	7	*Perdono—Caterina Caselli/CGD Published by Sugarmusic
12	—	1	Lara's Theme From Doctor Zhivago—Bob Mitchell/RCA Al Korvin/GTA Published by Curci
13	—	1	Paperback Writer—Beatles/Carisch Published by Curci
14	—	1	Sognando La California—I Dik Dik/Ricordi Published by Ricordi
15	13	12	E Ti Avro'—Sandie Shaw/RCA Published by EMI Italiana

*Denotes Original Italian Copyrights



AUSTRALIA

New singles through EMI bring Connie Francis with "Somewhere My Love (Lara's Theme);" "Stop That Girl" by Chris Andrews; "Cherry Cherry" from Neil Diamond; "Working In The Coal Mine" by Lee Dorsey; and the Temptations with "Beauty Is Only Skin Deep." On the local scene we find that disc jockey Grantley Dee has a revival of "Wild One;" and Buddy England comes through with "Doll House" c/w "Looking For Me."

Jack Varney from W & G Records has high hopes for the success here of "World Of Tomorrow" c/w "Summer Morning" by John Christian Barrie. The master is leased from the Campbell-Connelly publishing group in the United Kingdom. Other recent issues from W & G include "In The Beginning" by Paul Revere & the Raiders which is from Jerden Records of the U.S.A. Local girl Margy Bayes is represented by "Hey Good Lookin'" and "Picking Up My Hat." Another local production features Tony Henry with his version of "Wild One" and "Honey Love."

Publishing house of J. Albert & Son are currently working on a batch of Australian compositions that are showing out well on disc. "I'll Make You Happy" and "Too Much" (the Easybeats E.P. on Parlophone); "No, No, No" (Tony Barber-Spin); "Absence Makes The Heart Grow Fonder" and "I Am What I Am" (M.P.D. Limited-Go!!); "Step Back" (Johnny Young-Clarion); and "Black" by the Throb on Parlophone.

Dick Harkness has left his post as victorian manager of the Record Division of RCA of Australia. Dick has joined Michaelis-Hallenstein, distributors in Victoria of the Festival group of labels.

Sunshine Records has embarked on a policy of releasing overseas masters in Australia; previously their entire efforts were devoted to local product. First issues on the Sunshine International logo include Kim Fowley with "Lights, the Blind Can See" c/w "Something New And Different;" the Bunch Of Fives are featured with "Go Home Baby" and "At The Station."

After a brief spell of distribution through Festival, Phono-Vox records have recently direct distribution of Phono-Vox, Vogue, and associated labels. Simultaneously, Phono-Vox has released their first locally recorded single. It brings Denise Drysdale with "Sunshine Shadows" and "Rescue Me." Popular local singer Tony Barber is doing some production work for Phono-Vox, according to Tony Tromeros, head of the label.

New singles from RCA bring local artists, the Top Cats with "Lost John" and "Dream Lover." Australian girl Lana Cantrell is out with two sides recorded in America, "Stay (Reste)" c/w "I Love Him." Since she has hit the high spots in the United States, Lana is the subject of a lot of press publicity on a national scale here.

The Sidekicks are out with "Suspicion" on RCA, this one is currently rating on the Cash Box Top 100.

From the Festival group there are five new locally produced singles. Rick & the Bad Boys present "Bad Boy" and "Listen;" Anne Shelton is featured with "Talk To Me" and "I Miss You;" the Mystics come along with "Turn The Lamp Down" & "Don't You Go, I Need Your Love" (Those three on the Down Under label); Donna Gaye is on Kommotion with "Little Things Like That" & "Bring It All Down;" whilst the Bee Gees are on spin with "Spicks And Specks" and "I Am The World."

Australia's Best Sellers

- 1 Yellow Submarine (The Beatles—Parlophone) Northern Songs.
- 2 They're Coming To Take Me Away (Napoleon XIV—Warner Bros.)
- 3 Somewhere My Love (Ray Conniff—CBS) J. Albert & Son.
- 4 Mama (B. J. Thomas—Scepter) J. Albert & Son.
- 5 *Easy Fever (E.P.) (The Easybeats—Parlophone)
- 6 Bus Stop (The Hollies—Parlophone)
- 7 Summer In The City (Lovin' Spoonful) J. Albert & Son.
- 8 *Step Back (Johnny Young—Clarion) J. Albert & Son.
- 9 Sunshine Superman (Donovan—Epic)
- 10 Born Free (Matt Monro—Capitol) Tu-Con Music.

*Indicates locally produced record.

Mexico's Best Sellers

- 1 Sin Final (The Phoenix Theme)—The Brass Ring (RCA)—Los Dominic (Polydor)—Los Aragón (Musart)
- 2 El Último Beso (Last Kiss)—Polo (Peerless)
- 3 El Baile Del Hanky Panky—Tommy James (Gamma)—Los Hitters (Orfeon)—Los Hanky Pankys (Cisne)
- 4 Mi Razon—Sonora Santanera (CBS)
- 5 Capri C'est Fini—Herve Vilard (Philips)—Gloria Lasso (Musart)
- 6 El Despertar—Marco Antonio Muñoz (RCA)—Lola Beltrán (Peerless)—Flor Silvestre (Musart)—Irma Dorantes (Orfeon)
- 7 Extraños En La Noche (Strangers In The Night—Frank Sinatra (Reprise)—Alberto Vázquez (Musart)—Marco Antonio Muñoz (RCA)—Los Dominic (Polydor)—Perry Salinas (Capitol)—Irma Dorantes (Orfeon)—Hnas. Aguila (Orfeon)
- 8 Fuiste A Acapulco—Los Apson Boys (Peerless)
- 9 Tiempo De Llorar—Carlos Guzmán (Musart)—Los Rockin Devils (Orfeon)—Ray Charles (Gamma)
- 10 Gorda—Javier Solís (CBS)



SPEAKING OF WORDS—CBS Israel's catalog of spoken word LP's has recently been augmented with a new version of Sholem Aleichem's "Die Kleine Mentchalach (The Little People)." The disk, recorded in Yiddish stars Shmuel Rudenski, Eliyahu Goldenberg and Shmuel Segal. In this photo, a copy of the LP is presented to Zalman Shazar, President of Israel (seated behind desk) by (left to right) Rudenski, Segal and CBS Israel's managing director Simon Schmidt.



GERMANY

The fight between the GVL and the Radio Stations continues with both sides failing to come to terms. The main loser is of course, the general public who does not get recorded music on its radio sets any more. Word has come from the radio stations that lawyers will be sent to the USA to attempt to negotiate direct contracts with U.S. firms to play their material. This would lead to even more foreign product on the already loaded hit parade. Next week, Cash Box will talk with GVL directly and the German Radio Station representatives for an on the hand report.

Hans Blume of Hansa Records mentioned that Ariola is just the distributor of their label and that artists such as Nini Rosso, Roy "C", Elisa Gabbai, Marion, the Renegades, the Trogs and the Peels with "Juanita Banana" all of which have been high on the charts here are all direct contracts with the Hansa label. Pardon our slip! There is no doubt to the fact that Hansa is the first and most important independent label and production outfit in Germany for the last few years and has turned out more consistent hits here than any other outfit. It looks like Giorgio, a hot new Hansa artist has an international smash on his hands with his first disk "Stop" already set for release in Australia, England, America, Benelux and Italy. It's an exciting new sound and certainly deserves a listen from all parties concerned.

Hans Gerig of Gerig Music tells us that he's got hot hit parade tunes from Peter Alexander, Wanda Jackson, Gitte and Sacha Distel with the four German tunes zooming up the charts.

Polydor tells us that "Summer In The City" by the Lovin' Spoonful is moving at a 15,000 a week clip. Some Summer!

Philips held a press conference on September 12 to award two fine artists a pair of Golden Records. Abi & Esther Ofarim who have already picked up the Edison prize in Amsterdam, the Grand Prix in Paris, have done a German tour with 120,000 tickets sold and have been steadily on the LP charts here. They will pick up a pair of Golden LP's for their tremendous sales.

The new Ofarim tour begins on the 30th of September here. The albums have sold a total of 1/2 million (both albums).

GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Chart	Title
1	1	3	Hideaway—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/Rudi Von Der Dovenmuhle
2	2	8	Monday, Monday—The Mamas & the Papas—RCA Victor—Edition Intro/P. Meisel
3	3	6	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
4	4	8	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
5	5	11	Sloop John B—The Beach Boys—Capitol—Francis Day & Hunter
6	6	3	Fremde In Der Nacht (Strangers In The Night)—Peter Beil—CBS—Hans Gerig Music
7	7	2	Over Under Sideways Down—The Yardbirds—Epic—Francis Day & Hunter
8	8	3	Hold Tight—Dave Dee, Dozy, Beaky, Mick & Tich—Fontana—Minerva Music/R. Von Der Dovenmuhle
9	9	2	*Ich Liebe Das Leben (I Love This Life)—Peter Alexander—Ariola—Hans Gerig Music
10	10	2	Super Girl—Graham Bonny—Columbia—Morris Music

GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

This Week	Last Week	Weeks On Chart	Title
1	1	3	*Beiss Nicht Gleich In Jeden Apfel (Don't Bite Into Every Apple)—Wencke Myhre—Polydor—Minerva Music/R. Von Der Dovenmuhle
2	2	3	*Leg Dein Herz In Meine Haende (Put Your Heart In My Hands)—Roy Black—Polydor—August Seith Music
3	3	7	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
4	4	3	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
5	5	3	Du Bist Mein Erster Gedanke (Yours)—Cliff Richard—Columbia—Ralph Maria Siegel Music
6	6	3	*Ich Liebe Das Leben (I Love Life)—Peter Alexander—Ariola—Hans Gerig Music
7	7	6	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
8	8	3	*Nur Wenn Du Bei Mir Bist (Only When You Are With Me)—Elisa Gabbai—Hansa—Edition Tutti
9	9	3	*Irgendjemand Liebt Auch Dich (Someone Loves You Too)—Roy Black—Polydor—Edition Intro/P. Meisel
10	10	7	Paint It Black—The Rolling Stones—Decca—Hans Gerig Music

*Original German Copyright



IN APPRECIATION — George L. Keane, vice president and general

manager of Quality Records of Canada recently presented Herb Alpert an award in appreciation of his contributions to the Canadian Record Industry. The presentation was made following a TJB concert in Toronto.

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Editorial

Merchandising, Men & Machines

One, Two, Three

Within the next few months, all the new jukeboxes will have been premiered. From then on, it's up to the operator to make them work for him.

Of the machines released so far, improvements and innovations have been made with dollar bill acceptors, visual effects, styling and compactness, the end result of a metamorphosis which has taken place in the jukebox, even if it has not reached all operators.

Any operator who compares the console design of today's phonograph with the gaudy, chrome-drenched gingerbread of the jukes produced twenty, ten or even five years ago—any operator who compares the features available today that were not available twenty, ten, or five years ago must admit that **something** has changed even if his attitude has not.

A jukebox is not a toy. It costs over a thousand dollars and is a major, though necessary, investment for any modern operator. It costs the factory that produces it thousands and thousands of dollars. There are a lot of salaries to be paid, from engineers to designers to woodworkers. Even the craftsman who cuts the diamond needle and the man who mines the diamond in Sierra Leone and the company that ships the raw diamonds are involved.

The companies producing these machines have given the operator almost everything he needs in a jukebox, short of guaranteed locations and patrons. In other words, the machines now being produced are designed to sell themselves. Although this is heartening and reassuring, although it indicates the factories are indeed concerned about the operator's success with the machines it is also somewhat disturbing.

Granted that a phonograph should attract interest and appeal to the man in the location with change (or dollar bills) in his pocket—why should it, and not the operator, insure the attraction? Where did the operator miss out on promotion of his phonograph? Do today's machines merchandise because the operator has failed to merchandise?

Among the most frequent conversations in the industry is the dialogue between two operators which goes something like this:

"How's that new machine doing?"

"Aw, well it's (1) great (2) OK (3) so-so."

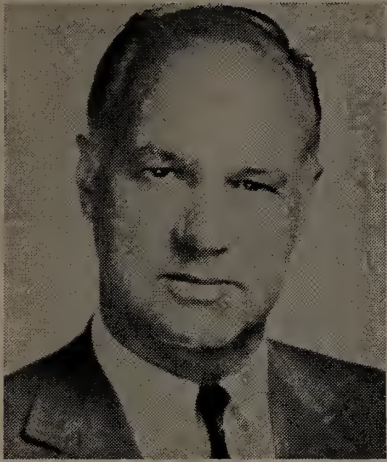
Take your choice. But consider, the next time you hear such a conversation, or the next time you have such a conversation, who or what makes the machine 1, 2 or 3. It is easy to blame a machine because it doesn't produce the collections an operator wants. It stands there and glows but it can't defend itself against lack of operator imagination, or half-hearted promotion or no promotion at all.

What extra effort does it take to suggest to the bartender that he take a quarter and play "flips" with the customers to keep the juke going? What does it take to make sure the records on the machine are programmed to the location's taste? What does it hurt the bartender to mark some coins with lipstick and put them into the juke to play his favorites—or the customer's favorites?

Both operator and location owner can teach each other promotion—one knows the machine, the other knows the location. Since the owner probably has a financial stake in the machine he won't object to money-making ideas. What about photographs of recording stars on the wall?

The operator will soon have machines at his service that rotate, glow, talk, tally written incomes and play records. What he does with these machines is his business—is indeed his business. He can have a banner year or scrape by. Though the machines are fast becoming mechanical marvels, it still takes a man to put a coin in them—and it still takes a man—the operator—to insure that the coins are inserted and the mechanical marvels get played.

MOA and Performance Rights Societies Hold Second Informal Meeting



FRED GRANGER

WASHINGTON, D.C.—MOA managing director Fred Granger told Cash Box that another meeting between the MOA legislative committee and representatives of the performance rights societies was held here September 8.

"I can't announce anything definite. No conclusions or commitments were made at the meeting by either side. It was an informal gathering; no notes were taken or official minutes kept. We felt to have done that would have been to put everyone ill at ease. Members of the House subcommittee and the Registrar of Copyrights were observers at the meeting. There was a general discussion of the economics of this industry. So far as MOA is concerned, the door is still open to further discussions on an informal basis and I'm in favor of such discussions."

"You know, it's awfully difficult to arrive at a solution that's acceptable to both parties. The royalty problem is a very involved and time-consuming one. But these meetings at least enable both sides to understand each others' motives and problems. It's very easy to be dogmatic and say, 'I want this', 'Beyond this line I will not go', but to negotiate on that basis is just to butt heads. You come away with a headache, nothing accomplished and bad feeling all around. But these meetings avoid all that. The royalty problem is not one that can be solved in twenty minutes or two hours or a couple of days. Both sides know it and both sides are working towards better understanding. That, to me, is progress. I will, of course, keep the members and the trade press informed on all developments here in Washington."

Len Schneller Natl. Sales Mgr. of U.S. Billiards

AMITYVILLE, N.Y.—Albert Simon, president of U.S. Billiards, Inc., has announced the appointment of Leonard (Len) Schneller to the position of national sales manager of this pool table and games manufacturing firm.

Schneller, a true veteran of the coin machine industry, has been involved in virtually every phase of the trade since 1934 when he began in Philadelphia as an operator. During the years 1949-1952, Schneller manufactured kiddie rides, pin games and several other varieties of amusement equipment under the firm name of NASCO. He also has extensive experience as an arcade owner and a used equipment jobber and most recently as salesman for W.S. Distributing (New England Seeburg representative).

