

Decca Going Indie In England ••• Bill Gallagher Exits Columbia ••• Stigwood Leaves Nems; Sets New Company •• Labels With British Ties

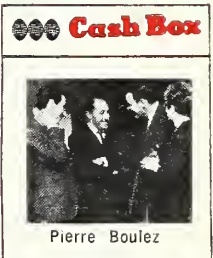
November 11, 1967

# Cash Box

Rush To Avoid Cover Battles ••• Yuletide LP's For '67: Spirit Past & Present ••• Northern Songs Profits Soar •• CGD/CBS Meet

MAMAS & PAPAS: SIGNED UP FOR SECOND ERA

Int'l Section Begins Pg. 55





**The most potent single of the year  
belongs to Tony Bennett.**

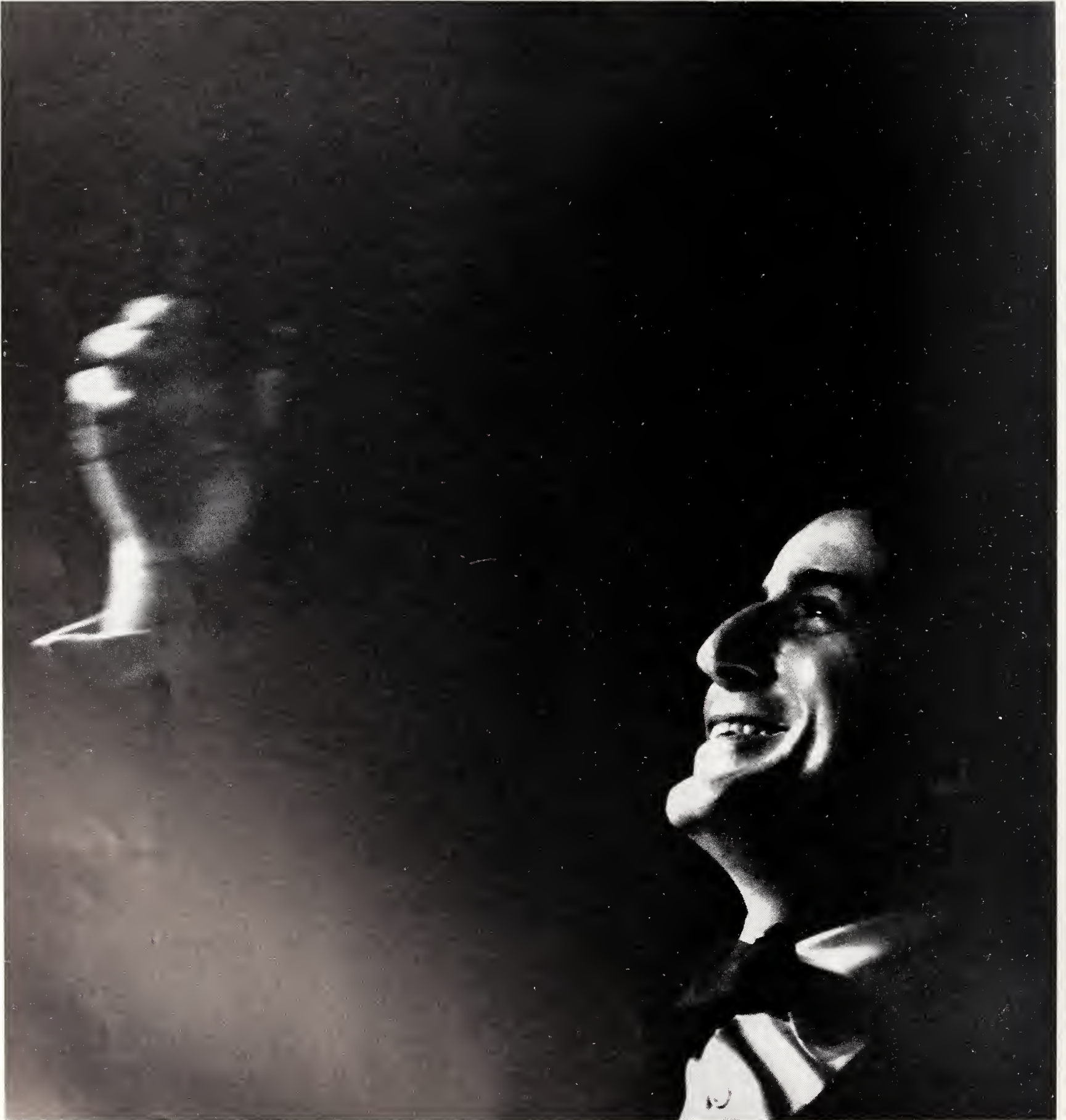
Tony standardizes another great tune, as only he can.

Beautiful material and Tony's inimitable styling set this record apart.  
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Over 30,000 copies sold in both New York and Chicago.

Top-40 airplay has likewise been sensational.

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## Meet You At MIDEM 2

When MIDEM, the international record & music publishing market, was first proposed, one could hardly perceive that the fanfare of publicity it received was more than a music man's pipe dream. After the debut of MIDEM last Jan., the truth was out: MIDEM was, in Broadway parlance, an "overnight sensation, a smash hit." Post-MIDEM coverage by **Cash Box** contained numerous testimonials by the first participants praising the event to the skies.

MIDEM 2 is now near at hand, with a return to Cannes, France for the period January 21-27. We have no doubt that those who helped make history for the world of recordings back in Jan. will be eager to appear at MIDEM again. For companies and individuals who took a wait-and-see position before committing themselves to a trip abroad, the issue should now be clear: MIDEM is a must for all who think of their music operations in terms of the world market.

The opportunity at MIDEM is rare. For beneath the glitter and glow of its locale, MIDEM's participants come from far-and-wide to talk and very likely consummate important business transactions. During the year, in fact, **Cash Box**

has reported on numerous international music deals that were initiated or even fully negotiated at the first appearance of MIDEM. Time for any trader worth his salt is at a premium. It is for this reason that MIDEM's organizer, Bernard Chevy, conceived of a week set aside for a gathering of music people bent on doing business without the time (and money) consuming necessity of country hopping.

With success written all over the face of the first MIDEM, we feel that as a source of contact with the leading record and music men of the world MIDEM brilliantly fills the bill—and does so with a minimum of effort. It should be pointed out that MIDEM 2 will again precede the San Remo Festival in Italy (Feb. 1-3), allowing a convenient time-table for those who wish to be present at this important event.

As the world of music grows smaller, the complexities of doing business in it become even more involved. This requires person-to-person contact that even constant communications via telephone or letter cannot replace. Happily, MIDEM has come along to take this vital factor into account. Meet you at MIDEM 2!

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# CashBox TOP 100

NOVEMBER 11, 1967

1	<b>SOUL MAN</b> Sam & Dave-Stox-231	11/7	10/28	36	<b>BEG, BORROW AND STEAL</b> Ohio Express-Cameo-483	38	41	69	<b>PONY WITH THE GOLDEN MANE</b> Every Mother's Son-MGM-13844	79	—
2	<b>INCENSE &amp; PEPPERMINTS</b> Strawberry Alorm Clock-UNI-55018	4	13	37	<b>HOMBURG</b> Procol Harum-A&M-885	43	61	70	<b>ARE YOU NEVER COMING HOME</b> Sandy Posey-MGM-13824	72	79
3	<b>TO SIR WITH LOVE</b> Lulu-Epic-10187	1	1	38	<b>CHILD OF CLAY</b> Jimmie Rodgers A&M-871	30	32	71	<b>GOIN' BACK</b> Byrds-Columbia-44362	—	—
4	<b>THE RAIN, THE PARK, AND OTHER THINGS</b> Cowsills-MGM-13810	9	15	39	<b>BOOGALOO DOWN BROADWAY</b> Fantastic Johnny C-Phil-L.A. of Soul-305	68	71	72	<b>LOVEY DOVEY</b> Bunny Sigler-Parkway-6000	77	83
5	<b>IT MUST BE HIM</b> Vikki Carr-Liberty-55986	6	9	40	<b>LADY BIRD</b> Nancy Sinatra & Lee Hazelwood-Reprise-0629	46	58	73	<b>YOU ARE MY SUNSHINE</b> Mitch Ryder-New Voice-826	75	82
6	<b>YOUR PRECIOUS LOVE</b> Marvin Gaye & Tommi Terrell Tamala-54156	7	8	41	<b>SKINNY LEGS AND ALL</b> Joe Tex-Atco-4063	55	77	74	<b>GEORGIA PINES</b> Condymen-ABC-10995	84	—
7	<b>EXPRESSWAY TO YOUR HEART</b> Soul Survivors-Crimson-1010	8	10	42	<b>BIG BOSS MAN</b> Elvis Presley-RCA-9341	48	51	75	<b>DIRTY MAN</b> Laura Lee-Chess-2013	69	55
8	<b>PLEASE LOVE ME FOREVER</b> Bobby Vinton-Epic-10228	11	14	43	<b>THIS TOWN</b> Frank Sinatra-Reprise-0631	53	70	76	<b>BY THE TIME I GET TO PHOENIX</b> Glen Campbell-Capitol-2015	81	92
9	<b>HOW CAN I BE SURE</b> Young Rascals-Atlantic-2438	2	2	44	<b>SHE'S MY GIRL</b> Turtles-White Whale-260	56	—	77	<b>ALL YOUR GOODIES ARE GONE</b> Parliaments-Revilot-211	78	85
10	<b>THE LETTER</b> Box Tops-Mala-565	5	3	45	<b>I HEARD IT THRU THE GRAPEVINE</b> Gladys Knight & The Pips-Soul-45039	58	63	78	<b>10 LITTLE INDIANS</b> Yardbirds-Epic-10248	83	—
11	<b>I'M WONDERING</b> Stevie Wonder-Tamla-54157	15	17	46	<b>GET ON UP</b> Esquires-Sunky-7750	24	20	79	<b>AN OPEN LETTER TO MY TEENAGE SON</b> Victor Lundberg-Liberty-55996	—	—
12	<b>HOLIDAY</b> Bee Gees-Atco-6521	14	19	47	<b>WILD HONEY</b> Beach Boys-Capitol 2028	60	—	80	<b>NEXT PLANE TO LONDON</b> Rose Garden-Atco-12692	85	97
13	<b>LET IT OUT</b> Hombres-Verve/Forecast-5058	17	21	48	<b>GIMME LITTLE SIGN</b> Brenton Wood-Double Shot-116	25	7	81	<b>BEAUTIFUL PEOPLE</b> Bobby Vee-Liberty-56009	—	—
14	<b>LOVE IS STRANGE</b> Peaches & Herb-Date-1574	16	18	49	<b>OUT OF THE BLUE</b> Tommy James & Shondells-Roulette-4774	62	—	82	<b>WHEN YOU'RE GONE</b> Brendo & Tabulations-Dionn-504	—	—
15	<b>EVERLASTING LOVE</b> Robert Knight-Rising Sons-705	19	24	50	<b>LITTLE OLE MAN</b> Bill Cosby-Warner Bros.-7072	26	16	83	<b>YOU'VE GOT ME HUMMIN'</b> Hassles-United Artists-50215	87	—
16	<b>IT'S YOU THAT I NEED</b> Temptations-Gordy-7065	20	26	51	<b>I SECOND THAT EMOTION</b> Smokey Robinson & Miracles-Tomla-54159	63	—	84	<b>O-O, I LOVE YOU</b> Dells-Cadet-5574	—	—
17	<b>I CAN SEE FOR MILES</b> Who-Decca-32206	22	33	52	<b>LET LOVE COME BETWEEN US</b> James & Bobby Purify-Bell-685	31	30	85	<b>CHATTANOOGA CHOO CHOO</b> Harpers Bizarre-Warner Bros.-7090	—	—
18	<b>A NATURAL WOMAN</b> Aretha Franklin-Atlantic-2441	12	12	53	<b>EVEN THE BAD TIMES ARE GOOD</b> Tremeloes-Epic-10233	44	44	86	<b>RED &amp; BLUE</b> Dave Clark Five-Epic-10244	89	—
19	<b>KENTUCKY WOMAN</b> Neil Diamond-Bang-551	23	35	54	<b>IN AND OUT OF LOVE</b> Diana Ross & Supremes-Motown-1116	—	—	87	<b>SWEET SWEET LOVIN'</b> The Platters-Musicor-1275	88	94
20	<b>NEVER MY LOVE</b> Association-Warner Bros-7074	13	6	55	<b>MR. DREAM MERCHANT</b> Jerry Butler-Mercury-72721	61	69	88	<b>PIECE OF MY HEART</b> Erma Franklin-Shout-221	—	—
21	<b>THE LAST WALTZ</b> Engelbert Humperdinck-Parrot-40019	21	22	56	<b>DAYDREAM BELIEVER</b> Monkees-Colgems-1012	—	—	89	<b>BEAUTIFUL PEOPLE</b> Kenny O'dell-Vegas-718	—	—
22	<b>PEOPLE ARE STRANGE</b> Doors-Elektra-45621	10	11	57	<b>NEON RAINBOW</b> Box Tops-Mola-580	—	—	90	<b>SUZANNE</b> Noel Harrison-Warner Bros-0615	92	—
23	<b>I SAY A LITTLE PRAYER</b> Dionne Warwick-Scepter-12203	34	53	58	<b>YOU'VE MADE ME SO VERY HAPPY</b> Brenda Holloway-Tamla-54155	59	62	91	<b>A DIFFERENT DRUM</b> Stone Poneys-Capitol-2004	100	—
24	<b>SHE IS STILL A MYSTERY</b> Lovin Spoonful-Kama Sutra-239	47	64	59	<b>YOU BETTER SIT DOWN KIDS</b> Cher-Imperial-66261	70	81	92	<b>WHOLE LOTTA WOMAN</b> Arthur Conley-Atco-6529	93	—
25	<b>GLAD TO BE UNHAPPY</b> Mamas & Papas-Dunhill-4107	50	67	60	<b>HUSH</b> Billy Joe Royal-Columbia-44277	65	75	93	<b>SHAME ON ME</b> Chuck Jackson-Wand-1166	94	—
26	<b>LAZY DAY</b> Spanky & Our Gang-Mercury-72732	36	48	61	<b>PAPER CUP</b> Fifth Dimension-Soul City-760	76	—	94	<b>GO GO GIRL</b> Lee Dorsey-Amy-998	90	93
27	<b>WATCH THE FLOWERS GROW</b> Four Seasons-Philips-40490	41	60	62	<b>YESTERDAY</b> Ray Charles-ABC-11009	74	—	95	<b>ITCHYCOO PARK</b> Small Faces-Immediate-501	—	—
28	<b>LIKE AN OLD TIME MOVIE</b> Scott McKenzie-Ode-7105	40	66	63	<b>SHOUT BAMA LAMA</b> Mickey Murry-SSS Int'l-715	49	50	96	<b>WOMAN, WOMAN</b> Union Gap-Columbia-44297	—	—
29	<b>THE LOOK OF LOVE</b> Dusty Springfield-Philips-40465	35	39	64	<b>MASSACHUSETTS</b> Bee Gees-Atco-6532	—	—	97	<b>NOBODY BUT ME</b> Humon Reinz-Capitol-5990	99	—
30	<b>PATA PATA</b> Miriam Makeba-Reprise-0606	39	49	65	<b>KARATE-BOO-GA-LOO</b> Jerry-O-Shout-217	57	59	98	<b>I ALMOST CALLED YOUR NAME</b> Margaret Whiting-London-115	98	—
31	<b>KEEP THE BALL ROLLING</b> Joy & The Techniques-Smash-2124	42	56	66	<b>WAKE UP, WAKE UP</b> Grass Roots-Dunhill-4105	66	72	99	<b>FELICIDAD</b> Sally Fields-1008	—	—
32	<b>HEY BABY</b> Buckingham's-Columbia-44254	18	5	67	<b>BACK ON THE STREET AGAIN</b> Sunshine Company-Imperial-66260	80	90	100	<b>WHEN THE SNOW IS ON THE ROSES</b> Ed Ames-RCA-9319	97	—
33	<b>STAGGER LEE</b> Wilson Pickett-Atlantic-2448	52	87	68	<b>YOU MEAN THE WORLD TO ME</b> David Houston-Epic-10224	73	80				
34	<b>GET IT TOGETHER</b> James Brown-King-6122	45	57								
35	<b>YOU DON'T KNOW ME</b> Elvis Presley-RCA-9341	37	40								

## ALPHABETIZED TOP 100 (INCLUDING PUBLISHERS AND LICENSEES)

A Different Drum (Screen Gems, Columbia, BMI)	91	Goin' Back (Screen Gems, BMI)	71	Letter (Earl Barton, BMI)	10	Skinny Legs And All (Tree, BMI)	41
All Your Goodies Are Gone (Groovesville, BMI)	77	Hey Baby (Progenes, BMI)	32	Like An Old Time Movie (Wingate, ASCAP)	28	Soul Man (East, BMI)	1
A Natural Woman (Columbia-Screen Gems, BMI)	18	Holiday (Nemperor, BMI)	12	Little Ole Man (Jobete, BMI)	50	Stagger Lee (Travis, BMI)	33
An Open Letter to My Teenage Son (Asa, ASCAP)	79	Homburg (Total, BMI)	17	Look Of Love (Colgems, ASCAP)	29	Suzanne (Project 7, BMI)	90
Are You Never Coming Home (Press, BMI)	70	How Can I Be Sure (Slascar, BMI)	3	Love Is Strange (Benzhazi, BMI)	14	Sweet Sweet Lovin' (Catalogue, BMI)	87
Back On The Street Again (Cherry Lane, ASCAP)	67	Hush (Lowery, BMI)	60	Lovey Dovey (Progressive, BMI)	72	10 Little Indians (Dunbar, BMI)	78
Beautiful People (Mirwood, BMI)	81, 89	I Almost Called Your Name (Shebby Singleton, BMI)	98	Massachusetts (Nemperor, BMI)	64	The Rain, The Park, And Other Things (Akbestal & Luvlin, BMI)	4
Beg, Borrow & Steal (S&J, ASCAP)	36	I Can See You For Miles (Essex, ASCAP)	17	Mr. Dream Merchant (Saturday, BMI)	55	This Town (Remick, ASCAP)	43
Big Boss Man (Conrad, BMI)	42	I Heard It Thru The Grapevine (Jobete, BMI)	45	Never My Love (Tamerlane, BMI)	20	To Sir With Love (Screen Gems, BMI)	3
Boogaloo Down Broadway (Dandelion, BMI)	39	I Say A Little Prayer (Blue Seas, ASCAP)	23	Next Plane To London (Myrwood, Anthers, BMI)	80	Wake Up, Wake Up (Trousdate, BMI)	66
By The Time I Get To Phoenix (Johnny Rivers, BMI)	76	I Second That Emotion (Jobete, BMI)	51	Nobody But Me (Wemar, BMI)	97	Watch The Flowers Grow (Saturday, BMI)	27
Chattanooga Choo Choo (Leo Feist, ASCAP)	85	Itchycoo Park (Nice Songs, BMI)	95	O-O I Love You (Chevis, BMI)	84	What've I Done (Zira, BMI)	8
Child Of Clay (Ernie Maresca, ASCAP)	38	I'm Wondering (Jobete, BMI)	11	Out Of The Blue (Patricia, BMI)	49	Whole Lotta Woman (Red Ware, BMI)	92
Daydream Believer (Screen Gems, BMI)	56	In And Out Of Love (Jobete, BMI)	54	Paper Cup (Johnny Rivers, BMI)	61	When The Snow Is On The Roses (Miller, ASCAP)	100
Dirty Man (Chevis, BMI)	75	Incense & Peppermints (Calridge, ASCAP)	2	Pata Pata (Xina, ASCAP)	30	When You're Gone (Dandelion, BMI)	82
Even The Bad Times Are Good (Ponderosa, BMI)	53	It's You That I Need (Jobete, BMI)	16	People Are Strange (Nipper, ASCAP)	22	Wild Honey (Seafar Tunes, BMI)	47
Everlasting Love (Rising Sons, BMI)	15	It Must Be Him (Asa, ASCAP)	65	Piece Of My Heart (Web IV, BMI)	88	Woman, Woman (Glasser, BMI)	96
Expressway To Your Heart (Double Diamond, Downstairs, BMI)	9	Karate-Boo-Ga-Loo (Boo-Ga-Loo Love Lane, BMI)	5	Please Love Me Forever (Selma, BMI)	8	Yesterday (Mac Len, BMI)	62
Felicidad (Screen Gems, BMI)	77	Keep The Ball Rollin' (Screen Gems, Columbia, BMI)	31	Pony With The Golden Mane (Pocket Full Of Tunes, Tobii Ann, BMI)	69	You Are My Sunshine (Peer Int'l, BMI)	73
Georgia Pines (Unart, BMI)	74	Kentucky Woman (Tallyrand, BMI)	19	Red & Blue (Bronston, BMI)	86	You Better Sit Down Kids (Christmarc, BMI)	59
Get It Together (Dynamite, BMI)	34	Lady Bird (Lee Hazelwood, ASCAP)	40	Shame On Me (Lois, BMI)	93	You Don't Know Me (Brenner BMI)	35
Get On Up (Hi-Mi, BMI)	46	Last Waltz (Donna, ASCAP)	21	She Is Still A Mystery (Faithful Virtue, BMI)	24	You Mean The World To Me (Al Gallico, BMI)	65
G.m.mie Little Sign (Big Shot, ASCAP)	48	Lazy Day (Screen Gems, Columbia, BMI)	26	She's My Girl (Chardon, BMI)	44	You Precious Love (Jobete, BMI)	6
Glad To Be Unhappy (Chappell, ASCAP)	25	Let Love Come Between Us (Al Gallico, BMI)	52	Shout Bama Lama (Macon, BMI)	63	You've Got Me Hummin' (Pronto, East, BMI)	83
Go Go Girl (Marsaint, BMI)	94	Let It Out (Crazy Cajun, BMI)	13			You've Made Me So Very Happy (Jobete, BMI)	58

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CG-1012

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Daydream Believer / Goin' Down



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Produced by Chip Douglas

Manufactured and distributed by RCA



# Gallagher Leaves Columbia After 15 Years

NEW YORK—Bill Gallagher has resigned, effective Oct. 31, his position as vice president of A&R and special products at Columbia Records. His resignation, following a 15-year association with the label, was accepted with "much regret" by Clive Davis, president of the company. Davis said that those members of the A&R and special products staff who have been reporting to Gallagher will temporarily report directly to him.

As to his future affiliation, Gallagher declared that he would make an announcement shortly concerning an association in a "related field." However he will not join another company before the first of the New Year.

Commenting on his association with Columbia, Gallagher stated:

"During the past fifteen years I have had the good fortune of being associated with one of the fine companies in this industry, Columbia Records. In fact, Columbia has been my only association in the record industry which began in January of 1952.

"I am pleased to have had the opportunity to participate in the tremendous growth of this industry and, particularly, Columbia Records. But the greatest fulfillment derived from my years of association here has been the opportunity to work with the fine people who make up Columbia Records. I am leaving, too, with the satisfaction of having personally partici-



Bill Gallagher

pated in the growth and development of many of these fine people."

## Gallagher's Columbia Years

Gallagher participated in a number of key developments at Columbia as a member of both the sales and A&R divisions at Columbia. He was involved in the early planning of the Columbia Record Club; his tenure at Columbia marked the development and organization of the current distribution system; Note: the centralization of distributor service centers (depots), featuring the consolidation of inventories; the development of sales and promo offices, with an emphasis on promotion as a method of realizing greater sales activity.

In 1963, Gallagher played a key role in Columbia's "Age of Reason" philosophy, which was designed to relieve the business of so-called "Profitless Prosperity." With Gallagher in A&R, the company signed new pacts with such star performers as Andy Williams, Barbra Streisand and Bob Dylan. He also assisted in the development of Columbia's active premium division.

Before joining Columbia Records, Gallagher was sales manager for the Nestlé Company.

Gallagher has been associated with Columbia Records since 1952, when he joined the company as district sales manager in the Kansas City, Omaha and Minneapolis areas. Subsequently, he managed district and regional offices in Cleveland, Detroit and Philadelphia. He came to Columbia's New York office as national sales training director, and in 1957, he was promoted to national sales manager. In May of 1961, he was elevated to vice president and director of sales; and in July, 1961, he advanced to the position of vice president of marketing. He was named vice president, with the responsibility for the Columbia Label, in August, 1965. In that capacity, he was responsible for directing the full activities of the Columbia label, embracing the creation of product as well as its distribution and sales.

With the development of CBS/Columbia Group in 1966, Gallagher's responsibilities centered in the A&R area.

# Yuletide '67 For LP's: Spirit Of Christmas Past & Present

NEW YORK—With seasonal promotion campaign plans beginning to gel for the '67 Christmas push, early indications show that the recent trend favoring more catalog Yule LP's and less new product is continuing in force.

Nearly all the record companies which have disclosed advertising strategy for this year's Christmas sales will be stressing the perennial packages at least as strongly as year-end material debuting this season.

In many instances, new albums will highlight the drive, but the focus for '67 will carry not more than half the strength of the drive, the other half going to reissue sets from the same company. Examples of this 50-50 planning are Capitol and Columbia, where the top LP's in the '67 push will be new sets from Barbra Streisand, Paul Revere & the Raiders featuring Mark

# Decca Going Indie In England; British Decca Ties End Jan. 1

NEW YORK—American Decca has set the establishment of an indie set-up in England, Cash Box has learned.

Move means the end of ties between the label and British Decca, the contractual association of which comes to an end on Jan. 1, 1968. No name has been selected for the American company in England. Under British Decca, product was released on the

Brunswick label. Some product, however, was made available on Coral, and there is a possibility that the Coral tag will be adopted for all Decca product released in England.

The Decca departure from British Decca follows the announcement of RCA's intention to go on its own in England, starting in June, 1969.

# Stigwood Exits Nems; Sets New Firm

LONDON—The Nems-Robert Stigwood management and booking combine, merged last Jan., is splitting up, with Robert Stigwood returning to his own set-up at the end of Nov.

The death of Brian Epstein, who ran NEMS, was cited as playing a key role in the split, with the fruition of various policies agreed between Epstein and Stigwood considered no longer possible.

Under an "amicable basis" agreed upon by the board of Nems, Stigwood and David Shaw have resigned to form a new international entertainment organization in collaboration with the Grammaphon-Philips Group of record companies.

The new company, to be called Robert Stigwood Organization, will bring into its fold two top English attractions, the Bee Gees and the Cream and represent such acts as the Foundation on a booking basis in England.

## American Unit Coming

Stigwood journeyed to New York last week to initiate the setting-up of an American unit and the forming of a deal with an American booking agency. Stigwood is very interested in obtaining American acts for exposure abroad—especially outside of the English market.

Stigwood will be chairman of the company and Shaw will serve as financial director. The rest of the

board will be announced soon, he said.

Part of the company involves the Reaction label, distributed thru Polydor Records. Stigwood personally produces product for this label. Also within the Stigwood complex are the European companies Stigwood-Yaskiel International and Rudolf Slezak Music, based in Hamburg.

Publishing interests in the new group will be Abigail Music, which publishes compositions by the Bee Gees and Drapleaf Music. They will be run by Slezak as managing director.

Shaw will concentrate his activities on the opening of branch offices in the

(Continued on Page 14)

# Nems Reorganization Due

NEW YORK—Nems, the management-booking complex formed by Brian Epstein during the emergence of the Beatles as international stars, will undergo reorganization in the wake of the departure of Robert Stigwood from the company. Nathan Weiss, the attorney who runs Nems U.S. affiliate, Nemperor, leaves this week (6) for England where he will confer the entire with Geoffrey Ellis, managing director of the firm. Weiss said that the Beatles would assume

(Continued on Page 14)

# Labels With British Ties Rush To Avoid Battle Of Cover Disks

NEW YORK—The race is on by American labels to limit the possibility of competition on already established hits from England.

So eager are companies to avoid covers on these hits that a spot on the English best-seller lists automatically signals a rush-release, even at the risk of a conflict with rising chart sides by the performers. The labels involved, of course, are those which have American rights to the British acts. Such labels as Atlantic-Atco, Parrot (of the London Group) and Philips have in recent weeks rush-released sides based on reaction in England. Atco offered "Massachusetts" by the Bee Gees, who penned the song, by the way, during their

first trip to the States, doing it as a tribute to the state where their initial U.S. success, "New York Mining Disaster-1941," first caught on. The release was made as the group was climbing with its second chart seller, "Holiday."

Parrot marketed Tom Jones' "I'll Never Fall in Love Again," shortly after his "16 Tons" deck, while Philips just rushed Dusty Springfield's "What's It Gonna Be" on the heels of her Top 100 item, "The Look of Love."

## New 'Forced' Release Policy

This new twist on disks that cross the Atlantic recalls the hectic days of the British Sound invasion when certain deejays by various means obtained copies of British hits not yet available in the U.S. and played them as super exclusives. Labels were (and, though the British Sound frenzy has greatly subsided, still are) forced to

(Continued on Page 14)

# Robert Sarnoff To Chief Exec At RCA

NEW YORK—Robert Sarnoff moves up to chief executive officer at the Radio Corporation of America (RCA), effective Jan. 1. Sarnoff, currently president of the company, will replace Elmer W. Engstrom, chairman of the executive committee and chief executive officer since Jan. of 1966. Engstrom, 66, continues as chairman of the executive committee. David Sarnoff, father of Robert, is chairman of the board, having previously held the post his will undertake in Jan.

As president, Sarnoff has shown an interest in all areas of the electronics and home entertainment-broadcasting (NBC) company. He has also been seen at a number of functions involving RCA Victor Records.

(Continued on Page 49)

## FRONT COVER:



The Mamas & Papas are about to embark on their "second era," following a truly golden era of recording success for Dunhill Records, the ABC Records' subsidiary. Setting the wheels in motion for the "second era" are a new production pact with their producer, Lou Adler, and four-year label deal with Dunhill. Cash Box has also learned from informed sources that the quartet will be "recording shortly." Half of the team, Mama Cass and Papa Denny, have returned from their short sabbatical in Europe, while Mama Michelle and Papa John are now in Paris. Papa John (Philips) is the writer of Scott McKenzie's (Ode) hits, "San Francisco Flowers in Her Hair" and "Like an Old Time Movie." As for the Mamas & Papas, a "golden era" recording, "Glad to Be Unhappy," is number 25 bullet on this week's top 100.

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## Mercury's New Offices In New York; A \$500,000 For Recording, Staff

NEW YORK—The New York division of Mercury Records has shifted quarters to a \$500,000 recording and administrative complex.

The new home, at 110 West 57th St., will give Mercury more than double the square feet (19,000 vs 8,500) it had at its previous (for 13 years) Gotham headquarters in the Squibb Building on Fifth Ave. Move also applies to Philips, Smash, Fontana and Limelight, the Mercury affiliates.

In addition, vast recording studios and accessory facilities occupying the entire sixth floor of the edifice will mark the label's first complete recording entity in either its New York or Chicago offices (the Windy City remains, it was emphasized, the label's headquarters). This facility is still under construction and should be ready for operation at the beginning of the New Year.

Besides the sixth floor, Mercury has also taken over the entire 4th and 5th floors of the building. The label's tape functions and administrative end of production are housed on the fourth floor. Here, there are 12 cutting rooms for re-recording and mastering of disks and tape cartridges, including cassettes, for which Mercury functions as duplicator for more than 14 labels.

### Fifth Floor

Executive and A&R offices occupy the fifth floor. They are under the direction of Charlie Fach, vp and director of recorded product. The floor also contains offices for A&R men Jerry Ross, Bob Halley and Dick Corby; the classical division, headed by

Harold Lawrence, with Harvey Snyder his assistant; Abe Chayet, eastern regional vp of distribution; and Marty Hoffman, associate publicity director. The floor also contains an office-conference room for Irving Green, president of Mercury and facilities for indie producers, including rehearsal rooms.

### Studio Facilities

Mercury's studio facilities on the sixth floor, running a total of 7,100 square feet, will contain two main studios, one for 8-track reproduction, the other a 4-track unit. The 8-track studio will be 48x34, while the 4-track facility will run 29x19. They are both 19 feet high. In addition, both studios will contain separate isolation rooms. There will be two control rooms, one 16x19, the other 12x16. Other features will include a small studio for rock sounds, 9-chamber echo room, mixing facilities, an engineer and musicians' lounge, rehearsal room, a room to store instruments, a mezzanine for the classical division and editing and master file facilities.

While primarily for Mercury's use, Doug Hawkins, chief engineer and general administrator of the label's sound functions, said that some outside activity is planned. Hawkins worked with Irving Green in planning and laying out the highly complex studios.

### Chicago Expansion

It was also revealed that the home office in Chicago has taken an additional 1/2 floor at 35 East Wacker Drive. Housed on this floor will be the company's creative divisions, including publicity and merchandising, and the home entertainment section.

## London To Fete 21st Yr. At Confab In Upstate N. Y. Meet

NEW YORK—More than 150 traders will be on hand to herald the start of London Records' 21st year of business during a sales convention at the Concord Hotel, the New York State (Catskills) resort hotel, from Jan. 6-8.

The gathering will include the entire London exec staff headed by D. H. Toller-Bond, president, London's regional sales and promotion specialists, exec and key sales personnel from all London and London group distributors, and a group of execs from leading retail accounts around the country.

### Largest LP Release

The convention will get underway Saturday evening (6) with a welcoming cocktail party and dinner in the finest tradition of the Concord. Sunday morning, a three-hour presentation will be made of the largest number of albums ever issued by London in a single release. The release will incorporate product from all areas of the firm's highly diversified catalog.

Several innovations will also be a feature of the conclave. These will be in the form of two seminars, the first on the subject of "Pop Promotion on Today's Scene" and the second dealing with "Classical Product, Backbone of the London Catalog." Guest moderators and panelists will be participants in each of the seminars.

Herb Goldfarb, national sales and distribution manager for London, said that 100 percent distributor participation already seems assured, with attendance expected to include distributors from such far-away points as Honolulu, Seattle, Los Angeles, and Miami.

### New Feature:

**RIAA  
Gold Record Awards**

See page 49



**A FAR REACHING WEBB**—Dunhill has signed Jimmy Webb as a producer for Dunhill product. Webb has been given complete freedom to develop and sign new acts for the label as an adjunct to his many, faceted talents. Jimmy Webb, who had previously done work for Tamla Motown, and lately Johnny Rivers, including the 5th Dimension's "Up, Up & Away," and their latest powerhouse: "Paper Cup" both of which he wrote. Dunhill's Jay Lasker stated: "This deal has a particular significance to our company in our planning for the future, and for 1968 in particular. In Jimmy Webb we have probably one of the finest and exciting new talents in the industry today." Lasker further called attention to the fact that this 21 year old young man has in a few short months compiled a most impressive track record not only as a producer, but also as a song writer. Lasker said: "Webb who has written 'Up, Up & Away' by the 5th Dimension, 'By The Time I Get To Phoenix,' by Glen Campbell, and 'Paper Cup,' is one of the most prolific writers I have ever met," Dunhill Records, of course, a subsidiary of the American Broadcasting Company, is currently riding the charts with the Grass Roots "Wake Up, Wake Up" and the Mamas & Papas "Glad To Be Unhappy." Webb is riding the charts as the composer of "By The Time I Get To Phoenix" and "Paper Cup."

Lasker also announced that Webb had set up his own publishing company, Canopy Music, which will be administered by Trousdale Music in an all-out joint venture thus combining not only the production talents of Jimmy Webb, but the writing talents of Jimmy Webb, in this joint venture. Webb will be head-quartered at the Dunhill offices at 449 So. Beverly Drive, Beverly Hills, California.

Shown here (from the left) are: Jay Lasker, Jimmy Webb, and William Williams, an associate of Webb.

## Bernie Lawrence VP, GM Of Steve & Eydie Firms

NEW YORK—Bernie Lawrence has been named general manager and vice president of Damila Music Inc. (ASCAP) and Beresford Music Inc. (BMI), the music publishing arms of Stage II Productions, Inc., headed by Steve Lawrence and Eydie Gorme. He was head of artist relations for United Artists Records for three years prior to assuming this position, and before that was general manager of Canadian American Records for three years.

Lawrence who began in the music industry with the Tommy Valando publishing firms in the mid-1950's, said that a "direct line" to him and other creative executive personnel in the firm, from unknown composers, lyricists and librettists will be put into effect. "We are determined to make all our facilities available to those creative people who have yet to be heard in the music industry. Too many young and terribly talented people have found it difficult to show their wares merely because they have been untried and are unknown. We hope to alter that situation," said Lawrence.

Damila Music is publishing the score for the forthcoming Steve Lawrence-Eydie Gorme musical, "Golden Rainbow." Both Damila and Beresford have definitive plans to cover the television, feature film and Broadway musical areas. The firms are headquartered in New York City at 40 West 55th Street.



Bernie Lawrence

## Benci Named Imperial Nat'l Promo Director

BEVERLY HILLS—Jim Benci has been named national promotion director for Imperial Records.

Benci, who was named to the post by Bob Skaff, vice-president in charge of A&R and promotion for Liberty Records, was an independent producer and owned his own label which was distributed through Liberty Records.

He will report directly to Bud Dain, general manager of Liberty and Imperial Records.

## Columbia Pix Names New Pres., Chairman

NEW YORK—Columbia Pictures Corp. has named Leo Jaffe president and appointed Abraham Schneider to the new post of chairman.

Schneider, 62, had been president. He remains chief executive officer. Jaffe, 58, had been the executive vice president.

At the same time, Serge Semenenko, 64, was designated a director of the motion picture producing-distributing company, a vice chairman of the board, and chairman of the board's special committee on corporate development.

Semenenko recently retired as vice chairman of First National Bank of Boston, which long handled financing for Columbia Pictures and other major movie makers.

**NORTHERN SONGS  
PROFIT  
&  
CGD/CBS MEET**

See International  
News Report Page

## Friday Marks Deadline On Grammy Nominations

NEW YORK—Recommendations for this year's Grammy Awards must be mailed by all voting members of the Record Academy by this coming Friday (10).

The forms for listing nominees were mailed to all active members in good standing about two weeks ago; and forms were also sent to record companies. From responses to these letters NARAS will compile the final "eligibility list" which provides selections for the first round of voting for this year's Grammy Awards.





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get 'em while they're hot!**

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## DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

### \*New To The Top 100

**#1**  
**SOUL MAN (2:36)** Sam & Oave-Stax 231  
 1841 Broadway, N. Y., N. Y.  
 PROD: Isaac Hayes-David Porter (Stax)  
 PUB: East BMI-926 E. McLemore, Memphis, Tenn.  
 PRONTO BMI-1841 Broadway, NYC  
 WRITERS: Isaac Hayes-David Porter  
 FLIP: May I Baby

**#2**  
**INCENSE & PEPPERMINTS (2:37)**  
**Strawberry Alarm Clock-Uni 55018**  
 8255 Sunset Blvd., L.A., Calif.  
 PUB: Claridge ASCAP  
 6362 Hollywood Blvd., H'wood, Cal.  
 PROD: Frank Slay & Bill Holmes-c/o Claridge  
 WRITERS: J. Carter-T. Gilbert  
 FLIP: The Birdman Of Alkatrazh

**#3**  
**TO SIR WITH LOVE (2:44)** Lulu-Epic 40187  
 51 W. 52 St., NYC  
 PROD: Mickie Most  
 c/o Allen Klein, Warwick Hotel, NYC  
 PUB: Screen Gems BMI-711 5th Av., NYC  
 WRITERS: D. Black-M. London  
 FLIP: The Boat That I Row

**#4**  
**THE RAIN, THE PARK, AND OTHER THINGS (2:57)**  
**The Cowbills—MGM 13810**  
 1350 Ave. of the Americas, NYC  
 PROD: Arlie Kornfield c/o Mylin Prod.  
 PUB: Akbestal & Luvilyn BMI-888 8th Av., NYC  
 WRITERS: A. Kornfeld-S. DuboH  
 ARR: Jimmy Wisner-FLIP: River Blue

**#5**  
**IT MUST BE HIM (2:48)** Vikki Carr-Liberty 55986  
 6920 Sunset Blvd., Hollywood, Calif.  
 PROD: Dave Pell (Liberty)  
 PUB: Asa ASCAP (See Liberty address)  
 WRITERS: C. Beaud-M. David  
 ARR: Ernie Freeman-FLIP: That's All

**#6**  
**YOUR PRECIOUS LOVE (2:59)**  
**Marvin Gaye & Tammi Terrell-Tamla 54158**  
 2648 W. Grand Blvd., Detroit, Mich.  
 PROD: H. Fuqua, J. Bristol (c/o Tamla)  
 PUB: Jobete BMI-same address as Tamla  
 WRITERS: V. Simpson-N. Ashford  
 FLIP: Hold Me Oh My Darling

**#7**  
**EXPRESSWAY TO YOUR HEART (2:21)**  
**Soul Survivors—Crimson 1010**  
 1005 Chestnut St., Phila., Pa.  
 PROD: K. Gamble-L. HuH c/o Crimson  
 PUB: Double Diamond BMI  
 250 So. Broad St., Phila., Pa.  
 Downstairs Music BMI-5412 Osage Ave., Phila., Pa.  
 WRITERS: Gamble-HuH-FLIP: Hey Gyp

**#8**  
**PLEASE LOVE ME FOREVER (2:34)**  
**Bobby Vinton—Epic 10228**  
 51 W. 52 St., NYC  
 PROD: Billy Sherrill-c/o Epic  
 PUB: Selma BMI c/o M. Graft-225 E. 57, NYC  
 WRITERS: J. Malone-O. Blanchard-FLIP: Miss America

**#9**  
**HOW CAN I BE SURE (2:50)**  
**Young Rascals-Atlantic 2438**  
 1841 Broadway, N.Y., N.Y.  
 PROD: Rascals-444 Madison Av., NYC  
 PUB: Salscar BMI-444 Madison Av., NYC  
 WRITERS: Felix Cavaliere-Eddie Brigati  
 Arr: Arif Mardin FLIP: I'm So Happy Now

**#10**  
**THE LETTER (1:58)** Box Tops-Mala 565  
 1776 Broadway, NYC  
 PROD: Dan Penn-2870 Baskin, Memphis, Tenn.  
 PUB: Earl Barton BMI  
 Earl Barton 1121 So. Glenstone, Springfield, Mo.  
 WRITER: Wayne Carson-FLIP: Happy Times

**#11**  
**I'M WONDERING (2:53)**  
**Stevie Wonder-Tamla 54157**  
 2648 W. Grand Blvd., Detroit, Mich.  
 PROD: Henry Cosby (c/o Tamla)  
 PUB: Jobete BMI (same address)  
 WRITERS: Cosby-Wonder-Moy  
 FLIP: Every Time I See You I Go Wild

**#12**  
**HOLIDAY (2:52)**The Bee Gees-Atco 6521  
 1841 Broadway, NYC  
 PROD: Robt. Stigwood Prod. for  
 Reaction Records, London, Eng.  
 PUB: Nemperor BMI-221 W. 57, NYC  
 WRITERS: Robin Gibb-Barry Gibb  
 FLIP: Every Christian Lion Hearted Man  
 Will Show You

**#13**  
**LET IT OUT (2:03)**Hombres-Verve-Forecast 5058  
 1350 Ave. of the Americas, N.Y., N.Y.  
 PROD: Huey Meaux  
 c/o Shelby Singleton, 1650 Broadway, NYC  
 PUB: Crazy Cajun BMI  
 227 E. Sterling, Pasadena, Texas  
 WRITER: Cunningham  
 ARR: Les Reed-FLIP: Go, Girl, Go

**#14**  
**LOVE IS STRANGE (2:52)**Peaches & Herb-Oate 1574  
 51 W. 52 St., NYC  
 PROD: Dave Kapralik-Ken Williams  
 PUB: Blackwood BMI-1650 B'way, NYC  
 WRITERS: E. Smith-M. Baker  
 ARR: Jimmy Wisner-FLIP: It's True I Love You

**#15**  
**EVERLASTING LOVE (2:54)**  
**Robert Knight-Rising Sun 705**  
 530 W. Main, Hendersonville, Tenn.  
 PROD: Buzz Cason-Mac Guayden  
 812 17th Ave., S., Nashville, Tenn.  
 PUB: Rising Sun Music BMI  
 530 W. Main, Hendersonville, Tenn.  
 WRITERS & ARR: Cason-Guyden  
 FLIP: Somebody's Baby

**#16**  
**IT'S YOU THAT I NEED (2:36)**  
**Temptations-Gordy 7065**  
 2648 W. Grand Blvd., Detroit, Mich.  
 PROD: N. Whitfield (c/o Gordy)  
 PUB: Jobete BMI—same address  
 WRITERS: Whitfield-Holland  
 FLIP: On't Send Me Away

**#17**  
**I CAN SEE FOR MILES (3:55)**The Who-Decca 32206  
 445 Park Ave., N.Y., N.Y.  
 PROD: Kit Lambert  
 EXEC. PROD: Chris Stamp (Decca, Eng.)  
 PUB: Essex ASCAP-10 Columbus Circle, NYC  
 WRITER: Peter Townshend  
 FLIP: Mary-Anne With The Shaky Hands

**#18**  
**(YOU MAKE ME FEEL LIKE) A NATURAL WOMAN (2:42)**  
**Aretha Franklin-Atlantic 2441**  
 1841 Broadway, N.Y., N.Y.  
 PROD: Jerry Wexler c/o Atlantic  
 PUB: Screen Gems BMI-711 5th Av., NYC  
 WRITERS: GoHIn-King-Wexler-FLIP: Baby, Baby, Baby

**#19**  
**KENTUCKY WOMAN (2:34)**Neil Diamond-Bang 551  
 1650 Broadway, N.Y., N.Y.  
 PROD: Jeh Barry-Elie Greenwich  
 200 West 57th St., N.Y., N.Y.  
 PUB: Tallyrand BMI-200 W. 57th St., NYC  
 WRITER: Neil Diamond-FLIP: The Time Is Now

**#20**  
**NEVER MY LOVE (2:49)**  
**The Association—Warner Bros. 7074**  
 4000 Warner Blvd., Burbank, Calif.  
 PROD: Bones Howe-4447 Cromwell Av., L.A., Cal.  
 PUB: Tamerlane BMI-6290 Sunset, H'wood, Cal.  
 WRITERS: Don Address-Dick Adrisi  
 FLIP: Requiem For The Masses

**#21**  
**THE LAST WALTZ (2:58)**  
**Englebert Humperdinck-Parrot 40019**  
 439 W. 25 St., NYC  
 PROD: Peter Sullivan-Decca House, London, Eng.  
 PUB: Donna, Decca House, London  
 WRITERS: Reed-Mason-Flip: That Promise

**#22**  
**PEOPLE ARE STRANGE (2:10)**The Oors-Elektra 45621  
 1855 Broadway, NYC  
 PROD: Paul Rothchild (same address)  
 PUB: Nipper ASCAP (same address)  
 WRITERS: Doors-FLIP: Unhappy Girl

**#23**  
**I SAY A LITTLE PRAYER (3:04)**  
**Gionne Warwick-Scepter 12203**  
 254 W. 54th St., NYC  
 PROD: Hal David-Burt Bacharach  
 c/o Fred Ahert-15 E. 48th St., NYC  
 PUB: Blue Seas ASCAP-Jac ASCAP  
 15 E. 48th St., N.Y., N.Y.  
 WRITERS: Hal Oavid-Burt Bacharach  
 ARR: Bacharach-FLIP: Theme from Valley of the Golls

**#24**  
**SHE IS STILL A MYSTERY (3:00)**  
**Lovin' Spoonful-Kama Sutra 239**  
 c/o MGM 1350 6th Ave., NYC  
 PROD: Joe Wissert-1650 B'way, NYC  
 PUB: Faithful Virgine BMI-1650 B'way, NYC  
 WRITER: J. Sebastian  
 ARR: Jerry Yester-FLIP: Only Pretty, What a Pity

**#25**  
**GLAD TO BE UNHAPPY (1:40)**  
**Mamas & Papas-Ounhill 4107**  
 449 S. Beverly Dr., Beverly Hills, Calif.  
 PROD: Lou Adler (Dunhill)  
 PUB: Chappell BMI-609 5th Av., NYC  
 WRITERS: Rogers-Hart-FLIP: Hey Girl

**#26**  
**LAZY OAY (3:05)**Spanky & Our Gang-Mercury 72732  
 35 E. Wacker Dr., Chicago, Ill.  
 PROD: Jerry Ross c/o Mercury  
 745 5th Ave., NYC  
 PUB: Screen Gems BMI  
 711 Fifth Av., N.Y., N.Y.  
 WRITERS: Geo. FischeH-Tony Powers  
 ARR: Jimmy Wisner  
 FLIP: It Ain't Necessarily (Byrd Ave.)

