

# Cash Box

September 24, 1966  




MGM Records' bright new vocal personality, Lainie Kazan, poses with a new personality from the coin machine world, the Rowe AMI "Music Merchant" phonograph, making its official bow this week. "The Music Merchant" features a dollar-bill acceptor and "Change-A-Scene" front panels plus an optional audio-visual unit and "Play-Me" promotional records to entice customers to keep the music going 'round and 'round. The singer, whose latest LP is named after her, will spend the next six months doing top network TV shows and major supper clubs throughout the country.

INTERNATIONAL SECTION BEGINS PAGE 58





# CHAD & JEREMY

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**"You Are She"** c/w

**"I Won't Cry"**

4-43807

and has busted clear out of their strong-selling album:



CL 2564/CS 9364 Stereo

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On COLUMBIA RECORDS 



# Cash Box

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## The Name Of The Game

If you hear a singles outing these days by an artist or group other than the hot ones and your discouraging conclusion is that it seems you've heard that sound before, the chances are you have. We have discovered in recent months a depressing state of affairs on the singles scene: a profusion of disks that are more or less Xerox versions of specialty sounds giving consistent Top 100 action by their originators.

One can make a good case out of keeping tabs on the hit sounds and trying to match them, for there is certainly a logic in going with what the kids are buying. But, the record business has often put to rest the old saw that nothing-succeeds-like-success. When a disk act comes along that opens the door to a new, refreshing sound, it usually becomes his "bag" and the kids will generally avoid a Johnny-come-lately. As far as these acts are concerned, nothing-cannot-succeed-like-success

Unfortunately, too many sides we've been hearing of late are simple attempts to cash-in on sounds that have emerged as the exclusive property, so to speak, of a handful of performers who took time to approach the pop music scene in an original manner, or at least adapted forms of music other than straight pop into an interesting pop idea.

Creating something new that kids will take to is, we grant, one of the most difficult processes in attaining disk success we can think of. It's much easier to go along with what's-happening and hope that the market will tolerate something other than the original. As in most ways of doing things, the easy-way-out fails.

Experimentation with even the most outrageous sound idea is the way that today's top disk acts have established themselves. Furthermore, what has maintained them has been continued experimentation, with results that mean further fascinating sound concepts for the market.

Perhaps one avenue of approach to the market is to build record acts on the basis of what they are most capable of doing and then going on from there. This could lead to a surprising unearthing of important individual talent that would not be tapped otherwise.

The strength of the singles business has rested for sometime on stimulation through new concepts in sounds. There is no reason to believe that this situation will be altered in the foreseeable future. Too much reliance on what the other fellow is doing can actually produce a harmful status-quo of sound. The name of the game is venturing into the untried. That's where-it's-at.



# Cash Box TOP 100

SEPTEMBER 24, 1966

	9/17	9/10
1 <b>CHERISH</b> THE ASSOCIATION-Valiant-747	4	16
2 <b>YOU CAN'T HURRY LOVE</b> SUPREMES-Motown-1097	1	2
3 <b>YELLOW SUBMARINE</b> BEATLES-Capitol-5715	2	1
4 <b>SUNSHINE SUPERMAN</b> DONOVAN-Epic-10045	3	3
5 <b>BUS STOP</b> HOLLIES-Imperial-66186	6	8
6 <b>BEAUTY IS ONLY SKIN DEEP</b> TEMPTATIONS-Gordy-7055	8	20
7 <b>GUANTANAMERA</b> SANDPIPER-A&M-806	7	9
8 <b>BLACK IS BLACK</b> LOS BRAVOS-Press-60002	18	31
9 <b>REACH OUT I'LL BE THERE</b> 4 TOPS-Motown-1098	28	45
10 <b>SEE YOU IN SEPTEMBER</b> HAPPENINGS-B. T. Puppy-520	5	4
11 <b>SUNNY AFTERNOON</b> KINKS-Reprise-0497	12	17
12 <b>ELEANOR RIGBY</b> BEATLES-Capitol-5175	14	19
13 <b>WIPE OUT</b> SURFARIS-Dot-144	19	29
14 <b>BORN A WOMAN</b> SANDY POSEY-MGM-13501	17	21
15 <b>SAY I AM</b> TOMMY JAMES & SHONDELLS-Roulette-4695	16	18
16 <b>LAST TRAIN TO CLARKSVILLE</b> MONKEES-Colgems-1001	39	52
17 <b>CHERRY, CHERRY</b> NEIL DIAMOND-Bang-528	23	33
18 <b>TURN DOWN DAY</b> CYRKLE-Columbia-43729	20	22
19 <b>MR. DIEINGLY SAD</b> CRITTERS-Kapp-769	24	26
20 <b>96 TEARS</b> ? (QUESTION MARK) & MYSTERIANS-Cameo-428	26	41
21 <b>I'VE GOT YOU UNDER MY SKIN</b> FOUR SEASONS-Philips-40393	29	43
22 <b>LAND OF 1,000 DANCES</b> WILSON PICKETT-Atlantic-2348	9	10
23 <b>WHAT BECOMES OF THE BROKEN-HEARTED</b> JIMMY RUFFIN-Soul-35022	41	50
24 <b>WOULDN'T IT BE NICE</b> BEACH BOYS-Capitol-5706	25	7
25 <b>WORKING IN THE COAL MINE</b> LEE DORSEY-Amy-958	10	12
26 <b>HOW SWEET IT IS</b> JR. WALKER-Soul-35024	21	23
27 <b>SUNNY</b> BOBBY HEBB-Philips-40365	11	5
28 <b>PSYCHOTIC REACTION</b> COUNT FIVE-Double Shot-104	55	78
29 <b>FLAMINGO</b> HERB ALPERT & TIJUANA BRASS-A&M-813	38	48
30 <b>SUMMER WIND</b> FRANK SINATRA-Reprise-0509	36	46
31 <b>THE JOKER WENT WILD</b> BRIAN HYLAND-Philips-40377	35	36
32 <b>RESPECTABLE</b> OUTSIDERS-Capitol-5701	13	14
33 <b>WADE IN THE WATER</b> RAMSEY LEWIS-Cadet-14814	32	32
34 <b>ALMOST PERSUADED</b> DAVID HOUSTON-Epic-10025	34	27
35 <b>THE DANGLING CONVERSATION</b> SIMON & GARFUNKEL-Columbia-43728	15	15

	9/17	9/10
36 <b>SUMMER IN THE CITY</b> LOVIN' SPOONFUL-Kama Sutra-211	22	6
37 <b>BLOWN' IN THE WIND</b> STEVIE WONDER-Tamla-54136	27	11
38 <b>SEE SEE RIDER</b> ERIC BURDON & ANIMALS-MGM-13582	51	65
39 <b>SUMMERTIME</b> BILLY STEWART-Chess-1966	31	13
40 <b>7 &amp; 7 IS</b> LOVE-Elektra-45605	33	35
41 <b>WITH A GIRL LIKE YOU</b> TROGGS-Fontana-1552	43	49
42 <b>THERE WILL NEVER BE ANOTHER YOU</b> CHRIS MONTEZ-A&M-810	40	37
43 <b>JUST LIKE A WOMAN</b> BOB DYLAN-Columbia-43792	69	99
44 <b>SUMMER SAMBA</b> WALTER WANDERLEY-Verve-10421	50	63
45 <b>OPEN THE DOOR TO YOUR HEART</b> DARRELL BANKS-Revilot-201	30	24
46 <b>WORLD OF FANTASY</b> FIVE STAIRSTEPS-Windy C-602	44	47
47 <b>PHILLY FREEZE</b> ALVIN CASH-Mar-V-Lus-6012	45	44
48 <b>ALL STRUNG OUT</b> NINO TEMPO & APRIL STEVENS-White Whale-236	71	85
49 <b>I REALLY DON'T WANT TO KNOW</b> RONNIE DOVE-Diamond-208	63	75
50 <b>I CHOSE TO SING THE BLUES</b> RAY CHARLES-ABC-10840	58	59
50 <b>SUSPICION</b> SIDEKICKS-RCA Victor-8864	47	53
51 <b>MY UNCLE USED TO LOVE ME BUT SHE DIED</b> ROGER MILLER-Smash-2055	16	74
52 <b>LITTLE DARLIN'</b> MARVIN GAYE-Tamla-54138	54	58
53 <b>YOU'RE GONNA MISS ME</b> 13TH FLOOR ELEVATOR-International Artists-1A 107	60	69
54 <b>WARM &amp; TENDER LOVE</b> PERCY SLEDGE-Atlantic-2342	53	34
55 <b>B-A-B-Y</b> CARLA THOMAS-Stax-195	66	76
56 <b>THAT'S ENOUGH</b> ROSCOE ROBINSON-Wand-1125	56	54
57 <b>WALK AWAY RENEE</b> THE LEFT BANKE-Smash-2041	72	97
58 <b>I WANT TO BE WITH YOU</b> DEE WEE WARWICK-Mercury-72584	64	70
59 <b>POOR SIDE OF TOWN</b> JOHNNY RIVERS-Imperial-66025	84	—
60 <b>CAN'T SATISFY</b> IMPRESSIONS-ABC-Paramount-10831	68	68
61 <b>I CAN MAKE IT WITH YOU</b> POZO SECO SINGERS-Columbia-43784	83	—
62 <b>SOMETIMES GOOD GUYS DON'T WEAR WHITE</b> STANDELLS-Tower-257	59	66
63 <b>AIN'T NOBODY HOME</b> HOWARD TATE-Verve-10420	65	71
64 <b>KNOCK ON WOOD</b> EDDIE FLOYD-Stax-194	70	72
65 <b>LOVE IS A HURTIN' THING</b> LOU RAWLS-Capitol-5709	77	83
66 <b>GET AWAY</b> GEORGIE FAME & BLUE FLAMES-Imperial-66189	73	88
67 <b>HOORAY FOR HAZEL</b> TOMMY ROE-ABC Paramount-10852	—	—

	9/17	9/10
68 <b>SHE DRIVES ME OUT OF MY MIND</b> SWINGIN' MEDALLIONS-Smash-2050	74	77
69 <b>BLUE SIDE OF LONESOME</b> JIM REEVES-RCA Victor-8902	76	79
70 <b>BORN FREE</b> ROGER WILLIAMS-Kapp-767	78	84
71 <b>ALL I SEE IS YOU</b> DUSTY SPRINGFIELD-Philips-40396	89	100
72 <b>MR. SPACEMAN</b> BYRDS-Columbia-43766	86	—
73 <b>FIDDLE AROUND</b> JAN & DEAN-Liberty-55905	79	82
74 <b>RUMORS</b> SYNDICATE OF SOUND-Bell-646	80	86
75 <b>OFF TO DUBLIN ON THE GREEN</b> THE ABBEY TAVERN SINGERS-HBR-498	81	89
76 <b>MY SWEET POTATO</b> BOOKER T & MG'S-Stax-196	82	80
77 <b>ONLY WHEN YOU'RE LONELY</b> GRASS ROOTS-Dunhill-4043	85	—
78 <b>IF I WERE A CARPENTER</b> BOBBY DARIN-Atlantic-2350	—	—
79 <b>AIN'T GONNA LIE</b> KEITH-Mercury-72596	—	—
80 <b>IN THE ARMS OF LOVE</b> ANDY WILLIAMS-Columbia-43737	88	90
81 <b>I'M YOUR PUPPET</b> JAMES & BOBBY PURIFY-Bell-648	—	—
82 <b>DIANE, DIANE</b> RONNY & DAYTONAS-RCA Victor-8896	91	—
83 <b>CHANGES</b> CRISPIAN ST. PETERS-Jamie-1324	—	—
84 <b>FIFE PIPER</b> DYNATONES-HBR-117	92	91
85 <b>MIND EXCURSION</b> TRADE WINDS-Kama Sutra-212	93	95
86 <b>POLLYANNA</b> CLASSICS-Capitol-5710	—	—
87 <b>I CAN MAKE IT WITH YOU</b> JACKIE DeSHANNON-Liberty-66202	94	—
88 <b>OPEN UP YOUR DOOR</b> RICHARD & THE YOUNG LIONS-Philips-40381	96	—
89 <b>FA-FA-FA-FA (SAD SONG)</b> OTIS REDDING-Volt-138	—	—
90 <b>IN OUR TIME</b> NANCY SINATRA-Reprise-0514	—	—
91 <b>TAKE GOOD CARE OF HER</b> MEL CARTER-Imperial-66208	—	—
92 <b>SHE AIN'T LOVING YOU</b> DISTANT COUSINS-Date-1514	90	93
93 <b>MELODY FOR AN UNKNOWN GIRL</b> UNKNOWN-Sparrow-307	—	—
94 <b>GIRL ON A SWING</b> GERRY & PACEMAKERS-Laurie-3354	—	—
95 <b>DON'T WORRY MOTHER</b> McCOYS-Bang-532	—	—
96 <b>POVERTY</b> BOBBY BLAND-Duke-407	—	—
97 <b>HERE THERE &amp; EVERYWHERE</b> FOURMOST-Capitol-5738	100	—
98 <b>DAY TRIPPER</b> VONTASTICS-St. Lawrence-1014	—	—
99 <b>STICKY STICKY</b> BOBBY HARRIS-Shout-203	—	—
100 <b>IT HURTS ME</b> BOBBY GOLDSBORO-United Artists-50056	—	—
100 <b>PLEASE MR. SUN</b> VOGUES-Co & Ce-240	—	—
100 <b>TOMORROW NEVER COMES</b> B. J. THOMAS-Scepter-12165	—	—

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

Ain't Gonna Lie (Screen Gems, Columbia BMI) .. 79	Get Away (Noma, Gunnell BMI) .. 66	My Sweet Pototo (East BMI) .. 76	Summer Samba (Duchess BMI) .. 44
Ain't Nobody Home (Writtenhouse BMI) .. 63	Girl On A Swing (Bright Tunes BMI) .. 94	My Uncle Used To Love Me Me But She Died (Tree BMI) .. 51	Summer Wind (M. Witmark ASCAP) .. 30
Almost Persuaded (Al Gallico BMI) .. 34	Guantanamera (Fall River BMI) .. 7	96 Tears (Ed Arquette BMI) .. 20	Summertime (Gershwin ASCAP) .. 39
All I See Is You (Anne-Rachell) .. 71	Here There & Everywhere (Moclen BMI) .. 97	Off To Dublin On The Green (Melody Trails BMI) .. 75	Sunny (Portable BMI) .. 27
All Strung Out (Doddy Sam, Jerrell BMI) .. 48	Hooray For Hazel (Low Twi BMI) .. 67	Open The Door To Your Heart (TM-Pormalio BMI) .. 77	Sunny Afternoon (Noma BMI) .. 11
Beauty Is Only Skin Deep (Jobete BMI) .. 6	How Sweet It Is (Jobete BMI) .. 26	Open Up Your Door (Saturday BMI) .. 88	Sunshine Superman (Southern ASCAP) .. 4
Black Is Black (Elkmin BMI) .. 8	I Can Make It With You (Blackwood BMI) .. 61, 87	Philly Freeze (Jones-Hoyes BMI) .. 47	Suspicion .. 50
B-A-B-Y (East BMI) .. 55	I Chose To Sing The Blues (Metric BMI) .. 50	Pollyanna (Lowery BMI) .. 86	Take Good Care Of Her .. 91
Blowin' In The Wind (M. Witmark ASCAP) .. 37	I Really Don't Want To Know (Hill & Range BMI) .. 49	Poor Side Of Town (Johnny Rivers BMI) .. 59	That's Enough (Kopa BMI) .. 56
Blue Side Of Lonesome (Glad Acclaim BMI) .. 69	I Want To Be With You (Borley ASCAP) .. 58	Poverty .. 96	There Will Never Be Another You (E. H. Morris ASCAP) .. 42
Born A Woman (Painted Desert BMI) .. 14	If I Were A Carpenter (Faithful, Virtue) .. 5B	Psychotic Reaction (Hot Shot BMI) .. 28	Tomorrow Never Comes (Noma BMI) .. 100
Born Free (Screen Gems, Columbia BMI) .. 70	I'm Your Puppet (Fame BMI) .. 81	Reach Out, I'll Be There (Jobete BMI) .. 9	Turn Down Doy (Northern ASCAP) .. 1B
Bus Stop (Monken BMI) .. 5	In Our Time (Criterion ASCAP) .. 90	Respectable (Wemar BMI) .. 32	Wade In The Water (Romsel BMI) .. 33
Can't Satisfy (Impressions BMI) .. 60	In The Arms Of Love (Twin-Cris ASCAP) .. 80	Rumors (Duone BMI) .. 74	Walk Away Renee (Twin Tone BMI) .. 57
Changes (Barricade ASCAP) .. 83	Joker Went Wild (Rising Sun BMI) .. 21	Say I Am (Dum Dee BMI) .. 15	Warm & Tender Love (Pronto-Bob-Don-Quivy BMI) .. 54
Cherish (Beechwood BMI) .. 1	Just Like A Woman (Dwarf ASCAP) .. 43	See See Rider (Leads ASCAP) .. 38	What Becomes Of The Broken-Hearted (Jobete BMI) .. 23
Cherry, Cherry (Tallyrand BMI) .. 17	Knock On Wood (East BMI) .. 64	See You In September (Vibar BMI) .. 10	Wipe Out (Miroleste, Robinhook BMI) .. 13
Dangling Conversation (Charingcross BMI) .. 35	Last Train To Clarksville (Screen Gems, Columbia) .. 22	She Ain't Loving You (Saturday BMI) .. 92	With A Girl Like You (Dick James, Blackwood BMI) .. 41
Doy Tripper (MacLen BMI) .. 98	Little Darlin' (Jobete BMI) .. 52	She Drives Me Out Of My Mind (Lowery BMI) .. 68	Working In The Cool Mine (Morsaint BMI) .. 25
Diane, Diane (Buchhorn BMI) .. 82	Love Is A Hurtin' Thing (Rawlou BMI) .. 65	Sometimes Good Guys Don't Wear White (Equinine BMI) .. 62	World Of Fantasy (Comad BMI) .. 46
Don't Worry Mother (Grand Canyon) .. 95	Melody For An Unknown Girl (Doywin BMI) .. 93	Sticky, Sticky (Web IV BMI) .. 99	Wouldn't It Be Nice (Sea Of Tunes BMI) .. 24
Eleanor Rigby (MacLen BMI) .. 12	Mind Excursion (Tender Tunes BMI) .. 85	Summer In The City (Faithful-Virtue BMI) .. 36	Yellow Submarine (Moclen BMI) .. 3
Fa-Fa-Fa-Fa (Sad Song) (East, Redwal, Time BMI) .. 89	Mr. Dieingly Sad (Tender Tunes Elmwin BMI) .. 19		You Can't Hurry Love (Jobete BMI) .. 2
Fife Piper (U'es BMI) .. 84	Mr. Spaceman (Ticksom BMI) .. 72		You're Gonna Miss Me (Acquire, Kassen BMI) .. 53
Fiddle Around (Bourne ASCAP) .. 73			
Flamingo (Tempo ASCAP) .. 29			



**HAVE YOU SEEN YOUR MOTHER, BABY, STANDING IN THE SHADOW?**

# Mercury Revamps Marketing Functions

CHICAGO—Mercury Records has unveiled a major change in its marketing organization. In a marketing realignment, designed, the label said, to more specifically reflect the growing importance of mass merchandising and its techniques, three new regional marketing posts were announced.

Executive vice-president Irwin H. Steinberg named Abe Chayet, New York; Steve Brookmire, Atlanta; and Bob Sarenpa, Los Angeles, as regional sales administrators. The overall change represents a reduction in total personnel coverage of the U.S. However, Steinberg emphasized, the three new appointees, who will report directly to him, offer "experience and background" and will have fuller responsibility to study the newly-emerging branch concept, the expanding role of the rack jobber and one-stop, independent distribution, plus the role of new avenues of distribution, such as automotive specialty distributors and handling stereo tape cartridges

## Product & Exposure 'Marriage'

"Today's marketplace requires the marriage of effective product with top radio exposure," Steinberg continued. "We have fortified our overall liaison with radio. Mercury, Philips, Smash, Fontana, Emarcy and Lime-light now have a staff of 24 seasoned local promo men, qualified to alert radio to our product."

"These major comprehensive marketing executive posts in three strategic geographical distribution centers aid our national sales organizations by labels to gear to the consistently shifting patterns evolving in distribution," Steinberg affirmed. "The energetic growth of automated and mechanized forces within distribution must be studied daily in the field. Knowledgeable personnel like these three men will translate and transmit to us at the manufacturing level these changes. This urgent surveillance must be filtered thru a most capable and seasoned sales executive. We feel so strongly about the impact of these three new appointees that they will be made vice-presidents in the Merrec organization, that entity within Mercury which oversees distribution," Steinberg added.

Heading the eastern region will be Abe Chayet, who is being elevated to the vice-presidency from his prior post of director of branch sales. Chayet started in distribution with Capitol Records, working in the New York and Philadelphia branches from 1950 to 1957. That year, he joined Mercury as a Manhattan salesman, being appointed branch manager in

1960. He was named branch sales director in 1963. He will headquarter at Mercury's executive office in New York, 745 Fifth Ave.

Brookmire, who will helm the South, has been associated with Mercury since 1950. He started working in sales for Mercury in Miami at that time. In 1952, he started Florida Music Sales, where he functioned as an indie distributor for Mercury and its affiliated labels until 1965, when he became branch manager for both Miami and Atlanta.

Sarenpa, who will administer the West, entered the record business in 1954 as a salesman for RCA-Victor, Minneapolis. He opened his own distrib point, Coda Distributing, Minneapolis, which he terminated in 1961 to work full-time for Mercury. He went to Los Angeles, where he became branch manager. In addition to his marketing duties, Sarenpa will helm the Mercury Los Angeles executive offices, which will include some involvement in A&R. He will be aided in the talent department by Frank Leffel, who became an A&R and promo staffer in southern California a year ago.

Steinberg emphasized that all activity in the marketing area in the region covered by each man will be under his complete supervision.

All previous regional sales managers' posts will, in the course of time, be eliminated, Steinberg said. Former regional men have assumed or will soon assume new positions in the Mercury organization. George Steiner, formerly western regional sales for Philips, is now heading the Mercury Los Angeles branch. Other regional brass, currently awaiting reassignment to important new positions are: Sonny Kirschen, Mercury eastern region; Frank Peters, Mercury Midwest region; Hal Charm, Philips eastern region; and Romeo Davis, Smash-Fontana southern region.

## Music Sales Sets Drive For Folio Sales Thru Racks

NEW YORK—Music Sales, the 40-year-old publishing company here, is invading the area of rack sales with its extensive library of folios and instrument instruction books.

According to Dick Shapiro, sales manager of the record dept., some racks that have carried the line over the past six months have reported successful sales. Shapiro was further gratified with the reaction of a number of rack men he met at the recent NARM (rack-jobber) convention in Chicago. At least 10 rack firms agreed to sell the line on a test basis.

Music Sales is ready to supply its rack customers with two merchandisers, the basis of which are "sales weighted pre-pak assortments." At this moment, Music Sales' biggest folio seller is a "Hootenanny Song Book," a 160-page set selling at \$2.50.

Shapiro was set to leave last week on a 2½ week trip to the west coast to study rack possibilities for folios west of the Mississippi. He has already visited New England and upstate New York.

Shapiro recently joined Music Sales after eight years in the kiddie disk field with the Golden and Simon Says labels.

# Stanton Going To A&M As A&R Chief

HOLLYWOOD—Allan Stanton, coast A&R Director for Columbia Records, will be switching to the post of exec-A&R director for A&M Records within the next month and a half, according to reliable sources.

Stanton, in addition to his current post with Columbia, was director for

pop A&R with Kapp Records in N.Y. for two years, and previously handled Lew Chudd's Sheldon, Shalimar and Sequence music publishing operations. A 20 year vet of the record industry, Stanton will be moving into A&M's new La Brea offices in November, it was learned.

## Aug. Top Sales Month For Epic

NEW YORK—August was really hot for the Epic Records. Len Levy, vp and guiding light of the label, reports that sales then of singles and LP's were the highest of any month in the label's history. Sales for Aug. 1966 were 53% higher than the same month last year, Levy noted.

Contributing to this upsurge, the exec said, were such artists as Donovan, Jane Morgan, Bobby Vinton, David Houston, Dave Clark Five, Nancy Ames, the Yardbirds and Godfrey Cambridge. The Donovan smash, "Sunshine Superman," has reportedly sold 800,000 in its first six weeks on the market. His first for the label, the single, as well as a new LP, were

independently produced by Mickie Most.

Other successes for the label included Okeh artists Walter Jackson and Little Richard. Classical sales were "exceptional," led by two special LP's: "The Seven Symphonies Of Sibelius" with the Japan Philharmonic conducted by Akeo Waranable, and "Mozart Piano Concerto, Vol. 2" with pianist Lili Kraus and the Vienna Orchestra conducted by Stephen Simon.

This showing plus "strong and exciting new product" has led Mort Hoffman, director of sales, to remark that 1966 will be the label's biggest year ever.

## A&M To Columbia Club?

NEW YORK—The A&M label is expected to momentarily move into the Columbia Record Club, Cash Box has learned. Deal for the exclusive rights to A&M product, spotlighted, of course, by the Herb Alpert Tijuana Brass sound, would follow previous non-exclusive arrangements by A&M with the Capitol and Victor clubs.

## Liberty Confirms Peirce A&R Director Slot

HOLLYWOOD—Dick Peirce's move to the Liberty label as administrative A&R director was made official last week by Bob Skaff, vp of the label. Cash Box reported this development in last week's issue.

For the past year, the vet music man has headed the west coast operation of Paramount Pictures' Famous Music. He organized a band in the late 40's and appeared throughout the Western United States. When he grew weary of traveling, he began accompanying and conducting for such notable artists as Frankie Laine, Billy Eckstine, Nat Cole, Johnny Ray, Kay Starr, Peggy Lee, Patti Page, Joanie James, Les Paul and Mary Ford, Tennessee Ernie and the Mills Brothers.

In 1956 Peirce joined MCA as an agent to head up their west coast record department. During that period he negotiated recording contracts for some of the biggest names in the industry. It was then that he conceived the idea of recording Rick Nelson and made the original deal. During his MCA tenure he was also responsible for setting and producing Jerry Lewis' first album, resulting in a million seller single. Before his de-

(Continued on page 32)



DICK PEIRCE (left) & BOB SKAFF

## Joe Medlin To Handle R&B Promo For Decca



JOE MEDLIN

NEW YORK—Joe Medlin has joined the Decca label operation as national R&B promo manager, a new post, according to Len Schneider, exec vp. He'll handle R&B promo for the Decca, Coral and Brunswick labels. Medlin left the Atlantic label last week after three years as national promo manager, being replaced by Henry Allen.

Along with his national promotion duties, Medlin will also be responsible for the scouting of new talent and masters for release on the three labels. He will report to Lenny Salidor, national promotion and publicity director.

Medlin started out as a band vocalist with the Buddy Johnson Orchestra before entering the promotion field as an independent plugger for the Jackie Wilson office. This was followed by national promo stints with U A and Roulette Records preceding his executive promo spot with the Atlantic label.

Negotiations for Medlin's move-over to the Decca companies were handled by Nat Tarnopol, executive vice-president of Brunswick Records.

The new promo executive will base at Decca's executive offices at 445 Park Avenue in New York.

**Irwin Tarr Addresses NARM  
On Past, Present, Future  
Of Tape Cartridges**

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have you seen your mother, baby, standing in the shadow?



# THE ROLLING STONES

45-903



produced by andrew loog oldham



The Love Theme  
from the winner  
of the Cannes  
Film Festival,

# "A Man and a Woman"

5-10074

The smash new  
single from the  
hottest movie of  
the year.

THE  
FRANK HUNTER  
ORCHESTRA  
AND VOICES



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## LOOKING AHEAD

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

- |   |   |
|---|---|
| <p><b>1 MAS-QUE-NADA</b><br/>(Peer Int'l—BMI)<br/>Seraio Mendes &amp; Brazil '66 (A&amp;M 807)</p> <p><b>2 HAPPINESS</b><br/>(Gomba—BMI)<br/>Shades Of Blue (Impact 1015) .....</p> <p><b>3 JUG BAND MUSIC</b><br/>(Noma—BMI)<br/>MugWumps (Side Walk 900)</p> <p><b>4 IMPRESSIONS</b><br/>(Screen Gems-Columbia—BMI)<br/>Jones Boys (Atco 6426)</p> <p><b>5 ROSEANNA</b><br/>Capreez (Sound 126)</p> <p><b>6 WHAT NOW MY LOVE</b><br/>(Remick—ASCAP)<br/>'Groove' Holmes (Prestige 427)</p> <p><b>7 THE KIDS ARE ALRIGHT</b><br/>(Devon—BMI)<br/>The Who (Decca 31988)</p> <p><b>8 UNDER MY THUMB</b><br/>(Gideon—BMI)<br/>Del Shannon—Liberty 55904)</p> <p><b>9 FANNIE MAE</b><br/>(Olivia Frost—BMI)<br/>Mighty Sam—(Amy 963)</p> <p><b>10 DOMMAGE, DOMMAGE</b><br/>(Leo Feist—ASCAP)<br/>Paul Vance (Scepter 12164)</p> <p><b>11 WE CAN GO ON THIS WAY</b><br/>(Metric—BMI)<br/>Teddy &amp; Pandas (Musicor 1190)</p> <p><b>12 HE'LL BE BACK</b><br/>(Stanc—BMI)<br/>Players (Minit 32001)</p> <p><b>13 BABY TOYS</b><br/>(My Songs, Saturday—BMI)<br/>Toys (Dyno Voice 222)</p> <p><b>14 I STRUCK IT RICH</b><br/>(Champion &amp; Double Diamond—BMI)<br/>Len Barry (Decca 32011)</p> <p><b>15 THE BEAT</b><br/>(Jalynne—BMI)<br/>Major Lance (Okeh 7255)</p> <p><b>16 A TIME FOR LOVE</b><br/>(M. Witmark &amp; Sons—ASCAP)<br/>Tony Bennett (Columbia 43768)</p> <p><b>17 BAD LITTLE WOMAN</b><br/>(Bernice—BMI)<br/>Shadows Of Knight (Dunwich 128)</p> <p><b>18 THE WHEEL OF HURT</b><br/>(Roosevelt—BMI)<br/>Margaret Whiting (London 101)</p> <p><b>19 COME ON UP</b><br/>(Salascar—BMI)<br/>Young Rascals (Atlantic 2353)</p> <p><b>20 CRY SOFTLY</b><br/>(Tree—BMI)<br/>Nancy Ames (Epic 10056)</p> <p><b>21 GREEN HORNET</b><br/>(Hastings—BMI)<br/>Al Hirt (RCA Victor 8925)</p> <p><b>22 WE'LL MEET AGAIN</b><br/>(Remick—ASCAP)<br/>Turtles (White Whale 234)</p> <p><b>23 MY BABY</b><br/>(Rittenhous-Rumbelero—BMI)<br/>Garnett Mimms (Veep 1234)</p> <p><b>24 BUT IT'S ALRIGHT</b><br/>(Tamelrosa—BMI)<br/>J. J. Jackson (Calla 119)</p> <p><b>25 DOMMAGE, DOMMAGE</b><br/>(Leo Feist—ASCAP)<br/>Jerry Vale (Columbia 43774)</p> | <p><b>26 A CHANGE IS GONNA COME</b><br/>(Kags—BMI)<br/>Jack McDuff (Atlantic 5069)</p> <p><b>27 ROLLER COASTER</b><br/>(Junik—BMI)<br/>I'des of March (Parrot 310)</p> <p><b>28 BEST OF LUCK TO YOU</b><br/>(Cal, Maureen—BMI)<br/>Earl Gaines (HBR 481)</p> <p><b>29 I'VE BEEN WRONG</b><br/>Buckingham (Centour)</p> <p><b>30 BANG BANG</b><br/>(Cordon—BMI)<br/>Joe Cuba Sextet (Tico 475)</p> <p><b>31 GREEN HORNET THEME</b><br/>(Hastings—BMI)<br/>Ventures (Dolton 323)</p> <p><b>32 WISH YOU WERE HERE,<br/>BUDDY</b><br/>(Spoone—ASCAP)<br/>Pat Boone (Dot 16933)</p> <p><b>33 BABY DO THE PHILLY DOG</b><br/>(Mirwood, Keymen—BMI)<br/>Olympics (Mirwood 5523)</p> <p><b>34 OUT OF TIME</b><br/>(Gideon—BMI)<br/>Chris Farlowe (MGM 13567)</p> <p><b>35 SUMMER KISSES</b><br/>(Presta—BMI)<br/>Floyd &amp; Jerry &amp; Counterpoints<br/>(Presta 1006)</p> <p><b>36 BALLAD OF THE GREEN<br/>HORNET</b><br/>(Comsat &amp; Julray—ASCAP)<br/>Lee Merrill &amp; The Golden Horns<br/>(Boom 60013)</p> <p><b>37 SCRATCH</b><br/>(Bonatem—BMI)<br/>Robert Parker (Nola 726)</p> <p><b>38 AFTER YOU THERE CAN BE<br/>NOTHING</b><br/>(Picturetone &amp; Painted Desert—BMI)<br/>Walter Jackson (Okeh 7256)</p> <p><b>39 TARZAN (TARZAN'S DANCE)</b><br/>(Gil—BMI)<br/>Marketts (Warner Bros. 5847)</p> <p><b>40 IT WAS A VERY GOOD YEAR</b><br/>(Dolf—ASCAP)<br/>Della Reese (ABC Paramount 10841)</p> <p><b>41 YOU CAN'T TAKE LOVE</b><br/>(Arc &amp; Cargvee—BMI)<br/>Cash McCall (Thomas 310)</p> <p><b>42 SHAKE SHERRY</b><br/>(Jobete—BMI)<br/>Harvey Russell &amp; Rogues (Roulette 4697)</p> <p><b>43 HI-LILI, HI-LO</b><br/>(Robbins—ASCAP)<br/>Alan Price Set (Parrot 3607)</p> <p><b>44 TIME STOPPED</b><br/>(Jalynne BRC—BMI)<br/>Marvin Smith (Brunswick 55299)</p> <p><b>45 MY WAY OF LIFE</b><br/>(Gringo, Skol—BMI)<br/>Sunny Curtis (Viva 602)</p> <p><b>46 FUNCTION AT THE JUNCTION</b><br/>(Jobete—BMI)<br/>Shorty Long (Soul 35021)</p> <p><b>47 TO MAKE A BIG MAN CRY</b><br/>(Regent—BMI)<br/>Roy Head (Backbeat 571)</p> <p><b>48 GLORIA'S DREAM</b><br/>(Living Legend—ASCAP)<br/>Belfast Gypsies (Loma 2051)</p> <p><b>49 HEART</b><br/>(Leads—ASCAP)<br/>2 Of Clubs (Fraternity 972)</p> <p><b>50 EVERY DAY &amp; EVERY NIGHT</b><br/>(Pamco, Yvonne—BMI)<br/>Trolls (ABC Paramount 10823)</p> |
|---|---|



# Monkees Shine!

**“...The Monkees...first evening comedy hit of the new season.”**  
Jack Gould, New York Times

**“...a delectable treat...called The Monkees on NBC...”**  
Bob Williams, New York Post

**“Extraordinary laugh-maker...completely irreverent, cliché-cracking half hour.”**

Bob Hull, Los Angeles Herald-Examiner

**“...different than anything you are likely to see... simply frantic...could take off like a rocket.”**

Allen Rich, Hollywood Citizen-News

With a hit TV show—a chart-blazing single and a new album—everything looks “GO” for this sensational group, so deal yourself in on this great profit opportunity.

## COLGEMS

Manufactured and Distributed by RCA



66-1001



COLGEMS  
COM/COS-101

Screen Gems TV Show "The Monkees" produced by Bert Schneider and Robert Rafelson. "Last Train to Clarkville" produced by Tommy Boyce and Bobby Hart. "Take a Giant Step" produced by Tommy Boyce, Bobby Hart and Jack Keller. Music Supervision, Don Kirshner.



# 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

DANDY (1:59) [Noma, BMI—Davies]

MY RESERVATION'S BEEN CONFIRMED (2:46)  
[Hermit's Music-Silverman, Leckenby, Hopwood]

HERMAN'S HERMITS (MGM 13603)

The English giants offer the U.S. disk market yet another charming sound. This time around—and following their "This Door Swings Both Ways"—it's a delectable item called "Dandy." A date that's a natural to continue the group's hit string here. Boys romp in a blues style on "Reservations."

ALL THAT I AM (2:15) [Gladys, ASCAP—Tepper, Bennett]

SPINOUT (2:32) [Gladys, ASCAP—Wayne, Weisman, Fuller]

ELVIS PRESLEY (RCA Victor 8941)

The fantastic hit string woven by Elvis Presley shows no sign of quitting as a result of this deck, taken from his latest flick, "Spinout." Top side, "All That I Am," is a tender ballad done up in Presley's typical tender ballad style. Guaranteed seller. "Spinout" is an the movin', groovin' title track from the film.

THE HAIR ON MY CHINNY CHIN CHIN (2:37)

[Fred Rose, BMI—Blackwell]

(I'm In with) THE OUT CROWD (2:15) [Beckie, BMI—Samudio]

SAM THE SHAM & THE PHARAOHS (MGM 13581)

With a million-seller on the rock fairy-tale, "Little Red Riding Hood," Sam and his boys knock another one out, about a hip wolf of "Three Little Pigs" fame. It's happy with a beat that can't miss. Another gold disk showing? Flip is bright.

NOBODY'S BABY AGAIN (2:23)  
[Smooth/Noma, BMI—Knight]

IT JUST HAPPENED  
THAT WAY (2:52)  
[Pamper, BMI—Carter]

DEAN MARTIN (Reprise 0516)

Dino's got two sessions that can start a chart climb in the immediate future. While "Nobody's Baby Again" is a wistful theme, it's presented with an infectious medium-tempo arrangement. "It Just Happened That Way" is a goodie with a Nashville-type sound set-up. Looks like a two-sided winner for the star.

LITTLE MAN (3:15) [Cotillion-Chris-Marc, BMI—Bono]

MONDAY (2:55) [Cotillion-Chris-Marc, BMI—Bono]

SONNY & CHER (Atco 6440)

There's a gay gypsy air about the husband-and-wife team's latest entry, a follow-up to their recent "What Now My Love." Instrumentation is fascinating, and the duo's work is equal to it. "Little Man" looks like one of Sonny & Cher's biggest sessions yet. "Monday" is bittersweet.

THE GREAT AIRPLANE STRIKE (2:55)  
[Daywin, BMI—Revere, Melcher, Lindsay]

IN MY COMMUNITY (2:05) [Daywin, BMI—Volk]

PAUL REVERE AND THE RAIDERS (Columbia 43810)

Paul Revere and the Raider's impressive track record ("Hungry" was a smash last time out) should be enhanced with this powerhouse dubbed "The Great Airplane Strike." The tune is a hard driving, pulsating infectious rocker that revolves about the recent transportation hassle. "In My Community" is a funk-flavored, highly danceable ditty.

LOOKIN' FOR LOVE (1:50) [Jay, ASCAP—Rotella]

IT TAKES TWO (2:17) [Mills, ASCAP—Evans, Parnes]

RAY CONNIFF & THE SINGERS (Columbia 43814)

After having "Somewhere My Love" shoot up the Top 100 the Ray Coniff Singers could repeat with either side of this latest offering. "Lookin' For Love" and "It Takes Two" are both happy sounding, well handled melodic ditties. The choral work is letter prefect and the orchestral backing lends a bright note to the sound.

## Pick of the Week

I CAN'T DO WITHOUT YOU (2:34)  
[McLaughlin-Aneece, BMI—Griffith, Green]

THAT'S WHAT YOU DO TO ME (2:20)  
[McLaughlin, BMI—McMahan]

DEON JACKSON (Carla 2530)

Several disks ago, Jackson got hold of a Top 100 sound with "Love Makes The World Go 'Round." He can have a smash with "I Can't Do Without You," too. Sound resembles his aforementioned success at the start. Songster offers a happy blueser on the backside. Carla is handled by the Atlantic-Atco Group.

IF YOU LOVE ME, REALLY LOVE ME (3:16)  
[Duchess, BMI—Parsons, Monnot]

ONCE BEFORE I DIE (2:25) [Seven Arts, BMI—Gimbel, London]

LENNY WELCH (Kapp 778)

A perennial chart threat, Lenny Welch should bring in lots of coin with this updating of the old Kay Starr smash, "If You Love Me, Really Love Me." The potent, wailing Welch workout on the side gives it excellent potential. "Once Before I Die" is another stirring ballad.

LADY GODIVA (2:24) [Regent, BMI—Leander, Mills]

THE TOWN I LIVE IN (3:03) [Southern, ASCAP—Stemmens]

PETER & GORDON (Capitol 5740)

Following right behind their "To Show I Love You" noisemaker, Peter and Gordon should score real well with this lid, tabbed "Lady Godiva." Tune is a cute, easy-going novelty item with a contagious old-time sound. "The Town I Live In" is a slow-starting, big-building teen-oriented stand.

## Newcomer Pick

WEDDING BELL BLUES (2:46) [Celestial, BMI—Nyro]

STONEY END (2:39) [Celestial, BMI—Nyro]

LAURA NYRO (Verve Folkways 5024)

Diskery seems to have a big attraction in folk artist Laura Nyro, who has also written material cut by other folksters. Here, she can bring chart stardom for her swinging folk-blueser "Wedding Bell Blues." Coupler is built alongside somewhat similar lines.

I WONDER (3:07) [Picturetone, BMI—Kasha, Hirschhorn, Farrell]

THE WAY I FEEL TODAY (3:00) [Norwich, BMI—Elliot]

STEVE ELLIOT (Warner Bros. 5854)

Steve Elliot is a talent to be reekoned with. There's a strong poignant quality to his folkish reading of an effective romantic pose called "I Wonder." His backing is simple, yet striking. Steve wrote the folk flipside.

ALADDIN (2:50) [Chardon, BMI—Kornfeld, Duboff]

THE BO STREET RUNNERS (KR 0117)

The KR label, handled by the Chess organization, should make its debut on the Top 100 shortly with "Aladdin," a group vocal that's got an awful lot of strong teen comments going for it. Looks like a natural. There is no information available on the flip portion.

GOLDEN EARRINGS (2:05)  
[Paramount, ASCAP—Livingston, Evans, Young]

JOLLY JACK (1:55) [Teresa, BMI—W./R./D. Anderson]

SADLY MISTAKEN (Marc 101)

The Sadly Mistaken has drawn a bead on the Top 100 bull's eye with this debut effort. Side to watch, "Golden Earrings," is a throbbing, up-tempo rock revamping of the chestnut. Could zoom. Flip, "Jolly Jack," is a rockin' novelty a la "Charlie Brown."

# From the Heart—to the Charts

**JOHN GARY** has a great new album—  
and here's what we're doing to help you sell it!

**John Gary** *In this new album, you'll hear why*  
**sings straight** *John Gary's great talent has been*  
**from the heart** *described in The New York*  
*Times as: "...a voice of extra-*  
*ordinary range and lyric*  
*quality... distinctly en-*  
*joyable to hear." And here,*  
*John's dynamic vocal style is showcased against the rich, full sound*  
*of a big orchestra with strings as he sings such lush ballads as "What*  
*Now My Love," "If Ever I Would Leave You," "The Shadow of*  
*Your Smile (Love Theme from 'The Sandpiper')," "Yesterday,"*  
*"Because of You" and seven more*  
*heart-felt favorites. Beautiful*  
*songs beautifully sung.*



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

LPM/LSP-3666



Featured full-page national consumer advertising, in color, coupled with the millions of new fans who watched his recent weekly network TV show will stir up big sales demand for this great album of big ballads. Promotional pieces like ad mats, minnies and window streamers are working to make this a hot sales item, so order now—and don't forget John's current chart album "John Gary Sings Your All-Time Country Favorites" LPM/LSP-3570.

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



# RECORD REVIEWS

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

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

## Newcomer Pick

HE DOESN'T GO ABOUT IT RIGHT (2:29) [Barmour, BMI—Talton]

YOU BURN ME UP AND DOWN (2:21) [Barmour, BMI—Talton]

WE THE PEOPLE (Challenge 59340)

Look for We the People to knock down quite a bit of airplay and sales with this choice stand tabbed "He Doesn't Go About It Right." Lid is a wild, gimmicky put-on side with a far-out set of lyrics. Give it a listen. "You Burn Me Up And Down" is a real raunchy blues-rock smasher.

## Best Bets

THE CHANTELS (Verve 10435)

● INDIAN GIVER (2:20) [Avante Garde, ASCAP—Kaldjian, Floranz] Striking jazzy band backdrop for the gals' upbeat reading of a bluesy lost-love number. Could happen.

(B+) IT'S JUST ME (2:15) [Well-made, BMI—Ott, Everett, Horton] Easy, interesting blend on the blueser.

JOE MELVIN (Jet Stream 727)

● FRIENDS IN SHOW BUSINESS (3:02) [Crazy Cajun, BMI—Meaux] Melvin does a fine stand on an unusual how-to-succeed R&B theme, with his work punctuated by effective guitar comments. Could swing R&B and pop chart action. Scepter handles the label.

(B) YOU MADE ME LOVE YOU (2:43) [Crazy Cajun, BMI—Meaux] Blues ballad is not the ever-green.

BOBBY HERB (Scepter 12166)

● I LOVE MARY (2:38) [Melody Lane, BMI—Hebb] The "Sunny" man (on the Philips label) is a charming vehicle for a catchy ditty about a guy who's got a number of loves to choose from. With his aforementioned smash, side could come through.

(B) I LOVE MARY (2:38) [Melody Lane, BMI—Hebb] The instrumental track.

NOEL HARRISON (London 20011)

● THE MAN BEHIND THE RED BALLOON (2:56) [Trousedale, BMI—Sloan] Harrison, featured in the new TV series, "Girl from U.N.C.L.E.," offers a Herman & Hermits-type sprightly item. Could catch-on with satisfying chart results.

(B) MARIEKE (2:55) [Leeds, ASCAP—Brel, Jouannest] Good interpretation of the Jacques Brel favorite.

DANNY HARRISON (Coral 62498)

● WATER BOY (2:52) [Boosey & Hawkes, ASCAP—Robinson] Songster and his Count Victor instrumental backing offer a worthy rock reading of the familiar folk tune. It's got a spirit that could put it on the Top 100.

(B) YOU TOOK THE BEST YEARS OF MY LIFE (2:20) [Champion, BMI—Harrison] Bouncy sound with a fervent Harrison vocal.

BOBBY LEE (Sue 145)

● I MISSED IT BY THAT MUCH (2:29) [Sagittarius-Ramblin, BMI—DeCillis, Anderson] There's attention-getting, tricky vocalizing from Lee on the novelty ditty, which seems to be taken from a P.D. tune. Fine back-beat sound accompanies him. Could step-out.

(B) I'M NOT AFRAID (2:35) [Sagittarius-Ramblin, BMI—DeCillis] Intimate blueser.

CLIFF RICHARD (Epic 10070)

● VISIONS (3:01) [Hill & Range, BMI—Ferris] English songster could come up with plenty of chart coin with his cozy reading of a pretty waltz-time affectionate. Strong exposure will do the sales trick.

(B+) QUANDO, QUANDO, QUANDO (2:15) [M. Witmark, ASCAP—Boone, Renis, Testa] Bright reading of the old international hit.

DON CHERRY (Monument 971)

● MARRIED (2:35) [Sunbeam, BMI—Kander, Ebb] A charming tune from the upcoming musical, "Cabaret," is appealingly warbled by the vet vocalist. Look for solid, all-around spins here.

(B) I KNOW LOVE (2:49) [Combine, BMI—Foster] Nice crooning.

CHUCK EDWARDS (Roulette 4705)

● BULLFIGHT (1:50) [Banner, BMI—Edwards] Effective, hectic vocal & instrumental sounds abound in this colorful rock date. Could prove a "sleeper" success.

(B+) CHUCK ROAST (2:18) [Banner & Frost, BMI—Edwards] Raunchy instrumental with some vocal comments.

CAST OF THOUSANDS (Tower 276)

● MY JENNY WEARS A MINI (1:55) [Le Bill, BMI] Cute, lively & timely rock vocal-instrumental based on the current fashion fad. Rockin' that merits lots of Top 40 spins.

(B+) GIRL DO WHAT YOU GONNA DO (1:59) [Le Bill, BMI] Further upbeat pose.

## Best Bets

JODY MILLER (Capitol 5743)

● QUITE A LONG, LONG TIME (2:18) [Southwind, BMI—DeWitt] Lark with chart experience could come back with this well-done outing, built on an arrangement resembling the old "El Paso" stint. Should be watched.

(B) THINGS (2:27) [T.M., BMI—Darin] Straight rockin' on the Bobby Darin item.

JUNIOR PARKER (Mercury 72620)

● JUST LIKE A FISH (2:21) [Rich Harvest, BMI—Woods] The blues star bows on the Mercury tag with a strong bouncy-blues statement on a delicious number. Can pop up on both R&B and pop charts.

(B) BABY PLEASE (2:54) [Venice, BMI—Mayfield] Earthy stand.

THE DUPREES (Columbia 43802)

● IT'S NOT TIME NOW (2:20) [Faithful Virtue, BMI—Sebastian, Yanovsky] Crew takes-on a folkish number by Lovin' Spoonful members John Sebastian and Zal Yanovsky, and could give it a berth on the Top 100. Keep tabs on this up-to-the-minute-sound.

(B) DIDN'T WANT TO HAVE TO DO IT (2:45) [Faithful, BMI—Sebastian] Interesting harmony on another Sebastian creation.

SHIRLEY & JESSIE (Wand 1131)

● TOO MUCH TOO SOON (1:55) [Underwood, BMI—Ward] Shirley, with a falsetto voice reminiscent of Shirley & Lee, teams with male songster Jessie in a sprightly blues date that might go on to chart fame.

(B) OH BABY (We Got a Good Thing Going) (2:15) [Nujack, BMI—Ozen] A bluesy swinger.

BOBBY HEBB (Boom 60,017)

● BETTY JO FROM OHIO (2:23) [Lucky Oggle, BMI—Hebb] Hebb, with "Sunny" to his number 1 credit, offers an amiable lovey-dovey item on the Boon label. His "Sunny" rep could help this stand to a chart showing.

(B) SAM HALL, JR. (2:10) [Lucky Oggle, BMI—Hebb] Shuffle-beat instrumental.