In announcing Schneller's U.S. Billiards appointment, Simon stated: "Len's thorough knowledge of every facet of the coin machine industry will be an asset in his dealings and associations with our distributors. His overall knowledge of the business of coin machine operation is sure to make him a credit to our organization."

Schneller is now in the process of meeting with U.S. Billiards distribu-

Color-Sonics Holds National Openhouse for Audio-Visual Unit

Green, Knazick Have Heavy Travel Schedule

NEW YORK—Back in New York for a few days before leaving for the next Color-Sonics showing, Stanley Green, president of the newly formed audio-visual company, talked about the recent showings of the machine in Chicago and California.

Green, making the tour with sales vice-president Saul Knazick, recalled Chicago: "Sonny and I flew in Wednesday morning and went over to the Continental Plaza Hotel. Larry and Ronnie Kaghan were hosting the show—they're Color-Sonics of Illinois. The show was set for half past one to ten-thirty. When we left at ten the place was still swinging. The machine never stopped playing. Operators and distributors wanted to know all about it—they looked inside, they stood up, they sat down, they looked at it from every angle. A very successful show."

Guests at the Chicago premiere included Paul Calamari, sales chief of Bally Mfg. Co. and Gil Kitt, head of Empire Distributors. Next, Green and

Knazick emplaned for Beverly Hills to the Century Plaza Hotel, newest luxury lodging of the Western Hotels chain.

"This one was held outside on a patio by the swimming pool. We had twenty girls, all dancers from our films, dressed in the costumes they wore for their films, so you had everything from bikinis to Indian saris. The girls were the hostesses. The Hollywood community turned out. George Fenniman was the announcer. Record company executives, film production people, operators, distributors, actors—everybody. George Maharis was there so was our Fran Jeffries. The show was sponsored by us, by Official Films and by Henry Leyser, the head of Associated Coin Amusement. Hank's our distributor for California. The show ran from five-thirty to eight o'clock and it was jammed. Bob Blee, the vice president in charge of production at Official Films was there and I'm very happy to say that our chair-

man of the board, Mr. Lou Lerner, flew in from New York to attend the showing. Mr. Lerner's a very busy man; he's not only our chairman but he's chairman of the board of The National Company and the president of Official Films."

"They were both good shows and I think we're off to a lovely start. The machines are coming off the production lines at National and they're going out to our people in Los Angeles, Chicago, St. Louis, Salt Lake City. Tomorrow Sonny and I get on another plane and go to Ohio for an openhouse. Then Kentucky. Meanwhile Hank Schwartz, our production vice president is in Europe. On a secret mission. One more thing—we're moving to 99 Park Avenue. We'll be in our new offices September 12. Bigger, better, more room—the way things are going we'll need all the room we can get."



Stanley Green, Color-Sonics president, talks to Empire Distributing's chief Gil Kitt while interested guests inspect the machine. Posing in front of the audio-visual unit are Green, Herb Perkins, head of Purveyor Distribs, Larry and Ronnie Kaghan and Color-Sonics' Saul Knazick.



Gathered 'round are Herb Perkins, Richard Uttanoff of D & R Industries, Stanley Green, an unidentified, but smiling, guest in the rear, and Larry Kaghan. Right: Seated at their leisure are Warren Hesch of A & H Entertainers, prominent Chi ops Larry Cooper and Andy Hesch. The comely lass (alas) is unidentified.

Lou Wolcher, Andy Diamond Cited As Benefactors of Palsy Victims — VISTA

SAN FRANCISCO — Lou Wolcher, owner of Advance Automatic Sales Co., has made the headlines.

The San Francisco Examiner of August 31 carries a four-column story on Wolcher's time, investment and success with VISTA (visual instant scanning typewriter adapter).

Ten years ago Wolcher visited a school for children afflicted with cerebral palsy. "It's a heartbreaking thing," he said. "Many of the kids have normal intelligence, but their minds are trapped. They can't communicate with the world because they can't speak or write."

Wolcher invested \$25,000 in the design and building of VISTA. The machine displays fifty commonly used typing characters on a lighted panel; a motor drives a series of step units and relays to "scan" the panel. The idea is borrowed from the pinball, but the modifications enable a palsy victim to type a message slowly. For some, it is the first time they have ever been able to communicate. One boy wept after typing his name.

A. E. Lown, former superintendent of the Northern California Residence

School for Cerebral Palsied Children at Parkmerced, asked both IBM and Pacific Telephone to develop a VISTA-type machine. Both said they would, but Lown and the school were expected to finance the building. Wolcher made no such stipulations. Electrical similarities between Lown's idea and the guts of a pinball brought VISTA to life.

"Imagine what it's like to be helpless in a bed or a wheelchair and not be able to ask for a glass of water when you're thirsty," said Wolcher. "It may be only a few people can use a machine like VISTA but for those few it is a fantastic boon."

VISTA is now on display at the American Medical Association's Congress of Physical Medicine and Rehabilitation in the Sheraton-Palace Hotel.

Wolcher gave much of the credit for the development of the machine to his chief mechanic, Andy Diamond. "One big advantage of the machine is that there's a pinball mechanic in every city in the country, and he can service VISTA," said Diamond.

Fred Edwards Joins D & R

CHICAGO—Dennis Ruber, co-head along with Richard Uttanoff of D & R Industries, coin machine parts and supplies company in this city, last week announced the appointment of Fred Edwards of Indianapolis, Indiana as a sales representative, covering a wide territory, including Indiana, Illinois, Michigan, Tennessee and Kentucky.

Lyn Ruber, general manager of D & R Industries, met with Edwards in Detroit, Michigan last week to conduct him on a tour of his territory.

SEEBURG BOWS "STEREO SHOWCASE"

CHICAGO—The Seeburg Corporation has introduced its newest coin operated phonograph, the Seeburg Stereo Showcase, featuring a dollar bill acceptor, a rotating motion-merchandising display, a new wood finish, a wrap-around color front panel, and an Income Totalizing System that provides both a visual and a printed record of income.

The dollar bill acceptor, while simple to operate, meets a variety of requirements demanded by Seeburg engineers. Available as optional equipment, it has its own separate cash box for the dollar bills it accepts.

But before a person can spend a dollar bill or coins in a phonograph, he must be drawn to it. Seeburg has an exclusive new motion display that is designed to catch the eye and draw people for a closer look. The rotating motion display thus sells as it spins. It begins by displaying a panel of five Little LP album covers. After they are on view for 20 seconds, the display revolves to show a scenic panel. The third and final panel shows five more Little LP covers.

The motion display can be used in many ways by the operator. Each of the three sides can be set up to display 5 Little LP covers for a total of 15 covers. Groupings of covers can be devoted to vocalists, to instrumentals, to jazz or other programming areas. Any side of the motion display can carry a scenic panel. One such panel is standard equipment; additional panels will be available. Additional merchandising innovations will also be made available for the display areas,

Totalizer Systems (ITS) and while previous model phonographs have had a totalizer that provided a visual tally of phonograph income, there has not previously been any phonograph that also provided a print-out slip which provides an income record. Now Seeburg engineers have made it possible for operators to have a print-out Income Totalizer System. This optional accessory gives an accurate, up-to-the-minute printed total of all coins and bills deposited in the phonograph. It will stamp the cash total on a special collection slip. The same total is also shown visually on the Income Totalizer itself. Whenever a coin or bill is accepted, a "Thank You" light flashes.

At the recent Seeburg distributor meeting, William F. Adair, Seeburg Corporation vice president, read several letters from operators praising print-out Income Totalizers. One operator reported a saving of 30% in service time because the counting of monies was eliminated at the location and the routeman could deliver an Income Totalizer slip to the location as proof of the income. Increasing labor costs point to greater operator need for income totalizing systems.

The new model phonograph, designated SS-160, has a colorful front panel that wraps around to both the sides of the phonograph. It is made up of colorful designs over which appear the figures of musicians and dancers in a melodic panorama. To obtain the unusual effect, Seeburg design chief Ted Dobson utilized both color film, plastic and silk screening



At the recent showing for distributors, held at Seeburg's home office in Chicago, vice president William Adair of the Seeburg Corporation unveiled the "Stereo Showcase" and pointed out its revolving display, dollar bill acceptor, Danish teak wood finish and Income Totalizing System features.



Outstanding feature of the new Seeburg phonograph is the revolving little LP display. At top of photo, a romantic scene. Twenty seconds later it flips to show five LP covers, and twenty seconds later it flips again to show five more. All three panels may be scenes or covers, depending on choice.

according to factory executives.

The Seeburg Stereo Showcase dollar bill acceptor utilizes computer-like circuits to read the face of the bill and accept it if it is a valid bill. A wide number of plays can be given with the acceptance of a dollar bill, depending on operator and location needs. The acceptor uses a low voltage which would not be harmful even if a customer were to place a wet bill into the unit. A customer places the bill face up on a tray and slides it forward. If accepted, plays credits are given. If rejected, the bill is returned as the tray returns to its normal position.

Seeburg was the first to utilize a wide variety of wood finishes in its phonograph cabinetry. The widely accepted walnut and cherry finishes have now been joined by another new finish, one that is of the Danish teak family, and which will permit the new Seeburg Stereo Showcase phonograph to fit into all types of locations, no matter their decor.

Seeburg has pioneered in Income

methods, another combination of firsts in the industry.

The Seeburg Stereo Showcase has a sound system that is completely new from pickup to speakers. A new cartridge assembly has been incorporated that is removable without tools and which has a stylus pressure of only two grams, the lowest in the industry. This will add to record life. The new cartridge carries a five-year warranty.

At the distributor showing, Edward Claffey, Seeburg vice president for phonograph sales, demonstrated the revolutionary new method used for tripping records at their end. "There no longer is any physical contact between the tone arm and a trip mechanism," he demonstrated. As the tone arm passes through the end of the playing area of any record, a magnetic field is interrupted and a delicate reed switch is tripped, setting the changing cycle in motion. The reed switch is hermetically sealed and has performed its function without any

(Continued on page 76)

COLOR • MOTION • SOUND
ALL the ingredients of
Successful entertainment combined!
Seeburg Stereo Showcase



- ROTATING LITTLE LP SHOWCASE DISPLAY
- BREATHTAKING COLOR AND DESIGN
- TOTAL, ENVELOPING STEREO SOUND SYSTEM
- OPTIONAL DOLLAR BILL ACCEPTOR AND INCOME TOTALIZER

See and hear the
SEEBURG STEREO SHOWCASE
 at

Lieberman Music Company
 257 Plymouth Ave. North
 Minneapolis, Minn. (612) 332-7131


Fantastic new Seeburg Stereo Showcase.

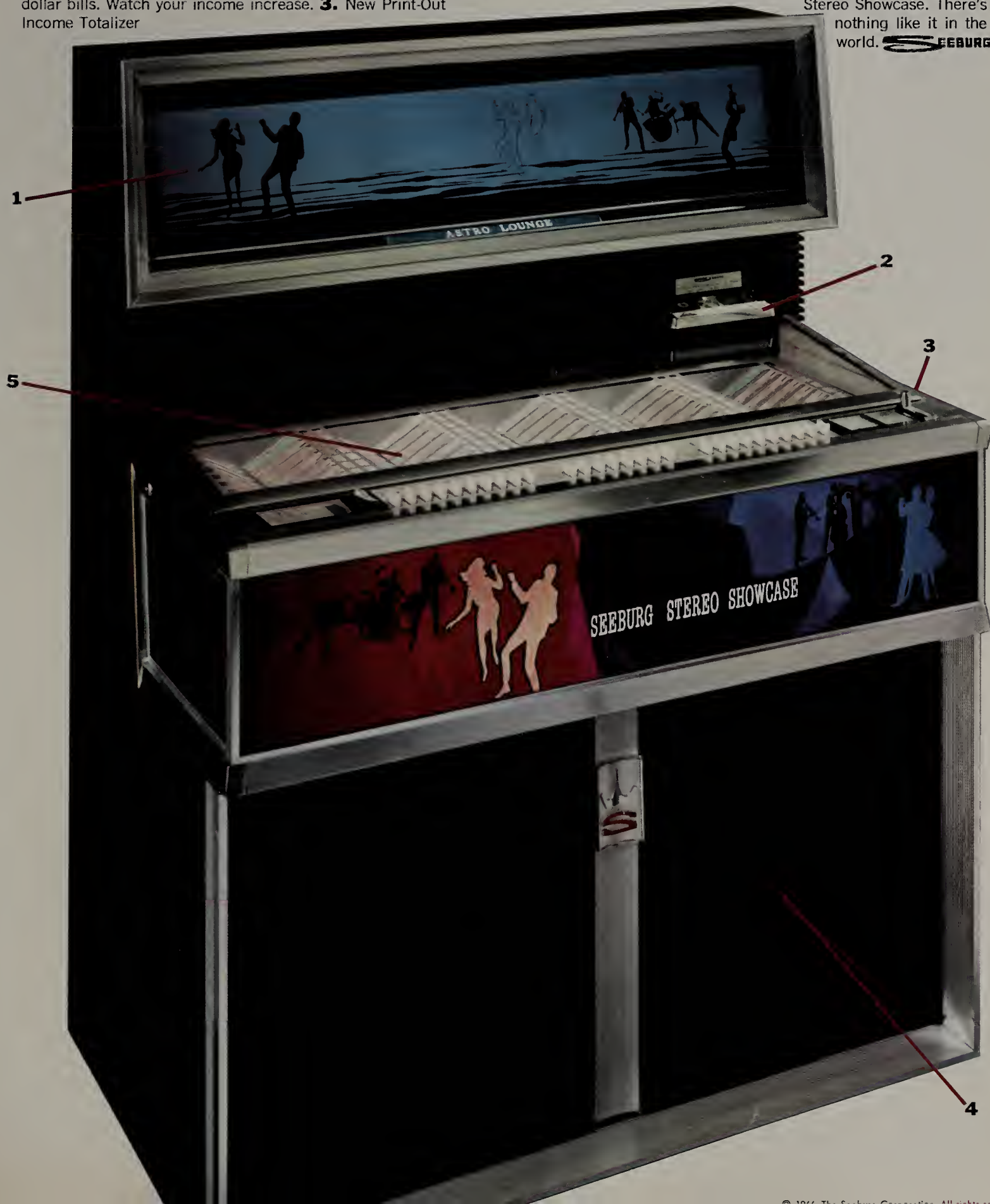
Your customers will probably call it a juke box. They should bite their tongues. Even calling it a Showcase is modest. It has everything. Light. Sound. Motion. Color.

1. The new Motion Display. Holds up to 15 Little LP album covers. Or 3 romantic scenic panels. A rotating display of color and light. **2.** Dollar-Bill Acceptor (optional). Recognizes and accepts dollar bills. Watch your income increase. **3.** New Print-Out Income Totalizer

(optional). Gives an accurate up-to-the-minute printed total of all money deposited in the phonograph. Stamps it on a collection slip and shows it on the Totalizer itself. **4.** New Balanced Sound System. It's all transistorized. Covers the complete range of sound audible to the human ear. Light touch tone arm and diamond styli.

5. Plays everything. Little LP albums, singles in 33- $\frac{1}{3}$ and 45 r.p.m. speeds. A juke box? Bite your tongue. This is a Seeburg Stereo Showcase. There's nothing like it in the world.

nothing like it in the world. 