**#27**  
**WATCH THE FLOWERS GROW (3:11)**  
**Four Seasons—Philips 40490**  
 35 E. Wacker Dr., Chicago, Ill.  
 PROD: Bob Crews 1841 B'way, NYC  
 PUB: Saturday BMI-1841 B'way, NYC  
 Seasons Four BMI-1501 B'way, NYC  
 WRITERS: Brown-Bloodworth  
 ARR: Bob Gaudio-Chas. Caleito-FLIP: Raven

**#28**  
**LIKE AN OLD TIME MOVIE (3:09)**  
**Scott McKenzie-Ode 7105**  
 51 West 52nd St., N.Y., N.Y.  
 PROD: John Phillips-Lou Adler  
 8428 Sunset Blvd., Los Angeles, Calif.  
 PUB: Wingate ASCAP-1330 6th Av., NYC  
 WRITER: John Phillips  
 FLIP: What's The Difference-Chapter 2

**#29**  
**LOOK OF LOVE (3:27)**  
**Dusty Springfield-Philips 40465**  
 35 E. Wacker Dr., Chicago, Ill.  
 PUB: Colgems ASCAP-711 5th Av., NYC  
 WRITERS: H. Oavid-B. Bacharach-FLIP: Give Me Time

**#30**  
**PATA PATA (3:10)**Miriam Makeba-Reprise 0606  
 4000 Warner Blvd., Burbank, Calif.  
 PROD: Jerry Ragovoy-219 W. 79 St., N.Y., N.Y.  
 PUB: Xina ASCAP-c/o L. Lewis-345 W. 58 St., NYC  
 WRITERS: Makeba-Ragovoy  
 ARR: Jimmy Wisner  
 FLIP: The Ballad Of The Sad Young Man

**#31**  
**KEEP THE BALL ROLLIN' (3:04)**  
**Jay & The Techniques-Smash 2124**  
 745 5th Ave. N.Y., N.Y.  
 PROD: Jerry Ross  
 PUB: Screen Gems BMI-711 5th Av., NYC  
 WRITERS: D. Randlel-S. Linzer  
 ARR: Jimmy Wisner-FLIP: Here We Go Again

**#32**  
**HEY BABY (2:35)**Buckingham-Columbia 44254  
 51 W. 52 St., NYC  
 PROD: James Williams Guercio  
 PUB: Diogenes Music BMI  
 Bag O' Tunes BMI-c/o Richard M. Shelton Esq.  
 79 W. Monroe St., Chicago, Ill.  
 WRITERS: Holvay-Beisbier-FLIP: And Our Love

**#33**  
**STAGGER LEE (2:17)**Wilson Pickett-Atlantic 2448  
 1841 B'way., N.Y., N.Y.  
 PROD: Tom Dowd-Tommy Cogbill (Atlantic)  
 PUB: Travis BMI-6920 Sunset, H'wood, Cal.  
 1337 Via Del Rey, S. Pasadena, Calif.  
 WRITER: Traditional-FLIP: I'm In Love

**#34**  
**GET IT TOGETHER (3:50)**  
**James Brown-King 6122**  
 1540 Brewster Ave., Cincinnati, Ohio  
 PROD: James Brown-Bud Hoggood-Alfred Ellis (King)  
 PUB: Dynatone BMI-same address  
 WRITERS: Brown-Hoggood-Ellis  
 FLIP: Get It Together (Part II)

**#35**  
**YOU OON'T KNOW ME (2:26)**Elvis Presley-RCA 9341  
 155 E. 24th St., N.Y., N.Y.  
 PUB: Brenner BMI-1619 B'way, NYC  
 WRITERS: Walker-Arnold-FLIP: Big Boss Man

**#36**  
**BEG, BORROW AND STEAL (2:26)**  
**Ohio Express-Cameo 483**  
 250 West 57th Street, N.Y., N.Y.  
 PROD: Jeh Katz-Jerry Kasenetz  
 c/o Laurie, 165 W. 46 St., NYC  
 PUB: S&J-ASCAP-165 W. 46 St., NYC  
 WRITERS: Joey Day-L. Zerap-FLIP: Maybe

**#37**  
**HOMBURG (3:53)**Procol Harum-A&M 885  
 1416 N. La Brea, Hollywood, Calif.  
 PROD: Denny Cordell-10 Columbus Circle, NYC  
 PUB: Total BMI-10 Columbus Circle, NYC  
 WRITERS: K. Reed-G. Brooker  
 FLIP: Good Captain Clack

**#38**  
**CHILD OF CLAY (3:58)**Jimmie Rodgers-A&M 871  
 1416 La Brea, L.A., Calif.  
 PROD: Allan Stanton (c/o A&M)  
 PUB: Ernie Maresca Inc. (ASCAP)  
 c/o S&J Music Corp., 35 W. 45 St., NYC  
 WRITERS: Maresca-Curtis  
 ARR: Mort Garson-FLIP: Turnaround

**#39**  
**BOOGALOO OOWN BROADWAY (2:41)**  
**Fantastic Johnny C-Phil-L.A. Of Soul #305**  
 919 N. Broad St., Philadelphia, Pa.  
 PROD: Jesse James c/o Jamie-Cuyden  
 PUB: Dandelion BMI-same address  
 James Boy Music BMI-Norristown, Pa.  
 WRITER: J. James  
 FLIP: Look What Love Can Make You Do

**#40**  
**LADY BIRD (3:01)**  
**Nancy Sinatra & Lee Hazlewood-Reprise 0629**  
 4000 Warner Blvd., Burbank, Calif.  
 PROD: Lee Hazlewood-6516 Sunset, H'wood, Cal.  
 PUB: Lee Hazlewood (ASCAP)  
 c/o Marly Hachet-1501 B'way, NYC  
 WRITER: Lee Hazlewood  
 ARR: Billy Zhang-FLIP: Sand

**#41**  
**SKINNY LEGS AND ALL (3:10)**Joe Tex-Oial 4063  
 1841 B'way, N.Y., N.Y.  
 PROD: Buddy Killen c/o Tree Music  
 PUB: Tree BMI-905 16th Ave. S., Nashville, Tenn.  
 WRITER: Joe Tex  
 FLIP: Watch The One (That Brings The Bad News)

**#42**  
**BIG BOSS MAN (2:50)**Elvis Presley-RCA 9341  
 155 E. 24th Street, N.Y., N.Y.  
 PUB: Conrad BMI-1449 S. Michigan Av., Chi., Ill.  
 WRITERS: Smith-Dixon-FLIP: You Don't Know Me

**#43**  
**THIS TOWN (2:55)**Frank Sinatra-Reprise 0631  
 4000 Warner Blvd., Burbank, Calif.  
 PROD: Jimmy Bowen c/o Reprise  
 PUB: Remick ASCAP-438 Madison Av., NYC  
 WRITER: Lee Hazlewood  
 ARR: Billy Strange-FLIP: This Is My Love

**#44**  
**SHE'S MY GIRL (2:32)**Turtles-White Whale 260  
 8961 Sunset Blvd., L.A., Cal.  
 PROD: Joe Wissert for Koppleman & Rubin,  
 1650 B'way, NYC  
 PUB: Chardon-BMI 1650 B'way, NYC  
 ARR: Gordon Bonner-FLIP: Chicken Little Was Right

**#45**  
**I HEARD IT THRU THE GRAPEVINE (2:53)**  
**Gladys Knight & The Pips-Soul 35039**  
 2648 W. Grand Blvd., Detroit, Mich.  
 PROD: N. Whitfield c/o Soul  
 PUB: Jobete BMI-address above  
 WRITERS: Whitfield-Strong  
 FLIP: It's Time To Go Now

**#46**  
**GET ON UP (2:25)**The Esquires-Bunky 7750  
 1421 S. Michigan, Chicago, Ill.  
 PROD: Bill Shepherd (Bunky)  
 PUB: Hi-Mi BMI-7750 S. Calumet Ave., Chi., Ill.  
 WRITERS: V. Taylor-G. Moore-B. Shephard  
 ARR: Tom Tom-FLIP: Listen To Me

**#47**  
**WILLOW HONEY (2:36)**Beach Boys-Capitol 2028  
 1750 N. Vine, H'wood, Cal.  
 PROD: Carl Engemann (same address)  
 PUB: Sea of Tunes BMI  
 9042 La Alba, Whittier, Cal.  
 WRITERS: Brian Wilson, Mike Love  
 FLIP: Wind Chimes

**#48**  
**GIMME LITTLE SIGN (2:19)**  
**Brenton Wood-Double Shot 116**  
 6515 Sunset Blvd., Hollywood, Calif.  
 PROD: Hooven-Winn-8255 Sunset, H'wood, Cal.  
 PUB: Big Shot ASCAP  
 8255 Sunset, H'wood, Cal.  
 WRITERS: A. Smith-J. Hooven-H. Winn  
 FLIP: I think You've Got Your Tools Mixed Up

**#49**  
**OUT OF THE BLUE (2:22)**  
**Tommy James & Shondells-Roulette 4775**  
 1631 B'way, NYC  
 PROD: R. Cordell, B. Gentry  
 c/o Big Kahooma (same address)  
 PUB: Patricia BMI (same address)  
 WRITERS: R. Cordell, B. Gentry  
 ARR: Jimmy Wisner-FLIP: Love's Closin' In On Me

**#50**  
**LITTLE OLE MAN (UP TIGHT, EVERYTHING'S ALRIGHT)**  
**Bill Cosby-Warner Bros. 7072**  
 400 Warner Blvd., Burbank, Calif.  
 PROD: Fred Smith-7400 Fountain Av., L.A., Cal.  
 PUB: Jobete BMI-2648 W. Grand Blvd., Det., Mich.  
 WRITER: Moy-Wonder-Cosby  
 ARR: James Carmichael-FLIP: HUSH HUSH

**#51**  
**I SECOND THAT EMOTION (2:39)**  
**Smokey Robinson & Miracles-Tamla 54149**  
 2648 W. Grand Blvd., Det., Mich.  
 PROD: Smokey Robinson & A. Cleveland (Tamla)  
 PUB: Jobete BMI (same address)  
 WRITERS: Robinson, Cleveland  
 FLIP: You Must Be Love

**#52**  
**LET LOVE COME BETWEEN US (2:23)**  
**James & Bobby Purify—Bell 685**  
 1776 Broadway, N.Y., N.Y.  
 PROD: Papa Don Productions  
 3520 Rothschild Dr., Pensacola, Fla.  
 PUB: Al Gallico BMI—101 W. 55th St., NYC  
 WRITERS: Joe Sobotta-Johnny Wyker  
 FLIP: I Don't Want To Have To Wait

**#53**  
**EVEN THE BAD TIMES ARE GOOD (2:34)**  
**Tremeloes-Epic 10233**  
 51 West 52nd Street, N.Y., N.Y.  
 PROD: Mike Smith  
 PUB: Ponderosa BMI-666 5th Av., NYC  
 WRITERS: N. Murray-P. Collander  
 FLIP: Jenny's Alright

**#54\***  
**IN AND OUT OF LOVE (2:37)**  
**Oiana Ross & Supremes-Motown 1116**  
 2648 W. Grand Blvd., Det., Mich.  
 PROD: Holland, Dozier c/o Motown  
 PUB: Jobete BMI (same address)  
 WRITERS: Holland, Dozier, Holland  
 FLIP: I Guess I'll Always Love You

**#55**  
**MR. DREAM MERCHANT (2:37)**  
**Jerry Butler-Mercury 72721**  
 35 E. Wacker Dr., Chicago, Ill.  
 PROD: Jerry Ross (Mercury, N.Y.)  
 PUB: Saturday BMI 1841 B'way, NYC  
 WRITERS: L. Weiss-J. Ross  
 ARR: Jimmy Wisner-FLIP: Cause I Love You So

**#56\***  
**DAYDREAM BELIEVER (2:57)**Monkees-Colgems 1012  
 711 5th Ave., NYC  
 PROD: Chip Douglas  
 8757 Wonderland Pk. Ave., L.A., Cal.  
 PUB: Screen Gems BMI-711 5th Ave., NYC  
 WRITER: John Stewart-FLIP: Goin' Down

**#57\***  
**NEON RAINBOW (2:59)**Box Tops-Mala 580  
 1776 B'way, NYC  
 PROD: Dan Penn-2870 Baskin, Memphis, Tenn.  
 PUB: Earl Barton BMI  
 1121 S. Glenstone, Springfield, Mo.  
 WRITER: Wayne Carson Thompson  
 FLIP: Everything I Am

**#58**  
**YOU'VE MADE ME SO VERY HAPPY (2:54)**  
**Brenda Holloway-Tamla 54155**  
 2648 W. Grand Blvd., Detroit, Mich.  
 PROD: Berry Gordy, Jr. c/o Tamla  
 PUB: Jobete BMI—same address  
 WRITERS: B. Gordy, Jr.-F. Wilson-B. Holloway  
 P. Holloway  
 FLIP: I've Got To Find It

**#59**  
**YOU BETTER SIT DOWN KIOS (3:42)**  
**Cher-Imperial 66261**  
 6920 Sunset Blvd., L.A., Calif.  
 PROD: Sonny Bono-c/o De Carlo-Kreske  
 8560 Sunset Blvd., L.A., Calif.  
 PUB: Chrismarc BMI-c/o Salvador Bono  
 7715 Sunset Blvd., L.A., Calif.  
 Cotillion BMI-1841 B'way, NYC  
 WRITER: Sonny Bono  
 ARR: Harold R. Battiste Jr.-FLIP: Elusive Butterfly

**#60**  
**HUSH (2:28)**Billy Joe Royal-Columbia 44277  
 51 West 52nd Street, N.Y., N.Y.  
 PROD: Joe South c/o Lowery  
 PUB: Lowery BMI-P.O. Box 9687, Atlanta, Ga.  
 WRITERS: S. Weller-J. South  
 FLIP: Watching From The Band Stand

**#61**  
**PAPER CUP (2:41)**  
**Fifth Dimension-Soul City 760**  
 6820 Sunset Blvd., H'wood, Cal.  
 PROD: Bones Howe-447 Cromwell Av., L.A., Cal.  
 PUB: Johnny Rivers BMI  
 1560 N. La Brea, H'wood, Cal.  
 WRITER: Jim Webb  
 ARR: Jim Webb-FLIP: Poor Side Of Town

**#62**  
**YESTERDAY (2:42)**Ray Charles-ABC 11009  
 1330 Av. of Americas, NYC  
 PROD: Joe Adams  
 2107 W. Washington Blvd., L.A., Cal.  
 PUB: Maclen BMI-1780 B'way, NYC  
 WRITERS: Lennon, McCartney  
 ARR: Sid Feller  
 FLIP: Never Had Enough Of Nothing Yet

**#63**  
**SHOUT BAMA LAMA (2:18)**  
**S.S. International Records #715**  
 1650 Broadway, N.Y., N.Y.  
 PROD: Bobby Smith-c/o S.S. Int'l-1650 B'way, NYC  
 PUB: Macon BMI-1540 Brewster, Cincinnati, O.  
 WRITER: Otis Redding-FLIP: Lonely Room

**#64\***  
**MASSACHUSETTS (2:18)**Box Gees-Atco, 6532  
 1841 B'way, NYC  
 PROD: Robt Stigwood, Sutherland House,  
 Argyle St., London W1, England  
 PUB: Nemperor BMI-221 W. 57 St., NYC  
 WRITERS: B. Gibb, M. Gibb, R. Gibb  
 ARR: Bill Shepherd  
 FLIP: Sir Geoffrey Saved The World



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## Vital Statistics

DETAILED INFORMATION ABOUT TITLES ON THE CASH BOX TOP 100 THIS WEEK

### \*New to the Top 100

#65  
**KARATE-BOO-GA-LOO (2:20)**-Jerry O.-Shout 217  
1650 Broadway, N.Y., N.Y.  
PROD: Jerry Murray  
1729 Delaware Ave., Detroit, Mich.  
PUB: Boo Ga Loo & Love Lane BMI  
1729 Delaware Ave., Detroit, Mich.  
WRITERS: J. Murray-S. Kaplan  
ARR: J. Murray-FLIP: The Pearl

#66  
**WAKE UP, WAKE UP (2:39)**  
Grass Roots-Dunhill 4105  
449 S. Beverly Dr., Beverly Hills, Calif.  
PROD: Steve Barri-P. F. Sloan (Dunhill)  
PUB: Trousdale-same address BMI  
WRITERS: Sloan-Barri-FLIP: No Exit

#67  
**BACK ON THE STREET AGAIN (2:28)**  
Sunshine Company-Imperial 66260  
6920 Sunset Blvd., Hollywood, Calif.  
PROD: Joe Saraceno (Imperial)  
PUB: Cherry Lane ASCAP-142 E. 34 St., NYC  
WRITER: Steve Gillette  
ARR: Geo Tipton-FLIP: A Year Of Jane Time

#68  
**YOU MEAN THE WORLD TO ME (2:12)**  
David Houston-Epic 10224  
51 West 52nd Street, N.Y., N.Y.  
PROD: Billy Sherrill c/o Epic  
PUB: Al Gallico BMI-101 W. 55 St., NYC  
WRITERS: G. Sutton-B. Sherrill  
FLIP: Don't Mention Tomorrow

### Recording Error Helps Bang Disk

NEW YORK—Bang Records is pushing "Chick-A-Boom" as the side (A) on the follow-up single to Van Morrison's "Brown Eyed Girl" powerhouse, not "Ro Ro Rosey", as was originally planned.

The saga of the "Chick-A-Boom"/"Ro Ro Rosey" roundhouse turnabout, as related by Bill Darnell, follows: "We were cutting sides for an album for two or three days and got "Ro Ro Rosey." After the session was basically over, the musicians began to groove, they were jamming. Bert Berns told Morrison to get up and sing along with it. Morrison said, 'Sing what?' and then started doing "Chick-A-Boom," right off the top. Everything was going along great until somebody slammed the door and the tape jumped just about 20-seconds from the end. This left us with a little 'bloop' near the end of what we at that time thought was the 'B' side of the deck. Initial reaction has indicated the popularity of 'Chick-A-Boom' over 'Rosey' so we're turning it over."

### Whiz Label Formed Thru Double Shot

HOLLYWOOD — Whiz Records has been formed as a subsidiary label by Double Shot Records in a major expansion move.

Set for immediate release is "One For My Baby," introducing vocalist Pat Briley. Also inked is a new group, the Grapevine.

Independent record producers Hal Winn and Joe Hooven, together with promotion specialist Irwin Zucker, will supervise all Whiz product from Double-Shot headquarters at 6515 Sunset Blvd.

The subsid label was necessitated by an abundance of good talent, Winn stated, adding that "by concentrating our attention and promotion we've built star acts for Double-Shot." In less than 18 months, the diskery has hit Top 10 with Count Five (Psychotic Reaction) and Brenton Wood.

The new Wood wax, "Baby, You Got It," has been released on the heels of "Gimme Little Sign" and "Oogum Boogum Song." Both hits are in his best-selling "Oogum Boogum" LP.

### Stereo 8 'Caddy' List Is \$3.49

NEW YORK — RCA Victor's new Stereo 8 "Caddy" for home use carries a suggested list of \$3.49, not \$3.29 as reported in a story in last week's issue.

#69  
**PONY WITH THE GOLDEN MANE (2:05)**  
Every Mother's Son-MGM 13844  
1350 Av. of Americas, NYC  
PROD: West Farrell-39 W. 55 St., NYC  
PUB: Pocket Full of Tunes-BMI  
39 W. 55 St., NYC  
Tobi-Ann-BMI-1650 B'way, NYC  
WRITERS: D. Larden, L. Larden  
ARR: Farrell & Every Mother's Son  
FLIP: Dolls In The Clock

#70  
**ARE YOU NEVER COMING HOME (2:58)**  
Sandy Posey-MGM 13824  
1350 Av. of Americas, N.Y., N.Y.  
PROD: Chips Moman c/o Press  
PUB: Press BMI-827 Thomas, Memphis, Tenn.  
WRITERS: B. Penn-L. Oldham  
FLIP: I Can Show You How To Live

#71\*  
**GOIN' BACK (3:22)**-Byrds-Columbia 44362  
51 W. 52 St. NYC  
PROD: Gary Usher c/o Columbia  
PUB: Screen Gems BMI-711 5th Ave., NYC  
WRITERS: G. Goffin, C. King-FLIP: Change Is Now

#72  
**LOVEY DOVEY (2:47)**  
Bunny Sigler-Parkway 6000  
250 West 57th Street, N.Y., N.Y.  
PROD: John Madara-Leon Huff  
250 So. Broad Street, Philadelphia, Pa.  
PUB: Progressive BMI-1619 B'way., NYC  
WRITERS: Nuggy-Scotfield  
ARR: Joe Renzetti-FLIP: Sunday, Sunday

#73  
**YOU ARE MY SUNSHINE (3:16)**  
Mitch Ryder-New Voice 826  
1776 B'way, N.Y., N.Y.  
PROD: Bob Crewe-1841 B'way., NYC  
PUB: Peer Int'l BMI-1619 B'way, NYC  
WRITERS: Davis-Mitchell  
ARR: Hutch Davie-FLIP: Wild Child

#74  
**GEORGIA PINES (2:31)** Candymen-ABC 10995  
1330 Av. of Americas, NYC  
PROD: Buddy Buie c/o Bill Lowery  
P.O. Box 9687, Atlanta, Ga.  
PUB: Unart BMI 799 7th Av., NYC  
WRITERS: B. Buie, J. Adkins  
ARR: Emory Gordy-FLIP: Movies In My Mind

#75  
**DIRTY MAN-Laura Lee-Chess 2013**  
320 E. 21st St., Chicago, Ill.  
PROD: Davis-Caston c/o Chess  
PUB: Chevis BMI-320 E. 21st St., Chicago, Ill.  
WRITER: Bobby Miller  
ARR: Charles Stepney-FLIP: It's Mighty Hard

#76  
**BY THE TIME I GET TO PHOENIX (2:42)**  
Glen Campbell-Capitol 2015  
PROD: Al De Lory-c/o Capitol  
PUB: Johnny Rivers Music BMI  
9028 Sunset Blvd., Los Angeles 69  
WRITER: Jim West-ARR: Glen Campbell  
FLIP: You've Still Got A Place In My Heart

#77  
**ALL YOUR GOODIES ARE GONE (2:39)**  
Parliaments-Reviolot 211  
8832 Puritan Ave., Detroit, Mich.  
PROD: George Clinton-LeBaron Taylor c/o Reviolot  
PUB: Groovesville BMI  
8832 Puritan Ave., Detroit, Mich.  
WRITERS: Clinton-Haskins-Nelson  
ARR: Mike Terry-FLIP: Don't Be Sore At Me

#78  
**10 LITTLE INDIANS (2:14)** Yardbirds-Epic 10248  
PROD: Mickie Most, Penthouse  
155 Oxford St., London W1, Eng.  
PUB: Dunbar BMI, 1650 B'way, NYC  
WRITER: Nilsson-FLIP: Drinking Muddy Water

#79\*  
**AN OPEN LETTER TO MY TEENAGE SON (4:09)**  
Victor Lundberg-Liberty 55996  
6920 Sunset Blvd., H'wood, Cal.  
PROD: Jack Tracey c/o Liberty  
PUB: Asa ASCAP c/o Liberty  
WRITER: Robert R. Thompson-FLIP: My Buddy Carl

#80  
**NEXT PLANE TO LONNOON (2:30)**  
Rose Garden-Atco 6510  
1841 B'way, NY, NY  
PROD: Greenstone York Pala Prod.  
7715 Sunset Blvd., L.A., Calif.  
PUB: Myrwood & Antlers Music BMI  
c/o Kenneth G. Gist, Jr.  
3696 Orcutt Rd., Santa Maria, Calif.  
FLIP: Flower Town

#81\*  
**BEAUTIFUL PEOPLE (2:10)**-Bobby Vee-Liberty 56009  
6920 Sunset Blvd., L.A., Calif.  
PROD: Dallas Smith c/o Liberty  
PUB: Mirwood BMI-221 W. 57 St. NYC  
WRITER: Kenny Gist Jr.  
ARR: Dallas Smith-FLIP: I May Be Gone

#82\*  
**WHEN YOU'RE GONE (2:30)**  
Brenda & Tabulations-Oiunn 504  
c/o Jamie/Guyden, 919 N. Broad St., Phila., Pa.  
PROD: Bob Finiz c/o Jamie  
PUB: Dandelion BMI (same address)  
WRITER: B. Finiz-FLIP: Hey Boy

#83  
**YOU'VE GOT ME HUMMIN' (2:25)**  
Hassles-United Artists 50215  
729 7th Av., NYC  
PROD: Tony Michaels, Vinny Gormann  
for Mazur Ent. (same address)  
PUB: Pronto BMI, 1841 B'way, NYC  
East BMI c/o Satellite Rec. Co.  
926 E. McLemore Av., Memphis, Tenn.  
WRITERS: I. Hayes, D. Porter-FLIP: I'm Thinkin'

#84\*  
**O-O, I LOVE YOU (2:58)**-Oells-Cadet 5574  
320 E. 21 St., Chicago, Ill.  
PROD: Bobby Miller c/o Cadet  
PUB: Chevis BMI (same address)  
WRITER: Bobby Miller  
ARR: Chas. Stepney-FLIP: There Is

#85\*  
**CHATTANOOGA CHOO CHOO (2:30)**  
Harpers Bizarre-Warner Bros. 7090  
4000 Warner Blvd., Burbank, Calif.  
PROD: Lennie Waronker c/o Warner Bros.  
PUB: Leo Feist ASCAP-1540 B'way, NYC  
WRITERS: Gordon, Warren  
ARR: Perry Botkin, Jr.-FLIP: Hey, You In The Crowd

#86  
**RED & BLUE (2:32)** Oave Clark Five-Epic 10244  
51 W. 52 St., NYC  
PROD: Dave Clark c/o Epic  
PUB: Branton BMI, 1631 B'way, NYC  
WRITERS: Dave Clark, L. Davidson  
FLIP: Concentration Baby

#87  
**SWEET SWEET LOVIN' (2:03)**  
The Platters-Musicor 1275  
240 W. 55th St., NY, NY  
PROD: Richard Popcorn Wylie  
3044 Taylor Ave., Detroit, Mich.  
PUB: Catalogue BMI-c/o Musicor  
WRITERS: V. Harrell-R. Bailey  
ARR: Sonny Sanders-FLIP: Sonata

#88\*  
**PIECE OF MY HEART (2:34)**-Erma Franklin-Shout 221  
1650 B'way, NYC  
PROD: Bert Berns c/o Shout  
PUB: Web IV BMI (same address)  
Ragmar Music BMI-219 W. 79 St., NYC  
WRITERS: Bert Berns, Jerry Ragavoy  
ARR: Gary Sherman  
FLIP: Baby What You Want Me To Do

#89\*  
**BEAUTIFUL PEOPLE (2:22)**-Kenny O'Neil-Vegas 718  
c/o White Whale-8961 Sunset Blvd., L.A., Cal.  
PUB: Ishmael BMI (same address)  
WRITER: Kenny Gist, Jr.-FLIP: Flower Girl

#90  
**SUZANNE (2:55)** Noel Harrison-Warner Bros. 0615  
4000 Warner Blvd., Burbank, Cal.  
PROD: Jimmy Bowen (same address)  
PUB: Project 7 BMI 515 Madison Av., NYC  
WRITER: Leonard Cohen  
ARR: Don Peake FLIP: Life Is A Dream

#91  
**A DIFFERENT DRUM (2:38)**  
Stone Poneys-Capitol 2004  
1750 N. Vine, H'wood, Cal.  
PROD: Nick Venet (same address)  
PUB: Screen Gems, Col. BMI 711 5th Av., NYC  
WRITER: Mike Nesmith FLIP: I've Got To Know

#92  
**WHOLE LOTA WOMAN (2:34)** Arthur Conley-Atco 6529  
1841 B'way, NYC  
PROD: Otis Redding c/o Red Wall Prod.  
535 Cotton Av., Macon, Ga.  
PUB: Red Wall BMI (same address)  
WRITER: Arthur Conley-FLIP: Love Comes And Goes

#93  
**SHAME ON ME (2:45)** Chuck Jackson-Wand 1166  
254 W. 54 St., NYC  
PROD: Papa Don, 3520 Rothschild Dr.,  
Pensacola, Fla.  
PUB: Lois BMI 1540 Brewster, Cincinnati, O.  
WRITERS: William, Enis FLIP: Candy

#94  
**GO GO GIRL (2:22)** Lee Dorsey-Amy 998  
1776 B'way, NY, NY  
PROD: A. R. Toussaint-M. E. Sehorn  
1211 Saint Philip St., New Orleans, La.  
PUB: Marsaint BMI c/o Toussaint/Sehorn  
WRITER: Allen R. Toussaint  
ARR: Toussaint-FLIP: I Can Hear You Callin'

#95\*  
**ITCHYCOO PARK (2:45)**-Small Faces-Immediate 501  
51 West 52 St., NYC  
PROD: Steve Marriott, Ronnie Lane  
c/o Immediate Rec. Co. Ltd.  
63-69 New Oxford St., London W1, Eng.  
PUB: Nice Songs BMI c/o Sterling Gilmore & Co.  
15300 Ventura Blvd., Sherman Oaks, Cal.  
WRITERS: Marriott, Lane-FLIP: I'm Only Dreaming

#96\*  
**WOMAN, WOMAN (3:12)**-Union Gap-Columbia 44297  
51 W. 52 St., NYC  
PROD: Jerry Fuller c/o Columbia  
6121 Sunset Blvd., L.A., Cal.  
PUB: Glasser BMI-801 16 Av. S., Nashville, Tenn.  
WRITERS: J. Grosen, J. Payne  
ARR: Al Capps-FLIP: Don't Make Promises

#97  
**NOBODY BUT ME (2:11)** Human Beings-Capitol 5990  
1750 N. Vine, H'wood, Cal.  
PROD: Alex Deazevedo c/o Capitol  
PUB: Wemar BMI, 1619 B'way, NYC  
WRITER: R. Ilsey FLIP: Sueno

#98  
**I ALMOST CALLED YOUR NAME (2:35)**  
Margaret Whiting-London 115  
539 W. 25 St., NYC  
PROD: Jack Gold 6121 Sunset, H'wood, Cal.  
PUB: Shelby Singleton BMI 1650 B'way, NYC  
WRITERS: Margaret Lewis, Myra Smith  
ARR: Arnold Goland FLIP: Let's Pretend

#99\*  
**FELICLOAD (2:24)**-Sally Fields-Colgems 1008  
711 5th Ave., NYC  
PROD: Jack Keller  
4517 Greengate Ct., W. Lake Village, Cal.  
PUB: Screen Gems BMI-711 5th Ave., NYC  
WRITERS: D. Hilderbran  
ARR: Don McGinnis-FLIP: Find Yourself A Rainbow

#100  
**WHEN THE SNOW IS ON THE ROSES (2:35)**  
Ed Ames-RCA Victor 9319  
155 East 24th Street, NY, NY  
PROD: Jim Foglesong c/o RCA  
PUB: Miller ASCAP, 1350 6th Ave., NYC  
WRITERS: Last-Bader-Kusik-Snyder  
ARR: Perry Botkin, Jr. FLIP: Let Me So Love



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CADET 5577 THE STEREOS



**CHESS**





**UJA DINNER GETS GOOD GROSS; HONORS SAM GOODY**—Over \$215,000 was raised for the United Jewish Appeal among the more than 600 guests at the recent second annual dinner dance of the music industry division, held at the Americana Hotel in New York. The occasion was also a testimonial to Sam Goody, well known record retailer, who was honored for his generous devotion to the humanitarian ideals of the UJA. He received a specific plaque from Abraham Lowenthal, both his friend and his attorney, citing him for his philanthropic leadership.

Gene Weiss and Al Levine, the 1967 campaign chairman, and Eric Bernay, last year's chairman, were the recipients of chairman awards, praising them for their capable leadership.

Awards were also made to the firms which took Gold or Silver pages in the campaign journal. The Gold Page sponsors were: British Industries, Bruno-New York, Capitol Record Distributing, Sam Goody, Kaltman Press, Fred Landau & Co., Liberty Records, MGM Records, Queens Lithographing, and RCA Victor Records. The Silver Page sponsors were: A & M Records, ABC Paramount Records, Alpha Distributing, Bell Records, Beta Records Distributors, Cameo Parkway Records, CBS Columbia Group, Columbia Record Sales, Connoisseur Records, Decca Records, Garden State Records, Allen Klein & Co., London Records, Mercury Records, Motown Records, New Deal Record Service, Scepter Records, and United Artists Records.

UJA's proceeds will go toward the regular 1967 campaign as well as the Israel Emergency Fund established to meet the vast increase in welfare needs among hundreds of thousands of immigrants in Israel resulting from the continuing crisis in that country.

The United Jewish Appeal of Greater New York is the sole fund-raising agency in the metropolitan area for the United Israel Appeal, Joint Distribution Committee (including ORT), New York Association for New Americans, United Hias Service and National Jewish Welfare Board.

Shown above (from left to right, and top to bottom) are: Abraham Lowenthal presenting Sam Goody with his award; Al Levine receiving his award from Eric Bernay, who was also the recipient of an award; and Gene Weiss receiving his award from Eric Bernay.

### ORGAN PLAYER AND TRUMPET PLAYER WANTED

Nationally Known Chart Riding Group Needs Organ Player Who Has Farfasi Or Baldwin Electric Organ. Also Need A Lead Trumpet Player. Must Be Willing To Travel. Prefer Draft Exempt. Prefer Pa., N. Y. or N. J. People.

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### Jake Holmes Third-Billed In New Merrick Production

**NEW YORK**—Third billing in the upcoming David Merrick show "Mata Hari" has gone to off-Broadway musical satirist-commentator Jake Holmes. He will join the cast headed by Pernel Roberts and Marissa Mell in the play scheduled to open next January.

Holmes will play the part of a nameless soldier who appears throughout the play as a commentator on the action.

According to Holmes, he was enthusiastic over the role since it is similar to the "character" he projects in his regular singing appearances.



## CashBox 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

### IN AND OUT OF LOVE

Diana Ross & Supremes ..... Motown 1116

### DAYDREAM BELIEVER

Monkees ..... Colgems 1012

### NEON RAINBOW

Box Tops ..... Mala 580

### MASSACHUSETTS

Bee Gees ..... Atco 6532

### GOIN' BACK

Byrds ..... Columbia 44362

### LETTER TO A TEENAGE SON

Victor Lundberg ..... Liberty 55996

### BEAUTIFUL PEOPLE

Bobby Vee ..... Liberty 56009

### WHEN YOU'RE GONE

Brenda & Tabulations ..... Dionn 504

### O-O I LOVE YOU

Dells ..... Cadet 5574

### CHATTANOOGA CHOO CHOO

Harpers Bizarre ..... Warner Bros. 7090

### PIECE OF MY HEART

Erma Franklin ..... Shout 221

### BEAUTIFUL PEOPLE

Kenny O' Dell ..... Vegas 718

## 'HDL' (Handleman) Moves Onto New York Exchange

**DETROIT**—Handleman Co., the huge disk wholesaler, received its first listing on the New York Stock Exchange last week. Assigned the ticker symbol of "HDL," the stock was selling close to 46½ by week's end.

Paul Handleman, chairman of the board, purchased the first 100 shares of Handleman common—the first trade of the day on the stock ticker tape. David Handleman, president, Peter M. Detwiler, a director of the company and vice president of E. F. Hutton & Co., and leading senior officials of the New York Stock Exchange participated in the listing ceremony.

Handleman Company listed 1,532,190 shares of common stock on the Big Board. The stock was previously listed on the American Stock Exchange.

David Handleman said, "Listing our common stock on the Big Board is an important milestone in the growth of Handleman Company. Our present and potential stockholders will have immediate access to a broad, closely regulated market in which to carry out their investment decisions."

**Steady Sales, Earnings Upswing**  
Handleman Company, which offered its common stock to the public for the first time in Sept. 1963, has reported a steady improvement in its sales and earnings record.

For the fiscal year ended April 30, 1967, the company reached a sales high of \$56,071,597 up from \$45,634,486 the year before. Net earnings for fiscal 1967 were \$3,043,374 or \$1.99 per share, an increase of 37 per cent over the net earnings of \$2,215,633 or \$1.45 per share for fiscal 1966.

The company reported net income for the first three months ended July 31, 1967 of \$606,343 or \$.40 per share, an increase of 48.9 per cent over the \$407,232 or \$.26 per share reported a year ago. Sales for the first three months of fiscal 1968 reached \$13,038,445 up 24.6 per cent from \$10,465,091 reported a year ago.

Handleman recently increased its quarterly cash dividend from \$.22½ to \$.25 per share on the 1,231,302 shares of common stock entitled to receive dividends. The cash dividend is now at the annual rate of \$1 per share. Handleman headquartered in De-

## Stigwood

(Continued from p. 7)

U.S., France, Italy and Japan. He'll also direct merchandising functions.

Robert Masters has been appointed director of the United Kingdom agency division and Norman Whiteley will represent the company's publishing interests in Australia and Japan.

### Non-Music Interests

Outside of the music industry, Stigwood is doing the initial production of the Bee Gees first film, "Lord Kitchener's Little Drummer Boys," to be shot on location in Kenya early next year. A major distributor, Stigwood said, will release the film. Interests in theatre and TV are also in the planning stages.

It was emphasized that the Bee Gees and the Cream would continue to be released in the U.S. by Atlantic-Atco Records. This was underscored by the holding of a press conference last week by Stigwood at the New York offices of Atlantic Records.

## Nems

(Continued from p. 7)

an expanded role in the management of the company. Neil Aspinall and Peter Shotton, long-time associated of the Beatles, are expected in New York soon to confer with Weiss on a number of upcoming Beatles-oriented projects in this country, Weiss declared.

Nemperor, Weiss said, will expand its own U.S. management and publishing activities. The company recently signed folk-pop attraction Eric Andersen to a personal management contract. Nemperor also represents the Cyrkle for management and publishing. Cilla Black is another Nems-Nemperor act.

## Cover Battle

(Continued from p. 7)

issue the sides. Now, these companies are giving more attention to the very real possibility that an American act may seize the opportunity that presents itself when British hits await release in the U.S. and cut their own versions.

troit, has principal branches throughout the United States and Canada including Atlanta, Charleston, Cleveland, Dallas, Los Angeles, Louisville, Miami, Chicago, Pittsburgh, Camden, Toronto and Calgary, Canada.



WW115

MONO

# THE TURTLES! GOLDEN HITS

*You know what I mean*   *Happy together*  
*You Baby*   *It ain't me, Babe*  
*She'd rather*  
*be with me*



WWS 7115

STEREO





# Record Ramblings

## NEW YORK

Country music has been getting a lot more attention in the metropolitan New York area of late. Its always been pretty hot over the river in Jersey City and Newark but now the "Nashville Cats" are delighting fans while making bread here in the city. The local country music nightclub, which was originally housed in the Hotel New Yorker, has been moved to new quarters in the Taft. Attendance has been good in the nitery, called "Nashville In New York." Some of the artists that are and have been playing the club are: Johnny Paycheck, Dave Dudley,

Beginning Nov. 6, the Garrick Theatre (atop the Cafe Au-Go-Go) will present a series of Monday night recitals. First to appear is Tower's Jake Holmes. Performances are at 8 and 10 p.m.

The Illusion is set for a gig at the Scene from Nov. 7 to 12. The group is just of a Mitch Ryder tour.

Lanny Lee reports that Acta's "Bend Me Shake Me" by the American Breed, Dot's "Apologize" by Brian Hyland, and Viva's "Chiao Baby" by the Eternal Flame, are all breaking big.

Buzz Willis says that Compass has a happening with Helena Ferguson's

"in" thing. By definition these groups do not usually get much airplay but word of mouth produces sales. "Underground," to us, has always had the aura of the Kafka character who burrows into the earth to escape his pursuer. And somehow suffocates in the process. The Jefferson Airplane was underground until they took flight. Also the Vanilla Fudge, the Doors and, to a lesser extent, the Grateful Dead.

We have been hearing about a new group for the past several weeks that has signed with Smash, has an album and single in the offing. And yet they have not yet appeared anywhere in

Champion's musical production "The Happy Time" deferred to Nov. 13th due to mechanical difficulties with the complicated turntable being installed in the stage floor of the Ahmanson Theater.

Judy Collins set for the Santa Monica Civic Nov. 17th . . . Marion Montgomery starting Nov. 8 at the Century Plaza's Hong Kong Bar . . . The Dillards booked into the Glendale Ice House Nov. 20-26th.

And the Turtles have announced postponement of their November European tour until the spring of '68 in order to work on their upcoming LP for White Whale.



Tim Buckley



Al Hirt



Clear Light



Jodie



Judy Collins



5th Dimension

Charlie Pride, Willie Nelson, Glen Ash, Sons of the Pioneers, Bob Wills, Tammy Wynette, Jeannie Seely, Don Bowman, Claude King, Connie Smith, Dick Curless, Lois Johnson, the Stonemans, Merle Kilgore, Del Reeves, David Houston, Hank Thompson, Roy Drusky, Wilma Burgess, and Wanda Jackson. Set for future gigs at the club are: Bobby Bare, Stu Phillips, Kay Adams, and others.

Buck Owens and his Buckaroos are set for two shows on Sun. Nov. 12th at the Village Theatre, that one-time Loews' emporium of the silver screen that stands on 2nd Ave. between 6th and 7th Sts. Appearing on the bill with Buck (the tiger) in both concerts will be: Rose Maddox, Wynn Stewart, and Tommy Collins.

The Who comes into the Village Theatre Nov. 25 . . . Elektra's Doors appear in concert at Hunter Nov. 24 . . . Ian & Sylvia appear on a double bill with Tom Rush at Hunter on Dec. 8 . . . and (get ready for this one) the Hollies, the Buffalo Springfield, and the Candyman play the Village Dec. 2.

As far as concerts go, it seems like everybody is getting set for Arlo Guthrie's debut Carnegie Hall appearance on Nov. 10. His "Alice's Restaurant" LP on Reprise is getting a lot of consumer reaction throughout the country.

Elektra's Danny Fields keeps referring to Nico (the moon goddess) as . . . "the muse of the next trip." But, getting on to Elektra things, that diskery's Steve Harris says that: Tim Buckley's currently charted LP, "Goodbye & Hello," which has been quietly recognized by the cognoscenti, is now getting broader recognition. The Clear Light LP is doing very well in most markets and the new Judy Collins LP is due out in Nov. The set will have several of Judy's self-penned efforts in addition to tunes from such talented hands and heads as Leonard Cohen. Steve also notes that there has been a vast consumer demand for the soon-to-be-released Love and Paul Butterfield LPs. When asked what he thought of the Door's 2nd LP, (number 6 with a bullet on the Cash Box Top 100 Albums, in its 3rd week of release) he said . . . "the music, the packaging, and the sales speak for themselves."

Having just returned from the coast, the Rich Kids are set for 22 dates in the N.Y. area during the coming month . . . the Mandala is back in the east after a far reaching tour . . . the Left Banke is setting out on an 18-day east coast college tour . . . the Ohio Express is touring throughout the south and midwest in Nov. . . . the Mitch Ryder tour is set for a Christmas-time shot at 8 eastern cities from Dec. 26-Jan. 2.

Premier talent has signed Dusty Springfield, who is set for the Joey Bishop TV'er on Nov. 9.

"Where Is The Party," Bill Soden's "Stop In The Name Of Love," James Bountry's "Action Speaks Louder Than Words," and Kathy Keegan's "The Valley Of The Dolls." The Keegan deck is getting good music play across the country.

Laura Lee's Chess outing of "Dirty Man" is currently moving all over the country. She has a Chess album on the way out.

The Riverboat, permanently docked under the Empire State building, is getting ready for a powerhouse gig from RCA Victor's Al "He's The King" Hirt.

Baseball players are discovering that recording studios can be a cozy and perhaps profitable place to be during the winter. One of them, Lee Maye of the Cleveland Indians, dropped into Bell Sound Studios here last week to cut sides that will eventually be offered by ABC Records. As Maye sees it, playing ball and singing are all part of the entertainment business. "Singing in front of musicians is the same as playing before the fans," he says. Maye feels he's got years of ball playing ahead of him, but is keeping in mind that his baseball career will come to an end some day. And he hopes that singing and, by the way, songwriting, is going to take care of his "retirement" days. The session was produced by Dennis Minogue, Terry Cashman, Gene Pistilli and T. P. West. Joe Renzetti did the arrangement. Albie Pearson and Tony Conigliario are among the ballplayers who have cut disks in recent years.

## HOLLYWOOD

About six or eight months back, an age now reverently referred to as "them good ol' days," a newly formed combo or group would usually woodshed for a month or two, appear in a couple of local bistros and perform in a few high school auditoriums. And just maybe get discovered by a record exec somewhere along the way.

But not today. Competition has changed all that. Here on the coast a few kids will be introduced to each other at Martoni's (or if they're truly "underground" they'll meet along the strip or the sidewalk surrounding Music City), promptly come up with a far-out moniker and proceed to audition record producers.

A sweet young thing phoned to tell us, a couple of weeks ago, that she, along with two other girls (all of them secretaries) had formed a group. "Our biggest problem," she confessed, "is finding the right label. One that will not only give us the biggest advance but will also properly exploit our product without compromising our talents." We asked how long the group had been together and what kind of sound they had. "We haven't had our first rehearsal yet so we're not sure of our musical direction," she explained.

Now underground groups are the

world, except possibly in producer Steve Douglas' office and Western Recording studios on Sunset Blvd.

They are called the Collage which, according to Funk and Wagnall, is "a group of usually flat objects pasted together for artistic effect." Having met its four member team (Ron, Jerry, Jodie and Donna) we would like to go on record as saying that Jodie and Donna are not pasted together. And, thankfully, far from flat.

Smash, according to a discerning and usually incorruptible source, is "excited about the foursome and, though visually as compelling as the Mamas and Papas, their sound is completely different. They're using a style that makes us feel there is still hope of saving our eardrums from being lost to pounding drums and amplifier feedback . . . meaningful softness, lyrics that say much combined with emotional warmth in their vocal harmonies." While on the subject our "West Coast Girl of the Week" just happens to be Jodie, a raven haired beauty who digs kooky hats and foreign foods, parks and flowers. We'll save Donna, blonde and blue-eyed (who, we are told, cried at the ninth viewing of "Umbrellas of Cherbourg" and knows the meaning of Universal Love) for a mistier day. And pass along the word that the Collage's single will be titled "My Mind's At Ease" b/w "Ragged Clown."

Our quotable quote of the week from Arlo Guthrie whose first Reprise LP ("The Alice's Restaurant Massacre #2") could suffice as a 22 minute answer record to Victor Lundberg's "Open Letter to My Teenage Son!" "War is a drag," he says. "And most important is that there are people involved—people that I love. Not just people that I know, but even people that I don't know, that I love."

Dave Axelrod, producer for Lou Rawls, Cannonball Adderley, David Rose, etc. granted permission by his Capitol bosses, we are told, to compose and arrange the entire score for the Electric Prunes next Warners LP, "Mass in F. Minor." Axelrod's most recent composition (with words by Ben Raleigh) was Rawl's "Dead End Street."

The Fifth Dimension signed by producers David DePatie and Fritz Frelong to sing the title song for "Dimension Seven," a live action animation series being readied by DFC in association with Mirisch TV for the Saturday A.M. moppet market.

Howard Robbins, son of the late big three pub head Jack Robbins, has joined Jimmy McHugh's publishing firms . . . Corb Donahue, associate producer of KHJ-TV's "Groovy" and "Boss City" shows hitched to Patti James, non-pro, Oct. 18, Beverly Hills Presbyterian Church.

First public appearance of David Merrick's presentation of Gower

## CHICAGO

The first pop concert scheduled for the newly refurbished Auditorium Theater will feature Dick Schory, his percussion orchestra and chorus, on Friday night, November 10. Though the famous old theater, built in 1889, has not been used for appearances since the early 30's, it was the scene of an RCA album waxed by Schory two years ago, while workmen were in the process of re-doing the entire structure . . . Chess recording group The Dells, hitting big with "Ooh I Love You," wind up their current club tour with stints in Minneapolis and East St. Louis, before heading back to Chicago . . . We enjoyed a brief visit with Acta's Morris Diamond and Dot's Erwin Barg, who brightened the CB office last week. Both were smiling. Reason?

The American Breed's "Bend Me Shake Me" and Bobby Sanson's "This Is It" on Acta; and Lyn Roman's "Penthouse" flicker theme on Dot. Incidentally, we bumped into both gents at Dot's cocktail party and private "Penthouse" screening later that evening (31)! . . . The new Otis Clay offering "A Lasting Love" (Onderful) is creating a big fuss at Onderful Productions here. Songster's exposing the deck via stops in Durham, Greenville, Shreveport, Jackson, Pensacola, Birmingham and Chi . . . Vet p.r. man Pete Wright moved into new, more spacious quarters at 166 E. Superior . . . From Eva Dolin comes word that the Procul Harum, currently on their first U.S. concert tour, will make The Cheetah scene 11/3-4-5 . . . UA's Serendipity Singers are skedded for an appearance at the Conrad Hilton Hotel 11/27 . . . Mike deGaetano, manager of The Faded Blue, items that the boys have just signed an exclusive pact with Associated Booking . . . Here's word from USA's Bobby Monaco that the next big single in these parts is "Face The Autumn" by The Family (USA), with sales of over 15,000 already in the Chi area alone! Group will be appearing at The Pussycat 11/8-19 . . . Decca's Frank Scardino is eyeing the number one spot for The Who's "I can See For Miles!" . . . Among the hot ones out of Garmisa Dist. are Ray Charles' "Yesterday" (ABC), Bobby Goldsboro's "Jo Jo's Place" (UA) and "Flower Road" by The Brass Ring (Dunhill) . . . Verve's regional promo rep Jack Katz is passin' out Mickey Mouse hats, buttons, etc. to promote the new Jimmy Smith single tagged—"Mickey Mouse" . . . Jack Barthel and Roy Bryant, who recently joined forces in a p.r. firm, are currently plugging Canary outing "A Girl Named Sorrow" by Durward Irwin . . . In the fore at United Record Dist. are The Miracles latest "I Second That Emotion" (Tamla), "United" by The Music Makers (Gamble) and "Prove It" by Don Gardner (Sack).

**JIM HOWARD MARK AL & JOHN SING FOR YOU!!!**



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**A NEW TEAM  
A NEW HIT!**

**Billy Vera & Judy Clay**  
**“STORYBOOK  
CHILDREN”**

ATLANTIC 2445







**HE'S A PRODUCER NOW**—Bell Records' president Larry Uttal, is obviously happy to announce an exclusive production deal with Mort Shuman. To date, Mort Shuman is best known for the many tunes he has written. Shuman's first release on Bell is "You're Never Gonna Get My Lovin'" by the Enchanted Forest (he wrote it too.) The Enchanted Forest is on a Canadian and upper mid-west tour at the moment. Shown from the left are: Irv Biegel, national sales director for Bell Records; Larry Uttal, president of Bell; Mort Shuman; and Johanan Vigoda, attorney.

### Monument Seeks San Remo Participation Next Year

**HOLLYWOOD**—This week's parlay with Monument Records' head Fred Foster and the label's Italian record and publishing representatives is expected to center on the possibility of having Monument artists participate in the forthcoming San Remo Music Festival.

According to Bobby Weiss, vice president and director of the diskery's international division, Foster is flying from the Nashville headquarters to meet with visitors G. Velona of Ri Fi, and Mario Rapetti of Gruppo Ricordi

to discuss the prospect of possible entry for Fran Jeffries, Australian discovery Judy Stone and Boots Randolph. The conclave will cover these performers as possible entrants, and review material aimed for the popular musical festivity.

Also arriving this week (6) for the meeting are Rolf Budde of Budde Musikverlage in Berlin and publisher representative of Monument catalog in Germany, Switzerland, Austria and Holland. His visit will concern review of copyrights for the '68 season.