MIKE FINNIGAN & THE SERFS (Rhythm & Soul 101)

● BREAD AND WATER (2:22) [Tak-Care Of Biz BMI—Dante, Jones] This strong, hard rocking rhythm packed outing could make Mike Finnigan and the Serfs a national reputation. Watch this highly danceable side closely.

(B+) HELP ME SOMEBODY (2:38) [Tak-Care Of Biz BMI—Miller, Finnigan] Shouter back here.

THE SANDS OF TIME

(Warner Bros. 5855)

● WHERE DID WE GO WRONG (3:09) [Duchess BMI—Clark, Hatch] The Sands Of Time could make loads of noise with this lilting, melodic tale of lost love. Loads of listening appeal should attract the teens.

(B+) WHEN I LOOK BACK (2:40) Northern ASCAP — Brown, Dudman, Booker, McQuater] Sweet, melodic outing.

ART FREEMAN (Fame 1008)

● I CAN'T GET YOU OUT OF MY MIND (2:27) [Chappell ASCAP — Farlowe] Art Freeman could score both pop and R&B with this groovy, potently arranged, soulful outing. Loads of added appeal in the tunes solid lyric.

(B+) SLIPPIN' AROUND WITH YOU (2:54) [Fame BMI—Penn, Oldham] More solid soul back here.

BILLY HARNER (Atlantic 2351)

● A MESSAGE TO MY BABE (2:55) [Caldwell-Well Made BMI—Ott, Brown] Watch out for this groovy, easy paced rhythmic outing. Billy Harner does a strong job with the solid lyric and the ork backing is infectious.

(B+) EVERYTHING'S HUNKY-DORY (2:32) [Caldwell-Well Made BMI—Ott, Brown] Medium-paced soulful side.

CHAMBERS BROTHERS

(Columbia 43816)

● TIME HAS COME TODAY (2:37) [Spinaker BMI—Chambers, Chambers] The Chambers Brothers could do business with this wild, hard driving funky outing. Potent sounds throughout.

(B+) Dinah (2:21) [Spinaker BMI—G., L., J. & W. Chambers] Groovy version of the standard.

EDDIE FISHER (RCA Victor 8956)

● GAMES THAT LOVERS PLAY (Eine Ganze Nacht) (2:33) [Miller ASCAP—Last, Kusik, Snyder, Loose] Vet songster returns to the Victor fold with a breezy swinger on a smart German tune. Eddie's sure to come-up with good-sized airtime & jukebox exposure.

(B) MAME (3:08) [E. H. Morris ASCAP — Herman] Another swingin' date, and it's the oft-cut musical main-title.

THE ODDS & ENDS (Red Bird 083)

● (HEY LITTLE GIRL) BEFORE YOU GO (2:56) [Hometown ASCAP—Keefe, Prosen] Hard driving rocker with lots and lots of smooth vocal effort could catch on with the teens. Side's solid danceability adds to the sales and spins potential.

(B+) NEVER LEARN (2:40) [Hometown ASCAP — Marotta, Prosen] Smooth, melodic teen number.

**Do you mean  
to stand there  
and tell me  
that you don't know about**

DAY TRIPPER

The Vontastics  
ST. LAWRENCE 1014

DON'T PASS ME BY

Big Maybelle  
ROJAC 1969

FOR ONCE IN MY LIFE

Jean DuShon  
CADET 5545

BELL BOTTOM BLUE JEANS

Sonny Warner  
CHECKER 1151

**Shame on you.**



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**COMING ON  
STRONG**

*Sung by*

**BRENDA LEE**

DECCA 32018



**I CAN'T GIVE YOU  
ANYTHING BUT LOVE**

*Played by*

**BERT KAEMPFERT**

DECCA 32008

# SMASH SINGLES



**WHISPERS**  
**(Gettin' Louder)**

*Sung by*

**JACKIE WILSON**

PRODUCED BY CARL JAVEL  
DECCA 32011



**I STRUCK**  
**IT RICH**

*Sung by*

**LEN BARRY**

PRODUCED BY MADARA-WHITE  
DECCA 32011



# 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

**HENRY MANCINI, ORK., & CHORUS** (RCA Victor 8951)

● **HAWAII (MAIN TITLE)** (2:20) [United Artists ASCAP—Elmer Bernstein, Mack David] The vet Mancini combination should have a strong item here with the easy going theme from the upcoming UA flick. Could break wide open.

(B) **DRIFTWOOD AND DREAMS** (3:11) [Northridge ASCAP—Henry Mancini] Appealing, gentle ditty with a soft, late-night flavor.

**STEVE COLT & THE 45's** (RCA Victor 8913)

● **JUST A LITTLE BIT OF SOUL** (2:23) [Schnapps, BMI—Colst] Steve Colt and the 45's could shoot their way to success with this hard driving, shouting outing. The potent R&B sounds and the wild, soulful vocal give the side lots of potential.

(B+) **SO FAR AWAY (FROM HOME AND YOU)** (2:35) [Schnapps BMI—Colst] More good sounds.

**THE TONGUES OF TRUTH** (Current 112)

● **LET'S TALK ABOUT GIRLS** (2:42) [Lightswitch, BMI—Freiser] Effective Rolling Stones-rump by the group, with a monicker that's up with the times. Could be a chart success for the Hollywood-based label.

(B) **YOU CAN'T COME BACK** (2:40) [Lightswitch, BMI—Freiser] Further somewhat far-out activity.

**BRENTON WOOD** (Brent 7057)

● **SWEET MOLLY MALONE** (2:09) [Colgems ASCAP—Hooven, Winn, Smith] Here's a groovy updating of the Irish evergreen that could launch Brenton Wood into the big time. Off-beat and highly infectious R&B sound.

(B) **CROSS THE BRIDGE** (2:23) [H. W. S. ASCAP—Hooven, Winn] Pounding social comment.

**JERRY LEE LEWIS** (Smash 2053)

● **MEMPHIS BEAT** (2:35) [Screen Gems-Columbia, BMI—Lee, Reynolds, Addington] Potent, shouting hard driving sounds mark this latest effort by Jerry Lee Lewis. The chanter could make noise with this highly danceable rocker.

(B+) **IF I HAD IT ALL TO DO OVER** (2:05) [Ilgatto, BMI—White] Pretty moving ballad.

**EARL GRANT** (Decca 25704)

● **THE LONESOME ROAD** (2:21) [Paramount, ASCAP—Shilkret, Austin] Earl Grant should see loads of spins from this groovy reading of the evergreen. The chanter's mellow tones lend well to the smooth tune.

(B+) **WHEN I GROW TOO OLD TO DREAM** (2:34) [Robbins, ASCAP—Romberg, Hammerstein] Pretty reading of another oldie.

## B+ REVIEWS

**BILLY GIBSON** (MGM 13469)

(B+) **WHAT I NEED NOW IS LOVE** (2:45) [Chardon BMI—Roach, Klein] Heartfelt, r & b-flavored wailer.

(B) **YOU GOT IT, I WANT IT** (2:02) [Chardon BMI—Duboff] More r & b material, but in an uptempo vein.

**VIRGIL BLANDING** (Verve 10428)

(B+) **YOU TURN ME AROUND** (2:37) [Robbins, ASCAP—Benjamin, Marcus] Moanin', pulsating ditty.

(B) **THE GIRL WASN'T BORN** (2:33) [Robbins, ASCAP—Benjamin, Marcus] Fast paced, rocking effort.

**DON & JERRY** (N-Joy 1018)

(B+) **TOO MUCH CONFUSION** [Rocrob, BMI—D. Griffin, J. Strickland] Strong, up-tempo, folk-flavored rock outing.

(B) **BETTER RUN & HIDE** [Rocrob, BMI—D. Griffin, J. Strickland] Same here but with an added C&W twang.

**CARE PACKAGE** (Jubilee 5545)

(B+) **MISTER CHILD** (2:32) [Tash, BMI—T. Howard, R. Kirin, H. Hoffman] Strong, pulsating, message rock ballad.

(B) **VINEGAR MAN** (2:38) [Tash, BMI—S. Jacobus] Melodic soft rock ballad.

**WILLIE CHARLES GRAY** (Mercury 72608)

(B+) **I'M GONNA BE A WINNER** (2:35) [Fingerlake, BMI—W. C. Gray] Pulsating ditty.

(B) **HERE I GO AGAIN** (2:07) [Fingerlake, BMI—W. C. Gray] Heavy R&B workout.

**DENIMS** (Mercury 72613)

(B+) **WHITE SHIP** (2:42) [River's Edge & Cavort, BMI—C. Addams, S. Vincent] Hard driving, frenetic, Indian-flavored, Acid-Rock.

(B) **SALTY DOG MAN** (2:24) [Cavort, BMI—J. Cavallaro] Wild, frenetic rock.

**FRANKIE CHERVAL** (Nola 725)

(B+) **TO MAKE A BIG MAN CRY** [Regent, BMI—Reed] Moving, tearjerking tale of bad love.

(B) **A GIRL HAS A RIGHT (TO CHANGE HER MIND)** [Robbins, ASCAP—Benjamin, Marcus] Throbbing, melodic chant.

**COASTLINERS** (Back Beat 566)

(B+) **I'LL BE GONE** (2:30) [Don, Gremlin, BMI—F. Carroll] Thumping rock outing.

(B) **SHE'S MY GIRL** (2:40) [Don, Gremlin, BMI—F. Carroll] Slow ballad.

## B+ REVIEWS

**DAVE PIKE** (Atlantic 5073)

(B+) **SUNNY** (2:32) [Instrumental, Portable, BMI—Hebb] Instrumental version of the Bobby Hebb smash.

(B) **SWEET TATER PIE** (2:25) [Instrumental, Mongo, BMI—Grant] Instrumental ditty.

**RICHARD "GROOVE" HOLMES** (Pacific Jazz 88130)

(B+) **SECRET LOVE** (2:35) [Remick, ASCAP—S. Fain, P. Webster] Jazz romp of this ol' while backer.

(B) **HALLELUJAH, I LOVE HER SO** (2:30) [Atlantic, BMI—Ray Charles] Same here.

**PATRICK SKY** (Vanguard 35045)

(B+) **KEEP ON WALKIN'** (2:23) [Whitfield, BMI—P. Sky, Elmer Jared Gordon] Swingin', rinky-tink, rag-time, bouncing, good-tyme music-like, fun-filled romp.

(B) **LOVE WILL ENDURE** (2:57) [Whitfield, BMI—Patrick Sky] Gentle, melodic, ballad with a syncopated guitar accompaniment.

**JERRY WILLIAMS** (Laurie 3339)

(B+) **THE WANDERER** (2:34) [Schwartz, Marimba, ASCAP—Ernie Maresca] Rhythmic rock romp.

(B+) **RUNAROUND SUE** (2:35) [Schwartz, Marimba, ASCAP—E. Maresca, D. DiMucci] Same.

**TERRY STAFFORD** (Sidewalk 902)

(B+) **WHEN SIN STOPS—LOVE BEGINS** (2:18) Rhythmic rock ballad.

(B) **SOLDIER BOY** (2:06) Shuffling, bluesy ballad.

**SAM SCOTT** (Okeh 7258)

(B+) **A CHANGE IS GONNA COME** (2:51) [Kags, BMI—S. Cooke] Bluesy R&B romp.

(B) **DOWN-HEARTED BLUES** (1:55) [Bomac, BMI—J. Puckett] Medium-paced, thumping R&B outing.

**DON BARRIE** (Tiara 660)

(B) **OUR SONG** (2:22) [Mana, ASCAP—Muzeroll, Sadler] Pretty, melodic romancer.

(B) **TOMORROW THIS WILL BE YESTERDAY** (2:14) [Mana, ASCAP—Gardner] Easy paced tune.

**LOCOS** (RCA Victor 8931)

(B+) **GUANTANAMERA ROCK** (2:34) [Stacey, BMI—Mario Carlos Sanabria Atilano] Frenetic rock with a strong Latin flavor.

(B) **MALAGUENA SALEROSA (SWEETHEART FROM MALAGA)** (2:57) [Stacey, BMI—Mario Carlos Sanabria Atilano] Latin rock ballad.

**MAMIE P. GALORE** (Thomas 14959)

(B+) **YOU GOT THE POWER** (2:21) [Arc, Cragvee, BMI—Higgins, Dollison] Attractive, infectious r&b reading of the tune.

(B) **MISTAKEN WEDDING** (2:40) [Arc, Cragvee, BMI—Davis, Higgins] Potent wailing on this blueser.

**BUENA VISTAS** (Swan 4269)

(B+) **FOXY** (2:00) [Palmina, Shan-Todd, BMI—Cisco, Keppen, Ameno] Raunchy, hand-clapping instrumental.

(B) **FILET OF SOUL** (2:25) [Shan-Todd, BMI—Shannon, Cisco, Ameno] More of the same.

**JOE PASS** (World Pacific 77845)

(B+) **(I CAN'T GET NO) SATISFACTION** (2:20) [Immediate, BMI—Mick Jagger, Keith Richard] A rollicking jazz romp featuring the masterful guitar of Joe Pass.

(B) **PLAY WITH FIRE** (2:42) [Immediate, BMI—Nanker Phelge] Up-beat jazz outing.

**TONY SCOTTI** (World Pacific 77843)

(B+) **LIKE SOMEONE IN LOVE** (1:54) [Burke & VanHeusen, ASCAP—Jimmy VanHeusen, Johnny Burke] Easy going melodic outing.

(B) **I REMEMBER YOU** (2:13) [Paramount, ASCAP—Mercer, Schertzing] Same here.

**MARIACHI BRASS FEATURING CHET BAKER** (World Pacific 77848)

(B+) **WHEN YOU'RE SMILING** (1:50) [Mills, ASCAP—M. Fisher, J. Goodwin, L. Shay] Lively, up-tempo, bouncy, jazz treatment of this oldie.

(B) **DANCING IN THE STREET** (2:18) [Dove, ASCAP—Ron McKuen] Bouncy, danceable ditty.

**BILLY LARKIN & DELEGATES** (World Pacific 77844)

(B+) **HOLD ON! I'M A COMIN'** (2:25) [East Pub., Pronto Mus., BMI—Hayes, Porter] Hard driving rock workout.

(B) **DIRTY WATER** (2:30) [Equinox, BMI—Ed Cobb] Medium paced, thumping jazz-like rock session.

**STARETTES** (Jewel 768)

(B+) **HE'S THE GREATEST PART 1** (2:15) [Su-Ma & White Cliff, BMI—R. Hines, C. Reid] Shuffling R&B workout.

(B) **HE'S THE GREATEST PART 2** (2:16) [Su-Ma & White Cliff, BMI—R. Hines, C. Reid] Same.

**CURTIS GRIFFIN** (Jewel 767)

(B+) **BABY HAVE YOUR WAY** (2:50) [Su-Ma, BMI—Curtis, Griffin] Tear-stained R&B shuffle. (B) **I FOUND SOMETHING BETTER** (2:05) [Su-Ma, BMI—Curtis Griffin] Bluesy, pulsating, workout.



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# RECORD REVIEWS

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

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

## B+ REVIEWS

CHANTELS (Verve 10435)  
 (B+) INDIAN GIVER (2:20) [Avante Garde, ASCAP—Karlardjian, Floranz] Rhythmic, pounding, ditty.  
 (B) IT'S JUST ME (2:15) [Well-made, BMI—Ott, Everett, Horton] Slow ballad.

CHAN ROMERO (Philips 40391)  
 (B+) A MAN CAN'T DOG A WOMAN (2:30) [Unart, BMI—C. Romero] Hard driving, blues oriented, gutsy, rock workout.  
 (B+) HUMPY BUMPY (2:15) [Unart, BMI—C. Romero] Same for this side.

CRAIG CARR (Dot 16926)  
 (B+) WHAT'S YOUR GAME (2:38) [Parro, BMI—D. Parker] Thumping, pulsating rock.  
 (B) REMEMBER YOUR FIRST LOVE (2:43) [Musicrest, BMI—M. Reynolds, K. Reynolds, C. Williams] Easy going ballad.

THE PRIMATES (Marko 924)  
 (B) DON'T PRESS YOUR LUCK (2:29) [Darl, BMI—Demetrius] Interesting, quick moving rocker.  
 (B) CATHY (2:30) [Darl, BMI—Demetrius] Sweet tune back here.

BARBARA & THE BROWNS (Cadet 5544)  
 (B+) PLENTY OF ROOM (2:26) [II Gato BMI—Richard Brown] Thumping R&B wailer.  
 (B) I DON'T WANT TO HAVE TO WAIT (2:45) [II Gatto BMI—Don Culver] Shuffling, tear-stained, blues-drenched, moaning, R&B workout.

JOSEPHINE TAYLOR (Mar-Lus 6013)  
 (B+) WHAT IS LOVE (2:50) [Vapac BMI—Jones & Nestor] Rhythmic, thumping, blues-tinged outing.  
 (B) I WANNA KNOW (DO YOU CARE) (2:45) [Vapac BMI—L. Jones] Shuffling blues.

## B+ REVIEWS

FRANK HUNTER ORK & VOICES (Epic 10074)  
 (B+) A MAN AND A WOMAN [Northern ASCAP—F. Lai, P. Barouh] Easy going, bouncing ditty.  
 (B) THE DEWT - DIH - DEWT SONG (1:57) [Jewel ASCAP—F. Hunter] Same Here.

BOBBY McCLURE (Checker 1152)  
 (B+) YOU GOT ME BABY (2:28) [Chevis BMI—Smith, Miner, Davis] Up-tempo, pulsating, spirited, rock outing.  
 (B+) PEAK OF LOVE (2:38) [Chevis BMI—Davis, DeSanto] Rhythmic blues effort.

AL HARTLEY (Capitol 5744)  
 (B+) SUGARCANE (2:19) [Lowery BMI—Al Hartley] Thumping folk-flavored romp.  
 (B) I'M ONLY A MAN (2:30) [Low-Twi BMI—Ray Whitely] Slow paced, pulsating ditty.

BROTHERS FOUR (Columbia 43811)  
 (B+) THE BALLAD OF ALVA-REZ KELLY (1:46) [Colgems ASCP—Mercer, Green] Smooth, melodic Latin flavored outing.  
 (B) WE CAN WORK IT OUT (2:36) [Maclen BMI—Lennon, McCartney] Smooth reading of the Beatles' click.

DALLAS FRAZIER (Capitol 5728)  
 (B+) TENNESSEE SUE (2:09) [Blue Crest BMI—Dallas Frazier] Blusey moaner.  
 (B) ESPECIALLY FOR YOU (2:36) [Blue Crest BMI—Dallas Frazier] Same.

SHARPEES (One-derful 3204)  
 (B+) THE SOCK (2:20) [Vapac BMI—Sharpees] Medium-paced R&B workout.  
 (B) MY GIRL JEAN (2:23) [Vapac BMI—Eddie Silvers] Rhythmic heart-throbber.

MAURY LAWS ORK (Epic 10069)  
 (B+) THE KING KONG THEME (2:34) [Videocraft Intl. and George Pincus & Sons ASCP—J. Bass M. Laws] Thumping oriental-flavored outing.

CHARLES KNIGHT (Knite Life 003)  
 (B+) ON MY STREET (2:00) [RJ BMI—Davis] Free swinging rocker with a smooth vocal.

(B) TOM OF T.H.U.M.B. THEME (2:01) [Videocraft Intl. and George Pincus & Sons ACSP—J. Bass M. Laws] Thumping, driving workout.

(B) DRIP DRIP ON MY PILLOW (2:20) [RJ BMI—Davis] Sweet balled for a backer.

WENDI (Champ 121484)  
 (B+) YOU'RE SO FINE (2:00) [West Higgins BMI—Finney, West, Schofield] Rhythmic, up-beat, ditty for the romance minded.  
 (B) THE RIGHT BOY (2:08) [Berboris BMI—Frasheski, Kubenik, Frank] Same here.

ARLAN ARKIN (Columbia 43787)  
 (B+) BARNEY'S LOVE SONG (3:01) [Applesseed ASCAP—Arkin, Schisgel] Interesting and highly different outing from the Arkin TV spot.  
 (B) I LIKE YOU (2:13) [Applesseed ASCAP—Arkin] More unusual sounds.

DANNY WINCHELL (Agon)  
 (B+) WASN'T IT A WONDERFUL SUMMER (2:20) [Bersand ASCP—Winchell] Up-tempo, sometimes humorous ditty.  
 (B) FLAME OF LOVE (2:19) [Bersand ASCP—A. Shaky, M. Semos] Easy going, bouncy ditty for the romance minded.

THE ELUSIVES (Philips 40397)  
 (B+) YOU WON'T FIND BETTER THAN ME (2:30) [Dandelion BMI—Hausmans, Stewart] Medium-paced, highly danceable rock.  
 (B) LOST LOVE (2:35) [Missle BMI—Resch] Easy paced melodic ballad.

KNIGHT BROS. (Checker 1153)  
 (B+) THAT'LL GET IT (2:35) [Arc-Special Agent-Merve—Earl BMI—Higgins, Gardner, Dunbar, Diggs] Thumping R&B workout.  
 (B) SHE'S A-1 (2:45) [Arc BMI—James L. Diggs] Shuffling R&B moaner.

DAVID McCALLUM (Capitol 5721)  
 (B+) THE HOUSE ON BRECKENRIDGE LANE (2:50) [Sunny Skies ASCAP—Freed, Roberts] Smooth, haunting ditty from McCallum.  
 (B) THEME FROM THREE BITES OF THE APPLE (2:51) [Robbins ASCAP—McCallum, Webster] Groovy tune for a backer.

HORST JANKOWSKI (Mercury 72615)  
 (B+) SO WHAT'S NEW? (1:54) [Almo ASCAP—Pisano] Swinging, happy full bodied sounds here.  
 (B+) A PLACE IN THE SUN (2:59) [MRC BMI—Jankowski, Rabe] Smooth, easy listening piece.

BARBARA FELDOR (RCA Victor 8954)  
 (B+) 99 (2:16) [Marks, Groton BMI—Grudeff, Jessel] Noted spysess and Tiger Girl has a cute item here.  
 (B) MAX (2:20) [Marks, Groton BMI—Daniels, Rose] Another cute item on the flip.

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# ALBUM PLANS

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## DECCA

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

## DIAMOND

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## DOOTO

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## LITTLE DARLIN'

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

## MERCURY

Discount provisions and sales aids. Details available from distributors. Expires on Oct. 15.

## NASHBORO

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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.

## Basic Album Inventory: Request Records

Due to mechanical error, Request Records was not listed in its regular turn on the Basic Album Inventory Listing. Following is the label's best-selling LP's, which will be included on the list when its next regular turn comes up. Meanwhile, this list should be cut out and used.

In A Viennese Wine Garden	RLP 8043
Forty Favorite Czechoslovakian Melodies	RLP 10053
Little Singers Of Tokyo	RLP 8055
German Hunting Songs	RLP 8073
Best Loved Songs From The Rhineland	RLP 8074
Forty Favorite German Melodies	RLP 10068
Forty Favorite Greek Melodies	RLP 10054
The Most Fabulous Gypsies	RLP 10057
The Soul Of A Gypsy	RLP 10058
Forty Favorite Irish Melodies	RLP 10050
Erin The Tear And The Smile	RLP 8058
Belfast Street Songs	RLP 8059
Courtin' In Ireland	RLP 8060
Just Arrived From Italy	RLP 8034
Forty Favorite Jewish Melodies	RLP 10055
Forty Favorite Lithuanian Melodies	RLP 10067
Sing Along In Lithuanian	RLP 8049
Forty Favorite Polish Melodies	RLP 10051
Guitars Of Portugal	RLP 10070
In A Portuguese Tavern	RLP 8080
Nostalgia For Lisbon	RLP 8067
Songs Of Love And Bullfights	RLP 8064
Forty Favorite Scottish Melodies	RLP 10049
The Hottest Mariachi In Mexico	RLP 8041
Swedish Dance Party	RLP 10062
Dances & Musical Instruments Of Turkey	RLP 10074
Turkish Hit Parade	RLP 10075
Forty Favorite Ukrainian Melodies	RLP 10052
Forty Favorite Yugoslavian Melodies	RLP 10066
Songs Of The Sea	RLP 8052

### Imperial Rushes 2 LP's

LOS ANGELES — Imperial Records has rushed out 2 albums that were to have been part of the second phase of the Fall release program. With terms available from Imperial distributors effective through Oct. 24-31, shipping is planned on "Bus Stop" by the Hollies and "Beat That #?!\* Drum" by Sandy Nelson.

### Jimmy Bowen Is Dino's Producer

NEW YORK—Jimmy Bowen is the producer of Dean Martin disks on Reprise, not Lee Hazlewood, as noted in a story in the Sept. 10 issue concerning Hazlewood's new Eden label in partnership with Decca Records.

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## BIOS FOR DEEJAYS

Walter Wanderly



Walter Wanderly is a Brazilian organist who was born Sao Paulo. Although a relatively new name to Americans, Wanderly has long been very well known in Brazil, where the whole Bossa Nova business started. The artist first caught the public eye (or ear in this case) with his arrangements for Joao Gilberto in 1961. By 1962 Walter Wanderly was his own headliner, launching a string of tunes that included "The Girl From Ipanema" and "Desafinado." Wanderly became a tourist attraction in Brazil. Touring Americans brought back word of him and soon his fame spread northwards.

Walter Wanderly's current Verve LP, "Rain Forest," is number 73 on this week's Top 100 Albums and his "Summer Samba" single is number 44 on this week's Top 100.

## Distant Cousins



The Distant Cousins are Raymond LaFayette Bloodworth and Lawrence Russeli Brown. They met while both were stationed with the U.S. Army in Paris, won a talent contest, and went on a tour of Army installations throughout Europe. After the Army hitch, they came to New York to launch a career of singing and song writing. The Distant Cousins' current Date release of "She Ain't Loving You" is number 92 on this week's Top 100.

Lawrence was born June 29, 1945, in Newark, N.J. and Ray was born May 18, 1944, in Milledgeville, Ga. Both boys list Hank Williams among their favorite composers and Chet Atkins among their favorite instrumentalists. Lawrence and Ray are both staff writers for the Saturday Music company. The Distant Cousins consider Bob Crewe to have been the greatest influence on their career.

## Liberty Plans 'Spot' Seminars On Tapes

HOLLYWOOD — Lee Mendell, general manager of Liberty Stereo-Tape, has set up a series of special on-the-spot seminars with distrib personnel and key accounts in the field.

Mendell said: "The manufacturer has an obligation to distributors who have entered and participated with us in this infant industry. To enable this infant to grow into a healthy giant, we are dedicated to provide information so that those who represent us are aware, at all levels, of as much factual information of the market as is available at this time, and the directions in which to go."

Toward this end, Mike Elliot, national sales manager of Liberty Stereo-Tape, will personally cover approximately 12 major markets during the next three weeks. Elliot added, "The bilateral dissemination of information cannot be overrated, and we believe that the success of Liberty Stereo-Tape at this stage is based on this premise."

His plans call for indepth discussions of the unique requirements and needs at the retail level, and the various merchandising aids being offered

by Liberty Stereo-Tape in answer to the demands of this new industry. Elliot will stress the operation and utilization of the newly revised 7-inch browser card system originally introduced by Liberty, as well as effective use of the extensive in-store and window displays. Sessions with sales personnel will stress the new inventory form, both alphabetical and numerical now being made available, illustrated order pads, advertising aids in the form of glossy repro sheets, and the utilization of co-op funds.

Discussions with key retailers will be conducted in response to the many requests from distributors for assistance in dealing with the various day-to-day problems that confront the retailer.

This trip, he noted, affords an opportunity to discuss Liberty's increasing catalog; the new release which introduces for the first time cartridges in both 4 and 8 track from the recently acquired Blue Note Label plus a selection from the Imperial, World Pacific and Liberty catalogs.

## Victor Adds 23 Stereo 8 Cartridges

NEW YORK — RCA Victor offers a varied bill with 23 stereo 8-cartridge tapes for Sept. In addition to five Christmas tapes, there are releases covering a wide range of musical taste: Broadway, Latin, classics, pop. This release brings to 335 the number of titles available in the Stereo 8 catalog.

Victor's new pop cartridges are: "Shout", The Isley Brothers; "The Blend and the Beat", the Ames Brothers; "Go, Team, Go!", the Norman Luboff Choir; "The Happy Trumpet", Al Hirt; "In My Quiet Room", Harry Belafonte; "The Liverpool Five Arrive", "Hefti in Gotham City", Neal Hefti; and "What Did You Do In The War, Daddy?", Henry Mancini.

In addition, the release contains the original cast recording of the Lincoln Center production of Irving Berlin's "Annie Get Your Gun" with Ethel Merman, and two Latin American albums, "Diferente, Pero Siempre Romantica", Antonio Prieto, and "Exitos De Ayer Y De Manana", Jose Alfredo Jimenez.

Red Seal releases are "Great Music for Relaxation" featuring a number of conductors; "The Wonderful Waltzes of Tchaikovsky", Morton Gould conducting the Chicago Symphony Orchestra; Great Scenes from Gershwin's "Porgy and Bess", Leontyne Price, William Warfield and McHenry Boatwright; and Vivaldi's "Gloria" and "Kyrie" and Bach's "Jesus, Dearest Master", Robert Shaw Chorale (a twin-pak).

On the Kapp label, Victor is offering "Shindig" with various artists; "Summer Wind", Roger Williams, and "The Impossible Dream", Jack Jones.

Christmas", Robert Shaw Chorale, Joy", the Melachrino Strings; "Season's Greetings", Perry Como; "We Wish You a Merry Christmas", various artists; "The Many Moods of Christmas", Robert Shaw Chorale; and "The Living Voices Sing Christmas Music."

## SLRM Buys German Library

The Southern Library of Recorded Music has been named the U.S. rep for the German Artists Film Library. The Library, which consists of tapes of extensive major symphonic works, will now be available to the film, commercial, television, and documentary industries. The material can be licensed directly through SLRM.

## Capitol Debuts New Phono-8-Track Units

HOLLYWOOD — Three new Capitol 8-track stereo-tape units will be made available to dealers by Capitol Records Distributing Corp. at the end of this month.

Of the three, two are deluxe home units and the third is Capitol's first auto (cartridge) model. The first of the home units is the CC-890, a solid-state, all-transistorized combination tape and record player. Among the features contained in the CC-890—an all-new Garrard 50 MKII automatic turntable, auxiliary input jack for stereo tuner, stereo earphone output switch, and four speakers with crossover network. The CC-890 will list (optional with dealer) for \$289.95.

The second home model, HP-875, is a solid state, all-transistorized 8-track cartridge player without phono. It contains many of the CC-890 features including auxiliary input jacks for stereo tuner or phonograph, stereo earphone output and switch, four speakers with crossover network. The HP-875 will list (optional with dealer) for \$199.95.

The AP-880K, Capitol's 8-track stereo tape cartridge player for automobiles, is an all-transistorized set that will come equipped with a special housing that enables the speakers (two) to be mounted or hung under the dash. The speakers need not be installed in the door. The AP-880K will list (optional with dealer) for \$139.95 complete with speakers.



SING A SONG — Gathering around the piano after the Epic signing of chanter Robert Cameron (second from left) are (right to left) the label's vice president, Leonard S. Levy; Marvin Cane, director of talent development at TRO; Cameron, and Epic's executive producer Manny Kellm. The chanter's first single, "There's No Such Thing As Love," is being rushed into release.

## MORE JEWELS

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BREAKING  
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## R & B SMASH

## "HOLD MY HAND"

b/w

## "I'M GONNA LEAVE YOU"

Bobby Powell

Whit 716

## Their New Hit

## "RUN AND HIDE"

The Uniques

Paula 245

## NEW RELEASES

## "MIDDLE OF A HEARTACHE"

Charlie Daniels  
and the Jaguars

Paula 246

## "BABY HAVE YOUR WAY"

Curtis Griffin

Jewel 767

## "(MY BABY) HE'S THE GREATEST"

The Starettes

Jewel 768

write for samples

# NEWS

## NEW SINGLE!



RCA VICTOR

# ELVIS

SINGS

## SPINOUT

And

## ALL THAT I AM

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MOTION PICTURE RELEASE  
"SPINOUT"  
PRODUCED BY JOE PASTERNAK  
DIRECTED BY NORMAN TAUROG  
A EUTERPE PRODUCTION

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WATCH FOR ELVIS' "SPINOUT" LP ALBUM

#8941

# RCA VICTOR



The most trusted name in sound





**FOR FUTURE PRODUCT**—Clive J. Davis, vice president and general manager, CBS Records Division (seated left in both pics) presided at two recent company pactings. The top pic has chanter Gene McDaniels inking his contract as A&R man Mike Berniker joins the group. Berniker produces McDaniels' records and the first one "Something Blue" b/w "Cause I Love You So" is set for release later this month. In the bottom shot Davis along with Bernard Farber, director, CBS Records Book Publishing (standing) smile on Kyle Rote's signing to interview outstanding athletes in various sports for a CBS Legacy set to be dubbed "The Wonderful World Of Sports."



### Bell Starts Round Deal With 'Shades'

NEW YORK—Bell Records has obtained distribution rights to the Round label of Cleveland. First session under the deal is "Shades" by the Capes of Good Hope. Bell's Larry Uttal made the deal with Roger Karshner and Tony Nuccio. Karshner, who produces the Outsiders for Capitol, will produce additional sides for Bell to handle. The Round logo will be retained.



## 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

#### 67—HOORAY FOR HAZEL

Tommy Roe (ABC Paramount 10852)

#### 78—IF I WERE A CARPENTER

Bobby Darin (Atlantic 2350)

#### 79—AIN'T GONNA LIE

Keith (Mercury 72596)

#### 81—I'M YOUR PUPPET

James & Bobby Purify (Bell 648)

#### 83—CHANGES

Crispian St. Peters (Jamie 1324)

#### 86—POLLYANNA

Classics (Capitol 5710)

#### 89—FA-FA-FA-FA-FA (Sad Song)

Otis Redding (Volt 138)

#### 90—IN OUR TIME

Nancy Sinatra (Reprise 0514)

#### 91—TAKE GOOD CARE OF HER

Mel Carter (Imperial 66208)

#### 93—MELODY FOR AN UNKNOWN GIRL

Unknowns (Parrot 307)

#### 94—GIRL ON A SWING

Gerry & Pacemakers (Laurie 3354)

#### 95—DON'T WORRY MOTHER

McCoys (Bang 532)

#### 96—POVERTY

Bobby Bland (Duke 407)

#### 98—DAY TRIPPER

Vontastics (St. Lawrence 1014)

#### 99—STICKY, STICKY

Bobby Harris (Shout 203)

#### 100—IT HURTS ME

Bobby Goldsboro (United Artists 50056)

#### 100—PLEASE MR. SUN

Vogues (Co & Ce 240)

#### 100—TOMORROW NEVER COMES

B. J. Thomas (Scepter 12165)

### Miller Exits Saturday

NEW YORK—Russ Miller has resigned as professional manager of Saturday Music, reports Dan Crewe, exec vp. Crewe, announcing Miller's move with "regret," said that Miller will be producing disks for the Crewe organization as part of his plans to concentrate on personal management and producing.



**NEW WHEELS**—Mercury Records executive vice president Irwin H. Steinberg (left) congratulates a smiling Tommy Schlesinger, JayKay Distributors, Detroit, on his winning of a 1966 Mustang sports car in the recent Smash Records' "Auto-Matic Sales" competition. Smash national product manager Lou Dennis hands Schlesinger the keys to his new car as Mercury director of recorded product Charles Fach (right) looks on.

### Dad Speer Dies

NASHVILLE—George Speer, leader of the Speer Family Singers, died in Nashville Sept. 7th after an illness of more than three years. The 75-year-old leader of the gospel-singing family was known to fans of the group as "Dad."

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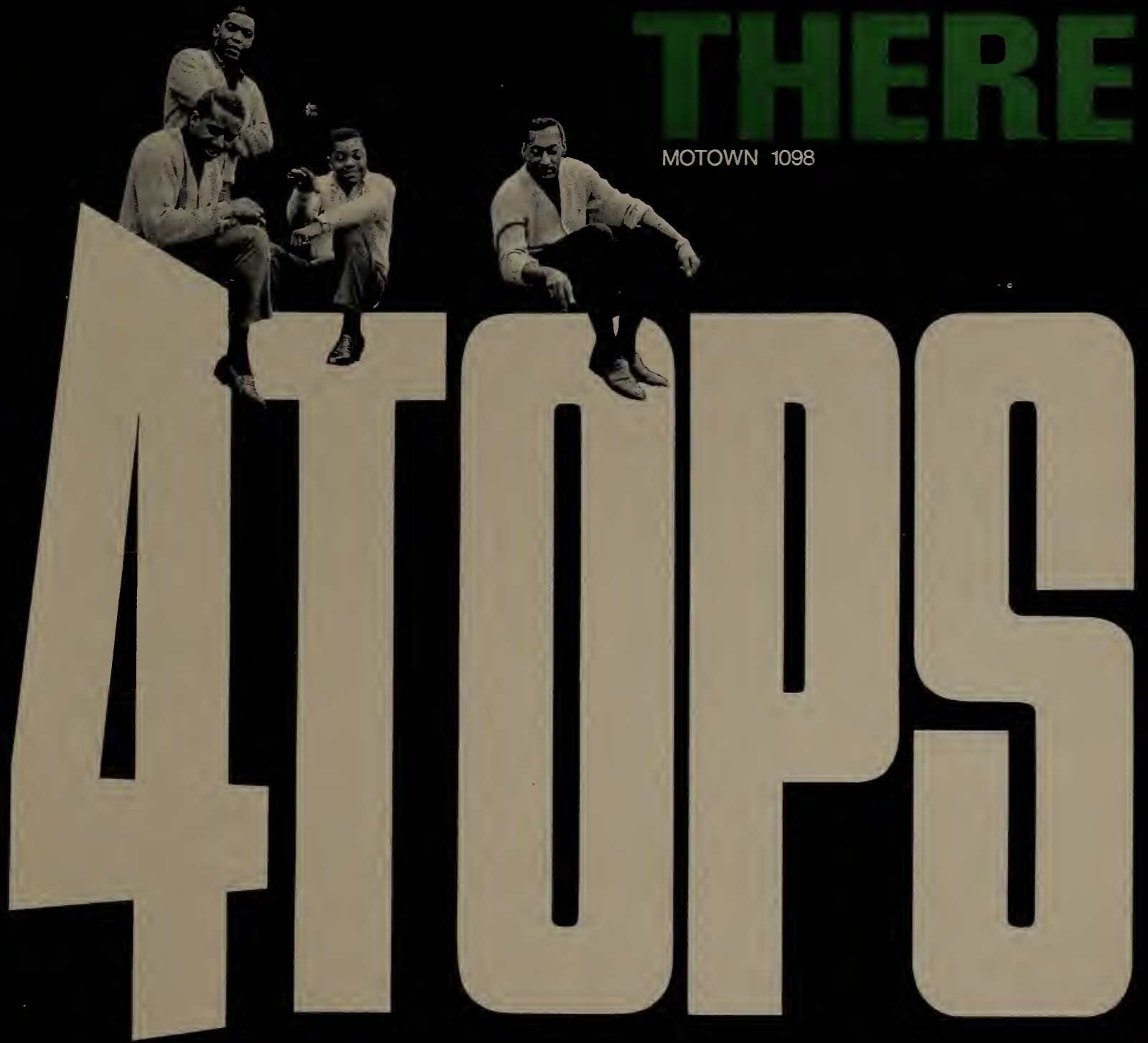
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MOTOWN 1098



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Ramsey Lewis/Wade in The Water  
Cadet LP/LPS 774



Billy Stewart/Summertime  
Chess LP/ LPS 1499

**YEAH!**



Bobby Moore/Searching For My Love  
Checker LP/LPS 3000



Checker LP/LPS 2998

Various Artists/Sing A Song Of Soul



**Cash Box**

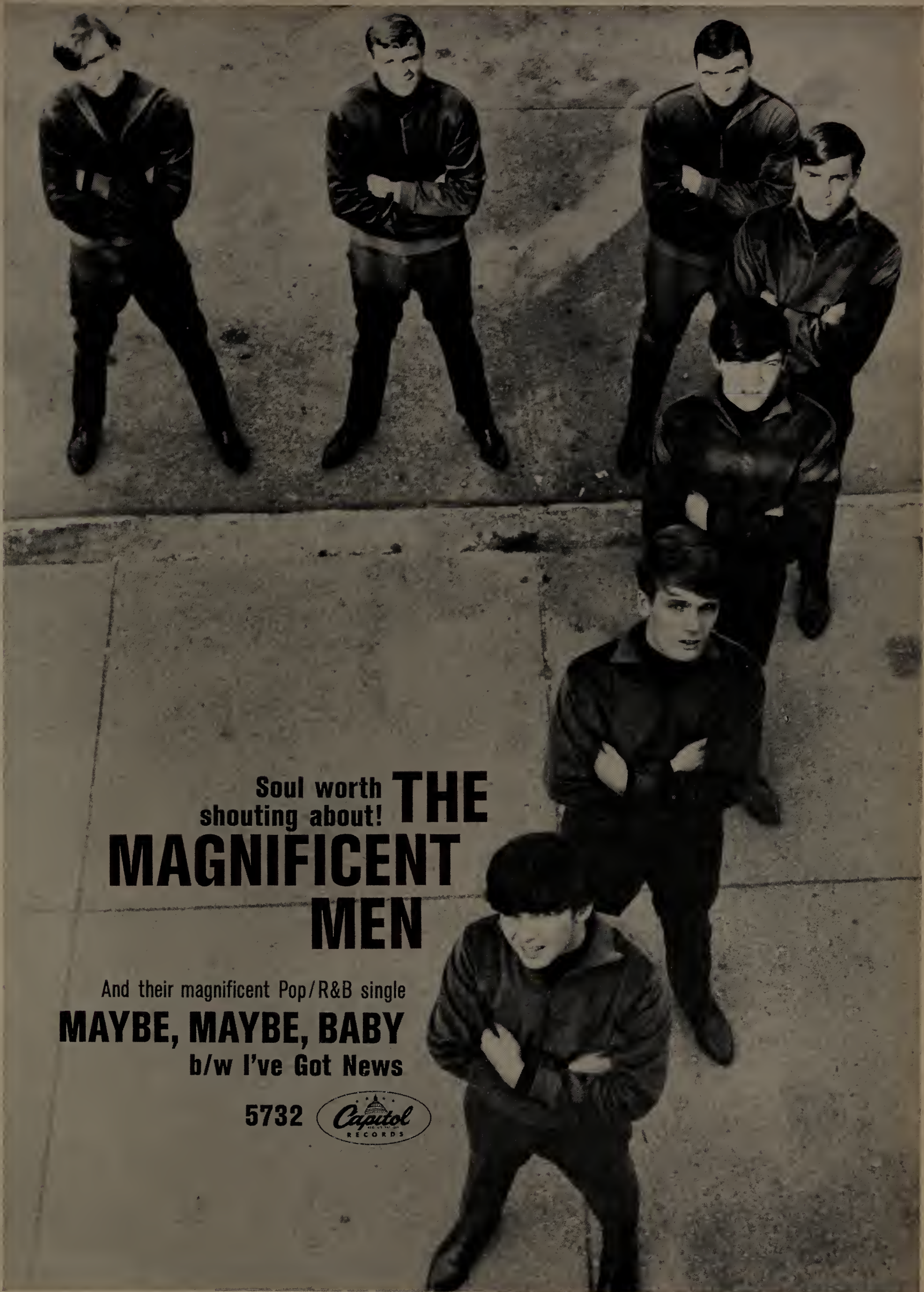
**RADIO ACTIVE CHARTS**

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 14, 1966)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
46 %	Hooray For Hazel—Tommy Roe—ABC Paramount			75%
40 %	Girl On A Swing—Gerry & Pacemakers—Laurie			79%
35 %	Psychotic Reaction—Count Five—Double Shot			91%
32 %	See See Rider—Eric Burden & Animals—MGM			93%
30 %	Stop Look & Listen—Chiffons—Laurie			30%
29 %	Poor Side Of Town—Johnny Rivers—Imperial			74%
27 %	If I Were A Carpenter—Bobby Darin—Atlantic			27%
26 %	Mr. Spaceman—Byrds—Columbia			40%
25 %	All I See Is You—Dusty Springfield—Philips			73%
24 %	Tomorrow Never Comes—B. J. Thomas—Scepter			24%
22 %	Walk Away Renee—Left Banke—Smash			53%
21 %	Coming On Strong—Brenda Lee—Decca			21%
20 %	Don't Worry Mother—McCoys—Bang			20%
19 %	Off To Dublin On The Green—Abbey Tavern Singers—HBR			43%
18 %	I Can Make It With You—Poza Seco Singers—Columbia			86%
17 %	Work Song—Trade Martin—RCA Victor			40%
16 %	What Now My Love—Richard Groove Holmes—Prestige			16%
14 %	Sticky, Sticky—Bobby Harris—Shout			14%
13 %	To Make A Big Man Cry—Roy Head—Backbeat			13%
11 %	Roller Coaster—I'des Of March—Parrot			30%

**LESS THAN 10% BUT MORE THAN 5%**

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Changes		Please Mr. Sun		Love Is A Hurtin' Thing	
Crispian St. Peters (Jamie)	9 %	Vagues (Ca & Ce)	9 %	Lau Rawls (Capital)	34 %
Heart		Nancy Sinatra (Reprise)	9 %		
2 Of Clubs (Fraternity)	9 %	In Our Time			



Soul worth shouting about! **THE  
MAGNIFICENT  
MEN**

And their magnificent Pop/R&B single  
**MAYBE, MAYBE, BABY**  
b/w I've Got News

5732



## Irwin Tarr Delivers Keynote Address On Tape Cartridges During NARM Meet

NEW YORK—At the recent NARM convention held in Chicago, RCA Victor vp Irwin Tarr, who heads up the label's tape cartridge division, delivered a keynote address, which, unfortunately, was too late for printing in last week's issue. However, owing to the tremendous Victor commitment in the tape cartridge field, and the firm's powerful position in that area, Cash Box feels that Tarr's remarks and opinions on the subject should be of great interest to the entire trade. Therefore, for the information and assimilation of the trade, the Tarr keynote address follows in its entirety:

"After reading the reports from Chicago last week," Tarr began, "I think I know why they call this the 'Windy City'. It's almost made me reconsider my acceptance of NARM's invitation to add still another gust of hot air to those crosscurrents still wafting around this town. Almost but not quite. A visit to a NARM meeting is like a class reunion for me . . . an opportunity to meet and greet many old friends . . . to compare hairlines, if any . . . and to get caught up on what's happening out where the real action is. So I'm here—and you're stuck with me. I'll just try to do my best to keep my contribution to the current cartridge dialogue down to a low roar.

"One more point. I do not stand before you as the U Thant of the tape cartridge business. I am not a neutral observer, come to propose that a committee meeting somewhere, somehow, sometime will resolve your tape cartridge dilemmas, whatever they may be.

"I come as a committed man, a worker in the tape cartridge vineyard of some years standing, a believer in the tape cartridge business—present and future. But since the firm I have the privilege to represent is not

presently engaged in negotiating either a capital gains sale or a public stock offering, I trust I can address you in the spirit of NARM's theme for this seminar: A Rational Approach. I have no bombshells to explode, not even any colorful claims or casual statistics. I'm just going to talk briefly about where I think the tape cartridge business stands today . . . what has been accomplished . . . what remains to be accomplished.

"We have already cleared one enormous hurdle. We know there's going to be a tape cartridge business. That may not sound like a very profound statement to you, but, believe me, it almost didn't happen. We at RCA have believed for many years that the tape cartridge could and should be a substantial segment of the recorded music business. When we introduced the first recorded stereo tape cartridge for consumer use in 1958, the response was not exactly overwhelming.

"Columbia's subsequent experience with their recorded tapes for the 3M cartridge was hardly reassuring either. Both systems still exist today, but neither has been significant to you in terms of cartridge sales.

"It is also interesting to note that the same two companies, RCA and Columbia, both introduced record playing equipment for cars during the fifties. Columbia's was a 16 2/3 rpm system, ours was a 45 rpm system. Neither caught on with the public, but our mutual guinea pig, the Chrysler Corporation, deserves credit for their courage in pioneering recorded entertainment in cars not just once, but twice.

"How ironic it is that today's success was sired by two unconnected failures of the fifties: the tape cartridge and recorded music in cars.

"The fact is that when Ford and RCA launched the Stereo 8 system

with the Lear cartridge and a Motorola-made player last September, no one could be absolutely certain of the public reaction. The grandstand was loaded with skeptics from the record and instrument business who were betting that this bumblebee couldn't fly . . . but fly it did . . . and the consumer bought . . . and today we know there's going to be a tape cartridge business.

"Perhaps the best measure of the inherent appeal of the Stereo 8 tape cartridge is the fact that last autumn car buyers bought a player for which only a relatively limited number of tapes from one record label were immediately available . . . tapes which could not be enjoyed outside of the car because neither home nor portable players were available or even announced.

"But thanks to the courage of the executives of the Ford Motor Company we were able to make our basic strategy work: namely, to use the auto as the key to unlock the home market for recorded tape.

"Why did this hybrid marriage of two commercial failures of the 50's work this time? I think there were a number of reasons. First of all, the economic climate was right. The United States of the mid-60's is a different country economically that it (Continued on page 34)

## Goldrod Named Fontana's National Promo Manager

CHICAGO—Marty Goldrod has been named national promotion manager for the Fontana label by Lou Dennis, product manager for Smash/Fontana.



(l. to r.) Lou Dennis & Marty Goldrod

In marking Goldrod's appointment, Dennis emphasized that he, himself, had gotten his start as a local promo man for Mercury and affiliated labels in Hartford, Conn.

## Philips To Show Tape Machines At New York Hi-Fi Show In Sept.

NEW YORK — North American Philips will show its complete line of compact cassette-operated and reel-to-reel Norelco tape recorders at the New York High Fidelity Music Show opening Sept. 27 at the New York Trade Show building. Wybo Semmelink, assistant vice president of North American Philips and manager of the firm's high fidelity products dept., said that this, aside from being the debut of many new Norelco models, will be "the premiere public demonstration of the versatility, interchangeability, and wide-scale compatibility of the compact cassette system." Norelco pioneered the development of the compact cassette system, which utilizes reel-to-reel principles within tiny cassettes, and many manufacturers and marketers of tape recorder and playback equipment have adopted the system.

The line of Norelco cassette recorders includes cordless, automobile, and AC mono/stereo machines as well as a group of designer-styled table models and units combining tape recorders with AM/FM radios.