Seeburg's exclusive new motion display:



Starts with a panel of 5 hit Little LP albums.



Revolves to show a romantic scenic panel.



Sells as it spins.



**Shifts to 5 more hit albums . . .
each panel visible for 20 seconds.**

SEEBURG

Growth through continuous innovation

More Firsts from Seeburg!



Dollar-Bill Acceptor (optional)



Print-Out Income Totalizer (optional)

The rotating display inside the top of the Seeburg Stereo Showcase has three sides, like a prism. Each side accommodates 5 Little LP album covers, or one decorative scenic panel. With every complete rotation, it displays up to 15 popular albums (when all three sides are mounted with album covers)—a miniature showcase of the best in popular music—a real service to location patrons. The new Stereo Showcase is easily tailored

to suit locations' specific needs.

Albums make up 80% of the record business today. The Seeburg Stereo Showcase—with its exclusive rotating display—shows patrons what the most popular albums in stereo are. It intrigues them with motion . . . captivates them with color and soft lighting. Get this money-making show on the road—working for *you*—by visiting your Seeburg Distributor right away.

New dollar-bill acceptor! (Optional Accessory)

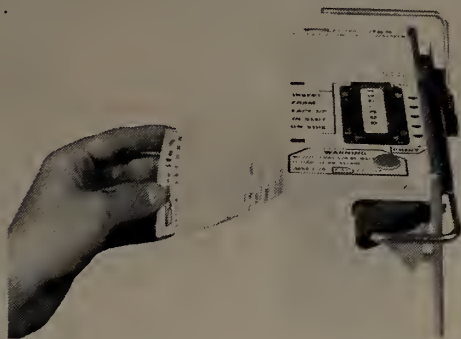
Lets patrons play a dollar's worth of hits (albums or singles) at one time. Has its own separate cashbox. Operates with "logic circuits"—like a computer—to recognize a dollar bill and register credit for a dollar's value in play. This great new money-maker has been specially developed for Seeburg coin-phonographs. Added benefit: Saves location the time and trouble of constantly making change.

New Print-Out Income Totalizer! (Optional Accessory)

Gives an accurate, up-to-the-minute printed total of all coins and bills deposited in the phonograph. Stamps the cash total on a special collection slip. The same total is also shown visually on the Income Totalizer itself. A "Thank You" light flashes whenever a coin or bill is accepted.

COIN PHONOGRAPH

Among the optional features of the "Stereo Showcase" is the Income Totalizing System which gives a written account of coin and dollars. Designed as a time-saving service for the operator, it is a Seeburg "first."



The dollar bill acceptor shown here is also an optional accessory but from operator response at distributor showings it bids fair to become a near-standard item. It automatically rejects crumpled, torn or dirty bills. A separate cash box for the bills is also available.

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(Continued from page 72)

failure in many test operations. Summing up the advantages of the new tone arm and trip method, Claffey pointed out that operators will now have (a) improved frequency response, (b) longer record wear, (c) greater output and (d) longer stylus wear. "And in eliminating the micro switch to trip records, we have eliminated a source of trouble to operators," Claffey noted.

The new phonograph uses two new type magnetic speakers for bass response. They use barium ferrite and are different in colors to distinguish that they deliver a different response thus eliminating feed back and give a more complimentary cone resonance.

Cash in on the Fact



**WURLITZER
MEANS
MUSIC
TO MILLIONS**

Two new improved mid range speakers and two improved tweeters combine to provide a new quality of sound reproduction. The speakers no longer are placed behind grille cloth that picks up dirt. The new phonograph uses metal grilles that are appealing in appearance, yet are not only easy to clean but permit the finest in sound reproduction.

A new S.O.S. (Speaker Overload System) has been incorporated into the new phonograph amplifier. It thus becomes impossible for an operator or service man to improperly hook up speakers and thus cause damage to them. When an improper hook-up is made, or if a short circuit of external speaker wires occurs, the phonograph amplifier automatically senses the problem and takes steps to protect itself while at the same time giving an auditory indication that a fault has occurred.

This is a big word . . . interchangeability, but it is big and important to the coin phonograph industry, so Seeburg Tormat Memory Unit, Solid State Control Center, Amplifier, Auto-speed Unit and Stepper Units are interchangeable with the previous model.

Seeburg distributor shows indicate highly favorable operator reaction to the new model. As a result of orders already received, production has been pre-sold for an extended period and Seeburg distributors have been asked to recalculate their needs for the ensuing months of the year.

Carl Sundberg, head of Sundberg-Ferar Associates, Detroit, is respon-

sible for the design of the new Seeburg Stereo Showcase phonograph.

Al Bodoh, engineering vice president at Seeburg, said, "Operators can rest completely assured that there is no finer designed phonograph than our newest Showcase model. The new Lockheed supersonic transport plane had its interior designed by Mr. Sundberg and his associates. They have applied the same know-how to phonograph design as they have in the new plane which will cut world air travel schedules in half. The interior of the plane was designed to provide passengers with new levels of comfort while flying 1,800 miles an hour at an altitude of 75,000 feet. They have applied similar appeals in styling, wood, glass and metal to our phonograph as to the plane of tomorrow," Bodoh stated.

Commenting on the revolving little LP display, Seeburg vice president William Prutting said, "The idea of motion in phonographs is not new. Seeburg phonographs were the first to utilize flashing lights and revolving color modules in pilasters. However, the current Seeburg innovation is the first to utilize a revolving display that uses the Little LP covers to attract patron interest and stimulate phonograph play."

"Merchandising possibilities are unlimited for the operator," said Prutting. "The operator has got to use Little LP's to get that extra play and overplay."

The Seeburg executive noted that while Seeburg inaugurated the Little LP concept, the idea has grown to the point where many record companies are now making their product available to operators directly, instead of exclusively through Seeburg. "It shows our idea was a good one and we're glad Capitol, Columbia, Liberty and many others have joined in to give appropriate Little LP product to the operator," he stated.

"Seeburg has given the operators over 1,000 Little LP's," Prutting noted. "Now with the full swing of the record companies with direct participation, it is easy to see why the Seeburg Stereo Showcase gives operators a logical opportunity for the display and play of Little LP's," he said.

Concluding, Prutting said, "There will be great location demand for this new phonograph for with the new motion display and other additional exclusive Seeburg features, it will be a banner year for the operator and for us."

World Wide Showcase Of Seeburg Phono Draws Ops

CHICAGO—Although Tuesday, August 30 was officially designated as the gala showing date at World Wide Distributing Company, of the new Seeburg coin-operated "Stereo Showcase" phonograph, operators from a wide area are continuing to visit the busy northwest side showrooms.

Nate Feinstein advised that thus far more than 150 operators in this area and their service personnel dropped in at World Wide to see and hear the new phonograph.

Individual showings will also be held by World Wide people, September 13, at the Sands Motel in Peoria, Illinois; September 20 in the Ramada Inn in Champaign; and September 27 in the Downtowner Motel in Springfield, Illinois.

During all World Wide showings it is customary for an additional briefing on service instruction. This area is generally covered by Manuel Herman, service manager; and Sam Di Piero.

World Wide staffers on hand during the Chicago showings included: Nate Feinstein, Harold Schwartz, Irv Ovitz, Fred Skor, Howie Freer, John Neville, Frank Gumma, Art Wood, Jules Millman and Roy Gioconda.

Among the Seeburg executives who visited World Wide during the showing week were Tom Herrick, George Gilbert, Frank Luppino, Lillian Kubicek, Freeman Woodhull, Larry Magnusson, and others. Williams Electronic Mfg. Corp. was represented by Sam Stern, Buddy Lurie, Herb Oettinger, Jack Mittel and Bill DeSelm.

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Nat'l Names Sales Mgr.

EAST ORANGE, N.J.—Sol Mollengarden, a fifteen-year veteran in the coin machine business, has been appointed national sales director at the National Shuffleboard Co., pool table and games manufacturers located in this city. Mollengarden first joined National's sales department in November of 1965, but according to the factory's executives, "his talents became instantly apparent and we feel he will be a tremendous asset to our firm in his new position."

Mollengarden, who will now be coordinating all of National's distributor sales, in both coin and home model equipment, has vast experience in games operation. He termed his own appointment at National as one of "great satisfaction" to himself and added that he's proud to be at the sales helm of a "truly dynamic firm."

"National's growth has been tremendous, in recent years, in the area of coin tables alone," the new sales chief stated last week. "They've really taken hold in the U.S.A. and now we're branching out our overseas activities. As a matter of fact our first shipment of professional parlor tables has just gone off to Honolulu," he revealed.

Mollengarden further revealed that National will be exhibiting a brand new lineup of home tables at the upcoming MOA show. The new line, called the 'VIP', comes in 7' and 8' sizes. Also on display at the MOA will be some color changes on the firm's Coronet coin-op line.

In addition, National is now offering a 2 $\frac{5}{16}$ " cue ball, he stated. "However, even with all these changes," Mollengarden said, "we plan no increase in our prices."

Novel Twist For Open House

ST. LOUIS—Pete Entringer, general manager of Advance Distributing Company, sales agents in the St. Louis area for Rowe Manufacturing, held a novel oldtime showing September 12th of the Rowe "Music Merchant" phonograph and audio-visual unit.

The premiere took place in the famed Crystal Palace in Gaslight Square. Entringer heralded the occasion as "one of the most momentous occasions in years for the coin machine business in this area. The 'Music Merchant' is exactly what it's named."

Atlas Shows Rowe MM

CHICAGO — Eddie Ginsburg, president of Atlas Music Company, distributors throughout this wide area for Rowe Manufacturing's music, vending and Customusic products, announced the holding of a gala premiere unveiling, Sunday, September 18, of the new Rowe-AMI "Music Merchant" coin-operated audio-visual phonograph combination in the plush

Crystal Ballroom of the Sheraton-Blackstone Hotel. Operators from a wide area embracing Atlas Music's domain are invited to attend this widely heralded showing.

Patrick L. O'Malley, president and chief executive officer of the Canteen Corporation; and Jack Harper, president of Rowe AC Mfg. Corp., a subsidiary of Canteen, will be in attendance to greet the guests with Eddie

and Adele Ginsburg.

Also on hand for Rowe Mfg. will be Fred Pollak, vice president of marketing, sales manager Joe Barton, and other executives.

Co-hosts for Atlas Music Company are vice presidents Sam Gersh and Bob Fabian, and Mike Blumberg, treasurer. Also, Joe Kline, Mort Jacobs, Stan Levin, Bill Phillips, Chuck Harper, Sam Kolber, Joe Kly-

kun, Morris Minkus, and other Atlas staffers.

Ginsburg advised that invitations will be mailed to areawide coin machine operators.

The spotlight will be on Rowe-AMI's application of the audio-visual feature of the new phono and the exciting, new dollar bill acceptor, which is being heralded by Ginsburg, et al at Atlas Music Co.

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Eastern Flashes

SEEBURG DISTRIBS SAY STEREO SHOWCASE MEANS \$\$\$—A telephone poll of Seeburg's East Coast distributors last week revealed at least one unanimous sentiment among them—that the Seeburg Stereo Showcase phono (officially released this week) is "the greatest step forward in many years." Several said the new phono will be the biggest thing since the Channel 1, Channel 2 days of stereo introduction. Indeed, each of the reps boasted of the machine's new rotating album display feature. As Eastern Music Systems' sales exec Mel Sonier put it, "down here in Philadelphia, album play is tremendous. Now that the Stereo Showcase spotlights this product, album popularity is bound to hit a new high!" Mel and many of the others agreed the revolving display would put the phonograph in the location's limelight; as he said it, "the phonograph will become the focal point of the location." Mel advised at press time that Eastern Music had scheduled an open house showing for their operator customers for Sunday the 11th at the Philadelphia Athletic Club. . . . the Southeastern Vending sales force was gearing for open house's at all three branch offices, when we spoke to 'em last week. The Columbia, S.C. showing was set for the 11th with Raleigh and Columbia set to follow later on. Although little LP popularity has been high in the Carolinas, the boys say, the Seeburg revolving display is sure to bring this product to the attention of many customers who've never played 'em. Southeastern, also an operator of some stature, has found the albums to be more profitable than singles. . . . Davis Distributing has open house Stereo Showcase presentations scheduled for all three New York State offices (Albany, Syracuse, Buffalo) for Sunday Sept. 18th. Festivities are scheduled to kick-off at 3:00 and swing till 9:00 P.M. . . . Phil Greenberg at Atlas Music in Pittsburgh thinks the dollar bill validator on the Stereo Showcase phono will introduce many consumers to this product for the first time and open the way for such acceptors on other types of equipment. "The juke box is a very familiar item to most people and seeing one that accepts dollar bills kinda puts the seal of approval on the idea. I think it's terrific," he stated. . . . Arnold Bordelon down at Operators Sales in New Orleans held open house for the Seeburg Showcase Saturday before last at his showrooms. In addition to the dozens of ops and mechanics who showed up, Bordelon brought 15 student phonograph mechanics down from the Manpower Development Program center in Baton Rouge for a look-see inspection of the new unit. "These boys were principally interested in serviceability," Bordelon stated, "and this machine is a serviceman's dream." More than half of the units already on order have the dollar bill acceptor, Bordelon revealed. . . . Bill Schwartz up at W.S. Distributing in Brighton held a two-day open house showing of the new Seeburg phonograph at his showrooms last week drawing nearly 70 operators and mechanics. "The rotating album triangle was very well received," Bill offered. "This feature, together with the dollar acceptor, has already put us behind in deliveries—the machine is that popular." . . . Memphis and Nashville area ops took in the Seeburg Stereo Showcase at open houses held at the Sammons-Pennington showrooms there. Popular features, according to the distrib's sales force, were: "the mar-proof cabinet, absence of cloth on the grille and the great sound." . . . G. K. Gabrielson Distributors showed the Showcase at Atlanta's Marriott Hotel and reported that 90% of phonos on order request the dollar bill acceptor. "The dual cash box with the bill acceptor added to the coin acceptor should knock out a load of dead time since one can operate independently of the other," Mr. Gabrielson stated.

ON THE AVENUE, TENTH AVENUE—Abe Lipsky getting settled in his new Fort Lee, New Jersey home, can now spend more time in the showroom each day since that Cherry Hill, N.J. commuting time has been cut to the nub. . . . Lou (Captain Kid) Druckman looking toward big things with Midway's new target gun. The United East Coast sales exec also making hay with United's Aztec Bowler. . . . Harold Kaufman at Musical Distributors gives his finest blessings to ChiCoin's 'Flair' bowler. "This game of coin-op bowling really has a skill feature now that ChiCoin's put the hole in a larger ball," Harold stated. . . . Murray Kaye at Atlantic New York says he's been taking orders on the new Seeburg phono for two weeks now, even before the showroom model was delivered.