### Rust Records Expands; Abbott Named Gen. Mgr.

**NEW YORK**—In keeping with the autonomous division of the Laurie group of companies, new emphasis has been placed on the Rust Label Division. John Abbott has been named general manager.

John Abbott is a graduate of the Manhattan School of Music and before joining Laurie was a successful independent arranger for such labels as Columbia, RCA, UA, etc. He arranged such hits as "Walk Away Renee," "Pretty Ballerina," and "Desiree" by the Left Banke on Smash. He also arranged Reperata and the Delrons hits and more recently the 5th Estate's big hit "Ding Dong The Witch Is Dead." He joined Laurie Records in July 1966 and was assigned to the A & R staff. At Laurie he has been connected with such projects as the Royal Guardsmen's hits.

Under the new expansion program his primary responsibility will be to develop a successful artist roster and maintain a liaison with independent producers.

Management has allocated a substantial budget to back Abbott in Rust's expansion plans and aims to develop Rust into a major independent. The first release is "It's Growing" by Madrid and the Counts, produced by Richard Keefer of Ridon Productions. Flip Cartridge ("Dear Mrs. Appleby") has been signed for January release.

### Endura Releases 'Razz-Ma-Taz' LP

**NEW YORK**—The sounds of the old and the sounds of the new are combined on a new album, produced on the Endura label and distributed by Jay-Gee Records. Based on song classics of the twenties, like "Everybody Step," "All Alone," and "Singing In The Rain," plus several brand new originals, the album has been described by Endura spokesmen this way: "It's not really jazz. It's not rock. Actually, it's not anything that already has a name or a classification. We call it 'Razz-Ma-Taz,' simply because that's the image it evokes for us. Pressed for what 'Razz-Ma-Taz' is, rather than what it is not, we were gleefully given the line that has become the advertising and promotional slogan for the album: 'We don't know what it is, but it's great.'"

The LP's arrangements are by George Williams, and the musicians and vocalists are: Peewee Irwin and Carl Poole on trumpet; clarinetists Bob Wilbur, Ray Eckstrand, Lenny Hambro and Romeo Pengue; Buddy Morrow on trombone; Buddy Christian on drums, Joe Tardo, tuba; pianists Bernie Leighton and Joe Cribberri; Al Caiola and Art Ryerson on banjo; and vocalists Molly Lyons and Bernie Knee.

### Civic Tribute Nabs City Attention For Ben Barton

**NEW YORK**—A tribute to the "Fun City" in song has begun to reap interest from New Yorkers including Mayor John V. Lindsay, the City Council President and local press media.

Center of attention is a Sammy Cahn and Bobby Gosh composition, "Fun City," which bowed more than a week ago on B&K Records by the Gary Bruce Singers. B&K is Ben Barton's label, affiliated with the Barton and Ken Greengrass publishing company that handles the song.

According to Barton, he had been working with Sammy Cahn for more than twenty years, and had finally cornered the tunesmith to write a song about New York. Cahn and Gosh then got together, and since commitments set a short deadline, the tune was completed in one afternoon.

Since "Fun City" was published by Greenbar (ASCAP), a sizeable story has been run in the New York Post; CBS-TV news telecast the story; and BBC-TV has requested permission to use the song in a story on New York being prepared.

### Bill Smith Joins 'Dolly'

**NEW YORK**—Bill Smith has joined the cast of the all-Negro version of "Hello, Dolly!" which will open on Broadway later this month (12).

The show stars Cab Calloway and Pearl Bailey. It is currently completing a pre-opening run in Washington, D.C.

Smith records for Talmu Records, a New York based label.

### Gibraltar Studios Debuts In New York

**NEW YORK**—The opening of a new sound recording studio has been announced by two veteran audio engineers, Dave Boffill and Larry Horne. Gibraltar Studios, located at 41 West 57th Street, offers an up to the minute sound service, specially geared to the needs of the expanding educational and audio visual fields.

Stereo and monaural recording, mixing, and editing, audible and inaudible cueing, disk cutting, mastering, and high speed tape duplication are featured in the Ampex, Neumann and Grampion equipped installation.

Bofill and Horne and their staff, whose credits include stints at Audio-Video, Coastal, Fine, Gotham, United Recording, and MGM Records, have already completed production of a number of recorded language courses and sound tracks for several Dukane, Salesmate, and La Belle slidefilms.

### Politicians Express Thanks For Carter National Anthem

**HOLLYWOOD**—Letters of appreciation have poured in from offices of nearly every governor and President Johnson thanking Liberty recording artist Mel Carter for his public service pressing of the Star Spangled Banner.

Copies of the record were sent to the state heads and other government officials for use at functions. Requests for the recording came to the company when Carter sang the national anthem on three recent television shows. He was also invited to sing the anthem at football games and official functions.

The singer is currently represented in a new album, "Be My Love."

## Still Another Way To Get GOOD & PLENTY



### Rounding Up

They're all smiles in this photo as the finishing touches are put on a long term exclusive recording contract between the Collection and RCA Victor. Group's managers Jay Senter (left) and Arnold Stahl (right) surround RCA producer Dan Davis, who produced the original RCA single pairing "Aquarius" and "Dead End."





# Talented Scouts.

**THE LEWIS and CLARKE EXPEDITION**



New single ships in this 2-color sleeve. Produced by Jack Keller. #1011



**COLGEMS**  
Manufactured and Distributed by RCA



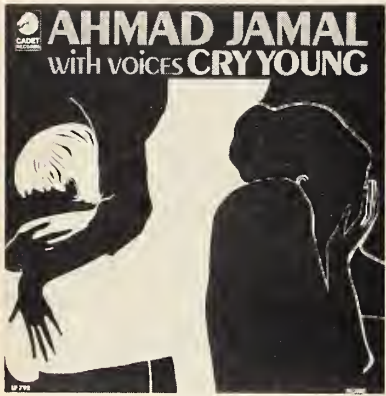


# CashBox Radio Active

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 OCTOBER 18, 1967)



Ramsey Lewis—Dancing In The Streets LP/LPS 794



Ahmad Jamal & Voices—Cry Young LP/LPS 792

## SELLERS



The Soulful Strings—Groovin' LP/LPS 796



The Ray Bryant Touch LP/LPS 793

there's a world of excitement on  
**CADET**  
RECORDS

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE	ARTIST	LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
52%	In And Out Of Love—	Diana Ross & Supremes—	Motown	52%
49%	She's My Girl—	Turtles—	White Whale	93%
47%	Daydream Believer—	Monkees—	Colgems	47%
44%	I Second That Emotion—	Smokey Robinson & Miracles—	Tamla	79%
41%	Massachusetts—	Bee Gees—	Atco	41%
39%	Neon Rainbow—	Box Tops—	Mala	39%
38%	Yesterday—	Ray Charles—	ABC	75%
35%	Paper Cup—	Fifth Dimension—	Soul City	52%
33%	Back On The Street Again—	Sunshine Company—	Imperial	67%
31%	Letter To A Teenage Son—	Victor Lundberg—	Liberty	31%
30%	Georgia Pines—	Candymen—	ABC	55%
28%	Beautiful People—	Bobby Vee—	Liberty	28%
27%	Stag-O-Lee—	Wilson Pickett—	Atlantic	97%
25%	I Heard It Thru The Grapevine—	Glady Knight & Pips—	Soul	85%
22%	Chattanooga Choo Choo—	Harpers Bizarre—	Warner Bros.	22%
20%	Goin' Back—	Byrds—	Columbia	20%
19%	Beautiful People—	Kenny O'Dell—	Vegas	19%
17%	Get It Together—	James Brown—	King	93%
16%	Out Of The Blue—	Tommy James & Shondells—	Roulette	99%
15%	Boo-Ga-Loo Down Broadway—	Fantastic Johnny C—	Phil L.A. Of Soul	87%
14%	O-O I Love You—	Dells—	Cadet	14%
13%	Shame On Me—	Chuck Jackson—	Wand	21%
12%	You Better Sit Down Kids—	Cher—	Imperial	42%
11%	Sweet Sweet Lovin'—	Platters—	Musicor	46%
10%	A Different Drum—	Stone Ponies—	Capitol	19%

### LESS THAN 10%—BUT MORE THAN 5%

Total % To Date

Pony With Golden Mane—		Birds Of Britain—		You Are My Sunshine—	
Every Mothers' Son—	MGM 52%	Generation—	Dyno Voice 25%	Mitch Ryder—	New Voice 58%
You've Got Me Hummin'—		Itchycoo Park—			
Hassles—	United Artists 18%	Immediate	8%		



# The Esquires

FOLLOW UP THEIR SMASH  
BUNKY SINGLE, "GET ON UP"

WITH

# "AND GET AWAY"

(G. MOORER - B. SHEPPARD)

b/w

**EVERYBODY'S  
LAUGHIN'**

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A BILL SHEPPARD PRODUCTION

COMING SOON:

THEIR GREAT NEW LP

"GET ON UP AND  
GET AWAY"



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**SCEPTER**

BUNKY LP 46





# CashBox Record Reviews

## Picks of the Week

**PAUL REVERE & RAIDERS (Columbia 44335)**  
Peace of Mind (2:25) [Daywin, BMI-Lindsay, Melcher]

Add another splendid notch to the count of hits from Paul Revere & the Raiders via the introduction of "Peace of Mind," a terrific throb-rock blues side with overwhelming force in the percussion and bass combination and a throaty vocal. Teen followers will be joined by many new fans who will flip over the treatment. Flip: "Do Unto Others" (2:14) [Boom, BMI-Melcher, Lindsay]

**MARTHA REEVES & VANDELLAS (Gordy 7067)**  
Honey Chile (2:56) [Jobete, BMI-Morris, Moy]

A new figure seems to be rising in the guise of a "Tramp" or "Dirty Man," and this character is the center of attention in the new smash sound outing from Martha Reeves and the Vandellas. Powerful beat orking, slow to mid-speed tempo and frantic singing from the noted team should catch hold of pop and r&b buyers. Flip: "Show Me the Way" (2:38) [Jobete, BMI-Morris, Moy, Barnes] Faster side with terrific potential too.

**PERCY SLEDGE (Atlantic 2453)**  
Cover Me (2:56) [Pronto, Quinvy, BMI-Greene, Hinton]

Slow chanting in the style that has made him famous, Percy Sledge returns with a powerhouse side guaranteed to hit hard on the r&b scene, with a solid pop showing as well. The easy building and lover's message of "Cover Me" set another release from the explosive artist. Flip: "Behind Every Great Man There's a Woman" (2:46) [Screen Gems-Columbia, BMI-Fritts]

**JOHNNY RIVERS (Imperial 66267)**  
Summer Rain (3:30) [Johnny Rivers, BMI-Hendricks]

Look for top ten sales on this phenomenal lovely from Johnny Rivers. Beautiful melodic line punctuated by a sweetly integrated dance beat makes the material perfect for rock or middle-of-the-road play; haunting arrangements and the smooth vocal performance gets extra appeal from some grand lyrics in a love story that will snag teen-young adult attention. A smash offering! Flip: "Memory of the Coming Good" (2:52) [Johnny Rivers, BMI-Rivers]

**EDDY ARNOLD (RCA Victor 9368)**  
Here Comes Heaven (2:14) [Hill & Range, BMI-Byers, Tubert]

Undoubtedly Eddy Arnold has another smash on his hands as he temporarily discontinues the 'world' songs for a more heavenly bag. What else is there to say about "Here Comes Heaven," other than "watch out on top." Flip: "Baby That's Living" (2:30) [4 Star BMI-Chapel]

**BRENTON WOOD (Double Shot 121)**  
Baby You Got It (2:00) [Big Shot, ASCAP-Smith, Hooven, Winn]

Both of Brenton Wood's previous outings were slow breakers, and though his third offering should grab instant response in the r&b market, the pop scene will probably take a while to accept the unique styling of "Baby You Got It." The slow, bouncing side should hit hard though when it does click and put him back in the winner's circle. Needs several hearings. Flip: "Catch You On the Rebound" (2:10) [Same credits]

**STANDELLS (Tower 348)**  
Can't Help But Love You (2:43) [Equinox, BMI-McElroy, Bennett]

Hefty lead vocal outing and a potent group session make the latest Standells single one to return the team to best seller ratings. Bass and percussion work put the side in the discotheque spotlight, and a blues wail sound in the vocal department should establish the tune in programming schedules. Breakout item with heavy potential. Flip: "Ninety Nine & a Half" (2:55) [East-Pronto, BMI-Pickett, Cropper, Floyd]

**LEWIS & CLARKE EXPEDITION (Colgems 1011)**  
Freedom Bird (2:50) [Screen Gems-Columbia, BMI-Lewis, Clarke]

Although a bright, up-tempo side marked the debut of the Lewis & Clarke Expedition, their follow-up selection shifts into a lower-keyed folk-styled ballad with spirited message matter and a most unusual orchestral setting to add appeal to the side. Look for the now-known team to hit with bigger impact this time. Flip: "Destination Unknown" (2:51) [Screen Gems-Columbia, BMI-Lewis, Clarke, Jefferson] Up in an old-Monkees bag on this solid side.

**CHRIS FARLOWE (Immediate 5002)**  
Paint It Black (3:27) [Gideon, BMI-Jagger, Richard]

Mick Jagger produced session which features a humorous gypsy-violin opening and some shattering beat accent with the exciting voice of Chris Farlowe to top it all off. This reworking of the while ago Stones hit should repeat the breakout pattern. Farlowe's name and sound will soon be as well known here as in England. Flip: "You're So Good To Me" (2:17) [Immediate, BMI-Oldham, Bell, Skinner, Rose] More stunning sounds in a softer manner for possible two-sided play.

## Picks of the Week

**PARADE (A&M 887)**  
Frog Prince (2:25) [Irving, BMI-MacLeod, Margolin, Roberds]

Bright lyrics and a sprightly rhythm set this tune up with just the right touch of magic in the delivery from the Parade. The side moves with splendid dance appeal for teens, and humor for adults. From every angle the "Frog Prince" seems to have the golden touch needed to crack the market and turn into a monster. Flip: "Hallelujah Rocket" (2:14) [Inevitable, Good Sam, BMI-MacLeod, Margolin, Roberds, Riopelle.]

**J. J. JACKSON (Loma 2082)**  
Sho Nuff (Got A Good Thing Going) (2:58) [Meager, BMI-Jackson, Fisher, King]

Always a figure with plenty of blues followers to stir up r&b sales, J. J. Jackson has a side in "Sho Nuff" that should break loose on the pop front. The side's big rhythmic kick provides exciting dance throb and the chanter's wild vocals put enough punch into the deck to set sales motion into high gear. Look for big national response. Flip: "Try Me" (2:23) [Meager, BMI-Jackson, McCarkle]

**BARRY GORDON (Dunhill 4110)**  
Angelica (2:50) [Screen Gems-Columbia, BMI-Mann, Weil]

Lovely Mann-Weil tune gets one of its most commercial handlings in this soft rock reading of "Angelica." The love song is more pop oriented than other versions, and yet could carry honors at progressive good music spots. Look for fine airplay and probable breakout sales action. Flip: "Take Off the Veil" (2:15) [Trousdale, BMI-Gordon]

**PETER COURTNEY (Viva 620)**  
Loving Two (1:46) [Stone Canyon, BMI-Griffin, Gordon]

Steady beating rhythm and a good vocal showing from Peter Courtney could start the hit happening wagon rolling for the artist. He's had good releases before, but the middle-speed material here and lyrical appeal should open the door wider than ever. Should see action. Flip: "I Don't Need Eyes in Back of My Head" (2:10) [See Lark, BMI-Sheppard]

**BARBARA LYNN (Atlantic 2450)**  
This Is the Thanks I Get (2:25) [Crazy Cajun, Pronto, BMI-Ozen]

Making her first appearance with the label, Barbara Mercer steps out on a side that should set her back in the blues spotlight with a good share of new attention from pop deejays. Gentle opening grows and swells into a smashing outing with all elements serving to focus attention on the tremendous vocal job of Miss Lynn. Flip: "Ring Telephone Ring" (2:26) [Crazy Cajun, Pronto, BMI-Boudreau, Babineaux, Babi-neaux]

## Newcomer Picks

**OLA & JANGLERS (London 20034)**  
I Can Wait (2:38) [Saturday, BMI-Ballard]

Excellent orchestral backings build a tense supporting aura for Ola & the Janglers on this hard-driving mid-speed rock deck that could build a reputation for the group with the teen audience. Fine low-down vocals, and a grand dance beat make the song one that should be much heard and a hot sales item. Flip: "Eeny Meeny Miney Moe" (2:38) [B.I.E.M., ASCAP-Gerjestam]

**KELLY BROTHERS (Excello 2290)**  
That's What You Mean To Me (2:01) [Jec, BMI-Bryant]

Outstanding chanting in the style that has created r&b smashes that branch into the pop market earmarks this offering from the Kelly Brothers for a berth on the breakout express. Punching beat in a snappy mid-tempo pace, and a bust-out set of vocals from the team should start things happening on a national scale. Flip: "Comin' On In" (2:27) [English, BMI-Emerson]

**MINIMUM DAILY REQUIREMENTS (Tower 372)**  
If You Can Put That In a Bottle (2:42) [Meager, BMI-Meshel]

Sparkling opening, extraordinary lyrics and a fine sound showing from the Minimum Daily Requirements set up a side that merits plenty of exposure. The witty side packs a powerful attractiveness that could very well spark an excited sales showing for the crew. Flip: "I'm Grounded" (2:55) [Jitters, BMI-Phelan]

**MALCOLM HAYES (Okeh 7299)**  
I Can't Make It Without You (2:50) [Vadetta, BMI-Jones]

Highlight blues offering here with some grand orchestrations and a very fine helping of Malcom Hayes' voice and style. Good build in this driving mid-speed side should put it up on the r&b charts and could bring plenty of response in the pop front. Excellently produced effort. Flip: "Baby Please Don't Leave Me" (2:45) [Same credits]



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## Newcomer Picks

### FAWNS (Capcity 105)

Wish You Were Here With Me (2:58) [Three Part, BMI-Todd, Barbour] Slow blues ballad with the essence of a letter to a soldier on this heart snagging side from the Fawns. The femme group should attract considerable r&b action and is also likely to catch hold of response on the pop front. Nicely made offering with hot hit potential. Flip: "Nothing But Love Can Save Me" (2:08) [Same credits] Capcity is distributed by Scepter/Wand.

### SHAME (Poppy 501)

Too Old to Go 'Way Little Girl (3:06) [Dialogue, BMI-Ian]

Stunning debut session for the Poppy label from the Shame. The electro-rock ork side features a blues vocal reading of a favorite from the Janis Ian songbook, packing a view of contemporary society and some throbbing percussion for dance attractiveness. Looks like a big number for pop spinning. Flip: "Dreams Don't Bother Me" (1:58) [Harder, BMI-Dickenson] Slightly faster, also a possible entry for sales action.

### BARDS (Capitol 2041)

Never Too Much Love (2:58) [Curton, BMI-Mayfield]

Wild production handling of the ork intro, and a smooth group vocal that lays the title message on the line make this a side that could easily jump onto the programming lists and best seller charts. Stunningly worked side with best seller potential packed in. Flip: "The Jabberwocky" (2:00) [Burdette, BMI-Sheridan, Balzotti]

### RUBIN (Kapp 869)

You've Been Away (1:56) [Grocalla, BMI-Schwartz, Irwin]

Gritty grabbing drive from the beat on this side and a set of phenomenal vocals put the effort in line for breakout receptions across the pop and blues boards. Discotheques, top 40 and blues stations should hop on the side and the teen market will do the rest in terms of chart riding. Flip: "Baby, You're My Everything" (2:55) [Grocalla, BMI-Spain, Williams]

## Christmas Picks

### ROYAL GUARDSMEN (Laurie 3416)

Snoopy's Christmas (3:10) [Next Day, S&J, ASCAP—Hugo & Luigi, Weiss]

Back in time for the Christmas fun with another episode of the Snoopy Vs. Red Baron tale, the Royal Guardsmen should be much programmed via their tale of World War I aces, culminating in a message of "good will toward men." Big beat punch and inclusion in a spotlight seasonal LP, the side is set for big things. Flip: "It Kinda Looks Like Christmas" (2:12) [Sanphil, Roznique, BMI-Holler]

### LOU RAWLS (Capitol 2026)

Little Drummer Boy (2:52) [Int'l Korwin, Mills, ASCAP-Simeone, Onorati, Davis]

Jazzy reading of the perennial favorite served up with heapings of the low throaty Lou Rawls vocal sound. Off-beat quality of the reading is a bright spot that should set the deck for plenty of r&b, pop and middle-of-the-road exposure. Swinging treatment is an unusual one and an excellent change-of-pace. Flip: "A Child With a Toy" (3:21) [Rawlou, BMI-Barnum, Alexander]

### SENATOR EVERETT McKINLEY DIRKSEN (Capitol 2034)

The First Time the Christmas Story was Told (2:35) [Chappell, ASCAP-Wood, Cacavas]

I Heard the Bells on Christmas Day (2:36) [Chappell, ASCAP-Dirksen, Wood, Cacavas]

With recording credits on two readings-plus-music albums, Senator Everett McKinley Dirksen reappears with a Christmas set that should receive much attention. Both sides of this single taken from the set are beautifully produced workings of the magnificent reading voice of the Senator, a chorale and full orchestra.

### LARRY CARTELL (Glenolden 150)

Cowboy Santa (2:05) [N. A. Busillo, ASCAP-Busillo]

Left-field view of the Yuletide season's chief figure could prove to be the novelty record of the year. Jingling bells, loping light-hearted ork sound and a cute vocal showing from Larry Cartell highlight the lyrics with a buoyant picture of a western Santa. Certain to be a change-of-pace selection with pop stations and c&w outlets. No flip info available.

## Best Bets

### AL HIRT (RCA Victor)

Ludwig (2:44) [Tune-Kel, Kedor, BMI-Kerr] Easy-moving and full of vitality, Al Hirt's new single, "Ludwig," puts fresh vigor in the trumpeter's image. Delightful merriment and zestful ork sounds could put good music and pop spinners back into the Hirt camp again. Flip: "Long Gone" (2:36) [Milbridge, BMI-Griffin, Paterno]

### KAY STARR (ABC 11013)

When the Lights Go on Again (2:42) [Porgie, BMI-Seiler, Marcus, Benjamin] Like a breath of memorable air, Kay Starr uses her established stylings to present a fine rendering of a lovely song with a plea for peace. Flip: "Only When You're Lonely" (2:30) [Trousdale, BMI-Barri, Sloan]

## Best Bets

### FRED NEIL (Capitol 2047)

The Dolphins (2:26) [Third Story, BMI-Neil] Extraordinary use of reverb on the guitar effects a must-hear challenge for Fred Neil's message ballad that could put the side in pop spotlights across the country. Prospective breakout side in a funky semi-folk bag. Flip: "I've Got A Secret" (4:35) [Coconut Grove, BMI-Neil, Cotton]

### SUE RANEY (Imperial 66265)

Parade (A Banda) (2:13) [Fermata Int'l, ASCAP-Hollanda, Russell] Hot sales for "A Banda" (in its instrumental version and a recording in the original Portuguese) should be augmented by this humorous, witty-finishing English lyric reading. Flip: "Wait Until Dark" (2:01) [M. Witmark-Northridge, ASCAP-Livingston, Evans, Mancini] is a beautiful, balladic song with soft samba backdrop taken from the new movie.

### CAROL LAWRENCE (RCA Victor 9370)

I Don't Remember You (2:42) [Sunbeam, BMI-Kander] Exquisite ballad for good music spinners featuring the powerful though hushed voice of Carol Lawrence and material from the score of "The Happy Time" mainstemmer. Flip: "No More Waiting" (2:30) [Williamson, ASCAP-Rodgers] More loveliness, this time from Richard Rodgers' "Androcles."

### ANTONIO CARLOS JOBIM (A&M 882)

Wave (2:53) [Corcovado, BMI-Jobim] Suave samba with a brilliant soft jazz touch should delight good music and many in-between stations as well as one-stops. Taken from the Jobim LP, the title song will add many new fans to the wide audience already in his camp. Flip: "Triste" (2:02) [Same credits] Another stunning sample of Jobim's talent in this more recognized side.

### PAGE MORTON (Audio Fidelity 138)

Story in the Wind (2:36) [White Way, ASCAP-Fine, LaMotta] Off-beat ballad with a set of interesting arrangements and lyrics that place it a cut above the average. Good showing from Page Morton that could step into good music spotlights. Flip: "Where Is Your Love For Me" (2:22) [Easy Listening, White Way, ASCAP-Fine, Wolfson]

### JOHNNY LYTLE (Pacific Jazz 88142)

Jungle Child (2:45) [Bags, BMI-Lytle] Plush vibe and drum showcase from Johnny Lytle's new LP, this steadily throbbing, shimmering number should be one to find plenty of change-of-pace spins along borderline stations. Fine jazz side with pop appeal. Flip: "Done It Again" (2:27) [Same credits] Livelier, up-tempo tune in the Afro-Latin bag.

### SACRED MUSHROOM (Minaret 131)

Break Away Girl (2:27) [Chu-Fin, BMI-Goshorn] Interesting, teen slanted lyrics could stir up considerable attention for this easy moving ballad side. The group serves up a good vocal session with a heavy orchestration. Might break. Flip: "Yellow Fellow" (1:56) [Waskom, BMI-Goshorn]

### JOHNNIE TAYLOR (Stax 235)

Somebody's Sleeping In My Bed (2:35) [East, BMI-Crutchner, Jones] Old-school Chicago blues vocal styling could put Johnnie Taylor high in the r&b picture with this solid session. Flip: "Strange Things" (2:16) [East, BMI-Banks, Jones]

### RICK NELSON (Decca 32222)

Dream Weaver (2:40) [Chardon, BMI-Boylan] Something of a departure from Rick Nelson's more familiar bag, this ballad is put across with strong feeling and a grand production that could bring many re-evaluations for the singer. Could revive interest through the excellent side. Lyrics are solid, as is the ork support. Flip: "Baby Close Its Eye" (1:40) [Faithful Virtue, BMI-Hardin]

### RUBBER BAND (Reprise 0637)

Messin' Up the Mind of a Young Girl (2:52) [Joey Brooks, ASCAP-Brooks] New twists with a soft vocal arrangement and some fine electronic touches in the ork work add up to a candidate for breakout action in the teen-rock market. Flip: "I'm Gonna Make It" (2:40) [Odyssey, ASCAP-Meskell]

### FAIRYTALE (London 20032)

Lovely People (Like You & Me) (2:49) [Miller, ASCAP-Weston, Rabbitt, Smith] Eerie instrumentation could be the key to teen hearts for this effort from the Fairytale. Thudding rhythmic punctuation and a good vocal showing add up to a shot with some hot potential. Flip: "Guess I Was Dreaming" (3:00) [Miller, ASCAP-Weston, Rabbitt] Very strong entry for rock acceptance, the side is a hard pounding throbber with "We Love You" parallels. Could have deejays flipping the deck.

### JOHNNY ADAMS (Modern 1044)

One Day (You Gonna Come My Way) (2:37) [Cash Songs, BMI-Sims, Sims] Latiny ork backing on a blues effort that showcases the crashing voice of Johnny Adams. Eye this single for a very strong r&b showing and possible spillover into pop sales. Flip: "Your Kind of Love" (2:33) [Money, BMI-Adams]

### 2 OF CLUBS (Fraternity 999)

Look Away (2:37) [Rittenhous, Melin, BMI-Meade, Russel] Pretty funk rock outing from a group that has been growing in popularity with each new side. Picks up as the verse continues, and could catch some breakout action. Flip: "How Can I Be Happy" (2:30) [Edwood, BMI-Parish, Edmondson]

### GARY BRUCE SINGERS (B&K 1001)

Fun City (2:30) [Greenbar, ASCAP-Cahn, Gosh] Jazzy lark of a romp regaling the big city enjoyment of New York. The tune is being given considerable attention locally and could score regionally. Old fashioned swinging romp. Flip: "I'm Still Not Thru Missin' You" (1:50) [Greenbar, ASCAP-Curtis, Stock] Banjo-dixieland ballad with good music appeal. B&K Records, 600 Madison Ave., NYC.

### FRANK D'RONE (Cadet 5585)

I Wouldn't Know Where to Begin (2:56) [Central Songs, BMI-Bare, Williams] Good music spinners should show interest in this lovely ballad performed smoothly and with appeal for the coin-op and one-stop market. Performance deserves exposure. Flip: "The Copla Song" (2:51) [Metric, BMI-DeAnda, Martinez]

### WILLIAM PENN & QUAKERS (Melron 5013)

California Sun (2:12) [Nom, BMI-Glover, Levy] Updating of the white back rock hit with appeal to the surf-bounce set. Hard drumming and good organ push give the side enough appeal to score with dance-minded teens and pop deejays. Flip: "No More Love" (2:42) [Moonlake, BMI-Altimari] Melron Records, 5007 F. St., Phila.



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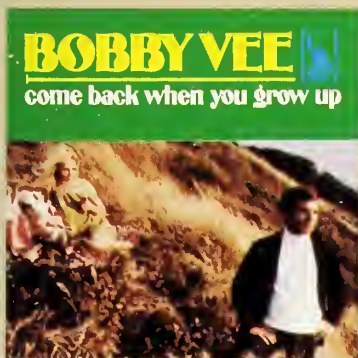
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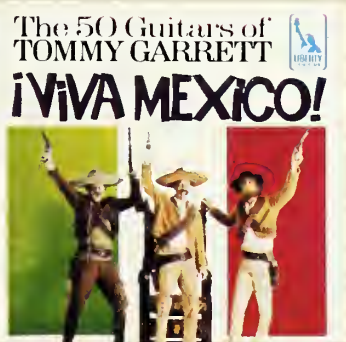
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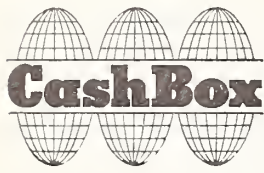
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## Best Bets

**ALICE PLAYTEN** (ABC 11014)  
**Henry Sweet Henry** (2:00)—Poor Little Person (2:15) [Amco, ASCAP-Merrill] Exciting disk premiere of Broadway's latest super nova is marked by two selections from the score of "Henry Sweet Henry." Title tune packs a bold vocal into a moderately paced session, while the flip, Miss Playten's own number in the play, is a nearly Streisand side with power, emotion and a belting style that could attract considerable middle-of-the-road airplay.

**ARBORS** (Date 1581)  
**Valley of the Dolls** (2:30) [Aljac, ASCAP - Susann, Gaudio] Booming good music selection which showcases some brilliant harmony and a fine production. Could see pop action after breaking the middle-of-the-road line. Flip: "You Are the Music" (2:23) [Kati Kris, ASCAP-Carney, Stegmeyer]

**DICK WHITTINGTON** (Philips 40487)  
**Cause You're Mine** (2:03) [Machiavelli, BMI-Whittington] Enticing orchestration and a fine rock beat in a near-up-tempo line settle Dick Whittington in for a good shot at chart recognition. Flip: "When You're In Love" (2:13) [Machiavelli, BMI-Karshner]

**EVIL** (Capitol 2038)  
**Whatcha Gonna Do About It?** (2:26) [Fanfare, ASCAP - Sandwell, Potter] Throb blues rock side with some wild frenetic workouts on the vocal and instrumental levels. Could attract attention to the group. Flip: "Always Runnin' Around" (1:45) [Beechwood, BMI-Kinchen]

**BALLANTRAES** (Bell 693)  
**Baby Jane** (2:11) [Tree, BMI-Bond] Cute, off-beat piano worked into the ork set of this up-beat rock side gives it the extra appeal to make it a candidate for chart showings. Country aroma to the flavor of the side and some not-quite '20's or almost jug-band touches too. Flip: "Action" (2:17) [Stonehenge, SESAC - Fredrick]

**DAVE BRUBECK** (Columbia 44345)  
**Raga Theme for Ragu** (2:46) [St. Francis, BMI - Brubeck] Delightful change-of-pace instrumental for pop spinners, the jazz side steeped in Oriental style could bring the teen-young adult audience back to Brubeck in greater force. Flip: "Do Not Fold, Staple, Spindle or Mutilate" (1:58) [Derry, BMI-Brubeck]

**PLAYERS** (Minit 32029)  
**Get Right** (2:15) [Chardon, BMI-Dobyne, Jones] Superbly blended mixture of organ, bongo beat, choral and lead sounds makes for a sharp side in the r&b vein with lots of pop power in the sales drawer. Stands a good chance of getting on the hit path. Flip: "I'm So Alone" (3:05) [Big Seven, BMI - Grasso, Illingsworth, March]

**JON** (Epic 10242)  
**Is It Love** (2:48) [Miller, ASCAP-Leopold, Mills] Intriguing guitar showings and a well-worked echo vocal set could stir up considerable interest for Jon via his new "Is It Love" side. The deck is a slow-to-middling teen single with good programming potential. Flip: "So Much For Mary" (2:16) [Sporn, BMI-Andrews] Light, lilting ballad in a snappy tempo could set many deejays in the chanter's groove. Solid session that could turn the deck into a two-sided outing.

**JOE BATAAN** (Fania 451)  
**Ordinary Guy** [Bataan] Latin favorite Joe Bataan turned up a bright r&b following with his last single, and this side leans further into the pop line featuring a slow building ballad. The self-penned tune comes across as something out of the ordinary thanks to Bataan's background. Could break wide open. Flip: "Too Much Lovin'" [Same credit] could attract solid r&b responses via the happy Latin beat and fine dance appeal.

**MARIAN LOVE** (Capitol 2032)  
**The Right to Cry** (2:51) [Screen Gems-Columbia, BMI-Goffin, King] Flashing ballad with a sensitive vocal handling from Marian Love could stir up interest from the r&b buyers. Very fine sound. Flip: "No Advice" (2:33) [Roosevelt, BMI-Singleton, Keyes]

**PEPPINO di CAPRI** (Regalia 1113)  
**Cry** (2:12) [ASCAP-Kohlman] Italian-language version of the years back Johnnie Rae sobber, this reading could become a favorite among audiences with an ear for the unusual or in areas with Italian population. Very fine performance. Flip: "My Blue Heaven" (2:34) [ASCAP-Donaldson]

**THOR'S HAMMER** (Columbia 44348)  
**Show Me You Like Me** (2:48) [Blackwood, BMI-Thodarson, Jensen, Bjornsson, Juliasson] Steady pounding drive in the rhythm department could set this side off and running with the dance crowd. Teen buyers might light the fuse to this possible bombshell. Flip: "Stay" (2:19) [Blackwood, BMI-Thodarson, Ostlund]

**FOUR PUZZLES** (Fat Back 215)  
**Especially for You Baby** (2:18) [Clita, BMI-Culley] Could be a good blues fan reception for this rhythmic mid-speed tempter. Dance appeal and a throaty vocal pack the side with potential. Flip: "Right or Wrong" (2:50) [Clita, BMI-Culley, Waters, Price, Colliers]

**MAMIE LEE** (MGM 13850)  
**The Show Is Over** (2:25) [Kags, BMI-Rebennack] Very pretty side done up in a vocal style much akin to Nancy Wilson's. The ballad and lovely handling from Mamie Lee should attract good music and some r&b spins. Flip: "I Can Feel Him Slipping Away" (2:30) [Bornwin, BMI-Susser]

**LOU COURTNEY** (Pop-Side 4594)  
**Hey Joyce** (2:38) [Emalou, BMI-Bateman, Courtney] Strong driving beat and a wide open vocal blast earmark this side for plenty of blues and rock attention. The happy feeling of the side, and soul packed into the session make it a breakout likely. Flip: "I'm Mad About You" (2:36) [Vesta, BMI-Wilson, Bateman, Courtney] Pop-Side Records, c/o Orpheum Productions, 235 W. 48th St., NYC.

**LYN ROMAN** (Dot 17052)  
**The Penthouse** (2:35) [Ensign, BMI-Leka, Pinz] Stunning vocal splendor from Lyn Roman and the title theme from "The Penthouse" look like a very fine pairing on this bright sounding release. Could catch pop fire. Flip: "Born to Lose" (2:40) [Peer Int'l, BMI-Brown]

**BOBBY WOMACK** (Minit 32030)  
**Broadway Walk** (2:11) [Tracebob, Press, BMI-Womack, Carter, Penn, Oldham] Hard bounce in the boogaloo-funky Broadway beat of this side could set it stirring in r&b sales spots. Groovy vocal and ork sound. Flip: "Somebody Special" (2:58) [Metric, Tracebob, BMI-Womack]

**JONATHAN & LEIGH** (Vanguard 35058)  
**Constant Tuesday** (3:04) [Ryerson, BMI-Alden] Folk guitar, country styled ballad and a rock rhythmic handling adds up to a side that could attract enough attention in folk and rock circles to set sales in motion. Could break loose nationwide. Flip: "Song for Shelley" (2:36) [Same credits]

**LESTER LANIN** (Audio Fidelity 134)  
**Windows of the World** (2:51) [Blue Seas, Jac, ASCAP-Bacharach, David] Instrumental reading of the recent Dionne Warwick hit could excite active interest in good music and middle-of-the-road stations. Taken from Lanin's new album, the song provides one-stop interest, and could add impact to the LP sales. Flip: "All You Need Is Love" (2:29) [Maclen, BMI-Lennon, McCartney]

**ILA VAN** (Roulette 4772)  
**Got to Get to Jim Johnson** (2:04) [Jitters, Jay-Wis, Big Seven, BMI-McCoy, Redd, Kelley] Steady throbbing mid-speed percussion with a lift, outstanding vocals from Ila Van and a good song made for r&b exposure could turn up a pop best seller. Flip: "Your Love" (1:53) [Nom, BMI-Carroll, Williams]

**JORDAN BROTHERS** (SSS Int'l 723)  
**Good Time** (2:08) [Miller, ASCAP-Leander, Mills] Happy side with some out-going group vocals and a top drawer rhythmic slam to set it in pop motion. Should catch hold in several markets with particular emphasis among the dance set.

**JOHNNY ZAMOT** (Decca 21036)  
**You Cheated On Me** (2:44) [Champion, BMI-Zamot] Solid beat boogaloo in Latin style with some fine group chanting that could grab a piece of the r&b action. The infectious beat quality could put the side into the chart picture. Flip: "You Dig" (2:32) [Mark Weinstein, BMI-Weinstein] Very cute side, basically an ork showpiece, with good dance enticement.

**E TYPES** (Uptown 754)  
**Big City** (2:45) [Irving, BMI-Walsh] Throbbing bit of rock in the funk bag features a good drumming beat and smooth group vocals a bit down-keyed. Could stir up some pop sales and become a noise maker. Flip: "Back to Me" (2:30) [Equinox, BMI-Barlow, Williams]

**PAMS** (M. P. 6712)  
**The Ha Ha Song** [Webmit, BMI-Webb] Cutie pie of an offering the deck is sparked by some novelty appeal that could set it in the sales spotlight. Change-of-pace seekers will pounce on the side. Has a lively semi-country lilt and unusual vocal element. Flip: "Lil' Liza Jane" [Webmit, BMI-Ttraditional]

**LITTLE RICHARD** (Modern 1043)  
**Baby What You Want Me to Do, Part I** (2:31) [Conrad, BMI - Reed] A classic of a sort in the blues field, Jimmy Reed's tune gets a slow and very solid treatment at the hands of Little Richard and company on this side. Plenty of r&b sales and a possible pop clicker. Flip: "Part II."

**COLLEGIATES** (Cabell 111)  
**Raindrops (Part I)** (2:58) [Conrad, BMI-Clark] Modern version of the while back Dee Clark hit includes a good ork showing, some fine vocals and the material to catch plenty of airtime on pop and blues stations. Flip: "Part II." Cabell Records, c/o Music Man, 803 8th Ave., Huntington, W. Va.

**EIGHTH DAY** (Kapp 862)  
**Hey Boy (The Girl's In Love With You)** (2:30) [Greenlight, BMI-Dante, Allan] Easy listening soft rock side with some hard-hitting rhythmic to spike the flavoring. Carries enough of a lifting delivery and styling to set the sales in motion. Flip: "A Million Lights" (2:30) [Same credits]

**TRENDS** (ABC 10993)  
**Thanks For a Little Lovin'** (2:30) [Jalynne, BMI-Johnson, Griffin] Soul chant in high style with a touch of Young Rascal "crack" and a powerful orchestral drive sets this side up for a good response on r&b fronts. Flip: "I Never Knew I Had It" (2:30) [Pamco, Yvonne, BMI-Dorsey]

**SUNDAE TRAIN** (20th Century Fox 6693)  
**Wake Up (Sleepy Girl)** (2:19) [Leaps & Bounds, Tars, BMI-Bauer, Boggess, Gale] A sweet sweeping shuffle ballad with some attractive vocals and a light, lively lilt on the musical end. Could start a big ball rolling with some exposure. Flip: "I Wanna Be" (2:54) [Flawless, Darien, Tars, BMI-Boggess, Brian]

**REX GARVIN** (Tower 374)  
**The Other Man** (2:44) [Beechwood, Verdum, BMI-Dunn, Garvin, Holmar] Hearty, husky vocals with a big belting sound set Rex Garvin's r&b side, "The Other Man" as a song to watch for instant reaction. Distinctive organ support could turn the trick in breaking this one loose. Flip: "Queen of the Go-Go" (2:17) [Same credits]

**JERRY FIELDING** (Command 4109)  
**Uskadar** (2:41) [Granger, ASCAP-Arr. Fielding] Extremely good handling of the way back Eartha Kitt hit by the Jerry Fielding orchestra should snag the ears of a good many middle-of-the-roads. Crashing percussion and flashing brass. Flip: "Baubles, Bangles & Beads" (2:49) [Frank, ASCAP-Forrest, Wright]

**JIMMY HOLIDAY** (Minit 32028)  
**The Beauty of a Girl In Love** (3:05) [Metric, BMI-Holiday] Enchanting delivery of some very fine material here could set up a solid sales reaction for this bluesy love ballad from Jimmy Holiday. Exceptional r&b play can be expected and a pop spill-over might result. Flip: "Everything Is Love" (2:58) [Same credits]

**ELLIE JANOV** (Capitol 2037)  
**Portobello Road** (2:40) [January, BMI-Stevens, Fowley] Delightfully orked side with wording about the new youth fashion trends and a light glittering beat makes this song one that could very well catch the fancy of a large part of the teen market. Flip: "Theme" (1:50) [Beechwood, BMI-Janov]

**EDDIE HODGES** (Sunburst 773)  
**Shadows and Reflections** (2:46) [Irving, Good Sam, BMI-Marks, Almer] Funky rock side in a lower keyed style with tale in the current "picture of life" trend. Good side with some unusual production to call attention. Flip: "Love Could Rule the World" (2:49) [Equinox, BMI-Cobb]

**PHILIP DOYLE & PATRICIA DOOLEY** (Dot 17048)  
**Stormy Kind of Love** (2:37) [That Sound, BMI-Doyle] Thundering drums and a good set of vocals along the lines of many duet hits uses interesting lyric material to best advantage. Could raise a following with breakout action in mind. Flip: "West Wind" (2:25) [Same credits]



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**NEW FOR NOVEMBER**



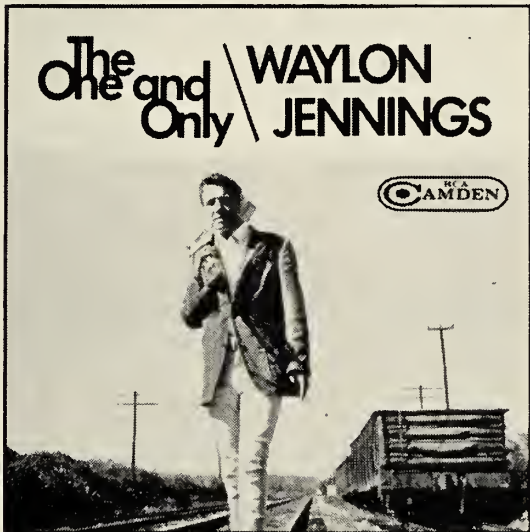
Mariachi approach to "Tonight Carmen," "Release Me (And Let Me Love Again)," "If You're Not Gone Too Long," "Love Makes the World Go Round," "Misty Blue." CAL/CAS-2184



Chet plays such selections as "Make the World Go Away," "Release Me (And Let Me Love Again)," "Foggy Mountain Top," "Just Out of Reach," "Oklahoma Hills." CAL/CAS-2182



5 vocals and 5 instrumentals. "Pleasant Valley Sunday," "Don't Sleep in the Subway," "Carrie-Anne," "Up-Up and Away," "My Mammy," "Brave New World." CAL/CAS-2181



Strong outing here. "Yes, Virginia," "Dream Baby," "You Beat All I Ever Saw," "Born to Love You," "Down Came the World," "John's Back in Town," "It's All Over Now." CAL/CAS-2183



Children's favorite songs. "The Teddy Bears' Picnic," "Lavender Blue (Dilly, Dilly)," "Zip-A-Dee Doo-Dah," "Muddy Puddle," "(How Much Is) That Doggie in the Window." CAL/CAS-1093



"If Ever I Would Leave You," "OVERTURE: Camelot; The Simple Joys of Maidenhood; I Wonder What the King Is Doing Tonight," "Fie on Goodness; Guenevere." CAL/CAS-988

**CURRENT BEST-SELLERS**



CAL/CAS-2162



CAL/CAS-2138\*



CAL/CAS-2155



CAL/CAS-2152

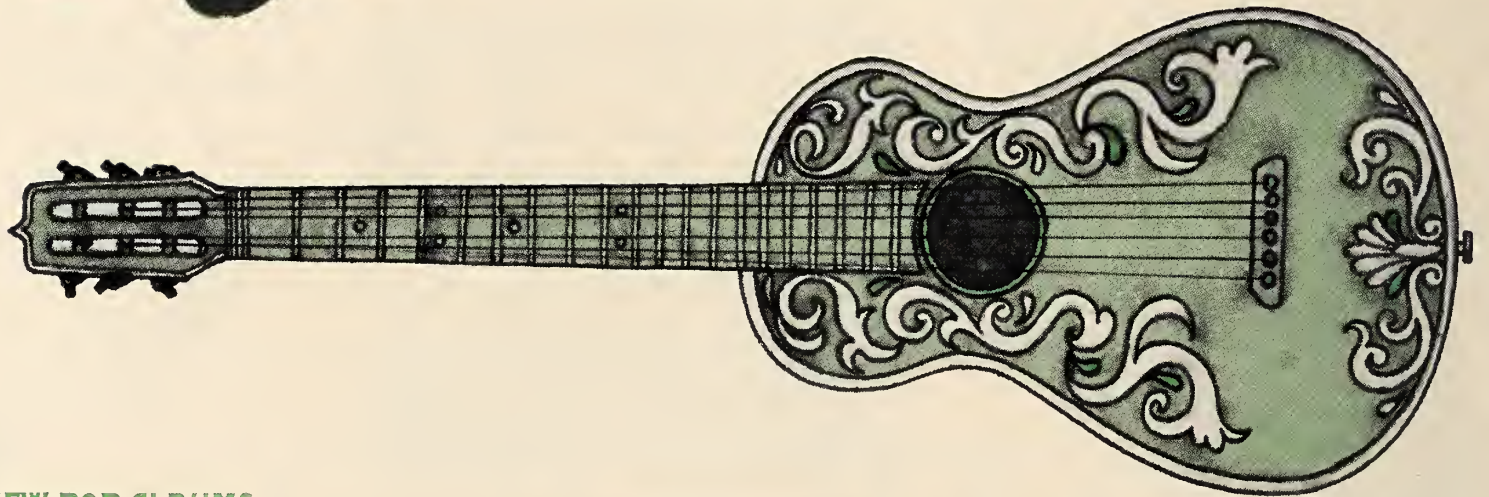
**RCA VICTOR PRESENTS PERRY COMO'S HOLIDAY SPECIAL**  
 with Rowan & Martin, Jefferson Airplane, Bobbie Gentry. Special Guest Stars: Sergio Mendes & Brasil '66 in color, on NBC-TV, November 30, 7:30-8:30 EST; 6:30-7:30 CST

\*Available on Stereo 8 Cartridge Tape.