Pre-recorded musicassettes featuring musical artists of many fields are

available in stereo and are fully compatible and interchangeable for playback on mono or stereo machines utilizing the compact cassette system. The musicassettes each provide playing time equal to that of a 12-inch LP record and are similarly priced. In addition, Norelco will demonstrate its new 90-minute blank cassette for recording and playback purpose. The new cassette has been made possible with development of thinner tapes without any loss of fidelity or quality, Semmelink said. He pointed out that the new cassettes are in addition to and fully compatible with present 60-second cassettes.

Among the new Norelco cassette recorders are the "Carry-Corder 150," a re-designed model of the Norelco miniature cordless unit which has improved tape handling characteristics.

Also being shown are a series of new, designer-styled table models with teak cabinets and contemporary trim. Included is the "Continental 350," a low-profile mono recorder with push-button control for loading and rejecting cassettes. A clear lucite cover for the unit's flush-top speaker functions (Continued on page 30)



GREENWICH TIME—Prolific tunesmith-producer Ellie Greenwich will soon be finding out how the other half lives as a result of her recent signing of an exclusive, long-term recording contract with United Artists Records. The lovely lady (not to mention talented) has a fantastic string of hits to her credit as a writer and producer, including "Hanky Panky," "Cherry Cherry," "Be My Baby," "Do Wah Diddy Diddy," "Leader Of The Pack," "Chapel Of Love," "Da Doo Ron Ron," "People Say" and a host of others. Approximately 50 per cent of her tunes have become nationwide hits, an unprecedented record for a non-recording writer. In addition to debuting as an artist with UA, she will also produce and handle other UA artists, both established and newcoming. The label also plans to utilize her talents in film soundtracks. Shown above in the photo with her are label prexy Mike Stewart and show biz lawyer Paul Marshall.

## Staunton Inks Stereo-Fi Deal

HOLLYWOOD—Robert Staunton has inked a long-term writer-producer pact at Bob Keene's Stereo-Fi Corp., which includes the Mustang and Bronco labels.

Staunton, previously associated with the Chess, Vee Jay, Screen Gems and, most recently Motown operations, will make his home on the west coast. He has produced sessions for the Temptations, Martha & the Vandellas, Brenda Holloway, Betty

Everett, the Dells, the Vibrations. Staunton, joining the company as part of a R&B build-up of the Bronco label, will work closely with Barry White, who heads the A&R dept., as well as other staff writers and producers.

Current Bronco sides are "Lost Without the Love of My Guy" by Viola Wills and "This Thing Called Love" by Johnny Wyatt.

**COLLEEN SHARP** is on the way !!!!!!!!!!!!!

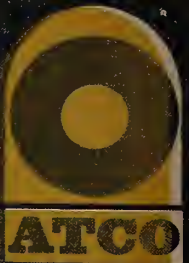
# SONNY & CHÉR

*Their Wildest!*

## LITTLE MAN

Written and Produced by SONNY BONO

Atco 6440



Already a smash in England!!

# Victor Sets 28 October Albums; Colgems 'Monkees' LP Among Them

NEW YORK—RCA Victor has set the release of 36 highly varied LP's for the month of Oct. This release will include the first disk to appear under the Colgems logo, which will be the Monkees' follow-up to the current smash single, "Last Train To Clarksville."

Among the additional pop LP's included in the release schedule are "Big Country Hits, Vol. 1," "The Tropical Style of Frankie Carle," "Peter Nero On Tour," "Newley Recorded-Anthony Newley," "Fine and Mellow-Roger Ram," "Leavin' Town" by Waylon Jennings, Marilyn Maye's "The Lamp Is Low," "Going The Frankie Randall Way," "Born To Sing" by Connie Smith, Ed Ames' "More I Cannot Wish For," "The Latin Luboff," Pee Wee Spitelera's "Country Clarinet," "Country Charlie Pride," "From Nashville With Love" with Chet Atkins, "Glen Yarbrough-Live At The Hungry i," "Kate Smith Today," "The Tokens Again" and "This Is My Story" by Hank Snow. A soundtrack recording of "Run For Your Life" is also included in the release.

Three Sacred sets included in the Oct. product are "The Sound of Gospel Music," by the Blackwood Brothers Quartet, "Southland Songs That Lift The Heart" by George Beverly Shea and "The Gloryland Wat" by Hank Locklin.

Under the Red Seal logo are 6 new items including "All The Things You Are," by Fiedler and the Boston Pops, "Sonata in A (Franck) Sonata (Debussy)" by Friedman and Previn, "The Orchestral Music From Gluck's 'Orfeo ed Euridice,'" "Concerto in D Minor (Brahms)" by Leinsdorf and the Boston Symphony, "Messiah (Handel)" and Laurence Olivier's "Love For Love."

Additional Camden sets being released are "Make The World Go Away and Other Country Favorites" by the Living Strings, Don Gibson's "Hurtin' Inside," "Comic Strip Favorites" by the Ray Martin Orchestra, "The Distinctive Piano Style of Floyd Cramer," plus three children's LP's which are "Snow White and Rose Red," "Cinderella" and "The Big Bad Wolf."

# Monument To Issue Many Foreign LP's

HOLLYWOOD—Accenting a trend in global thinking and marketing plans at Monument Records, Fred Foster, president of the diskery, noted that the Hollywood-Nashville outfit would issue "in excess of 30 LP's obtained from foreign sources featuring international stars and those which we feel to have a great potential for the American market." The label has established close liaison with many foreign record firms for the securing of A&R suitable for the U.S.A. (and other territories in some instances) as a result of the "foreign master searching" by Bobby Weiss, vice president and director of Monument's international division.

Aside from the United States, Monument will have certain release rights that are set to include England, the Continent, Middle East, Far East, Africa, Australia, New Zealand, and others. Album product currently set for release on Monument includes masters by Charles Aznavour, the Knightsbridge Strings, Eddie Barclay & Ork., Henry Byers, the Fabulous Jokers, Digno Garcia, Bruno Canfora & Ork., Ornella Vanoni, Rav Martin & Ork., Stephen Grappelly Los Mayas, and a variety of Latin releases from RGE-Brazil. Weiss has taken options in Greece,

Israel, Hong Kong, Japan, and the Philippines featuring their respective artists in local language as well as international repertoire.

Monument is currently licensed internationally via the London-Monument identity through London Records and their representatives. The present agreement expires at the end of Sept. Foster is now gearing expansive plans for the Monument product and its associated catalogs (Sound Stage 7 and LTD International) to be marketed via direct liaison from Monument-USA to the respective licensees, country-by-country.

# Imperial Bolsters Fall LP Program

LOS ANGELES—With two "rush" albums already enroute to retail outlets ("Bus Stop" by the Hollies and "Beat That #?!\* Drum" by Sandy Nelson), Imperial today (19) brings out another four packages, thus adding six "hot" LP's to its current Fall program.

The four new sets include a collection called "Laughing Guitar, Crying Guitar" by Jimmy Bryant, "Are You Ready For This?" by Jackie DeShannon and organist George Semper's debut set "Makin' Waves."

Rounding out the release is England's Georgie Fame with "Yeh, Yeh."

# Philips Tape Machines

(Continued from page 28)

as a sound deflector when raised. The "Continental 450" is a fully-integrated stereo model which has satellite speakers in matching teak cabinets. Both machines have digital counters for easily locating reference points on cassettes. Also in the table model series is the "Continental 445," a cassette-operated stereo deck for use in conjunction with an external high fidelity system.

Two automobile tape systems utilizing compact cassettes will be shown. These are a mono unit in which the "Carry-Corder" is used for playback through the car radio; and a stereo playback system with letterbox feed and satellite speakers.

Illustrating the compact nature of the cassette system are a portable AM/FM shortwave radio with a built-in recorder which permits taping directly from the radio and other sources as well as playback anytime, anywhere; and a table model radio with a cassette player in the top of the teak cabinet.

The Norelco exhibit will also include high quality reel-to-reel recorders. These are the "Continental 420," a completely self-contained four-track, three-speed stereo unit with special recording/playback facilities; the "Continental 201," a moderate-priced mono recorder capable of stereo playback through an external high fidelity system; the "Continental 95," a budget-priced machine with automatic record control level; and the "Continental 101," a lightweight, cordless model.

# Roulette Releases 24 LP's

NEW YORK—Roulette Records is debuting a diversified group of albums this fall. The release will include items from the recently acquired Mardi Gras International catalog and two soundtracks. Among the LP's are: "Charley Drew Live At The Taft," "In Orbit With Dave 'Baby' Cortez," "Etta Jones Sings With Junior Mance And Kenny Burrell," "Honky Tonk A La Mod," Bill Doggett; "Hanky Panky," Tommy James and the Shondells; "The Matadors Meet The Bull: Stitt," Sonny Stitt; "What's New!," Sonny Stitt; "Jazz/John Handy III," John Handy Quartet; "Great Themes From Great Motion Pictures And Television Shows, The Award Winning Film, 'The Peach Thief' Original Soundtrack And Others;" "Four In The Morning," (soundtrack) John Barry; "Descargas Live At The Village Gate (Vols. I, II, III)," Tico All Stars; "Cumbias A Go Go," Roberto Ferrer And The Jorge Salguero Ork.; "Brujerias De Candido/Candido's Latin 'McGuffa's Dust,'" Candido; "Celia Cruz Son Con Guaguano," Celia Cruz; and "They Call Me La Lupe," La Lupe.

Additional album product for fall release includes: "Lost & Found," Alegre All-Stars (Vol. III); "Vives Galore," Louis Ramirez and his Conjunto Chango; "Ahora Si! (This Is It)," Celio Gonzales; "Se Solto On The Loose Introducing The Bugaloo," Ricardo Ray; "Se One Bueno (It Gets Better)," Roberto Roena Y Sus Megatonas; "Latin Boogaloo," Pete Rodriguez Y Su Conjunto; and "La Combination Perfecta (The Perfect Combination)," Gilberto Monroig and Tito Puente's Ork.

# Musicor Sets Fall-Winter Release: Schedules Regional Distrib. Meets

NEW YORK—Fifteen new albums will be introduced by Musicor Records at a series of four regional sales meetings commencing Sept. 19. The meetings will also feature the presentation of the label's first tape cartridge release, consisting of 30 four and eight track items, drawn from the more popular titles of the firm's catalog.

Underscoring the importance of the release, the first three meetings, in New York's Americana Hotel (19); Atlanta (20) and Chicago (21) will all be attended by the label's entire executive force, including president, Art Talmadge; vice president and sales director, Chris Spinoza; Mel LeWinter, vice president and controller; national promotion manager, Danny Fortunato; production and international product manager, Bob Scerbo; the newly hired promotion man, Bruce Patch; r. & b. promotion man, Otis Pollard and Irwin Rawitz, assistant to the sales director.

Following these three sessions, held for eastern, southern, and midwest and southwest distributors respectively, Spinoza will hold three additional meetings for the Far West in Los Angeles, San Francisco and Seattle.

The LP release itself represents one of the label's strongest product offerings to date, encompassing new albums in all areas of Musicor's catalog, which includes pop, country, Spanish, international and children's. Three Gene Pitney sets are in-

cluded, one in pop, another featuring the singer in his first solo country performance, and a third in the "Greatest Hits" category. Also included are new albums by the Platters, Steve Rossi (based on his singles hit, "Dommage, Dommage") and announcer-turned-comedian, Frank Gallop, famed as star of the "When You're In Love, the Whole World Is Jewish," LP performance, and more recently for such singles as "The Ballad of Irving" and "The Son of Irving."

In the country field, in addition to the Pitney entry, are new LP's by Judy Lynn, Melba Montgomery, and the team of George Jones and Melba Montgomery. The Spanish offering includes albums by Tito Rodriguez, Orquesta Broadway and the La Playa Sextet. In the international field is a new album by Polka king, Al Soyka, whose band performs a series of country music hits played polka-style. TV's Paul Tripp, host of the "Birthday House" series, appears on the newest "Birthday House" children's album, "More Fun at Birthday House," as well as on the first of a new series under the title, "Mr. I. Magination," a character originated by Tripp in the earlier days of TV.

During the meetings, there will also be a discussion of plans involving Musicor distribution of the new Dynamo label, operated by Detroit-based indie producer, Luther Dixon, who is opening the operation with a single release by Inez Foxx.

# Kapp Sets Xmas LP Plan

NEW YORK—Kapp Records has kicked off a special Christmas merchandising program, which makes its holiday catalog available at special discounts under a dated billing schedule which calls for payments on Dec. 10 and Jan. 10.

All merchandise is now available and can be ordered for immediate or delayed delivery. Colorful slick books and other merchandising tools are being made available as part of the program.

Among the albums being offered in the special 14-LP group are the Harry Simeone Chorale, The Jack Jones Christmas Album, Roger Williams' "Christmas Time," and "Merry Christmas in Hawaii," by the Waikikis. In addition, the entire catalog of the Do-Re-Mi Children's Chorus is also being offered, including "Here Comes Santa Claus" and "The Little Drummer Boy," and eight other non-Christmas albums.

Also a part of the overall release is "Christmas in Italy," by Sergio Franchi on the Four Corners label.

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SALES STING, TOO?—Lou Reisner (left) is the A&R man for a new Smash Records' act, Gary & the Green Hornets, who debut on the label this week with "Hi, Hi Hazel." The boys, from Franklin, Ohio, are brothers, aged 6, 11 and 13.

# From Rome to Home

**PERRY COMO'S** new Italian album is great—and here's what we're doing to help you promote and sell it!

## **Como Con Amore**

*This new album by Perry Como just had to be bellissimo. For one thing, all the songs are Italian favorites—the kind of music Perry has always shown a special feeling for. And it was recorded in Rome, the perfect setting for beautiful ballads like these. Here Perry sings in both English and Italian, and his smooth, relaxed vocal style blends words, moods and emotions into one "language"—the language of romance. Enjoy Como at his most melodic in such selections as "Santa Lucia," "Souvenir d'Italie," "Forget Domani," "Anema e core" and "Arrivederci Roma." It's your passport to a musical Roman holiday. And your vacation starts right at your nearest record store.*

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LPM/LSP-3608



Full-page national consumer advertising, in color, will reach millions of record buyers. Perry's solid following will be looking for this new album of great Italian hits, along with the millions of lovers of Italian music. Promotional pieces like ad mats, minnies and window streamers are working to make this a hot sales item, so order now—and be sure you're stocked up on his current chart-action album "Lightly Latin" LPM/LSP-3552.

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## Aznavour In U.S. For Extensive Engagements

NEW YORK—Charles Aznavour arrived in the United States last Friday (16) to start preparation for his most extensive American concert, TV and night club tour to date. He will be on a schedule which runs from now until next March 5.

Aznavour, whose current material is being published in the United States and Canada by The Richmond Organization's Ludlow Music, and in England, through the affiliated Essex Music group, opens his American tour Friday, Oct. 7 at Philadelphia's Academy of Music. On Saturday, October 8 he'll do the first of three concerts at Carnegie Hall. Two others are set for the afternoon and evening of Sunday, October 16. In between these dates, he'll concertize in Hartford, Boston and Washington.

Later, Aznavour will do a full week of appearances in his famed one-man show at the Huntington Hartford Theater in Los Angeles and other engagements in Honolulu, San Francisco, Chicago and Detroit. Also on the docket are night club engagements at the Flamingo, Las Vegas, during the Christmas-New Years period; at the Royal Box of the Americana Hotel, New York, during January, with later club appearances at the Hilton Hotel, in Puerto Rico; the Eden Roc, in Miami Beach and the Shoreham, in Washington. In between these dates, he will appear on the Tonight Show, the Danny Kaye Show and Hollywood Palace. Plans are in the works for an Aznavour TV special, to be taped in New York for showing in his native France.

## Bruce Patch Joins Musicor

NEW YORK—Bruce Patch, former promotion man for Mutual Distributors of Boston, has joined Musicor Records as a promotion representative. Patch will spend considerable time on the road and will report directly to national promotion chief, Danny Fortunato.

Patch is the producer of the disks by the Boston-based group, Teddy and the Pandas, and he will continue to produce the Pandas' records in addition to his promotion work with the firm.

## Eugene Paul To Columbia Post

NEW YORK—Eugene Paul has joined the staff of Columbia Records, taking over as copy editor of advertising and sales promotion. In his new capacity, Paul will be responsible to Robert Cato, art director of design and editorial services, for trade and consumer advertising and sales promotion material.

He joins Columbia with extensive experience as a free-lance writer in the field of music, advertising and public relations. He is also the author of a book entitled "The Hungry Eye," a probing commentary on the television industry.

## Peirce To Liberty A&R Slot

(Continued from page 6)

parture from MCA, Peirce had also performed some of the details on the sale of Dot Records to Paramount Pictures.

### Victor Years

Peirce was tapped by RCA in 1957 as A&R director. Six months later he had signed and recorded Henry Mancini, Jesse Belvin, Ray Peterson, Rosemary Clooney and Tony Perkins. At the same time, he began recording hit product for Dinah Shore, Eddie Fisher, The Ames Brothers and Boots Brown. Other people he brought to the label were Ann-Margret, Herb Alpert, Mart Paich, Rod Lauren, Bing Crosby, Bob Hope, Norman Luboff and H. B. Barnum. Those he recorded included Tony Martin, Harry Belafonte, Elvis Presley, Phil Harris, Perez Prado, Chet Atkins, Jan Peerce, Robert Merrill, Roy Rogers and Dale Evans, Gogi Grant, Hugo Winterhalter, Georgia Gibbs and Shorty Rogers.

In 1959 Peirce was upped to Manager, RCA's west coast Operations, with duties which included administration of the offices, recording engineering department custom division. By 1960 the West Coast was responsible for 30% of the pop division's gross business. Motion Picture sound tracks were also secured and produced by Peirce, among them, "Breakfast At Tiffany's," "Hatari," "Mr. Lucky" and "Peter Gunn."

Peirce resigned in 1962 to form Charter Records with a list of contractees that included Lena Horne, Tony Martin, Johnny Beecher and Gogi Grant. The firm was subsequently sold and in 1965 he accepted an offer from the Famous Music Corp. During his tenure at Famous he was in complete charge of administration on the West Coast and coordinated closely with the studio music department in behalf of the New York office. He was a frequent visitor to Nashville territory based on his long association there.



## TOP 100 LABELS

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



MYSTERY MEN—?(Question Mark) and the Mysterians prepare to board a flight for Los Angeles, where they will appear on Dick Clark's TV shows "Where The Action Is" and "American Bandstand." Group then returns home after a successful cross country tour. The group left to right: drummer Eddie Serrato, organist Frank Rodriguez, ? (Question Mark), lead singer, bass guitarist, Frank Lugo and (seated) lead guitarist Bobby Balderrama.

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GOING APE—As part of the tremendous push being given by RCA Victor for the Monkees, the label staged a lavish banquet at New York's Barbizon Plaza Hotel to introduce the group to the trade. Among those in attendance at the fete, which capped a whirlwind cross-country tour, were (Top photo, left to right) Mickey Dolenz; Bert Schneider (co-producer of the "Monkees" new TV series); George Albert, president and publisher of Cash Box; Mike Nesmith; Don Kirshner, head of the Victor-distributed Colgems label, for which the Monkees record; Davy Jones (front row); Peter Tork (background) and Bob Rafelson, another co-producer on the series. In the bottom photo, a cheering crowd of teeny-boppers give an enthusiastic welcome to the group prior to the TV previewing of the series at the Broadway Theatre.

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**TWENTY THREE  
GUEST  
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(June, July, August, September, 1966)

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DAILY ABC-TV NETWORK'S  
"WHERE THE  
ACTION IS"**

Dick says "The Robbs" will become  
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AND LOS ANGELES**

**"NEXT  
TIME  
YOU  
SEE  
ME"**

MERCURY 72616

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Snuff Garrett  
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**Tarr's NARM Address**

(Continued from page 28)

was 10 years ago. It is a different country culturally as well. Thanks largely to the intensive promotion, almost universal distribution and technical improvement in recorded music, our population today is far more musically-aware than it was a decade ago. Then, too, the simplicity and improved reproduction quality of the new cartridge system itself was obviously a vital factor. This was no casual matter. It was the product of intensive cooperative technical development by the four companies concerned.

"Finally, I think it succeeded because Ford and RCA went all out in its promotion to the consumer. Both of us made significant advertising and promotional investments to back up the very substantial development investments. We put our money where our mouths were and backed up our hot convictions with cold cash. And the consumer responded.

"How big then will the tape cartridge business be? We think it can and will become a very substantial segment of the total recorded music business... and RCA is planning accordingly. Next week marks the first anniversary of our initial shipments of Stereo 8 cartridges to our distributors. It will also see the production of our 3 millionth cartridge. At this moment, many of these cartridges are in distribution pipelines, awaiting the players necessary to move them. But help is on the way. Today, all four of the major US auto makers: Ford, Chrysler, and GM and American Motors—are united behind the same cartridge system. And so is the largest imported auto, Volkswagon, which also offer the Stereo 8 system this fall.

"Almost every major US home instrument manufacturer either has announced or is *planning* to announce 8-track home instruments.

"Every significant record producer is already releasing 8-track product or planning to do so. The three largest record companies are releasing *only* 8-track cartridges.

"I think rational people would agree that this represents something more than a mere trend. I submit, gentlemen, that it is a *tide*.

"We at RCA have been asked many times in recent weeks whether we have any intention of making our catalog available in either 4-track continuous loop cartridges, two-track cassettes or the two-track playtape cartridge configuration. After all, our questioners add, RCA Victor has often said that it is in the business of selling recorded music in any form for which there is sufficient demand.

"Allow me to clarify our position. We recognize that *at this moment*, there are more 4-track cartridge players in the market than 8-track. We also recognize that the cassette and playtape cartridges, while yet untested in the marketplace are interesting concepts.

"But we are *also* dedicated to the idea of selling recorded music at a profit. Affluent as our society is, we do not now believe it is logical to expect the consumer to invest in more than one basic recorded tape cartridge system. We believe it is in our best interest—and the record industry's best interest—to establish one solidly profitable cartridge system before attempting to cover various specialty applications of the cartridge principle. Each manufacturer must however make his own decision in matters such as these, and we would be the last to tell others what they should or should not do.

"There is still another reason for our present attitude. We are a *total* record company engaged in the manufacture and sale of *disc* records as well as tape records. The tape cartridge business, promising though it is, does not exist in a vacuum. It is still a very junior partner to the disc—and will not achieve parity for some time to come.

"We, our distributors and our retailers have very substantial investments in our other recorded products. Each link in the distribution chain has its financial limitations—and the retail links most certainly have their *space* limitations as well. There has

**CBS Acquires Stock In Textbook Firm**

NEW YORK—The Columbia Broadcasting System has concluded a deal to purchase a block of the outstanding common stock in Holt, Rinehart & Winston, Inc., a textbook and magazine publishing house. In an announcement made by William S. Paley and Frank Stanton, CBS chairman and president respectively, the size of the purchase will be approximately 11%.

The purchase is being made in a private transaction with John D. Murchison, a director in the publishing outfit, and his brother Clint Murchison, both of whom are Texas financiers. Although the parties refused to disclose the price of the transaction, it is estimated that the cost to CBS will run between \$12 and \$19 million for the 375,000 shares involved.

According to Alfred C. Edwards, president of Holt, the firm will recommend the election of two CBS nominees to its board of directors, one to replace Murchison and the other to fill an existing vacancy.

The purchase is seen as a further step by the CBS Group to expand its educational materials arm. Earlier this summer CBS acquired ownership of Creative Playthings, which manufactures toys and children's educational materials.

to be a practical limit at any given time to the number of forms in which a recording can be successfully merchandised. We are already marketing best sellers like "The Sound of Music" in five different formats: stereo LP, mono LP, reel tape, RCA cartridge and Stereo 8 cartridge. To add more formats at this time could have but one effect: to further restrict the variety of recordings available to the consumer at the retail counter. We have to see substantially more demand than is *now* in prospect to justify the risk of adding new cartridge formats.

"In light of the momentum behind Stereo 8, as well as its acceptance to date at consumer level, we feel our bet is on the right house.

"So while we will not close our eyes to any new developments in recorded tape, we are concentrating our efforts on the improvement and perfection of an already superior cartridge product.

"That's where we stand. Every *record* merchandiser must make his own decision as to the best tape cartridge philosophy for his company. One thing I'm positive about: I don't think you can sit this dance out until the dust settles—it will settle on you.

"Those currently engaged in record merchandising and distribution may have a head start in some aspect of the cartridge market—but in my judgement it would be folly to assume you automatically have the marketplace sewed up. The tape cartridge business cannot, should not and will not be confined to retail outlets selling disc records. Cartridges will literally be used wherever people go—and therefore, they will eventually have to be more widely available than disc are today. To protect your own futures in the distribution of recorded entertainment... you should start now—if you haven't already done so—to logically and rationally experiment with the merchandising of cartridges in automotive, marine and aviation locations to learn at first hand the potentials and problems

**Rosica Named To New Victor Post**

NEW YORK—John Rosica has been promoted to the newly created position of manager of singles, sales and promotion for RCA Victors. In his new capacity, Rosica will report directly to Alan N. Clark, field sales manager of commercial records, who announced the appointment.

In making the announcement, Clark stated that the "appointment is an important one in that it will enable us to keep an even closer eye and ear on the singles market picture. In addition to the current staff of eight promotion men who report directly to him, he will be provided additional information from distributors and field sales representatives. Rosica's new appointment will insure maximum concentration of all forces, internal and external, toward the stimulation and sale of single records product."

Clark added: "It should be pointed out, that in addition to his new singles responsibilities, Rosica will also be involved in all promotional programs for popular album product."

Rosica joined RCA Victor Records in May, 1959 as a radio and TV promotion representative covering the Philadelphia area. He moved to RCA Victor's New York offices in 1961. His title, prior to this current promotion was radio, TV and artist relations manager.

offered by these outlets. If you don't, others will.

"While I do *not* believe you have an option as to whether or not to move into tape cartridges now, I *do* believe you have some areas of choice open. You can decide *how* to merchandise—and what to merchandise.

"After you have heard all the hype and listened to all the conversations, after last month's convention, last *week's* conference and *this week's* seminar... after this week's latest trade paper sensation, topped by next week's still newer trade paper bombshell, the merchandiser must inevitably crawl back into his own foxhole, survey the dating invoices piled on his desk—and start to make and implement his own decisions.

"You are shrewd and successful businessmen. I don't think any of you really expects gain without some pain. In addition to analyzing your respective marketing opportunities, you *know* you are going to have to analyze *yourselves* and your respective companies as well.

"The growth of cartridge tape will require the employment of more operating capital... more managerial supervision... more careful inventory control and analysis... more promotional effort... more creative merchandising... more of everything, but most especially, more of *you*. In addition to money, you must invest your personal time, interest and talent if you wish to secure your position in this new business.

"The emergence of cartridge tapes has already cost you an extra day in Chicago at the NARM mid-year meeting. It's only symptomatic of what lies ahead in this respect... but the fact that you in this audience have made this investment encourages me in the belief that you will make that other more important investment as well. Meanwhile, you have done me the honor of lending me your ears for a few minutes—a privilege I value, and one which I hope I have not abused. I look forward to the addresses of our speakers—and the discussion period to follow at which as usual I expect to learn something from you."



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**MARK ANTHONY**





# TOP 100 Albums

SEPTEMBER 24, 1966

Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label	Pos.	Last Week	Album	Label
1		REVOLVER	Beatles (Capitol T/ST 2576)	26		THE IMPOSSIBLE DREAM	Jack Jones (Kapp KL 1486/KS 3486)	76		SUPREMES A GO-GO	(Motown M/S 649)	76		NANCY IN LONDON	Nancy Sinatra (Reprise R/RS 6221)
2		DR. ZHIVAGO	Soundtrack (MGM E/SE 6 ST)	27		MAME	Original Cast (Columbia KOL 6600/KOS 3000)	77		THE MORE I SEE YOU/ CALL ME	Chris Montez (A & M LP 115/SP 4115)	77		ALMOST PERSUADED	David Houston (Epic LN 24213/BN 26213)
3		SOMEWHERE MY LOVE	Ray Conniff Singers (Col. CL 2519/CS 9319)	28		PETER, PAUL & MARY ALBUM	(Warner Bros. W/WS 1648)	78		BILL COSBY IS A VERY FUNNY FELLOW, RIGHT!	(Warner Bros. W/WS 1518)	78		WHO'S AFRAID OF VIRGINIA WOOLF	Orig. Movie Cast (Warner Bros. 2B 1657)
4		WHAT NOW MY LOVE	Herb Alpert & Tijuana Brass (A & M LP 114/SP 4114)	29		MIDNIGHT RIDE	Paul Revere & The Raiders (Columbia CL 2508/CS 9308)	79		LONELY BULL	Herb Alpert & Tijuana Brass (A & M LP/SP 101)	79		A TOUCH OF TODAY	Nancy Wilson (Capitol T/ST 2495)
5		SOUND OF MUSIC	Soundtrack (RCA Victor LOCD/LSOD 2005)	30		WILD THING	Troggs (Fontana MGF 27556/SRF 67556) (Atco 193/SD 193)	80		STRANGERS IN THE NIGHT	Bert Kaempfert (Decca DL 4795/DL 74795)	80		THE LAST WORD IN LONESOME IS ME	Eddy Arnold (RCA Victor LPM/LSP 3622)
6		AFTERMATH	Rolling Stones (London LL 3476/PS 476)	31		FIDDLER ON THE ROOF	Original Cast (RCA Victor LCO/LSO 1093)	81		SOUL AND INSPIRATION	Righteous Brothers (Verve V/V-6 5001)	81		ON TOP	Four Tops (Motown MM/MS 647)
7		WONDERFULNESS	Bill Cosby (Warner Bros. W/WS 1634)	32		TENDER LOVING CARE	Nancy Wilson (Capitol T/TS 2555)	82		THE HIT SOUND OF DEAN MARTIN	(Reprise R/RS 6231)	82		WILD THINGS!	Ventures (Dolton BLP 2047/BST 8047)
8		STRANGERS IN THE NIGHT	Frank Sinatra (Reprise F/FS 1017)	33		SHADOW OF YOUR SMILE	Andy Williams (Columbia CL 2499/CS 9299)	83		TEQUILA	Wes Montgomery (Verve V/V-6 8653)	83		ROAD RUNNER	Jr. Walker & All Stars (Soul 703)
9		AND THEN . . . ALONG COMES THE ASSOCIATION	(Valiant VLM 5002)	34		OVER UNDER SIDEWAYS DOWN	Yardbirds (Epic LN 24210/BN 26210)	84		CRYING TIME	Roy Charles (ABC Paramount ABC/ABCS 544)	84		SUNNY	Bobby Hebb (Philips PHM 200-212/PHS 600-212)
10		GOING PLACES	Herb Alpert & Tijuana Brass (A & M LP 112/SP 4112)	38		LOU RAWLS SOULIN'	(Capitol T/ST 2566)	85		THE HAPPY TRUMPET	Al Hirt (RCA Victor LPM/LSP 3579)	85		A NEW SONG FOR YOUNG LOVE	Lettermen (Capitol T/ST 2496)
11		BEST OF THE BEACH BOYS, VOL. 1	(Capitol D/DT 2545)	40		GO AHEAD AND CRY	Righteous Bros. (Verve V/V-6 5004)	86		DISTANT DRUMS	Jim Reeves (RCA Victor LPM/LSP 3452)	86		DIRTY WATER	Standells (Tower T/ST 5027)
12		SINATRA AT THE SANDS	Frank Sinatra (Reprise F/FS 1019)	41		SERGIO MENDEZ & BRAZIL '66	(A & M LP 116/SP 4116)	87		COLOR ME BARBRA	Barbra Streisand (Columbia CL 2478/CS 9278)	87		JOHNNY RIVERS GOLDEN HITS	(Imperial LP 9324/LP 12324)
13		WHIPPED CREAM AND OTHER DELIGHTS	Herb Alpert & Tijuana Brass (A & M LP/SP 110)	42		MAN OF LA MANCHA	Original Cast (Kapp KRL/KRS 4505)	88		THE BEST OF HERMAN'S HERMITS	(MGM E/SE 4315)	88		WIPEOUT	Surfaris (Dot 3535/25535)
14		LOU RAWLS LIVE	(Capitol T/ST 2459)	43		SOUTH OF THE BORDER	Herb Alpert & Tijuana Brass (A & M LP/SP 108)	89		I COULDN'T LIVE WITHOUT YOUR LOVE	Petula Clark (Warner Bros. W/WS 1645)	89		WILD IS THE WIND	Nina Simone (Philips PHM 200-207/PHS 600-207)
15		KINK'S GREATEST HITS	(Reprise R/RS 6217)	44		I'LL REMEMBER YOU	Roger Williams (Kapp KL 1347/KS 3470)	90		SHADOW OF YOUR SMILE	Johnny Mathis (Mercury MG 21073/SR 61073)	90		FUGS FIRST ALBUM	(ESP 1018)
16		BLONDE ON BLONDE	Bob Dylan (Columbia C2S 841)	45		BOTH SIDES OF HERMAN'S HERMITS	(MGM E/SE 4386)	91		THE YOUNG RASCALS	(Atlantic 8123/SD 8123)	91		WHAT'S SHAKIN'	Various Artists (Elektra 4002)
17		YESTERDAY & TODAY	Beatles (Capitol T/ST 2553)	46		THE DAVE CLARK FIVE'S GREATEST HITS	(Epic LN 24185/BN 26185)	92		I'M YOUR HOOCHIE COOCHIE MAN	Jimmy Smith (Verve V/V-6 8667)	92		SUMMERTIME	Billy Stewart (Chess LP 1499)
18		GETTIN' READY	Temptations (Gordy GM/GS 918)	47		THE FUGS	(ESP 1028)	93		SUNSHINE SUPERMAN	Donovan (Epic LN 24217/BN 26217)	93		TIME IN	Dave Brubeck (Columbia CL 2512/CS 9312)
19		ANIMALIZATION	Animals (MGM E/SE 4384)	48		DON'T GO TO STRANGERS	Eydie Gorme (Columbia CL 2476/CS 9276)	94		OUR WEDDING ALBUM OF THE GREAT SOCIETY AFFAIR	(Jamie 3028)	94		THE OUTSIDERS ALBUM #2	(Capitol T/ST 2568)
20		IF YOU CAN BELIEVE YOUR EYES AND EARS	Mama's & Papa's (Dunhill D/DS 50006)	49		HANKY PANKY	Tommy James & Shondells (Roulette R/SR 25336)	95		THE EXCITING WILSON PICKETT	(Atlantic 8129/SD 8129)	95		RAY'S MOODS	Ray Charles Orch. & Chorus (ABC Paramount ABC/ABCS 550)
21		BIG HITS (HIGH TIDE AND GREEN GRASS)	Rolling Stones (London NP-1)	50		SPANISH EYES	Al Martino (Capitol T/ST 2435)	96		YOUNGER GIRL	Critters (Kapp KL 1485/KS 3485)	96		THE VERY BEST OF ROY ORBISON	(Monument MLP 8045/SLP 18045)
22		FIFTH DIMENSION	Byrds (Columbia CL 2549/CS 9349)	51		WHY IS THERE AIR?	Bill Cosby (Warner Bros. W/WS 1606)	97		DOUBLE SHOT	Singin' Meddallions (Smash MGS 27083/SRS 67083)	97		GO WITH THE VENTURES	(Dolton BLP 2045/BST 8045)
23		WADE IN THE WATER	Ramsey Lewis (Cadet 774/S 774)	52		RED RUBBER BALL	Cyrkle (Columbia CL 2544/CS 9344)	98		RAIN FOREST	Walter Wanderly (Verve V/V-6 8658)	98		TIJUANA BRASS, VOL. II	(A & M LP/SP 103)
24		THE BEST OF THE ANIMALS	(MGM E/SE 4324)	53		THE MAMAS & THE PAPAS	(Dunhill D/DS 50010)	99		HOLD ON I'M COMING	Sam & Dave (Stax 708)	99		LIL' RED RIDING HOOD	Sam The Sham & Pharaohs (MGM E/SE 4407)
25		PET SOUNDS	Beach Boys (Capitol T/DT 2458)	54		PARADISE HAWAIIAN STYLE	Elvis Presley (RCA Victor LPM/LSP 3643)	100		CHER	(Imperial LP 9324/LP 12324)	100		BORN FREE	Soundtrack (MGM E/SE 4368)

## LOOKING AHEAD ALBUMS

1	ARABESQUE	Henry Mancini (RCA Victor LPM/LSP 3623)	6	RONNIE DOVE SINGS THE HITS FOR YOU	(Diamond 5006)	11	DISTANT SHORES	Chad & Jeremy (Columbia CL 2564/CS 9364)	16	WILD ANGELS	Soundtrack (Tower T/ST 5043)
2	WHAT'S UP, TIGER LILY?	Lovin' Spoonful (Kama Sutra KLP/KLPS 8053)	7	SO NICE	Johnny Mathis (Mercury MG-21091/SR-61091)	12	ACADEMY AWARD WINNERS, VOL. II	Roger Williams (Kapp KL 1483/KS 3483)	17	SAMMY DAVIS/BUDDY RICH	(Reprise R/RS 6214)
3	THE GREAT SONGS	Nat King Cole (Capitol T/ST 2558)	8	SWEET PEA	Tommy Roe (ABC Paramount 575/S-575)	13	ALL TIME PIANO HITS	Ronnie Alsrich (London SP 44081)	18	SOUL BROTHER #1	James Brown (King 985/S 985)
4	SATISFIED WITH YOU	Dave Clark 5 (Epic LN-24212/BN-26212)	9	THE TIME OF MY LIFE	John Davidson (Columbia CL-2580/CS-9380)	14	WHAT DID YOU DO IN THE WAR DADDY?	Henry Mancini (RCA Victor LPM/LSP 3648)	19	THE SECOND LATIN ALBUM	Trini Lopez (Reprise RS 6215)
5	EVERYBODY LOVES SOMEBODY	Jerry Vale (Columbia CL-2530/CS-9330)	10	THE REAL DONOVAN	(Hickory LP-135)	15	LIVING SOUL	Richard "Groove" Holmes (Prestige TR/TRST 7468)			

# 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.

## ATLANTIC-ATCO

The Young Rascals	The Young Rascals	8123/SD8123
Joe Tex	The Love You Save	8124/SD8124
	Solid Gold Soul	8116/SD8116
Carla Thomas	Comfort Me	STAX 707/STAX S707
The Modern Jazz Quartet & The All-Star Jazz Band	Dialogue	1449/SD1449
The Modern Jazz Quartet with Laurindo Almeida	Collaboration	1429/SD1429
Sonny & Cher	The Wondrous World of Sonny & Cher	33-183/SD33-183
Acker Bilk	Mr. Acker Bilk in Paris	33-181/SD33-181
Otis Redding	The Soul Album	Volt413/SD413
Otis Redding	Otis Blue	Volt412/SD412
Righteous Brothers	The Best of the Righteous Brothers	Moonglow1004/SD1004
The Shadows of Knight	Gloria	Dunwich666/SD666

## BACKBEAT

Joe Hinton	Funny (How Time Slips Away)	BLP #60
O.V. Wright	(If It Is) Only For Tonight	BLP #61

## BELL

Mitch Ryder & The Detroit Wheels	Breakout . . . !!!	New Voice 2002M 2002S
Mitch Ryder & The Detroit Wheels	Take A Ride	New Voice 2000M 2000S
Syndicate of Sound	Little Girl	Bell 60001M 60001S
The Toys	The Toys Sing Attack and A Lover's Concerto	Dynovoice 9002M 9002S
Bob Kuban and The In-Men	Look Out for the Cheater	Musiclant 3500M 3500S
Norma Tanega	Walkin' My Cat Named Dog	New Voice 2001M 2001S
Lee Dorsey	Ride Your Pony/Get Out of My Life Woman	Amy 8010M 8010S
Ronny & The Daytonas	Sandy	Mala 4002M 4002S
Georgia Gibbs	Call Me	Bell 6000M 6000S
Gertrude Berg	How To Be A Jewish Mother	Amy 8007M 8007S
Carlos Malcolm, Jimmy Cliff & Richards Bros.	Jamaica Ska	Amy 8002M 8002S

## BLUE NOTE

Ornette Coleman	The Ornette Coleman Trio at the Golden Circle Stockholm, Vol. 1	BLP 4224 BST 84224
Ornette Coleman	The Ornette Coleman Trio at the Golden Circle Stockholm, Vol. 2	BLP 4225 BST 84225
Herbie Hancock	Maiden Voyage	BLP 4195 BST 84195
Freddie Hubbard	The Night Of The Cookers, Vol. 1	BLP 4207 BST 84207
Freddie Hubbard	The Night Of The Cookers, Vol. 2	BLP 4208 BST 84208
Blue Mitchell	Down With It	BLP 4214 BST 84214
Lee Morgan	The Rumproller	BLP 4199 BST 84199
Lee Morgan	The Sidewinder	BLP 4157 BST 84157
Horace Silver	The Cape Verdean Blues	BLP 4220 BST 84220
Horace Silver	Song For My Father	BLP 4185 BST 84185
Jimmy Smith	Softly As A Summer Breeze	BLP 4200 BST 84200

## BLUE NOTE (Cont'd)

Jimmy Smith	Prayer Meetin'	BLP 4164 BST 84164
Jimmy Smith	Midnight Special	BLP 4078 BST 84078
Jimmy Smith	The Sermon	BLP 4011 BST 84011
The Three Sounds	Out Of This World	BLP 4197 BST 84197
Andrew Hill	Smoke Stack	BLP 4160 BST 84160
Lee Morgan	Search For The New Land	BLP 4169 BST 84169
Dexter Gordon	Gettin' Around	BLP 4204 BST 84204
Hank Mobley	Dippin'	BLP 4209 BST 84209
Larry Young	Unity	BLP 4221 BST 84221
John Patton	Got A Good Thing Goin'	BLP 4229 BST 84229

## BUENA VISTA

Jan Clayton	Carousel	DQ-1292 STER-1292
Mary Martin	Sound Of Music	DQ-1296 STER-1296
Narrated by Robie Lester	Seven Dwarfs Diamond Mine	DQ-1297
Various Artists	Brigadoon	DQ-1299 STER-1299
Mary Martin	Sound Of Music (Storyteller)	ST-3936 STER-3936
Narrated by Robie Lester	Black Beauty (Storyteller)	ST-3938
Jan Clayton	Carousel (Storyteller)	ST-3939 STER-3939
Maurice Chevalier	Musical Tour Of France	ST-3940 STER-3940
	State Of California (Storyteller)	ST-3941 STER-3941
	Happy Birthday Party (Storyteller)	ST-3942
	Mary Martin Sings Walt Disney Songs	ST-3943 STER-3943

## CADET

Ramsey Lewis Trio	Swingin'	771 771
Ahmad Jamal	Rhapsody	764 764
Ray Bryant Trio	Gotta Travel On	767 767
Kenny Burrell	Man At Work	769 769
Ramsey Lewis Trio	Hang On!	761 761

## CAMEO-PARKWAY

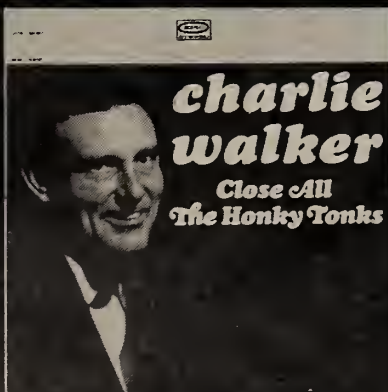
Sounds Orchestral	Cast Your Fate To The Wind	7046	SP7046
Sounds Orchestral	The Soul Of Sounds Orchestral	7047	SP7047
	Impressions Of James Bond	7050	SP7050
Chubby Checker	The Chubby Checker Discotheque	7045	SP7045
Chubby Checker	18 Golden Hits By Chubby Checker	7048	SP7048
The Tymes	18 Golden Hits By The Tymes	7049	SP7049
Bobby Rydell	18 Golden Hits By Bobby Rydell	2001	SC2001
Dee Dee Sharp	18 Golden Hits By Dee Dee Sharp	2002	SC2002
The Tymes	So Much In Love	7032	
The Tymes	Sounds Of The Wonderful Tymes	7038	



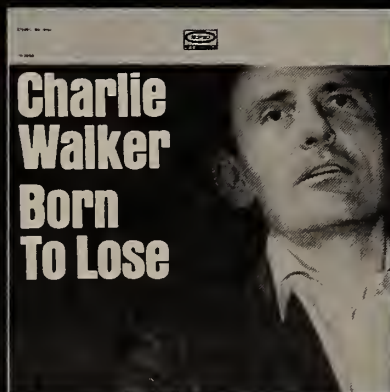
TOTAL LOCATION INVENTORY

TLI

## Charlie Walker



LN 24137/BN 26137\*



LN 24153/BN 26153\*



LN 24209/BN 26209\*

**STEREO** PS 474

**LONDON** *FFrr?*  
FULL FREQUENCY RANGE RECORDING



# *Mr. Music...* **Mantovani**

**STRANGERS IN THE NIGHT**  
**THE SHADOW OF YOUR SMILE**  
**YESTERDAY**  
**EBB TIDE**  
**SMILE**  
**SPANISH FLEA**  
**FROM RUSSIA WITH LOVE**  
**LOVE AND MARRIAGE**  
**SOFTLY AS I LEAVE YOU**  
**Theme From "THE OSCAR"**  
**HOW SOON**  
**THREE O'CLOCK IN THE MORNING**

**MONO** LL 3474

**LONDON** *FFrr?*  
FULL FREQUENCY RANGE RECORDING



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**MANTOVANI**

His latest and greatest LP

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**Esquire**

MONTY'S 10th U.S.A.  
TOUR SCHEDULE

September 24	South Orange, N.J.
September 25	Poughkeepsie, N.Y.
September 26	Reading, Pa.
September 27	Pittsburgh, Pa.
September 28	Springfield, Pa.
September 29	Pottsville, Pa.
September 30	Hartford, Conn.
October 1	Troy, N.Y.
October 3	Syracuse, N.Y.
October 4	Rochester, N.Y.
October 5	Buffalo, N.Y.
October 6	Youngstown, Ohio
October 7	Cleveland, Ohio
October 8	Detroit, Mich.
October 9	Trenton, Mich.
October 11	Dayton, Ohio
October 12	Cincinnati, Ohio
October 13	Louisville, Ky.
October 14	Columbus, Ohio
October 15	Chicago, Ill.
October 16	Aurora, Ill.
October 17	Freeport, Ill.
October 18	Fond du Lac, Wis.
October 19	Minneapolis, Minn.
October 21	Vancouver, B.C.
October 22	Seattle, Wash.
October 23	Portland, Ore.
October 24	Medford, Ore.
October 26	Richmond, Calif.
October 27	San Jose, Calif.
October 28	Sacramento, Calif.
October 29	Fresno, Calif.
November 1	Bakersfield, Calif.
November 2	Whittier, Calif.
November 3	Santa Ana, Calif.
November 4	Los Angeles, Calif.
November 5	Pasadena, Calif.
November 6	San Diego, Calif.
November 7	Pampa, Texas
November 8	Abilene, Texas
November 9	Wichita Falls, Texas
November 10	Grand Prairie, Texas
November 11	Dallas, Texas
November 13	Arlington, Texas
November 14	Vernon, Texas
November 15	Lawton, Okla.
November 16	Bartlesville, Okla.
November 17	Emporia, Kans.
November 18	Kansas City, Mo.
November 20	St. Louis, Mo.
November 21	Indianapolis, Ind.
November 22	Lexington, Ky.
November 23	Bluefield, W. Va.
November 25	Baltimore, Md.
November 26	White Plains, N.Y.
November 27	New York, N.Y.
November 29	Providence, R.I.
November 30	Boston, Mass.
December 1	Stratford, Conn.
December 2	Philadelphia, Pa.
December 3	Richmond, Va.
December 4	Washington, D.C.

## RECORD COMPANIES

IF YOU CAN AFFORD THE COST OF DESIGNING AND PRODUCING A FOUR COLOR ALBUM COVER FOR ITS CONSUMER IMPACT . . .

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# PLATTER SPINNER PATTER

WCOP-AM/FM-Boston will begin a new series called, "The Womanly Art Of Self Defense" on Sept. 18th. The series will begin with a 30-minute documentary and be followed-up by 3-times-daily segments of 5-minutes each. In the documentaries and programs, local and state officials as well as Paul Baetch (author) will be heard. The entire series is designed to inform women of greater Boston in the "how to" methods of self defense. The emphasis will be on prevention of trouble and will discuss: avoiding problems at home; in the street, in apartments; and on the telephone as well as the protection of children and related subjects. All of the programs are designed to be hard hitting, honest, and factual. The "straight from the shoulder" advice will have principles of female self defense woven into the series throughout.

Still on the Benntown scene, Fred Gale of WNAC-Boston stopped by to comment. Fred has a nightly prime time talk show entitled "Comment" and has been with the outlet for about 1 1/2-years.



**NO PRESS CONFERENCE:** Gary Stevens of WMCA-New York is shown (standing center) as he presides as moderator over the teenage "press conference" held by the Beatles at the Warwick Hotel. The special event gave more than 150 teens the opportunity to question the Capitol artists on a variety of subjects. More than half of the participants obtained tickets to the conference via WMCA on-the-air contest promotion. The rest were admitted through tickets obtained from the Beatles fan club. Gary aired taped excerpts from the conference on his show the night before the group's Shea Stadium concert. Surrounding Stevens are (left to right standing) Brian Epstein, Beatles' manager; and Neil Aspinall, Beatles road manager. The Beatles are (left to right seated) Ringo Starr, Paul McCartney, John Lennon, and George Harrison. Security guards are seated in the foreground. Stevens and his fellow "Good Guys" Joe O'Brien, Harry Harrison, Jack Spector, Dan Daniel, and Dean Anthony emceed the Beatles' concert at Shea.

In regard to the intensification of inflationary pressures on our economy, WKYC-TV-Cleveland is initiating a 5-minute business report each morning. The daily colereast is set to take into consideration the more important trends of each approaching business day and keep a running picture of such trends as higher interest, tight money patterns, lack of stock market enthusiasm, increasing wage demands, and profit levels.

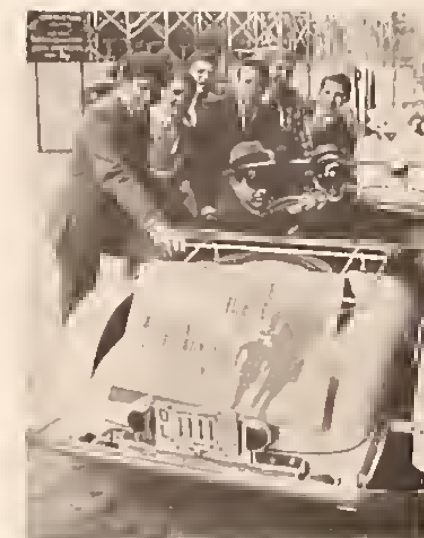
WALT-Tampa is running a "Numbers game" called "License Loot" and reports that the contest has been drawing nearly 1,000 calls weekly. All you do is total the 6-digits on your Fla. drivers license and wait until you hear that total read on the air. If you are the first to call the outlet after you hear "Your number," you win.