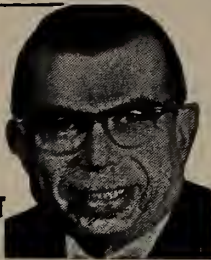
Houston Happenings

First showing of the new Seeburg phonograph in display room of H. A. Franz & Co. on Aug. 29-30 was marked by tremendous attendance representative of practically every point in Houston trade area and naturally within the city proper. In live amusement or sports fields vernacular it would have been described as a "Standing Room Only" crowd. Two Seeburg vice presidents, Edgar C. Blankenbeckler, regional vice president, Seeburg Sales Corporation and Edward F. Claffey, vice president, the Seeburg Sales Corporation, were present. Also in evidence to help H. A. (Hoddy) Franz, head of the Franz Company, make the showing a success were key members of the firm's phonograph, vending, game and background music sales representative together with service and office personnel. Group included: Billy Rider, Larry Twardowski, Bob McAfee, Hershel Hamlin, E. Wade Gibson, Al Jordan, Bud Wright, D. B. Bezley. Delicious barbecue dinners, catered by Rudy Vara (South Texas Vendors) were served both days together with cold refreshments. . . . Joe Quartaroro, head of Quartaroro Amusement Co., Beaumont, was 80 years young last March. He is still active in his company and rarely misses a Seeburg showing.

Was a real pleasure to become personally acquainted with A. E. Garcia, owner of Al's Amusement Co. and charming wife Elois. . . . Old timer Joe Baine, head of Baine Amusement, Beaumont, on a well earned (???) vacation in Europe. Oldest son, Donald (Don) Baine, active with company past few years, doing jam up job pinch hitting for the Old Man. . . . Over a year since we had conversed at length with Pee Wee Fleshner, owner Coin Machine Service Co. Fleshner, long regarded as a super active coinman, apparently has not slowed down a whit in the meantime. . . . Pete B. Bonano, owner Pete B. Bonano Music Company, Bryan, has been in the business continuously for thirty six years! Not too far behind in length of servitude is W. C. Watson, in charge of service for the firm. Bonano Company business card bears the motto: "The Sweetest Music on the Brazos" (river) . . . Among numerous other people of note at Seeburg show was Mrs. C. L. (Shirley) Ford, widow of late C. L. Ford, owner of Ford Novelty Co., San Augustine, Texas. Ford Novelty claims distinction for having biggest mileage area of operations in Texas—a radius of some 150 miles. . . . Presence of coinman Jimmy Lambright, Beaumont, contributed to making Beaumont the highest represented city except Houston at the Seeburg new model phonograph showing. . . . E. J. (Sly) Slanina, owner Sly Distributing Co., taking himself a real vacation. He booked passage for a pleasure boat cruise to Trinidad with stop overs at numerous points of interest in between. Operations of the firm are under capable charge of E. J. Jr. during Sr's absence.

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Chicago Chatter

Post Labor Day business activity was greatly intensified this past week with two far reaching coin machine equipment introductions highlighted by Chicago Dynamic Industries' release of an exciting new concept in big ball bowling alleys, with the "Flair" ball bowler featuring a considerably larger bowling ball with a thumb hole; and Seeburg's all-new coin-operated "Stereo Showcase" phonograph with a rotating display panel, an optional dollar bill acceptor and Income Totalizer System. Earlier Gottlieb intro'd the new "Cross Town" flipper amusement game, Midway released a new "Captain Kid" rifle-target amusement game, and Williams Electronic Mfg. Corp. opened big with United's "Aztec" big ball bowling alley. Furthermore, with the MOA Convention and Trade Show and the huge NAMA gathering looming up in the very near future this will be a hectic season in coinbiz.

Another gala showing was held, Tuesday, August 30, in the Continental Plaza Hotel when Larry and Ronnie Kagan previewed the new "Color-Sonics Theatre" audio-visual machine to areawide coin machine operators. Stanley Green, prexy of Color-Sonics, Inc., of New York, and Sol Knazick were on hand in Windy City for the showing. . . . Tuesday, August 30, was the target day for World Wide's combined showing and service session featuring the new Seeburg "Stereo Showcase" phono in the company's showrooms. World Wide staffers there included Nate Feinstein, Harold Schwartz, Irv Ovitz, Freddie Skor, Art Wood, Howie Freer, Johnny Neville, Roy Gioconda, Frank Gumma, Jules Millman, Manuel Herman and Sam Di Piero. On hand for Seeburg Corp. were Tom Herrick, George Gilbert, Stan Jarocki, Freeman Woodhull, Lillian Kubicek and Larry Magnusson. Representing Williams Electronic Mfg. Corp. were Sam Stern, Herb Oettinger, Buddy Lurie, Jack Mittel and Bill DeSelm.

One of the busiest Seeburg distribs these hectic show days is genial Dave Sutherland, since he has to cover five different showings in five different areas where he has distribution headquarters. . . . The big day for Atlas Music Company is Sunday, September 18, when Eddie Ginsburg, his lovely Adele, Sam Gersh, Bob Fabian, Mike Blumberg, Joe Kline, Stan Levin, Chuck Harper, Bill Phillips, Mort Jacobs, Joe Klykun, Sam Kolber and Morrie Minkus hold a gala premiere showing in the swank Crystal Ballroom of the Sheraton-Blackstone Hotel. The hotel's capable maitre de Freddy Kay will do the honors with his culinary cuisine. The spotlight will be on the new Rowe-AMI "Music Merchant" audio-visual phonograph combination. Honored guests will be Patrick L. O'Malley, president and chief executive officer of the Canteen Corporation; Jack Harper, president of Rowe AC Mfg. Corp.; Fred Pollak, vice president and director of sales and marketing; and Joe Barton, national sales manager. Eddie Ginsburg anticipates the heaviest attendance he's ever had at an equipment showing.

After Harry and Rose Silverberg have their two day showing of the new Rowe-AMI equipment in the Executive Motor Hotel in Kansas City they'll jet to the Orient for visits in Hong Kong and Japan. Sales chief Jerry Becker, Glenn Parsons and Jim Jackson will mind the store during Harry's absence. Reason for the jet trip: Harry needs a new suit! . . . While we're on the subject of showings, Charlie Kagels and Pete Entringer, of Advance Distribs in St. Louis, set their showing for September 12 in the Crystal Palace in Gaslight Square to showcase the new Rowe-AMI "Music Merchant" audio-visual phono combination. Pete sez: "It's a sellout!"

A very tired Frank Luppino took a two week vacation from his duties at the Seeburg Corp. last week. All he wants to do is spend all his vacation time with his wife, Bjorg; newborn son, Frank Luppino III, and pert, little daughter. . . . Rock-Ola Mfg. Corp.'s George Hincker is expected back in his office after a two week vacation. . . . When we chatted with Paul Calamari, sales manager of Bally Mfg. Co. last week we were informed that the acceptance of Bally slots in Nevada is excellent. Paul feels that Bally will continue to enjoy very good sales action with all of the firm's amusement games during the fall season.

Dennie Ruber and Richard Uttanoff, co-heads of D & R Industries, happily

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TRIO	310
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OH BOY, 2-PI.	205

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SAVOY	195
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DIXIE	180
CLASSIC	250
FROLIC	275
7 STAR	275
HOLIDAY	310
TROPICS	350
ALAMO	350

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KING	\$195
QUEEN	210
PRINCESS	250
CONTINENTAL	295
ROYAL CROWN	350
GRAND PRIZE	425

SOUTHLAND LITTLE PRO	\$155
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report that they'll finally be able to move into their new plant early in October. Lyn Ruber dashed out to Detroit, Michigan last week to meet Fred Edwards, D & R's new sales representative and introduce him in his territory which includes Indiana, Illinois, Michigan, Tennessee and Kentucky. . . . Mark Wolverton and Hank Ross, of Midway Mfg. Co., feel very confident that they have a big winner in the new Midway "Captain Kid" rifle-target amusement game. Production and shipping have been considerably increased to meet the growing demand in most of the domestic coin machine markets.

A very busy distrib in this area these early fall days is Empire Distribs, where owner Gil Kitt and vice prexy Joe Robbins are constantly on the phones racking up sales orders. Other busy staffers are Bill Milner and Jack Burns. Joe reports that the Rock-Ola trio of "GP/Imperial" (200 selections), "GP-160" and "Coronado" (100 selections) phonos are enjoying excellent sales throughout this wide area. . . . When we chatted with Marvel Mfg. prexy Ted Rubey we were informed that sales are keeping the production lines jumping at Marvel. He expects this fine trend to continue during the rest of the fall season. . . . Bert Davidson, Wurlitzer's busy man-on-the-go in these parts, was back in Windy City last week visiting with Joe Schwartz and Mort Levinson, at National Coin Machine Exchange.

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Merchant?**



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California Clippings

RED CARPET ROLLED OUT FOR COLOR-SONICS. . . . Official Films, Inc. and Associated Coin Amusements, Inc., combined their talents to host a gala press reception at the famed Century Plaza Hotel, to celebrate the unveiling of the much publicized Color Sonics Theatre. This audio-visual device is coin operated and projects the color film on a large T.V. like screen, accompanied with the latest high-fidelity sound system. Some of the celebrities present included: Gary Owens, disc jockey for KMPC, Mary Wilson, a member of the Supremes, and Fran Jeffries. The latter filmed one of the first films for Color-Sonics, and was on hand to personally help undrape this newest development in the field of sight and sound theatre. Two phonorow locals attending the festivities were, George Muraoka of Simon Distributing, and Hank Tronick of C. A. Robinson. We might add, that they, like many others on hand, seemed to enjoy watching such femmes (only on film though) as Nancy Sinatra, Lainie Kazan, Julie London and of course Miss Jeffries.

SIS, BOOM, BANG AND ALL THAT JAZZ. . . . According to Hank Tronick, things are really buzzing at C. A. Robinson. Hank gives us the info that they are conducting a gigantic summer end sale, to clear the decks for the new fall products. They are particularly looking forward to the arrival of the new Midway rifle game "Captain Kid" which from what Hank says, promises to be a smash hit. Charlie Robinson reports to us that August of this year was far better than August of last year and he is in the hope that this trend will carry forward into the fall and winter months ahead. We hear that confidence in the coin machine industry was expressed by two of the largest banks in California. Bank of America officials, and Security First National execs, advise of very substantial increases in the acceptance of coin machine paper.

FROM THE RECORD RACKS. . . . We hear that Floyd and Jerry, the popular Presta recording artists were back in town, and they paid a return visit to Luenhagen. The Solle sisters tell us, "Floyd and Jerry are just about the nicest two kids in the business." We can't argue with that statement. Irwin Zucker was in to check on his hit bound "Psychotic Reaction" by the Count V on Double Shot. From the way that Irwin gets around, we have no reason to doubt his slogan "promotion in motion." We're also told that Mike Borchetta, promo man for Smash was in to see how "Walk Away Renee" by the Left Banke, was coming along. Number one single for them this week is "Flamingo" by the Tijuana Brass. . . . Talked to Buddy Robinson of California Music and he comes in with the news that Sidney Goldberg, V.P. at Decca, stopped in to say hello to everyone. "Black is Black" by the Los Bravos is his hot single for the week. Biggest chart climbing L.P. of the week is "Sergio Mendes and the Brasil 66" on the A&M label.

HERE AND THERE. . . . Bob Portale of Advance Automatic Sales reports that he just received his first shipment of the Chicago Coin "Kicker" and he says that it lives up to all expectations. As a matter of fact he is eagerly awaiting his next shipment. We hear that LeRoy Murdick just returned from his vacation. Speaking of vacations, we're glad to hear that Stan Larsen of Struve Distributing, enjoyed his vacation up at Lake Arrowhead. We hear that Ed Cleland of the Seeburg background Music division, was in our town for a two day sales seminar. . . . Spoke with Don Edwards of Circle International and he informs us that Johnny Detweiler of the Honolulu office was over here for a couple of weeks. Ken Smith is in Bakersfield calling on ops while their new salesman, Don Young is covering the territory calling on all his old friends. Don tells us that Art Wright just returned from his Lake Tahoe vacation. . . . Kip Marin of Wurlitzer reports that Al Dietrich, an exec from their office back east spent some time in Los Angeles before returning to his home office. Bobby Hall just returned home from his vacation. . . . Joe Duarte of Duarte International spent the Labor Day weekend south of the border, down Mexico way. . . . Visiting ops this week include: Luther Olney-San Bernardino. Jerry Reece-Tucson, Verlin Shinn-Woodland Hills, Jerry Graves-El Monte, William Davis-Santa Ana, Charles Cahoon-Long Beach, Charles Tashimia-Honolulu, Lou Doudunis-Portland, and Ray Galanti-Seattle.



Milwaukee Mentions

Two major equipment showings highlighted the action in Cream City commencing with S. L. London Music Co. showing of the new Seeburg phonograph, Sunday afternoon, September 11, hosted by Nate Victor and London staffers Walter Koelbl, Don Emery, Walter Glish, George Faust and Carl Betz. Earlier showings were held in Green Bay, Wausau and Appleton. Acceptance thus far, according to Nate Victor, has been excellent. . . . Then next week Pioneer Sales & Services, headed by Joel Kleiman and Sam Cooper, will feature the new Rowe-AMI "Music Merchant" coin-operated audio-visual phonograph combination, Wednesday and Thursday, September 21 and 22, in the firm's showrooms in Cream City. Co-hosting this two-day Open House will also be Bob Manthei, Dan Karolzik, Ralph Langen, Jerry Groll, Dick Saubig, Vic Kobylarz, Mark Case, Jim Hontros and Harry Gamm. . . . This from Empire's Bob Rondeau: Aldo Santago, owner of Aldo Coin, of Green Bay, Wisconsin, spent the Labor Day weekend in Canada where he entered the Canadian Hand Ball Tournament. . . . Bennie Smith, Aldo's partner, minded the store during his absence. . . . Harry Jacobs and Russ Townsend, of United, Inc., are busily engaged in finalizing the plans for the big shindig, Saturday, October 22, which will be held in the lovely Pfister Hotel and Tower, located at Wisconsin Avenue and Jefferson Street. Invitations will be sent out to the trade in plenty of time. . . . Now that the hectic vacation schedule is over at Hastings Distributors with the passing of the Labor Day weekend Sam Hastings is breathing a sigh of relief with all the employees back in the fold. Jim Hastings returns to his college studies, and will continue to help out at the busy distrib.