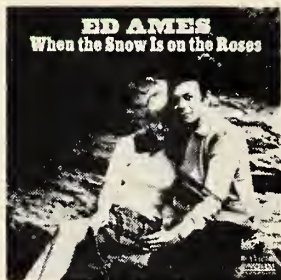


# NEW ALBUMS for NOVEMBER

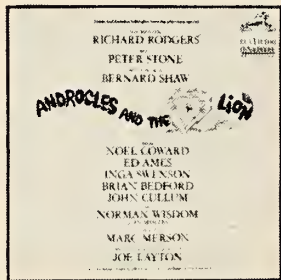
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## NEW POP ALBUMS



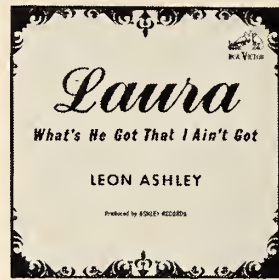
LPM/LSP-3913



LOC/LSO-1141



LPM/LSP-3875



LPM/LSP-3900



LOC/LSO-1140



COM/COS-106+



LOC/LSO-1143



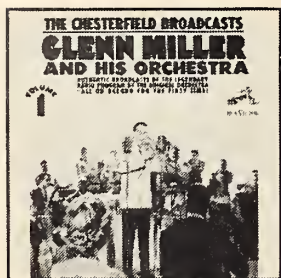
LPM/LSP-3911



COM/COS-105+



LPM/LSP-3887



LPM/LSP-3873 (e)



COM/COS-104+\*



LPM/LSP-3874\*



LPM/LSP-3903



LPM/LSP-3864

\* Available on Stereo 8 Cartridge Tape

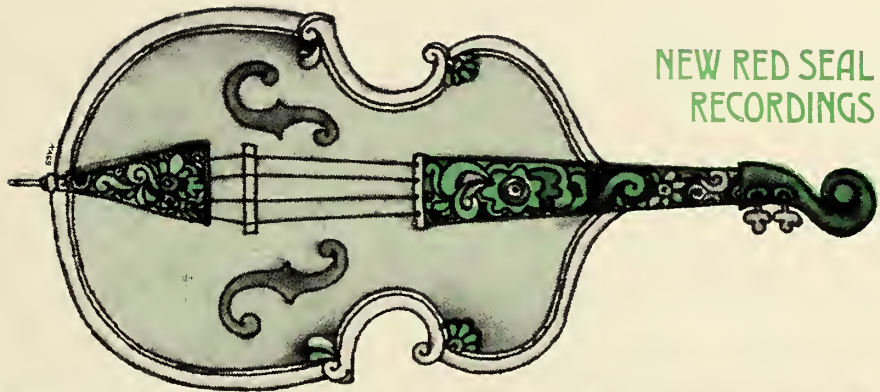




LPM/LSP-3870



LPM/LSP-3857



NEW RED SEAL RECORDINGS



LPM-6015



LPM/LSP-3830



LM/LSC-2985



LM/LSC-2983



LM/LSC-2984

NEW IN THE VICTROLA SERIES



VIC-8000



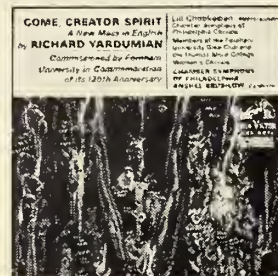
VIC-1278



VIC/VICS-1281



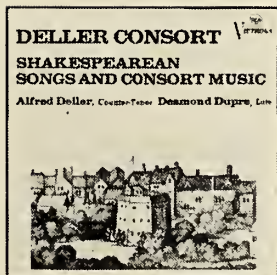
LM/LSC-6182



LM/LSC-2979



VIC/VICS-1275



VIC/VICS-1266



VIC/VICS-1241



LM/LSC-2975



LM/LSC-6805

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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 FOR ONCE IN MY LIFE</b><br/>Stein Van Stock ASCAP<br/>Tany Bennett (Columbia 4425B)</p> <p><b>2 LAPLAND</b><br/>(Just Music Inc.—BMI)<br/>Baltimore &amp; Ohio Marching Band<br/>(Jubilee 5592)</p> <p><b>3 SOUL MAN</b><br/>(East, Pronto—BMI)<br/>Ramsey Lewis (Cadet 55B3)</p> <p><b>4 SOCKIN' 1-2-3-4</b><br/>Don Music BMI<br/>John Robert's (Duke 425)</p> <p><b>5 OH WHAT A FOOL I'VE BEEN</b><br/>(Press Music Co.—BMI)<br/>Sweet Inspirations (Atlantic 2449)</p> <p><b>6 GO WITH ME</b><br/>(Acuff Rose—BMI)<br/>Gene &amp; Debbe (Trx 5002)</p> <p><b>7 LITTLE GIRL</b><br/>(Tender Tunes, Elmwin—BMI)<br/>(Critters (Kapp 55B)</p> <p><b>8 WHERE IS THE PARTY</b><br/>(Dakar—BMI)<br/>Helena Ferguson (Compass 7009)</p> <p><b>9 BIRDS OF BRITAIN</b><br/>(Saturday Music—BMI)<br/>Bob Crewe Generation (DynoVoice 902)</p> <p><b>10 WHEN THE GOOD APPLES FALL</b><br/>(Unart—BMI)<br/>Seekers (Capital 2013)</p> <p><b>11 HE AIN'T GIVE YOU NONE</b><br/>(Web IV—BMI)<br/>Freddie Scott (Shout 220)</p> <p><b>12 JUST LOVING YOU</b><br/>Choppell ASCAP<br/>Anita Harris (Columbia 44236)</p> | <p><b>13 A LOVE THAT'S REAL</b><br/>(Razor Sharp Music—BMI)<br/>Intruders (Gamble 209)</p> <p><b>14 WE GOTTA GO HOME</b><br/>(Potrica—BMI)<br/>Music Explosion (Laurie 3414)</p> <p><b>15 RO RO ROSEY</b><br/>(Web IV Music—BMI)<br/>Van Morrison (Bang 442)</p> <p><b>16 I WANT SOME MORE</b><br/>(Earl Borton Music Co.—BMI)<br/>Jan &amp; Robin &amp; In Crowd (Abnak 124)</p> <p><b>17 BRINK OF DISASTER</b><br/>(Stone Canyon—BMI)<br/>Lesley Gore (Mercury 72726)</p> <p><b>18 BABY IT'S WONDERFUL</b><br/>(Von McCoy—BMI)<br/>Chris Bartley (Vando 3000)</p> <p><b>19 HEIGH HO</b><br/>Bourne ASCAP<br/>5th Estate (Jubilee 5595)</p> <p><b>20 SEA OF LOVE</b><br/>(Camera Bob Simon—BMI)<br/>Kit Kats (Jamie 1343)</p> <p><b>21 ALL THE TIME</b><br/>(Cedarwood—BMI)<br/>Jimmy Roselli (United Artists 50217)</p> <p><b>22 HOLE IN ME SHOE</b><br/>(Essex—ASCAP)<br/>Traffic Artists 5021B)</p> <p><b>23 GET DOWN</b><br/>(L. LaCour, East—BMI)<br/>Harvey Scales (Magic Touch 2007)</p> <p><b>24 DIFFERENT STROKES</b><br/>Zachron Edgewater—BMI<br/>Syl Johnson (Twilight 103)</p> | <p><b>25 HEY MAMA</b><br/>(Mito Music—BMI)<br/>Flaming Embers (Ric Tic 132)</p> <p><b>26 WHAT'S SO GOOD ABOUT GOODBYE?</b><br/>(Jobete—BMI)<br/>Giant Sunflower (Ode 104)</p> <p><b>27 DESIREE</b><br/>(Minuet—BMI)<br/>Left Banke (Smash 2119)</p> <p><b>28 I WANT ACTION</b><br/>(Tobi-Ann Music—BMI)<br/>Ruby Winters (Diamond 230)</p> <p><b>29 DON'T MESS WITH MY MONEY</b><br/>(Twin Music—BMI)<br/>Jesse G. (Barry 1019)</p> <p><b>30 FOR A FEW MORE DOLLARS</b><br/>(Unart Music—BMI)<br/>Hugo Mantnegra (RCA Victor 9224)</p> <p><b>31 YOU CAN HAVE HIM</b><br/>(Big Billy Music—BMI)<br/>The Cake (Decca 32212)</p> <p><b>32 MAGIC IN THE AIR</b><br/>(Moptop Music—BMI)<br/>Graup Therapy (Canterbury 517)</p> <p><b>33 UNTIL THE REAL THING COMES ALONG</b><br/>(Choppel—ASCAP)<br/>Ernie K. Dae (Duke 7261)</p> <p><b>34 WHEN YOU WERE HERE</b><br/>(Three Part Music—BMI)<br/>Fawns (Scepter 105)</p> <p><b>35 RICHARD AND ME</b><br/>(Panco—BMI)<br/>Gene &amp; Tommy (ABC Paramount 9B1)</p> <p><b>36 ALLIGATOR BOO-GA-LOO</b><br/>(Blue Horizon—BMI)<br/>Lau Donaldson (Blue Note 1934)</p> <p><b>37 LOVE OF THE COMMON</b><br/>(Tree Music—BMI)<br/>Everly Bras. (Warner Bras. 70BB)</p> | <p><b>38 WHERE'S THE MELODY</b><br/>Moss Rose—BMI<br/>Brenda Lee (Decca 32213)</p> <p><b>39 BO DIDDLEY BACH</b><br/>(Viva Music—BMI)<br/>Kingsmen (Wand 1164)</p> <p><b>40 THE RAIN</b><br/>(Merlin Music—BMI)<br/>Four Larks (Tower 364)</p> <p><b>41 A HUNK OF FUNK</b><br/>(Metric Music—BMI)<br/>Gene Dabier &amp; Brotherhaad (Minit 32026)</p> <p><b>42 KITES ARE FUN</b><br/>Winborn Almitra ASCAP<br/>Free Design (Project 31324)</p> <p><b>43 STORYBOOK CHILDREN</b><br/>(Blackwood—BMI)<br/>Billy Vera &amp; Judy Clay (Atlantic 2445)</p> <p><b>44 LOVE POWER</b><br/>(Unbelievable—BMI)<br/>Sandpebbles (Calla 141)</p> <p><b>45 I CALL IT LOVE</b><br/>(Sanovan—BMI)<br/>Manhattans (Carnival 533)</p> <p><b>46 WINDY</b></p> <p><b>47 I'M SO PROUD</b><br/>(Akbestal—Luvlin—BMI)<br/>Keith (Mercury 72746)</p> <p><b>48 SOMEBODY'S SLEEPING IN MY BED</b><br/>(East—BMI)<br/>Johnny Taylor (Atlantic 235)</p> <p><b>49 APOLOGIZE</b><br/>(Stone Canyon—BMI)<br/>Brian Hyland (Dot 17050)</p> <p><b>50 BEND ME SHAPE ME</b><br/>(Helios—BMI)<br/>American Breed (Acta B11)</p> |
|--|--|--|---|

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Yesterday R & B, Today Pop, Tomorrow Good Music?

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## Fantastic Johnny C

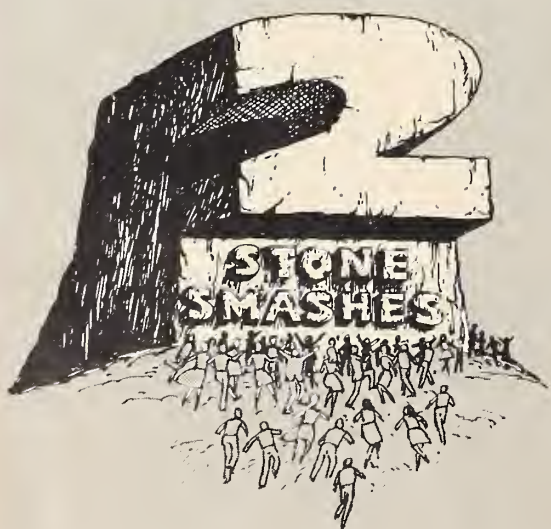
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A 1967 NARA winner this summer . . . is sizzling this fall!  
Breaking R & B and Pop!

# WHEN YOU'RE GONE

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# THE HAPPENINGS ARE WHAT'S HAPPENING!

IT HAPPENED ONCE... "I GOT RHYTHM"

IT HAPPENED TWICE... "MY MAMMY"

IT HAPPENED THREE TIMES... "WHY DO FOOLS FALL IN LOVE?"

AND NOW IT'S HAPPENING ALL AT ONCE!!!

BTP 532

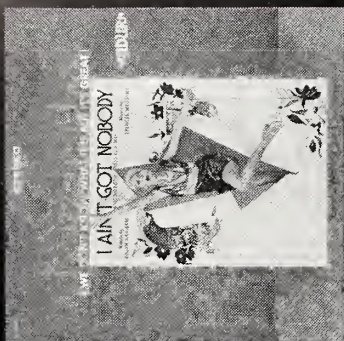


THE HAPPENINGS HAVE HAD 6 CONSECUTIVE HITS;  
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# ENDURA Razz-ma-taz

(WE DON'T KNOW WHAT IT IS BUT IT'S GREAT)



## CashBox Platter Spinner Patter

A group of show business personalities recently manned the phone lines in Chicago to personally try to convince teens to complete a high school education. It was part of a public service campaign, "Project: Stay," co-sponsored by WLS-Chicago and the Chicago Daily News. The event, called "Star Call," featured Jimmie Durante, starring at the Palmer House; Hugh O'Brian, star of the hit play, "Cactus Flower"; Alan Young, appearing in suburban Pheasant Run; London House star Jonah Jones; singer Jacques Kayal; J. C. Hooke and Isaac Guillory of the Cryan Shames; the six members of the Flock; and the six on-air WLS personalities, Clark Weber, Bernie Allen, Larry Lujack, Art Roberts, Ron Riley, and Jerry Kay. The "Project: Stay" campaign, designated to inform potential high school dropouts where to go for counseling and other assistance, features interviews on the station, documentaries, and a series of appearances by representatives from WLS, the Chicago Daily News, the Chicago Board of Education, and popular singer Syl Johnson, during assemblies at high schools in Chicago that have a high incidence of dropouts.

On Sunday, November 5, the San Francisco State College series, "Records at Random," returned to KSFO-San Francisco. The program, planned and announced by the students in the Radio-TV Department of State, has been broadcast on KSFO November through April since 1960. At the end of the series each year, KSFO presents annual scholarship awards at the Radio-TV Guild banquet. The awards are made to the Frederick Burke Foundation.

WRKO-Boston's deejays joined forces to present a full weekend of New England's all-time song favorites. From 4 P.M. Friday, October 20, to 7 P.M. Sunday, October 22, WRKO AM and FM simulcast New England's all-time top 300 song hits. This list had been previously compiled by listeners' votes, which when completed gave the top three honors to: "Louie Louie," a 1963 release by the Kingsmen; "Satisfaction," a 1965 release by the Rolling Stones; and "Cherish," a 1966 release by the Association. Over 25,000 souvenir programs were given away throughout New England as a remembrance of WRKO's all-time top 300 weekend.

As a result of an intensive drive engineered by WQAM-Miami Beach, St. Jude's Hospital in Memphis, Tennessee, is \$45,000 richer. Last year's "Teenagers March on Leukemia" was a community effort, but netted just over \$5,000. Local ALSAC (Aiding Leukemia Stricken American Children) officials granted WQAM the exclusive right to promote the drive this year, with the promise that the outlet would be the only medium used to reach the public. WQAM organized the top local bands to perform an "appreciation concert" free to all marchers, and entertainer Danny Thomas arranged for Sonny and Cher to headline the show. The track and grounds of Hialeah Park were turned over to the outlet for an open-air Sunday afternoon concert that reportedly attracted over 10,000. The collection, the Immortals, the Echos, Mike Vetro and the Soul Brothers, and Sonny & Cher all donated their services. WQAM's Rick Shaw, honorary chairman of the drive, was host and all the Tiger air personalities appeared as emcees.

The Four Seasons will tape the Red Skelton Show November 6-8 and will be airing December 5.

At its annual meeting in the Sheraton-Atlantic Hotel on October 21, the

New York State Associated Press Broadcasters Association presented first place awards in four categories to WABC-New York, and additional honorable mention awards in two categories. First place citations were awarded to WABC's weeknight 6 P.M. "Newscope" program in the "best regularly scheduled news show" category; to WABC's production of "The Smoke Smuggler" based on cigarette smuggling in the "best locally produced documentary" category; to WABC's editorial on the subject, "Issues of the Campaign," in the "editorial" category; and for WABC's overall news operation in the category on "general excellence of news presentation." Honorable mention awards were presented for WABC's coverage on the New York State Constitutional Convention in the "best local public affairs programming" category; and to WABC's City Hall bureau chief Joe Famm for city government reporting in the category entitled "general excellence of individual reporting." WABC and Famm were also honored by the New York City Reporters Association for best city government reporting in 1966, the first award of its kind ever presented to a radio outlet.



**HOW SWEET IT IS:** How sweet it is to be young and a Candyman. Here they all are—the Candyman in Boston, where a party was held to introduce the group to the press, distributors, and deejays of that area. ABC Records recently launched the Candyman in a series of cross-country appearances in conjunction with the release of their first LP and single. Pictured above, left to right are: Ralph Ury (WRKO), Rodney Justo and Dean Daughtry (Candyman), Arnie Ginsberg (WRKO), Robert Nix (Candyman), Mel Phillips (WRKO), John Rainey Adkins (Candyman), Larry Justice (WMEX), Paul Powers (WRKO), and Bill Gilmore (Candyman).

**SPUTTERS:** The USO presented a plaque to KSFO-San Francisco's Jack Carney in appreciation for his work in behalf of that organization. . . . Al Newman's talk on KSFO's "sports bonanza" is included in a recently published book, "Radio Programming In Action," edited by Sherrill W. Taylor, former president of the National Association of Broadcasters.

**VITAL STATISTICS:** Les Turpin has been appointed program manager of KFRC-San Francisco, succeeding Tom Rounds. . . . Al Heacock, formerly program manager of WBZ-Boston, has been named general manager of KDKA-Pittsburgh. . . . Donny Gee has been designated music director of WBM-Miami Beach. . . . Clay Cole has resigned from "Clay Cole's Disotek" on WPIX-TV-New York to host a local interview variety show on WKYC-TV-Cleveland. . . . Bob Menefee will host his own daily morning show over WPEN-Philadelphia starting Monday, December 4. . . . Deejay Steve Lundy recently returned to KILT-Houston. A former platter spinner at WXYZ-Detroit, Lundy was in an auto accident in June and lost his leg.

## Bios for Dee Jays

### Hassles



The Hassles are comprised of Howard Arthur Blauvelt (Howie), bass guitar; John Edward Dizek (Little John), vocal percussion; William Joseph Martin Joel (Billy Joe), organ and vocal; Richard McKenner (Richie), lead guitar; and Jonathan Craig Small (Jon Small), drums. The Hassles, as they are today, were formed in January 1967. Prior to that time, Howie and Billy were working with a different group that was appearing at the same club as the Hassles. Little John, Jon Small, and Richie, the three original members teamed with Howie and Billy, liked the way it sounded, and a new Hassles were formed. Their young manager, Irwin Mazur, believed in the group so much when he first saw them perform that he quit dentistry school with one more year to go for his degree. Howie, fun-loving, popular, and carefree, is in the Hassles for fun, not fame or money. Little John feels "fun is dead" and can articulately support his point of view. Billy Joe loves to read, and has a wide range of literary tastes. Richie, the son of a police lieutenant (father) and private detective (mother), is the victim of most of the teasing from the other four boys. Jon Small, constantly moving, loses a few pounds after each show. "You've Got Me Hummin'," the Hassles current single on United Artists, is number 83 on the charts this week.

### Lee Dorsey



The right tune at the right time for Lee Dorsey was "Ya Ya." It was released in mid-summer of 1961. Lee Dorsey was born in Portland, Oregon, where he developed into a top contender for the Lightweight World Championship. After serving four years in the Navy, he continued his fighting career, which brought him to New Orleans. As in so many cases, Dorsey met Allen Toussaint, a well-known conductor and arranger, by chance at a party. Toussaint introduced him to Marshall Sehorn, who produced "Ya Ya" and all of Dorsey's subsequent releases. The artist's most recent singles on Amy Records have been "Ride Your Pony," "Work, Work, Work," "Get Out Of My Life, Woman," "My Old Car," "Vista Vista," and "Go Go Girl." This latter tune, Dorsey's latest, is number 94 on the charts this week.



# WE GOOFED !!!

## IT'S THE OTHER SIDE

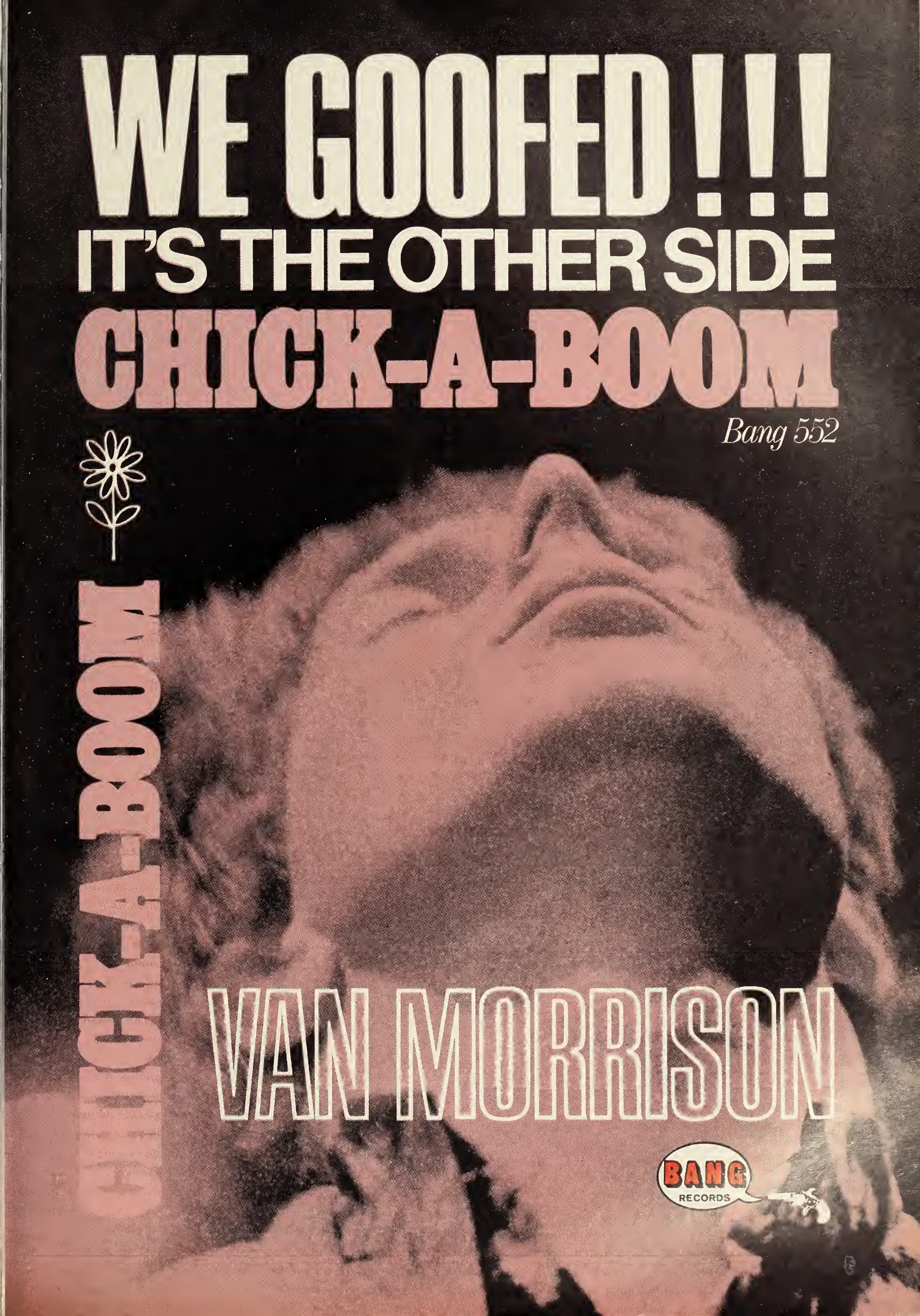
# CHICK-A-BOOM

*Bang 552*



CHICK-A-BOOM

# VAN MORRISON







**SOMETHING TO CLING TO**—The Clingers, four sisters between the ages of 15-19, have signed an exclusive recording contract with Terry Melcher and Equinox Records. Present at the official signing were Greg Jacobsen (left), vice president of Equinox, and Jay Lasker (seated), vice president of ABC Records, which will distribute the Clinger disks. The group's first single is entitled "Quick, Close The Door Before They Find Us," and is sked'ed for immediate release. The girls are all veteran performers.

### Sunshine Co. Booked For East Coast Dates

NEW YORK — The Sunshine Company, new act on Imperial Records, will play their first dates in the eastern United States at the end of this month. The group is currently making a rapid rise on the singles charts with "Back On The Street Again." They are also represented at present with their first LP, titled "Happy Is" from their initial single hit of "Happy."

Three club engagements will provide the settings for the group's debut in the east. They will be at The Am-

bassador, Washington, November 24 to 26; The Catacombs, Boston, November 28 to December 3; and The Trauma, Philadelphia, December 8 to 10. Other dates are already being lined up, which are expected to include major TV exposure.

The Sunshine Company recently concluded an engagement at Hollywood's famed Troubadour Club, and has since played a series of dates on concerts sponsored by the Whitefront Stores discount chain.

## Talent On Stage

### ARETHA FRANKLIN YOUNG-HOLT UNLIMITED

NEW YORK—Early evening showings from the Young-Holt Unlimited fairly promised to overshadow Aretha Franklin's two-show performance at the Lincoln Center Philharmonic Hall last Saturday (28), but a rousing burst of life established Miss Franklin as the figure of the evening.

Up to the time when the Atlantic star sang "A Natural Woman" she had been nearly drowned by an unusually loud orchestra; and the early material being largely unfamiliar to the fans who joined her only in the last six months when she reached her popularity height. Both these weaknesses, added to the tremendous initial action of the Young-Holt combo, placed Aretha at a disadvantage—but she turned the trick at "Natural Woman," and from there to the astounding audience response that

closed the show she was in complete command.

Opening-half selections included several gospel-steeped songs, a recent Columbia side "Take A Look," and a number of the smash Atlantic single outings that have brought Miss Franklin to the highpoint of her long recording career.

With her current chart hit, the audience opened up, and responses to her succeeding tunes grew into a standing clap-along frenzy for the encore, "Respect."

As if the tremendous thundering of approval from the viewers was not enough, Aretha added some dance steps to the show, which brought devastating results. From that point to the last bow it was impossible to hear anything but the ringing of applause.

### BUFFY SAINTE-MARIE

NEW YORK — Buffy Sainte-Marie gave dramatic evidence of her emergence as a major figure on the American folk scene on Friday, October 27, at Philharmonic Hall.

Moving expertly through a varied program of material, the artist accompanied herself on the guitar and on the mouth bow, this latter instrument giving an appealing exotic coloring to the music. During part of the concert, the performer sang to the background of a small orchestra. The instruments lent a full-bodied quality to the singer's tunes, and this

segment of the evening was particularly satisfying.

In the first half of the concert, the artist wore a sari-like garment; the second half saw her attired in a minidress. The entertainer thereby gave her audience the best of both east and west.

The audience was wildly enthusiastic, and was composed mostly of the under-thirty set. But the artist's appeal is not limited to the young—hers is a talent which can be universally appreciated.

### Orbison in Canada Tour; Europe Trek Set For Jan.

NEW YORK—MGM Records artist Roy Orbison sets out on an 11-day tour of Western Canada this week, commencing with a concert date at the Victoria (B. C.) Arena on Saturday (11). The tour marks Orbison's first in North America this season, and his first series of performances following a recent extended bout with a kidney infection.

Following completion of the tour in Sault Ste. Marie, Ont., Wednesday (22), the singer will return home to Nashville to begin work on a new MGM album for release early in the new year. Immediately following the Christmas holidays, Orbison is expected to leave for a tour of Europe, now expected to include TV engagements in England, France, and Italy.

Orbison's January TV engagement in Italy would be in conjunction with the opening in that country of his MGM film, "The Fastest Guitar Alive."

Orbison's upcoming Canadian tour includes the following confirmed dates: Victoria, B. C. (11); Vancouver, B. C. (12); Calgary, Alta. (14); Lethbridge, Alta. (15); Edmonton, Alta. (16); Saskatoon, Sask. (17); Regina, Sask. (18); Minot, North Dakota (19); Winnipeg, Manitoba (20); and Sault Ste. Marie, Ont. (22).

### Fables In College One-Niters

NEW YORK—Aesop's Fables, whose new single is "Take A Step (In My Direction)" on Atco, are set for a series of one-niters on the college circuit. On November 4th they played Dickinson College in Carlisle, Pennsylvania.

### White Front Sets Star Fest With MGM & WB Tie-Ins

LOS ANGELES—Six star attractions are to be presented in a "Festival Of Music" arranged by White Front Stores in Los Angeles for Nov. 18 and 19.

The discount chain is giving free tickets to the concert with any purchase of an MGM or Warner Brothers album. LP's remain at the regular discount prices even during this special offer period.

Featured attractions at the six-star program are the Association, Animals, Everly Brothers, the Who, Sunshine Company and Sopwith Camel.

Sam Riddle produced the package and will serve as emcee for the shows which will have matinee and evening performances both days.

### Month-Long Singing Tour Slated For Joan Baez

NEW YORK—Joan Baez, Vanguard recording artist, has embarked on a month-long singing tour throughout the east and west coasts. The tour began November 3 and will conclude December 2 in Los Angeles.

### Footprints Pact with Capitol

NEW YORK—Recently discovered in Canada, the Footprints have been signed to a recording contract with Capitol Records.

The team has been widely recognized in Canada, but was never recorded until brought to the U.S. by Vinny Testa of Infinity Productions. Since then, the team has been pacted to Capitol and a first release from the Footprints is scheduled for mid-November. The side will be "Never Say Die."

## A SMASH

## ORGAN INSTRUMENTAL VERSION

OF

## "I'M A SOUL MAN"

b/w

## "FUNKY, FUNKY BOOGALOO"

A-BET 9426

## JIMMY BROWN

NASHBORO RECORDS

1011 WOODLAND ST.  
NASHVILLE, TENN.  
(615) 227-5081



**THE PHLUPH IN FLIGHT:** The Phlup, artists on the Verve, recently appeared at the Boston Tea Party club in Boston, an event that was heralded prior to the engagement by announcement in the sky. Plane and its trailer flew over several stadiums in the Boston area playing host to fan-filled college football games. Group is produced by Stan Catron's Bornwin Productions. Team's new Verve outing is called "Dr. Mind."

PHLUPH VERVE RECORDS TEA PARTY OCT 20 21



# ASTRUD GILBERTO

## You Didn't Have To Be So Nice


VK-10554

A charming duet of The Lovin' Spoonful hit  
featuring Astrud's six-year-old son  
in his recording debut!

b/w A Banda (PARADE)

Both sides included in her current hit album:



Astrud  
Gilberto  
  
Beach  
Samba

The Sound of The Now  
Generation is on



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

Also Available on Ampex Tape

V/V6-8708





# CashBox R & B Top 50



**GRAND CANYON SWEET**—Once again the Canyon Country Club in Palm Springs, Calif. was the scene for the annual Music Industry Golf Tournament, and again, more than 200 music men converged here for a three day meet under balmy skies with temperatures in the high 90's and scores to match. Seen here are just some of the delirious duffers who participated (top left photo—manager Jack Spina and client Pat Boone, top right photo—Reprise exec producer Jimmy Bowen accepting the annual Murray Wolfe Memorial Sportsman award from Liberty's Dave Pell and Valando Music's Artie Valando, bottom left photo—MGM Records exec producer Jesse Kaye who placed 4th in the "C" Flight, and bottom right photo—Composer-producer pub rep Ted Glasser who walked away with the hackers trophy and Liberty v.p. Bob Skaff who placed 3rd in the "D" Flight.

Winners in all categories:

Low Gross.....TONY RICCIO  
Low Net.....JACK GAYLE  
Longest Drive.....BOB BARSOCHINNI  
Sportsman Award.....JIMMY BOWEN  
(Murray Wolfe Memorial)

Closest to Pin.....GARY USHER  
Hackers Trophy.....TED GLASSER  
Putting Contest.....JESSE HODGES

#### A FLIGHT (0-12)

WINNER — PIGGY SMITH } Tie  
LEE YOUNG }  
2nd — MAURIE CRAWFORD  
3rd — ALAN BERNARD  
4th — PETE CARPENTER  
5th — MARTY ELFAND  
6th — GLEN CAMPBELL

#### B FLIGHT (13-17)

WINNER — LARRY NUNES  
2nd — BILL PITMAN  
3rd — GERALD VINCI  
4th — ALLAN TINKLEY  
5th — HENRY ERlich  
6th — JOE PERRY } Tie  
JOE ESTREN }

#### C FLIGHT (18-24)

WINNER — ROY CATON  
2nd — JACK BARNETT  
3rd — HARVEY GELLER  
4th — JESSE KAYE  
5th — MILT SNYDER  
6th — LARRY TAYLOR

#### D FLIGHT (25-35)

WINNER — SCOTTY TURNER  
2nd — LEE SILVER  
3rd — BOB SKAFF  
4th — JACK BROWN  
5th — MILT KATZ  
6th — DOK STANFORD

Results Friday, Oct. 27, 1967

Low Net — RAY PETERSON  
2nd — DON LANIER  
3rd — BILL STEWERT } Tie  
ALLAN TINKLEY }

Low Gross — TONNY RICCIO  
2nd — ED BARSKY  
3rd — PIGGY SMITH

#### Kent Inks Felice Taylor

NEW YORK — Felice Taylor has signed an exclusive recording contract with Kent Records. Singer made noise earlier this year with her Mustang recording of "It Must Be Winter Outside." First sides for Kent, released this week, are "I Feel Your Love (Comin' Down On Me)" written by Jerry Flannagan and Johnny Taylor. Initial waxing for Kent was produced by Maxwell Davis. The Kent-Modern labels are currently active in the R & B field with "Sweet Thing," by B. B. King, "Runnin' Out," by Vernon Garrett, and "Let's Get Together," by Arthur and Mary, plus two new albums "Lowell Fulsom Now" and "A Whole Lot Of Soul" by Z. Z. Hill.

#### Boyce & Hart To Sing Title Song For Flick

HOLLYWOOD—Joni Taps, studio executive for Columbia Pictures, has signed A&M recording artists Tommy Boyce and Bobby Hart to sing the title song from "The Ambushers" which stars Dean Martin. The picture was produced by Irving Allen and will be released in December.

#### ASCAP Office Relocated

J. M. Collins, ASCAP sales manager, has announced that the Society's former Rochester office has been moved to the city of Syracuse.

Stanley G. Wiers, longtime member of the Society's field staff, is in charge of the new Syracuse office which is located in the State Tower Building.

#### Ienner Joins Peer-Southern Production on A&R Staff

NEW YORK—Jimmy Ienner has joined the Peer Southern Productions staff, a division of the publishing complex.

Ienner, who worked at Holton Records in an A&R capacity prior to a two-year military hitch, will be working with the development of new groups, talent and song writers. He reports directly to professional manager Lucky Carle.

He has attended Oklahoma University and took a music degree from New York University.

#### Artie Ripp Has Son

NEW YORK—Adam Joshua Ripp weighed in at 7 lbs.—12 oz when born Oct. 28 to Artie (president of Kama Sutra) and Phyllis Ripp in New York. Adam Joshua is their first born son.

#### Al Cicere Passes

NEW YORK—Al Cicere succumbed to cancer at the age of 42 in Northside Hospital Rochester, N.Y., Oct. 31. In addition to his duties as promotion head for Jet Sound Enterprises and general manager of Nu-Sound Ltd., Cicere was manager of the Wee IV (Jet Sound) and Terry Pilittere (Nu-Sound.) Prior to his illness, he was active in concert booking in the upper New York area. Funeral services were held in Rochester Nov. 3. He is survived by his mother, also of Rochester.

<b>1</b>	<b>A NATURAL WOMAN</b> Aretha Franklin (Atlantic 2441)	2	<b>25</b>	<b>GET IT TOGETHER</b> James Brown (King 6122)	28
<b>2</b>	<b>SOUL MAN</b> Sam & Dave (Stax 231)	1	<b>26</b>	<b>I SECOND THAT EMOTION</b> Smokey Robinson & The Miracles (Tamla 54159)	35
<b>3</b>	<b>YOUR PRECIOUS LOVE</b> Marvin Gaye & Tammy Terrell (Tamla 54156)	4	<b>27</b>	<b>ALL YOUR GOODIES ARE GONE</b> Parliaments (Revilat 211)	30
<b>4</b>	<b>EXPRESSWAY TO YOUR HEART</b> Saul Survivors (Crimsan 1010)	3	<b>28</b>	<b>IN AND OUT OF LOVE</b> Diana Ross & Supremes (Motown 1116)	
<b>5</b>	<b>TO SIR WITH LOVE</b> Lulu (Epic 40187)	5	<b>29</b>	<b>WHERE IS THE PARTY</b> Helena Ferguson (Compass 7009)	31
<b>6</b>	<b>I'M WONDERING</b> Stevie Wonder (Tamla 54157)	7	<b>30</b>	<b>SKINNY LEGS AND ALL</b> Jae Tex (Atca 4063)	32
<b>7</b>	<b>PATA PATA</b> Miriam Makeba (Reprise 0606)	11	<b>31</b>	<b>LITTLE OLE MAN</b> Billy Cosby (Warner Bros. 7072)	14
<b>8</b>	<b>9 LBS. OF STEEL</b> Jae Siman (Sound Stage 7 2589)	6	<b>32</b>	<b>YESTERDAY</b> Ray Charles (ABC 11009)	40
<b>9</b>	<b>DIRTY MAN</b> Laura Lee (Chess 2013)	9	<b>33</b>	<b>YOU KEEP RUNNING AWAY</b> 4 Taps (Motown 1113)	21
<b>10</b>	<b>IT'S YOU THAT I NEED</b> Temptations (Gardly 7065)	19	<b>34</b>	<b>SHAME ON ME</b> Chuck Jackson (Wand 1166)	34
<b>11</b>	<b>APPLES, PEACHES AND PUMPKIN PIE</b> Jay & Techniques (Smash 2086)	8	<b>35</b>	<b>SWEET SWEET LOVIN'</b> Platters (Musicar-1275)	36
<b>12</b>	<b>LOVE IS STRANGE</b> Peaches & Herb (Date 1574)	18	<b>36</b>	<b>TELL HIM</b> Patti Drew (Capital 5861)	38
<b>13</b>	<b>GIMME LITTLE SIGN</b> Brentan Waad (Double Shot 116)	15	<b>37</b>	<b>HONEY CHILD</b> Martha Reeves & Vandellas (Gardly 7067)	
<b>14</b>	<b>I SAY A LITTLE PRAYER</b> Dianne Warwick (Scepter 12203)	17	<b>38</b>	<b>I CALL IT LOVE</b> Manhattans (Carnival 533)	41
<b>15</b>	<b>EVERLASTING LOVE</b> Robert Knight (Rising Sun 705)	16	<b>39</b>	<b>UNITED Part I</b> Music Makers (Gamble 210)	49
<b>16</b>	<b>THE LETTER</b> Box Taps (Mala 565)	12	<b>40</b>	<b>LOVE POWER</b> Sandpebbles (Calla 141)	42
<b>17</b>	<b>HIGHER AND HIGHER</b> Jackie Wilson (Brunswick 55336)	10	<b>41</b>	<b>PIECE OF HEART</b> Erma Franklin (Shout 221)	43
<b>18</b>	<b>BOO-GA-LOO DOWN BROADWAY</b> Fantastic Johnny C. (Phil L.A. of Saul 325)	22	<b>42</b>	<b>O-O I LOVE YOU</b> Dells (Cadet 5574)	44
<b>19</b>	<b>KARATE BOO-GA-LOO</b> Jerry O (Shout 217)	20	<b>43</b>	<b>WHEN YOUR GONE</b> Brenda & Tabulations (Diann 504)	45
<b>20</b>	<b>FUNKY BROADWAY</b> Wilson Pickett (Atlantic 2430)	13	<b>44</b>	<b>ONE MORE HURT</b> Phil Flowers (Dat 17043)	47
<b>21</b>	<b>STAGGER LEE</b> Wilson Pickett (Atlantic 2448)	25	<b>45</b>	<b>SOCKIN' 1-2-3</b> John Roberts (Duke 425)	48
<b>22</b>	<b>SHOUT BAMALAMA</b> Mickey Murray (S.S.S. Int'l 715)	24	<b>46</b>	<b>I HAVE NO ONE</b> Big John Hamilton (Minaret 129)	
<b>23</b>	<b>I HEARD IT THRU THE GRAPE VINE</b> Gladys Knight & Pips (Saul 35039)	29	<b>47</b>	<b>SOUL MAN</b> Ramsey Lewis (Cadet 5583)	50
<b>24</b>	<b>DREAM MERCHANT</b> Jerry Butler (Mercury 72721)	26	<b>48</b>	<b>TELL MAMA</b> Etta James (Cadet 5578)	
			<b>49</b>	<b>ON A SATURDAY NIGHT</b> Eddie Floyd (Stax 233)	
			<b>50</b>	<b>IT'S GOT TO BE MELLOW</b> Leon Haywood (Decca 32164)	46



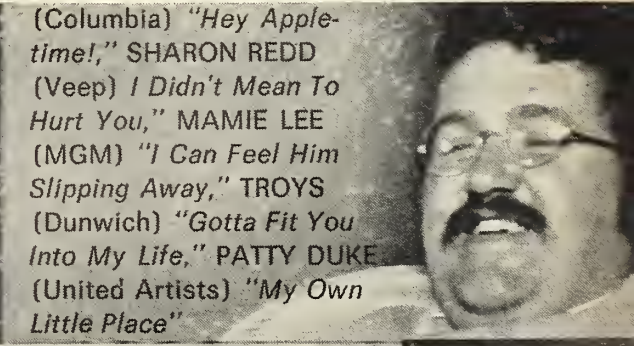


BORNWIN ENTERPRISES, INC., 300 West 55th Street, N.Y.C. 246-6058

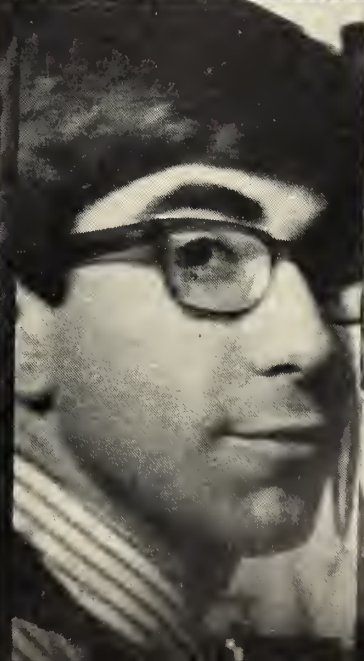
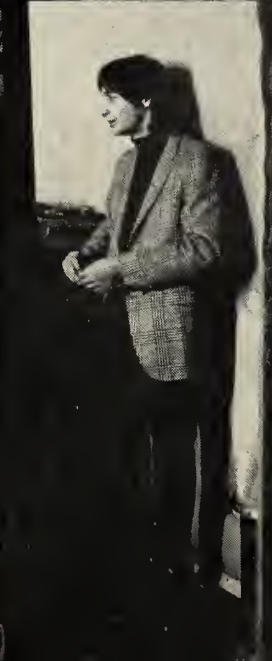
**BORNWIN** Is Becoming A Bornwinner! For instance, CLICK, MICHAEL GATELY, JILL WILLIAMS,

PHLUPH (Verve) "Dr. Mind," FREE DESIGN (Project 3) "Kites Are Fun," CLICK (Laurie) "Girl With A Mind," ROBERT JOHN and MICHAEL GATELY

(Columbia) "Hey Apple-time!," SHARON REDD (Veep) "I Didn't Mean To Hurt You," MAMIE LEE (MGM) "I Can Feel Him Slipping Away," TROYS (Dunwich) "Gotta Fit You Into My Life," PATTY DUKE (United Artists) "My Own Little Place"

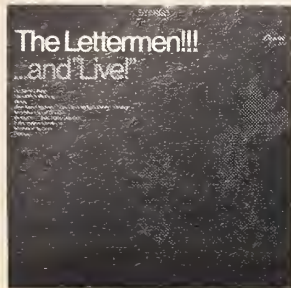


STAN CATRON, Publisher





## Pop Picks



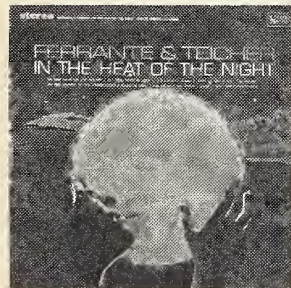
### THE LETTERMEN!!! . . . AND LIVE—Lettermen—Capitol T/ST 2758

The Lettermen at their best, recorded live in college concert. This set offers such cleffings as: "Up Up And Away," "Windy," "Can't Take My Eyes Off You (Medley)," and "Sally Was A Good Old Girl." From the first track to the last, this one's a powerful album that should cause quite a stir in the market-place.



### DIONNE WARWICK'S GOLDEN HITS PART ONE—Scepter SRM 565

Sure to be a topflight sales item, this latest Dionne Warwick LP contains delightful ventures as: "You'll Never Get To Heaven," "Make It Easy On Yourself," "I Smiled Yesterday," "(There's) Always Something There To Remind Me," and "Any Old Time Of Day." This is Dionne Warwick at her best, in shimmering gold from front to back.



### IN THE HEAT OF THE NIGHT—Ferrante & Teicher—United Artists UAL 3624/UAS 6624

Featuring such tunes as "In The Heat Of The Night," "Up, Up And Away," "Cabaret," "Georgie Girl," and "You Only Live Twice" and others. Ferrante and Teicher have once again given their well-known double piano touch to this powerhouse album. This one's sure to seek out spins and sales aplenty.



### BUFFALO SPRINGFIELD AGAIN—Atco (SD) 33-226

The Buffalo Springfield performs ten rock tunes with style and verve. Among the top tracks are "A Child's Claim To Fame," "Expecting To Fly," "Hung Upside Down," and "Rock & Roll Woman." The group figures to have a hot chart item on its hands with this power-packed album. Keep an eye on it.



### WITHOUT HER—Jack Jones—RCA Victor LSP-3911

Here's a smooth, easy-flowing package from romantic songster Jack Jones, featuring such titles as: "Live For Life," "Homeward Bound," "You And The Night And The Music," "I Can't Get Started," and "Hushed Whispers" to mention only a few of the better tracks on the set (which is sure to prove a fast moving item in the market-place.)

## Pop Best Bets



### PETE SEEGER'S GREATEST HITS—Columbia CL 2616/CS 9416

Pete Seeger's fans should applaud this compilation of his top tunes. Included on the LP are "Where Have All The Flowers Gone," "The Bells Of Rhymney," "Turn! Turn! Turn!" and "We Shall Overcome." The album features Seeger at his best, and the set figures to be a highly marketable item.



### DO THE LOVE—Bob Thiele—ABC ABC/ABCS 615

Bob Thiele and his New Happy Times Orchestra featuring the Sunflower Singers and Steve Allen romp through an LP of pop ditties calculated to provide good times for all. The selections include the title song, "Do The Love," "Here Comes Sgt. Pepper," "When Day Is Done," and "The Sunshine Of Love." A most pleasurable listening experience.

### SAM & DAVE SOUL MEN



### SOUL MEN—Sam & Dave—Stax 725

Sam and Dave render a selection of soulful R&B ditties. Included on the disk are the duo's chart single, "Soul Man," "Broke Down Piece Of Man," "The Good Runs The Bad Way," and "I've Seen What Loneliness Can Do." Sam and Dave create an extraordinary excitement on the album, and the LP should see plenty of sales action.



### THE NOW SOUND OF THE BRASS RING—Dunhill D/DS 50023

The Brass Ring serves up an offering of tasteful instrumental ditties which should appeal to good music tastes. Among the tracks are the title tune, "The Now Sound," "Monday, Monday," "The Look Of Love," and "Don't Sleep In The Subway." The music is tangy and satisfying, and the disk should be a real mover.



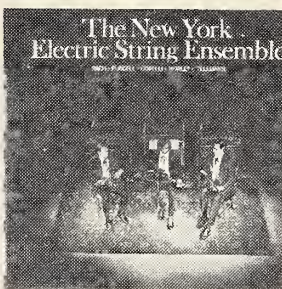
### THE SOUND OF ROUVAUN—RCA Victor LPM/LSP 3866

Rouvaun sings a package of pop melodies in a rich, powerful voice which should insure lots of spins and sales for the album. The songs include "This Is My Song," "I Will Wait For You," "Love That Lasts Forever," and "Somewhere, My Love." The LP should be particularly popular with the good music set.



### FLAMENCO MAGIC—Manitas De Plata—Columbia CL 2758/CS 9558

This dynamic, spellbinding album showcases the famed Gypsy guitarist Manitas De Plata in a performance of nine rousing flamenco numbers. Side 1 of the LP contains four powerful pieces written by De Plata himself. These are "Moorish Church," "Dark Sarah," "Homage To Barocelli" and "Blessing Of The Sea." A striking effort from beginning to end, "Flamenco Magic" should stir up a healthy amount of sales action.



### THE NEW YORK ELECTRIC STRING ENSEMBLE—ESP—Disk ESP 1063

The New York Electric String Ensemble plays classical works by Bach, Purcell, Corelli, Morley, and Telemann on modern rock-type instruments. The Ensemble consists of Peter Smith, electric guitar; Jonathan Talbot, electric bass; and Lewis Bottomly, electric guitar. The album should reach a wide and appreciative listenership.



### SOUL DRUMS—Sandy Nelson—Imperial LP 9362/12362

Soul is the word indeed for this spirited, hard-driving set of R&B tunes featuring the drums of Sandy Nelson. Included on the disk are "I'll Go Crazy," "Tossin' And Turnin'," "Shake A Tail Feather," and "Hey, Harmonica Man." There should be spins aplenty in store for this dynamic disk.



### THE WEST COAST POP ART EXPERIMENTAL BAND (VOL. 2)—Reprise R/RS 6270

The West Coast Pop Art Experimental Band plays a package of rock outings characterized by a hard-driving, insistent beat, some with a protest motif. The numbers include "Suppose They Give A War And No One Comes," "Smell Of Incentive," "Unfree Child," and "Tracy Had A Hard Day Sunday." The set is likely to develop into a fast-moving sales item.





# TOMMY JAMES AND THE SHONDELLS

HAVE ANOTHER ONE, LIKE A BOLT...

## "OUT OF THE BLUE"

ROULETTE 4775

CASH BOX 49 RECORD WORLD 51 BILLBOARD 56

Arranged by JIMMY 'WIZ' WISNER  
Produced by BO GENTRY and RITCHIE CORDELL



A  
BIG KAHONA  
PRODUCTION

Exclusive Management: Leonard Stogel and Associates, Ltd.

Tommy James' latest album is 'GETTIN' TOGETHER' SR 25357

 ROULETTE



## Pop Best Bets



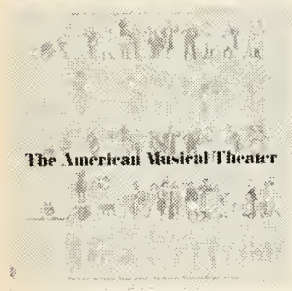
### SOMETHING OLD, NEW AND BLUE—Joe Williams—Solid State SS 18015

Joe Williams delivers the goods in a mixed bag of material which provides an excellent showcase for his fine talent. Included on the package are "Young Man On The Way Up," "When I Take My Sugar To Tea," "Everybody Wants To Be Loved," and "Loneliness, Sorrow And Grief." The artist is at the top of his form on the disk, and the LP should score solidly with his many followers.



### ERNIE FREEMAN — HIT MAKER — Dunhill D/DS 50026

Ernie Freeman has arranged and conducted this LP of instrumental versions of the hits he arranged and conducted for such artists as Frank Sinatra, Dean Martin, Petula Clark, and the Platters. Included on the set are "This Is My Song," "Softly As I Leave You," "Strangers In The Night," and "With This Ring." The album should stir up a good deal of consumer reaction.