Again this year, Johnny Holliday of KYA-San Francisco will be handling the public address system for the Oakland Raiders. This is the deejay's second season with the Raiders. He was formerly field announcer for the Cleveland Browns of the National Football League.

A group (6) of deejays from KVI-Seattle and their lovely lady companions raced kayaks down the raging torrents of the Puyallup River at the end of Aug. The winning team

in the third annual Puyallup River Survival Race was Jack Morton and his companion, Eartha Kitt. The Muscor lurk and the spinner completed the 6-mile course in less than a half hour. Hardwick and Suzan Satissem, wife of Bob Satissem, chief of the Puyallup Indians, came in second, while J. J. Valley and his female partner, Dorothy Hammersburg, were third. Despite swamping at the starting line and three times during the race, Ray Court and Cathy West were fourth. Don Fuhrmann and his rowing companion Paige Ramsey hold the title for capsizing (five times), but they still finished fifth over last place Dave Clarks and his partner "Gertrude," star of the "J. P. Patches" TV'er. The Kitt/Morton team won the outlet's \$100. prize and donated it to the Children's Orthopedic Hospital in Seattle.

Clark Race of KDKA-Pittsburgh recently made an appearance on the nationally syndicated "Merv Griffin Show." Emphasized on the session were the various promotions in which Race has engaged: the physical fitness walk to Washington, Pa., on which the spinner was joined by 5,000 persons; the girls football team he quarterbacked; and the recent balloon flight he made over the Pittsburgh area. Race showed films of the balloon trip and treated the audience to his "one line" scene from an upcoming "Wild Wild West" TV episode. Race even showed the "green weenie," the hex symbol that is considered by many to have been a factor in the Pittsburgh Pirates' battle (Race if you prefer) for the National League pennant.



**STINGING THE STATION:** Mercury's midwest A&R director Lou Reizner slipped into the garb of the Green Hornet and was accompanied by his girl Cato (?) in an Excalibur S.S. while promoting the diskery's version of the theme from the recently debuted TV'er. Excalibur is not a magic sword in this case but is an American sports vehicle built on the lines of the vintage Mercedes Benz. Surrounding the masked producer are: (left to right) Ron Britain of WCFL-Chicago, Dennis Ganim, the Mercury national promo manager; and Jim Runyon, Barney Pipp, and Jim Stagg of the outlet. The Shadow is probably standing by in one but we couldn't locate him.

**SPUTTERS:** Allan Hotlen has been moved from the music director's slot at WIP-Philadelphia to the assistant program director's chair. . . . In keeping with the Metromedia policy of promoting from within, Robert Vaughn has been upped to assistant news director at WIP-Philadelphia.

**VITAL STATISTICS:** Most recently chairman of the USAID Committee examining problems of private investment in the "developing" countries, Robert I. Fleming has been named vice president of sales for Radio New York Worldwide.





**EDDIE FISHER**

sings a beautiful new ballad

**"GAMES THAT LOVERS PLAY"**

c/w "Mame" #8956

**RCA VICTOR**

 The most trusted name in sound 



## POP PICKS



**BERT KAEMPFERT'S GREATEST HITS**—Kaempfert & Orchestra—Decca DL 74810

Good music lovers, especially those who have found musical thrills in the sounds of Bert Kaempfert, should flock to their local outlets to add this set to collections. Kaempfert offers a covey of goodies including "Wonderland By Night," "Red Roses For A Blue Lady" and "Strangers In The Night." Solid sales in the future of this item.



**THE HAPPENINGS**—B.T. Puppy 1001

Having skyrocketed to national note via their smash updating of "See You In September," the Happenings should see loads of sales with this top notch LP follow-up that contains the click. The quartet also offers its followers such sweet sounding tunes as "Sealed With A Kiss," and "Go Away Little Girl" among the dozen tunes. The overall pleasure filled sounds done up by the Happenings fill a void in current musical groups that should be highly appreciated by fans.



**CARLA THOMAS**—Stax 709

The groovy sound that Carla Thomas has at her fingertips is liberally spread throughout this diversified LP. The lark has her current smash single "B-A-B-Y" in the set and accompanies it with such varied and wonderful efforts as "I Fall To Pieces," "What Have You Got To Offer Me" and "I'm So Lonesome I Could Cry," among eleven fine tracks. Be you a blues fan or if you just dig skillfully handled pop music this set is for you.



**YOU AIN'T WOMAN ENOUGH**—Loretta Lynn—Decca DL74783

With the title tune of this set having recently hit the Number 1 spot on the Country charts, Loretta Lynn should sell heaps of LP's in a growing country market. The lark offers fans, in addition to the click, top reading of such strong tunes as "These Boots Are Made For Walkin'," "God Gave Me A Heart To Forgive" and "Put It Off Until Tomorrow." Watch this package score sales aplenty in no time at all.



**THE BIBLE**—Original Motion Picture Soundtrack—20th Century Fox S4184

With the soon to come opening of this epic of epics, the soundtrack LP that has been released by 20th Fox, which contains readings from the Bible by John Huston, plus the inspiring and captivating score from the film, should soon become a must have item for viewers of the flick. Set should do very well with a tremendously varied audience of listeners and buyers.



**PAINTER OF HITS**—Lou Christie—E/SE—4394

This latest LP offering by Lou Christie should have his fans running to their local retailer to add the set to their collection. The chanter has teamed, with his two recent chart items, "Rhapsody In The Rain" and "Painter" a host of goodies that include such hits as "Elusive Butterfly" with several newly penned items. The total effect is a highly varied package of sounds with a strong sales potential.

## POP BEST BETS



**DOUBLE SHOT**—The Mariachi Brass—World Pacific 1852/S-21852

Latest in the Mariachi Brass' efforts from World Pacific is this top notch bit of listening pleasure in which Chet Baker and the Brass do their own special magic to a host of currently memorable ditties. Must spinning items include "Dancing In The Streets," "Red Rubber Ball" and the title track. The many fans of the Mariachi sound that have been created in this land should dig this set.



**LORD GIVE ME STRENGTH**—Professor Harold Boggs—Nashboro LP-7032

A deeply emotional, spiritual outing by Professor Harold Boggs through the ministry of gospel music. "That's The Way The Lord Works," "The World Didn't Give It," "How Long Has It Been," and "You'll Never Walk Alone" are blue ribbon tracks. A must for gospel music enthusiasts.

## JAZZ PICKS



**WHAT'S NEW!!!**—Sonny Stitt—Roulette R/SR—25343

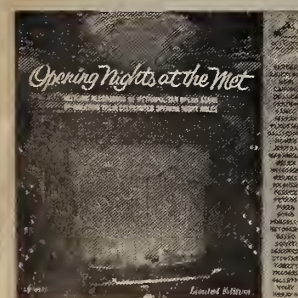
"What's New" is that Sonny Stitt is playing a brand new instrument known as a Varitone (an electric saxophone that can be manipulated to produce a great many different sounds without altering the original sound of the sax). "Cocktails For Two" and "Beastly Blues" are among the better tracks. Jazz buffs will go for this one.



**SIMPATICO**—Gary McFarland, Gabor Szabo—Impulse A/AS—9122

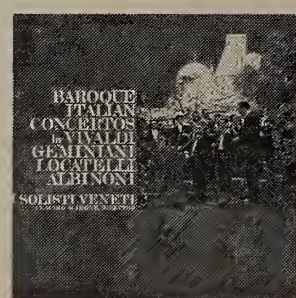
An outstanding jazz package featuring Gary McFarland, vibraphone; Gabor Szabo, guitar; Sam Brown, guitar; Richard Davis, bass; Joe Cocuzzo, drums; and Tommy Lopez/Barry Rodgers, Latin-percussion as they romp through jazz stylings of pop and Latin-based tunes. "Norwegian Wood," "Cool Water," and the title song are outstanding tracks. A must for the jazzophiles.

## CLASSICAL PICKS



**OPENING NIGHTS AT THE MET**—Various Artists—RCA Victor LM-6171

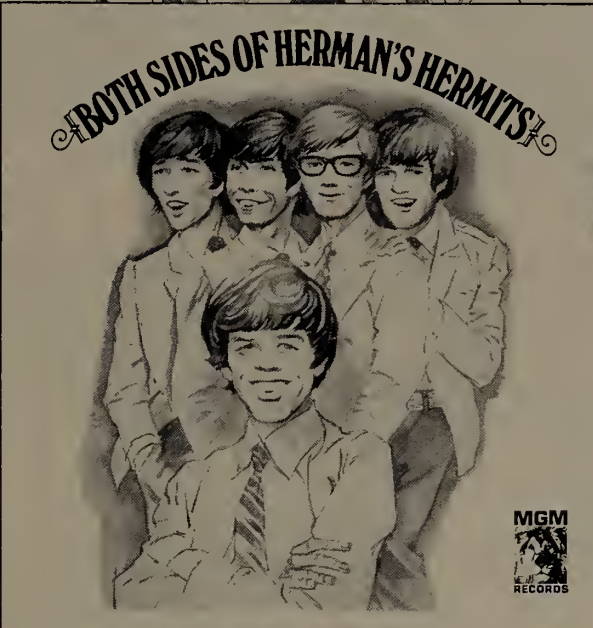
Historic recordings of Metropolitan Opera stars re-creating their celebrated opening night roles. Among the many artists represented are: Caruso, Flagstad, Melchior, Ponselle, Stevens, and Traubel. This deluxe, boxed, 3-record, limited edition contains a segment of the curtain from the old Metropolitan Opera House and is a must for the opera lover.



**BAROQUE ITALIAN CONCERTOS**—I Solisti Veneti—CBS 32-11-0003/4

This latest addition to the Masterworks series consists of "Baroque Italian Concertos" by such noted composers as Vivaldi, Geminiani, Locatelli, and Albinoni as performed by I Solisti Veneti under the baton of Claudio Scimone. Vivaldi's "Concerto In B-Flat Major For Four Violins And Strings, P. 367" is an outstanding effort. Likely to be a big item with Baroque enthusiasts.

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# RECORD RAMBLINGS

## NEW YORK:

Ron Delsener, of whose success with the Rheingold Summer Concerts we wrote last week, has gone one step further and convinced the Brewery people to sponsor one more concert (21). This time the attraction is Herb Alpert and the Tijuana Brass and the feeling is that the Rink that the other shows were held in won't come near holding the anticipated crowd so the Sheep Meadow has been secured and the entire cost to the prospective concert goer will be the price of a subway token. Plans are being made to accommodate 100,000 fans, so come early.

Another artist of whom we wrote recently, Gordon Lightfoot, whose success as a songwriter has spread

from Dean Martin, titles are "Nobody's Baby Again" and "It Just Happened That Way" take either or both. . . . The Butterflies, vocal-instrumental female aggregation did a Joe Franklin TV'er last week and got 5 bookings on the strength of the shot plus their Rab outing of "I'll Still Love You Anyway." . . . Anthony and the Imperials rush from their Sept. 25 Philharmonic Hall concert date (along with Dionne Warwick) to Philly for a Convention Hall benefit for Martin Luther King.

Blue Note's national sales manager Bernie Block is finding a tremendous reaction in a slew of newly developed markets for the label top notch jazz catalog. Prime movers of late have been John Patton and Grant Green's



GORDON LIGHTFOOT



JANICE WEAVER



LOLLIPOPS

from the folk to the pop and country and western fields is now making lots of noise throughout the country with a single waxing of his tune "Spin, Spin." Lightfoot has a previous outing for UA in the form of an LP bearing his surname as the title, which has sold to the audience to which so much ethnic or semi-ethnic, or shall we say non-commercial product sells, until such time as the artist hits with a single and off to the markets go the previous LP's. Case in point is Simon and Garfunkle's first Columbia set, containing twelve unaccompanied (except for guitar) folk tunes, which became a smash seller with the advent of "Sounds Of Silence" with rhythm track added. Watch this young Canadian closely, for it's a bright trail that his records will blaze with his name in both the writer and artist spots.

The upcoming Philharmonic Hall Concert of Italian Songs (24) will have an additional matinee at the Academy of Music, Brooklyn, the following day. . . . The Toys drop back Club (30-Oct. 2). . . . Tower's Sal Club 30-Oct. 2). . . . Tower's Sal Licata up to Cash Box and around town with the Mug Wumps, who are plugging their Sidewalk outing of "Jug Band Music." . . . The while back novelty noisemaker "Juanita Banana" has found new life in worldwide sales. The original, by the Peels on AF was the U.S. item, but the tune has been cut by local artists most everywhere and success has been their reward.

Home of folk music and comedy, the Bitter End goes "Soul" for a month starting with the appearance of Maxine Brown (Act. 5). . . . Mercer's Jerry Ross notes that Horst Jankowski's "So What's New" and Junior Parker's "Just Like A Fish" are making noise for him.

For our "East Coast Girl Of The Week" we have lovely lark, tunesmith Janice Weaver who hails from Boston. The miss is currently in town with manager Ray West negotiating a major record contract. . . . Steve Rossi, currently on the scene with "Dommage, Dommage" goes onto the Mike Douglas TV'er to do the tune (22) and repeats same on the Sullivan stanza of the 25th. Rossi will do this stand without the aid of comic partner Marty Allen.

The Lollipops all over promoting their Smash outing of "He's The Boy." . . . Warner's Carl Deane in and out with a double sided goodie

"Got A Good Thing Going," Lee Morgan's "Search For A New Land" and the new Jimmy Smith set "The Bucket." . . . Over the weekend the place to be was the Night Beat Boat Ride where the Vagrants provided the sounds for a host of celebrities. . . . Elektra's national promo topper Steve Harris is facing a flood of orders on the Butterfield Blues Band's second LP titled "East-West," meanwhile label newcomer David Blue is racking up a strong sales record with folk, blues and contemporary music fans. . . . Al Altman notes that Metric's "Elusive Butterfly" tune which Johnny Mathis included in his new Mercury LP "So Nice" is out of sight. One listening proves him right.

## HOLLYWOOD:

Hollywood has never been particularly kind nor faithful to musicians. How vividly we recall Jose Iturbi seated at his Steinway in those MGM extravaganzas, meerscham in mouth, interminably pounding and puffing away. Would he ever, we wondered, have to go to the can—of tobacco—for a refill?

Now there is a new feature titled "Mr. Buddwing" (starring James Garner) which concerns an amnesia victim in search of his identity. Buddwing, it appears, is trying to forget his past—has blocked it from the mirror of his mind. His odious past, too terrifying to recall, concerns a fact that Buddwing was a contemporary composer who compromised his talents settling for the clay instead of the stars. He now resides in Mount Kisco, N.Y., is both prosperous and famous. He is now an A&R man for Verve Records!

In an attempt to refute the contention of this scenario we have been trying to come up with a definitive definition of an A&R man. Some time ago Don Law of Columbia Records (and Johnny Mercer also) offered their interpretations. More recently Ken Nelson, an exec A&R man for Capitol, wrote "As record producers, we must keep our fingers on the pulse of whatever segment of the record buying public we are aiming at. We must know not only the musical capabilities of an artist but, in order to bring out the best of his talents, we must be aware of and understand his emotional make-up as well." Nelson has also suggested the elements that go into a commercial record. He writes, "The thing uppermost in my mind is to endeavor to produce a rec-



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# RECORD RAMBLINGS

ord that has the greatest area of appeal to the greatest number of people—a record that the average person can relate to and, because it appeals to him in some emotional or aesthetic area, he will want to hear it and play it over and over again. Here are some of the basic elements that I feel are necessary to achieve this and many records become hits with only one of these elements:

1. A song that has a good understandable story-line that the average person can identify himself with and a melody that is easy to remember and retain.

2. An artist whose style fits the particular song being recorded and who gives an exceptionally stylized emotional performance.

3. An instrumental background or arrangement that is interesting but yet does not detract from the artist or the song.

4. Good rhythmical drive or beat.

5. A unique sound.

If you are fortunate enough to be able to combine all of these elements in one record, you may possibly have a hit; however, there is no set or magic formula, but I have found that you do have a better chance of making a successful record if it contains one or more of these elements and this, I believe, is true of any type or category of music."

A few weeks back we included here a photo and brief bio on the Loved Ones, a trio of lovelies who were billed as our "West Coast Girls of the Week". In response to several requests we are running a close up of the group along with additional info. The girls are Alaina Capri, Arleen Starr and Suzanna Covington. Alaina won her

first beauty contest at the age of 16, has modeled for many commercial advertisements and album covers. Arleen was "anchor man" for a vocal group known as the Starr Sisters and more recently was a Playboy "bunny". Suzanna is a Hollywood actress who has sacrificed a lucrative career to return to her first love, singing, and to be one-third of the Loved Ones. The act was conceived by west coast publisher Oliver Berliner.

Our "West Coast Girl of the Week" is gorgeous Andrea Gruber, one of the most successful and independently wealthy secretaries on the L.A. scene. We hear she is so prosperous that she has her coffee breaks catered. Andrea is 21, hails from Flint, Mich., with dimensions that would put Sophia Loren to shame. Her favorite artists include all of Lee Magid's clients (Magid is her boss) and her ambition—"to get a five dollar raise."

Tower A&R chief Eddie Ray in N.Y. seeing indie producers and publishers. He'll be returning next week to the Tower with stop overs in New Orleans, Houston and Dallas. . . . Mel Shayne to Los Angeles for a week of business meetings and Kingsmen recording sessions. Marty Balin, lead singer for the Jefferson Airplane, is writing a long piece in honor of composer-conductor Gil Evans to perform at the Monterey Jazz Festival this week. Group repeats at the Pacific Jazz Festival in Costa Mesa Oct. 8. . . . The Kingston Trio set to guest the Roger Miller Show, taping next month for Nov. 22 air date. They also do two Andy Williams' Shows this season. . . . Marty Ransohoff has signed the Sundowners for his Tony Curtis-Claudia Cardinale starrer "Don't Make Waves"—group

is under exclusive contract to Filmways' newly formed record arm.

Maria Cole's (Mrs. Nat Cole) first Capitol album, conducted by Gordon Jenkins and produced by Dave Axelrod, set for Nov. 1st release.

## CHICAGO:

The Four Seasons, hitting big nationally with "I've Got You Under My Skin" (Phillips), are skedded for an appearance at the Case Institute of Technology in Cleveland (10/21). . . . The Earl "Fatha" Hines Quartet, fresh from a tour of Russia, come in for 3-weeks at London House (10/4). . . . A caravan of ABC-TV's top stars converged upon Chi last week to herald the new Fall season. . . . WGN-TV's Emmy award winning "An Evening With . . ." series switches to Saturday nights this season with another stellar lineup topped by Xaxier Cugat & Charo (10), Pete Fountain (17), The King Sisters & Alvino Rey

for release. . . . The Trolls are enjoying a sales revival here with their "Every Day And Every Night" (ABC). This past week, Bobby Garmisa chalked up a sales total of over 15,000 in Chi alone with orders still pouring in! . . . Gordon MacRae opened in the Empire Room of the Palmer House. . . . A new label bowed in Milwaukee—Champ Records, helmed by a gal named Bernie Chap. First release is "The Right Boy" b/w "You're So Fine" by Wendi (Colby). . . . The usually calm Frank Scardino was anything but, when he gave us the pitch on some of Decca's current winners like "Whispers" by Jackie Wilson (Brunswick), "Hope We Have" by The Artistes, "Time Stopped" by Marvin Smith and "Coming On Strong" by Brenda Lee, to name a few. . . . Charles Maryan, a native of Chi, has been tapped to direct "The Mad Show" which is scheduled for a 10/5 opening in the Happy Medium.



ANDREA GRUBER



LOVED ONES



ROGER MILLER

(24), Gary Lewis & The Playboys (10/1), and Allen & Rossi (10/8). . . . Ray Charles is appearing at the Scene in Milwaukee. . . . Chi-based One-Derful Records swings into Fall with a batch of potent new singles geared for both pop and r&b exposure. Topping the list is The Sharpees' newest tagged "The Sock." Also, "What Is Love" by Josephine Taylor (Mar-V-Lus), "I Stand Alone" by Stacy Johnson (M-Pac) and "Let's Start A Thing Now" by Willie Parker (M-Pac); not to mention newbies by Otis Clay and Harold Burrage which are about ready

Maryan is production manager of The Establishment Theater Company, producers of the show. . . . Among the hot albums of Allstate Dist. are "The Supremes A Go Go" (Motown), "Ronnie Dove Sings The Hits For You" (Diamond) and "Happiness Is" The Shades Of Blue" (Impact). . . . The boys at Garmisa Dist. are looking for a repeat performance with the new Groove Holmes outing "What Now My Love" on Prestige. Also in the fore are Cliff Bennett's "Got To Get You Into My Life" (ABC), "When Will I Be Loved" by Manfred Mann (UA).

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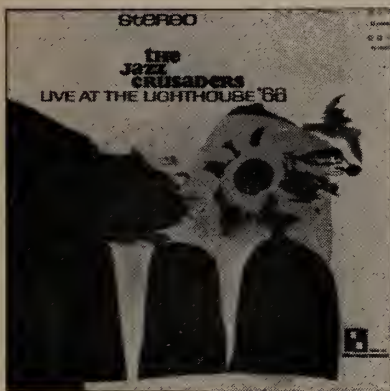
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## FOCUS ON JAZZ

The brand new release, "Blues Etude," by the Oscar Peterson Trio (Limelight LS86039/LM82039) should provide some of the answers that have arisen since it was announced that Ed Thigpen was leaving his drum chair with The Trio. When that announcement was made in the Spring of last year, 1965, the jazz world was rife with conjecture about who would replace him.

Would Peterson revert to his original instrumentation of piano, bass, and guitar? Would he be able to find another drummer who could fit The Trio sound with the same grace and togetherness that Thigpen had mastered during his six-year tenure?

Practically the same questions had been asked when Thigpen joined Peterson, and perhaps with more justification, because when Ed Thigpen became a member of The Trio, it meant not only a new member, but also a new instrumentation.

For the years prior to the drummer's arrival, The Oscar Peterson Trio, but for a very brief period, had always functioned without drums. Herb Ellis, whose guitar playing had become like another heartbeat, joining those of pianist Oscar Peterson and bassist Ray Brown, achieved that very special brand of cohesiveness that comes only from playing together night after night, month after month, year after year.

These long musical associations are rare in the world of jazz where, more often than not, changes in personnel take place with some degree of regularity. It is safe to say that the great dialogues in jazz have always been borne of long standing relationships, from which an almost supernatural rapport can be developed.

### Brown's Exit

So, when only six months after the announcement of Thigpen's intentions,

it was made public that Ray Brown had decided to forsake his role in The Trio, again everyone queried, "What will Oscar do now? Ray has been his mainstay for fifteen years, almost like his other self. Will Peterson be able to sustain that altogether sound that had become the hallmark of one of the most popular groups in all the history of jazz?"

Ray Brown, consistently rated as one of the top bassists of his day, had been associated with Oscar Peterson for fifteen years, and the prospect of finding a suitable musical replacement for him represented an almost insurmountable task. That, coupled with the fact that over the years Oscar and Ray had become as brothers, made the question of finding a new bassist for the group an even greater dilemma.

### The Peterson Choices

Louis Hayes, known for his service with Horace Silver, and more recently for his days with Cannonball Adderley, was Peterson's choice as the nominee for Ed Thigpen's departed chair in The Trio.

The new Trio debuted at The Newport Jazz Festival in July of 1965, and upon one hearing, it became reasonably apparent that Hayes would fill the breach with taste, vitality, and good music.

Of course, all agreed, it would take some time before that "three-in-one" sound could be accomplished; but Hayes, being the flexible musician that he is, would accommodate to what was demanded of him as a member of this tightly knit musical unit.

In the Fall of last year, Ray Brown announced that after the first of the year he, too, would retire from The Oscar Peterson Trio. Whereas, the word of Thigpen's departure was immediately followed by the announcement—

(Continued on page 52)

## Chalpin-Henderson Form Chalco Label

NEW YORK—Ed Chalpin, president of PPX Enterprises, has formed a new label with the well-known disc jockey, Douglas (Jocko) Henderson. The label will be known as Chalco Records. Distribution is now being arranged.

Initial project will be a new single by film siren, Jayne Mansfield, who has recorded a song, "Suey," co-written by Chalpin and Henderson. Another upcoming project will be a Christmas release of a song titled, "Get Off Of My Roof," by Jerry and the Landslides. The song is a parody of the Rolling Stones top hit, "Get Off Of My Cloud," written by Mick Jagger and Keith Richard and published by Gideon Music. Other singles are now in the planning stage.

## Epic Signs Zoot Money

NEW YORK—Epic Records has signed British singer Zoot Money to an exclusive recording contract, according to an announcement by label vp Len Levy. The label has also acquired, for immediate release, Money's "Big Time Operator," which is a current smash chart hit in England.

Money has enjoyed success in England with previous recordings, which include "Uncle Willie," "Good" and "Please Stay." Proficient on the guitar, piano and organ, he also heads his own instrumental group, the Big Roll Band, which is said to be a top-drawing act in British r&b clubs.



SI BACK—Trombonist Si Zentner (seated) who has seen great success with Liberty Records in the past, has returned to the label with a long term contract that he signed last week (as seen here) while the company's prexy Al Bennett (right) and V.P. Bob Skaff smile their approval of the event. Zentner is currently headlining in the Blue Room of the Tropicana Hotel, Las Vegas.

## World Pacific Sets Jazz 'Milestones' LP's

LOS ANGELES—Bud Dain, national sales-promotion director at World Pacific Records, has announced the creation of a special Jazz Milestones Series, which will debut shortly on Pacific Jazz.

The first two album releases in this series have been especially screened to insure the ultimate success of the line. Set to debut are performances by Chico Hamilton and Richard "Groove" Holmes. Organist Holmes has made it with pop fans as well based on his recent single success "Misty"/"Secret Love".

The albums are enhanced by double-cover packaging, synonymous with all Pacific Jazz albums. World Pacific's concept appears on the back of the LP. It states: "The Jazz Milestone Series Represents a Carefully Selected Collection Of Performances by The World's Best Known Jazz Artists".

## King Leo Added To MGM Kiddie Disks

NEW YORK—The MGM Records' Leo the Lion children's budget line series will offer in Oct. a new King Leo Series. The sets will be packaged in double fold jackets and will retail at the suggested list of \$3.79/mono and \$4.79/stereo. An announcement said that success of Leo the Lion led to the new line.

One of the first three releases will feature "You're A Good Man, Charlie Brown," which is an original song album based on the cartoon, "Peanuts," starring Orson Bean. Two TV soundtracks are scheduled—"How The Grinch Stole Christmas," the Dr. Seuss TV special for December with Boris Karloff as narrator and a "Tarzan" package featuring Ron Ely in the title role.

King Leo is really an off-shoot of the low-priced Leo the Lion series which was launched last March. Albums in the budget line series have seen the development of a live action series of such famed kiddie characters as Batman, Superman and Smokey the Bear.

Herb Galewitz, producer of the Leo the Lion series, will not neglect the educational market and plans to include important albums for use in the educational field. Such educational albums for use in the educational field. Such educational albums as "French Spoken Here", "Let's Play School", "Smokey The Bear" and "Jolly Doctor Doliwell" have all added status to the MGM children's line.

Galewitz reports that sales for the Leo the Lion series has far exceeded expectations.

## Columbia To Record 'Apple Tree' Cast LP

NEW YORK—Columbia Records will record the original cast album of "The Apple Tree," three one-act musicals based on stories by Mark Twain, Frank R. Stockton and Jules Feiffer.

"Apple Tree" stars Barbara Harris, Larry Blyden and Alan Alda. The team of Jerry Bock and Sheldon Harnick provided the book, music and lyrics for the show, which opened at the Shubert Theatre in Boston on September 10. New York previews will begin at the Shubert Theatre on Oct. 5.



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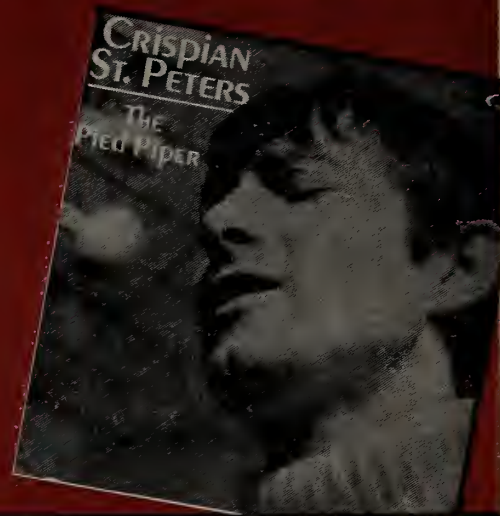
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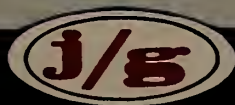
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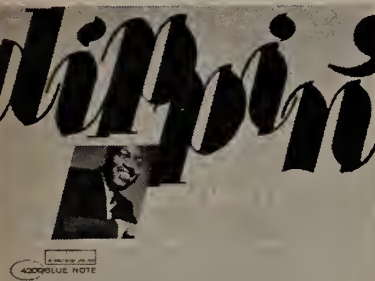
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# FOCUS ON JAZZ

(Continued from page 50)

ment of Hayes' arrival, Ray Brown's successor was not announced, and the speculation was overwhelming.

Everyone even remotely connected with jazz had a different opinion about whom Peterson would hire as Ray's replacement. Well, a few weeks before Brown's date of departure, the word reached us that Sam Jones, for many years Louis Hayes' colleague in the Cannonball Adderley group, would now play in The Oscar Peterson Trio.

Many people wondered if the two new members of the Peterson group would adjust to Peterson's concept, or would the fact that Hayes and Jones had played together for such a long time influence the boss, Peterson, in his playing?

This new album, with one side featuring Peterson, Brown, and Hayes and the other side featuring Peterson, Jones, and Hayes, gives us some insight to this question.

## The Disk Sound

Side one of the album was recorded in May 1966, just about four months after Sam Jones joined The Trio. Side two was recorded in December of 1965, after Louis Hayes had been playing with Oscar and Ray for about six months. There are many inferences to be drawn from the two different sides of the album.

Let's examine this new and long-awaited album in its chronological sequence, starting with side two, that which has Ray Brown on bass.

Of course, comparisons would not only be invalid, but also unfair, witness that Brown had played with Peterson for fifteen years, and the Sam Jones we hear on this album had been playing with Peterson for only about four months. Ray Brown's apparent assertiveness can be very much heard here, as it has been over the years.

Perhaps it's the feeling of space that he displays that makes Brown's bass work more individual than what we hear on side one. Then, too, Ray's conception is considerably more legato than what we hear in Sam Jones' playing. Sam's playing might be considered more punctuated, with the emphasis on that good, straight-ahead rhythm. The playing of Louis Hayes on side two, in the company of Ray Brown and Oscar Peterson, is very much in the genre of what we have been accustomed to expect from The Trio.

The difference in the sound of The Trio is less apparent on side two than it is on side one, something that should come as no surprise to anyone at all familiar with the workings of jazz.

Side one, that which is representative of The Oscar Peterson Trio as we know it today, is obviously the more significant, and worthy of more thorough investigation. After all, this is the sound that, hopefully, we will hear from The Oscar Peterson Trio for some time. Too, this is the sound that so many Peterson fans have been awaiting, wondering what the new group sounds like with the change in personnel.

As this writer hears the album, the playing of Sam Jones has been under-recorded, and because it has, it makes apparent the difference in the sound of the bass, when compared to the out-front sound that Ray Brown achieves on side one. Whether or not this was done deliberately, who is to say. However, it does show Jones' playing off to lesser advantage, and might engender doubt on the part of listeners unfamiliar with Sam's big sound as to whether he will adequately fill Ray Brown's big bass shoes.

In the instances where Jones is permitted to be heard at the proper level, notably on "Let's Fall In Love," the Trio sound, as we have known it over the years, is very much in evidence. Of paramount importance, and as a promise of even better things to come, is the well knit, disciplined sound of The Trio, the sound that has been characteristic of all Oscar Peterson groups over the years.



# TOP 50 IN R&B LOCATIONS

1	YOU CAN'T HURRY LOVE <i>Supremes (Motown 1097)</i>	1	26	BUT IT'S ALRIGHT <i>J. J. Jackson (Calla 119)</i>	47
2	BEAUTY IS ONLY SKIN DEEP <i>Temptations (Gordy 7055)</i>	4	27	HE'LL BE BACK <i>Players (Mint 32001)</i>	21
3	HOW SWEET IT IS <i>Jr. Walker &amp; All Stars (Soul 35024)</i>	3	28	I WAN'T TO BE WITH YOU <i>Dee Dee Warwick (Mercury 72584)</i>	28
4	LAND OF 1,000 DANCES <i>Wilson Pickett (Atlantic 2348)</i>	2	29	THE RIGHT TRACK <i>Billy Butler (Okeh 7245)</i>	33
5	WHAT BECOMES OF THE BROKEN HEARTED <i>Jimmy Ruffin (Soul 35022)</i>	10	30	PSYCHOTIC REACTION <i>Count Five (Double Shot 104)</i>	37
6	B-A-B-Y <i>Carla Thomas (Stax 195)</i>	13	31	SUMMER SAMBA <i>Walter Wanderly (Verve 10421)</i>	35
7	LOVE IS A HURTIN' THING <i>Lou Rawls (Capitol 5709)</i>	15	32	WHISPERS <i>Jackie Wilson (Brunswick 55300)</i>	49
8	WADE IN THE WATER <i>Ramsey Lewis (Cadet 14814)</i>	7	33	SUNNY <i>Bobby Hebb (Phillips 40365)</i>	20
9	BLOWIN' IN THE WIND <i>Stevie Wonder (Tamla 54136)</i>	5	34	I'M GONNA LEAVE YOU <i>Bobby Powell (Whit 716)</i>	39
10	WORKING IN THE COAL MINE <i>Lee Dorsey (Amy 958)</i>	8	35	A CHANGE IS GONNA COME <i>Jack MC Duff (Atlantic 5069)</i>	38
11	OPEN THE DOOR TO YOUR HEART <i>Darrell Banks (Revilott 204)</i>	6	36	BABY DO THE PHILLY DOG <i>Olympics (Mirwood 5523)</i>	40
12	WORLD OF FANTASY <i>Five Stairsteps (Windy City 602)</i>	11	37	PHILLY FREEZE <i>Alvin Cash (Mar-Vel-Ous 6012)</i>	22
13	AIN'T NOBODY HOME <i>Howard Tate (Verve 10420)</i>	12	38	THAT'S ENOUGH <i>Roscoe Robinson (Wand 1125)</i>	29
14	REACH OUT, I'LL BE THERE <i>Four Tops (Motown 1098)</i>	18	39	KEEP LOOKING <i>Saleem Barke (Atlantic 2349)</i>	36
15	SUMMERTIME <i>Billy Stewart (Chess 1966)</i>	9	40	BEST OF LUCK TO YOU <i>Earl Gaines (HBR 481)</i>	42
16	KNOCK ON WOOD <i>Eddie Floyd (Stax 194)</i>	19	41	WHITE CLIFFS OF DOVER <i>Righteous Bros. (Philles 132)</i>	48
17	DAY TRIPPER <i>Vontastics (St. Lawrence 1014)</i>	26	42	WHO DUN IT <i>Monk Higgins (St. Lawrence 1013)</i>	34
18	WARM AND TENDER LOVE <i>Percy Sledge (Atlantic 2342)</i>	14	43	SAID I WASN'T GONNA TELL NOBODY <i>Sam &amp; Dave (Stax 198)</i>	46
19	I GOT TO LOVE SOMEBODY'S BABY <i>Johnny Taylor (Stax 193)</i>	30	44	AFTER YOU THERE CAN BE NOTHING <i>Walter Jackson (Okeh 7256)</i>	50
20	MY SWEET POTATO <i>Booker T &amp; MG's (Stax 196)</i>	23	45	BABY I LOVE YOU <i>Jimmy Holiday (Mint 32002)</i>	44
21	CAN'T SATISFY <i>Impressions (ABC Paramount 10831)</i>	25	46	FA-FA-FA-FA-FA (Sad Song) <i>Otis Redding (Volt 138)</i>	—
22	I CHOSE TO SING THE BLUES <i>Ray Charles (ABC 10840)</i>	24	47	SCRATCH <i>Robert Parker (Nolo 726)</i>	—
23	LITTLE DARLING <i>Marvin Gaye (Tamla 54138)</i>	17	48	DON'T BE A DROP OUT <i>James Brown (King 656)</i>	—
24	POVERTY <i>Bobby Bland (Duke 407)</i>	32	49	RUN & HIDE <i>Uniques (Paula 245)</i>	—
25	MONEY WON'T CHANGE YOU <i>James Brown (King 6048)</i>	16	50	BABY TOYS <i>Toys (Dyno Voice 222)</i>	43

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# NARAS Approves Grammy Category Changes; George Avakian Named New President

NEW YORK—Increases in total membership, public relations and promotion activities and scholarship grants, plus continued emphasis on methods of achieving even more discriminating voting, highlighted the annual meeting of the Officers and Trustees of the National Academy of Recording Arts and Sciences (NARAS) held this past weekend at the New York Hilton Hotel. At the same time, the Trustees, in an effort to achieve greater parity in the awards structure, decreased the total number of the Academy's Grammy awards categories.

The two-day, action-packed confab, attended by representatives of all four of the Record Academy's chapters, wound up with the election of veteran record producer, George Avakian, as the new NARAS President, replacing Francis Scott who was picked as this year's National Treasurer. Other new officers include conductor-arranger Pete King of Los Angeles as 1st Vice President; Mercury's Chicago-based Johnny Sippel as 2nd Vice President, and Nashville conductor and producer Owen Bradley as National Secretary.

## Categories Pared

In a move designed to make each Grammy Award more meaningful, while at the same time reflecting the wishes of many of its members for greater parity among various kinds

of music, the Trustees pared the number of categories from 47 to 42. The new line-up shows elimination of awards in the fields of classical, contemporary, country and western music and in jazz, as well as the transference of all Best New Artist awards from regular membership to special Trustees selections.

In addition, the Trustees voted to introduce two new awards in the Rhythm and Blues field and to reinstate the Best Instrumental Theme category which had been eliminated last year. Voted down were proposals to combine Vocal Group and Chorus awards and to telescope the two Arranging categories.

The revised 1966 Grammy Awards set-up will offer, in addition to 15 general categories, the following specialized music awards distribution: 7 Classical, 4 Country and Western, 3 Contemporary, 3 Rhythm and Blues, 2 Jazz, 1 Folk and 1 Gospel or Other Religious Recording. In addition the list allows for two awards each in the fields of Arranging, Engineering and Album Covers.

The Trustees also voted to continue to request members to nominate in no more than five specialized music categories in an attempt to insure even greater selectivity in the initial round of voting, and to emphasize even more its campaign to encourage restraint and self-discipline in all phases of voting.

The growth in the Academy's membership was reflected in the individual reports submitted by each of the local chapters and highlighted by an almost 100% increase in Nashville, the Academy's youngest chapter, and a 20% increase in New York's rolls.

## PR Program

The Trustees also endorsed proposals and plans to accelerate drastically public relations and promotion plans that would help make the general public as much aware of the Grammy as it is of the Oscar and the Emmy. Special approaches aimed at greater utilization of the power of radio and point-of-sale potential were emphasized and discussed in some depth. In this connection, the Trustees stressed the advantages of inviting other industry organizations, which could benefit from Grammy awards promotion and publicity, to cooperate with the Academy. Special attention would be focussed both on the awards and on the Academy's annual TV show, "The Best on Record." Tuesday, March 7th, was approved as the date for the awards presentations to be held simultaneously by all four chapters. The television show is expected to be aired early in May.

Other matters covered included a report from the National Constitution Committee suggesting certain clarifications and adjustments in the document; recommendations by the Trustees for the eventual beginning of chapters in Memphis and Detroit and for ever-closer working relationships between the current chapters, this to include cooperation in the implementation of various awards screening processes; the broadening of the phrase "normal distribution" as applied to awards eligibility so as to include product created for record clubs, mail orders and, in some cases, premium records; investigation of a major medical plan for all Academy members, and the retaining of Butler, Jablow and Geller as national attorneys and of Haskins and Sells as accountants in connection with the Grammy awards.

Tabled for further consideration and possible action was the subject of craft, as opposed to general membership nominating.

Attending the meeting from Chicago were Bernie Clapper, Johnny Pate and Bill Traut; from Nashville came Harold Bradley, Bill Denny and Frank Jones; Los Angeles sent Sonny Burke, Lou Busch, Dave Peil, Neely Plumb, Francis Scott and Morris Stoloff, while New York fielded George Avakian, Milt Gabler, David Hall, John Hammond, Mickey Kepp, Father Norman O'Connor and Steve Sholes. Also attending were National



# SURE SHOTS

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

<b>HOORAY FOR HAZEL</b> TOMMY ROE .....	ABC Paramount 10852
<b>IF I WERE A CARPENTER</b> BOBBY DARIN .....	Atlantic 2350
<b>AIN'T GONNA LIE</b> KEITH .....	Mercury 72596
<b>I'M YOUR PUPPET</b> JAMES & BOBBY PURIFY .....	Bell 648
<b>CHANGES</b> CHRISPIAN ST. PETERS .....	Jamie 1324
<b>POLLYANNA</b> CLASSICS .....	Capitol 5710
<b>FA-FA-FA-FA (SAD SONG)</b> OTIS REDDING .....	Volt 138

## McGrath, Takki To New Capitol Posts

NEW YORK—Frank McGrath has been promoted to the position of district sales manager of Boston for Capitol Records Distributing Corp., according to an announcement made last week by vp and national sales manager William Tallant. At the same time, Tallant also announced the appointment of Martti Takki to the role of northeast district sales manager, with responsibility for sales and promotion activities to major sub-distributors.

McGrath joined CRDC in 1963 as a sales rep in San Diego, progressing to territory manager for that area and then to the position of sales co-ordinator working with Pete Goyak, assistant national sales manager in Hollywood. Prior to his Capitol affiliation, McGrath worked as a sales rep for Mercury Records in Los Angeles.

Takki has been with CRDC since 1956, starting as sales rep in Boston. He was promoted to sales manager in the Baltimore area and then to district sales manager in Boston.

Both McGrath and Takki will report directly to Goyak.

Attorney Dick Jablow and Executive Directors Christine Farnon and George Simon.

At the conclusion of the confab, the Trustees gave retiring president Scott a standing ovation, after which newly-elected President Avakian made a short acceptance speech in which he emphasized the need for the Academy's continued growth, stressing especially his desire for continued close cooperation among the various chapters, each of which, he pointed out, has certain strengths to contribute to the Academy as a whole. He also reaffirmed the need for a stepped-up public relations campaign to make the general public even more aware of the numerous NARAS activities, including, of course, the annual Grammy Awards.

## Additional Grants

Additional NARAS grants in its expanding scholarship program were also announced. The academy has allocated sums for scholarship aids to be distributed in all four of the Academy's regional areas of Chicago, Los Angeles, Nashville and New York.

The four equal grants will be bestowed upon institutions to be selected by the local governing bodies of each of the chapters and will be intended to assist students associated with the arts and sciences of recording. "These can include not only those associated with music," notes newly-elected national president George

Avakian, "such as singers, conductors, instrumentalists and arrangers, but also those interested in other phases of the recording field, such as engineering and producing and even those directly connected with the creation of album covers."

Final disbursement of the monies will be made by the Academy's Trustees after they have approved the recommendations of each of the four regional chapters.

## Biegel Is GM Of Handleman's Palmer

DETROIT—Irv Biegel has been named general manager of Palmer Records, the label operation of the Handleman Co., the giant rack firm. One of Biegel's first moves was to institute an open-door policy for masters. A recent purchase was "Black Cloud" by Me & Dem Guys. Another new Palmer release is "Kimberly" by Tim Tam & the Turnons. Biegel will operate out of 8832 Puritan Ave. in Detroit. For the past year, Biegel was associated with the Golden World label, and, before that, spent four years with Tamla-Motown.

## Judge Ryan OK's ASCAP's New Writer's Procedures

NEW YORK—ASCAP's increased payments plan for new writer members (see Sept. 3 issue) has received an OK from Chief Judge Sylvester Ryan of the Federal Court in New York. Judge Ryan who is set to retire from the bench soon, agreed to the new system following a hearing last Wed.

The changes, provided for accelerated and increased distribution to new writer members, increases in credits for certain "theme performances" in television and "background music" on broadcasts, and payments in cases where a member has collaborated with a non-member, or a non-member has written a song published by an ASCAP publisher.

ASCAP president Stanley Adams, upon learning of Judge Ryan's decision, said: "Judge Ryan's approval today of the changes in ASCAP's performance fee distribution system will have particular appeal for our young songwriters. The new system will benefit both the music industry and all of the music-loving public. I take this as affirmation of ASCAP's carefully-planned program to encourage young men and women to enter the music-writing profession."

Adams said that ASCAP has already received much favorable reaction to these announced changes, especially from New York, Los Angeles and Nashville—three major music centers.

<b>COME WHAT MAY</b> ELVIS PRESLEY .....	RCA VICTOR Tiger Music, Inc.
<b>SHE'LL RETURN IT</b> ERIC BURDON & ANIMALS .....	MGM Slamina Music, Inc.
<b>SUNNY AFTERNOON</b> THE KINKS .....	REPRISE Noma Music, Inc.
<b>I'M NOT LIKE EVERYBODY ELSE</b> THE KINKS .....	REPRISE Noma Music, Inc.
<b>I REALLY DON'T WANT TO KNOW</b> RONNIE DOVE .....	DIAMOND Hill & Range Songs, Inc.
<b>CAST YOUR FATE TO THE WIND</b> SHELBY FLINT .....	VALIANT Atzal Music, Inc.
<b>GET AWAY</b> GEORGIE FAME & BLUE FLAMES IMPERIAL .....	Noma Music, Inc./Gunnell Music, Inc.
<b>THE MANY FACES OF LOVE</b> ANDY WILLIAMS .....	COLUMBIA Valley Publishers, Inc.
<b>PETTICOAT WHITE (SUMMER SKY BLUE)</b> BOBBY VINTON .....	EPIC Noma Music, Inc./Feather Music, Inc./ Hi-Count Music, Inc.
<b>ALL THE KING'S HORSES</b> BOBBY VINTON .....	EPIC Noma Music, Inc.
<b>ALL THE LOVE IN THE WORLD</b> CONNIE FRANCIS .....	MGM Anne-Rachel Music Corporation
<b>I JUST DON'T KNOW WHAT TO DO</b> WITH MYSELF .....	DIONNE WARWICK .....
<b>DIONNE WARWICK</b> Belinda (Canada) Ltd./Quartet Music, Inc.	SCEPTER
<b>DISTANT SHORES</b> CHAD & JEREMY .....	COLUMBIA Noma Music, Inc./Chad & Jeremy Music, Inc.
<b>LAST NIGHT</b> CHAD & JEREMY .....	COLUMBIA Noma Music, Inc./Chad & Jeremy Music, Inc.
<b>ALL I SEE IS YOU</b> DUSTY SPRINGFIELD .....	PHILIPS Anne-Rachel Music Corporation
<b>DANDY</b> HERMAN'S HERMITS .....	MGM Noma Music, Inc.
<b>NOBODY'S BABY AGAIN</b> DEAN MARTIN .....	REPRISE Bigtop Records, Inc.
<b>THE HILL COUNTRY THEME</b> AL CAIOLA .....	UNITED ARTISTS Alexandra Music, Inc./ Spectacular Music, Inc./ Anne-Rachel Music Corporation
<b>IT WAS A VERY GOOD YEAR</b> DELLA REESE .....	ABC PARAMOUNT Dolfi Music, Inc.