Happy Birthday This Week To:

John Minero, Paterson, N.J. . . . Harold Motherway, Chicago, Illinois . . . Elijah Francis Davidson, Irvine, Kentucky . . . George L. New, Hobbs, New Mexico . . . Bovio Belletini, Coalgate, Oklahoma . . . Charles W. Stillman, Augusta, Maine . . . B. Curry Love, Atlanta, Georgia . . . Miguel F. Whitaker, San Antonio, Texas . . . Algot L. Kropp, Tuscaloosa, Alabama . . . Gerald Barron, Belmont, California . . . Robert M. Carlyle, Grand Rapids, Michigan . . . Malcolm Ward, Monroe, Louisiana . . . O. H. Rushing, Philadelphia, Mississippi . . . Frank Swartz, Nashville, Tenn. . . . Victor Vanderleender, West Islip, N.Y. . . . Nat Lessner, New London, Conn. . . . Fred Iverson, Syracuse, New York . . . G. C. "Buster" Lee, Columbia, S.C. . . . Art Weinschke, Warson Woods, Missouri . . . James Ross, Cleveland, Ohio . . . E. T. Davis, Jr., Atlanta, Georgia . . . Martin Wells, Ithaca, New York . . . Carl F. Jackson, Seminole, Oklahoma . . . Philip J. Mason, Washington, D.C. . . . Gene Daddis, Pequannock, New Jersey . . . Harvey J. Gorgan, Big Bay Pt., Ont., Canada . . . Neal Ford, Tresckow, Pa. . . . Charles Graconne, Liberty, New York

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SPARKY	\$425	STRIKE BALL	\$350
ACTION	350	CITATION	295
AVALON	295	RED DOT	245
STARDUST	250	TRIPLE GOLD PIN	225
BANK POOL	195	VARIETY ROLLDOWN	225
DOLPHIN	195	SIX GAME	175

C.C. TOP BRASS—SPECIAL . . . \$150

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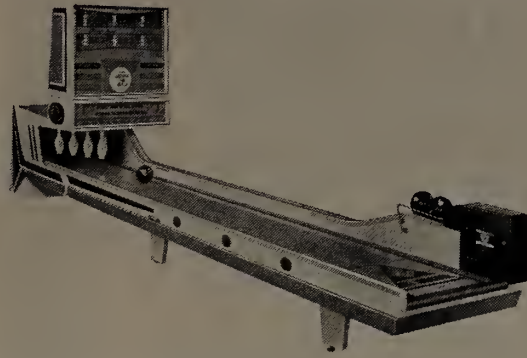


Upper Mid-West Musings

Clem Kaul, Owatona, in town for the day making the rounds and picking up parts and records. . . . Tom Roberts, Hurley, in the cities for a few days calling on several distributors. . . . Jack Harrison in the cities for the day. Says that fishing in his area has been at its best this summer. . . . Mr. & Mrs. Gordon Runnberg and their children were in Minneapolis for a few days doing some shopping before school starts. . . . Frank Mager, Grand Rapids, in the cities for the day. . . . Bert Davidson, Wurlitzer regional manager, in the cities for a few days. Gabby Clusiau in town picking up parts and records, also staying over so that he could take in the baseball game. . . . Cap Kiestner in the cities for a few hours calling on some of the distributors. . . . Mr. & Mrs. Leo Rau and son in town for the day doing some shopping. . . . Ernest Woytossek and family in the cities over the weekend visiting relatives. . . . Clayt. Norberg and son Tommy in town for a few hours. . . . Gene Hoerth, Aberdeen, in town for the day making the rounds. . . . Stan Baeder, Fargo, in the cities for the day. Also in town was Gene Clennon, Austin. . . . Jim Stansfield and Jan Jr. in the cities for the day. Young Jim having just returned from his two weeks at Camp Ripley. . . . Our deepest sympathy to the Nels Nelson family on the death of Nels' mother. Funeral was in Washington. . . . Arndt Peterson in the cities for the day and taking in the ball game.

ChiCoin Puts New Look On Coin Bowling

'Flair' Bowler Offers Larger Ball With Thumb Hole At 15c/Game



The finished product as it appears in Chicago Coin's factory showroom. (Note: The larger balls in the ball rack and the much larger compartmented cash box at the extreme right).

CHICAGO—An exciting, new concept in the big ball bowling game was introduced at Chicago Dynamic Industries this past week with the factory's presentation of the "Flair." Proudly acclaimed by co-heads Sam Wolberg and Sam Gensburg as "a coin-operated amusement piece, so packed with play-attracting innovations, it can easily command more than a dime per play." Therefore, play in the Flair bowler has been upped to 15¢ and two games for 25¢. However, it is adjustable for standard dime play.

Most certain to attract considerable interest on location is the new, larger bowling ball with a thumb per-

mitting the player to hook the ball, back it up and otherwise control it for skill shooting. Though this new bowling ball is considerably larger than the old, conventional model, it is practically the same weight.

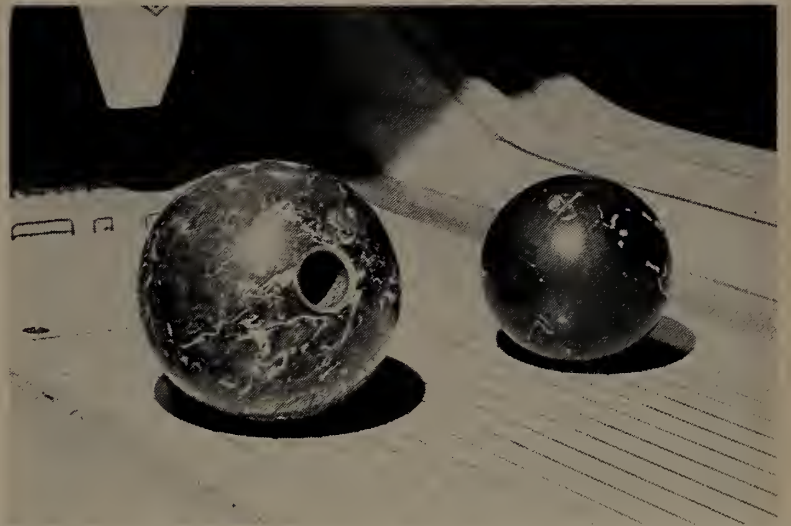
As Sam Gensburg explained it when he revealed "Flair" bowler to the Cash Box reporter in the factory last week, "it offers locations such potential high collection talking points as a new, larger coin box which is provided with removable partitions for coin denominations such as nickels, dimes and quarters; the ever popular ChiCoin exclusive swivel score rack which so greatly simplifies reaching the back

door for servicing ease; and a new, simpler way to add or remove extension sections on the playfield, by simply removing a bolt at the side of the playfield."

Thus far, the immediate reaction among Chicago Coin distributors, according to Avron Gensburg and Mort Secore, indicates that this new bowler is exhibiting greater money making potential in all locations where bowlers are popular.

There are two new scoring games

petitive areas in which to improve their game over the next fellow. It's more than a novelty, requires a bit more skill than standard coin bowling and I think, will give the customer a great deal more for his money. On this point, I think it's quite natural to charge the 15¢ price and hope that operators take advantage of this income boost," Secore added.



The new Flair ball compared with the standard model reveals several obvious differences, namely the thumb hole and the larger size. One feature not easily discernible is that the larger ball weighs practically the same as the smaller.

incorporated into "Flair" ball bowler. They include: "Step Up," in which strikes graduate in scoring from 30-60 and 90 points, and spares are 20-40 and 60 points; and "200 or under." The bowler in competition (it is a six player) who winds up with the lowest score under 200 (and this is not as simple as it sounds) wins the game.

Other scoring games in "Flair" bowler are ChiCoin's ever popular "Red Pin" bowling, "Regulation"—with a high score of 300, "Flash-O-Matic," and "Dual Flash" bowling.

Another playfield feature which brings this newest Chicago Coin amusement game closer to regular bowling is the wider playfield. This feature further enhances the player's desire to hook, back-up, and control the new thumb-hole bowling ball for higher scores, and considerably more fun and skill bowling.

"The Flair bowler, as I see it, is almost a new coin game," Secore stated. "The larger ball, more expansive playfield and most important, the thumb hole offers players more com-



Activity at the ChiCoin factory is mighty busy these days while the crew turns out a heavy production run on the Flair bowler. Distributor orders are expected to run at record high.

BETSON'S BEST BUYS

ARCADE

CC Texas Ranger	\$435.00
CC Par Golf	245.00
Midway Trophy Gun	375.00
Midway DeLuxe Shooting Gallery	125.00
One Williams Mini Golf	195.00

SHUFFLES

United Viking Shuffle	145.00
United 3-Way	85.00
United 5-Way	95.00
CC Triple Gold Pin	145.00
CC 6-Game	95.00
CC Pro	115.00
United Bank Pool 4Pl.	165.00

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MANUFACTURERS NEW EQUIPMENT

CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Manufacturers have not authorized prices where no price is shown

ALL-TECH INDUSTRIES

- Ace New Yorker (48"x85")
- Gold Crest 6 (46"x78")
- Gold Crest 7 (52"x92")
- Gold Crest 8 (57"x101")
- Gold Crest 9 (64"x114")
- Champion Slot Car

AMERICAN SHUFFLEBOARD CORP.

- Electra "6" (6' 6-plt. table)
- Electra "7" (7' 6-plt. table)
- Electra "8" (8' 6-plt. table)
- Classic "6" (6' 6-plt. table)
- Classic "7" (7' 6-plt. table)
- Classic "8" (8' 6-plt. table)
- Imperial Shuffleboard (16' to 22')
- Imperial Cushion Model (12')
- Bank Shot Model (8')

AUTOMATIC PRODUCTS CO.

- CIGARETTE VENDORS
- Smokeshop "Starlite 450"; 18 sel., cap. 450
- Smokeshop "Starlite 630"; 18 sel., cap. 630
- Smokeshop "Starlite 850"; 27 sel., cap. 850
- Candyshop "100" Ten Columns, 400 Capacity
- Candy; Six Columns, 200 Capacity—Gum & Mint, First-In, First-Out Feature; Multiple Pricing, Changemaker, Optional.

AUTO-PHOTO CO.

- Model 12 Studio \$3,245.00

BALLY MFG. CO.

- Campus Queen 4P (8/66)
- Six Sticks 6P (3/65)
- Wild Wheels 2P (3/66)
- Fun Cruise (1P) 2/66
- Blue Ribbon (4P) 1/66
- Folies Bergeres Bingo (11/65)
- 1966 Bally Bowler (4/66)

CHICAGO COIN MACHINE

- Kicker 1P (8/66)
- Hula-Hula 2P (5/66)
- Medalist Puck Bowler 6P (4/66)
- TV Baseball 2P (3/66)
- Corvette Bowler (2/66)
- Texas Ranger Gun (12/65)

COLOR-SONICS, INC.

- Colorama 2600

DUKANE CORP.

- Ski 'n Skore
- Grand Prix Raceway

FISCHER MFG. CO., INC.

- EMPRESS
- Empress 101 (101")
- Empress 92 (92")
- Regent 91 (91")
- Regent 77 (77")
- Fiesta 58
- Regent 77B (77" x 45" x 31 1/2")
- Regent 86B (3' x 6')
- Regent 91B (92" x 52" x 31 1/2")

J. F. FRANTZ MFG. CO.

- Little Leaguer (12/62)
- Double Header (12/62)
- Save Our Business
- U.S. Marshall 5¢ Gun
- Kicker & Catcher
- ABT Challenge Pistol
- ABT Guesser Scale
- ABT Rifle Sport
- Ariato Scale

FEDERAL MACHINE CORP.

- Cup Drop Popcorn Vendor \$395.00
- Bag Popcorn Vendor 295.00
- Hot Drink Model 052
- Hot Drink Model 053
- Cigarette Model 084—480 packs
- Cigarette Model 405—405 packs
- Candy/Gum/Mint—210 capacity
- Pastry Model P-6 269.00
- Detergent Model D-9—9 columns

GOLD MEDAL PRODUCTS

- Popcorn Vendor

D. GOTTLIEB CO.

- Cross Town 1P (8/66)

PAUL W. HAWKINS MFG.

- Rodeo Pony \$845.00
- Mustang 695.00
- Pony Cart 610.00
- Ben Hur Chariot 595.00
- Twin Quarterhorse 575.00
- Derby Pony Jr. 550.00
- Leo The Lion 550.00
- Sam The Clown 495.00
- Donny Duck 475.00

INTERNATIONAL MUTOSCOPE

- Photomatic 60's
- Plasti-Matic
- Balloon-O-Matic
- Snack Bar
- Pony Cart

IRVING KAYE CO., INC.

- NON-COIN MODELS
- Deluxe Continental (4 1/2"x9")
- Ambassador 70 (85"x47")
- Ambassador 75 (92"x52")
- Ambassador 80 (106"x58")
- Ambassador 90 (114"x64")
- COIN-OP MODELS
- Deluxe Eldorado '66' 6 Pkt. Series
- Mark I, 77x45
- Mark II, 86x48
- Mark III, 92x52
- Mark IV, 106x58
- Mark V, 114x64
- Deluxe Satellite, 77x45
- Deluxe Klub Pool
- Regular 56x40
- Jumbo 75x48
- El Dorado Shuffleboard
- Ring-O Round
- Pool Table (56" diameter)

MARVEL MFG. CO.

- Side-Rail Elect. Scoreboard
- Coin Box

MIDWAY MFG. CO.

- Captain Kid Rifle (9/66)
- Premier Puck Shuffle (4/66)
- Little League Baseball
- Rifle Champ 2P (1/65)
- Mystery Score (8/65) (Novelty Game)
- Monster Gun (9/65)

NATIONAL SHUFFLEBOARD & BILLIARD CO.

- COIN-OP MODELS
- Coronet I 46x78
- Coronet II 52x92
- Coronet III 59x105
- Coronet IV 63x113

PATTERSON INT'L CORP.

- Foosball Match
- Flip Match
- Drag Strip
- Emadis Post Card Vendor

PROCOISION ENGINEERING, INC.

- V-Shape Shuffle

ROCK-OLA MFG. CO.

- Caravelle (20 Col. 800 Packs) Model 3002
- Cigarette Machine
- Model 433 GP/Imperial phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Console size.
- Model 432 GP/160 phonograph. 160 selections, 45-33rpm stereo-monaural intermix. Compact size.
- Model 431 Coronado phonograph. 100 selections, 45-33rpm stereo-monaural intermix. Compact size.
- Model 430 100-Sel. Wall Phono (33 1/3 Optional).
- 1628 Deluxe "Stereo Twins" Speakers
- 1631 "Stereo Twins Jr" Speakers
- 1984 Remote Volume Control Unit
- Model 500 160-Sel. Stereo Speaker Wallbox
- 3 level personal pushbutton volume control
- Model 501 100-Sel. Wallbox
- 500F 160-Sel. Wallbox (50¢ chute)
- 501F 160-Sel. Wallbox (50¢ chute)
- 502 Universal Wall Box Bar Bracket
- 1989 Money Counter for Model 418-SA, 424, 425, 426
- Model TRLB-M—Coffee, Hot Chocolate, Soup Vendor—Batch fresh brew, modulator door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with changer, Everpure filter.
- Model 3402—Coffee, Hot Chocolate, Soup and Tea—(Compact Model). Single cup, fresh brew, serves coffee and tea 4 ways.
- Model 3403—as above, without 4 way tea feature.
- Model 1404-S, single cup, fresh brew coffee & hot drink vendor. "Ever-Pure" water filtering system. Serves coffee 4 ways, 450 cup capacity, extra cream & sugar. Hot whipped chocolate & hot soup.

DAVID ROSEN, INC.

- Filmotheque-Diskotheque
- Phono-Voice Recorder

ROWE MANUFACTURING

- PHONOGRAPH
- Rowe AMI "Band Stand" Model JAO— "Stereo Round" Musicconsole—200 selections—personalized panel. Album and single record pricing accents half dollars, quarters, dimes, and nickels. Plays 33-1/3 and 45 R.P.M. records intermixed, stereo or monaural. "Pull out" components, money meter, steppers, power supply units, amplifiers.
- MUSIC EQUIPMENT
- Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 1/2". Width 16 1/2". Depth 6 1/2". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Untitled selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
- HJG—Hideaway—selective stereo—200 sel.
- HGG—Hideaway—selective stereo—160 sel.
- HGH—Hideaway—selective stereo—100 sel.
- R-2092-A—Discotheque Speakers—Console Cabinets.
- EX-401—Wall Speakers.

- BACKGROUND MUSIC SYSTEMS
- Customusic Programmer—background tape music system—60 hours of continuous music. Exclusive feature avoids repeating selections in same sequence. Three exclusive libraries—commercial, atmosphere, and production. Available in tape or 9" records.
- CMR-1 Message Repeater—self-contained record playback device for automatically making in-store announcements.
- VENDING EQUIPMENT (FULL LINE)
- 270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.
- 277—Celebrity—11 columns, 340 items capacity.
- 77—Candy Merchandiser—11 columns, 340 items—changemaker. Small cabinet model.