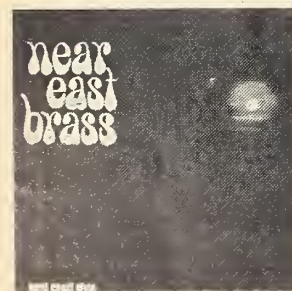
### THE AMERICAN MUSICAL THEATRE—The CBS Legacy Collection—32-B5-004

In sound, text and photos this is a striking survey of the musical theatre over the past (and crucial) 40 years. The guide is Lehman Engel, a 30 year veteran as a Broadway conductor, and the accompanying book is replete with his knowing comments on what makes musicals tick. The selections, all culled from Columbia Records' vast original cast and re-creation catalog, spotlight openings, ballads, comedy songs and musical scenes. All in all, a most serious study of a joyous American art form.



### LUIZ BONFA PLAYS GREAT SONGS—Dot DLP 3825/25825

The warm Brazilian guitar stylings of virtuoso Luiz Bonfa enhance an offering of pop tunes. In a lush orchestral setting, the artist gives splendid treatment to such melodies as "Born Free," "Strangers In The Night," "Somewhere My Love," and "A Day In The Life Of A Fool (Manha De Carnaval)." The set should garner major sales returns.



### NEAR EAST BRASS . . . WEST COAST STYLE—Jerry Fielding & his Orchestra—Command RS 922 SD

The provocative sounds and rhythms of the Eastern world are given a new accent by mixing them with the brilliance and impact of a virtuoso brass team. Included on the album are "Never On Sunday," "Sailors Dance," "The Uplifted Veil Of A Downhearted Frail," and "Baubles, Bangles, & Beads." The set should score solidly in jazz circles.



### THE FEELING IS MUTUAL—Helen Merrill/Dick Katz—Milestone MLP 1003/MSP 9003

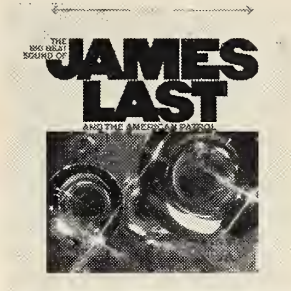
Helen Merrill vocalizes on an album of jazz sessions with Dick Katz on piano. Other personnel are Thad Jones, cornet; Jim Hall, guitar; Ron Carter, bass; Pete LaRoca or Arnie Wise, drums. The numbers include "You're My Thrill," "Here's That Rainy Day," "What Is This Thing Called Love?" and "Deep In A Dream." A superb set for jazz devotees.



## Classical Picks

### ROMANCES FOR VIOLIN AND ORCHESTRA—Yehudi Menuhin—Capitol SP 8667

Famed violinist Yehudi Menuhin offers his distinct treatments of works by such composers as: Beethoven, Wieniawski, Berlioz, and Chausson. The Chausson "Poeme, Op. 25," the Beethoven "Romance No. 2 In F-Major, Op. 50," and the Berlioz "Romance, Reverie, Et Caprice, Op. 8" are particularly outstanding efforts. A delightful set.



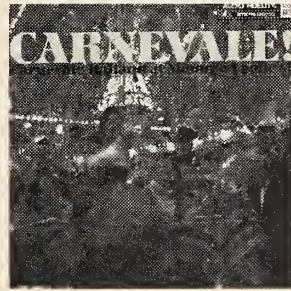
### THE BIG BEAT SOUND OF JAMES LAST AND THE AMERICAN PATROL—Warner Bros. W/WS 1714

Here's a big, bright, brassy set of good music sounds likely to appeal to a great number of listeners. The buoyant, snappy tunes include "Begin The Beguine," "The Donkey Serenade," "La Mer (Beyond The Sea)," and "Down By The Riverside." The middle-of-the-road trade should go for this disk in a big way.



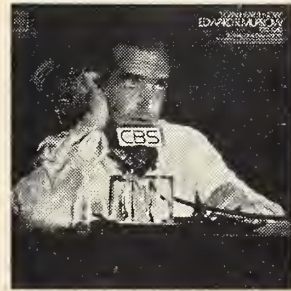
### THE FABULOUS GOLDEN BOUZOUKIA—Golden Bouzoukia Ensemble—Request RLP/SRLP 8122

Here's an offering of Greek sounds to delight the most discriminating fan of Greek music, from New York to Athens. Among the finer tracks are: "The Willow," "The Little Girl I Love," "Belly-Dancers Delight," "In The Water Of The Lake," "Travelling Birds," and "The Red Dress." It's likely to see plenty of consumer reaction.



### CARNEVALE!—Audio Fidelity AFSD-6178

Subtitled "Carnevale Italiano At Mama Leone's," the set lives up to all expectations. It's a fun-filled, free-wheeling, frivolous, wild, merry-making, Italian freakout recorded in Mama Leone's well known New York eatery. This one is a delightful experience and the price is considerably less expensive than a plane ticket to the Mediterranean.



### I CAN HEAR IT NOW 1919-1949—Edward R. Murrow—Columbia D3L 366

Anyone interested in contemporary world history will be fascinated by this 3-record set, narrated by Edward R. Murrow, and featuring voices and events, real and re-enacted from the years 1919 to 1949. The album describes such events as the stock market crash, the Nazi blitzkrieg, Pearl Harbor, the birth of Israel, and the Berlin airlift. The set is an invaluable aid to an understanding of our times.



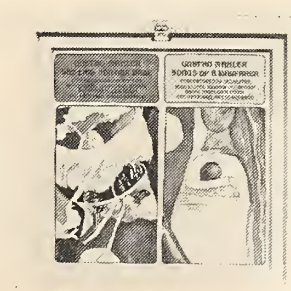
### THE ORIGINAL DIXIELAND JAZZ BAND—RCA Victor LPV 547

This album contains the first jazz record. It was cut in 1917 by the ODJB. The disk is presented here with 14 rare sides representing the group at its height. Included on the set are "Livery Stable Blues" and "Dixie Jazz Band One-Step" (the first jazz lid), "Barnyard Blues," and "Clarinet Marmalade." Jazz aficionados should savor this package.



### 74 MILES AWAY—WALK TALL—Cannonball Adderley Quintet—Capitol T/ST 2822

The Cannonball Adderley Quintet moves through a five-session jazz set. The tracks are "Do Do Do (What Now Is Next?)" "I Remember Bird," "Walk Tall (Baby, That's What I Need)," "74 Miles Away," and "Oh Babe." The quintet consists of Julian "Cannonball" Adderley, alto sax; Nat Adderley, trumpet; Joe Zawinul, piano; Victor Gaskin, bass; and Roy McCurdy, drums. Jazz enthusiasts should dig this LP.



### MAHLER: DAS LIED VON DER ERDE—Concertgebouw Orchestra/Eduard Van Benium—World Series PHC 2-011

An album consisting of Gustav Mahler's "The Song Of The Earth" and "Songs Of A Wayfarer." Nan Merriman, mezzo-soprano, and Ernst Haefliger, tenor, give excellent performances. Eduard Van Benium conducts the Concertgebouw Orchestra in a masterful rendition of the works. Classical music lovers should enjoy this fine recording.



**Save this page for your teen-age daughter.  
We predict she'll want it in a few weeks.**



**Brian Foley sings**  
**Love Was Here Before The Stars** (K-861)  
written by Burt Bacharach and Hal David.

**A star-launching single on Kapp**



**Records.**



## Buffalo Springfield Tours To Aid Burgeoning LP Sales

NEW YORK—Already reported as one of the leading albums in the current hit crop from Atlantic, the newest set from the Buffalo Springfield is expected to gain further impetus as the group takes to the road in a ten-city tour with the Beach Boys later this month.

Pittsburgh, Buffalo, and Richmond are the first areas to be visited by the tour, starting Nov. 17. Others on the agenda are Hartford, White Plains, Detroit, Worcester, Boston, Providence, New York and Baltimore.

The "Buffalo Springfield Again" LP on Atco has become a hot disk on the west coast, according to an Atco spokesman who noted the Merit Distributors in L.A. ordered 45,000 in two days, and that an additional 15,000 were taken for the same city by the Handleman rack supplier.

## Evans Re-Opens Conversations

NEW YORK—Following up his most successful LP to date, the NARAS award winning "Conversations With Myself," Bill Evans will be represented later this month with "Further Conversations With Myself."

The sequel features the multi-track piano style that marked an unusual departure in the original. Evans played three lines, improvisations on his own invention for the "Conversations," and will be featured in solo-duet on this follower.

Commenting on his reason for cutting one track, Evans said, "my main criticism, and the main problem in making the original set was that of heavy texture. Since the third voice functioned only as a commentary and wasn't basically significant, I preferred to try a two-voice conversation on this new album."

The Verve LP was taped at 30 i.p.s. instead of the normal 15 for truer tone and a fuller, more brilliant sound. The set will be released only in stereo.

Produced by Helen Keane, the session was recorded at Webster Hall in New York and engineered by Ray Hall.

## THOROUGHLY MODERN MILLS

### KEEP ON DANCIN'

Harper & Rowe. . . . .(White Whale)

### I CAN'T BELIEVE THAT YOU'RE IN LOVE WITH ME

Virginia Wolves . . . . .(ABC)

### HOW COME YOU DO ME LIKE YOU DO?

John Davidson . . . . .(Columbia)

### TEN STOREYS HIGH

Bill Smith. . . . .(Talmu)

### SERENATA

Joe Harnell . . . . .(Columbia)

### THAT'S MY DESIRE

Ronnie Dove . . . . .(Diamond-L.P.)

John Gary . . . . .(RCA-L.P.)

### AIN'T MISBEHAVIN'

Carmen McRae . . . . .(Kapp-L.P.)

Johnny Watson Trio . . . . .(Okeh-L.P.)

### ROCK-A-BYE YOUR BABY

Judy Garland . . . . .(ABC-L.P.)

### FRENTE A PALACIO

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

**MILLS MUSIC, INC.**  
1619 Broadway  
New York, N.Y. 10019  
PUBLISHING ©

## Mothers' Son Ready With Second Album

NEW YORK—Currently scoring with the group's third single hit, Every Mothers' Son is ready to hit the market with LP #2, according to manager Peter Leeds.

The album, "Every Mothers' Son's Back," will feature the team's new single "The Pony With The Golden Mane" and a series of songs penned by Lary and Dennis Larden or Bruce Milner which are to be included in a songbook for issue at about the same time the album is released.

## Buddah Issues New Burgess Calypso LP

NEW YORK — Buddah Records has just released a new calypso album by Lord Burgess, writer of Harry Belafonte's hits, "Day-O," "Jamaica Farewell" and "Island In The Sun."

The Buddah LP, "Calypso Go Go," features Lord Burgess with his group, the Sun Islanders, and includes "Jamaica Farewell." One new tune, "Calypso Au Go Go," is the title theme from a Paramount Pictures full color short now playing in theatres across the country. Burgess wrote the score for the short.

Burgess became famous in America with the release of Harry Belafonte's album, "Calypso." Burgess wrote eleven of the twelve songs on the album and also composed the tunes for Belafonte's successive calypso LPs, and the 20th Century Fox feature, "Island In The Sun."

## Muscor Drops Mono Price Of Latin Division Albums

NEW YORK—As of the beginning of November, Muscor has returned the price of its Latin Division monaural LP product to the suggested list of \$3.79, according to Chris Spinosa, veep in charge of sales.

Tracing the price picture, Spinosa noted that earlier this year Muscor, like many other disk firms, raised the price of monaural LP's to the level of stereo album prices, on the theory that ultimately this would make possible a gradual phasing-out of all monaural product.

"We found," Spinosa said, "that in the Latin area at least, it doesn't work this way. The Latin market is not a heavy stereo market in the first place."

## New Country Joe Single; Album Is Also Scheduled

NEW YORK—Vanguard Records has rush released a new single from Country Joe and the Fish, "Janis," and an album is announced to be issued by the end of November.

The team which gained national attention with a best selling LP, "Electronic Music for the Mind and Body," and a noise-making "Not So Sweet Martha Lorraine" single, is spotlighted on a vocal version of "Janis." The flip side is an instrumental with an orchestra conducted by team head Joe McDonald.

"Janis" was written by McDonald for Janis Joplin of Big Brother and the Holding Company, a west coast group.

The upcoming Vanguard LP, the second from Country Joe and the Fish, is to be titled "I Feel Like I'm Fixin' to Die."

## Exhibit Plans Book Published By NAMM

CHICAGO—The National Association of Music Merchants has published a colorful 20-page exhibit plans book to herald the big 1968 Music Show scheduled June 23 to 27 at Chicago's Conrad Hilton Hotel.

The 67th annual Music Show, carrying on a tradition begun right after the turn of the century by the music industry, will again represent "America's oldest and biggest marketplace in which to display new products and established lines of music instruments, home entertainment and related businesses." Featured in the exhibit plans book being sent to all commercial members of the NAMM are photos of some of the exhibits of last year's show as well as the outstanding publicity which the Music Show received, including an article in Time magazine.



# Christmas Album Reviews



## SANTA'S OWN CHRISTMAS—Capitol—T-2836

The kids will most likely consider this LP to be the delight of all delights. Everything is done by Santa himself, he tells his own stories, sings his own songs, and talks to the kids about Christmas. Aside from its being a good way to find out what's happenin' at the North Pole, Christmas might be a little brighter with Santa on the turntable.



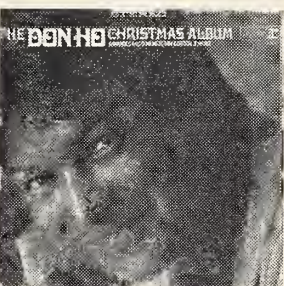
## 'TIS THE SEASON—Jackie Gleason—Capitol ST 2791

Here's the feeling of a cold clear, crisp Christmas wrapped up in a delightful orchestral package from the big band leader himself. Included among the tracks are such outstanding ventures as: "Blue Christmas," "December," "Snowbound For Christmas," and "You're All I Want For Christmas." Looks like plenty of spins and sales in store for this one.



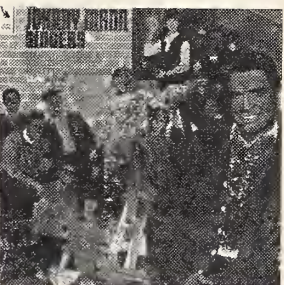
## MERRY CHRISTMAS HO! HO! HO!—Lou Rawls—Capitol ST 2790

Lou Rawls offers up a delicious serving of Christmas-time pie with this set entitled, "Merry Christmas, HO! HO! HO!" Among the better tracks are such selections as: "Merry Christmas, Baby," "Have Yourself A Merry Little Christmas," "Christmas Is," "What Are You Doing New Year's Eve," and his current single "The Little Drummer Boy." Lots of Christmas spirit here.



## THE DON HO CHRISTMAS ALBUM—Reprise R/RS 6265

Hawaiian songster Don Ho offers a Christmas package that should get the joy bells ringing from Diamond Head to Virginia Beach. "Silver Bells," "Mele Kalikimaka," "O Bambino," "It's Christmas Time Again," "The Song of Christmas," and "Merry Christmas Neighbor" are among the finer tracks. This one is likely to stir up plenty of consumer reaction.



## WE WISH YOU A MERRY CHRISTMAS—Johnny Mann Singers—Liberty LRP 3522/LST 7522

This one is set up as a Christmas greeting from the Johnny Mann singers and you to whomever . . . and even has a little To/From: thing on the back of the jacket. Selections include: "O Christmas Tree," "Lo How A Rose," "Go Tell It On The Mountain," "As Lately We Watched," "Deck The Halls" and the title song, to name only a few of the better tracks. It should prove a welcome addition to the selection of gifts under the tree.



## ED SULLIVAN PRESENTS MUSIC OF CHRISTMAS—Columbia CL 2743/CS 9543

A collection of Christmas standards, this set is served up in the standard Ed Sullivan manner. Selections like "Rudolph The Red Nosed Reindeer," "The First Noel," "We Wish You A Merry Christmas," "I Saw Mommy Kissing Santa Claus" and "Jingle Bells" set the pace for this sure-to-please set.



## GOING HOME FOR CHRISTMAS—Jimmie Davis—Decca DL 74868

Ex-governor Jimmie Davis serves up a southern style country-flavored holiday package with "Going Home For Christmas." A delightful set from beginning to end, its Christmas feeling comes across particularly on such tracks as: "The Priceless Gift Of Christmas," "Forgive Me Santa," "White Christmas," and the title song. It's likely to get plenty of spins throughout the land.



## ABC's Third Quarter Earnings Fall Sharply

NEW YORK—Third quarter earnings of the American Broadcasting Company dropped sharply due to a slow-down in advertising commitments.

Leonard H. Goldenson, president, reported that net income from operations for the quarter fell to \$1,510,000, or 32 cents a share, from \$3,880,000, or 83 cents a share, in the 1966 period.

Net income, including capital and nonrecurring transactions, was \$1,510,000, or 32 cents a share, down from \$3,940,000, or 84 cents a share, in the year-earlier period.

## 'ElectROCK Organ' Published By TRO

NEW YORK—The Richmond Organization (TRO) has just published "ElectROCK Organ," a collection of ten contemporary songs arranged for all electric organs including combo organs.

The book includes "A Whiter Shade of Pale," Procol Harum's hit, written by Keith Reid and Gary Brooker. Like the best-selling single, the arrangement includes the Bach-based background counter-melody as well as melody and chords. Lyrics and guitar chords are included with all arrangements, making the book suitable for use by rock combos built around electric organs.

Other songs in "ElectROCK Organ" are "I'm A Man," "Somebody Help Me," and "Gimmie Some Lovin'" all by the Spencer Davis Group; "As Tears Go By," by the Rolling Stones; "Happy Jack," "My Generation," and "Pictures of Lily" all by the Who; "Turn! Turn! Turn!" by Pete Seeger, as recorded by the Byrds; and "Night of Fear," by the Move.

All arrangements for "ElectROCK Organ" were prepared by Rudolf Schramm. The color cover was designed by Manuel "Spain" Rodriguez, art director of the East Village Other, the underground newspaper. "ElectROCK Organ" was prepared for publication by TRO publications director, Judy Bell.

## Taylor/Shields Set Midnight Jazz Show

NEW YORK—Billy Taylor and Del Shields of WLIB-Am/FM-New York will present a Midnight concert bill filled with 17-jazzmen at Carnegie Hall on Nov. 25. Some of the artists scheduled to appear are: Lee Morgan, Thad Jones, Kenny Dorham, Blue Mitchell, Joe Newman, Kenny Burrell, Grant Green, George Benson, Wynton Kelly, and Lorez Alexandria.

Tickets run from \$2.50 to \$4.00. The show will be emceed by Ed Williams of WLIB-FM.

## Thorinshield In Promotion Tour

CHICAGO—Thorinshield, Philips Records west coast-based group, began an extensive promotional tour last Friday (3).

The L.A. trio, object of an extensive campaign by Philips, a division of Mercury Record Corp., arrived in Boston Friday and was scheduled to remain throughout November 5th.

From Boston, Bob Ray, Terry Hand and Jimmy Smith, The members of Thorinshield, are traveling to Philadelphia where they will stay from Nov. 6-11. In Philadelphia, as well as all the cities they are visiting, they will visit radio stations, do TV shows, hold interviews with the press, work record hops and make in-store appearances.

Thorinshield will spend Nov. 12 and 13 in New York, Nov. 14 and 15 in Baltimore and Washington and wind up their tour on November 16th in Pittsburgh and Cleveland.

John Doumanian, national promotion director of Philips who will accompany the trio throughout most of the tour, emphasized that the sojourn will greatly aid promotion of their first Philips single, "The Best Of It" and "Life Is A Dream" and their debut LP, "Thorinshield."

"The excitement Thorinshield has already caused in such a short time in Los Angeles has prompted us to undertake this tour," Doumanian explained. "I think that once everyone gets to meet Thorinshield and watches them perform we will have a national smash on our hands."

## Frank To Sell Mansion Catalog

NEW YORK—Frank Distributing will act as sole selling agent for the publications of Mansion Music (ASCAP).

Mansion, formerly a subsidiary of E. B. Marks Music, includes in its catalog such songs as "Broken-Hearted Melody" (Sarah Vaughn), "Hotel Happiness" (Brook Benton), "Born Too Late" (Poni-Tails) by Charles Strouse & Fred Tobias, "Starry-Eyed" (Gary Stites), "Theme For A Dream" (Cliff Richard) and "I Cry Alone" (Dionne Warwick) by Bacharach-David.

The fastest moving current items in the catalog are "Mobiles," a collection of ten modern piano pieces by Arnold Shaw, formerly general professional manager of Marks Music; "Night Lights," Bilk; and "Stampede," a song by the late Peter La Farge, recorded by Johnny Cash.

"Mobiles" was included in the recommended list of piano teaching music (1967-8) released recently by The New School for Music Study of Princeton, New Jersey. During the past summer, it was performed by music educator David Krahenbuehl at seminars held by the School for piano teachers in five cities.

Shortly to be published by Mansion Music is a new collection of modern piano pieces by Arnold Shaw. A companion volume to "Mobiles," the collection will be called "Stables."

# FOCUS ON JAZZ

MORT FEGA

The advent of a new label is always newsworthy, but it becomes especially so when it also returns to the jazz recording fold a man possessed of an unusually good track record, coupled with a genuine regard for the welfare of the people he records. The label is Milestone Records. The man who guides its destinies is Orrin Keepnews.

## His Riverside Days

Keepnews, aside from being one of the more knowledgeable and respected jazz historians, is best known in jazz circles the world over as the force behind the late-lamented Riverside label. During his tenure with the Riverside label he was responsible for recording such jazz luminaries as Bill Evans, Wes Montgomery, Cannonball Adderley, Mongo Santamaria, and the best of Thelonius Monk, to name just a few. Another significant aspect of his Riverside exploits was his devotion to new talents, players and singers whom he felt were worthy of exposure. In some measure it was this sense of responsibility to deserving performers that brought about the demise of Riverside Records. The outcome of his philosophy was too many recordings, good to be sure, that just did not sell at the retail record counters. But from this outcome we may draw the following inference: Orrin Keepnews, often to his own disservice, was mindful of his responsibility as a jazz record producer, to make the best possible recording of talent that he deemed worthy.

## Now Thru Bialek

Strictly speaking, Milestone had begun operations on a very limited scale last year, with Keepnews doing some producing and serving as overall advisor on a part-time basis. Albums by such artists as trumpeter Thad Jones and country blues singer Big Joe Williams, plus some reissues, had been brought out, and a stockpile of unreleased masters had been built up. Very recently, the label was acquired by Robert Bialek, a leading Washington, D. C. record and book retailer. Bialek's plans call for the immediate expansion of the label's activities, with the experienced Orrin Keepnews as general manager.

Milestone's first release embraces seven albums, covering both ends of the musical pendulum, the very contemporary and the beginning of a series of classic-jazz reissues. To acquaint you with the content of the first release, here is a brief synopsis:

**THE FEELING IS MUTUAL—HELEN MERRILL (MILESTONE STEREO 9003, MONO 1003)** A long-time favorite of discerning listeners who appreciate sensitive, musical artistry, Helen Merrill, under the guidance of pianist and arranger Dick Katz, who produced the date, has done nine tunes here, and obviously each is a favorite of hers. This album should be cherished by Helen's fans who have been clamoring for such a release for too long a time. In the company of five solid jazzmen, her pleasure is manifest in every tune. The only thing that could prevent this album from being a big one for Miss Merrill is the low state of affairs among today's so-called disc jockeys. If they take the trouble to listen to the album, it will get play on the airwaves, and once it does, Helen Merrill fans, old and new, will respond.

**SOLAL — MARTIAL SOLAL (MILESTONE STEREO 9002, MONO 1002)** Martial Solal, who has to be one of the top jazz pianists in the world, has had far too few recordings of his enormous talent. This album, done live before a Parisian audience, is eloquent testimony to why Solal is held in such high veneration by all appreciators of good music. In trio context, with his regular colleagues, Guy Pedersen on bass and Daniel Humair on drums, the phenomenal Solal displays why critics have called him the closest thing to Art Tatum.

**MEAN WHAT YOU SAY—THAD JONES/PEPPER ADAMS (MILESTONE STEREO 9001, MONO 1001)** A quintet offering that was recorded in the Spring of 1966, this album epitomizes the Keepnews philosophy of the good things that should be recorded. With a rhythm section of Duke Pearson, Ron Carter, and Mel Lewis, Thad and Pepper virtually dance through the eight tracks. To listeners this should come as no surprise because Thad Jones and Pepper Adams have been working together as co-leaders for a long time. The element of togetherness is very apparent, no matter what the tempo, what the groove.

**FULL VIEW — WYNTON KELLY (MILESTONE STEREO 9004, MONO 1004)** This album is, in a manner of speaking, a re-alliance. It was on the Riverside label that Wynton made some of his most satisfying music, and then, as now, the dates were produced and supervised by Keepnews. So it comes as no surprise that some of the best that Wynton Kelly has to offer has been captured anew. Wynton's colleagues for the nine tracks are his old standby, Jimmy Cobb, on drums, and Ron McClure, currently a vital member of the Charles Lloyd Quartet, on bass. There is every reason to believe that this album could be the catalyst for Wynton Kelly's long-awaited arrival.

**MOODY AND THE BRASS FIGURES — JAMES MOODY (MILESTONE STEREO 9005, MONO 1005)** This James Moody release is the beginning of the culmination of a program that trombonist-arranger Tom McIntosh and Moody have been working on for several years. Five of the nine tracks feature The Brass Figures Orchestra, arranged for and conducted by McIntosh, and the remaining four tracks feature Moody and a rhythm section. The program material is extremely well balanced, employing standards, originals, and jazz classics. James Moody has been waiting far too long for his big record, witness his enormous talent. Who is to say that this is not the one?

Rounding out the initial release are four reissues in the classic-jazz catalogue, **THE IMMORTAL MA RAINEY**, **THE IMMORTAL JOHNNY DODDS**, **THE IMMORTAL JELLY ROLL MORTON**, and **THE IMMORTAL BLIND LEMON JEFFERSON**. The release of music by such legendary figures augurs well for the program of classic jazz releases by Milestone, as well it should when it is being overseen by someone as well versed in the classics as Orrin Keepnews.

Milestone has made it clear that it intends to work with independent producers, people like Albert Marx on the West Coast, and blues expert Pete Welding. As a matter of fact, scheduled to be released very soon is a date that was produced by Marx, a big band date featuring Tommy Vig, brilliant vibraphonist, composer, arranger who has built up such a strong following in Las Vegas. The debut big band package by Vig will be titled, "Sound of the Seventies," and will feature a twenty-three piece orchestra.

Among the jazz personalities who have signed exclusive recording contracts with Milestone are pianist-composer Bobby Timmons, Joe Henderson, a recent Down Beat Critics' Poll winner, Gary Bartz, a promising young alto saxophonist, and the blues-oriented Chicago guitarist, Phil Upchurch, who has had a long association with The Staple Singers.

Orrin Keepnews, in his press release, stated that, "We want to put across our 'revolutionary' concept: that good music—contemporary jazz, old jazz, blues—can sell, for the simple reason that there is a quality audience out there waiting impatiently for quality product." I'll buy that, and I wish Robert Bialek, Orrin Keepnews, and Milestone Records all that it takes to make it come to fruition.

<b>YOU DON'T KNOW ME</b> ELVIS PRESLEY	RCA VICTOR Brenner Music
<b>SAN FRANCISCAN NIGHTS</b> ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
<b>GOOD TIMES</b> ERIC BURDON & ANIMALS	MGM Slamina Music, Inc. Sea-Lark Ent Inc.
<b>WHAT'S IT GONNA BE</b> DUSTY SPRINGFIELD	PHILIPS Rumbalero Music, Inc. Ragmar Music, Inc.
<b>LOVEY DOVEY</b> BUNNY SIGLER	PARKWAY Progressive Music Pub. Co., Inc.
<b>YOU'RE NEVER GONNA GET MY LOVIN'</b> ENCHANTED FOREST	AMY Rumbalero Music, Inc. Kenny Lynch Music, Inc.
<b>THE IDOL</b> THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
<b>HIS SMILE WAS A LIE</b> THE FORTUNES	U.A. Noma Music, Inc. Fortitude Music, Inc.
<b>SHAKE, RATTLE AND ROLL</b> ARTHUR CONLEY	ATCO Progressive Music, Inc.
<b>16 TONS</b> TOM JONES	PARROT Noma Music, Inc. Elvis Presley Music, Inc. American Music
<b>16 TONS</b> JAMES & BOBBY PURIFY	BELL Noma Music, Inc. Elvis Presley Music, Inc. American Music
<b>WAITIN' FOR CHARLIE TO COME HOME</b> MARLENA SHAW	CADET Dolfi Music, Inc.
<b>ANY DAY NOW</b> PAT LUNDY	COLUMBIA Plan Two Music, Inc.
<b>WATERLOO SUNSET</b> THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
<b>TWO SISTERS</b> THE KINKS	REPRISE Noma Music, Inc. Hi-Count Music, Inc.
<b>SHE BELIEVES IN ME</b> SAMMY DAVIS, JR.	REPRISE Noma Music, Inc. Smooth Music, Inc.
<b>THE ABERBACH GROUP</b> 1619 Broadway, New York, N. Y.	



# WOR-FM Dismisses Michaels and Muni

NEW YORK — WOR-FM-New York has discharged deejays Johnny Michaels and Scott Muni. No official announcement had been made by the station, but Michaels said his employment had been terminated after his broadcast of Friday, October 27, at ten o'clock a.m. Muni said he was told of his dismissal by telephone.

The exit of Michaels and Muni brings to an end the avant-garde programming format of the station, which has been on a "rock" basis for the past year and a half. Former WOR-FM deejays Murray Kaufman ("Murray the K") and Bill "Roscoe" Mercer left the station a month ago in a programming dispute with the station's management.

Michaels and Muni issued a joint statement which said in part: "The termination of our employment with WOR-FM represents the climax of a disagreement over creativity versus conformity. We have been given to understand that the playlist and format of the station will now be a strict 'top 30.' Such programming seems to us monotonous and stale. Our attitude during our tenure with the station—and we feel Murray Kaufman and Roscoe will agree with us—was that we had a duty to present the best of today's music intelligently and seriously to an audience that is tired of routine programming. Audience reaction to this concept, while we were employed at the station, confirmed our attitude. As professional disc jockies, responsible to our audience, we regret the dissolution of what we feel was truly 'creative radio.'

"The abuse of freedom is as bad as the restraint of it. However, we believe that conscientious disc jockies owe themselves and their audience some voice in what is heard over the air. Without that voice, radio fails as entertainment. We shall continue, in our subsequent employment, to provide our audiences with good music and good entertainment, creatively and honorably."

## Matthews Becomes Director For Morgan Musical Firms

DALLAS—Pat Morgan, president of Pompeii Publishing and Pat Morgan Associates, last week announced that Onzy Matthew has joined his organizations as musical director.

In his position, Matthews will be auditioning new talents for possible bookings and recordings. He will also be active in the publishing end.

Currently signed as arranger-conductor-pianist with Capitol Records, Matthews has worked with Lou Rawls, Ray Charles, Della Reese and other artists. Among the albums in which Matthews has played a large part are three of Ray Charles' ABC LP's, Lou Rawls' "Tobacco Road" and his own "Blues With a Touch of Elegance" and "Onzy Matthews Plays Sounds for the '60's."

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## Otchis Appointed To Liberty Post

BEVERLY HILLS—Jerald A. Otchis has been designated production department manager for Liberty Records, Inc. according to Irv Kessler, vice-president in charge of manufacturing.

Before taking the new position Otchis, a certified public accountant, was an internal auditor for Liberty. Prior to coming to Liberty he was employed by Price Waterhouse and Co.

## Williams Signed In Three Posts At Musicor Records

NEW YORK—Jerry Williams will be working at Musicor in the triple-positions of singer, producer and writer for the label's Catalogue publishing affiliate.

First release from the pop-r&b artist as a performer will be the Musicor single "Run Run Roadrunner." His production talent will be used for both the Musicor and Dynamo labels.

Williams has previously been involved in productions for the Orlons, Bobby Peterson, Freddy Cannon and recent jobs with Calla, Loma and Aldo Records.

## NAACC Cites Morton Gould For Musical Contribution

Morton Gould, distinguished composer, conductor and pianist, received the Henry Hadley Medal from the National Association for American Composers and Conductors at its 35th Annual Awards Dinner at the Waldorf-Astoria last week (30). The medal was presented to him in recognition of his outstanding service to American music.

Other citations for distinguished service to American music were presented by the NAACC to Delta Omicron, international music fraternity, through its president, Helen Downie Bishop; ASCAP-composer Gena Branscombe; Paul Price, renowned percussionist and educator; Claudette Sorel, pianist and music educator; and composer Robert Ward.

## Touche Music Expands

MONTGOMERY, Ala.—Touche Music, a B.M.I. affiliated publisher has announced an expansion of its operations. The label, Touche Records, which has been out for the past six months, will remain the same. A new production unit has been put into operation under the supervision of Von Taylor, a former Nashville writer and Don Moseley, a former program director at several of the top 40 stations. The president of the firm is Henry Heller, a Montgomery attorney, real estate developer and owner of Dixie Raceways. The new location of Touche records is the fifth floor of the Frank Leu Building in Montgomery, Alabama. A complete Demo studio has been installed, which will be for private use only. All master sessions will be produced in Memphis and Nashville.

## Scandan Records Debuts On Coast

RIVERSIDE, Calif. — Orla Miller, president, and Lee Winton have formed a new record label, Scandan Records, here in Riverside, California. Winton will handle promotion and sales. A first album and a single are slated for release in the near future.

## Crown Music Formed

HOLLYWOOD—Crown International Music (BMI) has been formed as a division of Crown International Pictures of Beverly Hills, it was announced recently. Singles and albums released through Crown International Music will present music sound tracks and songs from Crown International Pictures flicks and will be used in the promotion of the latter's product.



## CashBox Top 100 Labels

A.B.C.	12, 74	Motown	54
A&M	37, 38	Musicor	87
Atco	12, 33, 41, 64, 80, 92	New Voice	73
Atlantic	9, 18	Ode	28
Bang	19	Parkway	36, 72
Bell	52	Parrot	21
Bunky	45	Philips	27, 29
Cadet	84	Phil-LA of Soul	39
Capitol	47, 76, 91, 97	RCA Victor	35, 42, 100
Chess	75	Reprise	30, 40, 43
Colgems	56	Revilot	77
Columbia	32, 60, 71, 96	Rising-Sun	15
Crimson	7	Roulette	49
Date	14	Scepter	23
Decca	17	Soul City	61
Dionn	82	Shout	65, 68
Double Shot	48	Smash	31
Dunhill	25, 66	Soul	45
Elektra	22	S.S.S.I.	63
Epic	3, 8, 53, 68, 78, 86	Stax	1
Gordy	16	Tamla	6, 11, 51, 58
Immediate	95	U.N.I.	2
Kama Sutra	24	United Artists	83
King	34	Vagas	89
Liberty	5, 59, 67, 79, 81	Verve Forecast	13
London	98	Wand	93
Mala	10, 57, 94	Warner Bros.	20, 50, 85, 90
Mercury	26, 55	White Whale	44
MGM	4, 69, 70		

## Flying High

The "Jefferson Airplane Loves You" philosophy is spread by the group shown here on stage at New York's Hunter College in concert performance. The concert was particularly well attended and was preceded by a press conference. Part of the Jefferson Airplane's performance was filmed at the concert.



## New Rodgers Scores Hit Chappell Jackpot

NEW YORK—A raft of new disking activity has moved the name Richard Rodgers squarely into the spotlight, according to a spokesman for Chappell & Co. One disk, "Glad To Be Unhappy," the latest smash by Dunhill's Mamas and Papas, now looks to be a sure bet to bring the Rodgers name into the top 10 of the nation's singles charts for the first time in quite a spell. The tune was written by Rodgers and the late Lorenz Hart for the show "On Your Toes" more than 25 years ago. Another Rodgers and Hart standard, "My Funny Valentine," is also out in a new single version by Barbra Streisand on Columbia.

Rodgers' upcoming musical version of "Androcles and the Lion," set for NBC-TV airing Wednesday (15), has already produced a number of new singles releases. Rodgers' score is published through Williamson Music, a Chappell affiliated firm.

One tune from "Androcles," titled "Strangers," has already drawn five new recordings. These include versions by the Sunflower Singers on ABC-Paramount; the Strawberry Singers on RCA Victor; Ed Ames on RCA Victor; the Skitch Henderson Orchestra and Chorus on Columbia; and Frank Pourcel on Liberty.

"No More Waiting," also from the

"Androcles" score, has been cut by Carol Lawrence for RCA Victor and by Arnold Goland and his Orchestra for United Artists Records. RCA Victor is releasing the soundtrack album of the score.

Also contributing a generous share of the Chappell activity of the moment is the Lerner and Loewe score for the newly released motion picture version of "Camelot." The song "Follow Me," with new lyrics for the movie written by Alan Jay Lerner, has already been sliced by Robert Goulet, who first came to fame in the original Broadway cast of "Camelot." Goulet also cut "If Ever I Would Leave You," which became his show-stopping song in the original show. "Follow Me" is expected to have versions by Frank Sinatra on Reprise and by Andy Williams on Columbia.

Considerable action is also expected shortly on songs from the Shire and Maltby score for "How Do You Do I Love You," now on a pre-Broadway tryout run on the tent theatre circuit. The show was playing at The Westbury Theatre, Westbury, New York, recently.

Another successful Chappell writing team, Tom Jones and Harvey Schmidt, are now represented with a new version of "What Is A Woman," from their show, "I Do, I Do," by John Davidson on Columbia.

## Good Old Days

The good old days come to life when Steve Mason (left) sings his Crosby and Columbo stylings of old Crosby and Columbo standards. It takes more than a discerning ear to tell the original from the copy when you listen to the Mason LP's shown displayed in Sam Goody's New York window. Sam's son Howard Goody is shown shaking hands with Mason.







# TOP 100 Albums

NOVEMBER 11, 1967

- |   |   |   |  |
|---|---|---|--|
| <p><b>1 DIANA ROSS &amp; THE SUPREMES GREATEST HITS</b><br/>(Motown M/MS 2-663) 1</p> <p><b>2 SGT. PEPPER'S LONELY HEARTS CLUB BAND</b><br/>Beatles (Capitol T/TS 2653) 2</p> <p><b>3 THE DOORS</b><br/>(Elektra EKS 4007/EKS 74007) 3</p> <p><b>4 VANILLA FUDGE</b><br/>(Atco 224/SD 224) 6</p> <p><b>5 4 TOPS GREATEST HITS</b><br/>(Motown M/MS 662) 4</p> <p><b>6 STRANGE DAYS</b><br/>Doors (Elektra EK 4014/EKS 7414) 9</p> <p><b>7 ODE TO BILLIE JOE</b><br/>Bobbie Gentry (Capitol T/ST 2830) 5</p> <p><b>8 THE BYRDS GREATEST HITS</b><br/>(Columbia CL 2716/CS 9516) 8</p> <p><b>9 ARE YOU EXPERIENCED</b><br/>Jimi Hendrix Experience (Reprise R/RS 6261) 11</p> <p><b>10 DR. ZHIVAGO</b><br/>Soundtrack (MGM E/ES 6 ST) 10</p> <p><b>11 INSIGHT OUT</b><br/>Association (Warner Bros. W/WS 1696) 12</p> <p><b>12 BEE GEES 1ST</b><br/>(Atco 233/SD 233) 13</p> <p><b>13 GROOVIN'</b><br/>Young Rascals (Atlantic 8148/SD 8148) 16</p> <p><b>14 ARETHA ARRIVES</b><br/>Aretha Franklin (Atlantic 8150/SD 8150) 7</p> <p><b>15 ALBUM 1700</b><br/>Peter, Paul &amp; Mary (Warner Bros. W/WS 1700) 14</p> <p><b>16 TO SIR, WITH LOVE</b><br/>Soundtrack (Fontana MGF 27569/SRF 67569) 17</p> <p><b>17 RELEASE ME</b><br/>Engelbert Humperdinck (Parrot PA 6102/PAS 71012) 21</p> <p><b>18 FLOWERS</b><br/>Rolling Stones (London LL 3509/PS 509) 15</p> <p><b>19 SMILEY SMILE</b><br/>Beach Boys (Brother T/ST 9001) 20</p> <p><b>20 SOUND OF MUSIC</b><br/>Soundtrack (RCA Victor LOCD/LSOD 2005) 18</p> <p><b>21 WINDOWS OF THE WORLD</b><br/>Dionne Warwick (Scepter M/S 563) 25</p> <p><b>22 SILVER THROAT—BILL COSBY SINGS</b><br/>(Warner Bros. W/WS 1709) 19</p> <p><b>23 LOOK OF LOVE</b><br/>Claudine Longet (A&amp;M 129/SP 4129) 24</p> <p><b>24 SUPER HITS</b><br/>Various Artists (Atlantic 501/SD 501) 28</p> <p><b>25 A DAY IN THE LIFE</b><br/>Wes Montgomery (A&amp;M 2001/SP 3001) 30</p> <p><b>26 MONKEES HEADQUARTERS</b><br/>(Colgems COM/COS 103) 22</p> | <p><b>27 SIMPLY STREISAND</b><br/>Barbra Streisand (Columbia CL 2682/CS 9482) 54</p> <p><b>28 WINDS OF CHANGE</b><br/>Animols (MGM E/ES 4484) 26</p> <p><b>29 SOUNDS LIKE</b><br/>Herb Alpert &amp; Tijuano Brass (A&amp;M LP 124/SP 4124) 34</p> <p><b>30 THE WORLD WE KNEW</b><br/>Frank Sinatra (Reprise F/FS 1022) 31</p> <p><b>31 INCENSE AND PEPPERMINTS</b><br/>Strawberry Alarm Clock (Uni 3014/73014) 52</p> <p><b>32 SURREALISTIC PILLOW</b><br/>Jefferson Airplane (RCA LPM/LSP 3766) 27</p> <p><b>33 REACH OUT</b><br/>4 Tops (Motown 660) 23</p> <p><b>34 REVOLUTION</b><br/>Paul Revere &amp; The Raiders (Columbia CL 2721/CS 9521) 29</p> <p><b>35 BLAZE</b><br/>Hermon's Hermits (MGM E/SE 4478) 36</p> <p><b>36 WITH A LOT O'SOUL</b><br/>Temptation (Gordy G/GS 922) 32</p> <p><b>37 A MAN AND A WOMAN</b><br/>Soundtrack (United Artists UAL 4147/UAS 5174) 35</p> <p><b>38 I WAS MADE TO LOVE HER</b><br/>Stevie Wonder (Tomio T/TS 279) 33</p> <p><b>39 BIG BROTHER &amp; THE HOLDING COMPANY</b><br/>(Mainstream 56099/S 6099) 39</p> <p><b>40 IT MUST BE HIM</b><br/>Vikki Carr (Liberty LRP 3533/LST 7533) 57</p> <p><b>41 BEST OF SONNY &amp; CHER</b><br/>(Atco 219/SD 219) 41</p> <p><b>42 SMOKY ROBINSON &amp; THE MIRACLES MAKE IT HAPPEN</b><br/>(Tomla T/TS 276) 44</p> <p><b>43 DOCTOR DOLITTLE</b><br/>Soundtrack (20th Century-Fox DTCS 5101) 43</p> <p><b>44 THE COWSILLS</b><br/>(MGM E/SE 4498) 75</p> <p><b>45 WELCOME TO MY WORLD</b><br/>Deon Martin (Reprise R/RS 6250) 37</p> <p><b>46 JOAN</b><br/>Joan Boez (Vanguard VRS 9240/VSD 79240) 40</p> <p><b>47 COME BACK WHEN YOU GROW UP</b><br/>Bobby Vee (Liberty LRP 3534/LST 7534) 50</p> <p><b>48 MONTOVANI/HOLLYWOOD</b><br/>(London LL 3516/PS 516) 48</p> <p><b>49 THESE ARE MY SONGS</b><br/>Petula Clark ((Warner Bros. W/WS 1698) 38</p> <p><b>50 GOLDEN GREATS BY THE VENTURES</b><br/>(Liberty LRP 2053/LST 8053) 47</p> <p><b>51 REVENGE</b><br/>Bill Cosby (Warner Bros. W/WS 169) 46</p> | <p><b>52 BORN FREE</b><br/>Andy Williams (Columbia CL 2680/CS 9480) 45</p> <p><b>53 PROCOL HARUM</b><br/>(Derom DE 16008/DES 18008) 42</p> <p><b>54 LUSH LIFE</b><br/>Nancy Wilson (Capitol T/ST 2757) 58</p> <p><b>55 TEMPTATIONS GREATEST HITS</b><br/>(Gordy GM/GS 919) 53</p> <p><b>56 COLD SWEAT</b><br/>James Brown (King 1020/S 1020) 49</p> <p><b>57 ALL MITCH RYDER HITS</b><br/>(New Voice NV/NVS 2004) 65</p> <p><b>58 RESPECT</b><br/>Jimmy Smith (Verve V/V-6 8705) 51</p> <p><b>59 FAREWELL TO THE FIRST GOLDEN ERA</b><br/>Momos &amp; Popos (Dunhill D/D5 50025) 66</p> <p><b>60 FRESH CREAM</b><br/>Creom (Atco 206/SD 206) 55</p> <p><b>61 HERE WHERE THERE IS LOVE</b><br/>Dionne Warwick (Scepter M/S 555) 56</p> <p><b>62 GONE WITH THE WIND</b><br/>Soundtrack (MGM 1E-10 St) 62</p> <p><b>63 RIGHTEOUS BROTHERS GREATEST HITS</b><br/>(Verve V/V6 5020) 64</p> <p><b>64 JOHN GARY CARNEGIE HALL CONCERT</b><br/>(RCA Victor LOC/LSO 1139) 60</p> <p><b>65 UNITED</b><br/>Morvin Goye &amp; Tommi Terrell (Tomio T/TS 277) 59</p> <p><b>66 HAWAIIAN ALBUM</b><br/>Roy Conniff (Columbia CL 2747/CS 9547) 68</p> <p><b>67 WHIPPED CREAM</b><br/>Herb Alpert &amp; Tijuano Brass (A&amp;M LP 110/SP 4110) 61</p> <p><b>68 PAUL REVERE &amp; THE RAIDERS GREATEST HITS</b><br/>(Columbia KCL 2662/KCS 9462) 67</p> <p><b>69 CAMELOT</b><br/>Soundtrack (Warner Bros. B/BS 1712) 76</p> <p><b>70 DANCING IN THE STREET</b><br/>Romsey Lewis (Codet LP/LPS 794) 78</p> <p><b>71 COUNTRY, MY WAY</b><br/>Nancy Sinatra (Reprise R/RS 6251) 63</p> <p><b>72 BEST OF WILSON PICKETT</b><br/>(Atlantic 8151/SD 8151) —</p> <p><b>73 GOLDEN HITS</b><br/>Roger Williams (Kopp KL-1530/KS 3530) 69</p> <p><b>74 MOBY GRAPE</b><br/>(Columbia CL 2698/CS 9498) 81</p> <p><b>75 I NEVER LOVED A MAN</b><br/>Aretha Franklin (Atlantic 8139/SD 8139) 70</p> <p><b>76 LOVE ANDY</b><br/>Andy Williams (Columbia CL 2766/CS 9566) —</p> | <p><b>77 OUR SONG</b><br/>Jock Jones (Kopp KL-1531/KS-3531) 71</p> <p><b>78 THE TURTLES GOLDEN HITS</b><br/>White Whale (WW 115/WWS 7115) —</p> <p><b>79 MARY IN THE MORNING</b><br/>Al Martino (Capitol T/ST 2780) 74</p> <p><b>80 TURN THE WORLD AROUND</b><br/>Eddy Arnold (RCA Victor LPM/LSP 3869) 93</p> <p><b>81 MOTOWN SOUNDS VOL. 7</b><br/>Various Artists (Motown M/MS 661) 83</p> <p><b>82 FOR A FEW DOLLARS MORE</b><br/>Leroy Holmes (United Artists UAL 3608/UAS 6608) 92</p> <p><b>83 FRANKIE VALLI SOLO</b><br/>(Philips RHM 200-247/PHS 600-247) 72</p> <p><b>84 DIONNE WARWICK'S GOLDEN HITS PART ONE</b><br/>(Scepter SRM/SRS 565) —</p> <p><b>85 APPLES, PEACHES, PUMPKIN PIE</b><br/>Joy &amp; Techniques (Smosh MGS 27095/SRS 67095) 79</p> <p><b>86 JUST FOR YOU</b><br/>Neil Diamond (Bong BLP/BLPS 217) 89</p> <p><b>87 RAVI SHANKAR AT THE MONTEREY INTERNATIONAL POP FESTIVAL</b><br/>World Pacific (WP 1442/WPS 21442) —</p> <p><b>88 SOUL MEN</b><br/>Som &amp; Dove (Stax 725/SD 725) —</p> <p><b>89 ALLIGATOR BOOGALOO</b><br/>Lou Donaldson (Blue Note BLP 4263/BLPS 84264) 94</p> <p><b>90 BOB DYLAN'S GREATEST HITS</b><br/>(Columbia KCL 2663/KCS 9463) 84</p> <p><b>91 BUFFALO SPRINGFIELD AGAIN</b><br/>(Atco 226/SD 226) —</p> <p><b>92 SPANKY &amp; OUR GANG</b><br/>(Mercury MG 21124/SR 61124) 88</p> <p><b>93 WITH LOVE CHER</b><br/>(Imperial LP 9358/LPS 12358) —</p> <p><b>94 TODAY'S THEMES FOR YOUNG LOVERS</b><br/>Percy Foith (Columbia CL 2704/CS 9504) 87</p> <p><b>95 THE BOX TOPS</b><br/>(Bell 6011/S 6011) —</p> <p><b>96 FOR YOUR LOVE</b><br/>Peaches &amp; Herb (Dote TEM 3005/TE5 4005) 97</p> <p><b>97 S.R.O.</b><br/>Herb Alpert &amp; The Tijuano Brass (A&amp;M LP 119/SP 4119) 85</p> <p><b>98 LISTEN</b><br/>Roy Charles (A&amp;M ABC/ABCS 595) 96</p> <p><b>99 PINK FLOYD</b><br/>(Tower T/ST 5093) —</p> <p><b>100 OF CABBAGES AND KINGS</b><br/>Chod Stuart &amp; Jeremy Clyde (Columbia CL 2671/CS 9471) 112</p> |
|---|---|---|--|
- 
- |  |   |   |  |
|--|---|---|--|
| <p><b>101 CHILD OF CLAY</b><br/>Jimmy Rodgers (A&amp;M 130/SP 4130)</p> <p><b>102 MAN OF LA MANCHA</b><br/>Original Cast (Kopp KRL 4505/KRS 5505)</p> <p><b>103 GOODBYE AND HELLO</b><br/>Tim Buckley (Elektra EKL 318/EKS 7318)</p> <p><b>104 FISTFUL OF DOLLARS</b><br/>Soundtrack (RCA Victor LOC/LOS 1135)</p> <p><b>105 HONEY AND WINE</b><br/>Glen Yorborough</p> <p><b>106 SILK AND SOUL</b><br/>Nino Simone (RCA Victor LPM/LPS 3837)</p> <p><b>107 REACH OUT</b><br/>Burt Bacharach (A&amp;M 131/SP 4131)</p> <p><b>108 LATIN LOVE-IN</b><br/>Tony Mottolo (Project 3 PR 5010 SD)</p> <p><b>109 ALICE'S RESTAURANT</b><br/>Ario Guthrie (Reprise R/RS 6267)</p> <p><b>110 HOLLIES GREATEST HITS</b><br/>(Imperial LP 9350/12350)</p> <p><b>111 CLAUDINE</b><br/>Claudine Longet (A&amp;M LP 121/LPS 4121)</p> | <p><b>112 ONE NATION UNDERGROUND</b><br/>Pearls Before Swine (ESP ESP 1054)</p> <p><b>113 I WANT SOMEONE TO LOVE</b><br/>Frankie Laine (ABC A&amp;M/ABCS 608)</p> <p><b>114 THE WORLD WE KNEW</b><br/>Bert Koempfert (Decca DL/DL 74925)</p> <p><b>115 BLUES PROJECT LIVE AT TOWN HALL</b><br/>(Verve/Forecast FT/FTS 3025)</p> <p><b>116 HIGHER &amp; HIGHER</b><br/>Jackie Wilson (Brunswick 8L 54130/8L 7-54130)</p> <p><b>117 MR. SPOCK'S MUSIC FROM OUTER SPACE</b><br/>Leonard Nimoy (Dot DLP 3794/25794)</p> <p><b>118 MEXICAN TRIP</b><br/>Mystic Moods (Philips PHM 200-500/PHS 600-250)</p> <p><b>119 RHAPSODIES FOR YOUNG LOVERS VOL. II</b><br/>Midnight String Quartet (Vivo V 6008/36008)</p> <p><b>120 THOROUGHLY MODERN MILLIE</b><br/>Soundtrack (Decca DL 1500/71500)</p> | <p><b>121 SOULED OUT</b><br/>Righteous Bros. (Verve V/V-6 5031)</p> <p><b>122 HOLLYWOOD MON AMOUR</b><br/>Robert Goulet (Columbia CL 2727/CS 9257)</p> <p><b>123 THERE MUST BE A WAY</b><br/>Jimmy Roselli (United Artists UAL 3611/UAS 6611)</p> <p><b>124 FIDDLER ON THE ROOF</b><br/>Original Cast (RCA Victor LPM/LPS 3730)</p> <p><b>125 YOU ONLY LIVE TWICE</b><br/>Soundtrack (United Artists UAL 4155/UAS 5155)</p> <p><b>126 THIS IS MY SONG</b><br/>Roy Conniff (Columbia CL 2676/CS 9476)</p> <p><b>127 LISTEN</b><br/>Gory Lewis (Liberty LRP 3524/LST 7524)</p> <p><b>128 BEST OF LAWRENCE WELK</b><br/>(Dot DLP 3812/DLPS 25812)</p> <p><b>129 CANNED HEAT</b><br/>(Liberty LRP 3526/LST 7526)</p> <p><b>130 HIP-HUG-HER</b><br/>Booker T &amp; MG's (Stox 717/S-717)</p> | <p><b>131 GOING PLACES</b><br/>Herb Alpert &amp; Tijuano Brass (A&amp;M LP 112/SP 4112)</p> <p><b>132 ELECTRIC MUSIC FOR THE MIND &amp; BODY</b><br/>Country Joe &amp; The Fish (Vanguard VRS/VSD 9244)</p> <p><b>133 BEST OF EDDY ARNOLD</b><br/>(RCA Victor LPM/LSP 3565)</p> <p><b>134 JR. WALKER &amp; THE ALL STARS "LIVE"</b><br/>(Soul S/SS 705)</p> <p><b>135 WHAT NOW MY LOVE</b><br/>Herb Alpert &amp; Tijuano Brass (A&amp;M LP 114/SP 4114)</p> <p><b>136 THE KENNEDY DREAM</b><br/>Oliver Nelson (Impulse A/AS 9144)</p> <p><b>137 WONDERFULNESS</b><br/>Bill Cosby (Warner Bros. W/WS 1634)</p> <p><b>138 RALLY 'ROUND THE FLAGG</b><br/>Fonnie Flagg (RCA Victor LPM/LSP 3856)</p> <p><b>139 ABSOLUTELY FREE</b><br/>Country Joe &amp; Fish (Verve V 5013/V 6-5013)</p> <p><b>140 SOPWITH CAMEL</b><br/>Komo Sutra KLP/KLPS 8060)</p> |
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# 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.