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# COUNTRY TOP 50



# COUNTRY ROUNDUP

	Pos. Last Week		Pos. Last Week
1	1	<b>IT TAKES A LOT OF MONEY</b> (Four Star—Sales—BMI) Warner Mack (Decca 32004)	36
2	2	<b>THIS GUN DON'T CARE</b> (Barmour—BMI) Wanda Jackson (Capitol 5712)	28
3	6	<b>LONELYVILLE</b> (Four Star Sales—BMI) Dave Dudley (Mercury 7258)	22
4	7	<b>AIN'T HAD NO LOVIN'</b> (Blue Crest—BMI) Connie Smith (RCA Victor 8842)	24
5	5	<b>THE COMPANY YOU KEEP</b> (Combine—BMI) Bill Philips (Decca 31996)	34
6	3	<b>(THAT'S WHAT YOU GET) FOR LOVING ME</b> (Witmark & Son—ASCAP) Waylon Jennings (RCA Victor 8917)	39
7	4	<b>A TASTE OF HEAVEN</b> (Forest Hills—BMI) Jim Edward Brown (RCA Victor 8867)	26
8	10	<b>BOA CONSTRICTOR</b> (Hollis—BMI) Johnny Cash (Columbia 43763)	35
9	8	<b>LITTLE PEDRO</b> (Regent—BMI) Carl Butler & Pearl (Columbia 43685)	38
10	18	<b>EARLY MORNING RAIN</b> (Witmark & Son—ASCAP) George Hamilton IV (RCA Victor 8924)	42
11	9	<b>NO ONE WILL EVER KNOW</b> (Acuff-Rose—BMI) Frank Ifield (Hickory 1397)	40
12	14	<b>EL TIGRE</b> (Delmore—ASCAP) Stu Phillips (RCA Victor 8868)	41
13	17	<b>APARTMENT #9</b> (Bobby Austin (Tally)	48
14	15	<b>ALMOST PERSUADED #2</b> (Al Gallico—BMI) Ben Colder (MGM 13590)	—
15	16	<b>IT'S ONLY LOVE</b> (Pamper—BMI) Jennie Seely (Monument 965)	43
16	11	<b>LOVE'S SOMETHING I CAN'T UNDERSTAND</b> (Cedarwood—BMI) Webb Pierce (Decca 31982)	33
17	12	<b>SWEET THANG</b> (Su-Ma—BMI) Nat Stuckey (Paula 243)	45
18	13	<b>(HE WAS) ALMOST PERSUADED</b> (Al Gallico—BMI) Donna Harris (ABC Paramount 10839)	50
19	25	<b>EVIL OFF MY MIND</b> (Wilderness—BMI) Burl Ives (Decca 31997)	54
20	19	<b>PURSUING HAPPINESS</b> (Wilderness—BMI) Norma Jean (RCA Victor 8887)	31
21	20	<b>MY WAY OF LIFE</b> (Gringo, Sha—BMI) Sonny Curtis (Viva 602)	37
22	21	<b>BOTTLES</b> (Barmour—BMI) Billy Grammer (Epic 10052)	32
23	49	<b>HECK OF A FIX IN '66</b> (Peach—SECAC) Jim Nesbitt (Chart 1350)	49
24	29	<b>SHOW ME THE WAY TO THE CIRCUS</b> (Mimosas—BMI) Homesteaders (Little Darlin' 0010)	47
25	27	<b>WHAT'S IT GONNA COST ME</b> (Shadetree Music—BMI) Bannie Owens (Capitol 5688)	46
26	23	<b>I'M DOING THIS FOR DADDY</b> Johnny Wright (Decca 32002)	
27	23	<b>DADDY'S COMING HOME NEXT WEEK</b> Charlie Walker (Epic 10063)	
28	23	<b>TALLEST TREE</b> Bonnie Guitar (Dot 16919)	
29	23	<b>FIVE LITTLE JOHNSON GIRLS</b> Stonemans (MGM 13557)	
30	23	<b>LITTLE PINK MACK</b> Kay Adams (Tower 269)	
31	23	<b>I'M GONNA LEAVE YOU</b> Anita Carter (RCA Victor 8923)	
32	23	<b>MAN WITH A PLAN</b> Carl Smith (Columbia 43753)	
33	23	<b>WACO</b> Lorne Greene (RCA Victor 8901)	
34	23	<b>THE BARON</b> Dick Curless (Tower 255)	
35	23	<b>I'M TURNING IN MY STAR</b> Red Simpson (Capitol 5717)	
36	23	<b>ALMOST PERSUADED</b> (Al Gallico—BMI) David Houston (Epic 10025)	
37	23	<b>THE TIP OF MY FINGERS</b> (Tree, Champion—BMI) Eddy Arnold (RCA Victor 8869)	
38	23	<b>BLUE SIDE OF LONESOME</b> (Glad—BMI) Jim Reeves (RCA Victor 8902)	
39	23	<b>ROOM IN YOUR HEART</b> (Marson—BMI) Sonny James (Capitol 5690)	
40	23	<b>THE SHOE GOES ON THE OTHER FOOT TONIGHT</b> (Mariposa—BMI) Marty Robbins (Columbia 43680)	
41	23	<b>THE STREETS OF BALTIMORE</b> (Glaser—BMI) Bobby Bare (RCA Victor 8851)	
42	23	<b>A MILLION AND ONE</b> (Silver Star—BMI) Billy Walker (Monument 943)	
43	23	<b>4033</b> (Glad—BMI) George Jones (Musicor 1181)	
44	23	<b>YOU AIN'T WOMAN ENOUGH</b> (Sure-Fire—BMI) Loretta Lynn (Decca 31966)	
45	23	<b>OPEN UP YOUR HEART</b> (Blue Book—BMI) Buck Owens (Capitol 5705)	
46	23	<b>THE LOVIN' MACHINE</b> (Window, Mayhew—BMI) Johnny Paycheck (Little Darlin' 004)	
47	23	<b>I GET THE FEVER</b> (Stallion—BMI) Bill Anderson (Decca 31999)	
48	23	<b>THE BOTTLE LET ME DOWN</b> (Blue Book—BMI) Merle Haggard (Capitol 5704)	
49	23	<b>IT'S ALL OVER</b> (Wilderness—BMI) Kitty Wells (Decca 31957)	
50	23	<b>IF TEARDROPS WERE SILVER</b> (Tree—BMI) Jean Shepard (Capitol 5681)	
51	23	<b>I CAN'T KEEP AWAY FROM YOU</b> (Bronze—SESAC) Wilburn Bros. (Decca 31974)	
52	23	<b>STANDING IN THE SHADOWS</b> (Ly—Rann—BMI) Hank Williams, Jr. (MGM 13504)	
53	23	<b>SWINGING DOORS</b> (Bluebook—BMI) Merle Haggard (Capitol 5600)	
54	23	<b>WALKIN' ON NEW GRASS</b> (Pamper—BMI) Kenny Price (Boone 1042)	
55	23	<b>MOMMY, CAN I STILL CALL HIM DADDY?</b> (Tree—BMI) Dottie West (RCA Victor 8900)	
56	23	<b>THE WORLD IS ROUND</b> (Four Star—BMI) Roy Drusky (Mercury 72586)	
57	23	<b>THINK OF ME</b> (Bluebook—BMI) Buck Owens (Capitol 5647)	
58	23	<b>I HEAR LITTLE ROCK CALLING</b> (Acclaim—BMI) Ferlin Husky (Capitol 5679)	
59	23	<b>BLUES PLUS BOOZE</b> (Sure Fire—BMI) Stonewall Jackson (Columbia 43718)	
60	23	<b>AT EASE HEART</b> (Acuff-Rose—BMI) Ernie Ashworth (Hickory 1400)	

Considering the fantastic boom in color television, and considering the fact that country music is one of the most colorful forms of entertainment, what could be more natural than to have a standard C&W TVer like the Porter Wagoner show go into color production? The first taping sessions at the WSM-TV studios in Nashville are planned for early next month and will feature, in addition to Porter, Norma Jean, Speck Rhodes, the Wagonmasters and emcee Don Houser, who this season replaces T. Tommy Cutrer. The show has a weekly audience of some 30 million in 80 markets and is undoubtedly the top syndicated country TVer coming out of Music City.

Bobby Bare, who's been blazing along with his "Streets Of Baltimore" effort, didn't realize until recently just what a hot property he is. After returning from a family outing, Bobby found smoke pouring from the windows of his recently purchased home in the suburbs of Nashville. Quick action confined the flames to the kitchen but extensive smoke damage has made it necessary for the Bares to find temporary living quarters for a few weeks until the place can be made livable again. Bobby himself will be spending most of that time out of town, however, as his personal appearance schedule will keep him traveling through Louisiana, Texas, Virginia and Georgia until the end of the month.

Carousel Records, a division of the Paul Bragg Studios, has just signed an exclusive recording contract with Arlo McDaniel. The first two sides, "I Heard Wedding Bells Ring" b/w "Unless I Have You," have just been released.

On the broadcasting front, KGBS-Los Angeles will be hosting a country spectacular on Oct. 8 at the local Shrine Auditorium, as a result of the success of the station's first package at the Hollywood Bowl in June. The next show will headline LeRoy Van Dyke, Red Foley, David Houston, the Stoneman Family and Bonnie Guitar, and will be followed by a schedule of monthly shows. Those slated for upcoming shows include Buck Owens and the Buckaroos, Sonny James, Jimmy Wakely, Carl Smith, Webb Pierce, Hank Williams, Jr., Hank Snow, Connie Smith, George Hamilton IV, Red Sovine, Little Jimmy Dickens and Stonewall Jackson, among others. . . .

KWNT has just finished its poll on most requested artists, concluded with an "all request" Labor Day weekend. Top 5 Males were Jim Reeves, Eddy Arnold, David Houston, Hank Thompson and a tie between Buck Owens and Bill Anderson. Gal winners were Loretta Lynn, Wilma Burgess, Skeeter Davis, Kitty Wells and Jean Shepard. Group winners were the Sons of the Pioneers, the Stonemans, Ray Pillow & Jean Shepard, Ernest Tubb & Loretta and the Willis Brothers. Most requested instrumentalist was Boots Randolph. . . . Gary Hamilton, former WACO spinner has joined the announcing staff at KBER-San Antonio, as has Hank Fischer, formerly with KITY-FM. . . . The KXLR "Mr. Country Music DJ of Arkansas" is over and the winner was none other than Cuzin George Goan. . . . WHIN-Gallatin, Tenn. has seen the light and has just returned to the C&W fold. The outlet, founded in 1948 with a country format, switched over to rock in 1950. . . . KFAY-Fayetteville, Ark. is changing to a country format and can use all the singles and LP's they can get (2 copies of LP's and 2 copies of singles).

Don Bowman and Ferlin Husky have been officially set as the male leads in an upcoming film production of "Hawaiian Hillbillies." The film will be written along the lines of "Las Vegas Hillbillies," in which they both starred, along with Jayne Mansfield and Mamie Van Doren. The Hawaiian movie will be shot on location in Nashville, Hollywood and Honolulu in late November and December.

Clyde Beavers drops a line from Puerto Rico, where he is just wrapping up a 10-day tour, and tells us that he scored so well that he'll be back down there around Christmas time. That will be his third trip to the island this year. Some life! After Clyde and the Eager Beavers leave the island life behind, they'll be joining Georgia gubernatorial candidate Garland Byrd in the Sept. primaries, then will follow by teaming up with Tennessee's Gov. Frank Clement in the general election for the U.S. Senate (Clement just recently won the Volunteer State primary). Look for a new single release from Clyde pretty soon.

(Continued on page 56)

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SAND RECORDS  
5653 1/2 Hollywood Blvd.  
Hollywood, Calif. 90028



# COUNTRY REVIEWS

B+ very good  
B good

C+ fair  
C mediocre

## THE CASH BOX BULLSEYE



THE LAST THING ON MY MIND (2:36)  
[Deep Fork ASCAP—Paxton]

MAMA, YOU BEEN ON MY MIND (2:31)  
[M. WITMARK & SONS ASCAP—Dylan]

LESTER FLATT & EARL SCRUGGS (Columbia 43803)

Perhaps one of countrydom's finest pair of musicians, Flatt & Scruggs can count on heavy airplay with this version of the oft-cut contemporary folk ditty, "The Last Thing On My Mind." The boys (along with the Foggy Mountain crew) do their usual outstanding job on the side. Deserves good play. Another super-fine effort on Dylan's "Mama, You Been On My Mind." Take your pick.

TEARDROP LANE (2:25) [Central Songs BMI—Miller]

LORRAINE (2:10) [Central Songs BMI—Miller]

NED MILLER (Capitol 5742)

After making a good deal of noise with his recent "Summer Roses" outing, Ned Miller should do even better with this stand tabbed "Teardrop Lane." Side is a pain-filled, melancholy story of a guy suffering with only memories of his old love. "Lorraine" is a sweet, self-penned romancer.

## Newcomer Pick

DON'T PIDDLEROUND THE PUDDLE (1:59)  
[English, Big "D" BMI—Jennings, McDuff, Couch, Douglas]

I CAN'T FORGET YOUR MEMORY (2:30)  
[English BMI—Jennings, Douglas]

TONY DOUGLAS (Sims 294)

Tony Douglas stands an excellent chance to break out into the big picture with this choice outing dubbed "Don't Piddle Round The Puddle." A pert, persnickety cutie, the lid offers a real cute catchy sound. Should do well. "I Can't Forget Your Memory" is a slow-moving blues stand.

IF THIS IS LOVE (The Whole World Is In Trouble) (2:13)  
[Yonah SESAC—Anderson]

WAS YESTERDAY THAT LONG AGO (2:39) [Peach SESAC—Hood]  
AL CHANEY (Chart 1365)

Look for Al Chaney to do healthy business with this first-rate lid called "If This Is Love (The Whole World Is In Trouble)." Songster offers up a fast-paced, stompin' stand about a couple who just can't seem to get along. "Was Yesterday That Long Ago" is a slowed-down weeser.

ALL TOGETHER (3:05) [Tree BMI—Fischer]

LONELY CITY (2:52) [Tree BMI—Fischer]

BOBBY FISCHER (Dial 4035)

Bobby Fischer could well score lots of points with this self-penned Dial debut. Top side, "All Together," is a pretty, touching tale of a guy who's willing to ignore his girl's infidelities in order to keep her. Keep an eye on this one. "Lonely City" is a bouncing mover with lots of appeal.

THE ONLY WAY TO FLY (2:33) [Bettye Jean BMI—Miller]

DON'T LET YOUR LOVE GROW COLD (1:54)  
[Bettye Jean BMI—Miller]

RAY SANDERS (Tower 270)

This effort by Ray Sanders, tabbed "The Only Way To Fly," may well be just the ticket to have the songster soaring up the chart. Lid is a tip-toeing, finger-popping shuffler with an easy-to-listen-to sound. "Don't Let Your Love Grow Cold" is a rompin' toe-tapper.

GENE WYATT (Dollie 502)

(B+) FIGHTIN' FOR THE FREE LAND (2:28) [Cedarwood, Heads Up BMI—Marais] Gene Wyatt could well stir up plenty of action with this steady-paced, feelingful effort about a boy who dies for his country.

(B) SEARCHING FOR A NEW LOVE AFFAIR (2:29) [Cedarwood, Heads Up BMI—Marais] Flip is a mid-tempo, thumpin' tale of a man on the rebound.

KITTY HAWKINS (Capa 134)

(B+) I'VE ONLY MYSELF TO BLAME (2:12) [Law BMI—Allen] Kitty Hawkins serves up a blues-laced, tearjerkin' tale of woe which could make a lot of noise for the young lass. Nice effort.

(B) WATER UNDER THE BRIDGE (2:29) [Law BMI—Hawkins] Undercut is another weeper, also prettily handled.



# TOP COUNTRY ALBUMS

- |    |  |    |    |  |    |
|----|--|----|----|--|----|
| 1  | ALMOST PERSUADED<br>David Houston<br>(Epic LN 24213/BN 26213)          | 1  | 17 | PUT IT OFF UNTIL TOMORROW<br>Bill Philips (Decca DL 4792/74792)                        | 22 |
| 2  | CARNEGIE HALL CONCERT<br>Buck Owens & Buckaroos<br>(Capitol T/ST 2556) | 2  | 18 | MOVIN' ON/LUKE THE DRIFTER<br>Hank Williams (MGM E/SE 4380)                            | 16 |
| 3  | THE LAST WORD IN LONESOME<br>Eddy Arnold (RCA Victor LPM/LSP 3622)     | 3  | 19 | LET'S GO COUNTRY<br>Wilburn Bros. (Decca DL 4764/7464)                                 | 21 |
| 4  | SUFFER TIME<br>Dottie West (RCA Victor LPM/LSP 3587)                   | 5  | 20 | GEORGE JONES GOLDEN HITS<br>(United Artists PAL 3532/UAS 6532)                         | 24 |
| 5  | DISTANT DRUMS<br>Jim Reeves<br>(RCA Victor LPM 3542/LSP 3542)          | 4  | 21 | I WANT TO GO WITH YOU<br>Eddy Arnold (RCA Victor LPM/LSP 3507)                         | 17 |
| 6  | I LOVE YOU DROPS<br>Bill Anderson (Decca DL 4771/7 4771)               | 9  | 22 | THE DRIFTER<br>Marty Robbins<br>(Columbia CL 2527/CS 9327)                             | 28 |
| 7  | DON'T TOUCH ME<br>Wilma Burgess (Decca DL 4788/74788)                  | 6  | 23 | ANOTHER BRIDGE TO BURN<br>Ray Price (Columbia CL 2528/CS 9328)                         | —  |
| 8  | EVIL ON YOUR MIND<br>Jan Howard (Decca DL 4793/74793)                  | 7  | 24 | JOHNNY PAYCHECK AT CARNEGIE HALL<br>(Little Darlin' LD 4001/SLD 8001)                  | 25 |
| 9  | THE COUNTRY TOUCH<br>Warner Mack (Decca DL 4766/74766)                 | 12 | 25 | COUNTRY SHADOWS<br>Hank Williams, Jr. (MGM E/SE 4391)                                  | 26 |
| 10 | I'M A PEOPLE<br>George Jones (Musicor MM 2099/MS 3099)                 | 8  | 26 | GETTIN' ANY FEED FOR YOUR CHICKENS<br>Del Reeves<br>(United Artists UAL 3530/UAS 6530) | —  |
| 11 | MANY HAPPY HANGOVERS<br>Jean Shepard (Capitol T/ST 2547)               | 10 | 27 | ALONE WITH YOU<br>Jimmy Edward Brown<br>(RCA Victor LPM/LSP 3569)                      | 23 |
| 12 | DUST ON MOTHER'S BIBLE<br>Buck Owens (Capitol T 2443/ST 2443)          | 11 | 28 | DON GIBSON WITH SPANISH GUITARS<br>(RCA Victor LPM/LSP 3594)                           | 29 |
| 13 | COUNTRY ALL THE WAY<br>Kitty Wells (Decca DL 4776/74776)               | 14 | 29 | PLEASE DON'T HURT ME<br>Norma Jean (RCA Victor LPM/LSP 3541)                           | 19 |
| 14 | I LIKE 'EM COUNTRY<br>Loretta Lynn (Decca DL 4744/74744)               | 13 | 30 | DYNAMIC<br>Tommy Collins<br>(Columbia CL 2510/CS 9310)                                 | 27 |
| 15 | TILL THE LAST LEAF SHALL FALL<br>Sonny James (Capitol T/ST 2561)       | 15 |    |  |    |
| 16 | STEEL RAIL BLUES<br>George Hamilton IV<br>(RCA Victor LPM/LSP 3601)    | 20 |    |  |    |

VERNON OXFORD  
(RCA Victor 8943)

(B+) GOIN' HOME (1:54) [Wilderness BMI—Howard] Vernon Oxford may well find himself decorating the charts with this galloping, happy-sounding item about a man who's tired of running around. Could be.

(B) BABY SISTER (2:34) [Wilderness BMI—Milette] Flip is a touching, sentiment-filled tale of a man whose sister has hit the skids.

BILL GRIFFITH (Belfair 1007)

(B+) HEY LITTLE JUDY (2:00) [16-10 BMI—Griffith] Here's an item that could do big things for Bill Griffith. Side is a cute, warm-hearted stanza about a guy wanting to date special little gal.

(B) AFTER A HEARTQUAKE (3:06) [16-10 BMI—Griffith, Beason, Casey] This one's a tear-tugging tale filled with heartache and woe.

RAY & J.D. (RayBo 104)

(B+) CRAZY ARMS (2:58) [Pamper, Champion BMI—Seals, Mooney] Ray & J.D., along with the Broncos, could pick up a nice bit of coin with this mid-tempo, tear-drenched ode about a shattered love affair.

(B) ARE YOU TEASING ME (2:49) [Acuff-Rose BMI—C./I. Louvin] Boys come across with a walloping, doubt-filled ditty on this side.

JAY DUGAS (Shurfine 023)

(B+) COLINDA (2:12) [Big Bopper BMI—Bernard] Look for Jay Dugas to make some noise with this infectious, "cajun-language" ditty about a Bayou beauty who knocks 'em dead. A cutie.

(B) JENNY LYNN (1:55) [Copper State BMI—Vernon] Another cajun queen steps into the lime-light on the undercut.

CHUCK WOOD (Mercury 72609)

(B+) LONELY'S THE ONLY HABIT I GOT (2:15) [Fingerlake BMI—Emerson] Chuck Wood could do Top 50 business with this well-done, stompin' lid that tells of a guy who's lost out with his gal.

(B) I REALLY GOT THE BUSINESS (2:35) [Screen Gems—Columbia BMI—Moore] Equally attractive, this side is another tale of a broken heart (and a broken bank account).

DON MEREDITH (Reveller 102)

(B+) TRAVELIN' MAN (2:20) [Big "D"—Williams] Gridiron hero Don Meredith may well find himself a recording idol as a result of this loping, easy-paced ditty about a guy with a lonesome heart and wandering feet.

(B) THEM THAT AIN'T GOT IT CAN'T LOSE (2:15) [Painted Desert BMI—Smith] Lighthearted, happy-go-lucky bouncer here.

COUNTRY ROUNDUP (Continued from page 55)

Gene Gentry has signed up with Sand Records, with his debut single, "The Busy Signal" b/w "Tomorrow Will Be Our Wedding Day," just released. Gene has a long background in the entertainment world, including TV and movies ("Dobie Gillis," "Your Cheatin' Heart," "Whatusi A-Go-Go," "Hold On," etc.), stage ("Tunnel Of Love," "Look Homeward Angel," "Stalag 17," etc.) newscasting, staff

announcing and platter spinning. Kathy Dee, former UA songstress, has just wrapped up a week in Hollywood doing club dates and sessions for her new label affiliation, Progressive Sounds of America. Her first session is set for Convention time. Just prior to the Country Festival, Kathy will head for Toronto to open a week stand at the "Horseshoe" Inn.

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# JAPAN

Glancing through Pop Chart here, we notice Philips possesses all of the upper part of the chart, with the "Baraga Saita" by Mike Maki, "Itsumademo, Itsumademo" by the Savage, and "Wakomono-Tachi" by the Broadside Four. "Baraga Saita" has sold more than 750,000 copies since it was released, and "Itsumademo, Itsumademo" has sold more than 450,000 copies. Nobuya Ito, section manager of Philips, said the firm has prepared six new folk songs to be released during the term, Sept.-Oct., in which the Spiders' "Yuhi Ga Naitairu", Mike Maki's "Kazeni Utao", the Savages' "Tenohirani Aio" and some others are seen.

While the gathering together with fan and artists above has been held at various places at various times, their popularity will go further with folk song popularity which prevails in every corner of Japan.

While a new tune, "Last Train To Clarksville" by the Monkees on Colgems by RCA victor was released, RCA Victor of Japan is reportedly examining the release on that new label. If decided, the release will be made after this October, the firm said.

Nippon Victor this time decided to have a serial release with a title "Victor Golden Best Album" with a strong push setting a special sales expansion term during September—the end of this year.

"Victor Golden Best Albums" consist of 20 populated LP's which were selected among released LP's by the firm. Among serial album LP's, names of artists are Perez Prado, Glenn Miller, Three Sons, Elvis Presley, Los Indios Tabajaras, Harry Belafonte and others are seen, while "Southern Pacific" and "Academy Award Films Themes" on sound track are seen of them.

Nippon Columbia will come out with an anniversary release LP "Mitch Miller" on Sept. 20 to honor their re-visit performance which is scheduled in the beginning of October. The LP gathers "Let's Sing Together With Mitch" and 13 others.

While Japanese locals "Hoshi No Flamenko" released by Nippon Crown has been making a smash hit, the firm will release "Flamenco Guitar Album" on Nov. 1 with the guitarist, David Moreno, who stayed here in July and Aug. for a tour. The LP includes "Hoshi No Flamenko," "One Rainy Night In Tokyo," "Malaguena," "La Cumparsita" and 8 others, while 17 centi LP of the same is released on Oct. 10.

Ai George, now making a tour around the world over with a guitar in his hand, is expected to come back here in the middle of September. The first performance since his return home, is to be held at Sankei Hall in Tokyo on Sept. 23 and at Osaka Kosei Nenkin Hall on Oct. 22 and 23. The performances are most certainly awaited by lots of fans.

Nippon Columbia's top five. SP's sold most in Aug. are "Blue Eyes" (Blue Comets), "Aoi Nagisa" (Blue Comets), "Angel Fish" (Emmy Jackson), "Red Rubber Ball" (the Cyrcle) and "More" (Andy Williams). King Records' top five are "Paint It Black" (the Rolling Stones), "Work Song" (Tijuana Brass), "In Un Fiore" (Wilma Goich), "Don't Bring Me Down" (the Animals), and while Toshiba Records' are "Paperback Writer" (the Beatles), "Ginza Lights" (the Ventures), "Sippin' 'N' Chippin'" (the T-Bones), "Kimito Itsumademo" (the Ventures), and "Michelle" (the Beatles).



# ARGENTINA

Phonogram has added a new group to the local "Liverpool beat" roster, with the first version of "Yellow Submarine" available on the market. Name is the Knacks, and A&R man Santos Lipesker is confident regarding their success in this country. Second version to appear of the "Submarine" was recorded by the Shakers for Odeon Pops, the same label that announced the original waxing by the Beatles.

Speaking about Phonogram, Lipesker reported also the release of the third tango music LP cut by Andre, a sort of soft music that has been very well accepted in other countries as well as in Argentina. Another big tango star, Astor Piazzolla, has cut with his Quintet a new Compact 33 with titles "Revolucionario" and "Retrato De Alfredo Gobbi."

Surco is presenting the first newlists of the Vogue label, with Francoise Hardy, Petula Clark and Antoine as top stars. There is a single and an LP by each of these artists, and also an album by Django Reinhardt and the French Hot Club. These releases end successfully the long negotiations held to obtain the release of the well appreciated Vogue catalog in Argentina.

Chilean disk jockey and magazine publisher Raul Matas has arrived in Buenos Aires and will establish himself in this country. Matas started working in Chile in 1946 and turned into the most popular radio name in that country; afterwards he spent several years in the States, working for WRUL-New York. The last six years he has been in Spain, where he did several top TV and radio programs and published his magazine, "Discomania." In Buenos Aires he will produce TV programs and record tapes for other countries, including his native country, Chile.

RCA has added two new albums to its interesting Vintage Tango series: an LP cut by Carlos Di Carli and his Sextet from 1929 through 1931, and another one by Agustin Magaldi. This series, called "Good Tango" by the label, has already about 25 LP's, covering most of the best tango artists during the past forty years, that is, since regular recordings were started in Argentina.

Music Hall is increasing even more its popular Difusion Musical, whose force is moving other companies to follow suit. Latest additions are an album by folk group Los Gauchos, another one by tango orkster Horacio Salgan and an album with Ariel Ramirez, Jaime Torres and Abel Figueroa, also with folk music. Other albums are "Music Of Buenos Aires," with artists like Hector Maure, Rodolfo Biagi, Carlos di Sarli and Fulvio Salamanca, and the first Co & Ce album: the Vogues.

Big movement at Odeon with the release of the first album of top seller Yaco Monti. To provide better promotion, the label has released a special 7" record with six songs picked from the record, designed exclusively for radios and TV stations. Other releases from Odeon include another Compact 33 by Adamo, one by the Beach Boys (under the Capitol label) and a Liberty recording by Gary Lewis and the Playboys.

Prodisa presents this week its "Musica Mas Hermosa Del Paraguay," new stereo LP cut by Iguazu and his group. The album is part of the label's effort to widen the stereo music market, and features tunes like "Recuerdo de Ipa-carai," "Misionera," "India," "Pajaro Chogüi" and other Paraguayan folk standards.

Dial Records reports the release of an album cut by Dave Brubeck and his Quartet, another one by Stan Getz and a Mainstream album recorded by Billie

# Argentina's Best Sellers

This Week	Last Week	Title	Artist
1	1	Strangers In The Night (Fermata)	Frank Sinatra (Reprise); Luis Dimas, Marito Gonzalez (Music Hall); Hugo Santana (Ariel); Vicky (RCA); Elio Roca (Polydor); Andre (Philips); Sergio Mas (CBS); Lucio Milena (Jockey)
2	2	*Sola (Edami)/Se De Un Mundo Mejor (Fermata)	Palito Ortega (RCA)
3	4	Siempre Te Recordare (Korn)	Yaco Monti (Odeon Pops); Los Nocturnos (Music Hall)
4	3	*El Rey Del Rio (Melograf)	Cuarteto Imperial (CBS)
5	5	These Boots Are Made For Walkin' (M. Populares)	Nancy Sinatra (Reprise); Los In (CBS); Mariachi Brass (Trova); Cinty Li (Odeon Pops); Lucio Milena (Disc Jockey)
6	7	Aline Juan Ramon (RCA)	Victor Alfonso (Odeon Pops)
7	6	Monday Monday (Relay)	Mama's & Papa's (RCA); Bud Shank (Trova); Bobby Solo (CBS); Lucio Milena (Disc Jockey)
8	9	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)
9	8	Los Borrachos Son Ustedes (Korn)	Los Wawanco (Odeon Pops); Los Cinco del Ritmo (Microfon); Tito Alberti (Music Hall); Henry Nelson (CBS); Los Molineros (Diskorn)
10	12	Vita Mia (Korn)	Tony del Monaco (CGD)
11	11	California Dreamin' (Relay)	Mama's & Papa's, Barbara & Dick (RCA); Bud Shank (Trova); Richard Anthony (Odeon Pops); L. Milena (Disc Jockey)
12	10	Libera (Ricordi)	Ornella Vanoni (CBS)
13	13	*Lagrimas De Un Reguerdo (Korn)	Yaco Monti (Odeon Pops)
14	15	Monsieur Cannibale (Fermata)	Sacha Distel (Fermata); Bingo Reyna (Disc Jockey); Ronnie Montalban (CBS)
15	14	El Conductor (Korn)	Henry Nelson (CBS); Los Wawanco (Odeon Pops); Los Caucanos (Music Hall); Los Molineros (Diskorn); Chico Novarro (Philips); Enrique Lynch (Disc Jockey)
16	—	Lara's Theme (Neumann)	Roger Williams (Kapp); Ray Conniff (CBS); Al Korvin (Prodisa)
17	18	Sin Fe/Usted (Edami)	Jose Feliciano (RCA)
18	20	*Este Fini (Aznavour)	Charles Aznavour (Disc Jockey)
19	17	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)
20	19	Paris Au Mois D'Aout (Aznavour-Milron)	Charles Aznavour, Rosamel Araya (Disc Jockey)
20	16	Paperback Writer (Northern-Fermata)	The Beatles (Odeon Pops); Frankie & Johnny (Ala-Nicky)

# Japan's Best Sellers

## INTERNATIONAL

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

## LOCAL

This Week	Last Week	Title	Artist
1	2	Koi To Namida No Taito—Yukio Hashi	(Victor)
2	1	Hoshi No Flamenko—Teruhiko Saigo	(Crown)
3	3	Oyome Ni Oide—Yuzo Kayama	(Toshiba)
4	6	Kohkotsu No Blues—Mina Aoye	(Victor)
5	5	Nandemonai-Wa—Mari Sono	(Poludor)
6	7	On-Na No Tameiki—Shinichi Mori	(Victor)
7	4	Yogiri No Bojo—Yujiro Ishihara	(Teichiku)
8	10	Zesshoh—Kazuo Funaki	(Columbia)
9	8	Taito Ni Yah!—Kazuo Funaki	(Columbia)
10	—	Aishu-No Amsterdam—Sayuri Yoshinaga	(Victor)

## ALBUMS

This Week	Last Week	Title	Artist
1	1	Sil Austin In Blues—Sil Austin	(Philips)
2	2	Best Of Peter, Paul & Mary—Peter, Paul & Mary	(Warner Bros.)
3	3	Andy Williams Delux—Andy Williams	(CBS)
4	4	South Pacific—Sound Track	(RCA Victor)
5	5	The Brothers Four Sing Lennon, McCartney—The Brothers Four	(CBS)

## ARGENTINA (Continued)

Holiday, along with Time albums cut by Hugo Montenegro, Hal Mooney and Bellini, this one with music written by Irving Berlin.

Disc Jockey Records reports top celebrities in recordings: two songs recorded by Bingo Reyna a Friday evening were available for sale the Monday morning. Titles were "Monsieur Cannibale," sung in Spanish, and "Ritmo Bingo." Other releases are "La Estatua," recorded by Rosamel Araya and reproduced soon in Spain, and the version of "Paris Au Mois D'Aout" in Spanish, by the same chanter.

Fermata reports that Los Mankenses have recorded for CBS "Quisiera Ser Un Gallo," while Mr. Trombone cut "Entrando Por La Puerta Grande" and Horacio Ascheri, for Music Hall, waxed "Me Enloqueces." The Record Division infoc about "Plucky," cut by Herb Alpert and his Tijuana Brass for A&M and "Wild Thing," by the Troggs, under the Page banner.



# Cash Box



September 24, 1966



Mantovani will begin his 10th annual tour of the U.S. this Saturday (24) in South Orange, N.J. Greeting the English maestro on his tour of 62 different cities will be a new LP from London Records, "Mr. Music . . . Mantovani." This is his 44th album release, six of which have earned gold record awards from the Record Industry Association of America (RIAA). A highlight of the tour will be two performances at Lincoln Center in New York on Sunday, Nov. 27. Mantovani, of course, records for British Decca, whose affiliate in the U.S. is London Records.



# GREAT BRITAIN

French singing star/composer Gilbert Becaud flew into London last week to meet the press at a reception hosted for him by EMI Records. Perhaps one of the best known of his compositions is "What Now My Love" of which there are over 50 recordings. Becaud was in Britain for his first concert date which took place at the Royal Festival Hall and to coincide with the visit EMI issued a single "Sand And Sea," and EP "Chants d'Amour" and three albums "Et Maintenant," "Gilbert Becaud In English" and "Gilbert Becaud Hits."

Teddy Holmes of the Chappell Organization also welcomed him to Britain with a reception in his office to celebrate the recently signed contract between Becaud and Metric Music for all future Becaud compositions. The deal was set up by Ron Kass, director of overseas operation for Liberty Records on behalf of their subsidiary company, Metric Music.

Elated with their No. 1 success "All Or Nothing" (Decca) the Small Faces are working on their second album which will comprise all their own compositions. Their first LP "The Small Faces" has been a consistent best seller since its release. Their new single will also be their own composition as is their current smash. "All Or Nothing" was originally penned with the American market in mind because although now firmly established in Britain they have yet to conquer the American disk world and to this end a new agreement has been reached between their A&R manager Don Arden of Contemporary Records and Press Records (their former U.S. label) for all future releases to be on the RCA label. If "All Or Nothing" takes off in the States the boys will visit there in the New Year but in the meantime they are fulfilling dates in Germany (September 28/29th); Holland (November 12/13th) and Sweden and Denmark (November 19th/27th). All Small Faces compositions are published through Robbins Music.

The happy relationship between Dave Dee, Dozy, Beaky, Mick and Tich, managers Ken Howard and Alan Blaikley and publisher Harold Geller of Lynn Music continues to flourish. It all began in 1964 when Howard and Blaikley were in the throes of their "Have I The Right"—the Honeycombs' success (published by Ivy Music and issued on Pye) which resulted in a Gold Disk for sales over one million. On one of the Honeycombs dates they discovered the zany Dave Dee group and penned "No Time" for their Fontana disk debut which Lynn Music published. Although it didn't set the British charts on fire it sold well in Singapore and Hong Kong and also a French version by Monty got into the French charts. Their next effort "You Make It Move" reached the lower rungs of the charts and paved the way for their big smash "Hold Tight" which got to No. 2, earned them a Silver Disk and established them in the British and continental markets. Their follow up "Hide-away" got to No. 1 in Germany and achieved chart status in Scandinavia. Now comes their latest single "Bend It" again a Howard-Blaikley composition published by Lynn Music and released on Fontana. The boys start a six-week nation-wide tour with the Walker Brothers on October 1st and fulfil engagements in Holland September 23rd and Hamburg September 25th.

EMI's September LP releases include three more in their "The Makers Of History Series" i.e. "Oliver Cromwell," "Abraham Lincoln" and "Elizabeth The Great"—all on the HMV label who also have further issues in the "Songs For" language class series i.e. French, German and Italian. Capitol albums include Matt Monro's first for the label "This Is Life"; "Live" by Lou Rawls and on Stateside Gene Pitney "Nobody Needs Your Love" tagged after his hit single. The Verve label features a galaxy of talent including Pete Seeger, Wynton Kelly-Wes Montgomery, Oscar Peterson, Johnny Hodges etc.

Having already established themselves in the songwriting and artists management fields Alan Blaikley and Ken Howard have now branched out into independent production and their first offering is a new discovery Mike Quinn



A DECADE—Phonodisc recently held its Tenth Anniversary Sales Meeting at the Lord Simcoe Hotel in Toronto. In attendance were sales personnel from throughout Canada plus a host of U.S. record execs. In this photo taken at the gathering are (left to right) Bob Rowland, Toronto; Doug Byrne, Montreal; Ken Graydon, Toronto; Paul Martineau, Montreal; Walter Sokulsky, Winnipeg; Ron Newman, tape and album sales manager, Tamla/Motown Records; John Irvine, Toronto; Don McKim, president, Phonodisc; Dave Thomson, Toronto; Joe Berger, national sales manager, Kapp Records; Norm Leskiw, regional sales manager, Kapp Records; Sid Schaffer, vice president in charge of sales, Kapp Records; Jim Corbett, Montreal branch manager; Hal Ross, national sales manager, Phonodisc Limited.



ONE STRING TO SUCCESS—The Magic Lanterns gather round producer/manager Mike Collier in a discussion of the contracts involving their recent British chart success "Excuse Me Baby" which has been released in the U.S. by Epic Records. The group's lead singer Jimmy Billsbury has a firm hold on an antique one-stringed violin which he discovered and which has helped the foursome achieve its unique sound.

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Charts	Title	Artist	Label
1	3	4	*All Or Nothing	Small Faces	(Decca) Robbins
2	1	6	*Yellow Submarine	The Beatles	(Parlophone) Northern Songs
3	2	7	God Only Knows	The Beach Boys	(Capitol) Immediate
4	7	3	Too Soon To Know	Roy Orbison	(London) Keith Prowse
5	4	5	They're Coming To Take Me Away Ha-Ha	Napolean XIV	(Warner Bros.) Cop Con
6	15	3	Distant Drums	Jim Reeves	(RCA) Acuff Rose
7	10	5	*Lovers Of The World Unite	David & Jonathan	(Columbia) Mills
8	5	8	Mama	Dave Berry	(Decca) Francis Day & Hunter
9	6	9	*With A Girl Like You	The Troggs	(Fontana) Dick James
10	11	5	I Saw Her Again	Mama's & Papa's	(RCA) Dick James
11	14	4	Just Like A Woman	Manfred Mann	(Fontana) Feldman
12	19	2	Working In The Coal Mine	Lee Dorsey	(Stateside) Ardmore & Beechwood
13	12	6	Hi Lilli Hi Lo	Alan Price Set	(Decca) Robbins
14	—	1	*I'm A Boy	The Who	(Reaction) Fabulous
15	9	7	*Visions	Cliff Richard	(Columbia) Belinda
16	8	8	Summer In The City	The Lovin' Spoonful	(Kama Sutra) Robbins
17	—	1	*When I Come Home	Spencer Davis	(Fontana) Island
18	16	4	*More Than Love	Ken Dodd	(Columbia) Keith Prowse
19	—	1	Little Man	Sonny & Cher	(Atlantic) Belinda
20	13	10	Black Is Black	Los Bravos	(Decca) Mellin

\*Local copyrights

## Top Ten LP's

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

## GREAT BRITAIN (Continued)

who makes his debut on Fontana with a Howard-Blaikley composition "Someone's Slipping Into My Mind" published by Schroeder Music.

In Britain for tour and TV dates Otis Reading was welcomed to London by a reception at Blaises at which he met the British Press and deejays. On his first British visit the Atlantic star will be promoting his current release "I Can't Turn You Loose" which looks like a Top Twenty certainty.

Shirley Bassey opens her 6-month American program with a concert at the Coconut Grove, Los Angeles to be followed by dates in Las Vegas, Lake Tahoe, Miami, Boston and a "One Woman Concert" at Carnegie Hall as well as the Dean Martin and Andy Williams TV shows.

QUICKIES: Rodney Burbeck appointed press publicity manager for CBS Records . . . Philips Records conducting sales campaign of their record accessories line . . . John Lennon had Beatle locks shorn for his role in "How I Won The War" . . . Spanish group Los Bravos replacing the Lovin' Spoonful on Dusty Springfield's autumn British tour . . . Already a hit in America "Cherish" by the Association issued here on Decca . . . "Parchman Farm" a track from the fast-selling "Bluesbreaker" LP issued as new John Mayall single on Decca . . . Cher's new Liberty single "Sunny" will not be issued in America . . . From his new film "After The Fox" Peter Sellers joins forces with the Hollies to record the Bacharach-David title song on United Artists . . . New Zealand group the Corvairs make disk debut on HMV with "Tomorrow Is A Long Time" . . . the Rolling Stones nation-wide tour kicks off with concert at the Royal Albert Hall September 23rd . . . Congratulations to the Fourmost for entering The Cash Box Top 100 with "Here, There And Everywhere" on Capitol . . . Also Dusty Springfield now climbing high with "All I See Is You" . . . Dusty flies to the States early in November for club and TV dates . . . Johnny Mathis booked for Bill Cotton Show TV'er . . . the Yardbirds and Ike and Tina Turner on Rolling Stones tour . . . "Yellow Submarine" still topping Best Selling Sheet Music Lists for Northern Songs . . . Matt Monro to star in cabaret at Savoy Hotel.



Bovema Celebrates 20th Year

HOLLAND—Holland, a small country, harassed by the violence of 5 years of German occupation and war-activities has risen fastest of all Nazi-occupied European countries out of economical chaos, which reigned in practically all industrial areas after the intoxication of just regained liberty.

The recording industry too, the pre-war of which were rather moderate, began to recover itself from a period of forced silence, which naturally followed total closing down of import trades. Nevertheless, people in the Dutch wholesale- and retail-business could draw upon a wealthy prewar experience and it soon became very clear, that—like in all other industrial areas—there should be a ready market waiting for this musical product, that the record could easily fly high as a medium of cultural recreation in the constant flow of rising prosperity and the increasing importance of justified spare time-hobbies.

The Start

Gerry Oord Jr., who had become conversant with disks at an early age, backed up by sales-experiences with

other companies, doing England one year and the pre-war triumphs of old labels, such as Imperial and Kristal, wrote to EMI, several times, in order to stimulate this world-concern to create a market for their well known labels in Holland. A lot of problems and restrictions had to be surmounted and import-licenses were scarcely obtainable and modest in quantities. The perseverance of Gerry Oord was soon rewarded with the Dutch agency of the Columbia-label. A small room was hired in a manor-house at the Amsterdam Keizersgracht no. 292 and it was there that Oord started his one-man-business with a number of Columbia records and a healthy dose of dynamics. Thus, in 1946, just one year after the war, Bovema was born, sharing its office-room with a lawyer, a notary and an accountants-office. More rooms became available, as well as a handful of regular employees and, finally, the necessary warehouse-space. A very important step toward greater financial force were the first Army-orders, which Oord succeeded to pilot

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EMI Rescinds Price Hike On Disks

LONDON—Following the criticism which greeted EMI's decision to add a halfpenny to the cost of a single disk to round off the price to 7s. 5d. the

company has now had second thoughts and, in line with the Government's prices policy, has removed the half-penny, reverting to the standard price of 7/4½d.

CBS Meet Looks Ahead 6 Months

LONDON—Plans for the next six months announced by CBS Records at its bi-annual sales conference included a unique classical promotions campaign, a two-pronged winter campaign beginning with 20 top stars on disk and a drive for success through sales.

CBS is to make an all out bid for a greater share of the classical records market with a new conception in classical promotion. The top 150 classical dealers in Britain will be invited to take part and will be presented with a window plaque declaring him to be "A CBS Masterworks Appointed Dealer". Marketing manager, Olav Wyper said: "It is our intention to expand our share of this existing market rather than extend the demand for classical recordings." Slogan for the campaign is to be "Relive The Excitement with CBS Masterworks" and each appointed dealer will be asked to stock at least 200 CBS classical recordings and to take an average of three copies of each new classical release in exchange for a 6ft x 6ft 4ins showcase housing L.P. covers.

Special interior lights will highlight photographs of artists. The promotion begins Nov. 1.

Winter Sales Campaign

The first part of the winter sales campaign has as its slogan "Hear It Where It's Happening on CBS" and will feature 20 new albums by artists

such as Bob Dylan, Tony Bennett, Ray Conniff, Doris Day, Dave Brubeck, Andy Williams, John Barry, Barbra Streisand, The Byrds, Johnny Cash and newly signed Brian Poole. CBS Jazz albums will also be featured and one of the label's most successful artists Dave Brubeck will be visiting Britain later this year.

Classical repertoire manager, Miss Quita Chavez, announced that CBS had signed an exclusive contract with Pierre Boulez and that the celebrated composer/conductor had recorded a two-record pack of the Paris Opera production of Berg's "Wozzek" for November release. She also advised that Leonard Bernstein would be returning to Britain following his triumphant visit earlier this year and that in November Eugene Ormandy will come to Britain to record.

A new promotion campaign to boost the low-priced Realm catalog was also announced by marketing manager Wyper, as well as details of a new easy-to-read catalogue. He also revealed that in future dealers would receive cards showing the position of CBS records in the American Cash Box charts with details of their British release date.

The CBS Sales conference was climaxed by a dinner and cabaret at the Europa Hotel hosted by managing director Ken Glancy.

Philips Strikes It Rich With Japanese Locals

TOKYO—Philips Records' recent success with its new local record program, launched in April, has shaken up almost all A & R men at other record companies. Philips, they admit, started Japanese-originated record production for the first time among foreign labels and the three singles out so far have not only hit the Cash Box Japanese Top 15, but are now dominating three spots out of the top five.

Decorating the chart this week are the Savage's "Itsumademo Itsumademo" at No. 1, Mike Maki's "Bara-Ga Saita" at No. 3 and the Broadside Four's "Wakamono-Tachi" at No. 5.

Previous local records by Japanese artists, despite their number, fared badly in the face of such imported disks as the Beatles. To find a top song in that category was like finding a precious jewel in the beach sand.

But with Mike Maki's sudden rise to national fame a new phenomenon is changing chart activities considerably.

Asked about its "kamikaze" operation, Nobuya Itoh of Philips said that the company is now preparing for an all-out drive for the next six songs due out in the September-October period. They are all "folk" oriented numbers and include Mike Maki's own song "Kaze-ni Utaoh" (Singing In The Wind).

Itoh especially singled out this tune, as Mike has already bought a bus and is scheduled to tour the country singing to and with audience on the vehicle. During this period, "Mike Maki Folk Album No. 1" will be re-recorded in English and come out in English speaking countries through Philips. This will make him come into his own as an international folk artist, said Itoh.

German Radio Stations To Sign Direct Pact With U.S. Labels

A spokesman for the German Radio and TV stations (ARD) reports that a decision has been made to send representatives to the United States to sign direct contracts with U.S. record firms allowing the stations to play the U.S. product without performers' royalties payments.

As no performers' royalties payments are paid by U.S. stations, this is nothing new for U.S. firms. The decision has been approved by the program directors of the 9 key network stations here but is still subject to confirmation by the president of the network.

If this move is successful, it will mean that radio-TV outlets here will play large amounts of U.S. product, as the German industry and the radio outlets are having a fight and radio stations have cut plays to 1/10th of former exposure. The move would then probably go further than the U.S. and would effect many major record industry markets. There is every reason to believe, observers feel, that this step will be well received in the U.S. as the record companies will realize the opportunity available through exposure on German Radio-TV in further strengthening their strong market and sales position in the important German market.

Legal Grounds

The legal grounds for the contracts are based upon the fact that only members of the Rome Convention who ratified the so-called Roman Protocols are bound to pay royalties to performers represented on records for radio-

TV performances. The member nations are Germany, Great Britain, Mexico, Brazil, Equador, Niger, Sweden, Denmark and Czechoslovakia. Performers on recording dates from a country not mentioned above are only protected for their performance rights if the records are released in one or more of the member countries within 30 days of the original release date in the non-member country.

The radio stations have restricted play on all records due to fear that even non-member recordings could have been released in a member country somewhere within the 30 day limit. In that case, royalty payments could be demanded by the performers through their own record affiliate or from the radio station playing the release.

The ARD contract with U.S. firms would call for unrestricted airplay rights with the stations paying for the tape (if tapes were sent) but no royalties to persons other than the composers, lyric writers and composers who are paid through the GEMA who collects for ASCAP and BMI here.

At present U.S. records account for a huge percentage of record sales in West Germany and such heavy exposure could result in a heavy increase in sales on records by U.S. firms in Germany who sign with the German stations. It may also result in many distribution changes in this market as U.S. firms find that airplay equals sales and that their present representative is not on friendly terms with radio outlets here.

See the Germany column in this issue for further details.

Hansa Inks Own Deal With German Outlets

The results of the long drawn out battle between the GVL representing the German record industry and performing artists and ARD, the German radio network and the lack of radio-TV exposure on new product, has already resulted in ties by small producers and labels directly with the ARD for the exposure of their product. The I.F.P.I. (International Federation of the Phono Industry) who are represented by GVL in this fight has already been threatened by several members that they will leave the organization if something is not done quickly.

The first step in this direction has been taken by the strong independent Hansa production group from Berlin. Jack Martin, Hansa promotion

chief, said that Hansa was never a direct member of I.F.P.I. but had given their radio-TV performance rights to their distribution firm, Ariola who is a member. In a new contract for distribution which went into effect on September 1, Hansa withdrew the radio-TV performance rights from Ariola and will handle for separate contract with each of the 9 key ARD stations. Martin said that it is bad enough that the great number of recordings offered the stations through the I.F.P.I. results in less extensive promotion on some good possible hits and that it is impossible that a large publishing group like Hansa with its own independent production and label can be expected to afford the con-

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Int'l Guests Learn The 3 R's At Pye's Annual Sales Conference

LONDON—There was a distinct international flavor about the Pye Records 7th Sales Conference, which took place in London last week attended by over 80 sales representatives and delegates from 16 overseas countries. Pye's Managing director Louis Benjamin told Cash Box that both from a domestic and overseas point of view the International Convention proved to be an unqualified success.

An eve-of-conference cocktail party hosted by Benjamin to welcome the overseas visitors was a brilliant and successful prelude to the three-day convention. Guests included Mike Maitland, president of Warner Bros-Repriase; Jim Bailey and Irving Chezar, Mr. and Mrs. Leon Cabat, P. Claude and A. Vidal of Vogue France; J. J. Finsterwald and L. Yaskiel of Deutsche Vogue; R. Meylemans of Vogue Belgium; A. Cantacuzene of Vogue Switzerland; E. Landquist of Philips Sonora Sweden; Mr. and Mrs. Morks of Morks Music Denmark; H. Kellerman and R. Oeges of Negram Holland; D. Zeira of Hataklit Israel;

Mr. and Mrs. Martin Gesar of Greece; H. Tveten of Norsk Norway; G. P. Ricci of RCA Italiana; J. M. Vidal and L. Calvo of Hispavox Spain; M. Cag-

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Mathis Theatre Debut Clicks

LONDON—Following his successful London cabaret season at the Talk of the Town nitery, Johnny Mathis made his London theatrical debut at the Prince of Wales last week and the audience loved every moment of it. From the moment he appeared on stage to the music of "On A Wonderful Day" until his closing ballad "The Impossible Dream" the audience listened enthralled as he sang his way through such favorites as "On A Clear Day," "Misty," "12th Of Never," etc., etc. Aply supported by The Younger Generation Johnny Mathis was a winner from start to finish. After two hours and nine curtain calls it was only when the orchestra played the National Anthem that the audience left their seats to go home.