CIGARETTE VENDORS

- 160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer—personalization panel. Save-a-match feature.
- 260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.
- 286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.
- 86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.

COFFEE VENDORS

- AK-8—Celebrity Batch Brew Coffee, whipped chocolate, and soup. Brews fresh coffee 9 ways for high-volume locations. Fast delivery cycle-time with changemaker.
- SK-8—Celebrity single cup coffee. Brews fresh coffee one cup at a time 9 ways; also whipped chocolate and soup. For low-volume locations. With changemaker. Exclusive 20 more cups per pound extra-brew chamber.

COLD DRINK VENDORS

- 1020 A—Celebrity Cold Drink Vendors. Four and six selections, with or without ice. Changemaker. Carbonated and non-carbonated flavors. Large ice bank and water bath system for heavy draw locations.

COLD CANNED DRINK VENDOR

- 5290—Celebrity Cold Canned Drink Vendor; 5 selections, 290-can capacity.
- 4200—Celebrity Cold Canned Drink Vendor; 4 selections, 200-can capacity.

GENERAL MERCHANDISER VENDOR

- 147—Celebrity All-Purpose—variety or food items. Capacity 180 items. Displays 52 products through thermopane showcase front. Vends 5¢ to 50¢ or 5¢ to \$1.50 at ten different prices. Available with refrigeration, hot or room temperature. Also back-loading option.

HOT CANNED FOOD VENDOR

- 237—Celebrity Hot Canned Food Vendor—140-can capacity plus optional 120-can pre-heat storage cabinet—7 selections. Manual with mechanical totalizer—5¢ to 50¢ at three different prices.

OVENS

- Microwave Ovens—Celebrity styled—110 volt operation.

ICE CREAM VENDOR

- 207—Celebrity Ice Cream Vendor—105 to 210 item capacity.

CARTON MILK VENDOR

- 206—Celebrity Carton Milk Vendor—162 to 237 cartons. Half pints, one-third quart, pints, all at 34°F. Changemaker.

PASTRY VENDORS

- 251—Celebrity Pastry—pies and cakes. 75 to 100 items. Manual with mechanical totalizer. Vends 5¢ to 50¢ at two different prices.
- 151—Pastry Vendor. Same as #251 in small cabinet.

DOLLAR BILL CHANGERS

- 6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

RUDD-MELIKIAN, INC.

COFFEE VENDORS

- BAC 800 PB (600 cups) \$1,195
- BAC 800 LG (600 cups) \$1,295
- BAC 880 PB (820 cups) \$1,370
- BAC 880 LG (820 cups) \$1,470

THE SEEBURG CORP.

- PHONOGRAPHS
- Electra—8-speaker stereo console; 160 selections.
- Fleetwood—Includes features of Electra plus income totalizer and album pricing unit. LPC-480 & LPC-480R (Remote Control) stereo LP Console—160 Selections (Up to 480 Selections with all album programming). Spotlit Album Award. 3-way audio. Income totalizer. Personalized panel. Plays 33-1/3 and 45 RPM records intermixed, stereo or monaural. Album and Universal Pricing. Half Dollar. Transistorized and unitized "pull out" components. Test point front servicing Blue or tangerine speaker grilles.
- H LPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.
- SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
- EBCS-1—Extended Bass Console. Provides full range stereo response in conjunction with Console speakers.
- SC-11—Stereo Communication Console. Console serves as Intercom.
- CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.

BACKGROUND MUSIC

- ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.
- BMS-2—Background Music System 1000 Selections.
- BMC-1—Background Music Compact, 1,000 Selections.
- BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)
- MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.
- SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.
- SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music

CANDY VENDORS

- W10CN1—Mechanical. 10 Selections. 220 bar capacity.
- W8TIG—Mechanical 8 Selections. 152 bar capacity.

CIGAR VENDOR

- W6CR1—Mechanical. 6 Selections. 114 pack capacity.

CIGARETTE VENDORS

- 4E5—Electric. 22 Selections. 825 pack capacity.
- W20T1—Mechanical. 20 Selections. 672 pack capacity.
- W14T1—Mechanical. 14 Selections. 510 pack capacity.
- MCC-20—Mechanical. 20 Selections. 720 pack capacity.
- CIGARILLO VENDOR
- W8C01—Mechanical. 8 Selections. 200 Pack Capacity.
- COFFEE VENDORS
- MC4—Marquee Coffee Vendor, 5, 6 or 7

- Selections. Brews fresh ground coffee one cup at a time. Hot coffee, hot chocolate, hot soup and hot tea. 605 cup capacity. Income Totalizing System.

- 764—Modular Coffee Vendor, 5 or 6 selections. Brews fresh ground coffee one cup at a time. Hot coffee, hot chocolate, hot soup and hot tea. 650 cup capacity. Income Totalizing System

- W5C4D—Williamshurg Fresh Brew Coffee Vendor. 5 Selections. Brews one cup at a time. Hot coffee and hot chocolate. 425 cup capacity. Income Totalizing System.

- W6HB1—Williamshurg Coffee Vendor. 6 Selections. Soluble hot coffee, hot chocolate and hot soup. 500 cup capacity.

- 772—Marquette Coffee Vendor. 5 selections. Brews fresh ground coffee one cup at a time. Hot coffee and hot chocolate. 320 cup capacity.

COLD DRINK VENDORS

- MS4—Marquee Cold Drink Vendor. 4 or 7 selections with or without crushed ice. Carbonated and non-carbonated flavors. 7-selection model offers 2 selections of iced tea. 1,500 cup capacity. Income totalizing System.

- S94—Modular Cold Drink Vendor. 4 or 7 selections with or without crushed ice. Carbonated and non-carbonated flavors. 7-selection model offers 2 selections of iced tea. 1,500 cup capacity. Income Totalizing System

- COLD CANNED DRINK VENDOR
- W3CV1—Williamshurg Cold Canned Drink Vendor. 3 selections. 189 can capacity. Automatic Can Opener.

- GENERAL MERCHANDISE VENDOR
- 15G1—Pick-A-Pac 15 Selections. 315 item capacity.

- LAUNDRY SUPPLY VENDOR
- W8L1—Mechanical. 8 selections. 152 item capacity.

MILK VENDOR

- MY2—Modular Milk Vendor. 3 selections

PASTRY VENDORS

- W6P1—Mechanical. 6 selections 72 package capacity.
- W6P2—Mechanical. 6 selections. 114 package capacity.

TEL-A-SIGN

- Scopitone audio-visual machine.

U.S. BILLIARD INC.

- Electro-Pool, Electric Pocket Billiard Game.
- 6 Pkt. Series:
- Pro 1—78x46
- Pro 2—88x51
- Pro 3—93x53
- Pro 4—103x58
- Pro 5—114x64
- Club Pool
- 56x40
- 75x43

URBAN INDUSTRIES

- Movie Theaters
- Model AP-10
- Panoram

VALLEY SALES CO.

- Bumper Pool®
- Model 522S/W Reg. Size
- Model 785A—78x45
- Model 875A—88x50
- Model 935A—93x53
- Model 1035—103x57
- El Magnifico Series
- Model 884—88x50
- Model 934—93x53
- Model 1014—101x57

WESTINGHOUSE ELECTRIC CO.

- 6-Selection Cup/Drink Vendor
- Fresh Brew Coffee Vendor
- Candy Vendor
- Cigarette Vendor

WILLIAMS MFG. CO.

- Aztec Bowler (9/66)
- A-Go-Go 4P (5/66)
- Amazon Bowler (3/66)
- Blazer Shuffle (6/66)

THE WURLITZER COMPANY

- Phonographs
- 3000-1 200 Selection
- 3000-3 200 Selection with Top Tunes Golden Bar
- 3000-4 200 Selection with Little L.P.
- 3000-7 200 Selection with Top Tunes
- 3010-4 100 Selection with Little L.P. Golden Bar and L.L.P.
- 3000-8 200 Selection Discotheque Model with Remote Switch
- 3010-1 100 Selection
- 3010-3 100 Selection with Top Tunes Golden Bar
- 3010-7 100 Selection with Top Tunes Golden Bar and L.L.P.
- Hideaway Phonographs
- 3017-4 200 Selection with Little L.P.
- 3017-7 200 Selection with Top Tunes and Little L.P.
- 3011-4 100 Selection with Little L.P.
- 3011-7 100 Selection with Top Tunes and Little L.P.
- Remote Control Equipment
- 5220 Wall Box 200 Selection-10¢-25¢-50¢ with Speakers, Top Tunes Golden Bar and L.L.P.
- 5220A Wall Box 200 Selection-10¢-25¢-50¢ with L.L.P.
- 5225 Wall Box 100 Selection-10¢-25¢-50¢ with Speakers, Top Tunes Golden Bar and L.L.P.
- 5225A Wall Box 100 Selection-10¢-25¢-50¢ with L.L.P.
- 5010 Wall Box Ten Top Tunes-50¢ coin Only
- 259B Stepper 100 Selection for Model 3010
- 261B Stepper 200 Selection for Model 3000
- 5121 Speaker—Private—Wurlitzer Wall Box Mounting
- 5121A Speaker—Private—Wall Mounting
- 5123 Speaker—Wall 12" Coaxial
- 5125B Speaker—Extender (Packed in Pairs)
- Speaker—Directional (Packed in Pairs)

Lily-Tulip Announces Price Increases! Says Rising Costs To Blame

NEW YORK—Lily-Tulip Cup Corporation has announced price increases ranging from 2% to 5% and averaging some 3% on about half of its product lines. The new prices will be effective October 3, 1966.

The company manufactures disposable paper and plastic cups, containers, lids, dishes, trays and plates for the packaging and service of foods and beverages.

In letters to wholesalers, vending operators and bottlers, the company stated that the reason for the price rise was that many of its own costs have increased since the beginning of 1966. Paper and paperboard purchased from outside mills went up about 5% during the first quarter of the year, the company said. The cost of producing paperboard at its affiliated mill also rose. There were increases, too, the company said, in prices on folding boxes and corrugated cartons used for packing its products for shipment and in the plastic resins used in its manufacturing processes.

Lily-Tulip also pointed to rising trucking and rail rates, higher labor and fringe benefit costs, and additional Social Security costs as underlying reasons for the price increases.

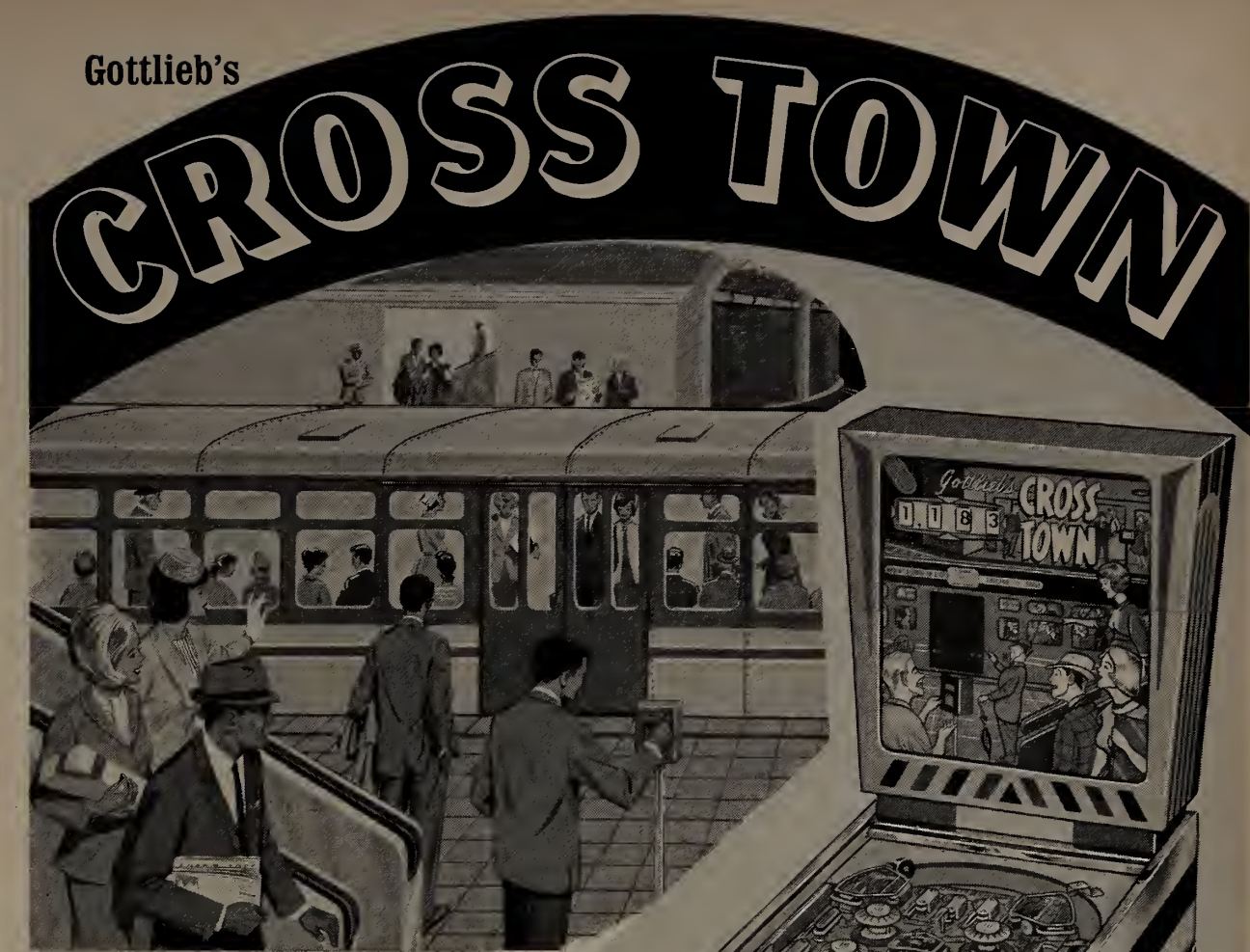
The company described the upward rise in prices as "limited" in size and scope. "Any inflationary impact is negligible," the company said, "since, for instance, the increase in the price of a 7 oz. size cup for soft drinks represents an additional cost of only 1/67th of a cent per cup."

Seeburg Third Quarter Report Shows Sales Up By Seven Million \$\$\$

CHICAGO — Sales and earnings of The Seeburg Corporation for the nine months and third quarter ended July 31 continued to show marked improvement over 1965 results. The company reported that sales for the nine months rose to \$74,367,772 from \$67,367,660. Net income was \$2,801,605, or \$1.10 per share based on 2,548,092 shares outstanding. This compares with earnings of \$1,714,963, or 69 cents per share in the corresponding period a year ago when there were 2,472,480 shares outstanding.

Seeburg also reported third-quarter sales of \$25,578,873, up from \$22,888,960. Net profit was \$762,062, or 30 cents per share. There was a deficit of \$152,069 in the comparable period of the previous year.

Delbert W. Coleman, chairman, said that the incoming order rate for the company's major product lines is at a high level and predicted that sales will continue to show gains. He said that the process of reorganizing and absorbing three musical instrument manufacturers acquired earlier in the year has affected profits. "Although earnings are on the rise," he said, "they are not yet commensurate with



Note These Big Traffic-Producing Features!