## RCA VICTOR

Original Soundtrack  
Los Indios Tabajaras  
Eddy Arnold  
Chet Atkins  
Chet Atkins  
Al Hirt  
Al Hirt  
Henry Mancini  
Jim Reeves  
Connie Smith  
John Gary  
Elvis Presley  
Jim Reeves  
John Gary  
Chet Atkins  
Floyd Cramer  
Porter Wagoner  
Perry Como  
Sons of the Pioneers  
Jim Reeves  
Elvis Presley  
Youngbloods  
Elvis Presley  
Elvis Presley  
Original Cast  
Elvis Presley  
Glenn Miller  
Henry Mancini  
Harry Belafonte  
Original Cast  
Elvis Presley  
Al Hirt  
Elvis Presley  
Kate Smith  
Original Cast  
Eddy Arnold  
George B. Shea  
Myron Cohen  
Jeanette Mac Donald  
& Nelson Eddy  
Jefferson Airplane  
Jimmy Dean  
John Gary  
Kate Smith  
Floyd Cramer  
Eddy Arnold  
Eddy Arnold  
Henry Mancini  
Floyd Cramer  
Henry Mancini  
Al Hirt  
Ed Ames  
Eddy Arnold  
Waylon Jennings  
Elvis Presley  
Perry Como  
Peter Nero  
Charley Pride  
Minn Simone  
Eddy Arnold  
Original Cast  
Original Cast  
John Gary  
Elvis Presley  
Jefferson Airplane  
Ed Ames  
Eddy Arnold  
Glenn Yarbrough  
Dottie West  
Jim Reeves

A Fistful of Dollars  
A Very Special Touch  
The Best of Eddy Arnold  
The Best of Chet Atkins  
The Best of Chet Atkins Vol. 2  
The Best of Al Hirt  
The Best of Al Hirt Vol. 2  
The Best of Mancini  
The Best of Jim Reeves  
The Best of Connie Smith  
The Best of John Gary  
Blue Hawaii  
Blue Side of Lonesome  
The John Gary Carnegie Hall Concert  
Chet Atkins Picks The Best  
Class of 67  
Cold Hard Facts of Life  
Como's Golden Records  
Cool Water  
Distant Drums  
Double Trouble  
Earth Music  
Elvis' Gloden Records  
Elvis' Golden Records Vol. 2  
Fiddler on the Roof  
G. I. Blues  
Glenn Miller Story  
Gunn  
Harry Belafonte on Campus  
Hello Dolly  
His Hand in Mine  
Honey in the Horn  
How Great Thou Art  
How Great Thou Art  
I Do! I Do!  
I Want To Go With You  
Inspirational Songs  
It's Not a Question  
J. MacDonald & N. Eddy Favorite  
Jefferson Airplane Takes Off  
Jimmy Dean is Here  
John Gary Sings Especially For You  
Kate Smith Today  
Last Date  
Last Word in Lonesome  
Lonely Again  
Mancini 67  
Floyd Cramer Plays The Monkees  
Music of Hawaii  
Music To Watch Girls By  
My Cut Runneth Over  
My World  
Nashville Rebel  
Paradise Hawaiian Style  
Perry Como In Italy  
Pete Hero Plays a Salute to Herb Alpert  
Pride of Country Music  
Silk & Soul  
Somebody Like Me  
The Sound of Music  
Rodgers & Hammerstein's South Pacific  
Spanish Moonlight  
Spinout  
Surrealistic Pillow  
Time, Time  
Turn the World Around  
For Emily, Wherever I May Find Her  
With All My Heart and Soul  
Yours Sincerely

LOC/LSO 1135  
LPM/LSP 3723  
LPM/LSP 3565  
LPM/LSP 2887  
LPM/LSP 3558  
LPM/LSP 3309  
LPM/LSP 3556  
LPM/LSP 2693  
LPM/LSP 3482  
LPM/LSP 3848  
LPM/LSP 3730  
LPM/LSP 2426  
LPM/LSP 3793  
LOC/LSO 1139  
LPM/LSP 3818  
LPM/LSP 3827  
LPM/LSP 3797  
LPM/LSP 1981  
LPM/LSP 2118  
LPM/LSP 3542  
LPM/LSP 3787  
LPM/LSP 3865  
LPM/LSP 1707  
LPM/LSP 2075  
LOC/LSO 1093  
LPM/LSP 2256  
LPM/LSP 1192  
LPM/LSP 3840  
LPM/LSP 3779  
LOCD/LSOD 1087  
LPM/LSP 2328  
LPM/LSP 2733  
LPM/LSP 3758  
LPM/LSP 3445  
LOC/LSO 1128  
LPM/LSP 3507  
LPM/LSP 1187  
LPM/LSP 3791  
LPM/LSP 1738  
LPM/LSP 3534  
LPM/LSP 3727  
LPM/LSP 3695  
LPM/LSP 3670  
LPM/LSP 2350  
LPM/LSP 3622  
LPM/LSP 3753  
LPM/LSP 3694  
LPM/LSP 3811  
LPM/LSP 3713  
LPM/LSP 3773  
LPM/LSP 3774  
LPM/LSP 3466  
LPM/LSP 3736  
LPM/LSP 3643  
LPM/LSP 3608  
LPM/LSP 3720  
LPM/LSP 3775  
LPM/LSP 3837  
LPM/LSP 3715  
LOCD/LSOD 2005  
LOC/LSO 1032  
LPM/LSP 3785  
LPM/LSP 3702  
LPM/LSP 3766  
LPM/LSP 3834  
LPM/LSP 3869  
LPM/LSP 3801  
LPM/LSP 3693  
LPM/LSP 3709

## ROULETTE

Sam & Dave (S) R-25323  
The Exciters (S) R-25326  
Sarah Vaughan (S) R-52118  
Gillespie & Parker (S) K 106  
Count Basie & Others (S) K 107  
Sonny Lester (S) K 108  
Pearl Bailey (S) R 25016  
Jimmie Rodgers (S) R 25179  
Ann Corio (S) R 25186  
Little Egypt & Sonny Lester Orch. (S) R 25202  
Various Artists R 25263  
Various Artists R 25264  
Dinah Washington (S) R 25289  
Various Artists (S) R 25293  
Little Anthony & The Imperials R 25294  
Various Artists (S) R 25304  
Count Basie & Orch. (S) R 52003  
Joe Williams (S) R 52005  
Williams/Basie (S) R 52033  
Sarah Vaughan (S) R 52116  
Maynard Ferguson (S) K 101  
Count Basie (S) K 102  
Stan Getz (S) K 103  
Dinah Washington (S) K 104  
Sarah Vaughan (S) K 105  
Various Artists (RB-2)  
Chantels LP-301  
Imperials LP-303  
Various Artists LP 314  
Teenagers GLP 701  
Joan Baez (S) SQ 33001  
Mahalia Jackson LP 500  
Johnny Smith/Stan Getz LP 2551  
Sonny Stitt (S) R-25343  
Tommy James & Shondells (S) R-25336  
Steve Rossi (S) R-25345  
Sonny Stitt (S) R-25346  
Shep & Limelites R-25350  
John Handy III (S) R-52121  
Herbie Man/Machito/ Afro-Cuban  
Sarah Vaughn Jazz Ensemble (S) R-52122  
Sarah Slightly Classical (S) R-52123

## SIMON SAYS

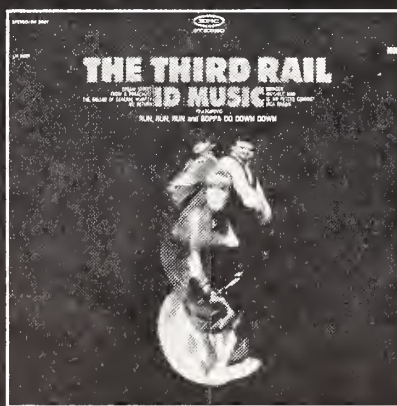
Let's Play Games M2  
Three Little Pigs M3  
The Adventures Of Peter Pan M11  
How To Tell Time M24  
ABC's M28  
The Wizard Of Oz M33  
Numbers M37  
Pinocchio M39  
Bedtime Stories M41  
Puff And The Magic Dragon M42  
Snow White And The Seven Dwarfs M44  
Peter Rabbit M45  
Chicken Little M46  
Children's Marching Songs M48  
Soupy Sales—Spy With A Pie M49



## TOTAL LOCATION INVENTORY



LN 24326/BN 26326\*



LN 24327/BN 26327\*



LN 24339/BN 26339\* Produced by Mickie Most.

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\*Stereo





## CashBox Album Plans

- DIAMOND**—One free for every 5 purchased. Expires December 31.
- DUKE-PEACOCK**—Buy-7-get-one-free. No expiration date has been set.
- FORTUNE**—1 free when 6 are purchased in any combination. No time-limit.
- GATEWAY**—Two free for 10 purchased on entire catalog. No time limit.
- JEWEL-PAULA**—One free for five purchased on entire catalog. No expiration date.
- LITTLE-DARLIN'**—Special 2 on 10 deal on all product. No expiration date.
- MONMOUTH-EVERGREEN**—1 free with 10 purchased on entire catalog. No expiration date.
- NASHBORO**—Buy-7-get-one-free on entire catalog. 100% exchangeable. No expiration date.
- ORIGINAL SOUND**—15% discount on all LP's—until further notice.
- PHILIPS**—Discounts on entire catalog. SPM/SPS series are discounted 10%, all other classicals discounted 20%. No expiration date.
- PRESTIGE**—15% discount on all LP product until further notice.
- ROULETTE**—15% discount in free merchandise. Expiration date indefinite.
- SCEPTER-WAND**—2 free with every 10 purchased. No termination date.
- SIMS**—3 free with every 10 purchased on entire catalog. No expiration date.
- SMASH-FONTANA**—Special discounts available through distributors. No expiration date.
- TAMLA-MOTOWN-GORDY**—Buy-7-get-one-free. No expiration date set.
- TOWER**—10% discount on all albums. No expiration date.

### Yultide LP's

(Continued from Page 7)

that one from the Johnny Mann Singers. The other two are old Bobby Vee and Ventures disks, which have been proved regulars on the label's Yule order lists. New sessions for Christmas from RCA include LP's starring Ed Ames, Julie Andrews, Floyd Cramer and Hank Snow as well as Camden's Arthur Godfrey set and one from the Living Trio. These LP's will not be given more emphasis than catalog product which has repeatedly clicked in the year-end rush.

Decca Records' Christmas push has always been highlighted by the Bing Crosby LP, possibly the biggest seller of all LP's, and though no definite information has been received concerning the breakdown of emphasis for the '67 season, oldies from the label's catalog will probably get more than half the promotional attention. Most of the releases noted for this year are Vocalion packagings with various pop artists, a Melachrino Strings set, Vincent Lopez and various C&W artists.

Initial indications from Mercury show that several new LP's will get a large share of the spotlight in the year's campaign, including the Paul Mauriat Christmas album.

The lion's share of activity will center on catalog standards for the holiday.

#### Epic Stands Alone

Only Epic of the labels contacted expressed a center of attention on new LP's for the Christmas season. Spearheaded by a Mike Douglas set, "My Kind of Christmas," and LP's with the Joy Strings, Luis Bordon and several classics on the Crossroads affiliate label, the seasonal drive at Epic will

### 'Cyrano Revisited' Groomed For B'way

**HOLLYWOOD**—Words and music on a Broadway-aimed play, "Cyrano Revisited," have been completed by J. W. Alexander, president of Kags Music Corp., and Lowell Jordan. Alexander plans to bring the play, based on the property "Cyrano De Bergerac," to New York in the fall of 1968 and develop it into a film to be produced in 1969.

carry only a small push for the past years' material.

Reasoning at most of the companies seems to be that few of the artists have not already cut an album that features Christmas selections, and that redoing an established artist is more work for less return than reissuing his catalog set(s). As a result, the majority of LP's coming out for the first time this year star newer faces on the scene, or established artists who have never before recorded holiday selections. The idea is supported by the traditional strength of many albums that are reordered year after year despite new releases of similar material, often by same figures or ensembles.

Basically, then, the new releases are either the only Christmas album by a noted performer, or sets featuring new ideas as the "Santa's Own Christmas" LP featured in Capitol's drive, or the Philadelphia Brass Ensemble's Columbia disk.

Epic's singular stand is in large part due to the classical push from its Crossroads branch, a label which is now beginning its second year, and is showing up with Christmas material for the first time.

## Upcoming Events

A Schedule of Major Industry Events in the Coming Months

EVENT	DATE	PLACE
MIDEM	JAN. 21-27, 1968	CANNES, FRANCE
SAN REMO FESTIVAL	FEB. 1-3, 1968	SAN REMO, ITALY
NARAS GRAMMY AWARDS	FEB. 29, 1968	NY: NEW YORK HILTON CHICAGO: NOT FINALIZED HOLLYWOOD: CENTURY PLAZA NASHVILLE: HILLWOOD COUNTRY CLUB (TENTATIVE)
NARM CONVENTION	MAR. 17-22, 1968	HOLLYWOOD, FLA. DIPLOMAT HOTEL
COUNTRY MUSIC WEEK	OCT. 17-19, 1968	NASHVILLE, TENN.

## Streisand's New LP Sales Simply Swell

**NEW YORK**—Columbia Records' artist Barbra Streisand has scored an immediate success with her newest album, "Simply Streisand." The LP has already reportedly sold nearly a quarter of a million copies, and Columbia has increased its production and shipments to meet retail and consumer demands. The album, and the ballad "Lover Man" in particular, have received extensive air exposure on outlets across the country.

Columbia has released a second major Streisand LP on the heels of "Simply Streisand." "A Christmas Album" features such holiday songs as "Sleep In Heavenly Peace (Silent Night)," "Have Yourself A Merry Little Christmas," and "Jingle Bells."

Couplings of tracks from the album are being made available this month on five single disks. This release is expected by Columbia executives to become a perennial top-selling Christmas album.

Columbia is backing the double-barreled Streisand release with a major promotion campaign. Advertis-

ing is scheduled for major newspapers and consumer magazines and ad mats have been prepared for local dealer use. Both albums will be included in Columbia's annual Christmas supplement, which will feature "Simply Streisand" on its cover. The supplement will be inserted in the Sunday editions of 35 major-market newspapers with a total readership of approximately 100 million.

Special in-store merchandising aids including four-color posters, window streamers, and a newly-styled rack clamp for rack jobber use have been devised to promote the albums.

"A Christmas Album" was produced by Jack Gold, Columbia Records west coast A&R executive producer. "Simply Streisand" was produced by Jack Gold and Howard A. Roberts, Columbia Records popular A&R producer.

Barbra Streisand is currently at work on the Columbia Pictures screen version of "Funny Girl," recreating the role of Fanny Brice that made her a big hit on Broadway.

### GRT Names Lieske, Norstrum To Posts

**SUNNYVALE, CAL.**—General Recorded Tape, manufacturer of pre-recorded music tapes, tape cartridges, and cassettes for automobile and home tape players, has appointed E. Lewis Lieske controller and Bjorg Norstrum administrator of royalties.

Lieske has been with GRT since January 1966, in the position of manager of administration and finance. Before joining GRT he was manager of Travel Desk, a Palo Alto industrial travel agency, and was in finance at Ampex Audio of Sunnyvale, and Ampex Corporation in Redwood City.

Earlier, from 1950 to 1962, he was manager of the T. B. Cook Engine Company in Portland, Oregon.

As GRT's controller, he succeeds Jimmie G. Peterson who recently was named treasurer of the company.

Miss Norstrum will be responsible for all royalty computations, payments, statistics, and relationships with artists, producers, and publishers whose music GRT reproduces. The company now does business with 53 different labels.

Seven years prior to Miss Norstrum's affiliation with GRT she developed and maintained a similar department for Ampex Corporation.

### Stolzman To Fidelipac

**CHERRY HILL, N.J.**—Ray Stolzman has been named director of marketing for the Fidelipac division of TelePro Industries, it was announced last week.

A specialist in merchandising of record and audio tape, Stolzman has been associated for the past twenty-one years with the tape and record department of Bruno-New York Industries. In addition to direct market sales, he developed the mail order department of the firm's leading accounts. Previously he had been active in the company's radio and television department.

### RCA Issues 16 Stereo Tapes

**NEW YORK**—Sixteen new Stereo 8 cartridge tapes, highlighted by currently popular product by some of the nation's top performers, are being released by RCA Victor in November. With this release, the RCA Victor catalog of packages available exceeds the 600 mark.

RCA Victor is releasing sixteen new Stereo 8 cartridge tapes in November, highlighted by currently popular product by some of the nation's leading personalities. With this release, the RCA Victor catalog of packages available exceeds the 600 mark.

Popular cartridge tapes being released this month are: Eddy Arnold's "Turn The World Around;" "The Concert Sound Of Henry Mancini;" "The Monkees brand new Colgems release, "Pisces, Aquarius, Capricorn And Jones Ltd.;" Nilsson, RCA's new songwriting and singing sensation in his debut album, "Pandemonium Shadow Show;" "Earth Music," by the Youngbloods; George Beverly Shea's "Inspirational Songs;" "Dynamica," by Ray Martin and his Orchestra; "Monkees And Beatles Hit Songs," a Variety Pack of their hits as performed by Al Hirt, John Gary, Roy Hamilton, Floyd Cramer, Milton DeLugg, Paul Horn, Morton Gould, and others; and Charley Pride's, "Pride Of Country Music."

Red Seal entries for November include "Stan Getz And Arthur Fiedler At Tanglewood Boston Pops" and the twin-pack "Andre Previn Conducts The London Symphony Orchestra Performing Walton Symphony No. 1 And Nielsen Symphony No. 1."

The sole Camden release is the Twin Variety Pack "The Living '60's," 20 hit songs of the Mod Age, featuring Living Strings, Living Guitars, Living Voices, Living Marimbas, Living Brass, and Living Trio.



## RIAA Gold Record Awards OCTOBER

A Monthly Survey Of RIAA-Gold Record Awards  
Singles: Sales Of 1 Million Or More Albums: \$1 Million At Factory Prices

**Singles: 'Come Back When You Grow Up,' Bobby Vee (Liberty)**

**Albums: 'Ode To Billie Joe,' Bobbie Gentry (Capitol)**

**'Tony Bennett's Greatest Hits, Vol. 3' Tony Bennett (Columbia)**



## MORE COMMENTS ON A CONVENTION

Last week we mentioned that 5009 persons had registered for the 1967 Deejay Convention in Nashville, and we went on to argue the relative merits of convention growth based on that registration figure. This week we would like to point out that some record labels have estimated that, of the 5009 registered (and the hundreds of unregistered conventioners), only about 1000 were disk jockeys. If accurate, these figures show that only 20% of the Deejay Convention crowd were really deejays, while the remaining 80% were made up of artists, managers, label personnel, promo men, writers, publishers—and fans.

Just how many of these people were registered as "fans" we don't know, but we do know that the figure was enough to swell the crowds by a sizeable percentage. And it was enough to frustrate a good many hospitality suite hosts. Since these suites are set up primarily as meeting-greeting grounds for disk jockeys and record label personnel (which naturally includes artists, etc.), it stands to reason that there is a certain amount of business expected to be taken care of even though it be done in a highly informal manner.

Many smaller labels and businesses refrain from opening hospitality suites simply because they can't cope with the flow of people who are unrelated to the music business. They can't afford to offend the fans, nor can they afford to handle the traffic which these same fans generate.

Needless to say, the fan is undoubtedly the most important individual in the business. But the deejay is also an important figure. And the Nashville confab is a Deejay Convention, not a Fan Club convention.

We feel that the feelings those individuals who have voiced objection to the situation are certainly justified, and wonder if perhaps some changes might be called for in the future. One of those changes, as we casually mentioned last week, was the possible changing of the deejay buttons to a different color to set them aside from everyone else attending. Or perhaps fans may be provided with the different colored buttons, and also provided with special books of tickets that differ from those given to music business people.

At this stage the fan can register with the Opry Trust Fund for \$10, and live for almost nothing for four days in Nashville during the convention. Without qualification, this must be the best buy in the entire history of the entertainment world. Three meals are provided every day by one record company or another, free shows are also on the bill, as dances, snacks, meetings and autograph sessions. All of this for \$10. Everything is paid for but transportation to Nashville and hotel bills, and that's a deal like you just don't find nowhere, nohow. And it's good deal, for two reasons. One, from the fan's standpoint—and secondly, from the standpoint of helping the Opry Trust Fund.

But it starts getting out of hand when the fans dominate the hospitality suites that are meant for deejays. The

\$10 registration fee is worth its price twenty times over for what is offered the fan, so we don't feel for a moment that we are doing him an injustice when we amplify the appeal that a line be drawn somewhere, and that the Deejay Convention be given back to the deejays.



**HIS WEAKNESS IS MUSIC**—Baseball's loss has long since been Mercury Records' gain, ever since the songster decided four years ago in favor of a musical career rather than the sparkling life on the diamond. The choice was evidently the right one, as evidenced by the fact that Drusky has just re-signed with the label for another five-year hitch. Shown above with Mercury's Nashville A&R chief Jerry Kennedy (standing), Drusky is just beginning to kick up a fuss with his latest single, "Weakness In A Man."

WWVA-Wheeling recently presented a five part documentary, titled "The End Of The Beginning," which emanated from inside the W. Va. State Penitentiary at Moundsville. The presentation was the result of six weeks of research into the lives of a variety of convicts ranging from forgers to murderers, with no prison supervision and no censorship on the part of prison officials. Highlighted by an imaginative musical score, the package delved into the lives and problems of both the convicts and the prison authorities into whose care they are charged. . . . Looks like all the polls and awards have not yet been completely wrapped up. WEXT-Hartford has just announced its categories winners, headed up by the Song-of-the-Year winner, "My Elusive Dreams." Other winners were Buck Owens ("Male Artist of the Year"), Connie Smith ("Female Artists Of The Year"), Charlie Pride & Waylon Jennings ("Most Promising Male Artist"), Lynn Anderson & Tammy Wynette ("Most Promising Female Artist"), the Buckaroos' "America's Most Wanted Band" ("Album Of The Year"), Jim & Jesse and the Virginia Boys ("Best Vocal Group") and the Buckaroos ("Best Instrumental Group"). The station's listeners selected Hank Snow as their nominee to the Country Hall of Fame. . . . Radio KBER-San Antonio celebrates its sixth anniversary on Nov. 19 with a Municipal Auditorium Show to be headed up by Eddy Arnold. A full house is expected for the event, which will also feature Boots Randolph and Don Bowman, among others. . . . On Nov. 25, WPLO-Atlanta will stage its next Shower of Stars package, this time featuring the entire Kitty Wells Show, Marty Robbins, Conway Twitty and the WPLO Western Gentlemen. Advance sales indicate that two shows may be necessary to handle the crowd. KRAK-Sacramento has just bolstered its announcing staff with the addition of Jim Anthony, who comes to the station from KGMS-Sacramento. Anthony has also been with the announcing staffs of KCRA-Sacramento, KIDD-Monterey and KVON-Napa. . . . KFOX-Long Beach recently staged a

<b>1</b>	<b>YOUR TENDER LOVING CARE</b> Buck Owens (Capitol T/ST 2760)	<b>1</b>	<b>16</b>	<b>FOLKSY</b> George Hamilton IV (RCA Victor LPM/LSP 3854)	<b>18</b>
<b>2</b>	<b>ODE TO BILLIE JOE</b> Bobbie Gentry (Capitol T/ST 2830)	<b>4</b>	<b>17</b>	<b>ANOTHER STORY</b> Ernest Tubbs (Decca DL 4867/74867)	<b>14</b>
<b>3</b>	<b>TONIGHT CARMEN</b> Morty Robbins (Columbia CL 2725/CS 9525)	<b>3</b>	<b>18</b>	<b>JACKSON AIN'T A VERY BIG TOWN</b> Normo Jeon (RCA Victor LPM/LSP 3836)	<b>20</b>
<b>4</b>	<b>BRANDED MAN</b> Merle Haggard (Capitol T/ST 2789)	<b>5</b>	<b>19</b>	<b>JUST BEYOND THE MOON</b> Tex Ritter (Capitol T/ST 2786)	<b>21</b>
<b>5</b>	<b>TURN THE WORLD AROUND</b> Eddy Arnold (RCA Victor LPM/LSP 3869)	<b>6</b>	<b>20</b>	<b>NASHVILLE WOMEN</b> Hank Lacklin (RCA Victor LPM/LSP 3841)	<b>22</b>
<b>6</b>	<b>I'LL NEVER FIND ANOTHER YOU</b> Sonny James (Capitol T/ST 2788)	<b>2</b>	<b>21</b>	<b>BLUE SIDE OF LONESOME</b> Jim Reeves (RCA Victor LPM/LSP 3793)	<b>17</b>
<b>7</b>	<b>ALL THE TIME</b> Jack Green (Decca DL 4904/DL 4904)	<b>7</b>	<b>22</b>	<b>JOHNNY CASH'S GREATEST HITS</b> (Columbia CL 2678/CS 9478)	<b>16</b>
<b>8</b>	<b>BEST OF EDDY ARNOLD</b> (RCA Victor LPM/LSP 3565)	<b>9</b>	<b>23</b>	<b>THE BIG HITS</b> Statler Bros. (Columbia CL 2719/CS 9519)	<b>24</b>
<b>9</b>	<b>IT'S SUCH A PRETTY WORLD TODAY</b> Wynn Stewart (Capitol T/ST 2737)	<b>8</b>	<b>24</b>	<b>WHAT DOES IT TAKE</b> Skeeter Davis (RCA Victor LPM/LSP 3836)	<b>25</b>
<b>10</b>	<b>LOVE OF THE COMMON PEOPLE</b> Waylon Jennings (RCA Victor LPM/LSP 3825)	<b>10</b>	<b>25</b>	<b>BEST OF CONNIE SMITH</b> (RCA Victor LPM/LSP 3848)	<b>28</b>
<b>11</b>	<b>MY ELUSIVE DREAMS</b> David Houston & Tommy Wynette (Epic LN 24325/BN 26325)	<b>13</b>	<b>26</b>	<b>HITS BY GEORGE</b> George Jones (Musicor MM 2128/MS 3128)	<b>23</b>
<b>12</b>	<b>COLD HARD FACTS OF LIFE</b> Porter Wagoner (RCA Victor LPM/LSP 3797)	<b>15</b>	<b>27</b>	<b>THE PARTY'S OVER</b> Willie Nelson (RCA Victor LPM/LSP 3858)	<b>30</b>
<b>13</b>	<b>SINGING AGAIN</b> Ernest Tubbs & Loretta Lynn (Decca DL 4872/DL 74872)	<b>12</b>	<b>28</b>	<b>JUKEBOX CHARLIE</b> Johnny Paycheck (Little Darlin' LD 4006/SLD 8006)	<b>26</b>
<b>14</b>	<b>DANNY BOY</b> Ray Price (Columbia CL 2677/CS 9477)	<b>11</b>	<b>29</b>	<b>ALL MY LOVE</b> Don Gibson (RCA Victor LPM/LSP 3843)	<b>27</b>
<b>15</b>	<b>GENTLE ON MY MIND</b> Glen Campbell (Capitol MT/ST 2809)	<b>19</b>	<b>30</b>	<b>THAT MAN</b> Robert Mitchum (Monument LPM 8086/LSP 18086)	

Deejay Destruction Derby at Ascot Park. After a good deal of wheeling and dealing out punishment upon each other's vehicles, Bill Patterson emerged the winner of the knock-down, drag-out contest. A smashing victory, Bill. . . . The same KFOX has teamed up with KBBQ-Burbank to form the Los Angeles Metropolitan Country Combination, with Adam Young, Inc. acting as the national representative for the alliance. The combined signals of the two stations cover the basic Los Angeles metro market and, in the words of Adam Young vp Bill Wallace, offers "national and regional buyers an unusual opportunity at a low cost per thousand." . . . KOKE-Austin, Tex. is currently negotiating to buy an AM outlet in order to give central Texans their first full-time country music station.

A powerhouse country package starring Sonny James and his Southern Gentlemen, George Jones, Loretta Lynn, the Wilburn Bros., the Osborne Bros., Joe and Rose Lee Maphis, Harold Morrison, Margie Bowes and Melba Montgomery has been responsible for packed houses at the Coliseum in Jackson, Miss. (Oct. 27), Birmingham (28) and Monroe, La. (29). Attendance figures at the three stops were in the neighborhood of 16,000. . . . Just finishing a whirlwind tour ranging from Seattle to New York City, LeRoy Van Dyke & his Auctioneers have begun a series of club engagements that will cover Jacksonville, Orlando, Ft. Lauderdale, Richmond, Trenton, Rochester and Toronto. The current tour, which began on Nov. 3, will run until Nov. 26. . . . Faron Young has just wrapped up four shows in the Deep South for Billy Deaton, with stops in New Orleans, Lafayette, Baton Rouge and Shreveport. Sponsored by the Pearl Brewing Co., the series reportedly marks the first time that a brewery has entered into the sponsorship of country music shows. . . . Jerry Wallace has left Los Angeles on a 45-day tour covering club dates and TV shots. Among these are appearances at the WGN Barn Dance and the Grand Ole Opry, and dates at the Flame Club in Minneapolis and the Horseshow in Toronto.

Bob Neal has announced that his talent stable has just changed locations. The new address for the firm is at 817 18th Ave. So., in Nashville. . . . Another change of address comes from Rex Allen Enterprises, which is now headquartered at 10639 Riverside Dr., Suite 209, No. Hollywood, 91602. The new phone number is 985-7783.

Ed Briggs, who has been handling the promotion department for Buck Owens Enterprises, informs us that he is returning to the radio airwaves this week (6), when he checks in with KBBQ-Burbank. Briggs will take over a talk show in the midnight to 5 A. M. slot.

If some of the wit and charm is noticeably absent from the country section this week, it is due to the absence of our beloved cowboy, John "Sidesaddle" Klein, who returns to the fold this week for more rompin', stompin', bluesy, tear-filled, heart-tugging reviews. (Would you believe a festive moaner?)



**HERE'S WILLIE**—One of the latest visitors to New York's Nashville Room has been none other than Victor's Willie Nelson, who drew some of the biggest week-day crowds that we've seen so far at the club. Nelson, shown above (right) with club emcee and WJRZ music director Lee Arnold, tore 'em up at the N.Y. country nitery with a passel of his own compositions, as well as a long string of his hit recordings, including "Blackjack County Chain," "The Party's Over" and "Funny, How Time Slips Away," among others.

## NEW HIT RELEASE

### JOHNNY WRIGHT'S

"MUSIC TO CRY BY"

DECCA 32216







# CashBox Country Top 50

1	<b>YOU MEAN THE WORLD TO ME</b> (Al Gollico—BMI) David Houston (Epic 10224)	1	30	<b>PINEY WOOD HILLS</b> (T.M./Gypsy Boy—BMI) Bobby Bore (RCA Victor 9314)	38
2	<b>I DON'T WANNA PLAY HOUSE</b> (Al Gollico—BMI) Tommy Wynette (Epic 10211)	2	31	<b>THIS WORLD HOLDS NOTHING (Since You're Gone)</b> (Cedrorwood—BMI) Stonewall Jackson (Columbia 442B3)	36
3	<b>IT'S THE LITTLE THINGS</b> (Morson—BMI) Sonny James (Capitol 5987)	7	32	<b>GRASS WON'T GROW ON A BUSY STREET</b> Kenny Price (Boone 1063)	35
4	<b>FOOL, FOOL, FOOL</b> (Cedrorwood—BMI) Webb Pierce (Decco 32167)	3	33	<b>LEARNIN' A NEW WAY OF LIFE</b> (East Stor—BMI) Honk Snow (RCA Victor 9300)	37
5	<b>TURN THE WORLD AROUND</b> (Fingerloke—BMI) Eddy Arnold (RCA Victor 9265)	4	34	<b>BOTTLE BOTTLE</b> (Window—BMI) Jim Ed Brown (RCA Victor 9329)	44
6	<b>DOES MY RING HURT YOUR FINGER</b> (Jondo—ASCAP) Chorlie Pride (RCA Victor 92B1)	12	35	<b>I WANNA GO BUMMIN' AROUND</b> (Vivo—BMI) Sonny Curtis (Vivo 617)	39
7	<b>WHAT KIND OF GIRL (DO YOU THINK I AM)</b> (Sure Fire—BMI) Loretta Lynn (Decco 321B4)	11	36	<b>HANGIN' ON</b> (Garpox/Alondo—BMI) Gosdin Bros. (Bokersfield In't L 1002)	42
8	<b>DEEP WATER</b> (Milene—ASCAP) Corl Smith (Columbia 44233)	10	37	<b>BURNING A HOLE IN MY MIND</b> (Delmore—ASCAP) Connie Smith (RCA Victor 9335)	43
9	<b>A WOMAN IN LOVE</b> (Lin-Col—BMI) Bonnie Guiton (Dot 17029)	8	38	<b>JUANITA JONES</b> (Naston—Post—ASCAP) Stu Phillips (RCA Victor 9333)	46
10	<b>YOU CAN'T HAVE YOUR KATE AND EDITH, TOO</b> (Tree—BMI) Stotler Bros. (Columbia 44245)	9	39	<b>WONDERFUL WORLD OF WOMEN</b> (Cedrorwood—BMI) Faron Young (Mercury 72728)	45
11	<b>I'M STILL NOT OVER YOU</b> (Pomper—BMI) Roy Price (Columbia 44195)	6	40	<b>I DOUBT IT</b> (Ly-Ronn—BMI) Bobby Lewis (United Artists 5020B)	47
12	<b>GARDENIAS IN HER HAIR</b> (Hill & Range/Mariposo—BMI) Morty Robbins (Columbia 44271)	14	41	<b>BY THE TIME I GET TO PHOENIX</b> (Rivers—BMI) Glen Campbell (Capitol 2015)	49
13	<b>IT TAKES PEOPLE LIKE YOU</b> (Blue Book—BMI) Buck Owens (Capitol 2001)	17	42	<b>I THOUGHT I HEARD A HEART BREAK LAST NIGHT</b> (Hill & Range—BMI) Jim Reeves (RCA Victor 9343)	—
14	<b>CHOKIN' KIND</b> (Wilderness—BMI) Woylon Jennings (RCA Victor 9259)	15	43	<b>YOU DESERVE EACH OTHER</b> (Winword—Side—BMI) Robert Mitchum (Monument 1025)	48
15	<b>WHAT LOCKS THE DOOR</b> (Acclom—BMI) Jock Greene (Decco 32190)	20	44	<b>I DON'T SEE HOW I CAN MAKE IT</b> (Chomption—BMI) Jean Shepard (Capitol 5983)	50
16	<b>TEAR TIME</b> (Forest Hills—BMI) Wilmo Burgess (Decco 3217B)	18	45	<b>COUNTRY HALL OF FAME</b> (Yellow River—ASCAP) Honk Locklin (RCA Victor 9323)	—
17	<b>Laura (WHAT'S HE GOT THAT I AIN'T GOT)</b> (Gollico—BMI) Leon Ashley (Ashley 2003)	5	46	<b>SING ME BACK HOME</b> (Blue Book—BMI) Merle Haggard (Capitol 2017)	—
18	<b>I TAUGHT HER EVERYTHING SHE KNOWS</b> (Piedmont—ASCAP) Billy Walker (Monument 1024)	19	47	<b>MAKE A LEFT THEN A RIGHT</b> (Centrol Song—BMI) Johnny & Joonie Mosby (Capitol 59B0)	—
19	<b>PHANTOM 309</b> (Cedrorwood—BMI) Red Sovine (Stordoy B11)	13	48	<b>I'LL LOVE YOU MORE</b> (Pomper—BMI) Jeannie Seely (Monument 1029)	—
20	<b>A DIME AT A TIME</b> (Poss Key—BMI) Del Reeves (United Artists 50210)	25	49	<b>MABEL (YOU HAVE BEEN A FRIEND TO ME)</b> (Newkeys—BMI) Billy Grammer (Rice 5025)	54
21	<b>HOW FAST THEM TRUCKS CAN GO</b> (Vonjo—BMI) Claude Groy (Decco 32180)	24	50	<b>BALLAD OF WATER HOLE #3</b> (Fomous—ASCAP) Roger Miller (Smosh 2121)	56
22	<b>TINY TEARS</b> (Greenback—BMI) Liz Anderson (RCA Victor 9271)	23	51	<b>SAN ANTONIO</b> Willie Nelson (RCA Victor 9324)	—
23	<b>WHAT DOES IT TAKE</b> (Gloser—BMI) Skeeter Davis (RCA Victor 9242)	16	52	<b>FAST TALKIN' LOUISIANA MAN</b> Merle Kilgore (Columbia 44279)	—
24	<b>YOU'VE BEEN SO GOOD TO ME</b> (Summer House, Harmony Hill—ASCAP) Von Trevor (Dote 1565)	27	53	<b>LITTLE SISTER THROW YOUR RED SHOES AWAY</b> Vernon Oxford (RCA Victor 9306)	—
25	<b>GOODY GOODY GUMDROP</b> (Sure-Fire—BMI) Wilburn Bros. (Decca 32169)	28	54	<b>SEE WHAT'S BECOME OF YOUR MAN</b> Johnny Dorrell (United Artists 50207)	—
26	<b>IF MY HEART HAD WINDOWS</b> (Glod/Blue—Crest—BMI) George Jones (Muscor 1267)	34	55	<b>YOU'RE THE REASON</b> Johnny Tillotson (MGM 13829)	—
27	<b>THE WHEELS FELL OFF THE WAGON</b> (Moyhew—BMI) Johnny Dollor (Dote 1566)	29	56	<b>WHY, WHY, WHY</b> Dolly Parton (Monument 1032)	—
28	<b>QUEEN OF HONKY TONK STREET</b> (Kitty Wells—BMI) Kitty Wells (Decco 32163)	22	57	<b>BEFORE THE NEXT TEARDROP FALLS</b> Duone Dee (Capitol)	—
29	<b>LIKE A FOOL</b> (East Stor—BMI) Dottie West (RCA Victor 9267)	21	58	<b>CHUBBY</b> Geezinslow Bros. (Capitol 2002)	—
			59	<b>FOR LOVING YOU</b> Bill Anderson & Jon Howard (Decca 32197)	—
			60	<b>DALLAS</b> Vern Stovoll (Longhorn B1)	—

## Key To Package Tours For Memphis Agency

NASHVILLE—A recent round of negotiations has resulted in a deal between Ray Brown and Chad Lassiter of Memphis and the Key Talent stable, whereby the latter will package country spectaculars for the Memphis agency.

Among the more immediate plans will be four 25-day tours—totaling 100 dates—in 1968. First on the schedule of tours is a package set for Apr. 12 thru May 12, consisting of Porter Wagoner and his complete show, Dave Dudley, Bobby Bare, Jimmy Newman, Dollie Parton and George Kent & the band. The tour will originate in the Louisiana-Texas area, and will work its way up the West Coast and into the Northwestern part of the country.

## Hickory Names Big State As Dallas Distributor

NASHVILLE—Hickory Records has named the Big State distributorship of Dallas as the label's new outlet in that area, according to an announcement by Hickory execs Lester Rose and W. D. Kilpatrick. In addition to Hickory product, the two stated, Big State will also handle its new sister line, TRX Records.

The new deal goes into effect immediately.

## Great Comeback

NASHVILLE — Slim Williamson, president of Chart Records, has announced the reactivation of the firm's subsidiary label, Great Records, which will be helmed by Joe Gibson.

Artists already signed to the label include Roy Kirkland, the Skeleton Bros., Jerry Savoy, Bob Johnson and Coleman O. Neal. The latter has a single, "Heartbreak Express," which has already been released.

## Topic Pacts Bill Floyd

NASHVILLE—Topic Records president Joe Wright announced last week the signing of Bill Floyd to a long-term recording deal with Wayside Records. The deal also includes the leasing, by Wayside, of the current Bill Floyd single, "It's Over, It's Finished, It's Done," which has reportedly been showing sales potential in several of the larger markets across the country.



SALUTING ROY-ALTY—Often dubbed the "King of Country Music," Roy Acuff is shown accepting a special U.S. Air Force award during a ceremony held on the stage of the Grand Ole Opry. Presented by Col. Earle F. MacDonald, the award was presented during the recent convention for "support of airmen at Sewart AFB and airmen throughout the world" by stars of the Opry.

## A SELLING, CHART-CLIMBING RECORD

# "MABEL"

Rice 5025



# Billy Grammer

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Key Talent, Inc.  
(615) 242-2461

Published by:  
Newkeys Music, Inc.  
1531 Demonbreau St.  
Nashville, Tenn.



**Pick of the Week**

**PORTER WAGONER & DOLLY PARTON (RCA Victor 9369)**  
 The Last Thing On My Mind (2:34) [Deep Fork ASCAP-Paxton]  
 Porter Wagoner teams up with his brand new Victor-mate and TV protege Dolly Parton in a very effective updating of the contemporary folk ditty, "The Last Thing On My Mind." An appealing blending of voices makes this a good bet for big chart honors. Flip: "Love Is Worth Living" (2:32) [Owepar BMI-Parton]

**CARL PERKINS (Dollie 514)**  
 My Old Home Town (2:46) [Cedarwood BMI-Walker]  
 After racking up a couple of quick Dollie charters, Carl Perkins aims for another score with "My Old Home Town." The sentimental, reminiscing ballad may be his biggest yet for the label. Flip: "Back to Tennessee" (2:30) [Cedarwood BMI-Perkins]

**BOBBY HELMS (Little Darlin' 0034)**  
 The Day You Stop Loving Me (2:50) [Mayhew BMI-Buzzeo]  
 Bobby Helms stirred up some nice action with "He Thought He'd Die Laughing," and could go even farther with "The Day You Stop Loving Me." Songster offers an attractive romance ballad that should score with buyers. Flip: "You Can Tell The World" (2:35) [Mayhew BMI-Mathis]

**BOBBY SYKES (Jed 10,010)**  
 Esther (3:14) [Cedarwood BMI-Dill]  
 Bobby Sykes has seen chart action in the past, and could well come back to the big picture with "Esther." A strong, potent lyric and an appealing production, this one has a lot going for it. Flip: "Money Can't Buy You Happiness" (2:41) [Cedarwood BMI-Walker, Sykes]

**Newcomer Picks**

**HENSON CARGILL (Monument 1041)**  
 Skip A Rope (2:38) [Tree BMI-Moran, Tubbs]  
 A left field item that could turn into a dual-market smash, this social comment by Henson Cargill certainly bears listening. Very nicely done in a simple, low key production, "Skip A Rope," could easily skip right on up the charts. An excellent selection for programmers. Flip: "A Very Well Traveled Man" (2:24) [Combine BMI-Robinson]

**Best Bets**

**MICKEY GILLEY (Paula 1258)**  
 Blame It On The Moon (2:24) [Acuff-Rose]  
 This lowkey, romance-oriented deck may stir up some nice sales action for Mickey Gilley. Effectively done, the side has a lot in the grooves. Flip: "Sounds Like Trouble" (2:05) [Hall Clement BMI-Foster, Rice]

**JIMMY LUKE (Uni 55036)**  
 Without A Love (2:05) [Westex BMI-Cochran]  
 Jimmy Luke offers a swaying romancer with a real pretty sound on this deck. Lid may see some healthy twin-market movement with the right exposure. Flip: "Billie Sue" (2:15) [Westex BMI-Luke]

**CURTIS WAYNE (K-Ark 789)**  
 Forty Miles Of Heartaches (2:01) [Smokey SESAC-Cargill]  
 The racing, hard-moving workout on this Curtis Wayne session should be good for some immediate airplay. A familiar sound, the tune might soon be up there. Flip: "Writing For My Life" (1:57) [Smokey SESAC-Cargill]

**MARGARET LEWIS (SSS International 719)**  
 Holding On To You (2:45) [Shelby Singleton BMI-Lewis, Smith]  
 Margaret Lewis' "Kangaroo Of Love" made some chart noise for her and this rhythmic ballad could do likewise. Could be some twin-market action. No flip info available at this time.

**COLEMAN O. NEAL (Great 1090)**  
 Heartbreak Express (2:18) [Yonah BMI-Smith, Hughey]  
 May be lots of consumer response to this Coleman O. Neal lid on the reactivated Great label. Galloping blueser could catch on. Flip: "Six Rooms Of Sadness" (2:16) [Peach SESAC-O'Neil, Baker]

**GEORGE KENT (Rice 5027)**  
 Hitting The Bottle Missing You (2:39) [Newkeys BMI-Hall]  
 Here's a nice sound from George Kent that could do very nicely for him. The easy-going, finger-snapping blueser could be a sleeper. Flip side information not available at this time.