# Bovema Celebrates 20th Year

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along numerous import-restrictions. Bovema obtained an order for about 60,000 records, which meant business, success as well as invaluable goodwill. Bovema, getting more and more profits from easy-saleable Columbia-repertoires, felt obliged, one year after its establishment in Amsterdam, to free itself from import-restrictions, for the sake of which a pressing factory was built in Heemstede, in 1948, with the help of EMI. A year later the Dutch record-market, too, underwent the radical revolution of the unbreakable vinylite-long play record, which was followed soon afterwards by 45 rpm-speed-records and singles, all of which caused the 78 rpm-recordings to fall into disuse. Especially as far as the registration and sound-quality of the classical repertoire was concerned, this unique invention symbolised to a large extent the comet-like development of the gramophone record as a document of time. Bovema had to contend again with lack of space, a problem which was radically solved one year after instalment of the pressing plant, by the purchase of a wonderful Swiss villa in Heemstede, which even in this wealthy village attracts a lot of attention with its spotless white walls, its facade—which has become the company's trademark—and its rustic brown wood.

## Move To 'Bronsteeweg'

In 1949 Bovema moved to the 'Bronsteeweg' and the villa was named 'Columbia-House'. There were many other advantages involved with it: the neighborhood of the plant, the central position between the big cities of Amsterdam, The Hague, Rotterdam and Schiphol-airport, the available parking space and the rather rustic surroundings, which inspires those who are working there to creative activity.

The highly continuous expansion of the Dutch record market forced Bovema's president Gerry Oord to further extension. Next to the Columbia label the young company obtained the exclusive agency of the U.S. Capitol-label and the famous, renowned EMI-label "His Master's Voice" in 1952. The Bovema-staff had already extended to about 30 dedicated collaborators, of which crew three label managers, Messrs. Voerman, Engelsma and Hali embodied the very core. From this period on, Bovema developed a unique working-schedule for the exploitation of its labels and, in this respect, it can be ascertained that it was Bovema that introduced the idea of 'label manager'—quite unknown in the past—first in Holland, yes, even in Europe.

Within the framework of its internal organization, Bovema stimulated a healthy, friendly rivalry between its label departments. Each label got its own label manager, who could apply himself independently to the fullest possible exploitation of his own label. In this case, Bovema foresaw that such an independency could only be to the interest of the artist and the success of this policy can easily be read out of the prominent position, which Bovema now occupies, after 20 moving years on the Dutch record-market. The company grew steadily and few people, entering the gates of the rebaptized "Gramophonehouse" could possibly suspect such activities behind those white walls and enchanting facade. The building of the basement-departments and—rooms manifested the constant growth of a moderate, modest one-man-business up to a company, giving a busy day-job to approx. 180 employees. A staff of reps is intensively working the market, for which purpose the whole country is divided into several areas.

Bovema also applied itself to the development of its own Dutch repertoire. In the beginning the company did not possess its own studio and, consequently, recordings had to be made in a rebuilt church, somewhere in the radio city Hilversum. "Gramophonehouse" did have store-rooms, record halls and many other departments at its disposal (a.o. administra-

tion and Publicity). In 1950 the management of the company appointed Mr. Hutter as general proxy. Bovema even had, for recreative purposes, its own tennis-court behind the house, which later had to be withdrawn for the company's ultramodern own studio. Up to round about 1957 Bovema worked the market quite successfully with its three major labels, which is apparent from the various volumes of the 1954-born "Gramophonehouse-news" magazine. Running through those old issues is like running through the still-young history of Bovema. Let's have a look at a few highlights on the basis of these data:

## The Hits

One of the first big successes of Capitol in Holland was Les Paul-Mary Ford's recording of "Vaya con Dios", of which over 85,000 copies were sold. Contributing to Bovema's excellent monthly from the very first beginning were experts like Leo Riemens, Paul Chr. van Westering, Karel Mengelberg and many others. There were concerts and visits to "Gramophonehouse" by Les Paul, Mary Ford the late Nat King Cole, Yma Sumac and the late Benjamino Gigli. Bovema's Dutch Production scored big successes with artists like Eddy Christiani and "The Pico's" (which recorded over 100 accordion-medleys!). In 1955 Bovema discovered the man, who would soon afterwards break all sales-records: His Master's Voice's Johnny Jordaan—and Tante Leen. "Bij Ons In De Jordaan" became something like a rage, a milestone, an unparalleled bestseller! Really a ball was Bovema's celebration of its 10th anniversary with an original garden-party on 24th April 1956, witnessed by EMI's Chairman Sir Joseph Lockwood. On that very day also a completely new, modernized plant was put into use. In 1957 Bovema held its first internal conference at Hotel "Bouwes", Zandvoort. It marked the beginning of a series of Bovema Sales Conventions, which now enjoy a fine reputation with all dealers and, above all, with EMI's Mr. Dines, spiritual father of Bovema and respectfully nicknamed "Fatha Dines" by the whole Bovema-family. Bovema receives its many guests from all over the record world and also its top dealers in Holland, presenting them its new, dynamic plans for the season. On these festive occasions the accent lies on a direct, intimate contact with the retail-trade, on an informative exchange of thoughts and ideas, on which Bovema attaches great value. In this respect, the 1961-instalment of a "Golden-50" Club, which now includes over 100 dealers, is an important step forward to the realization of extra-service and priority and stimulating the real team-spirit among Bovema-clients!

## Conventions & Meetings

Original in its planning, Bovema's Sales Conventions are manifestations of its staff-members, not only being experts in their field, but also stimulating the market with their unquenchable love for the article itself: the gramophone record. Next to these Conventions, which enjoy a lot of goodwill and popularity among dealers, the entire Bovema-staff regularly meets for a two-day working-conference, which contributes to rationalize the internal organization as much as possible. Bovema, of course, stresses upon expert publicity and information. There are regular contacts with press, radio and TV, either by means of Press-bulletins, photo and biographical archives, or through an intensive plugging in all these areas, for which Bovema employs special experts. The publicity-department itself, with a special photo-service, covers designers, copy-writing-dept. and Rotaprint-facilities, supplies all Bovema-dealers with all kinds of material, needed to attract the buyers' attention to the current Bovema-labels: His Master's Voice, Columbia, Capitol, Imperial, Pathé, Stateside, Liberty, Parlophone and Odeon.



BOVEMA STORY IN PICTURES: (top, left to right): 1953: Bovema obtains exclusive sales rights for Capitol in Holland. President Gerry Oord (center) welcomes Capitol head Glenn Wallichs (left) and Bobby Weiss, then with the label, at Gramophonehouse; Bovema's own, ultra-modern studio, where HMV artist Johnny Jordaan cuts one of his million-sellers; Bovema president Oord at his desk with Oord Trophy for top-selling labels he represents; (middle row): the entrance of Gramophonehouse by studio by night; EMI chairman of the board Sir Joseph Lockwood (left) visiting Bovema's record stores with longtime friend of Bovema, the late L. T. Dines (right), Oord (center) and Lockwood's personal assistant; (bottom row): modern interior of Gramophonehouse reception hall; the house that Gerry Oord built: Gramophonehouse Heemstede, as it now looks. It is the headquarters of many EMI and U.S. labels in the Netherlands.

In the course of barely 20 years Bovema, led by its dynamic founder and president Gerry Oord Jr., has developed into the largest independent record company of Holland. A company which, through its independent free competitive release-planning, sees its chance to launch three different versions of one hit-number on the market with a maximum of profit. Speaking of hits: Bovema largely contributed to the enormous development of the special teen repertoire with top artists like Cliff Richard, Adamo, The Beach Boys, The Beatles and many others. Besides this, Bovema pays a lot of attention, of course, to its extensive classical repertoires, carried out through many successful series and manifestations, like the internationally famous Holland-Festival. Famous Bovema-series, for instance, are the "Gramophonehouse Classics", "Musical Miniatures" and the outstanding "5 Stars-Series". Bovema created the last-mentioned in September 1958, letting the classical library to be judged by a completely independent jury, the unanimous opinion and selection of which is a guarantee for technically and artistically perfect 5-Stars-records. The "5 Stars-Committee"—which—unique in this country!—consists of 5 well known experts—critic Leo Riemens and Holland's greatest soprano Mrs. Jo Vincent are among the members—have offered the Dutch record-buying people a classical series, which are really matchless!

Other highlights from previous years are the Holland-Festivals, in which Bovema's presence if personified in EMI-artists such as Otto Klemperer, Carlo Maria Giulini and Elisabeth Schwarzkopf, the annual "Grand Gala du Disques" and the number of Edison-Awards, constantly being given to Bovema-records since its first presentation in 1960. In August 1961, Yehudi Menuhin visited "Gramophonehouse", the labels Liberty and Stateside consolidated Bovema's position on the Hitparades and . . . no Bovema-history in bird's eye-

view would be complete without mentioning the day of 12th July 1959, on which the world famous soprano Maria Callas laid the first stone for a magnificent, highly modern studio, now in full operation during more than 9 years and being a real bulwark of Bovema's production ever since! Being one of the best-equipped in Europe, Bovema can be very proud of its studio-facilities, the more so as-in close collaboration with their technicians—another important step towards greater independence was done in 1962. Studio and pressing-plant got their own lacquer-cutting equipment and galvano-installation, with which they can effect their own matrix-making. This has been successfully put into practice several times: two days after the recording-session the record could be distributed to all dealers in large quantities. This was shown to the Dutch musicpress with rather justified proudness. Many things can happen in a few years' time; on the very place where hard smashes and volleys crossed the net in earlier years, now Bovema-technicians and Holland's top artists are continuously working on new recordings, many of which—like albums of Benedetto Marcello Ensemble—are being exported all over the world.

## The 1960's

The mid-60 years have shown continuous progress both from the commercial and the organisational point of view. In person appearances of artists highly stimulate their sales on record. Especially TV-dates and the annual Grand Galas du Disque are therefore of utmost importance. In '64 Bovema sales got a direct and effective stimulation from the visits of artists like Yehudi Menuhin, Adamo, Bobby Vee, Peter & Gordon, Freddie & The Dreamers, Enrico Macias. Adamo drew enthusiastic audiences in southern provinces, was awarded a Golden Disc for top sales and received an Edison-award for his

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"Wipeout" is a smash in Canada. The re-issue on Dot's Golden Treasures from Quality has hit the top spot on the Dave Boxer list at Montreal's CFCF, and is coming on very strongly in most other Canadian markets. The Surfari's have been getting much air play across Canada, and it would seem that an album would be a money-making venture for all concerned. A sure thing for the top spot on most charts, and at least the top on all charts will be that Valiant outing by the Association, "Cherish." It could well be a modern standard. Other versions of the song was awaited with interest. Dunc Anderson, RCA's man in Winnipeg, reports that "Last Train To Clarksville" by the Monkees is going to be one of the hottest singles at his branch in a month of frosty Fridays. Great new album product from the London H.Q. in Montreal reached C.B. recently. Bobby Hebb's new LP, containing among other great items his smash "Sunny," will hit the top of the best seller lists in very short order. Other entries by London-distributed artists include LP's by the Swingin' Medallions, the Pretty Things, a tremendous album outing tinged with blue that's getting air play—the new Phillips set by Dusty Springfield, and a very commercial set by the Mindbenders. Sparton is hitting the high spots of the Country's charts with must play items by the Standells, "Sometimes Good Guys Don't Wear White," "Hooray For Hazel," an extremely strong follow up to "Sweet Pea" by Tommy Roe, and one that appears to be a sure thing for Ray Charles, "I Chose To Sing The Blues." Hal Ross has been galloping over the Country from his head office at the Phonodisc H.Q. in Toronto. The national

## Pye Sales Conference An Int'l Affair

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layan of Melodie Turkey; A. Trindade of Portugal and Mr. and Mrs. Mintangan of Durium Italy.

### Air of Unity

An atmosphere of unity pervaded both the business and social aspects of the convention. In this respect it is interesting to note that many of Pye's overseas licencees have product in common other than the Pye catalog which shows the development of a large chain of independent companies working closely together. Benjamin said that Pye Records responsibility is three fold—to licencees, licencees and itself. Special emphasis must be placed on the internal creation of product which again is three fold—prestige and moral, responsibility to licencees and financial. These are the three R's essential to running a healthy record business. Application of these rules has not only contributed to Pye's success in the record field but has also paid handsome dividends for their publishing subsidiary, Welbeck Music via the combined talents of Tony Hatch and Petula Clark.

### What's Ahead

The first day's business included a discussion and demonstration of compatible recordings to the satisfaction of licencees, the majority of whom want stereo tapes from which to make their own compatible cuts. It was emphasized that while there is no change in Pye's policy as far as the United Kingdom is concerned they will press compatible disks for export purposes. During the International Sales Conference Louis Benjamin informed delegates that due to the demand from licencees and the trend towards albums in the U.K. Pye, for the first time in their career, were launching a consistent album planning programme. Initial album plans include releases by Jackie Trent, Tony Hatch Orchestra, The Alexander Brothers, four Sounds

Orchestral albums per year, rhythm and blues albums, a series of Cyril Stapleton Dance albums, Sing Along albums, Discotheque albums, etc. Reviewing the year's events Benjamin said that Pye's progress in the phenomenal year of 1964/65 had been maintained in 1965/66 despite the slight recession of British artists in the United States. He announced a considerable improvement in overseas earnings throughout the year, and said it had also been a remarkable year of achievement for the Warner Bros-Reprise product. This was confirmed by the Warner Bros-Reprise screening of autumn releases which impressed the delegates as much as it had Benjamin when he first viewed it earlier this year in America. A&R men introduced their future products and Jim Bailey spoke on the development of cassettes in the United States. Pioneers in the field of low-priced disks via Golden Guinea Pye's latest low-priced Marble Arch series was a prominent feature at the convention. Benjamin announced firm sales of 200,000 Marble Arch LP's before release date and anticipated sales of over a quarter million during the first month. This, despite the fact that these records were not on return or exchange. However, Benjamin stressed that Pye is not, and never would be, a budget company and Marble Arch must take its place within the company without detracting from the full priced product.

It has also been a year of enormous expansion and improvement for Pye's studios who record major artists from companies other than Pye such as The Rolling Stones, Spencer Davis, Nancy Sinatra, etc., etc. The factor has also been further developed by the addition of new presses and can now produce over 100,000 albums and 250,000 singles per week.

The three-day stint terminated with a dinner dance and cabaret for 300 guests.

## Bovema Celebrates 20th Year

(Continued from page 62)

"Vous Permettez Monsieur." In 1965 HMV's Toon Hermans did a fabulous One Man Show on TV, the impact of which resulted in top sales of the show's live-recording. Liberty did big business with Vic Dana's "Red Roses For A Blue Lady," so did Bovema's Imperial-lark Imca Marina with "Harlekino."

Last year this company represented 7 Edison-artists, a highlight that was preceded by two events of historical value. First, Parlophone and Odeon labels entered the Bovema family, bringing the exclusive sales of Beatles hits in this country. Second: Bovema removed record stores and other depts. to newly erected buildings close by the pressing plant. Gramophonehouse's US labels strengthened or firmly stabilized their popmarket position in '65 up to the current year. Liberty sales went up with more than 250% thanks to artists like Vic Dana, P. J. Proby

and Tommy Garrett. Capitol really managed to break through with the Beach Boys ("Barbara Ann," "Sloop John B!") and Al 'Spanish Eyes' Martino.

And now, September 1966, both this record company and its energetic president have reached a milestone of great importance. Not only this month marks Bovema's 20th year of worldwide activities in behalf of music on records, but it is also 35 years ago that Jerry Oord started climbing the ladder that led him to the top of the Dutch recording industry. "But," says Oord, "contrary to what the musical's title suggests, you've really got to try very hard to succeed in business. Don't rely upon the happy-go-luckies, they'll end up being less than 1% of your total output. The 20 years in Gramophonehouse are a worksong—we'll continue to play it, to record it and to sell it!"

sales topper has been calling on distribs in Winnipeg, Calgary and Vancouver of late. The firm is very excited on action their newest line, "Little Darlin'" is stirring up. It gives them some of the strongest C&W entries they have ever had. An out and out smash in all areas is the Cameo outing by "?" and the Mysterians, "96 Tears." It'll be a chart monster from coast to coast. Great reaction noted on the latest by the Guess Who. "And She's Mine" is charting very well in Canada, and seems sure to follow suit in the U.S., upon release there. A good word from no less of a hit picker than Bill Gavin has created some very strong interest for the side in the States.

Distrib switches in Winnipeg see Laurel picking up the Phonodisc lines for Manitoba and Northwestern Ontario, while the west's best-liked record lady, Corrine Burke, takes over the Columbia lines for N.W. Ontario, Manitoba and Saskatchewan. Corrine has a hatful of hits breaking as she takes over the Columbia lines. "Sunshine Superman" on Epic by Donovan has to be one of the firm's biggest singles in many a moon, a whale of a start for Donovan on the label in Canada. Up until this release, Donovan's records had been on Pye from Allied. It also appears that the latest Epic outing for Nancy Ames is set for big chart biz. "Cry Softly" has been a big telephone item at stations across Corrine's mid-west territory. Canadian railroad strike is bound to cause slowdowns in shipment of record product from manufacturers to distributors and dealers. RCA Victor promotion for the latest pactee, Marti Shannon, is doing wonders to introduce the gal singer to the trade and public alike. Press and radio receptions for Marti in Saskatoon were well attended. Her RCA, LP, "You Were On My Mind" is coming in for much deejay attention. No Canadian distrib has, as yet, picked up the hot single on Double Shot in the U.S., "Psychotic Reaction" by the Count Five has turned up on may pop format stations with American deejay service. Latest additions to the deejay lineup at the Lakehead's CKPR include ex-CKCY, Sault Ste. Marie, spinner, Lane Cunningham. He'll host the all-night seg on the station. Moving into CKPR's ten to two spot is "D" Charles. He comes to the Lakehead outlet from Regina's CJME.



INT'L GUESTS—Pictured at an informal gathering held at the home of Louis Benjamin, Pye Records managing director, are overseas visitors to Pye Records International Conference held on September 7, 8 and 9. From Left to Right (top): R. Oeges (Negram, Holland), Louis Benjamin, Mike Maitland (Warner Brothers, Hollywood), J. J. Finsterwald (Deutsche Vogue, Germany), L. Cabat (Vogue, France). From Left to Right (bottom); Luis Vidal (Hispavox, Spain), Eddie Landquist (Philips Sonora, Sweden), Haakon Tveten (Norsk Phonograph, Norway), Mr. & Mrs. Martin Gesar (Music Box, Greece), Jim Bailey (Pye Records, U.S. West Coast), Mrs. Mørk (Mørk Musikforlag, Denmark), Neville Marten (Cash Box).

## Hansa-German Radio Deal

(Continued from page 61)

tinued lack of exposure. Hansa chief Peter Meisel said that Hansa is also responsible to its composers and lyric writers and that the works must be performed in radio-TV in order to bring its writers the performance monies expected. At present, this is not the case. Meisel said that it may well be that the recording industry due to new copyright laws saw problems coming that could only be solved by a wedding with the GVL performing rights society but that an indie publisher-producer can't allow a complete stoppage of plays by important radio outlets of their product especially as this also results in a blockade

of the complete foreign repertoire of the label. Because of the importance of the radio-TV stations, Hansa is willing to give up performance monies in return for more exposure. Most of the musicians and artists represented on the Hansa label are not GVL members, and this move will give the ARD freedom to expose their product. Hansa lawyers are also checking to see if their distributed product originating in performer's rights countries (see other articles in this issue) especially English products will be effected by their move.

For further information about this important fight, see the Germany column in this week's issue.



# SCANDINAVIA

## DENMARK

"16 new for '66" is the slogan used by Hede Nielsens Fabriker A/S (HNF) to introduce the new albums on RCA Victor. The albums include among others "An Evening With Belafonte/Mouskouri", "Bellini and Donizetti Arias", "The Best of Jim Reeves, Vol. II", "The Duke at Tanglewood", etc. A special promotion record with extracts from all the 16 albums is being distributed to record dealers. The artists include, among others, Harry Belafonte, Nana Mouskouri, Jim Reeves, Al Hirt, Henry Mancini, Duke Ellington, Artur Rubinstein, Birgit Nilsson, Los Indios Tabajaras, etc.

Local group, Lollipop, has signed a contract with General Artist Corp. in New York. The Polydor recording trio just had another EP at the market here. NPA (Nordisk Polyphon Akts.) reports that at the moment the best selling records from the company includes "With A Girl Like You" with Troggs on Fontana, "Lana" with Roy Orbison on London and "Paint It Black" with Rolling Stones on Decca. Among recent NPA releases can be mentioned "32nd Floor" with the Washington D.C.'s on CBS, "Stop That Girl" with Chris Andrews on Decca and the first LP with the Troggs, the Fontana recording group now on the charts all over the world. Katy Bødtger, local Polydor recording nightingale has done "Strangers In The Night" in Danish, here titled "Natten Drog Forbi".

Tono Grammofonplader A/S has a new Petula Clark EP on Vogue and in addition 19 LP albums on Amadeo, Mode and New World labels.

A new label has debuted here, it is Jacks Beat Records operating from P.O. Box 22, Nykøbing M. and distributed by Faellesekspeditionen. So far the releases includes two singles with local group Vanguard.

Sonny & Cher just visited Denmark for a TV show. Metronome Records A/s just rushed out their "Little Man"/"Bring It On Home To Me" on Atlantic and took advantage of their visit here with a special promotion campaign for their old and new releases.

Nalle is a name on Danish records, according to NPA and his manager, Bendix Music, a name soon to be known around the globe. After his debut five years ago in a small Danish town, he decided to see something more of the world, and via the merchant navy he one day found himself in Sydney, Australia, where he stayed for a year, among others as member of a local group, Del Fives. After one year Down Yonder, he returned to his native Denmark, and local as well as Swedish TV used him in their shows. Now he is on a Polydor record with "Hi-Lili, Hi-Lo" b.w. "The Letter Song".

## FINLAND

Latest releases from Scandia-Musiikki Oy includes nine new singles, of which can be mentioned Danny with "Kesäkatu" (Summer In The City), Johnny with "Iltapäivää" (Sunny Afternoon), Kristina Hautala with "Divarin Helmi" (Second Hand Rose) and "Ei Koskaan" (You Don't Have To Say You Love Me).

## NORWAY

Local group Vanguard has a new single on the market, and according to Arne Bendiksen, head of Arne Bendiksen A/S, they will be back on charts again within a short time with this Triola release. Other recent releases from the same company includes "I'm A Nut" with Leroy Pullins on Kapp, "The Other Side Of This Life" with Peter, Paul & Mary on Warner Bros., "Summer Wind" with Frank Sinatra on Reprise and Napoleon XIV on WB with "They're Coming To Take Me Away, Ha-haaa".

Norsk Phonogram A/S has found a new local group, The 4 Chiefs, just making their debut at Philips.

The Scavers, Troll recording group has their fifth single at the market here this week. The titles are "Love Minus Zero" b.w. "Take It Or Leave It". Jörg-Fr. Ellertsen A/S, manufacturer of Troll, has also found a new group, Arrows, just out with their debut record.

## SWEDEN

Shortly after the tragic death of Stig Ost, member of the group Family Four (as reported last week he was killed in an accident) another group was involved in a car accident. On their way to southern Sweden for a concert, the Paars got involved in a front-to-front collision and Ronnie Nilsson, 18, was immediately killed while Claes-Göran Hagesäter, 19, was seriously injured. A woman in the meeting car was also killed. The many recent accidents have started a discussion about the pop groups and their engagements. It often happens that a group is contracted for three or four or even more appearances one evening, each one miles away from the other. When trying to arrive at contracted time, they usually keep to high speed and a number of accidents have happened these last years, however, until now the most serious injuries have been a broken arm or leg. In this connection, it should be mentioned that the accident in which Family Four was involved had nothing to do with high speed, it was purely an accident caused by a converging truck.

Sonny & Cher was in Stockholm the other day for TV. Their European round-trip takes them to TV in Helsinki, Oslo, Copenhagen, Paris, Rome and Brussels. In Paris, they are contracted for a show at the Olympia, too, and while in Rome, they will try to meet the Pope. They arrived in Stockholm from Hamburg. With them on their European tour is Ronald S. Kass of Liberty Records, Los Angeles.

José Feliciano, RCA Victor recording artist, visited Sweden last January and among others appeared on a TV show. SBC-TV has been holding back the program until last week when it was shown and well received. Among recent RCA Victor releases from Grammofon AB Electra can be mentioned "I Can't Help Loving You" with Paul Anka, an EP with Les Chakachas, five RCA Victor LPs and seven albums with classical music on Decca.

Finally, a correction. Southern Music AB has been incorrectly credited as publishers of "Hanky Panky", a tune now on the Swedish charts. Correct publisher is Belinda (Scandinavia) AB in Stockholm.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	2	Ved Landsbyens Warmy Music	Gadegaer (Keld & Donkeys/HMV)
2	2	2	Yellow Submarine	(Beatles/Parlophone) Multitone A/S, Denmark
3	3	11	Sherry	(Red Squares/Columbia) Imudico A/S, Denmark
4	4	15	Beautiful Brown Eyes	(Sir Henry & His Butlers/Columbia) Imudico A/S, Denmark
5	5	12	Paperback Writer	(Beatles/Parlophone) Multitone A/S, Denmark
6	6	6	Sunny Afternoon	(Kinks/Pye) Belinda (Scandinavia) AB, Sweden
7	7	2	Love Letters	(Elvis Presley/RCA Victor)
8	9	2	Ulven Peter (Lil' Red Riding Hood)	(Peter Belli & Les Rivals/Triola) Mørks Musikforlag, Denmark
9	8	6	Strangers In The Night	(Frank Sinatra/Reprise) Sweden Music AB, Sweden
10	10	11	*Otte Dage	(Bjørn Tidmand/Odeon) Imudico A/S, Denmark

## Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Title	Artist
1	1	5	Yellow Submarine	(Beatles/Parlophone) Sonora Musikförlags AB, Sweden
2	2	4	Summer In The City	(Lovin' Spoonful/Kama Sutra) Reuter & Reuter AB, Sweden
3	4	13	Strangers In The Night	(Frank Sinatra/Reprise) Sweden Music AB, Sweden
4	3	4	With A Girl Like You	(Troggs/Fontana) Sonora Musikförlags AB, Sweden
5	—	1	Det Tror Jag Inte På	(Sven Ingvars/Svensk-American) Seven Brothers Music Inc./Edition Odeon, Sweden
6	5	3	Black Is Black	(Los Bravos/Decca) Robert Mellin (Scandinavia) AB, Sweden
7	6	2	God Only Knows	(Beach Boys/Capitol) Sweden Music AB, Sweden
8	9	9	Sunny Afternoon	(Kinks/Pye) Belinda (Scandinavia) AB, Sweden
9	—	1	The More I See You	(Chris Montez/London) Sweden Music AB, Sweden
10	7	3	I Saw Her Again	(Mama's & Papa's/RCA Victor) Sweden Music AB, Sweden

## Sweden's Best Sellers

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

\*Local copyright

## Finland's Best Sellers

This Month	Last Month	Title	Artist
1	1	Vähän Ennen Kyyneleitä	(El Angel De La Guarda) (Danny/Scandia) Belinda (Scandinavia) AB, Sweden
2	3	Paint It Black	(Rolling Stones/Decca) Musikkörlaget Essex AB, Sweden
3	5	*Häävalssi	(Tapio Rautavaara/Philips) X-Sävel, Finland
4	2	Hyvin Menee Kuitenkin	(Flowers On the Wall) (Johnny/Scandia) Belinda (Scandinavia) AB, Sweden
5	—	Summer In The City	(Lovin' Spoonful/Kama Sutra) Scandia-Musiikki Oy, Finland
6	—	Sunny Afternoon	(Kinks/Pye) Belinda (Scandinavia) AB, Sweden
7	6	Paperback Writer	(Beatles/Parlophone) Oy Musiikki-Fazer-Musik AB, Finland
8	8	Aja Hiljaa, Isi	(Fahr Langsam, Papi) (Mauri Laurila/Scandia) Scandia-Musiikki Oy, Finland
9	7	Strangers In The Night	(Frank Sinatra/Reprise) Sweden Music AB, Sweden
10	10	Sunny Girl	(Hep Stars/Olga) Europa-Produktion, Sweden

\*Local copyright

### FINLAND'S LP BEST SELLERS

1	—	Revolver	(Beatles/Parlophone)
2	1	Aftermath	(Rolling Stones/Decca)
3	2	*Se Olla Voi Toisinkin Päin	(Danny/Scandia)
4	3	The Sound Of Music	(Soundtrack/RCA Victor)
5	4	*Irwinismi	(Irwin Goodman/Rytmii)

\*Local product



# BRAZIL

From the Chantecler label, of the "Cassio Muniz" organization comes news brought to us by Milton Gama of the Promo Department: chanter Carlos Cesar, very popular in the North and Northeast of the country, is now trying to conquer São Paulo through an album recently released and titled "Triunfos"—his romantic interpretations of the title song and other numbers such as "Sómente Esta Noite," "Alma Orgulhosa," "Eu E A Chuva," "Que Será," etc. are among the selections cut from the LP. For the dancing public, Chantecler is releasing an album with tropical flavour, called "America Tropical," with Billy Jules & Orchestra, with some all-time favorites such as "La Cucaracha," "Carioca," "Siboney," "Aquellos Ojos Verdes," etc.

Recently we gave notice that songstress Claudette Soares was being pacted by Philips, as we were informed directly from the general manager's office in Rio de Janeiro—now we received information from PR man of FDR (of the Mocambo label), Antonio Coimbra, that the lark is still under contract with that company and nothing was mentioned about canceling her contract. Furthermore, we received information that, following the new activity of the reorganized company, another album is being cut for the OBA label, which has everything to become a best-seller—the LP is cut "live" in one of the favorite night-spots of São Paulo, "Urso Branco" (White Bear) and features an instrumental group called "Os Versáteis," whose leader is the young trumpet player we referred to on previous columns, called Ronaldo. Copies will be sold directly to the numerous public of the night spot and several requests are already on the way. A certain panic is being felt among other diskeries because of the negotiations of the company with a local TV organization, who has a great part of the top artists of the country in its cast of exclusivity.

From Rio de Janeiro's Companhia Brasileira De Discos offices, Carlos Gonçalves of the São Paulo promo brings the following information: the new album of top star of the company Elis Regina, for the Philips label, produced by Luiz Mocarzel of the SP office, was cut "live" during a show in Theater Record and will be released next month. During the recording of one of the numbers—"Boa Palavra," by Caetano Veloso, which was among the awarded songs of the Excelsior Festival—some of the musicians of the Symphonic Orchestra of São Paulo, who were accompanying the lark, stood up and applauded. The title of the album cut by Nara Leão for the label and which was to be "Faz Escuro Mas Eu Canto," as notified here before, was changed to "Manhã De Liberdade." NARA was also invited to model dresses for a São Paulo specialty firm.

Paixão Cortes, one of the most important connoisseurs of the Southern folklore of the country, is preparing material for an album to be released under the Philips label. Gilberto Gil, considered one of the top composers of the new musical movement, is preparing the release of his album bow for the same label. Gil has made several conferences and given auditions in the "Teatro Jovem do Rio" and was presented with great success in several Rio and São Paulo TV shows.

A strong reaction was felt about the editorial published in Cash Box about the RCA Victor Music Publishing Companies concerning "Teen Samba" (Samba Jovem). Bruno Quaino who heads the office of the company made an extra special promotion, based in that article and the names of the main responsables for the movement, Chico Feitosa, Castro Neves, Carlos Imperial and Wilson Simonal, creators of the new rhythm which is becoming a all-around favorite here, were sent to all RCA Associated and connected Publishing firms. It is confirmed that songster-composer Udo Jurgens, who won the Eurovision Contest, with his hit number "Merci Chérie" (of the Edições RCA catalogue), will come to Brazil with his "discoverer," publisher Hans Beierlein (Edition Montana, of Germany) in order to attend the "1st. International Festival of Popular Song" in Rio de Janeiro. Quaino also informs that his company signed a contract for representation in Brazil with the U.S. pubbery "Ivan Mogull" and that great plans are expected.

Alfredo Corleta, now heading the PR sector of RCA Victor, in his great activity with the assistance of promo man Waldyr Santos, is sending more news of the company: teen chanter Demetrius, who already knows quite a lot of successes, appears with a new single for RCA with chances to appear in the charts too—"Glorinha" (a Portuguese version of "Fever") b/w "Comendador Mesquita," penned by new twosome of singers-composers Deny & Dino (of the Odeon label). Wilson Miranda, awarded chanter of the MPM style, has a new single in the market, with "Pot-pourri Das Multidões" (a selection of hits of oldtimer Orlando Silva) b/w "Tempo De Paz" of the hit twosome Baden Powell-Vinicius De Moraes. Teen chantress Cidinha Santos appears again with a single in her pure yeah yeah style with "Por Deus, O Que É Que Há" b/w "A Despedida," both accompanied by the Jordans. The first double-compact of teen chantress Meire Pavão, reuniting her four current hits. Oswaldo Fahel, very popular in the North of the country cut his first LP for RCA, featuring old time favorites of the Carnival and others. Finally released the long awaited album of Teen-Samba we mentioned before. Called "Jovem Brasa Apresenta Samba Jovem," the album features the instrumental group composed by the Trio of Mario Castro Neves, the guitar of Chico Feitosa, saxophonist and guitarist of the group "The Fevers," and now called "Conjunto Jovem Brasa" and presenting some of the top hits of the new successful movement.

Francisco F. da Silva, of the Vitale pubbery informs: another teen-star, chantress Rosemary recorded the number "Que Bom Seria," penned by Carlos César and Wanderley Cardoso, of the company's catalogue, and is heading for success. Vocal foursome the Golden Boys have another candidate to success in "Se Eu Fôsse Você," by Rossini Pinto (Vitale). After his hit number "O Professor Apaixonado," Nilton Cesar cut "Chamado Interurbano" of the Vitale catalogue. A new teen vocal twosome called Os Diferentes (Tony and Vitor) cut for the Copacabana label the numbers: "Não Diga Adeus," by Marcio & Ronaldo (Os Vips), "Sou Feliz," by Nairson Menezes, "Larga Do Meu Pé," by Dori Edson and Marcos Roberto and "Eu Quero Saber," penned by the chanters. A new chanter, considered with a different voice, is now cutting for Philips, upon his return from the US where he lived for a long time—his name is Willy Lovitz and his bow numbers are "Sou Bobo" and "Solidão," which are his own compositions and of the Vitale catalogue. Tommy Standen is promoting a new chanter-dancer-composer of the young set called Joás Popes, who cut for Copacabana Tommy's composition "Broto Que Seja Um Pão." It is said that the young artist created a new dance called "Samba-Jóvem" (Teen Samba). Singer-composer Hamilton Di Giorgia is cutting for RCA two of his numbers, with "O Bolha" and "O Mar" all RCA Directors, Ramalho Neto, Alfredo Corleta and Waldyr Santos are confident in the success of the single.

Discos Odeon is announcing latest releases in the classical field: a complete collection of Bethoven Sonatas interpreted by Arthur Schnabel comes in an album for the "Angel" label and was awarded with the "Grand Prix du

## Brazil's Best Sellers

This Week	Last Week	Title	Label
1	1	California Dreamin' (Vitale)	Mama's & Papa's/RCA Victor (Dunhill)
2	13	Esqueça (n.p.)	Robert Carlos/CBS
3	3	*Coruja (Fermata)	Deny & Dino/Odeon
4	2	Você Me Acende (Fermata)	Erasmus Carlos/RGE
5	4	Theme From "Dollaro Bucato" (Fermata)	Gianni Ferrio/Fermata
6	21	Strangers In The Night (Vitale)	Frank Sinatra/Reprise (CBD)
7	16	Meu Bem/Girl (Fermata)	Ronnie Von/Polydor (CBD)
8	5	Suzie Q (Fermata)	Jet Blacks/Chantecler; Johnny Rivers/RCA Victor
9	7	Pobre Menina/Hang On Sloopy (Fermata)	Leno & Lilian/CBS; Jan & Dean/RCA
10	8	Day Tripper (Fermata)	Beatles/Odeon
11	6	Aline (Vitale)	Christophe/FDR (Mocambo/Vogue)
12	12	*Porta Estandarte (n.p.)	Tuca & Geraldo Vandrê/Chantecler
13	10	*Mamãe Passou Açucar Ni Min (Ed. Samba)	Wilson Simonal/Odeon
14	14	Yesterday (Fermata)	Matt Monro/Odeon; Beatles/Odeon; Jack Jones/FDR (Kapp)
15	11	*Veja Se Me Esquece (n.p.)	Dori Edson/Continental
16	17	*Ole Ola (Fermata)	Chico Buarque/RGE Nara Leão/Philips
17	22	Theme From Dr. Jhivago "Lara" (Fermata)	Al Korvin/Fermata
18	9	*Tristeza (Fermata)	Jair Rodrigues/Philips; Ary Cordovil/RGE; Maysa/RCA
19	15	*O Bom (Ed. Samba)	Eduardo Araujo/Odeon
20	19	*Longe, Tão Perto (n.p.)	Os Vips/Continental
21	20	Perdidamente Te Amarei (n.p.)	Joelma/Chantecler
22	18	Sin Tu Amor (n.p.)	Orlando Alvarado/Continental
23	—	Ebrio De Amor (n.p.)	Lindomar Castilho/Continental
24	—	Paperback Writer (Fermata)	Beatles/Odeon
25	23	*Quem Não Se Lembra (Ed. RCA)	Claudio de Barros/RCA Victor

## Brazil's TOP TWELVE LP'S

This Week	Last Week	Title	Label
1	1	Rubber Soul—The Beatles	Odeon
2	3	If You Can Believe Your Eyes And Ears—Mama's & Papa's/RCA	(Dunhill)
3	2	Dois Na Bossa Vol. 2—Elis Regina & Jair Rodrigues	Philips
4	4	Jovem Guarda—Roberto Carlos	CBS
5	5	Help!—The Beatles	Odeon
6	10	Você Me Acende—Erasmus Carlos	RGE
7	6	Isto É Renato—Renato & Seus Blue Caps	CBS
8	—	As 14 Mais Volume 18—Several Brazilian Artists	CBS
9	8	Alguem Na Multidão—The Golden Boys	Odeon
10	9	Os Vips Volume 2—Os Vips	Continental
11	7	Quando O Amor Te Chama—Agnaldo Rayol	Copacabana
12	—	Whiskey A Go Go—Johnny Rivers	

## Top Six Double Compacts

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

### BRAZIL (Continued)

Disque." This is the second volume and includes the 3d. and 4th. Sonatas. Another "Angel" disc presents the Australian soprano Joan Sutherland interpreting the Cantata 147, by J. S. Bach; also in this disc the Motet "Jesus My Joy." Two operas by Franz Lehár—"Count of Luxembourg" and "Paganini" in one record for the same represented label. In Mono and Stereo "London" recording, with the Orquestre Suisse Romande, under the direction of Ernest Ansermet, we have "Sheherazade," by Rimsky-Korsakoff and "Polovizian Dances" (Prince Igor, by Borodin) in integral version, with Choral and Orchestra. Gounod appears with a work for the first time included in a Brazilian supplement with the "Mass of Saint Cecily," also in an "Angel" original. Of the new series "Invitation to the Opera," with view to the great public, Odeon is releasing "compact" disks of the Angel label with "Cavalleria Rusticana" and "Traviata," numbered CD 1 and 2.

More news from CBS Do Brasil, its recording and its artists: Niquinho's LP called "Mixidinho" is selling comparatively well. Maria Alice is also present in the record of the contest "Dez Milhões Por Uma Conção" and "Um Cantor Por Dez Milhões"—"Despertar" and "Sim, Você." For the same disc Erley cut "Canção Da Paz." Another chantress in the same record is Maria Isabel with "Tudo É Amor" and "Esta Grande Saudade." Rosely finished her first album which is ready for release. The first female vocal group of the teen-music As Oncinhas cut a single for CBS with "Noite Fria" b/w "Espalhe, Meu Bem." Chanter Ari Vilela cut an album with traditional "sambas do morro." The usual album of "As 14 Mais" (14 Top Hits) is having expected sales success and is hitting the charts. Also released the single in which Iuiz Keller interprets "Aline" and "Balada De Um Homem Só." Soon a new album by the famous Trio Melodia. The Beatniks also cut a single with "Cansado De Esperar" b/w "Este Lugar Vazio." A new vocal twosome Irmãs Silva (Silva Sisters) cut two boleros in a single, "Desgracadamente" and "Mentiroso." For the young set the group Os Jovens cut a single with "Se Você Me Abandonar" and "Eu Não Sei."

The news that Antonio Carlos Jobim "Tom," well-known Brazilian composer (The Girl From Ipanema, Desabinado, etc.) was called to the United States to work with Frank Sinatra, gave new hopes for a great promotion of the Brazilian music in all the world. The invitation came from Sinatra himself, and Tom said that was the only thing that would take him away from his rest in his home-town of Rio de Janeiro, where he lives with his family.

We Predict That . . . young teen-chanter Bobby De Carlo, who was recently introduced to the public by teen idol Roberto Carlos in one of his shows, and has a single already in the charts, with "Tijolinho" (FDR/Mocambo), will be in a short time among the top interpreters of that type of music here . . .



# GERMANY

The two feature stories in this issue covering the GVL, representing the record industry in Germany and the performing artists, and ARD, representing the radio stations in Germany, battle is perhaps the most important story in the last 10 years because it is a test of power for both parties and both are losing. In the USA and other countries, this case may well be the test case that can affect the industry greatly in the next years. Here is the exact basis for the present battle.

1. A court decision in the 1930's found that record companies here have the right to allow or forbid the performance of their product by radio stations.
2. This led to the stations paying about 2.4 million marks (600,000 dollars) a year to the record industry for the performance of their product. A special fund was set up whereby the record industry gave 25% of this income through the non-profit GVL organized for this purpose, back to performers including the musicians, soloists, conductors and choir members.
3. New copyright laws say that performers must be equitably paid for performances on radio-TV and to take care of these rights, the I.F.P.I. (International Federation of the Phono Industry) decided to give complete rights for performance and reproduction to the GVL as well as the income received from the radio stations. Now, instead of GVL getting 25% of the monies from I.F.P.I., GVL gets all of the money and gives 50% back to I.F.P.I. and the other 50% to performing artists on a percent of income basis. In other words, not how many performances of the work, but how much royalties and income the artist earned determines his piece of the 50% pie. This means that the artists will receive at least double their present GVL monies in any case.
4. The GVL formed in 1959 is completely non-profit and does not take a percentage of money earned as does GEMA, the publisher, composer, lyric writer, collection agency. GVL even has a special arrangement with the tax authorities that the monies do not have to be taxed for income and turnover purposes as they are directly distributed to performers and the record industry. Costs of the GVL have been running about 4% of their income received and will certainly fall far below that sum when this battle is over.
5. Of the approximately 10,000 GVL members, most of them are musicians and the negotiator for GVL is Herr Voss who is the business manager of the German Orchestra Union.
6. GVL says that the 2.5 million marks are not equitable compensation to artists and companies for their performances in radio-TV and that a much larger sum must be negotiated. They are also pushing for less radio time as the musicians have no interest in having their product played without proper payment. The last discussion point was instead of 9 pfennig per radio set, the stations should pay 40 pfennigs (about 10 cents) per set for 60 hours per station instead of the about 105 hours now allowed. TV sets should be taxed 28 pfennigs instead of 9 pfennigs for performances. The radio stations receive the sum of 2 marks per month from radio listeners, for their radio sets as Radio-TV is basically non-commercial here. The radio stations and GVL have come to terms at present and the stations are now playing about 15 hours a week of recorded music which is the sum of hours allowed by GVL for the same old sum of 2.4 million marks a year.

This fight is tremendously bad for the record industry and especially new German pop production as the stations are using their allotted time to play evergreens, standard material and classical music. The 60,000 juke boxes are playing a heavy role in promotion of material as are the many discotheques, but the only answer is a settlement which allows for the stations to promote new pop product as well. The radio industry is suffering because the public is of course interested in pop music and the stations have shown that they cannot cover the need through radio productions. Now, let's go into the opinions and actions of the two parties, the possible results of this vital battle and of course, a few suggestions as to a solution.

First, the radio station point of view. Radio director of NDR in Hamburg, Franz Reinholz said that the ARD (radio stations) have been paying 2.4 million marks a year for the rights to 35 broadcast hours a week of radio play in each of their 3 programs. They pay about 25 million marks a year to GEMA, and now suddenly the artists have shown up as the 3rd group. The performers joined together with the record industry in the GVL. The old contract ran until the 30th of June of this year and since July 1st, no contract has existed. Probably a board of arbitration will make the final decision or a settlement will be reached but until the final decision, the radio stations will play about 1/10 of the present amount of records. This is a fine factual statement, but let's go behind the scenes a little and find out what ARD really thinks. Stuttgart radio's Peter Mordo said that this decision is as much a matter of principle as a money question. Mordo also feels that negotiations carried out by actual working members of both industries could result in a much quicker solution than that reached by legal representatives of both fields who are not actually active in the music business. He also feels that it is not fair for foreign artists to lose performance monies to German performers who are now receiving all of the GVL monies.

Hess of Hessischer Rundfunk in Frankfurt is of the opinion that the GVL representative Voss can not be objective in his settlement as the record firms and soloists profiting through royalties for record sales want lots of radio exposure and the musicians would not likely want too many hours of records played on the radio as they could have their jobs endangered by this situation. The musicians have no basic interest in having their works played again and again. About 100 musicians are employed by each of the stations in Germany.

The radio stations will probably hold out for a permanent solution to the problem and their position can be greatly strengthened by direct contracts with U.S. record firms and the firms and producers in Germany who will go directly to ARD and not deal with the GVL. The compromise now in effect is no compromise as the ARD feels that if a court case does come up, it may be necessary, if the case is lost by ARD, to pay back royalties for performances and rather than risk this, they will cut down programming and find other solutions to the problem such as the ones mentioned above.

The GVL says that since the record industry and the radio stations received the decision of 15th November 1936 stating that radio stations could only broadcast records with the express permission of the record industry, it has been clear that royalties must be paid. This decision, says GVL, was reached during the Hitler regime where the radio stations were controlled by the government and such a decision was even harder to get. As far back as 1954, the industry asked for 4 times the present fee for performances, and the GVL informed the radio industry in October of 1965 that due to new laws calling for an equitable payment for performances to artists that the present fees had to be greatly increased. As the radio stations are requested to play less records, the sum asked at present is not too high. The record industry is not really interested in heavy radio play especially on standard and classical product which do not boost record sales in the least. The GVL is so sure of its position that they are very much in favor of an arbitrary board or court settling this case. According to GVL in an exclusive Cash Box interview, most of their members are musicians who have no special interest in radio plays as they receive no record sales royalties. The soloists protected by GVL, the producers

## GERMANY—BEST SELLERS OVER THE PAST 8 WEEKS

(Courtesy "Music")

This Week	Last Week	Weeks On Charts	
1	1	4	Hideaway—Dave Dee, Dozy, Beaky, Mick & Tich—Star Club—Minerva Music/Rudi Von Der Dovenmuhle
2	2	9	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
3	3	7	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
4	4	9	Paperback Writer—The Beatles—Odeon—Rolf Budde Music
5	5	12	Sloop John B—The Beach Boys—Capitol—Francis Day & Hunter
6	6	4	Fremde In Der Nacht (Stranger In The Night)—Peter Beil—CBS—Hans Gerig Music
7	7	3	Over Under Sideways Down—The Yardbirds—Epic—Francis Day & Hunter
8	8	4	Hold Tight—Dave Dee, Dozy, Beaky, Mick & Tich—Fontana—Minerva Music/R. Von Der Dovenmuhle
9	9	3	*Ich Liebe Das Leben (I Love This Life)—Peter Alexander—Ariola—Hans Gerig Music
10	10	2	Super Girl—Graham Bonney—Columbia—Morris Music

## GERMANY—JUKE BOX-RADIO-SALES FAVORITES

(Courtesy "Automaten-Markt")

This Week	Last Week	Weeks On Charts	
1	2	4	*Leg Dein Herz In Meine Haende (Put Your Heart In My Hands)—Roy Black—Polydor—August Seith Music
2	1	4	Beiss Nicht Gleich In Jeden Apfel (Don't Bite Into Every Apple)—Wencke Myhre—Polydor—Minerva Music/R. Von Der Dovenmuhle
3	4	4	Strangers In The Night—Frank Sinatra—Reprise—Hans Gerig Music
4	6	4	Ich Liebe Das Leben (I Love Life)—Peter Alexander—Ariola—Hans Gerig Music
5	5	4	Du Bist Mein Erster Gadanke (Yours)—Cliff Richard—Columbia—Ralph Maria Seigel Music
6	3	8	Monday, Monday—The Mamas & The Papas—RCA Victor—Edition Intro/P. Meisel
7	—	1	Super Girl—Graham Bonney—Columbia—Morris Music
8	—	1	Wild Thing—The Troggs—Hansa—April Music
9	9	4	*Irgendjemand Liebt Auch Dich (Someone Loves You Too)—Roy Black—Polydor—Edition Intro/P. Meisel
10	—	1	Sunny Afternoon—The Kinks—Pye—Aberbach Music

\*Original German Copyright.

## GERMANY (Continued)

and song writers not protected by the organization are interested in strong propagation by radio-TV. The Federation of International Musicians (FIM) and the German musicians union feel that too many hours of radio play on records takes live musicians' jobs away. That means that both parties admit to a conflict of interests. Now, the major recording firms have been paying royalties to the U.S. firms and musicians unions for years and GVL feels that this covers foreign artists, but does it? GVL also feels that a very logical reason for radio stations making this fight so very public is that they want time to put pressure on the government for increased fees from the public. The radio stations made no counter offers but only asked how much broadcast time they could have for their present royalties and the answer was 15 hours a week and that's what they are broadcasting. The stations know, however, that production costs of doing their own music is higher than any fee that has been asked for by GVL.

An even more ironical note has come into the picture as the German post office has now entered the picture and has asked for 10 times their present rate for cable charges incurred in network hookups. For instance a show of ½ hour sent by BBC to ARD used to cost 250 DM and now the cable charges are 2,500 DM.

The last session held between the two factions found that the basic price of 40 pfennigs per set per month was not found excessive but that GVL offered this figure only until a broad arbitration could make a decision and ARD wants a permanent decision once and for all.

At present, it looks like a deadlock which seriously affects both parties and is good for no one. The GVL wants records played and the radio stations want to play records. What to do?

What do both parties really want? Basically, the ARD wants to pay as low a fee as possible for as many hours of record play as they can get and they want a permanent solution. The GVL wants a high fee and less hours of radio play on records since they feel that non-commercial material also does not help the record industry.