- 1 Animated Subway Car Doors Open to Reveal Comical Characters
- 2 4 Top Rollovers Light Corresponding Pop Bumpers for High Score
- 3 Making 4 Top Rollovers Lights Side Rollovers for Mystery Special Score.
- 4 Center Target Scores Special When Red and Yellow Lights are Paired in Special Section.
- 5 Target scores mystery special when other red and yellow lights are paired.
- 6 3 or 5 Ball Play. Match Feature

That Extra Touch of Quality and ORIGINALITY

D. Gottlieb & Co.

1140-50 N. Kostner Avenue • Chicago, Illinois 60651

increased volume. Solution of this problem will be completed in the course of the current and final quarter. This, coupled with surging musical instrument sales, should have a favorable effect on earnings beginning with the first quarter of fiscal 1967, which starts November 1."

For all of your Vending, Music and Amusement requirements contact us for fast, efficient service

BANNER SPECIALTY COMPANY

1508 FIFTH AVE., PITTSBURGH, PA.

1213-31 N. FIFTH ST., PHILADELPHIA, PA.

NINE MONTHS ENDED JULY 31

1966 (b) 1965 (a)

Sales	\$74,367,772	\$67,367,660
Profit Before Federal Income Taxes	5,601,605	3,491,368
Federal Income Taxes	2,800,000	1,776,405
Net Profit After Taxes	2,801,605	1,714,963
Net Profit Per Share	1.10	.69
Common Shares Outstanding	2,548,092	2,472,480

(a) 1965 figures have been restated to include Kay Musical Instrument Co. and The H. N. White Company, Inc. results on a pooling-of-interests basis.

(b) 1966 figures include Gulbransen Company results from January 1, 1966.

THREE MONTHS ENDED JULY 31

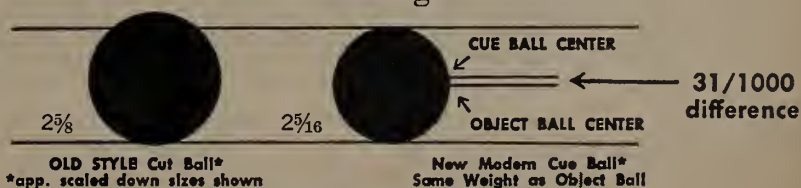
1966 1965 (a)

Sales	\$25,578,873	\$22,888,960
Profit (Loss) Before Federal Income Taxes	1,523,062	(287,140)
Federal Income Taxes (Credit)	761,000	(135,071)
Net Profit (Loss) After Taxes	762,062	(152,069)
Net Profit Per Share	.30	
Common Shares Outstanding	2,548,092	2,472,480

(a) 1965 figures have been restated to include Kay Musical Instrument Co. and The H. N. White Company, Inc. results on a pooling-of-interests basis.

Fischer's

"New," Truly Balanced Smaller, Precision Weight Cue Ball



FISCHER'S New Cue Ball Strikes Object Ball 31/1000 Above Center For Much Better Play and Skill

When You Think Billiards . . . Think Fischer — That's Quality!
Fischer Mfg. Co., Inc. Tipton, Mo.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

ROWE AMI MUSIC MACHINES

40, '51, 40 Sel.
80, '51, 80 Sel.
140, '53, 40 Sel.
180, '53, 80 Sel.
120, '53, 120 Sel.
40, '54, 40 Sel.
80, '54, 80 Sel.
120, '54, 120 Sel.
80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
1-100M, '58, 100 Sel.
1-200M, '58, 200 Sel.
1-200E, '58, 200 Sel.
J-200K, '59, 200 Sel.
J-200M, '59, 200 Sel.
K-120, '60, 120 Sel.
K-200, '60, 200 Sel.
L-120, '60, 120 Sel.
Continental '60, 200 Sel.
Lyric, '60, 100 Sel.
Continental 2, '61, 200 Sel.
Continental 2, '61, 100 Sel.
L-200, 160, 100 Sel. '62-63
M-200 Tropicana '63-64
N-200 Diplomat '65

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel. Tempo I
1468, '59, 120 Sel. Tempo I
1485, '60, 200 Sel. Tempo II
1478, '60, 120 Sel. Tempo II
1495, '61, 200 Sel. Regis
1488, '61, 120 Sel. Regis
1496, '62, 120 Sel. Empress
1497, '62, 200 Sel. Empress
1493, '62, 100 Sel. Princess
408, '63, 160 Sel. Rhapsody I
404, '63, 100 Sel. Capri I
418-SA '64 160-Sel.
Rhapsody II
414 '64 100 Sel. Capri II
425 '64 Grand Prix 160 Sel.

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel.
Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY100S, '61, 100 Sel.
AY100S, '61, 100 Sel.
DS 160, '62, 160 Sel.
DS 100, '62, 100 Sel.
LPC-1, '63, 160 Sel.

WURLITZER

1250, 50, 48 Sel., 45 or 76 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1430, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 or 78 RPM
Intermix
1500 A, '53, 104 Sel., 45 & 78 RPM
1600, '53, 48 Sel., 45 & 78 RPM
Intermix
1650, '53, 48 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500, '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.
2600, '62, 200 Sel.
2610, '62, 100 Sel.
2700, '63, 200 Sel.
2710, '63, 100 Sel.
2810 Stereo-Mono., 100 Sel.
2800 Stereo-Mono., 200 Sel.

FINGAMES BALLY

Accurat (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun (61) (4/61)
Barrel-O-Fun (42) (11/61)
Ballerina (3/59)

Beach Beauty (11/56)
Beach Time (9/58)
Beauty Contest (1/60)
Big Show (9/56)
Bongo 2P (3/64)
Baunty (Bingo) (10/63)
Bus Stop 2P (1/65)
Can-Can (10/61)
Carnival (11/57)
Carnival Queen (11/58)
Circus (8/57)
Circus Queen (2/61)
County Fair (10/59)
Crossroads (1/56)
Cue-Tease 2P (7/63)
Cypress Gardens (6/58)
Double Header (7/56)
Funspot '62 (11/62)
Flying Circus 2P (6/61)
Grand Tour 1P (7/64)
Happy Tour 1P (7/64)
(Add-A-Ball Model)
Golden Gate (6/62)
Harvest 1P Pin (10/64)
Hay Ride 1P Pin (10/64)
(Add-A-Ball Model)
Hotenanny (Pin) 1P
Key West (12/56)
Laguna Beach (3/60)
Lido (2/62)
Lite-A-Line (2/61)
Lotta-Fun (9/59)
Mad World 2P (5/64)
Miami Beach (9/54)
Miss America (2/58)
Monte Carlo 1P (Pin) (2/64)
Moonshot (3/63)
Night Club (4/56)
Parade (6/56)
Queens (Bch. Is.) (3/60)
Roller Derby (6/60)
Sea Island (2/59)
Ship-Mates 4P (2/64)
Shoot-A-Line (6/62)
Show Time (3/57)
Silver Sails (11/62)
Sky Diver 1P (4/64)
Star Jet (Pin) 2P (12/63)
Sun Valley (7/57)
Target Roll (1/58)
3-In-Line 4P (8/63)
Touchdown (11/60)
Twist (11/62)
2 in 1 2P (8/64)
U.S.A. (8/58)
Trio 1P (11/65)
Band Wagon 4P (5/65)
Sheba 2P (3/65)
Border Beauty Bingo (2/65)
Bullfight 1P (1/65)
Magic Circle 1P (6/65)
50/50 2P (8/65)
Beauty Beach Bingo (5/65)
Aces High 4P (9/65)
Discoteq 2P (10/65)
Big Chief 4P (10/65)

CHICAGO COIN

Par Golf (9/65)
Gold Star Shuffle (7/65)
Big League Baseball 2P (4/65)
Preview Bowler (9/65)
Sun Valley (8/63)
Firecracker 2P (12/63)
Bronco 2P (5/64)
Royal Flash 2P (8/64)
Mustang 2P

GOTTIEB

Mayfair 2P (6/66)
Central Park 1P (4/66)
Masquerade 4P (2/66)
Ice Review (1P) (12/65)
Ice Show (Add-A-Ball-Model)
Aloha 2P (11/61)
Around Wid. 2P (7/59)
Atlas 2P (5/60)
Bank-A-Ball 1P (9/65)
Big Casino 1P (7/61)
Big Top 1P (1/64)
Bonanza 2P (6/64)
Bowling Queen 1P (8/64)
Brite Star 2P (4/58)
Buckaroo 1P (6/65)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Corral (9/61)
Cover Girl 1-Plyr. (7/62)
Cow-Poke 1P (5/65)
Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
Dodge City (4P) 7/65
Dbl Action 2P (1/59)
Egg Head 1P (12/61)
Fair Lady (12/56)
Falstaff 4P (11/57)
Fashion Show 2P (6/62)
Flagship (1/57)
Flipper 1P (11/60)
Flipper Clown (4/62)
Flipper Cowboy 1-P (10/62)
Flipper Fair 1P (11/61)
Flpr. Parade (5/61)
Flipper Pool 1P (11/65)
Flying Circus (6/61)
Foto Finish 1P (1/61)
Flying Chariots 2P (10/63)
Gaucho 4P (1/63)
Gigi 1P (12/63)
Gondolier 2P (8/58)
Happy Clown 4P (11/64)
Hi-Diver 1P (4/59)
Hi Dolly 2P (5/65)
Kewpie Doll 1P (10/60)
Sky Line 1P (1/65)
Lancer 2P (8/61)
Liberty Belle 4P (3/62)
Ltnq. Ball 1P (12/59)
Lite-A-Card 2P (3/60)
Mademoiselle 2P (11/59)
Majestic (4/57)
Majorettes 1P (8/64)
Melody Lane 2P (9/60)
Mry-Go-Round 2P (12/60)
Miss Annabelle 1P (8/59)
North Star 1P (10/64)
Oklahoma 4P (2/61)
Olympics 1-P (9/62)
Paradise 2P (11/65)
Picnic 2P (10/58)
Preview 2-P (8/62)
Qun. of Diam. (6/59)
Race Time 2P (3/59)
Rack-A-Ball 1P (12/62)

KEENEY

Old Plantation (2/61)
Black Dragon
El Rancho Hacienda
Pombow (6/62)
Go-Cart 1P (5/63)
Poker Face 2P (9/63)

MIDWAY

Rodeo 2P (10/64)

WILLIAMS

Alpine Club 1P (3/65)
Beat The Clock (12/63)
Big Chief 4P (10/65)
Big Daddy 1P (9/63)
Big Deal 1P (2/63)
Black Jack 1P (1/60)
Bowl-A-Strike 1P (12/65)
Casino 17P (10/58)
Club House 1P (10/59)
Coquette (4/62)
Crossword 1P (4/59)
Darts 1P (6/60)
Eager Beaver 2P (5/65)
El Toro 2P (8/63)
Fiesta 2P (12/59)
Four Roses 1P (12/62)
Fair Star 1P (7/58)
Full House 1P (3/66)
Gay Paree (6/57)
Gldn Bells 1P (9/59)
Gldn Gloves 1P (1/60)
Gusher 1P (9/58)
Heat Wave 1P (7/64)
Jig Saw 1P (12/57)
Jumpin' Jacks 2P (4/63)
Jungle 1P (9/60)
Kingpin (9/62)
Kings 1P (8/57)
Lucky Strike 1P (8/65)
Mardi Gras 4P (11/62)
Merry Widow 4P (10/63)
Maulin Rouge 1P (6/65)
Music Man 4P (8/60)
Naples 2P (9/57)
Naas 1P (3/60)
Oh Boy 2P (2/64)
Palooka 1P (5/64)
Pot O'Gold 2P
Reno 1P (10/59)
Riverboat 1P (9/64)
Rocket 1P (11/59)
San Francisco 2P (5/64)
Satellite 1P (7/58)
Soccer 1P (3/64)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Skill Pool 1P (6/63)
Space Ship 2P (12/61)
Starfire (1/57)
Steplechase 1P (11/57)
Swing Time 1P (5/53)
Teacher's Pet 1P (12/65)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic Tac-Toe 1P (1/59)
Tom-Tom 2P (1/63)
Top Hand 1P (5/66)
Top Hat (10/58)
Trade Winds (6/62)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Valient 2P (8/62)
Vagabond (10/62)
Viking 2P (10/61)
Whoopee 4P (10/64)
Wing-Ding 1P (12/64)
Zig-Zag 1P (12/64)

SHUFFLES—BOWLERS BALLY Shuffles

ABC Bowler (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (9/60)
Jumbo Deluxe (9/60)
1965 Bally Bowler
All The Way (10/65)

Ball Bowlers

ABC Bowl, Lane (11/57)
ABC Tournament (6/57)
ABC Champion (10/57)
Strike Bowler (11/57)
Trophy Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)
Super Shuffle (12/61)
Bio 7 Shuffle (9/62)
Super 8 (4/63)
Deluxe Bally Bowler (1/64)

CHICAGO COIN Shuffles

Top Brass Shuffle (4/65)
Triple Strike (2/55)
Arrow (2/55)

Rocket Ship 1P (5/58)
Roto Pool 1P (7/58)
Royal Flush (5/57)
Sea Shore 2P (9/64)
Seven Seas 2P (10/60)
Showboat 1P (4/61)
Silver 1P (10/57)
Sittin' Pretty 1P (11/58)
Kings & Queens 1P (3/65)
Slick Chick 1P (4/63)
Spot-A-Card 1P (3/60)
Str. Flush 1P (12/57)
Straight Shooter (2/59)
Sunset 2-player (11/62)
Sunshine 1P (10/58)
Spr. Circus 2P (10/57)
Sweet Hearts 1P (9/63)
Sweet Sioux 4P (9/59)
Swing Alona 2P (7/63)
Texan 4P (4/60)
Thoro-Bred 2PL (2/65)
Tropic Isle 1P (5/62)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
Wild Beauties 1P (2/60)
World Champ 1P (8/57)
World Fair 1P (5/64)

Ball Bowlers

Super-Sonic Bowler (3/65)
Bowling League (2/57)
Ski Bowl 6 Plyr (11/57)
Classic (7/57)
TV Bowling Lg (11/57)
Lucky Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)
Gold Crown (3/62)
Royal Crown (8/62)
Grand Prize (3/63)
Official Spare Lite (9/63)
Cadillac Bwlr (1/64)
Majestic Bowler (8/64)
Tournament (12/64)

SHUFFLES—BOWLERS UNITED Shuffles

Tango Shuffle (2/66)
Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55)
Deluxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Targette (5/63)
Astro (6/63)
Ultra (8/63)
Sippy (11/63)
Jill-Jill (11/63)
Bank Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pacer (4/64)
Tiger (7/64)
Orbit (8/64)
Mambo (12/64)
Cheetah Shuffle (3/65)
Pyramid (6/65)
Corral Shuffle (10/65)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
Leadup (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo 5-Star Bowling (5/61)
Classic (6/61)
Alama (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)
Fury (8/63)
Futura (12/63)
Tornado (3/64)
Thunder (6/64)
Polaris (8/64)
Galloon (3/65)
Bowl-A-Rama (7/65)

WILLIAMS Ball Bowlers

Maverick Bowler (11/65)
Oasis Bowler (6/65)
Roll-A-Ball 6P (12/56)
Matador Bowler (12/64)