**NORMA SHEARER (Capitol 2024)**  
 You Tore My Playhouse Down (2:26) [Lowery BMI-South]  
 Norma Shearer offers a plaintive, sentiment-laced woe that could form the basis for a long musical career. Nice job by the lark. Flip: "Fool Me" (2:31) [Lowrey BMI-South]

**DAL PERKINS (Columbia 44343)**  
 Helpless (1:58) [Four Star BMI-Morris]  
 Dal Perkins could well bow into the national spotlight via this deck. Strong, pulsing sound in "Helpless" looks good for considerable turntable action. Flip: "Woman In The Darkness" (2:25) [Four Star BMI-Belew, Givens]



SCENES FROM THE ASCAP AWARDS DINNER—Top Row: (From the left) Bobbie Gentry, writer of "Ode To Billie Joe;" Leon Brettler, member of the ASCAP executive board; Roy Flowers, Tenn. St. insurance and banking dept.; Mary Lynch, RCA Victor in Nashville; and Felton Jarvis, RCA Victor in Nashville. Bottom Row: (from the left) Paul Evans, writer of "Juanita Jones;" Bobbie Gentry; Billy Edd Wheeler, writer of "Jackson;" and Don Tweedy, producer.

**AFRTS Reps Plan Course Of 'Sound Of Nashville'**

NASHVILLE — Several representatives of the Armed Forces Radio/Television Service traveled to Nashville during convention week to discuss with music business figures future programs in the "Sound of Nashville" series.

Robert L. Niemann, chief of programming and production for AFRTS, and Bill Ezell met with Doc Holiday, the new program director of radio station WKDA (who also acts as host for "Sound of Nashville"), and with the show's producers, Acuff-Rose Publications.

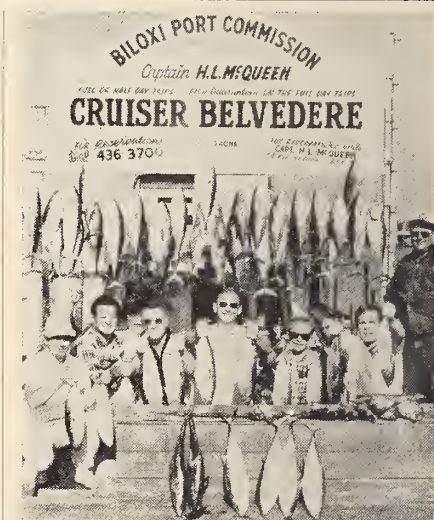
"Sound of Nashville" is in its fourth 13-week segment as a program on the more than 300 stations of the Armed Forces Radio and Television Service.

The 30-minute show is the only one of its kind in the country. Holiday devotes the entire program to a single artist, including interviews and music. Artists on the show span both the pop and country fields, and Holiday picks them from the many entertainment personalities who visit Nashville for recording sessions and other business.

Acuff-Rose produces the show as a public service, with Joe Lucas, national promotion manager for Acuff-Rose, as coordinator for the program. "Sound of Nashville" is broadcast around the world and has an audience of 250 million persons.

**BOBBY LEE (Ramco 1996)**  
 (B+) Muddy Wheels (3:05) [Free-way BMI-Darnell]  
 Slow-paced tale of a cheating man. Flip: "Big Big Day Tomorrow" (2:25) [Central Songs BMI-Turner, Williams, Ziegler]

**HAROLD MORRISON (Epic 10249)**  
 (B+) The Singer (2:20) [Arapaho BMI - Gilbreath, Morrison]  
 Light-hearted spoof on vocalists. Flip: "Billy's Ole Banjo" (3:10) [Arapaho BMI-Gilbreath, Morrison]



SOMETHING FISHY—All work and no play makes the Blue Boys blue, so, in order to rectify the situation, the RCA Victor occasionally takes time out for some rest and relaxation. One of the most recent rest periods saw the boys take off in a chartered boat immediately after finishing a show at Keesler AFB in Mississippi, and come back with 175 pounds of assorted fins. Shown above after the sortee on the briny are (left to right) lead guitarist Leo Jackson, booker Jimmie Klein, Chuck Bourquin (from Keesler AFB), drummer Larry Handley, lead singer and bassist Bud Logan, and the boat's captain.

**DOTTIE SWAN (Daring 19671)**  
 (B+) Aunt Hattie (2:58) [Swanalee BMI-Swan]  
 Sentimental, poignant recitation offered here. Flip: "What This World Needs Today" (2:57) [Swanalee BMI-Swan]

**WYNN STEWART (Challenge 59379)**  
 (B+) Falling For You (2:30) [4-Star BMI-Mooney]  
 Sweet, appealing tale of romance. Flip: "Girl In White" (2:20) [4-Star BMI-Stewart, Austin]





# New Members To CMA Hall of Fame

## JIM REEVES



The story of man standing at a major crossroads in life is common enough, and, although the crossroads faced by Jim Reeves was not his claim to fame, the path that he took had its effect on millions of persons throughout the world.

The signboards on the Jim Reeves crossroads pointed to two widely varied fields of entertainment—baseball and music—and he almost chose the former. He signed on as a pitcher with the St. Louis Cardinals after graduating from the University of Texas, but, in his first year, fate stepped in and swung the decision the other way. An accident on the diamond put an abrupt halt to his baseball career and opened the door to his other love, the music business.

From a disk jockey position with KGRI-Henderson, Texas, and later with KWKH-Shreveport, Reeves rose to prominence as one of the most beloved of country performers. But his influence was not to be confined by such limited boundaries. His fame and stylings poured across the borders of the pop market, as well as the borders of nations around the world. From Texas to New York, from Alaska to South America, from Asia to South Africa, Jim Reeves name began to light up the skies.

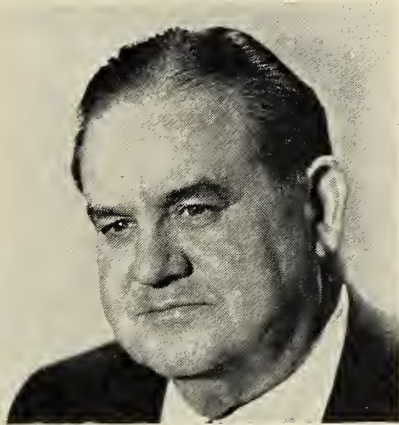
He became known as "Gentleman Jim, the man with the velvet touch," as his legend grew and expanded. The mellow warmth of his voice poured from records, radios, movies and television, circling the globe time and time again. His recordings of "Mexican Joe," "Bimbo," "Four Walls" and "He'll Have To Go" are just a few of the tunes that are still favorites in the far-flung nooks and crannies of the world.

The same fate that gave Jim Reeves to the musical world later took him away. One July 31, 1964, another accident occurred—this one the tragic plane crash that ended his life at the age of 41.

But the powerful influence of Jim Reeves still remains. Year after year, his records soar to the top of country charts, while, time and time again, he is cited with posthumous awards.

Three years after his death, Jim Reeves was voted by the Country Music Association to be entered in its Hall of Fame, the highest honor CMA can bestow.

## STEVE SHOLES



Steve Sholes began his career in the music world when he joined the organization known as RCA Victor in 1929. Six years later, upon graduation from Rutgers University, he moved into the small, foundling Record Division of the firm, and, within two years, was producing records in the jazz and pop fields. He continued to produce a wide variety of records even during his hitch in the Army from 1943-45. After the war he was appointed A&R manager of country and R&B product, with an emphasis on the former. At this time he cut such names as Roy Rogers, Eddy Arnold, Hank Locklin, Jim Reeves and Hank Snow, among others. During the same period he hired a young guitarist named Chet Atkins by mail, and, as time went on groomed Atkins as an associate producer.

Sholes soon recognized the need for permanent recording facilities in Nashville, as well as a branch office there for the company. Upon his urging, Victor rented a garage to store its recording equipment, and another building for recording purposes, becoming the first major label to establish permanent residence in Music City.

In 1957 Sholes appointed Chet Atkins to head the Nashville operation while he himself moved back into the pop field. Four years later he moved to the West Coast as manager of the firm's operations there, directing A&R functions and coordinating activities.

Currently the vice president of RCA Victor's pop A&R division, Sholes continues to supervise the Nashville operation from New York. Among the many honors and tributes he has received are: "Honorary Citizen of Nashville," "Metropolitan Government Ambassador of Good Will of the City of Nashville and Davidson County" and the title of "Honorary Kentucky Colonel."

In the past six years he has worked actively with the Country Music Association, holding such positions as Chairman of the Board of Directors (1961-62), fourth Vice President (1963-64), Director (1965-66), Chairman of the Committee of Interior Design for the Country Music Hall of Fame and Museum (1966) and member of the Acquisition, Building and Interior, By-Laws, and Research and Education Committees (1967).

## Hambone, Hambone

Deejay visitors to the Starday hospitality suite during the convention had the opportunity to get in on a drawing for the label's giveaway prizes of smokehouse-cured Tennessee country hams. Speaking of hams, the photo shows Guy Willis of the Willis Brothers posing with a pair of them, one a Tennessee country ham, and the other being Col. Jim Wilson, Starday's marketing vp.



# BILL GAVIN SAYS BILLY WALKER'S "I TAUGHT HER EVERYTHING SHE KNOWS" IS ANOTHER TOP TEN HIT!

(THAT MAKES FIVE IN A ROW!)

And coming up fast—

A Top Ten Album

# "THE WALKER WAY"

(MLP 8072/SLP 18072)



Billy Walker is another reason  
why Monument is Artistry  
Monument Record Corporation  
Nashville / Hollywood



## WSM Execs Cited By Vanderbilt University

NASHVILLE—The two top officials of WSM Radio and TV, board chairman Edwin W. Craig and station president John H. DeWitt, Jr., were cited last week by Vanderbilt University for their contributions to Nashville's "lively musical heritage, and especially to the sustenance of live music." The pair received plaques from university chancellor Alexander Heard in a special ceremony held during the country convention.

The station, best known for its broadcasting of the Grand Ole Opry, also broadcasts a diversified program of pop and classical music. It is also the only station left in the country with a staff orchestra, according to

officials. In line with this fact, Heard was quoted as saying: "WSM employed more than 600 living, breathing musicians last year, and Mr. Craig and Mr. DeWitt's consistent support of live music has taken many other forms, too. The weekly four-hour show of the Grand Ole Opry just happens to be the best known. Through WSM, they have actively supported the Nashville Symphony. Their station has regularly carried the symphony broadcasts, and many musicians who play for WSM during the week also play in the symphony."

Craig and DeWitt are both graduates of Vanderbilt University.



Edwin Craig (left) and John H. DeWitt, Jr. (right) shown receiving citations from Vanderbilt Chancellor Alexander Heard.

## ASCAP Country Awards Listing

NASHVILLE—A total of seventeen songs were chosen for ASCAP Awards during the recent country convention in Nashville, with a complete list as follows:

### "EARLY MORNING RAIN"

Writer: Gordon Lightfoot  
Publisher: M. Witmark & Sons  
Artist: George Hamilton IV  
Producer: Chet Atkins

### "THE GREAT EL TIGRE"

Writer: Cy Coben  
Publisher: Delmore Music Co.  
Artist: Stu Phillips  
Producer: Chet Atkins

### "FOR LOVING ME"

Writer: Gordon Lightfoot  
Publisher: M. Witmark & Sons  
Artist: Waylon Jennings  
Producer: Chet Atkins

### "GAME OF TRIANGLES"

Writer: Cy Coben  
Publisher: Delmore Music Co.  
Artists: Bobby Bare (Chet Atkins, Producer);  
Norma Jean (Bob Ferguson, Producer);  
Liz Anderson (Felton Jarvis, Producer)

### "OUR SIDE"

Writer: Van Trevor  
Publisher: Sybilla Music Company  
Artist: Van Trevor  
Producer: Dick Heard

### "NEED YOU"

Writer: Johnny Blackburn  
Publisher: Bibb Music Inc.  
Artist: Sonny James  
Producer: Marvin Hughes

### "JACKSON"

Writers: Billy Ed Wheeler, Gaby Rodgers  
Publisher: Bexhill Music Corp. and Quartet  
Music, Inc.  
Artists: Johnny Cash & June Carter  
Producer: Don Law

### "DANNY BOY"

Publisher: Boosey & Hawkes, Inc.  
Artist: Ray Price  
Producer: Don Law

### "BOTH SIDES OF THE LINE"

Writer: Marian Francis  
Publisher: Ma-Ree Music, Inc.  
Artist: Wanda Jackson  
Producer: Ken Nelson

### "I'LL NEVER FIND ANOTHER YOU"

Writer: Tom Springfield  
Publisher: Chappell & Co., Inc.  
Artist: Sonny James  
Producer: Marvin Hughes

### "ROLL OVER AND PLAY DEAD"

Writer: Enslor Rich  
Publisher: Belton Music, Inc.  
Artist: Jan Howard  
Producer: Owen Bradley

### "ODE TO BILLY JOE"

Writer: Bobbie Gentry  
Publisher: Larry Shayne Music, Inc.  
Artists: Bobbie Gentry (Bobby Paris, Kelly  
Gordon, Prod.); Margie Singleton (Don  
Tweedy, Leon Ashley, Prod.)

### "DOES MY RING HURT YOUR FINGER?"

Writers: Don Robertson, John Crutchfield,  
Doris Clement  
Publishers: Don Robertson Music Corp.,  
Jando Music Inc.  
Artist: Country Charley Pride  
Producers: Jack Clement, Felton Jarvis, Chet  
Atkins

### "WHAT'S THIS WORLD A-COMIN' TO"

Writers: Alex Kramer, Joan Whitney, Willard  
Robison, Randell Richardson  
Publisher: Kramer-Whitney, Inc.  
Artist: Slim Whitman  
Producer: Scott Turner

### "DEEP WATER"

Writer: Fred Rose  
Publisher: Milene Music, Inc.  
Artist: Carl Smith  
Producer: Don Law

### "CHET'S TUNE"

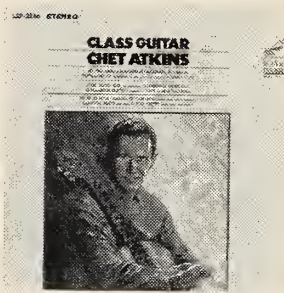
Writer: Cy Coben  
Publisher: Delmore Music Co.  
Producers: Bob Ferguson and Felton Jarvis

### "NOBODY'S CHILD"

Writers: Cy Coben, Mel Foree  
Publisher: Milene Music, Inc.  
Artist: Hank Williams, Jr.  
Producer: Jim Vienneau



## CashBox Country LP Reviews



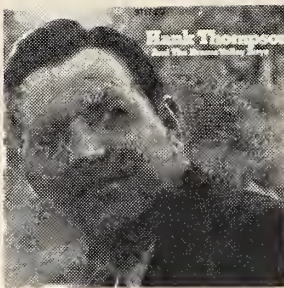
### CLASS GUITAR—Chet Atkins—RCA Victor LPM/LSP 3885

There is very rarely an objection when the title of "Mr. Guitar" is mentioned with reference to Victor's Chet Atkins, and this newest set is only one more example of his superb craftsmanship with his chosen instrument. While few of the tracks in this set are country-oriented, there's no doubt that the set will find favor with many a country buyer (as well as many a pop buyer). Tracks include such items as "Yellow Bird," "Ave Maria," "Malaguenas" and "Theme From Black Orpheus."



### THE BUCKAROOS STRIKE AGAIN—Capitol T/ST 2828

Proving time and time again that they are truly America's 'most wanted band,' the Buckaroos light out for hitsville once again with another sure-fire best-seller. Featuring both sides of their latest Capitol single, "Apple Jack" and "Chicken Pickin'," the set is a rollicking combination of instrumentals and vocals (handled by Don Rich and Doyle Holly). Also worth a listen are such tracks as "Buckersfield Breakdown," "I'm A-Comin' Back Home To You" and "Free And Easy."



### JUST AN OLD FLAME—Hank Thompson—Capitol T/ST 2826

Still ranking high in the hearts of his countrymen after so many years of faithful service, Hank Thompson can expect to have another healthy catalog piece on his hands with this set. Filling the set with tears and misty memories, Thompson offers such items as "Just An Old Faded Photograph," "My Old Flame" and "I Dreamed Of An Old Love Affair" in the bill of fare.



### SONGS WE SING IN CHURCH AND HOME—Warner Mack & his sister Dean—Decca DL 4912/74912

Here's a package of gospel tunes that has long been awaited by Warner Mack fans. The songster throws in a special treat with the addition on the grooves of his sister Dean, who lends a pretty flavor to the vocal efforts here. With such titles as "He Touched Me (And He can Touch You)," "I'm Happy With Jesus Alone" and "The Beautiful Garden Of Prayer," this one is bound to become part of many an LP collection.



### A NEW FRONTIER—Homesteaders—Little Darlin' LD 4009/SLD 8009

The album debut of the Homesteaders is a choice collection of a dozen hand-picked tracks which should find a ready market among country buyers. Kicking off the set with their while-back chart single, "Show Me The Way To The Circus," the boys offer a taste of happiness and a taste of loneliness on this musical menu. Other goodies include "It's A Woman" and "If You Should Come Back Today."



### THE LOUVIN BROTHERS SING THE GREAT ROY ACUFF SONGS—Capitol T/ST 2827

The well-remembered team of Charles Louvin and his late brother, Ira, is represented in a collection of old material done as a tribute to Hall of Famer Roy Acuff. Such Acuff favorites as "The Great Speckled Bird," "Wabash Cannon Ball" and "Wreck On The Highway" make this a highly listenable package, sure to be in line with the tastes of a good many country buyers.



# Cash Box



November 11, 1967



Beaming happily after highly successful London recording sessions, noted composer-conductor Pierre Boulez (second left) chats with CBS executives (from left to right) Paul Myers (producer); Ken Glancy (managing director) and Quita Chavez (classical product manager). Boulez, an exclusive CBS artist, had just completed, with the London Symphony Orchestra, Berlioz' *Symphonie Fantastique* and its rarely performed sequel "Lelio." Overwhelming demands for his services as conductor have left Boulez with little time for composition.





# Great Britain

In a \$13,000,000 takeover bid, EMI has moved to bring into its orbit The Blackpool Tower Company which owns the famous tower and other important sites along the holiday resort's "Golden Mile." Terms of the offer are 10 EMI Ordinary shares for every six Blackpool Tower Ordinaries, or five EMI Ordinaries and \$23.95 cash for every six Blackpool Tower Ordinaries. The Tower's company board is recommending the EMI offer to other shareholders. Board itself holds some 20 per cent of the stock, but it is understood that it can influence up to 60 per cent of the stockholders, i.e., the local investors. Offer, which puts a value of \$8.55 on each Blackpool Ordinary, immediately rocketed the stock on the market. It rose \$1.43 to \$8.70, a hike which indicated brokers expect a counterbid. At presstime, however, the most likely candidates for a rival bid, Associated Television and Forte Holdings, said no dice.

Executive instrumental in EMI's move to embrace the Blackpool enterprise is Bernard Delfont. As a director of the Grade Organization, which has now been absorbed by EMI, Delfont bid for the Tower but would not ante up more than the equivalent of \$6.92 per Blackpool Tower Ordinary. EMI offer is \$1.63 per share better than the Grade Organization's last offer. It is understood Delfont has plans to develop the entertainment side of the Tower's activity. He is of the opinion that Blackpool, as a holiday location, is going to expand now that the local authorities have agreed to allow the entertainment area to be developed. And of all show business entrepreneurs Delfont and the Grade Organization have the most experience of the resorts' earning potentialities through their summer season enterprises.

As announced at their recent sales conference, CBS are to launch the Blue Horizon label in January as a showcase for top blues acts in Britain and America. However, as a foretaste of the type of music to come from the new label, a single "I Believe My Time Ain't Long" by Peter Green's Fleetwood Mac has been released. The single shows a dual logo Blue Horizon/CBS but as from January 1st releases will go out on Blue Horizon marketed by CBS. Blue Horizon Records was formed in 1965 by Mike and Richard Vernon and they were responsible for launching John Mayall on his current very successful disk career. Mike Vernon will be responsible for producing all Blue Horizon recordings.

Another new label from CBS is Director which makes its debut on November 17th with three single releases. Direction will specialize in rhythm and blues, pop and ska material giving a new dimension to the CBS repertoire. An indication of the type of music to be found on the new label can be gauged by the first releases: Elma Gantry's Velvet Opera "Flames"—a British Southern copyright; Otello Smith and the Tobago Bad Boys "My Home Town," a ska number from Sparta Music; and an r & b dishing from the American Date catalog "Give Me My Freedom" by the Glories. Repertoire will be gathered from licensed deals on both sides of the Atlantic and releases will be made weekly.

MGM Records which began operations under its own flag in July is displaying a deft skill in marketing records at the right time. Combined tactics of Managing Director Rex Oldfield, whose background in the industry has been predominately marketing, and Promotion Chief Peter Prince have re-enlivened the market for Eric Burdon and the Animals, an act that has been devoid of a domestic top seller for many moons. After the launch of "Good Times" which got Burdon away for the first time in a couple of years, the re-awakened customer interest was capitalized upon by a swift release of his "San Franciscan Nights" at the precise time "Good Times" began to lose impetus. Timing proved perfect and the second Burdon release has sped up the charts. He is now quite solidly re-established in this market with two disks (and MGM) in the sales index.

Jack Florey has been appointed Pop Product Manager with CBS Records. He moves over from EMI Records where he was Deputy Marketing Manager. David Howells who has helmed CBS' pop product output moves to the A & R Department under Derek Everett where he will hold the reins of CBS upcoming jazz label, Jazz Realm.

Sources close to Bob Reisdorf, Liberty Records supremo in this country, indicate that Liberty will launch a low-price album series next year which will retail at around \$3. Material will be from the vaults.

Sol Raye made his debut as a recording artist on Decca's Deram label via a launching party hosted jointly by Decca Records and Chappell & Co. at Teddy Holmes' suite of offices. Born in British Guiana, Sol Raye has lived in Britain for the last fourteen years and the beginnings of his show business career were formed when he sang solo in church choirs. He appeared on Hughie Green's amateur talent show "Opportunity Knocks" which led to cabaret and club dates and a recording career. His first disk "While I'm Here" was penned by his manager Mike Revelly, was recorded in Chappell's studio and is also a Chappell copyright. Negotiations are in hand for Raye to appear at Las Vegas in the new year.

The Chappell recording studios which began operations in April this year are working to capacity, and the recording personnel has now been extended to four. Top names in show business have used the studios which boast the most up-to-date equipment and facilities. Artists include Shirley Bassey, Sandie Shaw, Topol, Rolf Harris; continental artists France Gall, Joe Dassin, Jo Masille, Herve Villard and Johnny Hallyday; American artists Robert Goulet and Eddie Fisher and groups such as the Beatles, the Bee Gees, the Herd, Trogs, etc.

Having achieved considerable success in the past with Italian melodies, Cyril Shane of Shapiro Bernstein confidently predicts big things for the new Cliff Richard single "All My Love" (Columbia) which is taken from the Italian copyright "Sol Tu" originally recorded with great success there by Ornata Berta. Another Italian melody, "Cosa Ce Fa Staser" retitled "I Only Live to Love You" has been waxed here by Cilla Black on Parlophone. Shapiro Bernstein also have the copyright to the film "Some May Live" starring Joseph Cotten, Martha Hyer and Peter Cushing. With a score by Cyril Orndel, the title song marks the debut in Britain of top Italian singer Tony Del Monaco and the Mertens Brothers have also waxed an instrumental version—both on CBS. Globe trotting Cyril Shane is on the move again, this time visiting Brussels, Amsterdam, Stockholm, Copenhagen, Hamburg, Cologne, Berlin, Frankfurt, Munich, Rome, Milan and Paris placing and acquiring new copyrights.

Indie producer Norman Newell has just recorded his first album with Frankie Vaughan tagged after his current hit single "There Must Be A Way" (Columbia). For his follow-up Vaughan has waxed the oldie "So Tired" which was a hit for composer Russ Morgan way back in 1947. "So Tired" is published by Campbell Connelly. Continuing the expansion of his overseas activities, Newell is currently in Paris for talks with major French artists whom he intends to record exclusively for Britain. Another chart entry for Newell is Shirley Bassey's United Artists single "Big Spender" from "Sweet Charity," the London cast album of which has just been rush-released by CBS.



BEYOND THE WHAT?—The Blue Horizon label is set to be launched in England by CBS in Jan. Mike Vernon (center) of Blue Horizon, is shown signing on the dotted line. Looking on are his brother Richard (left) and Derek Everett, A&R manager for CBS Records.



RECORDING CAN BE FUN—At least it looks like fun in this photo, showing Juliet Prowse and conductor Alyn Ainsworth in the recording session for the original cast LP of the London production of "Sweet Charity." Looking on are Norman Newell (right), who produced the set for CBS, and the show's choreographer Ed Gasper (left).

## Great Britain's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	1	5	*Massachusetts—Bee Gees (Polydor) Abigail
2	3	16	*The Last Waltz—Englebert Humperdinck (Decca) Donna
3	2	8	*Hole In My Shoe—Traffic (Island) Island
4	8	4	*Baby Now That I've Found You—The Foundations (Pye) Welbeck-Schroeder
5	13	3	*Zabadak—Dave Dee, Dozy, Beaky, Mick & Tich (Fontana) Lynn
6	4	4	*Homburg—Procul Harum (Regal Zonophone) Essex
7	9	4	*From The Underworld—The Herd (Fontana) Lynn
8	6	7	There Must Be A Way—Frankie Vaughan (Columbia) Chappell
9	5	6	The Letter—Box Tops (Stateside) Feldman
10	7	7	*Flowers In The Rain—The Move (Regal-Zonophone) Essex
11	11	5	When Will The Good Apples Fall—The Seekers (Capitol) United Artists
12	10	8	Reflections—The Supremes (Tamla Motown) Jobette
13	12	5	Ode To Billie Joe—Bobbi Gentry (Capitol) Compass
14	14	10	*Excerpt From A Teenage Opera—Keith West (Parlophone) Robbins
15	—	1	*Autumn Almanac—The Kinks (Pye) Carlin
16	19	2	*You've Not Changed—Sandie Shaw (Pye) Carnaby
17	—	1	*There Is A Mountain—Donovan (Pye) Donovan
18	15	9	*The Day I Met Marie—Cliff Richard (Columbia) Shadows
19	16	3	*King Midas In Reverse—The Hollies (Parlophone) Galto
20	17	6	*Black Velvet Band—The Dubliners (Major-Minor) Scott-Solomon

\*Local copyrights

## Great Britain's Top Ten LP's

1	Sgt. Pepper's Lonely Hearts Club Band—The Beatles (Parlophone)	6	Scott—Scott Walker (Philips)
2	Sound of Music — Soundtrack (RCA)	7	Universal Soldier — Donovan (Marble Arch)
3	Best Of The Beach Boys Vol: 2—The Beach Boys (Capitol)	8	British Chartbusters — Various (Tamla Motown)
4	Dr. Zhivago—Soundtrack (MGM)	9	Raymond Levevre—Raymond Levevre (Major-Minor)
5	Breakthrough — Studio 2 Stereo (EMI)	10	The Walker Brothers Story—Walker Brothers (Philips)

Quickies: MGM artist Erroll Garner in town for promotion visit coincidental with new single release "That's My Kick" . . . "The Last Waltz" topping Best Selling Sheet Music Lists for sixth consecutive week for Donna Music . . . American Wayne Newton opens season at Talk Of The Town November 6th . . . Johnny Mathis broke box office records at Talk Of The Town . . . New folk singer Jake Thackray makes debut on Columbia with "Remember Bethlehem" . . . Bill Phillips of Charms Music and Bill Phillips Enterprises Ltd. currently in New York seeking new copyrights for U.K. representation.





## Artists & Art Gallery Go Aboard This Year's 'Cantaeuropa Express'

ROME—Ezio Radaelli, organizer of the top Italian summer contest "Cantagiuro" (Italy's Singing Tour) is preparing the second edition of his Cantaeuropa, singing tour of Europe.

As last year, 14 Italian singers will board a special train for the event, Cantaeuropa Express, and will perform for 21 consecutive nights in 21 of the principal towns of the European countries.

But this year, together with singers, journalists and organizers, the Express train will host ancient and modern paintings of Italian artists.

Special cars will be devoted to this travelling Art Gallery, which is organized in cooperation with the Italian Turistic State Office. This Art Gallery which will bring around Europe treasures of Italian art, will constitute a further attraction for the Cantaeuropa and indirectly will help the European promotion of Italian songs and singers.

Together with their works, some of the most famous contemporary Italian painters will be guests on board of the train in this long tour.

Radaelli has announced that this year two top Italian artists will be the "vedettes" of the tour: they are Rita Pavone and Bobby Solo, both with Ricordi. With these two stars, the names of Gigliola Cinquetti (CGD), Nini Rosso (Durium), Dino (RCA), Wilma Goich (Ricordi), Edoardo Vianello (RCA), Giorgio Gaber (R.I.F.I) and Al Bano, (EMI) have

been mentioned, but the final cast has not yet been announced.

To increase the promotional function of the Cantaeuropa Express, first of all in behalf of record and publishing firms which, as always, will be directly involved with the costs of this operation, special wagons will be furnished as record or publishing offices, with piano, record and tape players, window displays and so on, to be assigned to the various record and publishing firms participating in Cantaeuropa; they will be able to present their production in the various countries where the Cantaeuropa Express will stop.

The long Cantaeuropa train will pass through 15 different countries this year: Austria, Belgium, Czechoslovakia, Denmark, France, West & East Germany, England, Yugoslavia, Norway, Holland, Poland, Monaco, Sweden and Switzerland. The Italian singers will perform in all top towns of these countries. Shows have been scheduled already in Warsaw, Prague, Vienna, Berlin, Paris and London.

It is to be stressed that the Radaelli's initiative, which will bring a corner of Italy, around Europe, will put under a spotlight Italian songs and Italian artists. This is the reason why once again this original initiative has received the enthusiastic welcome of all top Italian music operators, who have found in this manifestation a new strong media for the promotion of Italian musical production abroad.

## Northern Songs Profits Soar Past \$2 Mil

LONDON—The Beatles' publishing company, Northern Songs, run by publisher Dick James, goes from strength to strength.

The first British music publishing company to go public, its profits for the year to April 30, 1967 were \$2,359,000, which easily exceeded estimates made earlier this year and the \$1,716,000 profit made in the previous twelve months. After tax of \$913,612 against \$730,970 previously, the balance exceeded \$1,445,000 compared with \$987,000 in 1965-66. A final divi-

dend of 32 per cent is recommended which makes a total of 56 per cent for the year. In the previous twelve months it was 40 per cent.

Directors emphasize that the increase in profits is in large measure to do with \$461,000 of net royalty earnings from Lenmac Enterprises which has been brought into the results for the first time. Stockholders have been advised that the income from this company may slide in the future. It receives royalties from 60 Lennon and McCartney numbers and nothing else.

## CGD & CBS Italiana Sales Meet Introduces New WB/Reprise LP's

MILAN—On October 30 and 31st the second 1967 sales convention of CGD Compagnia Generale Del Disco and CBS Italiana took place.

Purpose of the convention was the introduction of the new autumn/winter production. All sales agents of CGD/CBS Italiana sales organization (an organization apart from the two record firms named Messaggerie Musicali) were invited in Milan.

The convention was opened on the morning of Oct. 30th, with a speech by Sergio Di Gennaro, head of Messaggerie Musicali sales organization. Of course, all top CGD/CBS Italiana executives were present: Piero Sugar, vp of CGD/CBS, Giuseppe Giannini, manager of the two firms and Johnny Porta, top executive of the companies.

The first part of the Convention was devoted to the Warner Bros. Reprise products, with the showing of a film which really served to introduce the new productions of WB and Reprise. These products have been already released in our country by CGD, which distributes the WB and REPRISÉ catalogs, and will be strongly promoted in Italy during the winter season.

The film fully illustrated the latest WB and Reprise releases of the following top artists: Nancy Sinatra, Trini Lopez, Antonio Carlos Jobim, Peter Paul & Mary, The Grateful Dead, Beau Brummells, The Anita Kerr Singers, Dean Martin, The Electric Prunes, Frank Sinatra. The film also introduced the soundtrack music of two big motion pictures, "The Bobo" and "Camelot."

It was announced that special showings of this film will be organized in all principal Italian towns, especially for all top Italian record retailers.

Also a special contest opened to sales

agents was announced for the special promotion of WB/Reprise products. The sales agent who will top all the other members of the organization in the sales of WB/Reprise disks will get a special award consisting of a three day trip to Paris for two persons. He will be named "WB/Reprise Man 1967."

The CGD and CBS products were presented in the night of October 30th during a show held at Palazzo Dell'Arte in Milan, to which all top Italian CGD and CBS artists took part. Among them: Caterina Caselli, Tony Del Monaco, Riki Maiocchi, I Camaleonti, Ferry Franco & Rene', I Roll's 33 and many others.

Among the new releases presented are new singles by Riky Maiocchi, "Ma L'Amore No", "Ho Scelto Bach" by Andrea Lo Vecchia and "Elegia Per L'Amico Di Antonio" by Ferry Franco & Rene' (with Danny and Gaby). All these records have been released under the CBS ITALIANA label.

The CGD releases include Gigliola Cinquetti's "Piccola Citta", the new disk of Caterina Caselli, "Sole Spento," and "L'Importante E' La Rosa" performed by Riccardo Del Turco.

Other news about the conclusion of the Convention will be given in the next issue.

## Bell/CBS Ger. Deal

NEW YORK—Larry Uttal, president of Bell Records, has signed an exclusive sub-licensing catalog deal with CBS Schallplatten for Germany, Austria and Switzerland.

The long-term arrangement will be launched with the immediate release of the RIAA-certified gold record, "The Letter" by the Box Tops.

Pending the clearance of the Bell label in Germany, which will be in the very near future, all records will be released on CBS.

## Wallich In U.S.

LONDON—Isabella Wallich, director of Delyse and Envoy labels, is currently in New York for discussions with American Decca and Capitol Records with a view to producing classical records in the UK on an indie basis for issue under labels overseas.

## Correction

NEW YORK—A story in the Oct. 28 issue under the heading of "WB Distribution Center for Canada" incorrectly indicated that Vogue Records of France was a subsidiary of Warner Bros.—Seven Arts Records. Actually, Vogue, while handled in Canada by the label, is an independent label.

## Hail Czech Jazz Fest As Best Yet

PRAGUE—The unanimous opinion of the organizers, critics, audiences and guests at the fourth International Jazz Festival held in Prague from Oct. 18 to 22, was that it was the most successful ever. Top stars such as Charles Lloyd and Roland Kirk Quartets were given endless ovations. After Lloyd's performance, which closed the last concert, the audience refused to leave the hall and boomed the men who came to take the drums and bass away. More American soloists were assembled in the Kenny Clarke-Francy Boland Big Band, one of the five big bands featured in the five festival concerts in Lucerna Hall, Prague.

Among further festival features there were shows of Czechoslovakian and American jazz films, a preview of compositions by jazz composers from the catalog of the West German music publishing house Editions Modern; a concert at Teplice Spa, 60 miles from Prague at the East German frontier; a contest for young Czech jazz soloists up to 25 years of age and an international contest for a jazz composition.

The international jury consisting of representatives from the U.S., West Germany, Austria, U.S.S.R., Poland and Czechoslovakia, awarded the first prize in the big band category to the Czechoslovak composer Pavel Blatny—winner of last year, whose name appeared again in the New Talent category of the Down Beat Critics Poll. Second prize, however, went to the American composer G. Dogias, who also won a special prize given by the Cultural Department of the City of Prague. On behalf of Dogias, the cultural attache of the U.S. received this prize on stage.

The Prague Jazz Festival is sponsored by the Czechoslovakian Music Instruments factory, which uses this opportunity to have their instruments tested by foreign stars performing here. This year brought them an excellent opportunity as the Hammond organ of British star Georgie Fame was damaged during transportation. Fame played on Pastoral, a new type

of organ recently developed by the factory.

The program of the Prague festival was prepared in co-operation with the Warsaw Jazz Jamboree and the resulting lower costs of transportation enabled the organizers to bring top American stars both to Poland and Czechoslovakia. Next year both festivals will probably be co-ordinated with a similar event in Vienna which will offer even better possibilities to agents and promoters to plan their tours. The dates of the next Prague Festival have been scheduled for Oct. 9 to 13, and the organizers of festivals from Warsaw, Budapest, Moscow, Montreaux, Bologna, Ljubljana, Comblain-la-Tour, Bilzen and Vienna met in Prague to prepare a time-table of European jazz festivals for next year. They also discussed the possibility of founding a European Jazz Federation.

## 1967 Big Year For Global Big 3, Launch New Development Program

NEW YORK—The Big 3 (Robbins-Feist-Miller) global network is enjoying one of its most successful years, with a maximum exchange of hit tunes and new highs in revenue.

As a result of a just-concluded trip by Wally Schuster, head of the Big 3's new Talent Development Division, plans were set to apply the publishing network's promotional power to a drive for the development of new pop groups, writers and producers. Schuster stated that the new international development drive is a part of "a sustained program which will take The Big 3 right into the field to new pop music centers throughout the world to explore promising music talent." Special emphasis is also being given to the company's international drive via global visits by other Big 3 executives. Werner Strupp, International coordinator, is currently touring the continent while Al Kohn, Special

American Representative for Francis, Day & Hunter, has just returned from parleys with the publishing organization's overseas affiliates. Arnold Maxin, head of The Big 3, sparked the entire campaign by hopping to the continent in Oct. Schuster returned from Europe last week (2) following a survey of the publishing organization's pop action in the international market.

Schuster's survey swing took him to London and Paris.

London sessions included pop talks with Ben Nisbet of B. Feldman & Co., Bert Corri of Francis, Day & Hunter and Ian Ralfini of Robbins Music Corp. Ltd. Schuster also met with Les Reed, writer of the current hit "The Last Waltz" and Keith West, writer-artist for "Excerpt From A Teenage Opera." In his Paris talks with Barthe Lambertini of Editions France-Melodie, Schuster wrapped up the U.S. acquisition of more pop material.



A week's trip to London is enough to send a member of the German record industry into fits of jealousy. Just think! Real live pop radio like Radio One in addition to other shows. Not only a stack of weekly regular pop TVers, but also the chance for personal appearances for pop artists on evening revue programs. Swinging promotion men from each and every company doing a fine job. Single records selling up a storm at about a buck apiece! New ideas! New sounds! It's absolutely frightening. Then back to reality in Germany. Back to a country where phonograph records do not fall under the category of cultural material so that an extra tax will be hung on the record making it even more expensive next year. A country where single records already sell for \$1.19 (DM 4.75), where radio stations play as little pop music as possible, a country where the local language pop production sounds just like the pop productions of one, two or three years ago, where top promotion people as rare as diamonds are, where TV brings a very, very few monthly pop shows, and those shoved to Saturday afternoon slots with literally no pop acts booked for the evening program. It's an anti-pop world we live in and the singles sales show it. Something must be done, but what? What can be done to change the basic structure of a country and an industry? Oh well, LP sales continue to soar. Low price LP's ranging from \$2.50 (DM 9.80) to \$1.25 (DM 5) are even going the rack jobbing route in gasoline tank stations, and stereo records are crowding the monaural LP's completely out of the field.

On the pop singles scene, several local stars who have been well established for several seasons continue to rack up interesting sales. Roy Black and Freddy Quinn and Wencke Myhre at Polydor, Peter Alexander and Rex Gildo at Ariola, Gitte and the Lords at Electrola, Peter Orloff at Cornet, Manuela Ronny and Peggy March at Teldec and Vicky at Philips along with Udo Jurgens and Esther & Abi Ofarim who are really the top selling LP stars today together with singles sales. The rest of the hit parade is foreign. England and the U.S.A. are the main factors and for those listeners (the majority) who want music from British Forces Network, American Forces Network, Radio Luxemburg, Radio Free Europe, etc., it's English and U.S. hits or nothing.

Rolf Budde is busy pushing "King Midas In Reverse" by the Hollies, and "As I Ride By" by the Troggs.

Klaus Teubig from Francis Day & Hunter tells us that they are going strong with the LP "The Many Moods Of Murray Wilson" with the father of the Beach Boys making a personal visit to Hamburg recently. Other push platters include "The Cat In The Window" from Petula Clark and "Wild Honey" from the Beach Boys plus 3 swinging German productions including the first local version of "Excerpt From A Teenage Opera" done by Curt Borkmann on Cornet.

Peter Knight, Jr., of Stigwood/Yaskiel International writes to tell us that the Bee Gees have a smash hit in Germany as their "Massachusetts" currently leading the charts in England has already passed the 150,000 sales mark here. The group will soon be visiting this part of the world for TV and personal appearances. The Rattles, top beat band here have signed with SYI for production with Philips still releasing for the group in Germany but other territories now open. Larry Yaskiel is back from his 3 week trip to the U.S. and picked up rights to the Maze on Calla Records which Philips will release here. The firm has also signed Swedish artist Carlo Lind whom they will produce and release on Polydor.

Philips star Vicky flew to Japan with production chief Wolfgang Kretschmar for a two week visit which will include 12 TV appearances, a recording date and three international press conferences. The teenage star has blossomed into an international favorite since her appearance at the "Song For Europe" contest in Vienna this year.

Gisela Kremin from Metronome Records informs us that soul sounds are coming live to Germany with a short tour of Sam & Dave, Percy Sledge and Arthur Conley with their package along with Carla Thomas and Ben E. King also set for November appearances here.

Rudy Petry of Edition Accord writes that their firm has moved to new offices at Linden Str. 19 in Cologne, Germany, with the new telephone number 238067. Hitwise for the publishing house it's a stack of German goodies together with international favorites "More Than The Eye Can See" from Al Martino, "Nel Sole" from Al Bano, and "I Make A Fool Of Myself" from Frankie Valli.

Peter Kirsten from Minor Musik Produktion tells us that he is now in America. He's visiting the Rio de Janeiro 2nd International Chanson Festival where his exclusive singer-writer Peter Horten is representing Austria. Then Peter will go to Los Angeles, Chicago and New York to visit business friends and will return here on November 8th. Peter Kirsten is a young man who has made a tremendous impact in the music business in a very short period of time. He is the German representative of Fred Jackson's Fanfare Music who had the top number 1 hit "Ha Ha Said The Clown," and he's house publisher for Horst Jankowski. By the way, Peter still has a stack of top Horst Jankowski compositions which haven't been sub-published in the U.S.A.

That's it for this week in Germany.

## Germany Record Manufacturers Sales

(Courtesy "Schallplatte")

This Week	Last Week	Weeks On Chart	Record Title
1	1	12	San Francisco — Scott McKenzie — CBS-Edition — Intro/Meisel
*2	4	6	Adios — Ronney — Telefunken — Maxim
3	3	6	We Love You — The Rollin Stones — Decca — Hans Gerig Music
4	—	1	Massachusetts — The Bee Gees — Polydor — Abigail Music/Yaskiel/Sezak
5	5	8	Death Of A Clown — Dave Davies — Deutsche Vogue — Aberbach Music
6	6	13	All You Need Is Love — The Beatles — Odeon — Northern/Rolf Budde Music
*7	2	8	Romeo und Julia (Romeo and Julia) — Peggy March — RCA Victor/Rolf Budde Music
*8	—	1	Der Letzte Walzer (The Last Waltz) — Peter Alexander — Ariola — Francis, Day & Hunter/Bornemann
*9	—	1	Siebenmeilenstiefel (Seven Mile Boots) — Graham Bonney — Columbia — AME Kassner/Kist
10	—	1	Excerpt From A Teenage Opera — Keith West — Odeon — Francis, Day & Hunter/Bornemann

\*Original German Copyright

## Norway

Arne Bendiksen sounded very happy when speaking about Nancy Sinatra and Lee Hazelwood on Reprise and their "Jackson," now second at the charts here. He has just rushed out their "Lady Bird" on the same label, counting on another top seller. Kirsti Sparboe, local nightingale on the Triola label, looks like reaching international fame with a tour to Hamburg, London and Munich next on the schedule. Arne Bendiksen A/S has also signed three new names on his Triola label, Lilian Askeland, Karin Winje and Difference.

## Sweden

Latest releases at Polar label includes Göingeflickorna with two local tunes and Sonja Stjernquist with the tunes "Jimmy" and "Millie" from "Thoroughly Modern Millie," now doing very well at the Stockholm cinemas.

Amigo released their new EP with Sonya Hedenbratt last week. Titles includes "Strollin'," "Hello, Hello, Who's Your Lady Friend," "Hold Your Hand Out Naughty Boy" and "The Boy In The Gallery," all done in Swedish.

AB Philips-Sonora just released "Like An Old Time Movie" with Scott McKenzie on CBS, counting on another success like "San Francisco" with the same artist.

## Denmark's Best Sellers

This Week	Last Week	Weeks On Chart	Record Title
1	2	4	Gyngerne og karusellen (Gungorna och karusellen) (Preben Uglebjerg/Polydor) Wilhelm Hansen, Musik-Forlag, Denmark
2	1	10	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
3	3	4	Let's Go To San Francisco (Flowerpot Men/Deram) Southern Music AB, Sweden
4	6	2	Excerpt from A Teenage Opera (Keith West/Parlophone)
5	9	2	Camp (Sir Henry & His Butlers/Columbia)
6	4	4	Falderi og falderei (Johnny Reimar/Philips)
7	5	8	Stop (Lollipops/Polydor)
8	7	6	I Take It Back (Sandy Posey/MGM) Imudico A/S, Denmark
9	—	1	I'm Going Out (Tages/Odeon) Imudico A/E, Denmark
10	—	1	Hvis du tror pa mej (Bjorn Tidmand/Odeon)

## Norway's Best Sellers

This Week	Last Week	Weeks On Chart	Record Title
1	1	12	San Francisco (Scott McKenzie/CBS) Sweden Music AB, Sweden
2	6	7	Jackson (Nancy Sinatra-Lee Hazlewood/Reprise) United Artists Musikforlag AB, Sweden
3	—	1	The Letter (Box Tops/Stationside) Sweden Music AB, Sweden
4	9	2	The Last Waltz (Engelbert Humperdinck/Decca) Thore Ehrling Musik AB, Sweden
5	3	6	Ramona (Gunnar Wiklund/Ja) Arne Bendiksen A/S, Norway
6	—	1	Massachusetts (Bee Gees/Polydor)
7	2	4	Du är den ende (Lill Lindfors/Karusell) Sonora Musikforlags AB, Sweden
8	—	1	Onskebrunnen (Sven Ingvars/Svensk-American)
9	5	10	*Graveyard Paradise (1-2-6/RCA Victor)
10	4	7	Lara's Theme (Soundtrack/MGM) Arne Bendiksen A/S, Norway

\*Local copyright.

## Germany's LP Retail Sales

(Courtesy "Musikmarkt")

This Week	Last Week	Weeks On Chart	Record Title
1	—	1	Eine Sternstunde der Musik (Star's Hour of Music) — Various Artists — Stern Music Records
*2	—	1	Was Ich Dir Sagen Will (What I Want To Tell You) — Udo Juergens — Ariola — Stern Music Records
*3	—	1	2 In 3 (2 In 3) — Esther & Abi Ofarim — Philips
4	3	3	Schlager schlagen ein IV (Top Hits) — Various Artists — Teldec
5	1	4	Sgt. Pepper's Lonely Hearts Club Band — The Beatles — Electrola
6	6	2	Bee Gees' 1st — The Bee Gees — Polydor
7	—	1	Flowers — The Rolling Stones — Decca
8	2	4	Doctor Schiwago — Original Film Sound Track — MGM
*9	—	1	Wir sind Jung, die Welt ist offen (We Are Young, The World Is Open) — Renate & Werner Leismann — Ariola
*10	10	2	Peter Alexander serviert Spezialitaeten aus Ungarn, Boehmen, Oesterreich (Peter Alexander serves Specialties from Hungary, Bohemia, Austria) — Peter Alexander — Ariola

\*Original German Productions





**IN RETROSPECT . . .**—Shown (from the left) are: the President of the State of Israel, Zalman Shazar; Simon Schmidt, managing director of CBS Records in Israel; Hanoeh Givton, director of Kol Yisrael Broadcasting Authority; and Yitzschak Shimoni, his assistant. They are discussing the 2-record set on the 6-Day War while seated in the President's Jerusalem office. The documentary is entirely in Hebrew and consists of on-the-spot Kol Israel broadcasts made during the rout. The set is a joint production of Kol Yisrael and CBS-Israel. Plans are in the works for a 1-hour English language set about the war.

## CashBox France

Philippe Boutet, April Music manager, is delighted with the fantastic success of Nana Mouskouri's "C'est Bon La Vie." This song, which is the French treatment of "The 59th Street Bridge Song," is still on the chart five months after its release. April Music, CBS records publishing department, also signed a contract for exclusive publishing rights of Editions Musicales Walt Disney in France, Belgium and Switzerland.

CBS artists Les Compagnons de la Chanson are in Canada for a six week tour. For the first time since the creation of the group, they recorded before leaving Paris, an LP with 12 of the most popular French songs not of their creation. This album titled "A La Francaise" will be released worldwide through CBS in November. Among the songs, "Sous Les Ponts De Paris," "J'Attendraie," "Les Feuilles Mortes," "Ne Me Quitte Pas," "La Mer," "Pigalle," "Que Reste Il De Nos Amours."

CED (Compagnie Europeenne du Disque), which represents Chess, Stax and Atco records, presents this week the first album of a new series titled "Rythm And Blues Terrible." The LPs will be sold at the price of 19,95F. CED also released this week two LPs through Cadet "The Blues Vol. 1 & 2" featuring Chuck Berry, John Lee Hooker, Bo Diddley, Muddy Waters, Sonny Boy Williamson.

Festival will soon celebrate Andre Verchuren's 12 millionth record. For this occasion the famous accordionist will release a luxurious album with a giant picture of himself. Impact Records, Festival Distributing, presents a new female singer this week: Julie Dassin, daughter of movie director Jules Dassin and sister of CBS artist Joe Dassin.

Gigliola Cinquetti, who is cut in France by Festival, is expected in Paris November 7-9 for TV promotion and to help the launching in France of "La Rosa Nera," her Italian hit. After that she'll leave for a European tour with Bobby Solo.

Philips begins a new collection through Fontana titled "Apres Minuit" (After Midnight). Each LP presents love songs or sentimental mood music with nude pin up girls on the cover. Fontana also released this week a World Pacific recording album of Ravi Shankar.

France now has its first Hippy group. They are called Les Fleurs de Pavot and are cut by Mercury. Jack Haslehurst, leader of the group, comes from San Francisco and is the composer of many of the songs sung by the group.