The logical solution is therefore that a sum be set which is similar to the decreased demands of GVL and basically acceptable to the ARD. The contract should be made on a long term basis to avoid fights as they now are having. The rule of dividing the pot only among German performers is also not fair and a way should be found to give foreign artists and recording firms their fair share of the royalties. Royalties should be divided on a per play basis rather than an income basis even though GVL would have much higher costs in dividing this sum between the many working artists on each date. If this is not economically feasible as it may well not be, artists themselves should be represented on the GVL to decide for themselves which decisions should be made and representatives picked by the record industry could also be on this board but now it is a completely one sided affair. Some solution to give the industry and artists more publicity through radio play should be found. Two suggestions are forced credits for songs and artists when records are played and even a reduced royalty fee if the radio stations agree to greatly increase their exposure of pop records and new pop material.

Everyone in the industry agrees that there has not been sufficient exposure of pop product by the radio network here. Time limits, reasonable ones, should be set for the play of standard evergreen and classical material, but popular new product which needs heavy exposure to be a selling factor should be heavily promoted, and even minimum time limits should be set for this exposure. The musicians could demand an increase in pay for recording dates which would immediately increase their GVL income and the problem of too many plays for too little money would therefore be solved. It's a funny problem as both sides are right, both sides are wrong and everyone is suffering. An immediate solution must be found. This case as it looks at present could take years to solve and neither the record industry and artists or the radio stations can really afford this. Of course, the ones who suffer the most are the poor unsuspecting public who are caught up in the web of this fight with no help. If lawyers can't get to the bottom of things then let the top executives of both industries find solutions which can be beneficial to both.





## MEXICO

Gamma Records offered a cocktail to Johnny Rivers, to introduce him to the press and the record sellers. Tomás Muñoz, general director of this company, gave to each of the guests a long play with the top hits of Johnny, who recorded the next day, four songs in Spanish.

As future comers in the new night life of Mexico are Harry Belafonte, Hervé Vilard, Connie Francis and Raphael. The Places are "El Patio", "La Fuente" and "Terrazza Cassino".

Ronald Van Ess is provisionally the general manager of DUSA record company til the European Philips company decides to send a new manager to take the place of Constantin Th. Metaxas. Ronald Van Ess is the general director of Philips S.E.T. of México, the company that handles radios, and TV's.

And also from DUSA records we were informed that they have a new sales manager in the person of Hugo Meniovich, who had the same job before in Orfeon Records.

And now, speaking of Orfeon Records, we are certain that this company will distribute in the future the American label Roulette, which belonged before to Gamma Records. There is also the chance that they will sell records made by the Sonora Matancera.

Since the first voice of the world known Mexican trio Los Panchos (Johnny Albino) left the group to retire to his country Puerto Rico, they have now a new element founded in a large contest. The new voice belongs to Enrique Cáceres, who worked before with the trio Las Sombras. Now Los Panchos are Gil, Navarro and Cáceres and their first recording together at CBS is "Volví La Espalda" written by Rubén Fuentes and "Que No Te Cuenten Cuentos", a song inspired by Federico Baena.

Capitol Records released the first e.p. sung by the female revelation of the latest times, Eva María, the beautiful teen singer who recorded "La Chica Buena", "Seguiré Soñando", "El Momento Final" and "Hazme Tu Amada". The three first songs are her own compositions and Capitol Records has big promotion plans for her in radio, TV, tours and movies.

Eduardo L. Baptista, president of Musart Records signed in the United States a new contract of distribution with Liberty Records, that includes also the labels Pacific Jazz, World Pacific and Dolton.

Jorge Audiffred, general sales manager of Orfeon Records, is organizing the First Contest of the Modern Song, with the participation of all the new elements who want to try to be artists.

After having long time problems with their contract with RCA, Los Hermanos Martínez Gil finally are exclusive of Orfeon Records and are starting immediately to do new recordings.

CBS Records is doing a big promotion to introduce the latest albums recorded by the famous Mexican actor Ignacio López Tarso, named "Corridos De La Revolución" Vol. 1 and "Mas Corridos" Vol. 2. Both albums are concerned to the history of México in the time of the revolution.

Alberto Vázquez, the popular ballad singer of Musart Records, cut a new album where he sings songs like "Strangers In The Night", "The Shadow Of Your Smile", "El Vicio", "Como Me Gustas", "Acompañame", "Víctima De Ti", "Me Has Enamorado" and others.

RCA, released a long play with the voice and compositions of famous artist Jose Alfredo Jiménez, where he includes some of his big hits like "Camino De Guanajuato", "Corrido De Mazatlán", "Sonaron 4 Balazos", "El Hijo Del Pueblo" and others. Jose Alfredo is preparing a new album with new songs in a more modern folk style.

From the same label we received an extended play cut by Chilean singer Antonio Prieto, singing the themes "Venecia Sin Ti", "The Shadow Of Your Smile", "Soy Un Hombre Feliz" and "Te Doy Dos Horas".

In big displays, Gamma Records is announcing with a big promotion six of the latest albums recorded by Frank Sinatra, as they are "Strangers In The Night", "Softly While I Go", "Sinatra-Basie", "Sinatra's Sinatra", "Sinatra '65" and "Love Is A Many Splendored Thing".

Orfeon Records is announcing the second album recorded for that company by popular tropical singer Daniel Santos, where he sings in the bolero style "Frenesí", "Perfidia", "Tres Palabras", "Quiéreme Mucho", "Historia De Un Amor", "Negra Consentida", "El Reloj" and "Mucho Corazón".

Famous Cuban singer Olga Guillot, who lives in México, arrived in town for a vacation after a long tour through Central and South América. After vacationing, she will debut at the Liborio of New York, later in Miami, and will finish her annual contract in Puerto Rico.

There will be a world jazz festival on September 20, organized by dynamic newspaperman Jose Luis Durán, who told us that Herb Alpert and His Tijuana Brass will be included in the program. Also on the program will be the Mexican jazz musicians and some of the best jazz players of the United States. The affair will take place at the Teatros de los Insurgentes and will last four days.

Speaking about jazz, last week in the Cathedral of Cuernava a Jazz Mass took place with Tinto Contreras and his group and the assistance of the foreign press.

We received the first recording made at RCA in Los Angeles by the Mexican a-go-go group, Los Locos. They cut the themes "Guantanamera Rock" and a special arrangement of "La Malagueña." Los Locos made their debut at Lazy X, the place where Little Richard was introduced to fame. They will perform there for eight weeks and later will travel to Las Vegas to perform at Cesar Palace. December 14 to 17 the Locos will be working at the National Auditorium of México City with Connie Francis.

Radio Mil station is broadcasting a weekly program called "The America's Hit Parade," with the most popular songs of each country of this continent in the opinions of the main deejays of each place. Last week we listened to the top hits of México, Argentina, Brazil, Chile, Puerto Rico, Venezuela, Panama, Uruguay, Ecuador, and Colombia.

Angélica María, the most popular young Mexican singer, is finishing a new picture and at the same time she is performing in the theater. Besides that, she will do a new album in rock and roll rhythm, with the accompaniment of the veteran rock group Los Rebeldes del Rock, on the Musart label.

Terrazza Cassino nightclub is announcing as feature attractions French actor and singer Jean Pierre Aumont and his wife, beautiful Italian actress-singer Marisa Pavan. Jean is 53 years old.

Johnny Rivers made his debut at El Patio nightclub on September 2. He brought his drummer and electric bass, and in all the songs he sang he was



## BELGIUM

Barclay announced the arrival of Sonny and Cher in Brussels. A press cocktail was arranged. Several television-programs should come to film their arrival, cocktail and also a show, during the evening. Belgian Radio and Television and Belgische Radio en Televisie as well, were ready to make the stay of Sonny and Cher in Belgium wellknown. Afterwards, Barclay was informed that the duo had to stay several days in Sweden, so they could not be here on September 5th. Hope everything can be finally arranged next time.

Polydor reports to Cash Box, that two of their summer-hits, "La chanson de Lara" and "It's A Man's, Man's, Man's World" by James Brown, can also be the autumn-bestsellers. A Flemish record "Mademoiselle de Paris" by Harry Herman can arrive on the hitparade, in a few weeks time.

Ardmore and Beechwood obtained the rights on some titles, which can become very popular over here. "Working In The Coal Mine" by Lee Dorsey and "Cherish" by the Associations.

Palette is very lucky in the Belgian hitparade. Michel Polnareff has two big hits in the charts, Flemish part of the country as well as the Walloon one. "La Poupée Qui Fait Non" and "Love Me, Please Love Me", English title but sung in French. Polnareff is French but has been produced by a Flemish producer and discovered by this person to Roland Kluger, of Palette records and World Music publishers.

"Mini Mini Mini" is a Vogue-hit and will surely rise very high in our charts, Flemish and Walloon. It can sound unbelievable, but "Strangers In The Night" by Frank Sinatra stays on the top, and this for several weeks. By unbelievable we mean, that this never happened before in Belgium, a record that stays such a long uninterrupted time number one of the lists of bestsellers.

Th publishers of "Oh, Oh What A Kiss" are Rainbow music of Heist-op-den-Berg, Bergstraat, 100. Manager of this firm is a well known musician Stan Verbeek, leader of the orchestra with the same name as his publishing firm the Rainbows. He also handles a very small record label, of course under the same name: Rainbow records.

In a few weeks Dave Berry, now again very popular with "Mama", will start a tour in Belgium. In every theater a sell-out is not impossible. Other Decca-artists are coming over for personal appearances and TV-programs, as there are the Alan Price Set, Karin Kent (became popular as a member of the Holland team in Knokke, during the European Songcup Contest and now in the charts with "Dans Je De Hele Nacht Met Mij" (Will You Dance All Night With Me), Glenn Dale and Herb Alpert and the Tijuana Brass. All these arrangements are settled by the Booking department of Decca-Fonior, headed by Jacques Verdonck. He is doing a good job on his new position. He left in the same firm the public relations job, now handled by Werner Huys, who left the Discobel company in Brussels for Decca.

## Mexico's Best Sellers

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

### MEXICO (Continued)

accompanied by a big Mexican orchestra. Johnny also will do some recordings on the Gamma label (singing in Spanish), and it is probable that he will perform on TV. Rivers will remain in town for twelve days and will earn about 20,000 Dls.

Ernesto Fuentes is the new radio promoter of Orfeon Records. Guillermo Lowder, who used to have that job, changed to Cisne Records. Ernesto was one of the singers of the group Los Dominic, who are performing with four elements: three girls and Velino M. Preza, who is the director and arranger.

Juan Calderón, promotion and advertising manager of RCA Victor, arranged with his company, that in a new movie titled "Bañame De Amor," only RCA artists will perform. Among them are Marco Antonio Muñoz, Sagrario Baena, Tommy López, Los Dugs Dug, and the orchestra of Pablo Beltrán Ruíz.

Andre Midani, general manager of Capitol Records, announced that very soon his company will have its own TV musical show, with the performance of artists of the Capitol catalogue. This company just celebrated its first anniversary and has big plans for the future. It is possible that for the first TV show performing will be Nancy Wilson, the Beach Boys and the Outsiders. At the same time they are planning a TV show in Guadalajara with the purpose of looking for new talent.

The Gay Craooners, a group from Panamá who have settled in town, changed from RCA to DUSA record company and also changed their name to Los Fabulosos Crooners. The first song made for their new company is "Peaches And Cream."

Spanish actresses and singers Pili and Mili are expected in México City to do a musical film with Mexican artists. It is probable that Ricardo Carrión will be included in the roll.

Polo, the new vocal discovery of Peerless Records, who has settled in the City of Monterrey, finally will perform in México City, doing Theater and TV and of course, new recordings. Biggest Polo tune is "El Ultimo Beso" (Last Kiss), and his newest tune is titled "Dos Llantos Distintos" (Two Different Cries).

# Show Seeburg's new Dollar-Bill Acceptor to the bartender. He'll probably buy you a double.



Seeburg's new Dollar-Bill Acceptor\*  
frees bartenders (and location-owners, too)  
from the chore of constantly making change  
for phonograph patrons. More important, this  
brand-new phonograph accessory stimulates  
patrons to spend a whole dollar at one time.

If you want that drink, be sure you're first  
to tell your locations about this exciting new  
money-maker and trouble-saver—specially  
developed for **SEEBURG**

Growth through continuous innovation.

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With little more than one month between now and the MOA Convention (Oct. 28, 29, & 30), we thought it time to begin dropping along an idea or two which might help operators get maximum advantage from this annual exhibition.

One thought in particular might prove profitable to conventioning operators interested in gleaning more from the three-day exhibit than simply meeting with old friends. Our suggestion is that operators who employ a service staff bring along their best routeman to Chicago, take along the man perhaps even more familiar than they themselves with the on-location potential of new equipment—the man more adept in technical knowledge to better judge the worth of the wealth of music, games and vending machines that will be on display.

Granted, many operators have been taking their route managers or chief mechanics out to the show for years. Others, for financial reasons, simply can't afford the additional plane, hotel and registration expenses or would rather have this trusted employee at home looking after the route while they're away. Then there are even some operators who prefer to send the man out in place of themselves.

There are, however, many operating firms financially able to afford the added expense but haven't made attendance by the route manager a convention policy. These are the fellows we're speaking to and here are a few reasons why we think it's a sound idea:



## Editorial

# Take Your Best Man to the Show

1. All the major record companies plus many independent manufacturers will be promoting their entire juke box programming catalogues at the 1966 show. Who in your organization is in a better position to discuss the location worth of these records than your routeman? How many tunes might he spot on these lists or hear about from the exhibitor that he knows will draw in extra coins on your route? And who knows more about the mechanical standards of an individual firm's product as it performs on your boxes?

2. All four phonograph factories will have their 1966 lines spread out in one single room for technical and aesthetic inspection. Who is in a better position to know the technical performance of a juke box or remote unit on location than your routeman and intelligently discuss these things with factory representatives?

3. The games room in the Pick Congress Hotel will, in the true convention sense, be displaying more brand new machines and machine ideas than in many years past. Your man more can confidently predict the play potential and technical durability of these games because he has to work closely with them all year long.

4. Most of you operate vending equipment on the route, at least cigarette and candy, and the best of the vending breed will be shown almost simultaneously down the street at McCormick Place where NAMA will hold its 1966 Exposition (Oct. 29, 30, 31 & Nov. 1).

These are thought to consider. The show is still more than a month off so make preparations now. There's so much real value here and the knowledge your route man can pick up, can pick up a great deal more in weekly collections for you.

## Williams Releases 'Hot Line' One-Player



WILLIAMS 'HOT LINE'

CHICAGO—Sam Stern, president of

Williams Electronic Mfg. has announced the official release of the factory's latest single player pin. The new amusement game, called 'Hot Line', is adjustable for three or five ball play in accordance with the factory's present policy.

'Hot Line' sports a comical fishing motif, complete from jumping swordfish to romantic mermaids. The words "HOT LINE," emblazoned on the backglass, offer one way for players to score a special. The letters light one by one by: 1. making lit rollover buttons, 2. through the gate when it's open and 3. through the bottom out lanes. Other ways to score a special include a match feature and of course high score.

Stern advised that 'Hot Line' offers something new in coin mechanism flexibility plus optional single, double or triple coin chutes and coin dividers in the cash box. There is also a new stainless steel front door and frame.

## Granger Gives Convention Time Schedule

■ De la Viez Reports on Show

vice president and managing director of Music Operators of America, last week announced a definite timetable for the convention and trade show, October 28-30, in the Pick-Congress Hotel, which was firming up after planning sessions with Les Montooth and Frank Fabiano, this year's convention co-chairmen.

Registration will commence at the designated registration booth about 8:30 a.m. Friday morning (28). Exhibit hours on Friday will be from 9:00 a.m. to 3:00 p.m.

The longest time spread on the exhibition floors will be on Saturday, October 29, when that area will be bustling with activity between the hours of 9:00 a.m. through 5:00 p.m.

The highlight Sunday evening is the annual banquet and floor show which starts with cocktails at 7:30 p.m. Exhibit hours Sunday, October

30, will be from 9:00 a.m. until 3:00 p.m.

The general membership meeting CHICAGO—Fred Granger, executive commences at 12:00 noon on Saturday. Furthermore, there will be a bulletin board posted advising the membership of the time schedule for regional meetings.

As in the past the doors at the hospitality suites will be swung open every evening during this year's annual convention, and guests are cordially invited to visit the various hospitality suites. A list will be posted conveniently at the hotel for members.

Hirsh de La Viez, effervescent producer of the floor show which annually closes the MOA Convention and Trade Show, last week issued his first progress report for this year's show, Sunday, October 30, in the Grand Ballroom of the Pick-Congress Hotel.

He advised that the show is rapidly shaping up and that this floor show is already impressing him as the best such show in years. Frank York's orchestra, fronted by York, will again back up the show as it has during the past several years.

The rehearsal for all artists appearing on stage will be held at noon on the day of the show (30), de La Viez concluded.

# IN CONGRESS ASSEMBLED

## A History of the Jukebox Royalty Debates, 1945-1966

It happens every spring. Someone introduces a bill in Congress to eliminate the jukebox exemption from royalties on copyrighted music and the yearly tussle begins between MOA and the performance rights societies.

The first such attempt was made in 1932 and died the slow death of all the bills proposed up to this time. But the yearly contest, like Christmas and the Rose Bowl, grows more and more involved, and the younger members of the industry may be bewildered at it all; why so often and why so long? And with all of the squabble, what has it produced?

It produced, among other things, MOA. In an industry which is slow to act or change except in moments of crisis, the yearly battles have been incidentally beneficial. From them came MOA and from the MOA has come contact between operators and government officials, both of whom were only vaguely aware of one another when the contest began. By now they are somewhat familiar—at least the Senators and Representatives have actually met and talked to operators and found, perhaps to their surprise, that they do not chew black cigars and talk out of the side of their mouth.

The cast in this twenty-one year debate includes figures as varied as John V. Lindsay, who sat on the subcommittee hearings in 1963, to David C. Rockola, who defended the industry extempore at the hearings in 1947. There has been eloquence and education, but so far nothing has been solved.

In Washington, MOA and representatives of the performance rights societies are now sitting down in relaxed meetings, trying to find the solution that has eluded them and twenty Congresses. The problem may be resolved this year and it may not. If not, it will come up next year. What has transpired in the last two decades has affected every operator, whether he has taken an active part in the debates or not. The royalty contests forced upon the operator a responsibility that he was reluctant to accept—a responsibility for himself—and if for nothing else, the twenty year argument in Washington has meant progress.

Like all other industries in 1945, the jukebox industry was subordinated to the war effort, and operators looked forward to post-war model jukeboxes as women looked forward to nylons and men looked forward to automobiles. Only the women were satisfied; there were no new cars, with the exception of the daring Studebaker, and there were no new jukeboxes. There was a shortage of records and a flurry of direct sales to locations. And there was also, a bill, H.R. 3190, introduced on the floor of

the House by Bronx Democrat Charles Buckley on May 11, 1945, at the first session of the 79th Congress.

The bill would have revoked the jukebox exemption in the copyright law of 1909 and place jukebox operators under compulsion to pay a royalty, amount unspecified, on copyrighted music used in their machines. The point of contention, then as now, was that performance of a copyrighted song on a jukebox was a "public performance for profit."

Reaction from the industry was

industry response to it had been clumsy and faltering. Both sides had pushed, but not hurled themselves, and the postwar Congress had many other problems on its mind besides jukeboxes.

An item appeared about this time in Cash Box, in the form of a letter from George Fair, Montgomery Distributing Co., who said that he had been distressed that past Christmas, when making the rounds of his industry friends, to see painted windows on showrooms. "It's time operators came



Sidney Levine (left) and Al Denver pose at a C.M.I. convention in the late 1940s. Levine and Denver were among the first industry representatives to appear at the royalty hearings in June, 1947.

slow, as if not quite believing. Operators eventually protested by sending wires and letters to their representatives. Record companies were also asked to print special labels for jukebox records, since the bill and its supporters often remarked on the standard label notation: "Sold only for non-commercial use for phonographs in homes. Manufacturer's original purchaser agrees that this record shall not be resold nor used for any other purpose." Foul play, said the operators. The record companies, they said, knew full well that these records were sold for use on jukeboxes and were simply using that phrase to protect themselves. There were accusations and counter-accusations. Meanwhile the bill went to the Patents Committee. "It is up to the . . . jukebox industry to halt . . . (the) bill where it is—in the committee," said a Cash Box editorial. Wires and letters continued to go to Washington, and Buckley's bill died a quiet death in the Committee on or about January 28, 1946. Cause of death: neglect.

Though Buckley's bill was dead, the

out into the light and stopped hiding. Those days are gone forever—at least, they should be."

The light was turned on a surprised industry when the Scott Bill was introduced in the House on January 23, 1947. The bill, H.R. 1269, was another call for the end to the exemption, with the known support of the performance rights societies, plus a second bill, H.R. 1270, supported by a group called the National Association of Performing Artists, who wanted legislation that would copyright interpretations of copyrighted songs by recording artists. NAPA and the performance rights societies began to argue over whose bill should have precedence. A hearing was scheduled for May 26th. At this hearing Representative Frank Fellows of Maine got up and read his proposed bill, H.R. 2570, which paralleled H.R. 1269. He named the performance rights societies as the unofficial sponsors. "Your reporter was stunned," said the Cash Box story.

So too was the industry. With the death of the Buckley bill operators (Continued on page 81)

## Silverberg Announces Rowe "Music Merchant" Showing at W.B. Music

KANSAS CITY, MO.—When Harry Silverberg, president and founder of W. B. Music Company, last week announced the scheduling of a gala two-day showing, Saturday and Sunday, September 17 and 18, of the new Rowe-AMI "Music Merchant" audio-visual phonograph combination, in the swank Executive Motor Hotel in Kansas City, he heralded this occasion as "one of the most significant accomplishments in the coin-operated music field in several years".

The two-day affair will be co-hosted by Mrs. Harry (Rose) Silverberg, Jerry Becker, sales manager; and sales staffers Glenn Parsons and Jim Jackson.

Joe Barton, national sales manager of Rowe Manufacturing Corp., and Paul Huebsch, midwestern regional sales manager, will make the presentation, featuring the audio-visual application and the new dollar bill acceptor unit, which is being initiated in the Rowe-AMI "Music Merchant" phonograph combination.

Silverberg asserted that he certainly contemplates having the best presented such showing—anticipating the heaviest attendance ever—in the 30 years or more since he founded W. B. Music Co.

After the two-day showing Silverberg and his wife will enplane on an eight day trip to the Orient visiting Hong Kong and Japan.

## Nate Victor Hosts S. L. London Seeburg Showing

MILWAUKEE—Nate Victor, general manager of S. L. London Music Company, distributors in Wisconsin for the Seeburg Corporation, hosted an Open House affair in the company's showrooms in this city, between the hours of 1:00 and 7:00 p.m., on Sunday, September 11, with refreshments served to greet coin machine operators and to showcase the all-new Seeburg "Stereo Showcase" coin-operated phonograph with the rotating display panel, the new dollar bill acceptor and Seeburg's Income Totalizer System.

Although the new phonograph has been on display all week at London Music Co. Nate Victor wanted to fete the firm's customers along with a showing.

Earlier showings were also held by London staffers in Green Bay, Wausau and Appleton, Wisconsin.

Co-hosting the Sunday Open House fete were Walter Koelbl, Don Emery, Walter Glish, George Faust and Carl Betz.

# "Music Merchant" Phono Bows With Bells and Banjos

□ Industrial Show Performed at Lambs Club Distributor Meeting □

NEW YORK — As part of their program to keep distributor spirit high, Rowe Manufacturing has for the past few years used the "industrial show" to introduce their new machines to their distributors.

The shows have been held at the Lambs Club, the actors' haven that has sheltered and honored the great actors of the last two centuries, including Edwin Booth, W. C. Fields, and John Barrymore, on New York's West 44th Street.

The shows are the idea of marketing vice president, Fred Pollak, who this year again commissioned the Jam Handy organization to provide script, director and cast. Handy specializes in industrial shows and

picked Robert Mansfield to write the script and direct.

Mansfield told Cash Box how the show was put together: "I had never done an industrial before. I've written screenplays for Columbia, directed shows in London and teach a course in television management at New York University, but industrials were something new to me. I went with Fred Pollak to the Runyon Sales office in Springfield so I could see what a distributor set-up was like; then I went out on the route and visited several locations. After that there were meetings with the Rowe executives to discuss the show in general terms."

"Then I went home and got to



"And here they are, folks—don't they look grand?" With words, music, hoofing and recitatif, the new features and new design of the "Music Merchant" were brought home to the distributor audience.

work. I presented four rough outlines; one was a fantasy that would have taken place inside a jukebox, another was a soap-opera type with lots of corny jokes, the third was the standard review and the fourth was a play. Rowe chose the play. My idea was to write a play that would run all day around the speakers at the meeting, and so far as I know this was the first time that an industrial show had been done this way. I wrote a first draft which I knew would be rejected—first drafts always are, for many reasons. One of them is that the company presenting its products has certain things it wants to emphasize and the writer may not get them all the first time around. The other reason is that any writer has some

kind of personal artistic standards or "pet likes" and these go into the first draft. So I wrote the first draft to get all that out of my system. When Rowe had made some corrections and suggestions I wrote a second draft which was accepted. I also wrote the lyrics for the songs—a new experience."

"Then Jam Handy posted a casting call. We needed four people for the show and about two hundred answered the call, but you expect that. We narrowed it down to twelve. The cast called for two men and two women and I knew who my first woman was the moment I saw her—Patsy Elliott. I'd seen her a couple of months before at another call. Garry Moore was there and he was so im-

(Continued on page 79)



Charging to the apron of the stage, the cast belts out a rousing number extolling the Rowe AMI "Music Merchant" phono. Miss Patsy Elliott, picked by Garry Moore to be on his new show, is at left.

**NEW ROWE AMI**

## Music Merchant

**TAKES IN THE BIG DOUGH**

...with these super-merchandising features:

- "PLAY-ME" TALKING RECORDS
- CHANGE-A-SCENE FRONT PANEL
- DOLLAR BILL ACCEPTOR



**ATLAS MUSIC COMPANY**

2122 North Western Avenue  
Chicago 47, Ill. ARmitage 6-5005

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
 DOUGH



...with these  
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- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**Trimount Automatic Sales Co.**

40 Waltham Street • Boston, Mass. 02118

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
 DOUGH



...with these  
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- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
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**Automatic Music Distributors**

900 North Western Avenue • Oklahoma City, Oklahoma 73106

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
 DOUGH



...with these  
 super-merchandising features:

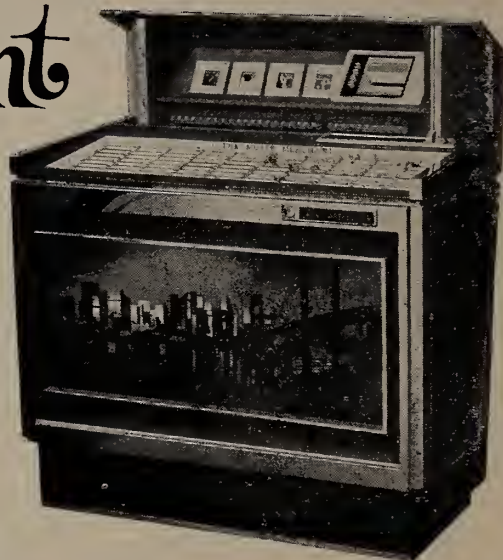
- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**J & J Distributors, Inc.**

1661 West 16th St. • Indianapolis, Ind.

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
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- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**Shaffer Music Co.**

Columbus, Ohio • 849 North High St. (614) 294-4614  
 Cincinnati, Ohio • 1889 Central Parkway (513) 621-6310  
 Cleveland, Ohio • 2126 E. 21st Ave. (216) 241-2651  
 Detroit, Mich. • 300 E. Milwaukee Ave. (313) 873-4200

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
 DOUGH



...with these  
 super-merchandising features:

- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**Central Sales Company**

91 Dennis • Houston, Texas

New ROWE AMI  
**Music Merchant**

TAKES IN  
 THE BIG  
 DOUGH



...with these  
 super-merchandising features:

- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**Southern Amusement Co.**

628 Madison Ave. • Memphis, Tennessee

...with these super-merchandising features:

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- CHANGE-A-SCENE FRONT PANEL
- DOLLAR BILL ACCEPTOR

**Advance** (Of Course) **Distributing Company**

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 ST. LOUIS, MISSOURI  
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# New ROWE AMI Music Merchant

TAKES IN  
THE BIG  
DOUGH



...with these  
super-merchandising features:

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- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

**J. H. Lynch Distributing Co., Inc.**

1601 South Gayoso • New Orleans, La. Tel: 822-9000

# New ROWE AMI Music Merchant

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THE BIG  
DOUGH



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309 Ninth Ave. N.  
Seattle, Wash.  
MA 4-7594

## Eastern Flashes

**ARCADE COLLECTION PICTURE** — With the bustling arcade season drawing to a finale, reports coming in from all over the vast New York-New Jersey area rack up a big PLUS in collections for the gamesroom operators in general. Coney Island spots enjoyed fairly heavy action—likewise the larger amusement attractions. The Lake Oneida resorts had their arcade rooms packed with free-spending teenagers practically all summer long. Seaside Heights and Point Pleasant report fine activity throughout July and August. Rye Beach floormen made mucho change for fun-seeking families who look to the games for inexpensive entertainment. Our best barometer for arcade activity, the legendary Joe Munves, has been extremely busy with deliveries from his arcade equipment depot on New York's coinrow all summer. Monster Gun and Texas Ranger Gattling Gun were big new floor pieces for arcade ops. Midway's successor to the Monster Gun, Captain Kid, now being distributed in the wide New York area by Albert Simon, Inc., enjoying a good sales take-off, reports Simon's ace salesman Al D'Inzillo. . . . Speaking of great seafarers, a coin car wash operating firm by the name of Captain Cook has been placing units up and down U.S. 1 along Connecticut's shore area with gusto. An attractive Captain Cook sign, depicting the great explorer in full regalia, beckons motorists into the firm's service station locations. . . . Oscar Parkoff, out at Atlantic Corp. in Elizabeth, N.J., ready for a big run on Williams' new 'Hot Line' single player. Oscar also awaiting delivery on Seeburg's new Stereo Showcase phonos to fill Jersey operator orders. . . . The Runyon staff is going all out in their presentation of Rowe AMI's Music Merchant program and has a full program scheduled for Sunday, Sept. 25th. Morris Rood has sent out invites RSVP to Jersey op-customers to the big bash which will include a cocktail reception at the Springfield showrooms and a sit-down dinner in an exclusive restaurant nearby.

**MONDIAL REP BACK FROM BEIRUT** — Aspet Varten, Mondial Commercial's roving sales exec, recently returned from a four-week overseas tour which brought him to Lebanon for two weeks, and a week each in Greece and Italy. Visiting with old accounts in Beirut (one of Mondial's original areas of concentration), Aspet encouraged increased operation of big bowlers, football tables and other arcade pieces and noted that the new crop of luxury hotels in Lebanon, Kuwait, Bahrain and other near-East points have gamesroom facilities offering natural locations to profit-minded operators there. Aspet told us that gambling in Lebanon is restricted solely to the government-operated Casino du Liban in Beirut, a monumental palace to rival anything he's seen in Monte Carlo. To gain access to the Casino, a Lebanese citizen must prove he earns at least 15,000 Lebanese pounds a year (app. \$5,000). Foreign tourists are admitted without the income inspection but must show their identity cards. Aspet advised that add-a-balls are now operating in Italy but the Grecian pin ban still prevails. (Look for big new equipment news to break soon from Mondial.)

**ROWE SHOWINGS** — J. H. Lynch Distributing has Rowe Music Merchant showings scheduled for 8—count 'em—8 cities throughout the state in coming weeks. The first will kick off in the New Orleans office on Oct. 8th, with the remaining events to take place in Baton Rouge, Lafayette, Lake Charles, Shreveport, Alexandria, Jackson, Mobile, and Biloxi. The firm's sales execs figure the dollar bill acceptor to be an important factor for territorial operators. (Ops should contact J. H. Lynch for the dates and locations of the showing in their area.) . . . Wolf Lebovitz down at Southern Amusement in Memphis says the firm says the distrib has a gala dinner-presentation slated for the town's Holiday Inn on Oct. 8th for the big Music Merchant bow. Several hundred operators and their wives are expected. On hand for the event from Southern will be Charles McDowl, George Johnson, Ben Fontaine, and of course, the old Wolf himself. . . . Joe Flynn and Johnny Stocksdale out at J & J Dist. in Indianapolis had a showing last Thurs. and Fri. in the showroom. Well over 100 ops and servicemen turned out for the open house, Joe says, and adds that the ops found the dollar bill acceptor a definite "plus" in phonograph ideas. Joe also has praise for the Phono-Vue auxiliary film unit—says he and his staff will be moving a good number. "This film machine will become a real door opener for lots of locations out this way," Flynn stated, "and should increase business for both the operator and the location itself." . . . Tom Reed at Shaffer Music's Columbus headquarters info's the firm has held open house for the Rowe Music Merchant at the Columbus, Cleveland, and Cincinnati showrooms and will be holding forth at Detroit next Sunday. "A real quality program," Tom says of the new phono and film units.

**HERE AND THERE** — Irv Morris, Newark Gottlieb distributor, has difficulty keeping Gottlieb's new 'Crosstown' single player on the showroom floor—they move that fast. Matter o' fact, we were cut short playing the single display model when a customer showed up with a dolly to move it out to a waiting truck. That customer was Bruce Bosco, whose dad Ben owns County Seat Amusement. By this time, Bruce is on his way out to Seattle to begin his first year of college. . . . Stopped by to see old buddy Art Daddis at his new Hunter St. factory in Newark and got the fast-moving pool-table man to sit for a few minutes and talk about his MOA Convention plans. "Glad you dropped by," said Art. "I call this forced relaxation." The coinvet's got some mighty interesting ideas on how to display his United Billiard lineup at the show but is keeping it under wraps until the big day. . . . Bucky Van Wyke made some quick plans to join Aspet Varten and Irv Morris on the trip to the upcoming Chicago show. Bucky's placing a fine share of tables up in his Nyack area. . . . Non-stopper Johnny Bilotta dropped into the Cash Box office in Windy City last week and discussed the ways and means of the nation's music operators earning that extra 10 per cent they wouldn't normally shoot for (or think about) in the programming of records with the little LP's and 'Golden Goodies'. Johnny explained that there's "gold in them thar hills."





# Chicago Chatter

As Rowe-AMI distributes in a wide midwestern region are previewing the new "Music Merchant" coin-operated phonograph three major features are classified by Pat O'Malley, Jack Harper, Fred Pollak, et al as the ultimate in supermerchandising. They include: "Play-Me" talking records, the exciting, new dollar bill acceptor and the change-a-scene front panel . . . At presstime Eddie Ginsburg and his capable sales staff, headed by Sam Gersh, Bob Fabian and Joe Kline, were standing by ready to greet music operators from a wide area, Sunday, September 18, in the posh Crystal Ballroom of the Sheraton-Blackstone Hotel for the showing of Rowe-AMI's "Music Merchant" phono. Much of the Rowe brass, including Fred Pollak and Joe Barton, as well as midwestern chief Paul Huebsch planned to be on hand to meet and greet the guests . . . Joel Kleiman and Sam Cooper will host a gala two-day showing, Wednesday and Thursday, September 21-22, in their spacious showrooms at Pioneer Sales & Services in Milwaukee. Also in attendance will be "Smilin' Bob Manthei, Dan Karolzik, Ralph Langen, Gerry Groll, Dick Saubig, Vic Kobylarz, Mark Case Jim Hontros and Harry Gamm.

Charlie Kagels and Pete Entringer of Advance Distributors in St. Louis, enjoyed a terrific attendance at their showing, September 12, in the Crystal Palace in Gaslight Square. Other Advance staffers were: Hank Schaefer, Dan Landsbaum, Elmer Jansen, Terry Sullivan, Jim Wade, Beano Tyler, Tony Dudenhoeffer, and gals Friday Bridget Hogan and Helen Long . . . Rowe distributor Tommy Thompson, in Salt Lake City, Utah, announced last week that the company name has recently been changed to Diamond Distributing Company. This is the old R. F. Jones branch in the western state. Tommy's showings will be held September 30 in Denver and September 25 in Albuquerque, N.M.

Happy to announce that David C. Rockola, founder-president of Rock-Ola Manufacturing Corp., is back in his office feeling very chipper after his recent surgery. Mr. Rockola expressed his delight over the fine acceptance he's receiving with the Rock-Ola trio of phonos: "GP/Imperial" 200-selections, GP-160 (selections) and "Coronado" 100-selections. Edward G. Doris is planning a European jaunt which will carry him and his wife, Lauretta, to Greece and Spain . . . Frank Luppino, adchief of the Seeburg Corp., is due back in his office this week after a two week vacation.

**GOOD NEWS DEPT.:** NAMA's Walter Reed and Steve Polycyn info that New Jersey vending operators recently received a temporary ruling from the State Taxation Dept. exempting ten-cent vending machine sales from the state sales tax. John V. Costello, prexy of the New Jersey Automatic Merchandising Council, expressed the elation of all ops in the state . . . MOA members have a new hospitalization and/or disability insurance (income) benefit plan, according to John A. (Red) Wallace. Upon request all members will be eligible for \$10.00, \$20.00 or \$30.00 per day while confined in a hospital. The member can also have this new group insurance plan for his/or her spouse and children. The MOA prexy urges members to request all information from association headquarters in Windy City where Fred Granger and Bonnie York are prepared to rush all info out immediately. (More on this next week) . . . Another service being offered for the first time during this year's convention: Joe Gino's United Photogs will shoot photos to be sent from MOA headquarters to the hometown newspapers with press releases. All members who are interested in this FREE service are instructed to register at the MOA booth.

The big action, according to Marvel Mfg. Co. prexy Ted Rubey, is currently on electrical scoreboards for shuffleboards . . . Eli Ross left all that lovely Florida weather behind him to head up to Tipton, Mo. to visit Ewald Fischer, Frank Schroeder and Marve Mertes at the Fischer Mfg. Co. plant in this lovely Missouri setting. Frank info'd that sales have continued so strong that Fischer pool tables are still being back-ordered . . . The importance and success of the upcoming MOA Convention and Trade Show is at such a high point that genial Tom Mackey, of the Pick-Congress Hotel, met in Washington, D.C. with the board of directors recently.

The action at World Wide Distributors these days with the new Seeburg "Stereo Showcase" phono has been hectic, according to Nate Feinstein and Harold Schwartz. The road show galas were held in the Sands Motel in Peoria, September 13; and next week in the Ramada Inn in Champaign-Urbana, September 20, and the Downtowner in Springfield, September 27 . . . Empire Distributors vice prexy Joe Robbins and sales chief Jack Burns have appointed Joe Patterson to cover Indiana in sales. Patterson resides in Indianapolis . . . Adolph M. Wertheimer, president of Lava/Simplex/Scribe International, Inc., announced the appointment last week of Herschel Feldman to vice pres. of marketing & sales.

All that excitement at Chicago Coin is the result of the terrific acceptance the company is receiving with the all-new "Flair" big (BIG) ball bowler, and Mort Secore is a very happy sales chief . . . Bert Davidson, Wurlitzer's busy man-on-the-go, breezed in and out of the city last week. Bert sez he's thrilled about Wurlitzer phono sales which are very high, but very tired after those hectic road trips . . . When we chatted with Art Rapacz at Midway Mfg. Co. We were informed that production is at an all time high on Midway's "Captain Kid" rifle-target amusement game and "Premier" puck shuffle alley bowler now that practically all of the facilities are in the modern, new building on River Road in Schiller Park.



# Milwaukee Mentions

All roads in the Wisconsin vacationland led to S. L. London Music Co. in Milwaukee, Sunday, September 11, where Nate Victor and his staff hosted a well attended premiere showing in the Badger State of the new Seeburg "Stereo Showcase" phono with the dollar bill acceptor and the rotating front panel. Among the operators who attended to SEE and HEAR the new Seeburg equipment and to partake of the refreshments were: Leslie Reder, of L & R Dist. Co., Milwaukee; Jim Nutter, of Mike Young Co., Soldier's Grove; Mr. & Mrs. Fred Braun, Suburban Vending, Meno Falls; Lawrence Eggener, of Marinette; Art Jones, Sr., Art Jones, Jr. and Homer Seymour, M & W Novelty Co., Marinette; Jim Chisholm, Plymouth; Mrs. Paul Rosinsky, of Manitowoc; William Butters, Owen Vending Co., Janesville; Red Barrett, R & W Vending, Racine; Earl Eppler, Suburban Vending, Meno Falls; Mr. & Mrs. George Steele, Okauchee; George Brixius, Manitowoc; Dick Jacomet, Red's Novelty Co., Milwaukee; Al Moselle, Germantown; Ray Subrod, Burlington; Lyle Watson, Sheboygan; Charles Opitz, Wisconsin Novelty, Milwaukee; Charles Manley, Jr., Portage; Frank and Ruth Sawejka, Beaver Dam; Morry Fuhrmann, Morry's Amusement, Milwaukee; and Mr. & Mrs. Tom Wrixton, Davies Automatic Service, Racine . . . **MORE SHOWING NEWS:** When Joel Kleiman and Sam Cooper host their gala premiere showing of the new Rowe-AMI "Music Merchant" phono, Wednesday and Thursday, September 21-22, in the showrooms at Pioneer Sales & Services Paul Huebsch and Hank Hoevenaar will represent the factory.

*Midway's*  
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**GUN**

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Division of EMPIRE DISTRIBUTING, INC.

CHICAGO: 1012 N. Milwaukee • EV 4-2600

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# New ROWE AMI Music Merchant

TAKES IN  
THE BIG  
DOUGH



...with these  
super-merchandising features:

- DOLLAR BILL ACCEPTOR
- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

## Diamond Distributing Co.

375 S. Second Street, West • Salt Lake City, Utah

# New ROWE AMI Music Merchant

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- CHANGE-A-SCENE FRONT PANEL
- "PLAY-ME" TALKING RECORDS

## Pioneer Sales & Service

3110 W. Fond du Lac Ave. • Milwaukee, Wis. 53210



## California Clippings

**NEW SEEBURG MODEL BOWS AT STRUVE DISTRIBUTING . . .** We hear that everyone at Struve Distributing was pleased with the enthusiastic reaction to their open house which served to introduce the "Seeburg Stereo Showcase" to the public. The Struve offices in Salt Lake, Denver and Phoenix also conducted similar showings of this phonograph in their respective territories. Stan Larsen of the Los Angeles office tells us that this stereo has an exclusive new motion display that starts with a panel of five little LP's, then revolves to the next scene which shows a picturesque panel and then, it once again shifts back to more hit albums. The panels are set in a triangular shape, with all transistorized package circuitry and the standard Seeburg vertical play mechanism with the new light touch tone arm and diamond styli. This new look has been designed especially for Seeburg by Sundberg-Farrer. One of the big option features, according to Stan, is the income totalizer and the dollar bill acceptor which accepts the dollar and issues credits.

**JUKEBOX GOES HI-FASHION . . .** We hear that Marvin Miller of Coin Machine Service is presently promoting fashions for what every well dressed jukebox should wear. Really though, Bullocks and Saks 5th Ave. are displaying some of the fall fabrics and color schemes on jukeboxes which are located in the Teen departments of both stores. Marvin says that he started this project several months ago and it was only supposed to last for the summer but it has met with such good success that they will now continue this in to the winter months.

**FROM THE RECORD RACKS . . .** Called just in time to hear Buddy Robinson of California Music, saying good-bye to Roger Williams, who had just stopped in to say hello and to check on the progress of his newest single "Born Free." Buddy predicts great things for Bobby Darin's "If I Were A Carpenter" on Atlantic. This is a whole new bag for Darin and if you listen to the song carefully it sounds as though it might have been penned by Dylan. In the album department, Buddy couldn't decide between "Lou Rawls Soulin" and "Tiquila" by Wes Montgomery, so we hereby declare it a tie. . . . From Luenhagen, the Solle Sisters report that Lowell Caldwell of Liberty Records, was in to check on Jackie DeShannon's "I Can Make It With You." It has been a tough fight between her version and the one by the Poco Seco Singers but from the way things stand, it looks like Jackie has come up with the winning combination. In chatting with the girls, they mentioned that Joe Perry of Decca was in to promote the Bert Kaempfert single "I Can't Give You Anything But Love." From the way the girls talked, this record is really taking off. As a matter of fact it is their pick hit for this week.

**HERE AND THERE . . .** The coin machine industry really seems to be making an all out effort to beautify itself. Circle International is the latest one to get on the re-modeling bandwagon. At present they are re-doing the showroom in the hopes of making more display space available. . . . Bob Portale was in great spirits when we called, due to the fact that he just received a shipment of Gottlieb's new "Cross Town." Bob says that it looks like another winner. He also mentioned that he had spent a few days up at the San Francisco office. . . . We join the rest of the coin machine industry in expressing our deepest sympathy to Charlie Robinson of C. A. Robinson, upon the loss of his wife, Beryl. . . . Spoke to Joe Duarte of Duarte International and he gives us the info that a shipment of games just left for Mexico, while a shipment of phonographs departed for Melbourne, Australia. . . . From Wurlitzer we get the good news that Clayton Balard's wife is out of the hospital and feeling much improved. . . . Jose Ongay from Mexico, stopped in to say hello to the gang at Badger Sales. . . . Ops visiting our city this week included: Harold Lieberman—Granada Hills, E. G. Gildner—Covina, Ted Richardson—Van Nuys, Joe Tomulonis—Banning, C. B. Ellison—Lancaster, Bill Bradley—Covina and Richard Garduno—Montebello.

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## Upper Mid-West Musings

The New Seeburg Stereo Showcase Console was shown this week at the show rooms of the Lieberman Music Company Tuesday through Thursday, Sept. 6-8. It was a huge success as many operators and wives came to see the new phonograph and many orders were placed for immediate delivery. Operators at the show from Minneapolis were Phil Smith, Jack Demming, Walter and Gary Witt, Dick Couch, Joe Perkins, Bob Leonard, Lloyd Olson, Norman Pink, Loren Boudoin, Lee Brahs, Pat Flanagan, Lou Basil, Stan Hennes, From St. Paul, Les Brunning, Bob Lund, Owen Bjerjum, Fritz Einchinger, Harold Awe, Al Klammer, Fred Dahlin; St. Cloud, Minn., Bob Lammers, Vern and Terry Boerger, Mr. & Mrs. Leo Rau and their son, Steve; Mpls., Dave Chapman and Marv. Doer; St. Cloud, Mr. & Mrs. L. Daniels, Mr. & Mrs. Glen Addington, Ted Fisher; Waconia, Mr. & Mrs. L. Sanford; Dodge Center, George Wohler; Stillwater, Ike Sundem; Montevideo, Al. Eggermont; Marshall, Gordon Runnberg; Moose Lake, Pete Wornson; Mankato, Bob Keese; Forest Lake, Minn., L. I. Harris; Enderlin, N. D., Ronnie Manolis and Tony Ratchford; Huron, S. D., Mr. & Mrs. Lawrence Sieg; Eau Claire, Wisc., Harry Anderson; Fredric, Wisc., Billy Gummow; Hopkins, Mr. & Mrs. Jack Harrison; Crosby, Stan Woznak, Walter Meyers and Johnny; Little Falls, Jack Godfrey; Chaska, Earl Ackley, Trego, Wisc., Leonard Anderson; Hudson, Wisc., Hank Krueger; Fairfax, Clayton Norberg; Mankato, Martin Kallsen; Worthington, Mr. & Mrs. Jim Stolp; Ralph Sanders, Andy Theisen, Don Hazelwood; Aitken, J. C. & Darrell Weber, Gene Clennon; Austin, Jim Stansfield, Sr. and Jim Jr., Art Berg, Johnny Galep, Herb Peterso & Duane Reiners; Millbank, S. D., Jim Melichar; Black River Falls, Wisc., Earl Schultz, John Carlson, Gabby Clusiau. Buffet luncheon was served each day.

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## Happy Birthday This Week To:

C. F. Cole, Marion, Indiana . . . John A. Frost, Fremont, Ohio . . . Louis Herman, Mt. Vernon, New York . . . Louis Tartaglia, Port Chester, N.Y. . . . Carlos M. Forrest, Fort Wayne, Indiana . . . C. W. Holmes, Little Rock, Arkansas . . . Mrs. Pauline R. Bagnall, Thomasville, Ga. . . . David D. Margason, San Jose, California . . . Fernand J. Bard, Cornwall, Ont., Canada . . . Clyde J. Addy, Imogene, Iowa . . . James Thorpe, Rocky Mount, N.C. . . . Jacob Nomden, Oak Park, Illinois . . . Howard W. Dolph, Tulsa, Oklahoma . . . Benjamin B. Ginsberg, Roswell, New Mexico . . . John R. Van Wyck, Nyack, New York.

## Pollak Reveals High Test On Phono-Vue Juke/Audio Visual

WHIPPANY, N. J.—Impressive results, well beyond expectations, are being reported for the new Rowe-AMI "Phonovue" audiovisual jukebox device in test locations, it was revealed by Fred Pollak, Rowe vice-president for Marketing, and Joe Burton, general sales manager.

Developed primarily to function as an accessory for the new Music Merchant jukebox with a special adaptor, Phonovue showroom samples will start being shipped to Rowe distributors about October.

"The fantastic reports were hard to believe at first, but we've checked them out personally," Pollak said. "We couldn't be more gratified if the jukebox turned lead into gold."

Some cases which Barton said were typical of results in average jukebox locations:

— In a Miami, Florida tavern, gross revenue from the jukebox was averaging \$28; the first week with Phonovue, it took in \$130.

— In an Indianapolis, Indiana college hangout, during the vacation period, gross revenue jumped from \$28 to \$127 the first week and \$112 the second.

— In a Cleveland, Ohio bowling alley, take from the jukebox leaped from \$40 gross without Phonovue to \$148 the first week with it. After three weeks, the gross had settled down to \$110.

Barton said he felt there were essentially four plus factors for Rowe's Phonovue:

1. It is designed to operate with a standard jukebox, for the average jukebox player, within the economy of the normal jukebox location. "It is a jukebox accessory, pure and simple."

2. It coordinates with current popular music, increasing the value of a jukebox to the preponderance of location customers who want to hear the hit records of the day.

3. Instead of merely showing singers singing, the Phonovue films all tell some kind of story.

4. Its installation is simple and flexible since it hooks up easily to the jukebox but can be placed at a remote location.

"We are delighted with these first indications that all our technical and marketing research was correct and Phonovue will be a smash. We have increased production estimates accordingly," Pollak said.

With the Phonovue accessory, the Music Merchant will be able to offer twenty selections that can play with films and 160 music selections. (Maximum capacity for the Music Merchant alone is 200 selections.)