UPRIGHTS

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon
Wheels (12/58)
AB Galloping Domino
AB Circus Play Ball (4/59)
AB Magic Mirror
Horoscope (11/59)
AB Mermaid (3/60)
Aquatl Prod Squoits (11/57)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
B Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckaroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)

SHUFFLES—BOWLERS UNITED Shuffles

Tango Shuffle (2/66)
Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55)
Deluxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)
Shuffle Baseball (6/62)
Action (7/62)
Embassy (9/62)
Circus Roll-Down (9/62)
Lancer (11/62)
Sparky (12/62)
Caravelle (2/63)
Crest (4/63)
Rumpus Targette (5/63)
Astro (6/63)
Ultra (8/63)
Sippy (11/63)
Jill-Jill (11/63)
Bank Pool (11/63)
Topper (2/64)
Tempest (2/64)
Pacer (4/64)
Tiger (7/64)
Orbit (8/64)
Mambo (12/64)
Cheetah Shuffle (3/65)
Pyramid (6/65)
Corral Shuffle (10/65)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
Leadup (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo 5-Star Bowling (5/61)
Classic (6/61)
Alama (4/62)
Sahara (7/62)
Tropic Bowler (9/62)
Lucky (11/62)
Cypress (12/62)
Sabre (2/63)
Regal (4/63)
Fury (8/63)
Futura (12/63)
Tornado (3/64)
Thunder (6/64)
Polaris (8/64)
Galloon (3/65)
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WILLIAMS Ball Bowlers

Maverick Bowler (11/65)
Oasis Bowler (6/65)
Roll-A-Ball 6P (12/56)
Matador Bowler (12/64)

UPRIGHTS

Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motarama (10/57)
Ge Gypsy Grandma (5/57)
Ge Gun Fair (5/58)
Ge Space Age Gun (6/58)
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland DeLuxe model
Ke Ranger (3/58)
Deluxe Model (3/55)
Grand Slam Baseball (2/64)
Ke League Leader (4/63)
Ke Sportland
Ke Two-Gun Fun (3/62)
Mid Red Ball (5/59)
Mid Joker Ball (11/59)
Midway Bazooka (10/60)
Midway Shooting Gallery (2/60)
Mid. Del. Baseball (5/62)
Mid. Flying Turns (9/64) 2P
Play Ball 1P
Mid. Target Gallery (7/62)
Mid. Carn. Tgt. Giry (2/63)
Mid. Slugger BB (3/63)
Mid. Rifle Range (6/63)
Mid. Raceway (10/63)
Mid. Winner 2P (12/63)
Mid. Top Hit BB (3/64)
Mid. Trophy Gun BB (6/64)
Mills Panorama Peak (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Muto Voice-O-Graph
Pre-War Model
Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Southland's Speedway (6/63)
Southland Fast Draw '63
Southland Time Trials (9/63)
Telezul
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Baseball (3/62)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
Un Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major League
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Powder Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
Wm. Crane (10/56)
Wm. Penny Claw (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchhitter (4/59)
Wm. Vanguard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Def. Bat. Champ (5/61)
Wm. Extra Inning (5/62)
Wm. World Series (5/62)
Wm. Road Racer (5/62)
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Bally Moon Rld
Bally Space Ship
Bally Speed Boat
Bally Trnrl. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirlybird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomino Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Bug Broncho
Exhibit Mustang
Exhibit Ice Skates
Exhibit Space Patrol
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round
Exhibit Rudolph The Reindeer

**Arneson Elected To
Presidency Of Vendo,
Announces CAR/AF Test**



GEORGE S. ARNESON

KANSAS CITY—George S. Arneson, formerly vice president of Wheeling Steel Corporation, has been elected president and chief administrative officer of The Vendo Company by the board of directors.

E. F. Pierson, who since 1963 has been president and chairman of the vending equipment manufacturing firm, will continue as chairman and chief executive officer. Arneson, also named a director, will be chairman of the executive committee.

Arneson, 41, directed marketing for Wheeling during his association with the company in 1965 and 1966, and was also president of the fabricated parts subsidiary, Wheeling Corrugating Company, during 1965. He was formerly vice president and general manager of the electrical equipment division of H. K. Porter Company, Inc., and a division director of marketing for Borg-Warner Corporation. He is a graduate of The University of Minnesota with a degree in electrical engineering and of the U. S. Merchant Marine Academy.

"I am happy to have the opportunity to be associated with Vendo, a leader in the automatic merchandising industry," he said. "Vendo has a reputation as a pioneer and innovator, and I feel its true growth is yet to come. There is a great potential for automated services in the future, particularly in new worldwide markets, and tremendous opportunities for the industry."

Pierson said among his duties the new president will direct the development of a new type of institutional food service equipment which he is confident will result in a substantial broadening of the company's marketing potential.

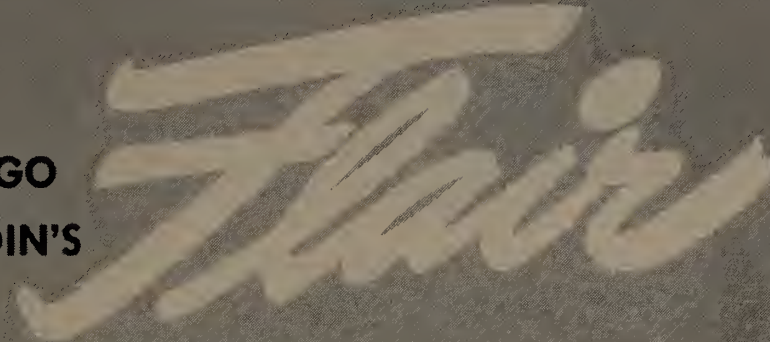
"The new Vendo CAR/AF (cafeteria and restaurant automated food) Systems equipment is now undergoing intensive field testing," Pierson said. "It offers a solution to many problems faced by institutions which are trying to serve more patrons, and extend the hours of service, while at the same time battling higher costs and scarcity of labor."

Pierson, a founder of Vendo, was president from 1937 until 1949, when he stepped up to chairman. In his latest tenure as president, earnings per share rose from 75 cents in 1963 to \$1.91 in 1965. Pierson says earnings could exceed \$2.30 per share this year, on sales of \$85 million or more. Sales in 1965 were \$77 million.

Walter W. Kovalick, who has resigned as executive vice president of operations, has been succeeded by Thomas M. Macey as vice president of operations.

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COIN'S



The Game that Can Command More than a Dime!



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THUMB HOLE, PLAYER
CAN HOOK, BACK-UP
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OVERSIZE BALL...**
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THUMB HOLE!

EXCLUSIVE!
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1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Steinberg Resigns From NCA To Take New Post

CHICAGO — Douglas S. Steinberg, president of the National Confectioners Association since 1958, has resigned effective October 1 to become vice president, E. J. Brach & Sons, Chicago, largest manufacturer of general line candies in the U.S.A.

Prior to joining the National Confectioners Association, Steinberg was director of public relations, National

Lumber Manufacturers Association, Washington, D.C., from 1950 to 1958.

Steinberg is national vice chairman of the National Industrial Council (NAM), a member of the board of governors, National Packaging Council, a member of the Cocoa Advisory Committee to the U.S. Department of State. He has represented the confectionery industry at many conferences.

Philip Morris Board Declares 35¢ Oct. Dividend

NEW YORK — Directors of Philip Morris Incorporated declared a regular quarterly dividend of 35 cents a share on the Common Stock payable on October 12, 1966, to stockholders of record on September 16, 1966.

In addition, the Board of Directors of Philip Morris Incorporated declared

regular quarterly dividends of \$1.00 a share on the 4% Cumulative Preferred Stock and .975 cents a share on the 3.90% Cumulative Preferred Stock. Dividends on both preferred stocks are payable on November 1, 1966, to stockholders of record on October 14, 1966.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANTED TO BUY: ROUTE LARGE OR SMALL anywhere in United States. All information kept strictly confidential. Reference: William Peterson, State Street Bank of Boston. **REDD DISTRIBUTING CO. INC., 31 ANTWERP ST., BRIGHTON, MASS. 02135. TEL. (617) 783-1368.**

SAMPLE D.J.'s FOR PROMOTION: WE PROMOTE all types of records—Pop, R&B, Spirituals, etc. Send your latest releases for Honest Evaluation. We don't promote Garbage, Good or Bad, Immediate Reply Assured. **NEW ENGLAND RECORD PROMOTIONS, 106 NORTHAMPTON ST., BOSTON, MASS. 02118.**

L.P.'s, CUTOUTS, OVERSTOCKS, CLOSEOUTS, SURPLUS. ANY LABELS. For premiums and giveaways. New merchandise only. We pay cash. Small or large lots. **EMPIRE DISTRIBUTING CO., 4610 LIBERTY AVE., PITTSBURGH 24, PA. (Tel. (412) 682-8437).**

WANTED: WILD ARROWS. Write or phone: **HONEST JOHN'S, 2456 LAS VEGAS BLVD., SOUTH LAS VEGAS, NEVADA, 382-3633.**

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. **JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD. 21230.**

RECORDS, 45's AND LP's SURPLUS RETURNS, overstock cut-outs, etc. **HARRY WARRINER KNICKERBOCKER MUSIC CO.—453 MCLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf. 6-7778).**

NEW 45 RPM RECORDS. NO QUANTITY TOO large or small. We pay the highest price, plus all freight. Also over-run return hit records. Contact immediately for quick transaction. We pay cash. **SUTTON RECORD CO.—26 West 20th St.—New York, N.Y. (Tel. CH 2-3250).**

USED 45 RPM RECORDS. WE PAY freight & top prices. **KING SALES—1415 WASHINGTON STREET—BOSTON, MASS.**

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. **TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).**

WANT MIDWAY RED BALL. IF YOU HAVE one or fifty we can use them. (Unshopped). We pay cash. **AMERICAN MUSIC CO., 219 —1st AVE. SOUTH, GREAT FALLS, MONTANA. PHONE 452-7301 or 454-1100.**

WANT-NEW OR USED 45 R.P.M. SINGLES not over 6 months old. We pay 11¢ each and the freight and we can use 200 of a number. **PH. 312-766-3638. SKYLANE MUSIC SERVICE, 1117 BROOKWOOD AVE., BENSENVILLE, ILL. 60106.**

LATE BASEBALLS, GUNS, PANORAMS, MER- cury and American Grips, Auto Tests, Scales, Vibrators, Documentaries, Mutoscope Shoot-A-Matic, Peep Machines and Crank Reels. Peppy's, Early Juke Boxes, Grandma's Fortunes, Zodi Typewriters, and Odd Animated Machines. Any Condition. **ECONOMY, 579-A 10TH AVE., N.Y.C. 36, N.Y. CH 4-8628.**

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. **BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R.I. 02904. PHONE: UN-1-7500 or JA-1-5121.**

WE WANT TO BUY: WILLIAMS CRANES, Chicago-Coin Steam Shovels. Carh. **TRI STATE TRADING CO., BOX 272. MILES CITY, MONTANA.**

RECORD COMPANIES—WANT ACTION DIS- tribution & Promotion. Send your latest releases to us, we'll do the rest! **JODY RECORD DISTRIBUTING CO., 2226 MC DONALD AVE., BROOKLYN, N.Y. E530202.**

WANT—BALLY TARGET ROLLS. WRITE OR Call: SH-6-8254 Today. **T. W. TAYLOR, STEVENS MUSIC COMPANY, 570 POPLAR STREET, MACON, GEORGIA**

WANT TO BUY USED AND NEW PINBALL GAMES ADDABALL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Roberto Moura, **ELECTROPHON, VIA MELCHIORRE GIOIA 41a, MILANO (ITALY).**

WANTED: DAVAL FREE PLAY COUNTER Games, also 1¢ Counter Daval, Spark, Mercury, Ginger, Cig. machines in good condition. Please state best cash price and number you have to ship or pick up. **CENTRAL MUSIC CO., 407 EAST AVE. D, P. O. BOX 284, KILLEEN, TEXAS.**

WANT: EXPERIENCED MAN 21 YEARS OLD or over for Seeburg, pin balls, bowlers. **RANEY MUSIC CO., 528 N. Carver Street, Greensburg, Indiana.**

WANT TO BUY—WURLITZER 2150—ROCK- alo 1484-1494—A.M.I. I-J-K-200; Gottlieb Add-A-Balls; Wms. 1957 Baseballs & Wms. Four Bagger Baseball. Please Quote Quantity. **CLEVELAND COIN INTERNATIONAL, 2029 PROSPECT, CLEVELAND, O. TEL. 861-6715.**

WANT—BASEBALLS, POOL TABLES, SHUF- fleboard Scoring Units, Shuffleboards with anti-cheats, Guns, Bear Guns, Coon Hunts, Arcade Equipment, Personal Music. Write stating make, model, condition and best cash price. **ST. THOMAS COIN SALES, 669 TALBOT ST., ST. THOMAS, ONTARIO, CANADA. Area 519-631-9550.**

WOULD LIKE TO ACT AS REPRESENTATIVE of U. S. amusement firm. Please write: Import-Export, **MARCEL GROSCH, 3 BOULEVARD d'AYROY, LIEGE, BELGIUM.**

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WANT EXPERIENCED MAN, 21 YEARS OR over for Seeburgs, pinballs, bowlers. Top salary. **JIM STANFIELD NOVELTY CO., 308 SO. THIRD ST., LA CROSSE, WISC.**

GERMAN FOOSBALLS, FORRESTER ONLY, New or if used, describe condition. Budge Wright's Western Distributors, 1226 SW 16th Ave., Portland, Oregon.

WANT: NEW OR USED 45 RPM SINGLES NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. **Phone: 312-344-3300. CHAS. ALZNER, 508 Washington Blvd., Maywood, Illinois.**

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NEW—WHOLESALE PRICES TO OPERATORS purchasing new coin operated "Kindertainer" amusement rides for leasing or resale. **United Tool & Engineering Co. mfr., 9970 Springfield Pike, Cincinnati, Ohio 45215. Phone 513-771-3790.**

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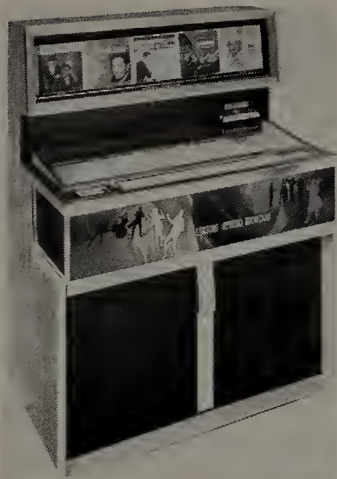
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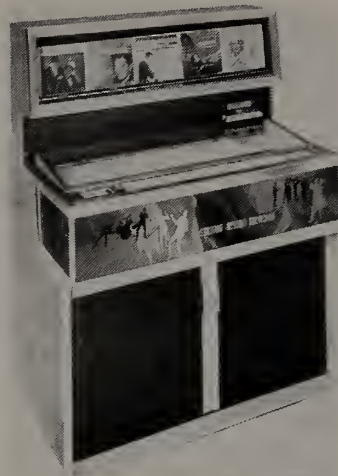
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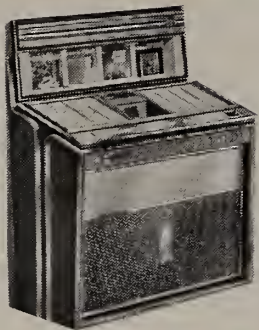
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