"Since the Rowe Phonovue systems coordinates the films with music tempos instead of specific numbers, it will take considerable time for them to become obsolete at all locations. This is an important factor in reducing the cost to all concerned," Barton added.

 Williams®



SINGLE PLAYER

ADJUSTABLE 3-5 BALL PLAY

1. LITE LETTERS IN "HOT LINE"
2. CARRY OVER FEATURE
3. 4 WAYS TO SCORE SPECIAL
4. MATCH FEATURE

NEW COIN MECHANISM FLEXIBILITY  
OPTIONAL SINGLE, DOUBLE OR TRIPLE CHUTES  
NEW COIN DIVIDERS IN CASH BOX

- Stainless Steel Moulding and Trim
- PLUS NEW STAINLESS STEEL FRONT DOOR AND FRAME
- Automatic Ball Lift
- Plastikote Finished Playfield

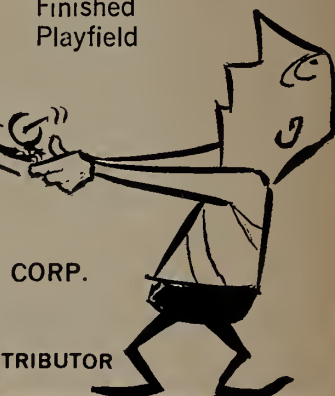


Williams® ELECTRONIC MANUFACTURING CORP.

3401 NORTH CALIFORNIA AVE., CHICAGO, ILLINOIS 60618

Cable Address: WILCOIN, CHICAGO

AVAILABLE FOR IMMEDIATE DELIVERY THROUGH YOUR WILLIAMS DISTRIBUTOR



Canteen Corporation's president Patrick L. O'Malley (left) and Rowe AMI president Jack Harper try the new dollar bill acceptor on the Rowe AMI "Music Merchant" phonograph at the New York distributor meeting.

### Simon Gets Midway

CHICAGO—Marcine (Iggy) Wolverton, president of Midway Manufacturing Co., has announced the appointment of Albert Simon, Inc. as New York City area distributors for their amusement games line.

Simon's showrooms, on New York's Tenth Ave., is currently featuring Midway's 'Premier' shuffle alley and has received recent delivery on the factory's new arcade gun, the 'Captain Kid'.

### Helen Young Dies

NEW YORK—Helen Young, formerly a singer with the bands of Johnny Long and Raymond Scott, died Sept. 7th of a heart attack in Allentown, Pa. She was the wife of Oggie Davies, vice president of Rahall Radio and manager of WKAP-Allentown.

### Luppino Cites Stats to Back 2/25¢ Play

CHICAGO—For the benefit of the operator who has not kept track of his increasing cost of doing business, Frank Luppino, Seeburg advertising manager, has come up with some information to substantiate the two-for-a-quarter phonograph play recommendation recently made to operators by his firm. The U. S. Dept. of Labor Bureau of Labor Statistics is the source of the information, according to Luppino.

Since 1954, when dime play was inaugurated, the cost of gasoline has gone up 16.7 per cent. The cost of automobile tires has gone up 13.2 per cent. "Most operators realize that insurance costs more today on automobiles," Luppino said, "but do they realize that it has gone up 57.9 per cent during this short 12-year

period?"

"If the operator will just reflect on just the cost of operating his vehicles over the time since he inaugurated dime play, and then check some of his pay records on increased costs of service and route personnel, he will see the advisability of inaugurating a two-for-a-quarter policy right away with many of his locations," Luppino noted.

"We're not saying every operator should change to the new pricing at every location this week. But there are the places to start this policy now and from which it can be kept growing. Any location owner knows he is paying more for his help, for his food, beverages and services. In most cases, he will be sympathetic to the increase," Luppino indicated.

# 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 (49"x85")
- Gold Crest 6 (46"x78")
- Gold Crest 7 (52"x92")
- Gold Crest 8 (57"x101")
- Gold Crest 9 (64"x114")
- Champion Slot Car

### AMERICAN SHUFFLEBOARD CORP.

- Electra "6" (6' 6-pkt. table)
- Electra "7" (7' 6-pkt. table)
- Electra "8" (8' 6-pkt. table)
- Classic "6" (6' 6-pkt. table)
- Classic "7" (7' 6-pkt. table)
- Classic "8" (8' 6-pkt. table)
- Imperial Shuffleboard (16' to 22')
- Imperial Cushion Model (12')
- Bank Shot Model (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 (12/66)

### COLOR-SONICS, INC.

- Colorama 2600

### DuKANE CORP.

- Ski 'n Skore
- Grand Prix Raceway

### FISCHER MFG. CO., INC.

- COIN
- 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 (8" 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 1/2 Gun
- Kicker & Catcher
- ABT Challenge Pistol
- ABT Guesser Scale
- ABT Rifle Sport
- Aristo 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
- Funbo 75x43
- El Dorado Shuffleboard
- Ring-O-Round
- Pool Table (56" diameter)

### MARVEL MFG. CO.

- Side-Ball Back Scoreboard
- Coin Bar

### MIDWAY MFG. CO.

- Captain Jack Rifle (9/66)
- Frontier Puck Shuffle (4/66)
- Little League Baseball
- Rifle Champ KP (1/65)
- Mystery Scene (9/66) (Novelty Game)
- Monster Gun (8/66)

### NATIONAL SHUFFLEBOARD & BILIARD 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

### PROTOSICION 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.

- Filmtheque-Diskotheque
- Phono-Voice Recorder

### ROWE MANUFACTURING

- PHONOGRAPH
- Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Musicconsole—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickels. Plays 33-1/3 and 45 r.p.m. records intermixed, stereo or monaural.

### MUSIC EQUIPMENT

- Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/4". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive wireless call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.
- HJG—Hideaway—selective stereo—200 sel.
- HGG—Hideaway—selective stereo—160 sel.
- HGH—Hideaway—selective stereo—100 sel.
- R-2092-A—Discotheque Speakers—Console Cabinets.
- EX-401—Wall Speakers.

- BACKGROUND MUSIC SYSTEMS
- Customusic Programmaster—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

- 5230—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 of food items. Capacity 130 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. Changemaker.

### 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). Spotlitged 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.
- HLPC-1—Stereo LP Hideaway. 160 selections (Up to 480 selections with all album programming). Income Totalizer. Plays 33-1/3 and 45 RPM records intermixed. Album and universal pricing.
- SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.
- EBCS-1—Extended Bass Console Speaker. Provides full range stereo response in conjunction with Console speakers.
- SC-11—Stereo Communication Console. Console serves as Intercom.
- CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.

#### BACKGROUND MUSIC

- ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.
- BMS-2—Background Music System 1000 Selections.
- BMC-1—Background Music Compact, 1,000 Selections.
- BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1).
- MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.
- SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.
- SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music

#### CANDY VENDORS

- W10CN1—Mechanical. 10 Selections. 220 bar capacity.
- W8TIG—Mechanical 8 Selections. 152 bar capacity.
- CIGAR VENDOR
- W6CRI—Mechanical. 6 Selections. 114 pack-age 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-age 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—Williamsburg Fresh Brew Coffee Vendor. 5 Selections. Brews one cup at a time. Hot coffee and hot chocolate. 428 cup capacity. Income Totalizing System.

- W6HB1—Williamsburg 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—Williamsburg 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

- MV-2—Modular Milk Vendor. 3 selections. 360 carton capacity.

#### 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. BILLIARDS INC.

- Electro-Pool, Electric Pocket Billiard Game. 6 Pkt. Series:
- Pro 1—78x46
- Pro 2—88x51
- Pro 3—93x53
- Pro 4—103x58
- Pro 5—114x64

- Club Pool
- 56x40
- 75x43

#### 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—100x57
- 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 Golden Bar and L.L.P.
- 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)

## Cyrus Melikian Goes On Air For Vending



PHILADELPHIA—The vending industry, its dynamic growth, and its constructive impact on the American and international economy was the subject of a Mutual Radio Network interview with K. Cyrus Melikian, (right) chairman of the board, Rudd-Melikian, Inc., Warminster, Pa., conducted by Jules Rind at the studios of Philadelphia's station WPEN. In the taped dialogue, Melikian traced the sound development of the automatic merchandising industry from inception through the accelerated growth years of the past two decades. Emphasis was placed on the key role played by coffee and foods, especially as served automatically in public paces. Rudd-Melikian, Inc. is a leading importer and roaster of coffees, and a prime manufacturer of automatic coffee brewing equipment.

## Strandee Digs Pinballs

NEW YORK—Mrs. R. Switzen, director of the National Communications Laboratories, has stated her theory that pingames could provide a fine tool in helping children learn the principles of basic math. She says a slower scoring version would help children learn that one plus one equals two or 1,000 plus 1,000 equals 2,000. Interesting, no?

## Music Merchant Bows On Stage

(Continued from page 71)

pressed he signed her to a contract for his new fall TV show. Patsy showed up at the Jam Handy call and I picked her right away. She's marvelous, marvelous. Then we got the other three characters and we went into rehearsal."

"We had twelve days to get the show in shape, eight hours a day. The last three days we went into the Lambs to re-block the show. 'Blocking' means to determine how the people are going to move on stage, and it can get complicated if you have singing and dancing. Once we got

on the stage at the Lambs we had to make some adjustments. Then there's the lighting rehearsal, which never—repeat, never—goes right. I don't think there's a director or an actor alive who doesn't shudder at the thought of a lighting rehearsal. But we did it and the show went on. I thought it was very successful and the audience liked it. Patsy charmed 'em."

"It was interesting for me to do the show. Rowe had a lot to talk about this year and I think we got the point across."



"OK, you've got the new Rowe—you're all set for sales!" All smiles, happy ending. Exeunt omnes.

## PROFESSIONAL SIZE... PROFESSIONAL WEIGHT



the

**Valley**® 2 1/4"

**MAGNETIC CUE BALL**

patent pending

NEW PLAYERS • NEW GAME INTEREST • GREATER PROFITS

### AND HERE'S WHY...

- The home and professional player will now play coin-operated pool without the larger size or under-size cue ball affecting their game.
- Magnetic Cue Ball will not become trapped as it separates itself from other balls.
- Regulation size and weight assures player more accuracy.

for information write or call

**Valley**® manufacturing & sales company

333 MORTON STREET • BAY CITY, MICHIGAN • AREA CODE 517 892-4536

## Pioneer Will Hold Rowe AMI Openhouse

MILWAUKEE—Joel Kleiman, Pioneer Sales & Services, Incorporated, distributors throughout the State of Wisconsin for Rowe Manufacturing Corporation, announced this past week that the firm will host an Open House celebration, from 1:00 to 7:00 p.m., Wednesday and Thursday, September 21 and 22, to fete the new Rowe-AMI "Music Merchant" coin-operated audio-visual phonograph combination, featuring the dollar bill acceptor and the "Change-A-Scene" front panels. Refreshments will be served throughout all of the showing hours on both days.

Co-hosts will be Sam Cooper, Bob Manthei, Dan Karolzik, Ralph Lan-

gen, Jerry Groll, Dick Saubig, Vic Kobylarz, Mark Case, Jim Hontros and Harry Gamm.

BUY  
**Bally**  
FOR  
**TOP EARNINGS**  
IN  
EVERY TYPE OF LOCATION  
EVERYWHERE

## ELECTRIC SCOREBOARDS... 2 Models

**OVERHEAD MODEL**  
(Natural finish hardwood cabinet)

- Two-faced. Scores 15-21 and/or 50 pts.
- Large metal coin box holds \$500 in dimes.
- 10¢ 1-player or 2-player by simple plug switchover. **\$169.50**

**NEW SIDE-MOUNT MODEL**  
(Walnut Formica finish—easy to clean)

- Scores 15-21 pts. only. Meter in coin box.
- Built-in light control switch turns off fluorescent lights when game is over. **\$249.50**

**BILLIARD SUPPLIES**  
5 oz. Belgian Bumper Pool Balls, set of 10, \$9.00. Others \$5 up  
2 1/4" 15 Belgian numbered and 2 3/8" Cue Balls. Set... \$19.95  
2 1/4" Balls, 1-15 w/Q Ball... \$10.00  
5 7/8" Cues—  
straight, \$2.95 ea. \$33 dz.  
57" Jointed Cues... \$5.50 up  
Heath and A.B.T. Coin Chutes.  
Complete line. Write for new list.

- Each model also has three features:
- "Game Over" light flashes on at end of game.
  - Easily serviced.
  - Large coin box—\$500 in dimes.

**MARVEL** Mfg. Company  
2849 W. Fullerton Chicago, Ill.  
Phone 342-2424

# 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

D-40, '51, 40 Sel.  
D-80, '51, 80 Sel.  
E-40, '53, 40 Sel.  
E-80, '53, 80 Sel.  
E-120, '53, 120 Sel.  
F-40, '54, 40 Sel.  
F-80, '54, 80 Sel.  
F-120, '54, 120 Sel.  
G-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.  
J-120, '59, 120 Sel.  
K-200, '60, 200 Sel.  
K-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  
O-200 Bandstand '65

## ROCK-OLA

436, '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, 160 Sel.  
AY100E, '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 Intermix  
1500 A, '53, 104 Sel., 45 & 78 Intermix  
1600, '53, 48 Sel., 45 & 78 Intermix  
1650, '53, 48 Sel.  
1630A, '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.  
2130, '57, 200 Sel.  
2200, '58, 200 Sel.  
2204, '58, 104 Sel.  
2250, '58, 200 Sel.  
2280, '59, 200 Sel.  
2364, '59, 104 Sel.  
2310, '59, 100 Sel.  
2400, '60, 200 Sel.  
2404, '60, 104 Sel.  
2410, '60, 100 Sel.  
2506, '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.

## PINGAMES BALLY

Acapuico (5/61)  
Barrel-O-Fun (9/60)  
Barrel-O-Fun '61 (4/61)  
Barrel-O-Fun '62 (11/61)  
Beauty Contest (1/60)  
Bongo 2P (3/64)  
Bounty (Bingo) (10/63)  
Bus Stop 2P (1/65)  
Can-Can (10/61)  
Circus Queen (2/61)  
Cue-Tease 2P (7/63)  
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)  
Hootenanny (Pin) 1P (11/63)  
Laguna Beach (3/60)  
Lido (2/62)  
Lite-A-Line (2/61)  
Mad World 2P (5/64)  
Monte Carlo 1P (Pin) (2/64)  
Moonshot (3/63)  
Queens (Bch., Is.) (3/60)  
Roller Derby (6/60)  
Ship-Mates 4P (2/64)  
Shoot-A-Line (6/62)  
Silver Soils (11/62)  
Sky Diver 1P (4/64)  
Star Jet (Pin) 2P (12/63)  
3-In-Line 4P (8/63)  
Touchdown (11/60)  
Twist (11/62)  
? in 1 2P (8/64)  
Lido (2/62)  
Trio 1P (11/65)  
Band Wagon 4P (5/65)  
Sheba 2P (3/65)  
Border Beauty Bingo (2/65)  
Bulltight 1P (1/65)  
Magic Circle 1P (6/65)  
50/50 2P (8/65)  
Beauty Beach Bingo (5/65)  
Aces High 4P (9/65)  
Discotek 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

## GOTTlieb

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)  
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)  
Buckaroo 1P (6/65)  
Captain Kidd 2P (7/60)  
Corral (9/61)  
Cover Girl 1-Ply. (7/62)  
Cow-Poke 1P (5/65)  
Dneg. Dolls 1P (6/60)  
Dodge City (4P) 7/65  
Egg Head 1P (12/61)  
Fashion Show 2P (6/62)  
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)  
Goucho 4P (1/63)  
Gigi 1P (12/63)  
Happy Clown 4P (11/64)  
Hi Dolly 2P (5/65)  
Kewpie Doll 1P (10/60)  
Sky Line 1P (1/65)  
Lancer 2P (8/61)  
Liberty Belle 4P (3/62)  
Lite-A-Card 2P (3/60)  
Majorettes 1P (8/64)  
Melody Lane 2P (9/60)  
Mry-Go-Round 2P (12/60)  
North Star 1P (10/64)  
Oklahoma 4P (2/61)  
Olympics 1-P (9/62)  
Paradise 2P (11/65)  
Parview 2-P (8/62)  
Rack-A-Ball 1P (12/62)  
Sea Shore 2P (9/64)  
Seven Seas 2P (1/60)  
Showboat 1P (4/61)  
Kings & Queens 1P (3/65)  
Slick Chick 1P (4/63)  
Spot-A-Card 1P (3/60)  
Sunset 2-player (11/62)  
Sweet Hearts 1P (9/63)  
Swina Aloha 2P (7/63)  
Texan 4P (4/60)  
Thoro-Bred 2PL (2/65)  
Wild Beauties 1P (2/60)  
World Fair 1P (5/64)

## KEENEY

Old Plantation (2/61)  
Black Dragon  
El Rancho Hacienda  
Rainbow (6/62)  
Go-Card 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)  
Coquette (4/62)  
Darts 1P (6/60)  
Eager Beaver 2P (5/65)  
El Toro 2P (8/63)  
Four Roses 1P (12/62)  
Full House 1P (3/66)  
Gldn. Gloves 1P (1/60)  
Heat Wave 1P (7/64)  
Jumpin' Jacks 2P (4/63)  
Jungle 1P (9/60)  
Kingpin (9/62)  
Lucky Strike 1P (8/65)  
Mardi Gras 4P (11/62)  
Merry Widow 4P (10/63)  
Moulin Rouge 1P (6/65)  
Music Man 4P (8/60)  
Nags 1P (3/60)  
Oh, Boy 2P (2/64)  
Palooka 1P (5/64)  
Pot O Gold 2P  
Riverboat 1P (9/64)  
San Francisco 2P (5/64)  
Soccer 1P (3/64)  
Trio 1P (11/65)  
Serenade 2P (5/60)  
Skill Pool 1P (6/63)  
Space Ship 2P (12/61)  
Teacher's Pet 1PL (12/65)  
Tom-Tom 2P (1/63)  
Top Hand 1P (5/66)  
Trade Winds (6/62)  
Twenty-One 1P (2/60)  
Valient 2P (8/62)  
Vagabond (10/62)  
Viking 2P (10/61)  
Whoopie 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 Wov (10/65)

## Ball Bowlers

ABC Bowl, Lane (1/57)  
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)  
Supe! Shuffle (12/61)  
Bia 7 Shuffle (9/62)  
Surer 8 (4/63)  
Deluxe Bally Bowler (1/64)

## CHICAGO COIN Shuffles

Top Brass Shuffle (4/65)  
Triple Strike (2/55)  
Arrow (2/55)  
Cr. Cross Targette (1/55)  
Bonus Score (4/55)  
Hollywood (5/55)  
Blinker (8/55)  
Score-A-Line (9/55)  
Bowling Team (10/55)  
Rocket Shuffle (3/58)  
Explorer Shuffle (6/58)  
ReBound Shuffle (12/58)  
Championship (11/58)  
Double Feature (12/58)  
Red Pin (2/59)  
Red Master (8/59)  
4-Game Shuffle (11/59)  
Bull's Eye Drop Ball (12/59)  
6-Game Shuffle (6/60)  
Triple Gold Pin Pro (2/61)  
Starlite (5/62)  
Citation (10/62)  
Strike Ball (5/63)  
Spotlite (11/63)  
DeVillie (8/64)  
Triumph (1/65)  
Bel Air Puck Bwlr.

## 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)  
Embossy (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)  
Skippy (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)  
League (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)  
Alamo (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)  
Galleon (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 Circus 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)  
GA 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  
Cris Cross Diamond (1/60)  
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Black Dragon '60  
K Twin Red Arrow (3/60)  
K Flashback (6/61)

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Air Football  
Air Hockey  
Auto Photo Model 9  
Amer. Shuffle Situation (5/61)  
B Undersea Raider  
B Derby Gun (2/60)  
B Bulls Eye Shooting Gallery (9/55)  
B Big Inning (5/58)  
B Heavy Hitter (4/59)  
B Ball Park (4/60)  
B Sharpshooter (2/61)  
B Golf Champ (8/58)  
B Bat Practice (8/59)  
B Skill Roll (8/58)  
B Moon Raider (7/59)  
B Target (10/59)  
B Spook Gun (9/58)  
B Skill Parade (1/59)  
B Skill Score (6/60)  
B Skill Derby (10/60)  
B Del Skill Parade (4/59)  
B Table Hockey (2/63)  
B Spinner (2/63) Novelty  
B Bank Ball (1/63)  
B Fun Phone (3/63)  
Capitol Midget Movies  
CC Bullseye Baseball  
CC Basketball Champ  
CC 4-Player Derby  
CC Goalee  
CC Midget Skee Super model  
CC Big League (5/55)  
CC Twin Hockey (5/56)  
CC Shoot The Clown  
CC Stm. Shovel (5/56)  
CC Batter Up (4/58)  
CC Criss Cross Hockey (10/58)  
CC Croquet (8/58)  
CC Playland Rifle Gallery (8/59)  
CC Pony Express (4/60)  
CC Ray Gun (10/60)  
CC Wild West (5/61)  
CC Long Range Rifle Gallery (1/62)  
CC All-Star Baseball (1/63)  
CC Big Hit (10/62)  
CC Pro Basketball (6/61)  
CC Riot Gun (6/63)  
CC Champion Rifle Range (1/64)  
CC PopUp (10/64)  
Ex Gun Patrol  
Ex Jet Gun  
Ex Space Gun  
Ex Pony Express  
Ex Six Shooter  
Ex Shooting Gal. (6/54)  
Ex Star Shtg. Gal. (9/54)  
Ex Sportland Shooting Gallery (11/54)  
Ex "500" Shooting Gallery (3/55)  
Ex Treasure Cove Shooting Gal. (6/55)  
Ex Jungle Hunt (3/57)  
Ex Ringer Ball (11/56)  
Ex Pop Gun (9/57)  
Ex Lucky Seven  
Ex Sky Gunner  
Ex Night Fighter  
Ex 2-Player Basketball  
Ex Rifle Gal. (6/54)  
Ex Big Top Rifle Gallery (6/54)  
Super model (12/55)  
Ex Gun Club  
Ex Wild West Gun (2/55)  
Ex Sky Rocket Rifle Gallery (5/55)  
Ex Championship Baseball (9/55)  
Ex Quarterback (10/55)  
Ex Hi Fly Baseball (5/56)  
Ex State Fair Rifle Gal. (6/56)  
Ex Davy Crockett (10/56)  
Ex Circus Rifle (3/57)  
Ex Motorama (10/57)  
Ex 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 (4/58)  
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 Peek (11/54)  
Munvex 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  
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**Rosen Dubs Lacey  
James As Hostess  
for Cinejukebox**



**CINE JUKEBOX & JAMES**

PHILADELPHIA—David Rosen, who has "discovered" a goodly number of show business personalities in his capacity as independent record distributor, has extended his discovery talents to find a new talent who will also serve as a standard-bearer for the new Cinejukebox machine which he will handle for distribution in the United States.

Adding extra glamour to the machine will be miss Lacey James, who will serve as "Miss Cinejukebox" in helping to make it a most glamorous premiere for the new machine at the Music Operators Association show in Chicago next month.

Pulling power of the filmotheque-discotheque concept was demonstrated by Sebra G. Corey, music machine operator of Jacksonville, Florida. Corey has been operating a Cinebox, which he had leased from David Rosen here.

Corey operates the A-Go Go Stereo Music Co. in Jacksonville, and from the success the machine enjoyed on test location at the Hawaiian Village Lounge, Corey reports to Rosen that he now "anxiously awaits the arrival of the new Cinejukebox machine."

"It has been only two weeks," wrote Corey to Rosen, "since I returned the Cinejukebox and already business in the Hawaiian Village Lounge has dropped about 15 percent. "This drop in business is entirely due to the removal of the machine since the majority of the customers are continually asking the management what happened to the Cinejukebox. It was without a doubt the room's greatest asset. No wonder we are so optimistic about the new Cinejukebox when it is made available to us."

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*D. Gottlieb & Co.*

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## IN CONGRESS ASSEMBLED: THE ROYALTY DEBATES

(Continued from page 70)  
had assumed that the question would not come up again, only it had come up, in triplicate. Two more hearings were held, at which there were no jukebox industry representatives present. Then the fourth hearing, on a Wednesday morning, June 11th, Sidney Levine, the attorney for the music operators of New York, and Al Denver, spoke in defense of the industry and gave a brief outline.

The figures given by the performance rights societies as to how much a jukebox took in were inflated, he said. Operators were not rich and could not afford to pay a high royalty. Sitting on the subcommittee was Representative Kenneth B. Keating of New York. He asked Levine whether operators made money off of both sides of a record. Levine replied that they seldom did, since the flip side of a record was more like an afterthought than a separate song. "I thought so," said Keating.

A fifth hearing was scheduled for the morning of June 16th. The five-day interval gave the industry time "to turn to its leaders, the manufacturers, for support and guidance." There was no nationwide operator

association capable of dealing with the situation, and when the hearing opened, the manufacturers were indeed present to lend support and guidance, in the persons of N. Marshall Seeburg, David C. Rockola, and M. C. Bristol, attorney for the Wurlitzer Company.

Hammond Chaffitz, general attorney for the manufacturers was presenting his brief when Keating broke in to ask several questions. According to the Cash Box story, Chaffitz stumbled between reading his brief and answering Keating and the rest of the subcommittee became confused. At this point, David C. Rockola rose, faced Keating and the committee and, speaking without notes, told them what the passage of the proposed bill would do to the industry and to the operator. When he was asked what was wrong with direct sales to locations, Rockola defended the operator's right to a living and said the operator performed a service to the public by the proper maintenance of the machines on his route. Satisfied, the committee passed to other questions between the opposing attorneys and, after more discussion, adjourned the hearings—but not before, in an un-

usual gesture, thanking Rockola for his comments and saying he had helped to clarify the industry's position.

Two weeks before, various delegates from the industry had met at the Statler Hotel in Washington—attorneys for the companies, local association officers and attorneys acting for independent and organized operators. Three men were chosen as a legal committee to meet further discussions on the bills—Sidney Levine, William H. Rosenfeld, who worked with operators in Ohio, and Sol L. Kesselman, who represented the Music Guild of America, an association of north and central New Jersey operators. Although they had the support of all those present at the meeting, they were acting in a cooperative independence. Seven associations and four manufacturers were to send delegates to Washington for the June 16th hearings, but the total representation of the industry was made up of temporarily united factions.

Industry response to the second royalty contest, although again sporadic, did have urgency and aggressiveness, and it was beginning to be

understood that the contests were going to go on. When the Scott Bill was tabled in early July, it was the result of industry defense and intramural battling between performance rights societies and NAPA. Cash Box suggested that the Levin-Rosenblum-Kesselman team be maintained against future legislation and by January 1948 there was a growing movement to form some kind of organization devoted to the exclusive defense of the jukebox operator.

Kesselman wrote to the heads of all the local associations and asked them to reserve extra time at the Coin Machine Industries convention, in Chicago, held January 19-22, to discuss a national association.

That same month the Scott Bill was re-introduced as (H.R. 1269) and Rep. Carroll D. Kearns, a Pennsylvania Republican, proposed before the House Labor Committee that James C. Petrillo and his striking American Federation of Musicians collect a royalty on commercial (jukebox) phonograph records. Kearns, a former member of the AFM, suggested that the copyright law be amended to distinguish between "home" records and  
(Continued on page 83)

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FOR SALE—CLEAN EQUIPMENT—TWO KIS-mets \$150 each, King Pin \$125, Big Deal \$125, Two Space Ships \$125 each, Bo Bo \$75, Dorts \$75, Highways \$75, Hollywood \$85, Two High Divers \$30 each, Cris Cross \$30, Crossword \$30, Quartet \$25. All 15 for only \$995. Write or call 746-8254, Mr. Taylor. STEVENS MUSIC COMPANY, 570 POPLAR STREET, MACON, GEORGIA.

ALL CHROME WALL BOXES. ACTION CLOSE-out. Immediate Delivery. Seeburg—3WI 100 selection, each—\$15.00. 3VWA 200 selection, each—\$35.00. We buy, sell or exchange any make or model of Late Phonographs and Wall Boxes. Inquiries invited. LOWEST PRICES. SEACOAST DISTRIBUTORS, 1200 NORTH AVE., ELIZABETH, NEW JERSEY, PHONE BI-8-3524.

FOR SALE—ROUTE ROWE-AMI GOTTLIEB Williams 160 machines. SHELTON MUSIC, AGANA, GUAM.

FOR SALE—ROWE-AMI TROPICANA PHONOS, \$595; CONTINENTAL 2'S, \$250. All types music, games, bowlers, pool tables. Get on our monthly mailing list. WRITE: ADVANCE DISTRIBUTING COMPANY, 4710 DELMAR BLVD., ST. LOUIS, MISSOURI, FOrrest 1-1050.

HI-SPEED, SUPER FAST SHUFFLE BOARD WAX. 24 one-pound cans per case. \$8.50 f.a.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE: JENNINGS AND MILLS FRUIT machines slot machines for export. Also complete stock of fruit machine parts. Call or write Nevada Fruit (Slot) Machine Co., P.O. Box 5734, Reno, Nevada.

TWO BALLY BUCKY BRONCHO HORSES, brand new, never used, \$500.00 each. JOY AUTOMATICS, INC., 108 E. CHURCH ST., ELMIRA, N.Y. PHONE-607-734-6131.

FOR SALE—OFF OUR OWN ROUTES, CLEAN, mechanically reconditioned, El Toro, Jumpin' Jacks, Gaucho, Swing Along \$200.00 each. Tom Tom \$175.00, Corral, Foto Finish \$100.00 each. Fashion Show, Flying Circus, Lancer, Preview \$135.00 each. Sunset \$155.00. Flying Chariots \$225.00. STAN HARRIS CO., 508 W. VENANGO ST., PHILA., PA. PHONE BA 3-5362.

FOR SALE: TEN 22-COLUMN NATIONAL Cigarette Vendors. Clean and complete. \$265.00 ea. Write, Wire or call. First Come, First served. Money Order deposit required. R. F. JONES CO., 375 SOUTH 2ND WEST, SALT LAKE CITY, UTAH. (AREA 801). 359-2029.

CLEARANCE SALE ON SEEBURG B & C HIDE-away, G-100, W-100, V-200 & KD-200. Also Wurlitzer 1700, 1800 & 1900. Seeburg 3WI-100, 3WA-200 Wallboxes. Make us an offer. BIRD MUSIC DISTRIBUTORS, INC., 124-126 Poyntz, Manhattan, Kansas. Phone: PR 8-5229.

FOR SALE—BALLY BANK A BALL \$100; Skee Ball alley \$300; Bally Heavy Hitter \$100; Gottlieb Gaucho \$225; Soccer \$200; Beat The Clock \$180; North Star \$290; Tom Tom \$190; Swing A Long \$225; Three Coins \$100; Tropic Isles \$110. All games cleaned and checked. Up-rights for export. D & P MUSIC, 27 PHILADELPHIA STREET, YORK, PA. PHONE: 848-1846.

FOR SALE: 25 ASSORTED NEW ALBUMS: \$15.00. Our Choice Guaranteed New 33 1/3 RPM LP Albums—Mailed Insured—Post-paid—Limited Sale Offer Good Only in USA. Send Check or Money Order—No COD's. UNCLE JIM O'NEAL—BOX A—ARCADIA, CALIF. 91006.

COMPLETELY RECONDITIONED: BARGAINS—Bally Official Jumbo Shuffle 8 1/2' \$50; Strike Bowler 14' \$50; Lucky & Trophy Alley 14' \$75; United Line-Up Shuffle 8 1/2' \$125; 3 Way 8 1/2' \$145; AMI Continental 2 (100) \$245; J120E \$200. MICKEY ANDERSON AMUSEMENT CO., 314 EAST 11TH STREET, ERIE, PENNSYLVANIA. PHONE: 452-3207.

FOR SALE—MASQUERADE; FUN CRUISE; BIG Day; Aces High; Prevue Bowler; Spot-Lite; Shuffle Bowlers. Also largest stock used bingos in United States. NEW ORLEANS NOVELTY COMPANY, 1055 DRYADES STREET, NEW ORLEANS, LA. 529-7321. CABLE: NONOVCO.

SEEBURG: 222HR, 45 & 33-1/3 rpm \$495.00 HF100R restyled chrome grille, shopped and painted, \$275.00, LPC 480 \$895.00. UNITED Matador ball bowlers, sacrifice \$595.00. BALLY BINGOS, Sho-Gal (converted from Circus Queen) new score glass and painted. Call or write Operators Sales Inc., 4122 Washington Avenue, New Orleans, Louisiana, 822-2370.

TWO NEW MACHINES—NON-COIN FOR group games, coin-operated for locations, clubs, etc. Profit proven at N.Y. World's Fair. Dealers' inquiries invited. MIKE MUNVES CORP., 577 10 AVENUE, NEW YORK 10036.

FOR SALE: LARGE SUPPLY OF BINGOS: BEAUTY BEACH, BORDER BEAUTY, BOUNTY, ETC. ALL GAMES SHOPPED AND READY FOR RESALE OR YOUR LOCATION. PROMPT SHIPPING AND PROPERLY CRATED. CALL OR WRITE NASTASI DISTRIBUTING CO., 826 BARONNE ST., N.O., LA. (523-6386) (532-1471).

CLEAN SHUFFLES!! UN. CORRAL \$749.50; Mambo \$524.50; Embassy, Crystal \$275.00; Avalon \$244.50; Viking \$224.50; 2-Selection Pre-Mix soda vendor \$124.50. More buys. Phone: GRECO BROS. AMUSEMENT CO., 1288 B'WAY, ALBANY, N.Y. PHONE: HO-5-0228.

## MISC.

NEW FOR DEEJAYS! SIX VOLUME LIBRARY of 6,000 riotous classified one-liners, \$5.00. Copy of comedy monthly free with order! "Comedy Spectacular", giant laugh sampler of one-liners, breaks, etc., \$2.00. Catalog free. EDWARD ORRIN, 8034 GENTRY, NO. HOLLYWOOD, CALIF. 91605.

30,000 PROFESSIONAL COMEDY LINES! Largest laugh library in show business. Forty books of classified material, plus Orben's Current Comedy the most-quoted monthly topical gag service featuring deejay lines in each issue. Great sample selection, \$5.00. Catalog free. ORBEN DEEJAY LAUGHS, 3536 Daniel Crescent, Baldwin Harbor, N.Y. 11510



## In Congress: The Jukebox Royalty

(Continued from page 81)

"commercial" records, and although his plan named the record companies as the ones responsible for paying the royalty, operators were afraid that, with slight amendments, Kearns' proposal might be directed against



Sol. L. Kesselman, attorney for the Music Guild of New Jersey, served on a three-man legal committee at the 1947 Scott Bill hearing and later campaigned for a national operators' association.

them. The House Subcommittee had meanwhile passed the Scott Bill to the House Judiciary Committee, and in the Senate, a duplicate bill (S-2164) was introduced by Senator Hawks (Rep., New Jersey). It too passed and went to the Senate Judiciary Committee.

In Chicago, the association chiefs had met and elected a legislative committee, as yet unnamed, with George A. Miller and Albert S. Denver as heads and Levine as counsel. This group was to take the name Music Operators of America within the next six months. A hearing was scheduled on H.R. 1269 for March 1st; Levine left for Washington to study the bills. Then the hearing was suddenly postponed until March 22nd. After a while, both bills died in committee. Three contests had passed. There were seventeen more to come.

And what was the news between bills? The two-minute record; the appearance of television in locations; dime play; the forty-five r.p.m. disc, costs and taxes. There was a novel solution suggested to resolve all these problems: operators should simply tell location owners that the fifty-fifty split was at an end; from now on the take would be 70-30, operator's favor. Ah, dear dead days.

(This is the first of a series of articles. The second will appear next week.)

## Grand Award Winner Chosen in NAC CIMY Concession Contest

CHICAGO—The Grand Award in the National Association of Concessionaires' 1966 C.I.M.Y. (Concession Idea Man of the Year) Contest, sponsored by NAC was won by Ivan Ackery, manager, Orpheum Theatre, Vancouver, British Columbia, it was announced last week by Julian Lefkowitz, NAC contest committee chairman.

Judges of the contest also chose six runners-up.

The first Grand Award winner will receive an all expense trip to the 1966 Annual Convention of National Association of Concessionaires at the Americana Hotel, New York City, September 27-October 1. He will also be presented with a handsomely engraved plaque in recognition of this achievement during the organization's annual meeting.

The runners-up, who will receive Merit Award plaques for their entries, are:

C. E. Doctor, Orpheum Theatre, Vancouver, B. C., Canada; Patrick R. Saunders, manager, Capitol Theatre, Woodstock, New Brunswick; Robert G. Yeoman, manager, Odeon Humber

# A NEW IDEA in BOWLING GAMES!

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The Game that Can Command More than a Dime!

NOW — WITH THUMB HOLE, PLAYER CAN HOOK, BACK-UP AND CONTROL THIS LARGER BALL!

**NEW GIANT OVERSIZE BALL... with a THUMB HOLE!**

**EXCLUSIVE! SWIVEL SCORE RACK**  
Front or back of Score Rack serviced from either side.

15c Play—2 for 25c

(Also Adjustable to 10c Play)

5c-10c-25c Individual Coin Chutes

- NEW LARGER CASH BOX with Removable Partitions
- 6 WAYS TO PLAY
- WIDER PLAYFIELD



STILL DELIVERING ....MEDALIST.... KICKER

CHICAGO COIN MACHINE DIV. **CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614

Theatre, Toronto; T. Murray Lynch, Paramount Theatre, Moncton, Canada; Lloyd M. Taylor, manager, Capitol Theatre, Sarnia, Ontario and Mortie Marks, concessions manager, Jefferson Amusement Company, Beaumont, Texas.

Purpose of the contest was to salute and honor the amusement-recreation industry Concessionaire for outstanding achievement in the field of refreshment concessions by utilizing

a planned promotional program for building sales volume, consisting of the most original idea on a successful refreshment concession merchandising campaign between August 15, 1965 and August 15, 1966.

Ackery's winning entry featured a series of uniquely developed tie-ins with local radio stations consisting of prize contests, a trip to Hawaii, ladies wear and wardrobe, free tickets to other amusement centers, all of which

helped substantially to increase the theatre's volume of candy, popcorn and beverage concession sales.

Winning entries will be on display in the NAC exhibit during the Motion Picture and Concessions Industries Trade Show being held September 28-October 1 in conjunction with the concurrent conventions of NAC, National Association of Theatre Owners and Theatre Equipment and Supply Manufacturers' Association.

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**Peach State Dist. Co.**

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MAKES THE SCENE



New **ROWE AMI**  
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MAKES  
THE SCENE

## CHANGE-A-SCENE

A "first"!...a phonograph you update right on location!

Change-A-Scene is a Rowe AMI "first"... the exclusive feature that gives you a choice of *interchangeable* front panels. Breaks the monotony... helps the phonograph stay appealing to the location longer. Just change the scene... and it's almost a new phonograph! They're easy to change... you can do it in minutes, right at the location. These play-inviting scenes are in exciting, super dimension-vision color. Natural light, rather than black light, maintains the location's atmosphere. Bright, back-lit colors pop out from these panels... setting the scene for the big play! Gives the Music Merchant an eye-catching, money-drawing appeal that location owners simply can't resist.

Change-A-Scene panels shown (top to bottom):

CITY LIGHTS • RHYTHM IN BLUE • ABSTRACTIONS • CAROUSEL



## “PLAY-ME” RECORD

On location tests, these sales-promoting records have increased play by over 40%! Customers love 'em...can't resist 'em!

**NOW** . . . a phonograph that “talks” to your customers . . . invites 'em up to play. It's another “first” from Rowe AMI. The “Play-Me” talking records are *original* Rowe AMI recordings . . . Rowe “personalities” talking *directly* to the location's customers. It's professional, first-class entertainment . . . featuring light, humorous invitations to “come up and play some music.”

With the Music Merchant's special timer, you can easily pre-set these records to play in sequence after a dead-time interval of anywhere from one minute to thirty minutes. You get two “Play-Me” records with each phonograph . . . many others are available from your Rowe AMI distributor.

**PLUS** . . . you can have the country's top recording stars promoting more play at your locations . . . *exclusively* on the “Play-Me” Records. Featuring *the* latest hits by the most popular jukebox artists in every field . . . Rhythm & Blues . . . Country & Western . . . Top Pop . . . Standards. These sure-fire sales stimulators are an easy-to-see bright red color . . . to help your routeman pick 'em out. Don't wait, take a listen now at your Rowe AMI distributor. You'll flip . . . and so will your profits . . . up and up!

**GUARANTEED** . . . to get additional play.

...the talking salesman





New **ROWE AMI**  
**Music Merchant**  
MAKES  
THE SCENE

## DOLLAR BILL ACCEPTOR\*

A Rowe AMI "first"!... the super merchandising feature that really sells music in quantity.

This is *the most* sensational location "first" in the industry! It's the money-makin'est, money-takin'est feature ever... customers are wild about it! *Completely* test-proven, absolutely reliable mechanism... just lifts out for easy service. *Remember*... Rowe pioneered and perfected the *original* Dollar Bill Changer. We've had almost 10 years of experience with this type of mechanism... longer than any other manufacturer!

\*Patent Pending



Extremely quiet and attractive, rejects all paper currency except dollar bills.



On-location service — mechanism pulls out on sliding rack for simple, easy service. No lubrication or cleaning needed in normal use.

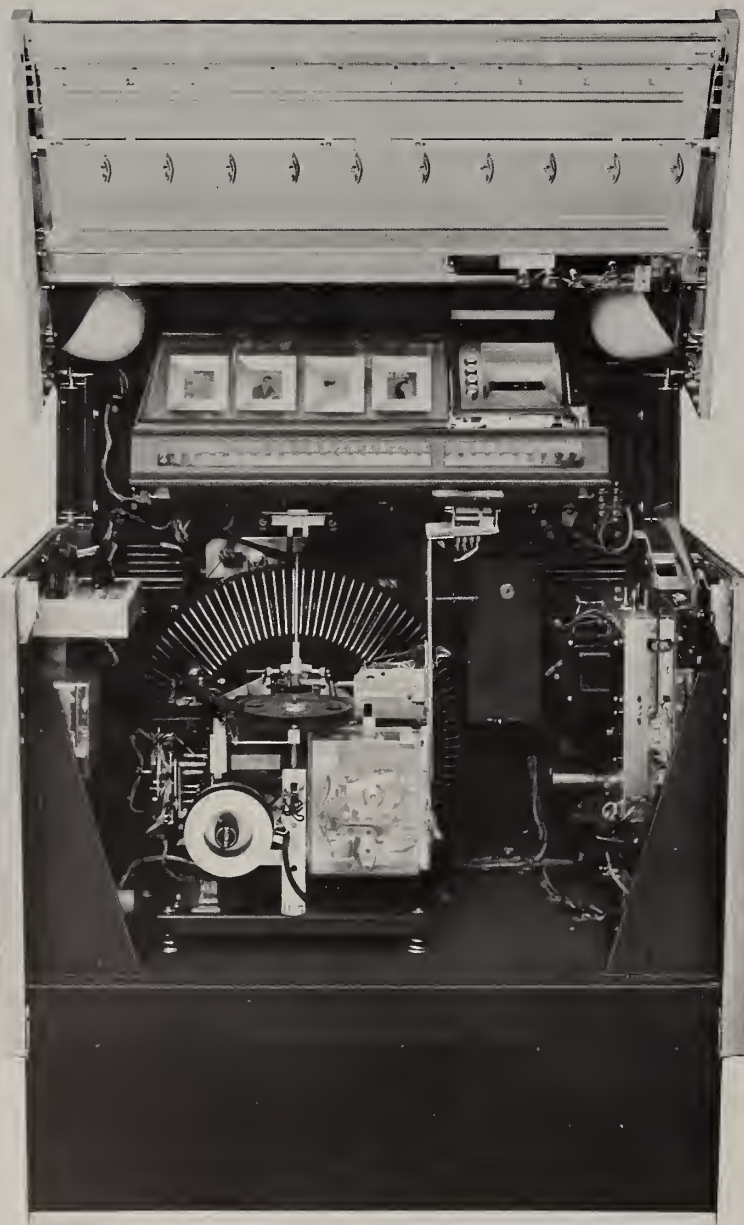
**Gives you these big benefits:**

- Creates a tremendous *double-overplay!*
- Does *not* make change—Customer *must* play dollar's worth of music.
- Moves *more* money through phonograph *faster* than ever before.
- A *must* for every location . . . most talked-about feature in the industry!
- It'll make your profits skyrocket!

## Fast service helps make Route Man a "Music Merchant"

Rowe AMI Music Merchant's ultra-convenient, almost effortless service means less service time . . . gives the route man more time for on-location promotion.

It's wide open for service! No tie bar across front . . . front door opens by simply releasing two levers on each side. All servicing from the front. Remove one plug and complete front swings off in seconds. Price changing, record scanning, cancel button and credit button conveniently located on one central panel. Price card changes simplified . . . convenient kit for easy-to-insert personalization letters.



New ROWE AMI

# Music Merchant

MAKES  
THE SCENE



Patented "flip-out" plastic racks allow simple, one-hand title panel service . . . entire panel swings free for easy service.



All-New . . . for easier service, a rear access panel that just flips open, allowing easy remote-equipment connection and accessory plug-in.





## HERE'S THE LEADER

You get style to spare with the new Rowe AMI Music Merchant -- it's a hi-fashion, low-console beauty! Sleek, elegant lines and brilliant styling command attention. Its attractive wood grain and chrome finish appeal to the most discriminating locations. New, convenient location of selection buttons makes playing irresistibly easy.

## THE LEADER IN LOOKS

Phonograph width has been increased, height decreased . . . giving it a sleek, contemporary look. Heavy-duty Mid-High Range Speakers are housed at listening level in upper door area. Cabinet exterior is extremely durable . . . designed to take tough abuse, easy to clean. Chrome-plated castings have been processed with duplex nickel to prevent corrosion. Stainless steel, scuff-resistant vinyl and catalytic hardening paints cover all surfaces.

## THE LEADER IN SOUND

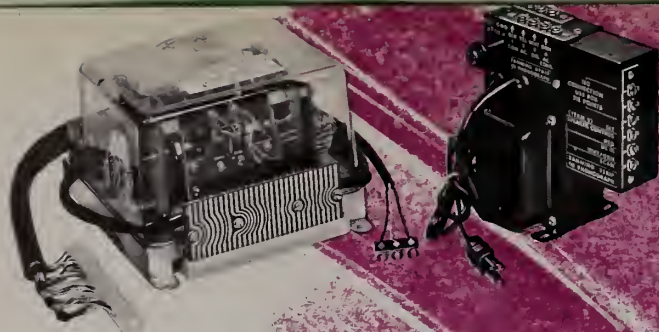
Where the big play is . . . on Rowe AMI superb self-contained patented Stereo Round.\* High-power, top-efficiency speaker system is newly improved. Clear, undistorted sound in all ranges . . . increased power in the speaker system makes it sound like the music is right in the room! You get the most powerful, solid-state amplifier in the industry -- all-silicon transistors give 100-watts music output. Plug in pre-amp and lift-up handles for easy service. For unbeatable stereo coverage, speakers have 30° angle mounting on top of phonograph. *And . . .* the Music Merchant is equipped with a special Rowe AMI Audio-Visual Adaptor, exclusive in the industry.

## THE LEADER IN VERSATILITY

Rowe AMI gives you profit-making 3-in-1 programming. You can change from 200 to 160 or 100 selections, or right back again -- whatever that particular location needs. Reduces your record inventories . . . increases your profit.

SPECIFICATIONS: Height—49<sup>1</sup>/<sub>4</sub> inches. Width—37 inches. Depth—26<sup>3</sup>/<sub>4</sub> inches.  
NET WEIGHT—335 pounds. Weight with Bill Acceptor—350 pounds.

\*U.S. Patent No. 3153120



**Model CGA Stepper and Model 401-02637 Power Unit**  
(compatible with other manufacturers' wall box units)

Optional for Rowe AMI Wall-Ette remote wall box hook-up. Easy to install — plug-in relays. Absolutely reliable... proven in thousands of locations. Other models for specific application.



**Model MAB Money Meter**  
This is the finest money meter on the market... indispensable for route collection verification. Optional plug-in unit that totals nickels, dimes, quarters and half-dollars from phonograph and wall boxes. Easily read from front of phonograph.

**Make the Profit Scene  
with these**

# Music Merchant

**extras**  
...from Rowe AMI



**New Rowe AMI Wall-Ette**

This is the smallest, most compact wallbox on the market! Eye-level record selection... easier to turn and read title pages. Special feature: a winking waitress call-to-service light. And... it's the first remote selection system to deliver real 100% two-ear, you-are-there Stereo.

Its easier installation and faster service will help make your route man a swingin' sellin' Music Merchant. High-speed service-on-the-spot means more selling time for him! Saves a minimum of five minutes service time per box. On a 12-box location you'll save an hour's labor! 13 3/8 in. high, 16 1/2 in. wide, 6 1/4 in. deep.



**Model SGF Discotheque Speakers**

High efficiency, high-power speakers distribute sound over large areas. Designed for best result at very high volume levels necessary for discotheque locations. 50-watt, 3-channel system can accommodate auxiliary amplifiers. 19 inches deep, 25 5/8 inches wide, 45-11/16 inches high.



**Model EX-401 Discophonic Speakers**

These powerful, smooth-performing all-new speakers are designed for wall mounting, ceiling or table installations. Featuring compact, high-efficiency, two channel system with extended low frequency and high frequency response. Can be used directly with Music Merchant amplifier without any additional amplification. 19 3/8 in. high, 9 in. deep, 24 in. wide.

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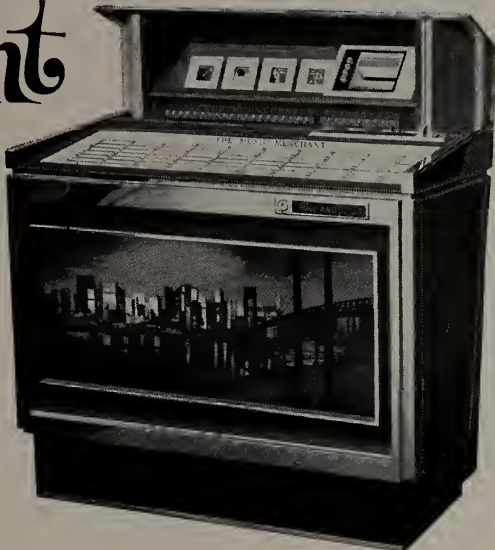
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