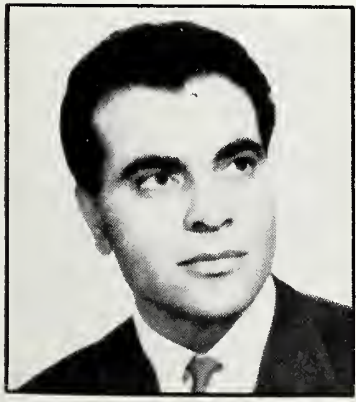
Quickies . . . Philips schedules for December release soundtrack of Tati's film "Playtime" . . . Saravah is the publisher of soundtrack music from "J'AI Meme Recontre Des Tziganes Heureux" . . . Christine Labail recorded two Dany Music original copyrights for her new AZ single; main title, "Les Roses de Turquie" . . . Jean Rigaux just renewed with Decca for five years . . . Pathe Marconi presents a new LP by Dixieland orchestra Les Haricots rouges . . .

### France's Best Sellers

This Week	Last Week	Artist/Label
1	3	La dernière Valse (Mireille Mathieu) Barclay; Francis Day
2	1	Le Néon (Adamo) Voix de son maître; Pathé; Marconi
3	9	The Letter (The Box Top) Stateside; Vogue International
4	2	San Francisco (Johnny Hallyday) Philips; Tournier
5	6	Puisque L'Amour Commande (Enrico Macias) Pathé; Circa
6	4	San Francisco (Scott McKenzie) CBS; Tournier
7	5	Aranjez Mon Amour (Richard Anthony) Columbia; unpublished
8	8	C'Est Bon La Vie (Nana Mouskouri) Philips; April Music
9	7	Les Chevaliers Du Ciel (Johnny Hallyday) Philips; Tutti
10	—	La Dernière Valse (Petula Clark) Vogue; Francis Day

# next time you are in Greece . . .

### LEADING ARTISTES IN GREECE



**STELIOS KAZANTZIDIS** — who records for Parlophone-Odeon



**GRIGORIS BITHIKOTSIS** — who records for Columbia

..... you can check on EMI's claims about global ramifications—about recording and manufacturing facilities in every part of the world—about sales organisations which get into every conceivable outlet—about unique connections with the most active retail establishments everywhere—and about the way EMI artists are promoted here, there and everywhere to give them a truly international stature.



THE GREATEST RECORDING ORGANISATION IN THE WORLD

The EMI Company in Greece is: Columbia Graphophone Company of Greece Ltd., P.O. Box 287, Athens. Tel: Athens 880-371





# Italy

The Curci Publishing Group has informed us that the famous D'Anzi composition, "Non Dimenticar Le Mie Parole," one of the most famous Italian standards, has just been recorded in a new modern version by our top little singing star Rita Pavone (Ricordi). The new recording will serve as leit-motif of the radio program produced by Rita Pavone and broadcast twice every week by the State Radio Company. Another top Italian standard, also penned by D'Anzi and published by Curci, has been recorded by another top Italian singing star for the R.I.F.I. label. We refer to Mina and the evergreen "Tu Non Mi Lasceraì."

Curci Publishing also announced the recording by well known singer Nicola Di Bari of the new copyright "Se Mai Ti Parlassero Di Me." The record issued under the RCA label has been promoted via the TV contest "Settevoci" where it was the winning composition this past week.

The first single of the Vanilla Fudge has just been released in Italy by R.I.F.I. under the original Atlantic label. The two titles chosen for the Italian debut of this group are "You Keep Me Hanging On" and "Take Me For A Little While." R.I.F.I. has announced a strong promotional campaign on this single. At the same time, following its program for the release and the promotion in Italy of the entire Atlantic catalog, R.I.F.I. has announced a strong publicity campaign on three top artists who will introduce R&B here: Sam & Dave, Arthur Conley and Percy Sledge.

RCA Italiana has started a promotional campaign on the English talent of Adam Faith, who was in Italy last week to take part in a big TV show organized in Bari (South of Italy) by Gianni Ravera.

Marino Marini, owner and Prexy of Tiffany Records, announced the pacting of the top Spanish talent Luis Aguile. He will make his first appearance in Italy as guest star in 4 weekly transmissions of a TV top series entitled "Happy Music."

Petula Clark will wax in Paris some new Italian recordings. Announcement was made by Giampiero Simontacchi, International A/R Manager of SAAR. He departed for Paris to supervise these new releases. He will be back in Milan together with Petula for her participation in "Partitissima" where she will introduce one of the new recordings.

SAAR has announced the signing of the Casuals who have left CBS Italiana.

Young artist Roberto Fia was recently pacted by Dischi Parade of Rome (the new firm managed by Vincenzo Micocci). He has recorded as a first single "Django," derived from the soundtrack of the motion picture, and now, is back on the record scene via a second disc "Finira."

## Italy's Best Sellers

This Week	Last Week	Weeks On Charts	Title
1	2	10	A Whiter Shade Of Pale/Senza Luce: Procol Harum/Decca, I Dik Dik/Ricordi Published by Sugarmusic
2	1	16	*Nel Sole: Al Bano/EMI Italiana Published by EMI Italiana
3	3	3	Mama: Dalida/RCA Published by Ricordi
4	4	4	*Poesia: Don Backy/Clan Published by El & Chris
5	5	4	Estate Senza Te: Christophe/Saar Published by Mas
6	6	5	*Parole: Nico E I Gabbiani/City Records Published by Ariston
7	10	3	San Francisco: Scott McKenzie/CBS Italiana, Bobby Solo/Ricordi Published by Ricordi
8	7	4	*Yeeeh: The Primitives/RCA Published by RCA Italiana
9	11	25	A Chi: Fausto Leali/R.I.F.I. Published by Curci
10	9	17	*La Coppia Piu' Bella Del Mondo: Adriano Celentano/Clan Published by Clan
11	8	4	Kilimandjaro: Pascal Danel/Saar Published by Esedra
12	—	1	*Cercate D'Abbracciare Tutto Il Mondo Con Noi: The Rokes/RCA Published by RCA Italiana
13	—	1	I Love You (You Love Me): Anthony Quinn/EMI
14	—	1	*Tenerezza: Tony Renis/RCA Published by RCA Italiana
15	13	3	Per Vivere Insieme (Happy Together): Quelli/Ricordi Published by Ricordi

\*Denotes Original Italian Copyrights



# Spain

French record man Eddie Barclay recently visited Spain to establish his own company here: Compania Fonografica Espanola S. A. Discos Barclay with spectacular offices in Madrid. Famous Bravos producer Alain Milhaud is in charge, with Enrique Zabla as manager, and Francisco De La Fuente as head of public relations and promotion. As explained to Cash Box by Mr. Barclay, the company will function in three different ways. First, as representative of Barclay Records in Spain; secondly as an artists' management office; and thirdly as an independent production outfit.

Kama Sutra is now distributed here by Fonogram and Festival Records is now distributed by Vergara. Vergara also signed top Spanish artists Duo Dinamico, Luis Gardey and Los De La Torre.

Hispavox signed Abnak and also a direct contract with Guy Mardel who along with Nancy Holloway, won first place in the Mediterranean Song Contest with his composition "La chanson du Bonheur." Second place was "Com el vent," sung in Catalan by Dova (Sayton Records) and Salome (Edigsa and Belter records). Third place "Mulino a vento" sang by Little Tony is perhaps the most powerful tune from the Festival, and the Italian version by him is selling well.

Juan & Junior, Spanish duo produced by British Mike Smith, recorded in English "For Two Girls." Massiel also has a new recording, "La moza de los ojos tristes." Both artists are on the Novola label.

New hit releases include "Aranjuez non amour" by French Richard Anthony. "I Love You, You Love Me" has been covered in Spanish by Francisco Rabal for Vergara. English version is also selling well as are "The World We Knew" by Frank Sinatra and "San Francisco" by Scott McKenzie.



UNITED THEY STAND . . . AND SIT—United Artists music publishing topers from all over Europe gathered in London last week to meet regarding the organization's all-out global push on the music for "Live For Life," successor to "A Man And A Woman." Seated (from the left) are: Johann Michel of UA in Holland; Murray Deutch, executive vice president of the UA publishing companies; Eddie Adamis of UA in France; and John Spaulding, general business manager of UA music throughout Europe. Standing (from the left) are: Noel Rogers, managing director of UA music companies for Europe; David Matalon of UA in Italy; Wim Van Vught of UA in Holland; Dr. Gramitto-Ricci of UA in Italy; Mike Stewart, president of the United Artists music companies; and Roger Welch, general professional manager for United Artists Music in England.



INTERNATIONAL PACKAGE MEETING—David Hubert, director of the international department of A&M Records and Rondor Music, is presently having meetings with executives of Polydor to discuss the new A&M fall LP package release, which will include "Wave" by Antonio Carlos Jobim, "A Day In The Life" by Wes Montgomery, "Claudine" by Claudine Longet, "Child Of Clay" by Jimmie Rodgers, and "Pleasures Of The Harbor" by Phil Ochs. Shown here (from the left) are: Hans Werner Tolksdorf, Mike Von Winterfeld, assistant sales manager of Polydor in Germany; David Hubert, director of the international dept. of A&M and Rondor Music; and Richard Busch, general manager of Polydor in Germany.

## Spain's Best Sellers

- All You Need Is Love (Beatles)—Odeon
  - Whiter Shade Of Pale (Procol Harum)—Deram
  - San Francisco (Scott McKenzie)—CBS
  - \*Lola (Brincos)—Novola
  - \*Nos Falta Fe (Juan & Junior)—Novola
  - \*Los Chicos Con Las Chicas (Bravos)—Columbia
  - Dentro Y Fuera (Angeles)—Hispavox
  - \*Rosas En El Mar (Massiel)—Novola
  - Silence Is Golden (Tremeloes)—CBS
  - \*Aleluya (L. E. Aute)—RCA Victor
  - Western Union (Five Americans)—Hispavox-Abnak
  - Notre Roman (Adamo)—HMV
  - I Got Rhythm (Happenings)—Sonoplay
  - Amor Es Mi Cancion (Petula Clark)—Hispavox Vogue
  - Sergeant Peppers L.P. (Beatles)—Odeon
  - \*La Caza (Juan & Junior)—Novola
  - La Felicidad (Palito Ortega)—RCA Victor
  - \*Digan Lo Que Digan (Raphael)—HMV
  - Dedicated To The One I Love (Mama's & Papa's)—RCA Victor
  - \*Canco De La Matinada (Joan Manuel Serrat)—Edigsa
  - \*Al Ponerse El Sol (Raphael)—Hispavox
  - El Funeral Del Labrador (Barbara & Dick)—RCA Victor
  - \*Aleluya (Massiel)—Novola
  - Sargento Peppers (Mustang)—HMV
  - The World We Knew (Frank Sinatra)—Hispavox Reprise
  - Ha Ha Said The Clown (Manfred Mann)—Fontana
  - 7 Rooms Of Gloom (Four Tops)—Tamla Motown
  - Incendio En Rio (Sacha Distel)—HMV
  - Carrie Ann (Hollies)—HMV
  - Windy (Association)—London
- \*Denotes local copyright





Looking through recent releases of pop singles, "Peanuts" on London by Wishful Thinking and "The World We Knew" by Frank Sinatra are fully expected to take the initiative in the hit parade race here. Other contenders—and new artists to Japan—are "Free Me/Privilege" on Odeon by Paul Jones, "Ode To Billie Joe/Mississippi Delta" on Capitol by Bobbie Gentry, "See Emily Play" on Odeon by Pink Floyd, "Paper Sun" on Philips by Traffic, "Let's Go To San Francisco" on Deram by Flower Potmen, and "Gin Hose Blues" on Deram by the Amen Corner. Other singles recommended by reviewers are "Twelve Thirty" on RCA by Mamas & Papas, "Pancho Lopez" by Trini Lopez, "What Is Soul" on RCA by Benny Gordon and Soul Brothers, "You're My Everything" by Temptations, "Reflections" by Supremes, and "Funkey Broadway" by Wilson Pickett.

Toshiba Records released "Sonny Rollins in Village Vanguard" and "Ornette Coleman Trio At The Stockholm" as its second release on Blue Note and "Inch'Allah/Adamo." Pop originals released by the firm making it big are "Kiri No Kanatani" by Jun Mayuzumi (845,000 copies sold in 4 months) and "Aozora No Arukagiri" by the Wild Ones (350,000 in 2 months).

Teichiku Records LP offerings this month include "Birds Symbols/Charlie Parker" on Union, "Bosa Nova Best Collection/Sadeo Watanabe," and "Soul of Tenor Sax/Boots Randolph" as the first release on Monument.

## Japan's Best Sellers

### ALBUMS

This Week	Last Week	
1	1	Let's Go Classics—The Bunnys (Seven Seas)
2	2	The Spiders Album No. 4—The Spiders (Philips)
3	3	Sergeant Pepper's Lonely Hearts Club Band — The Beatles (Odeon)
4	5	The Jaguars Meets The Carnabeats—The Jaguars & The Carnabeats
5	4	Young Beat—The Blue Comets (CBS)

### LOCAL

This Week	Last Week	
1	1	Kitaguni-No Aoisora—Chiyo Okumura (Toshiba)
2	2	Yubue—Kazuo Funaki (Columbia)
3	3	Anohito-No Ashioto—Yukari Itoh (King)
4	6	Love You Tokyo—Los Primos (Crown)
5	4	Makkana Taiyo—Hibari Misora (Columbia)
6	5	Wakamono-No Komoriuta—Yukio Hashi (Victor)
7	7	Sekaiwa Futarino Tameni—Naomi Sagara (Victor)
8	8	Wakareta Ano-Hito—Yuzo Kayama (Toshiba)
9	9	Kyoto-No Yoru—Kenji Aida (Polydor)
10	10	Koibito To Yondemita—Hidekazu Nagai (Victor)

### INTERNATIONAL

This Week	Last Week	
1	1	Mona Lisa No Hohoemi—The Tigers (Polydor) Publisher/Watanabe
2	2	Kitaguni No Futari—The Blue Comets (CBS) Publisher/Watanabe
3	3	San Francisco-Flowers In Your Hair—Scott McKenzie (Columbia) Sub-Publisher/Victor
4	6	A Whiter Shade of Pale—Procol Harum (Deram) Sub-Publisher/Shinko
5	5	Barairo-No Kumo—The Village Singers (CBS) Publisher/TOP
6	4	I Love You—The Carnabeats (Philips) Sub-Publisher/Shinko
7	7	Aozora-No Arukagiri—The Wild Ones (Capitol) Publisher/Watanabe
8	8	Summer Wine—Nancy Sinatra (Reprise) Sub-Publisher/—
9	10	Ano Niji-O Tsukamo—The Spiders (Philips) Publisher/TOP
10	9	Kimini Aitai—The Jaguars (Philips) Publisher/Shinko
11	11	Kazega Naitairu—The Spiders (Philips) Publisher/Rythm
12	12	Kiri-No Kanatani—Jun Mayuzumi (Capitol) Publisher/Ishihara
13	13	Maria-No Izumi—The Blue Comets (CBS) Publisher/Watanabe
14	—	Kojo Shiyoyo Jenny—The Carnabeats (Philips) Sub-Publisher/Shinko
15	—	The Words—The Monkees (RCA) Sub-Publisher/Shinko



Ken Taylor, manager of radio station 2GB in Sydney, advises Cash Box of an interesting world-wide song writing contest being conducted by the station to find a popular song devoted to the city of Sydney. Ken says, "We have been inspired to conduct this competition through the realization that Sydney, unlike many other significant cities throughout the world, has no popular song of its own. It is our desire to make good that deficiency."

Station 2GB is offering a prize of (Aust) \$1,000 to find the song for Sydney. The contest is open to both professional and amateur songwriters all over the world.

Overseas composers wishing to take part are advised to write for an official entry form, plus other information they may need, to Mr. Ken Taylor, Broadcasting Station 2GB Pty. Ltd.; 136 Philip Street, Sydney, New South Wales, 2000, Australia.

There is no entry fee involved. Songs entered may be the work of one or more composers. All entries should be on manuscript, full piano score, with complete lyric. The works must be original and not previously published. Songs submitted should be of suitable length for commercial recording and broadcasting purposes; the word "Sydney" need not necessarily be mentioned in the lyric.

Go to it, songwriters. There's one-thousand Australian dollars waiting to be picked up. Entries close on March 31, next year.

August record production figures showed a lift over those for July. For the month of August there was a total of 1,208,000 units manufactured; of these, 650,000 pieces were 12" albums, 377,000 were singles, the remainder consisted of EP's and a few 10" albums. Stereo album production is running at around 40% of the total output of 12" albums.

Des Steen, that active promotion man from Australian Record Company, has been up to his gimmicks again. This time through the mail we received one of those "clammy" little plastic Tigergators to help promote the Sammy Davis Jr., rendition of "Talk To The Animals" which is out on the Reprise label. The track is from the Davis album of songs from "Doctor Dolittle" which is now in release here.

Festival Records have issued a locally produced album entitled "The Music Of Sven Libaek" which features (instrumentally) the compositions of this popular Australian musician/composer. Another local instrumental package from Festival comes in the form of a set entitled "The Bells Of St. Mary's" featuring the performances of accordion player Herbie Marks in a batch of popular old favorites. On the singles front, new local discs from the Festival group bring Fia Karin with "You Don't Know Where Your Interest Lies" c/w "I'm Making The Same Mistakes Again;" Tony Worsley with "Reaching Out" and "Do You Mind?;" Mike Furber has "Bring Your Love Back Home" c/w "If You Need Me;" Billy Thorpe is out with "Dream Baby" and "You Don't Live Twice;" whilst Jeff St. John has "Everybody's Gone" c/w "Nothing Comes Easy."

Dermot Hoy and the promo gang at Castle Music are out in behalf of the new Disney musical "The Happiest Millionaire" which is now showing in Sydney . . . it won't go into complete national release until early next year.

Radio 2UE is now making regular live broadcasts each Monday and Wednesday night of local pop groups and artists during performances at the North Sydney Police-Citizens Boys' Club. Each broadcast is of 45 minutes duration, and the affair is compered by 2UE staff man, Roger Summerill.

New local product through EMI introduced the Swing Shift with "Take It Or Leave It" and "Give Me Time;" Johnny Ashcroft is featured with "It's The Same Old Story" and "Another Fool Like Me;" the Flanagans with "For Bobby" c/w "This Is My Song;" and hillbilly performer Chad Morgan is heard with "If You Can't Bite, Don't Growl" and "On The Social Service."

On the subject of locally recorded material, RCA of Australia have issued the first single by local psychedelic group the John Francis Collexion with "You Tell Me" and "I Talk To The Trees," not to be confused with the standard song of the same title. Both songs on the singles by the group were composed by their leader John Francis. Another local outfit in the Twiliters have their latest single out on RCA with "Go Where You Wanna Go" and "Hurry Sundown." They also have a new album in release tagged "Great Day." The Twiliters have their own television series coming along on ABC-TV.

Australian Record Company have some blockbusting albums on release this month including "Bravo! Brubeck!"; "Album 1700" by Peter, Paul and Mary; "Country, My Way" with Nancy Sinatra; "The Everly Brothers Sing"; "The World We Knew" by Frank Sinatra; "Insight Out" by the Association; and "Waist Deep In The Big Muddy" by Pete Seeger.

On broadcast restriction at the moment here are "Pretty Polly," the latest for Matt Monro and the title song from the film; and "She Is Still A Mystery," the latest from the Lovin' Spoonful. Copyright in both titles is held in this territory by the publishing house of J. Albert & Son.

3AK disc-jockey Lionel Yorke makes his debut as a recording artist on the Astor label with "Whisper Low," a composition by local singing star Buddy England.

## Australia's Best Sellers

- 1 The Last Waltz (Englebert Humperdinck—Decca) J. Albert & Son.
- 2 Itchycoo Park (The Small Faces—Stateside) Castle Music.
- 3 The Letter (The Box Tops—Stateside) J. Albert & Son.
- 4 Massachusetts (The Bee Gees—Spin) Abigail Music.
- 5 Lightning's Girl (Nancy Sinatra—Reprise) Boosey & Hawkes.
- 6 The Two Of Us (Tony Hatch & Jackie Trent—Astor) Leeds Music.
- 7 It Must Be Him (Vikki Carr—Liberty) J. Albert & Son.
- 8 Homburg (Procol Harum—Festival) Essex Music.
- 9 Little Ole Wine Drinker Me (Dean Martin—Reprise) Essex Music.
- 10 Runaway (Del Shannon—Liberty) Belinda Music.
- 10 Dandelion/We Love You (Rolling Stones—Decca) Essex Music.

## Visiting The U.S.

Shown gathered in the New York offices of Peer-Southern during the N.Y. visit of Argentine artist Leo Marini's recent visit are: (l. to r.) Roberto Ferrer, Cuban-born recording artist; Provi Garcia, Peer-Southern International manager of the Latin American division; Alberto Salinas, assistant manager in the Latin American division; and Leo Marini, who will set out on a European tour in Dec.







# Argentina

Hard-beat chanter Sandro won the First Buenos Aires Song Festival, which took place last week at the San Martin Theater. The singer's entry was "Quiero Llenarme de Ti," to be published by Julio Korn. Other artists taking part in the contest were Yaco Monti, Juan Ramon, Los Nocturnos, folk chanter Daniel Toro, Leo Dan and many others, with several top-notch composers submitting songs. The event was aired by Channel 2 and a video-tape was also recorded. Several of the songs presented at the fest have strong sales potential, both here and abroad.

Italian chattress Mina has been performing in Buenos Aires at the Opera Theater with TV performances on Channel 9. Mina has been very popular here in 1965 and 1966, mainly through her appearances on "Studio Uno," the RAI Italian TV program aired here by Channel 11. Unfortunately, her latest work, "Sabato Sera," hasn't been scheduled yet, and a certain lowering has been noticed in her record sales during this year. Mina's records for Ri-Fi, represented here by Phonogram, have been promoted here during the past month expecting this visit to be a success.

Speaking about Phonogram, the diskery's manager, Hugo Persichini, has returned from a five week tour of Venezuela and Europe where he got in touch with the Philips organization. Next week we'll print the details of his visit and some of the promo & release arrangements made.

The Rio de Janeiro Song Festival received several visitors from Argentina. Among them Mauricio Brenner of Fermata Publishers, RCA's A&R topper Adolfo Pino, CBS' John Lear, disk jockey Ricardo Kleinman and Chilean top deejay Ricardo Garcia, who also spent some days in B. A. The Argentine artists singing at the Festival were Barbara & Dick, with arrangements and orchestra direction by Horacio Malvicino.

The Cosquin Eighth Folk Song Festival is already being planned. It will start January 13 and will last nine evenings. Artists Los Fronterizos, Los Nocheros de Anta, Eduardo Falu and Mercedes Sosa already are contracted. The festivities will be closed January 28, and folk dances will be taught to the public willing to learn them.

Dora Greene of Famous infos that the diskery has inked local artists Los Cantores de Salavina—appearing on Radio El Mundo—and is releasing their first single. There is also a single by newly-contracted Yuyu Da Silva, with two Brazilian songs, including a cover of Agnaldo Timoteo's hit, "Meu Grito," and another single by orkster Stanley Moore carrying "Sinai" and "Hava Nageala."

CBS infos that Sol Rabinowitz, director of Records Acquisition & Publishing Operations of CBS International, has been visiting this country holding meetings with Stanko Jerebic, manager of Melograf, the CBS-affiliated pubbery, and other people from the local record-trade. Rabinowitz came to Argentina with Mario de Jesus, manager of Mundo Musical, the Mexican publishing company connected with CBS.

Odeon Publishers report that they have obtained the rights to "Ballade en Novembre," the Anne Vanderlove song awarded with the French Song Award. The original version has been already released by Odeon, and several local versions are expected. The pubbery also has "Can't Take My Eyes Off You," cut originally by Frankie Valli and recorded locally by Los In.

RCA has released the album by Los Gatos, still in the charts with "La Balsa." The group is appearing on Kleinman's "Modart No. 1" on Channel 9 and are touring the interior of the country. Another hot group, Los Iracundos, will appear at the giant Caupolican Theater in Santiago de Chile as part of their tour of Chile, Peru and Ecuador. Tango orkster Juan D'Arienzo has finished another instrumental LP, and the same has been done by Anibal Troilo.

Trova has released the first album by Canadian lark Nanette, recorded originally by Canusa in that country. The LP has been produced by Tony Roman, and the diskery expects to sell it well. A report from Trova's wonder secretary Martha indicated that the diskery is interested in additional pop lines from the States and Europe for even further increases of its catalog in this field.

Odeon arranged a tango party at its studios presenting the first LP cut jointly by chanter Alberto Marino and orkster Miguel Calo, already released by the diskery. Other news from Odeon include a Capitol album by Nancy Wilson, "For This Moment," ten new Coleccion Musical budget-priced albums, and a new folk LP by Los Ariscos, along with another tango LP by Hector Varela and a Mexican-recorded LP by Antonio Aguilar.

Disc Jockey Records are all smiles with the continued success of its two top pop artists, Pepito Perez and Rosamel Araya, whose latest LP's are appearing among the Top Twenty in this country. Araya's "Propiedad Privada" has been also appearing in the single charts for many weeks, as does Pepito's version of "La Carcel de Sing Sing."

Music Hall has released a new LP by Dean Martin, "Is Happiness," and also the first LP by Chilean chattress Isabel Parra, a strong name in her country. There is also another Dot LP by Lawrence Welk, a melodic LP by Los Tres Caballeros, and the first LP by local artists Les Eiffel with internationally-known titles like "Sunny," "Puppet On A String" and others.

Microfon is releasing the first single by tango chanter Jorge Valdez, cut with the Osvaldo Requena group, and is preparing the third LP by Nestor Fabian who is appearing on Channel 13 in the "Hotel Carrousel" program. There is also a new single by duet Jasmine & Richard, and good sales for Jose Antonio's latest single, "Esta Tarde Vi Llover."

## Argentina's Top LP's

- 1 — Al Ponerse El Sol Raphael (Music Hall)
- 2 1 Propiedad Privada Rosamel Araya (Disc Jockey)
- 3 2 Sgt. Pepper's Lonely Hearts Club Band The Beatles (Odeon)
- 4 3 El Fantastico Jose Feliciano (RCA)
- 5 5 Here Come The Tremeloes (CBS)
- 6 4 Yo Soy Aquel Raphael (Music Hall)
- 7 6 Los Hits En Castellano Adamo (Odeon)
- 8 8 Headquarters The Monkees (RCA)
- 9 9 Amor De Pobre Pepito Perez (Disc Jockey)
- 10 7 En Hollywood Los Fronterizos (Philips)

## Argentina's Best Sellers

This Week	Last Week	Title	Label
1	1	La Carcel De Sing Sing Jose Feliciano (RCA); Pepito Perez (Disc Jockey)	RCA
2	3	A Whiter Shade of Pale (Fermata) Jose Feliciano, Melina de Capri, Paul Jourden (RCA); Los In (CBS); Procol Harum (Odeon); Raymond Lefevre, Nicoletta (Disc Jockey); Jose Limon (Philips); Mac Ke Mac's (Microfon)	RCA
3	2	*La Balsa (Fermata) Los Gatos, Nacho Paz (RCA)	RCA
4	4	The World We Knew Frank Sinatra (Music Hall)	Music Hall
5	7	*Todo Es Mentira (Fermata) Palito Ortega (RCA)	RCA
6	6	Summertime (Neumann) Billy Stewart (Microfon)	Microfon
7	10	Aranjuez Mon Amour Richard Anthony (Odeon); Mac Ke Mac's (Microfon)	Odeon
8	8	All You Need Is Love (Fermata) The Beatles (Odeon)	Odeon
9	9	*Villa Carino Los Wawanco (Odeon)	Odeon
10	—	Even Bad Times Are Good The Tremeloes (CBS)	CBS
11	5	Trisagio Del Soltero Napoleon Puppy (CBS); Montecristo, Chevere (RCA); Los Wawanco (Odeon Pops)	CBS
12	11	Puppet On A String (Fermata) Caravelli, Cuatro Voces (CBS); Sandie Shaw (Music Hall); Paul Mauriat (Philips); Violeta Rivas, Al Hirt (RCA); Bingo Reyna, Lucio Milena (Disc Jockey); Lea Zafrani (Neptuno); Frank Pourcel (Odeon)	CBS
13	—	*Vamos A Cantarle A Mama Pibes Latinos (Quinto)	Quinto
14	12	Mj Limon, Mi Limonero Eduardo Araujo (Ariel)	Ariel
15	—	There Is A Mountain (Edami) Donovan (CBS); Fedra & Maximilian (Disc Jockey); Barbra & Dick (RCA)	CBS
16	13	Sock It To Me Willie Bobo (Philips)	Philips
17	—	Tu Eres Joya Inmensa Los de Salta (RCA)	RCA
18	15	Silence Is Golden (Odeon) Tremeloes (CBS); Four Seasons (Philips)	Odeon
19	17	Cuando Tu No Estas (Fermata) Raphael (Music Hall)	Music Hall
20	—	*Las Manos Sandro (CBS)	CBS
20	16	Amor De Pobre (Smart) Pepito Perez (Disc Jockey); Miltinho (Odeon); Los Nocturnos (Music Hall)	Disc Jockey

(\* Local)



WHILE HE'S THERE—Sol Raye (center) was guest of honor at a reception hosted jointly by Decca and the Chappell pubbery to launch his first single for Deram, "While I'm Here." Flanking Sol are (from the left): manager Mike Revely, actor Harry Corbett, Chappell's Teddy Holmes, and Decca promo manager Selwyn Turnbull.

## Beach Boys' Pop Scores Int'l Success On His Own

NEW YORK—Murry Wilson, personal manager of The Beach Boys and father of the groups' Brian, Carl and Denny, is now riding high in the international music arena with a recording of his own compositions, "The Many Moods of Murry Wilson." The man who sparked the Beach Boys success is also on the receiving end of a major promotional drive aimed at wrapping up global play for his Capitol album.

International campaign was recently set in motion by Al Kohn, U.S.

### Gallico To England

NEW YORK—Al Gallico, the publisher, left for England last week for rep discussions and search for new material. He'll meet with Jimmy Phillips of KDM, Joe Roncorni and Peter Walsh, associated with the Tremeloes, whose music Gallico represents in the U.S. He'll be staying at the Mayfair Hotel.

representative for Francis, Day & Hunter, the publishing organization which handles Wilson's music interests and world-wide exploitation for The Beach Boys' Sea of Tunes catalog. Kohn made a European jaunt last week to personally coordinate the Murry Wilson album push in major music capitals. Following the success on the initial phase of the promo campaign, Wilson jumped into the drive himself and is currently touring Copenhagen, Stockholm, London, Paris, Hamburg, Berlin, Rome and Milan. In a unique trade switch, The Beach Boys are now boosting their manager-father's album with a personal promotional campaign of their own.

During the tour, Wilson was accompanied by his wife Audrey who is also credited on the album as the co-writer of "Betty's Waltz." One of the highlights of their global tour was a visit to Hospital des Enfants Malades in Paris where the Wilsons donated a hi-fi system to the institution.





## CashBox Belgium

Roland Kluger met with different record companies regarding the possible distribution in Israel of the Palette label. He had meetings with Mr. Kimshi of EMI, Mr. Don Zeira of Hataklit and with Mr. Schmit of CBS. Publishing-wise, he came to an agreement with Mrs. Bar Elan and took some original Israeli copyrights to be worked on in New York.

S. De Coene-Dom of Chappell Publishers has obtained publishing rights for the following songs: "Patati . . . Patata," "Tu M'as Dit je T'Alme" (You Told Me I Love You), "Je N'oublie Pas" (I Don't Forget), "Au Douzieme Coup" (The 12th Strike). These songs will be cut by Arlette Zola on the A.Z. label. The two numbers "Au Douzieme Coup" and "Tu M'as Dit Je T'Aime" will also be translated into Flemish and waxed by Harry Herman for Polydor while Bob Benny, another famous Flemish singer, recorded "Crying In The Chapel" and "Walk Alone" in German and Flemish. The Hamsters are enjoying success with their recording of "Flower Power" on CBS.

Barelay are the first in Belgium to launch the famous Hip Pocket Records. These 3 7/8 inches records (with 6 songs) are retailing at 129-B.Fr. (\$2.50) which is quite a low price compared to the singles which sold at 69-B.Fr. (\$1.40). Barelay is also establishing its own music publishing company under the name of Barelay Music Publishing Cie.

Rog Whittaker (Columbia) arrives in Brussels October 30th for a three week tour including stage performances and television appearances. The Belgian press and public discovered Rog at the Knocke European Song Contest where he was a member of the winning British team.

## Belgium's Best Sellers

(Courtesy Jeunesse '67)

(French speaking)

This Week	Last Week	
1	1	San Francisco (Scott McKenzie/CBS)
2	3	The Letter (The Box Tops/Stateside)
3	2	Une Larme Aux Nuages (Adamo/H.M.V.)
4	5	The Last Waltz (E. Humperdinck/Decca)
5	4	The World We Knew (Frank Sinatra/Reprise)
6	—	San Francisco (Johnny Halliday/Philips)
7	8	There Is A Mountain (Donovan/Epic)
8	37	Un Monde Avec Toi (Mireille Mathieu)
9	11	Lightning Girl (Nancy Sinatra/Reprise)
10	9	We Love You (Rolling Stones/Decca)



## CashBox Mexico

Dusa Record Company will release a new low price label under the name of Canguro with music recorded by David Rose, Ferrante and Teicher, Connie Francis and many other artists. Agustin Hernandez is promotion manager.

CBS Records hosted a cocktail party for world renowned Mexican trio Los Panchos who leave for another series of performances in the Orient. From the international department of CBS comes "Fakin It" and "You Don't Know Where Your Interest Lies" with Simon & Garfunkel and "Ju Ju" and "Bala Bala" with the Rainbows.

Peerless Records released two new albums, the first with poular jazzman Tommy Rodriguez titled "Midnight Songs," and the second named after the new group La Banda. New Musart LP offerings include "Carlos Guzman," the Venturers with "Golden Greats," the Troggs with "From Nowhere," and an album from Liberty named "Hits, Hits, Hits" with artists Gary Lewis, Vikki Carr, Vic Dana, Del Shannon, Timi Youro, Bobby Vee, the T-Bones, the Giants, Jan & Dean, the Ventures and P. J. Proby all represented.

From Capitol, new LP releases are "Smiley Smile" with the Beach Boys, "Invitacion al cine" with the string orchestra of Frank Pourcel and "The Hollyridge Strings Play The Beach Boys Song Book—Vol. 2."

## Mexico's Best Sellers

- 1 Quinceañera—Los Vlamers (Musart). Toño Quirazco (Orfeon).
- 2 Musita—Sonora Santanera (CBS). Carlos Campos (Musart).
- 3 Adoro—Carlos Lico (Capitol). Armando Manzanero (RCA). Manny Bolaños (Musart). Enrique Cuzmán (Acuario). Sonia (RCA). Los Kuarto (Tizoc). Carmita Jiménez (CBS). Los Dominic (Philips). Marco Antonio Vázquez (Peerless). Hermanitas Núñez (Orfeon). Los Rockin Devils (Orfeon). (Pham).
- 4 Esta Tarde Vi Llover—Armando Manzanero (RCA). Marco Antonio Muñiz (RCA). Los Cuatro Brillantes (CBS). Angélica Maria (Musart). Los Aragón (Musart). Carlos Lico (Capitol). José Martin (Peerless). (RCA publishing).
- 5 Tengo—Carlos Lico (Capitol). Los Cuatro Brillantes (CBS). Imelda Miller (RCA). (RCA publishing).
- 6 Shake-Lucille—Los Yaki (Capitol). Los Rockin Devils (Orfeon). (Pending-mumusa).
- 7 Cierra Los Ojos—Marco Antonio Muñiz (RCA). Carlos Lico (Capitol).
- 8 Yo, Tu Y Las Rosas—Los Picolinos (CBS).
- 9 Aqui Esta El Futuro (Here comes tomorrow)—The Monkees (RCA). (Mumusa).
- 10 Noches De San Francisco—Eric Bourdon and The Animals (MGM).

## Radio Luxembourg Presents Disk Awards

ESSEN—The German division of Radio Luxembourg presented their half-yearly awards for favorite artists and records recently. This was something of a special celebration because the radio outlet celebrated the 10th anniversary of its German language program. The awards were given in the Gruga Hall in Essen by chief deejay Camillo Felgin. A total of 60 awards were presented. The photo at the left shows Roy Black accepting his award for "Frag Nur Dein Herz." The photo at the center shows French lark Mireille Mathieu accepting her award for "Paris En Colore." England's Engelbert Humperdinck is shown receiving his award for "Release Me."



JAZZ IN PRAGUE—Georgie Fame is shown here with a line up of Czech personnel after the fourth International Jazz Festival, which took place recently in Prague. From the left are: Dr. Lubomar Doruska, editor of "Melodie"; a west German TV producer; an east German commentator; Ing. V. Kopta, director of Czechoslovak Musical Industries; Georgie Fame; manager of Supraphon; Rik Gunnell, promoter; Mrs. Popelkova of Pragakonzert; and Milan Vana, of Pragakonzert. (See story on International News Report Page).





## Editorial

### "How was the Show?"... you ask

Since our return from 1967 MOA, we've received repeated calls from those in the trade who were unable to attend, asking for an opinion on what they missed. To accurately evaluate this year's convention would require quite a bit of thought and analysis . . . so much was said, seen, promoted, in both the exchange of ideas and the display of equipment. But what does an operator really walk away with after spending three days of his time and money? What remains in his head of all that he's experienced when he's arrived back home? These are the things that count and these are the things we'll try to offer in this brief space.

First off, the Convention was a **business** affair. The social aspect was there, to be sure, but the serious side where tradesmen are overheard saying, "this machine's too expensive," or "you just don't pay enough for my used machines," or "that's fair, what are your terms?" certainly predominated.

It was the first time we remember that the so-called cancer of the loan-bonus program was brought out into the open as something that's bleeding the operator right up to the manufacturer. Again, it was the first time in a dog's age that representatives of our major games manufacturers were assembled on one panel to receive the questions of the amusement trade and discuss the business of making money with this type of equipment.

In effect, the superb 2,000-plus attendance served both as a vote of confidence in MOA and proof that the people who make up our business are eager to help themselves toward better profits on a professional level. Gone are the days when you find locations like ripe apples in an endless orchard. Likewise, the time when

our factories could sell everything and more that they turned out are a thing of the past. Today it's a **sell** trade, selling entertainment to be sure, but nobody's breaking down anyone's door to buy something or any operator's door to get some machine into a location.

It's a serious, hard-nosed affair these days and requires the right men to meet the challenge. These are the type of fellows we saw and spoke to and they're ready to give you the right answer just as you'd better be ready to give it to them.

The energetic spirit of our new president Billy Cannon again typifies the new generation of coin machine people . . . some of which prefer to call our equipment coin-activated amusement machines and the business the **dispensation of leisure time entertainment**.

Again, never have we seen such a wide variety of equipment from all of our factories. Seems if there's a new machine, there's also a smaller version for your smaller locations or marginal spots. Add to this the wealth of foreign-made merchandise on display . . . fresh, creative ideas that can serve the operator's taste for variety.

Perhaps the single sour note comes from the poor representation of our one-stops, especially since Fred Granger and Jim Tolisano tried so terribly hard to get them in in force. Well, they missed something, we can truthfully say. They missed talking with the finest minds in our business and the most dedicated men from our major record firms who were looking for them.

For those in our industry who were on hand for the Show, we offer one big pat on the back and our sincerest thanks for having met you. It was a distinct pleasure.

## Gelfand Named 1968 President Of NAMA—Nicolay Named Sec'y

CHICAGO—Meyer Gelfand, senior vice president of The Macke Company, Cheverly, Md., was named 1968 president of the National Automatic Merchandising Association (NAMA), national trade group of the \$4.2 billion automatic vending industry.

He was chosen during the association's annual Convention and Trade Show of Automatic Merchandising at Chicago's International Amphitheatre. Some 10,000 industry executives attended the Show which featured the latest in automatic vending equipment, machines, parts and components, and vendible products.

William H. Martin, Automatic

Candy Company, Columbus, Ga., was elected senior vice president of the association; John L. Burlington, The Vendo Company, Kansas City, Mo., was named vice president; and Ted R. Nicolay, Servomation Western, Inc., San Bernardino, Calif., was named treasurer.

The following became members of NAMA's board of directors: Benjamin M. Montee, Cater-Vend, Jacksonville, Ill.; Robert G. Morris, Coan Manufacturing Company, Madison, Wis.; Patrick L. O'Malley, Canteen Corporation, Chicago, Ill.; and W. R. Patton, Pacific Valley Vending Service, Modesto, Calif.

## Gottlieb Plays Host For Two Dozen Distributors At Factory

CHICAGO—Each year, during MOA weekend, distributors of D. Gottlieb & Co. products take the opportunity to gather out at the pingame manufacturer's factory on N. Kostner Ave. This year, the assemblage of U.S. distributors read like an industry's Who's Who as Nate and Alvin Gottlieb received almost two dozen of their finest representatives for a cook's tour of the factory and a conference on the business in general.

Among those distributors at the Gottlieb get-together were: Hymie

and Eddie Zorinsky of H. Z. Vending, Harry Silverberg of W.B. Music Co., Joe Mangone of All-Coin, Joe and Frank Ash of Active Amusement, Harry Hoffman of General Vending, Irv Margoff of Trimount Automatic, J. D. Lazar of the Lazar Co., Walt Waldman of Stiebel, Bob Portale of L.A., Lou Wolcher of Advance, Mr. & Mrs. Mitchell of St. Louis, Mr. and Mrs. Meyer Parkoff of Atlantic New York, Al Rodstein of Banner Speciality, Johnny Bilotta of Bilotta Enterprises and Franco Scheiber from Italy.



# Record Breaking '67 Convention Draws 2,000 Tradesmen to Chi; Bill Cannon Elected President; Exhibit Sellout; Banquet SRO



The welcome hand was extended conventioners at the entrance of the Pick-Congress by Fred Granger (left) and Jim Hutzler.

CHICAGO—It's a pity the much abused cliché "bigger and better" lost its meaning years back at the hands of the Hollywood ad writers because it's the ideal phrase to describe the 1967 MOA Convention and Exposition. Operator and distributor attendance shot 200 above the 1966 figure of 1,514 when the final tallies came in from Fred Granger's headquarters in Chicago. And "sellout," the word that cheers the hearts of show impresarios the world over, was indeed the case with both exhibit and banquet space. "We've counted roughly 300 exhibitor personnel at the show," offered Granger at show's end. "This brings the overall total to a pretty successful 2,000," he declared.

The international flavor of the show, clearly evident in the two dozen or so foreign operators in attendance and the fine representation of overseas manufacturers (see separate story), brought the MOA up one more peg in the eyes of the world trade.

Bill Cannon, last year's treasurer, was elected president for the 1967-68 term at Friday's general membership meeting. Lu Ptacek is now treasurer and Howard Ellis Secretary. Johnny Trucano, last year's Sgt. at Arms was elected to a vice presidency with Hal Shinn taking over the S. A. slot. Ten operators were installed on the board of directors: Ray Barker of Mass., Garland Garrett of N. C., Len Leonard of Mich., Joe MacQuivey of Indiana, Jim Mullins of Fla., William O'Connor of Texas, Harry Schaffner of Ill., L. M. Smith of Miss., Pat Storino of N. J. and Harry Witsen also of N. J.

Cannon's "inaugural speech," if you will, touched upon his profound and sincere belief that a closer relationship with the record manufacturing firms will gain more income for both factions. "When Red Wallace was president, his principle goal was increased members. Jim Tolisano's quest for more effective local associations is well known. If there's any singular direction I intend pursuing it will have to be a closer kinship with the record firms," Cannon stated. "After all, we do buy 45% of all singles sales," he declared.

The industry seminar, which deal

with: 1. the step-by-step history of a phonograph record, and 2. methods of making more money with amusement machines, was perhaps the most productive phase of this or any other MOA convention. A blue ribbon panel of games factory executives aired the common complaint from all segments of the trade that the loan-bonus program is sapping the strength of the business and that possible solutions might lay in a price-ceiling fixed at the local association level. The factory representatives concurred that the operator not only should, but must conclude a better deal for himself each time a new game is placed on location. ChiCoin's Mort Secored condemned the too common practice of dumping all games collections on the route into one bag. "How can the operator know which units are making money and which are dogs if he refuses to keep separate records on each," he demanded. American Shuffleboard's Sol Lipkin said that some operators are encouraging direct pool table sales by either letting the location owner maintain the table in his spot or neglecting to keep up personal contact with each location, thereby leaving himself wide open for a hit from some smooth-talking fast-money salesman. "Sure tables are easy to keep up," Lipkin said, "but at least keep up the pretence that a table needs the constant attention of an operator-specialist to discourage the place from buying its own."

Bally's Bob Calamari spoke on the necessity of rotating games around the route for maximum income. Midway's Ross Scheer revealed that a wealth of potential games locations exist in national chain stores where numerous local spots within that chain are tired of poor service from a single national operator and would welcome a local tradesman's personal attention.

Williams' Billy DeSelm advised operators, in response to a question from the floor, that the pingame factories have not only spent much time and money is helping local associations combat anti-flipper legislation but have attorneys ready and willing to



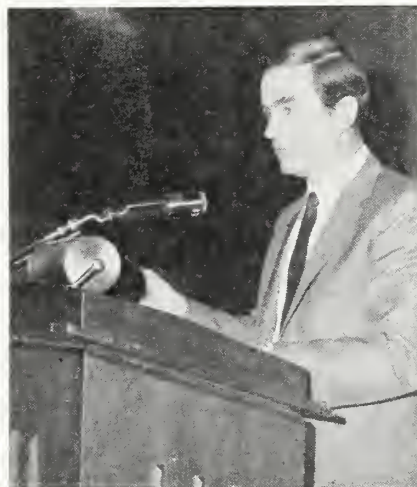
(Left to right at the amusement seminar) Mort Secored, Sol Lipkin and Art Weinand share a laugh before getting into the serious discussion of making money with games.



Millie McCarthy's hand is up first after appeal for questions from the floor is delivered by moderator Bob Nims.



Red Wallace (right) passes traditional past-president's gavel to Jim Tolisano as the latter steps up as MOA Board Chairman. Red now begins his five-year term in the past-president's Council.



Bill Cannon

pitch in if the operator but call.

U.S. Billiards east coast sales manager Len Schneller gave a most impressive analysis of the operator's secondary consideration of the games on his route, especially in the case of a pool table which he stated, "seems to be lowest in the operator's priority but actually his most profitable piece." Schneller said the ease of service on a table has given it an "out of mind aura." But he warned operators not to neglect their tables simply because maintenance is so simple. "You must keep all of your tables alive and making the greatest possible income by changing the cloth, insuring good rail rubber, even even rotating different tables. . . . show the location owner that a table requires a lot of attention, or he'll go out and buy his own."

MOA's attorney Nick Allen reviewed the current royalty situation, giving special praise to operator Harry Witsen for his superb help in preparing that mountain of paperwork which turned the tide in the House toward an \$8 per annum fee. Allen will keep the trade apprised of developments in the Senate when and as they occur.

The banquet which concluded the 1967 show in the Pick Congress Hotel's Grand Hall enjoyed a capacity 1,100 attendance and heard the talents of such top record performers as the Mills Bros., Della Reese, Jerry Vale, Ace Cannon and Boots Randolph.

Sy Warner of London Records accepted the 'Best Jukebox Record' award for Englebert Humperdinck's

'Please Release Me,' Mauri Lathouwer of Capitol accepted the honor for 'Record Company Most Consistently Supplying Good Jukebox Programming' and Marty Hirsh, Warner Bros. midwest sales manager accepted the 'Best Artist' award for Dean Martin (who telegraphed his regret at being unable to attend).



The record seminar provided a most enlightening insight into the step-by-step procedure of making and marketing phonograph records.



(Left to right at amusement seminar) Ross Scheer, Bob Calamari, Len Schneller and Billy DeSelm take a question from the floor on the best methods of rotating equipment on the route.



Where the girls are when the fellows are at work—MOA Ladies Luncheon.



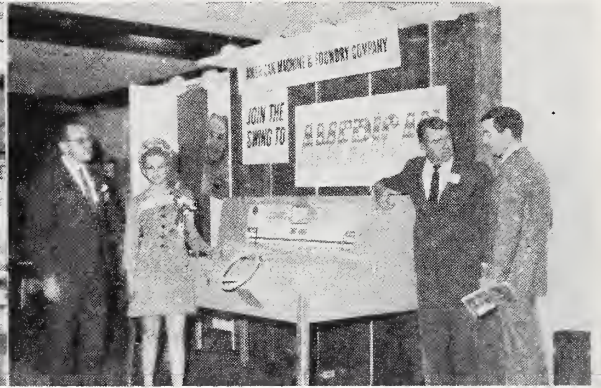
# Around the Convention Floor-1967 MOA



The Fischer Mfg. Co. brass gather about their Empress table. Marv Mertes at left, Frank Schroeder and Ewald Fischer at right respectively.



Billy DeSelm (left) and Jack Mittel at the Williams Electronics booth. Billy served with other games reps at afternoon's seminar.



At AMF's new Fast Track unit, left to right are: Johnny Mazey, a sweet (but unnamed) young thing, Howard Smith and new MOA prexy Bill Cannon.



Dr. David Rockola (left) and Art Janacek flank the Rock-Ola factory's soon-to-be-released Princess Deluxe compact (playing both 45's & 33's).



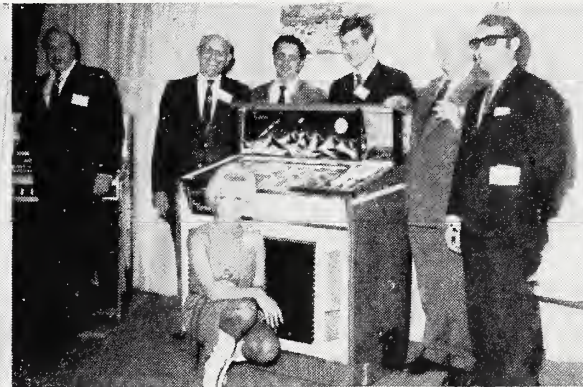
The I.Q. Computer fellows, including prexy Gene Wagner, show us their new baby. Incidentally, we were outsmarted.



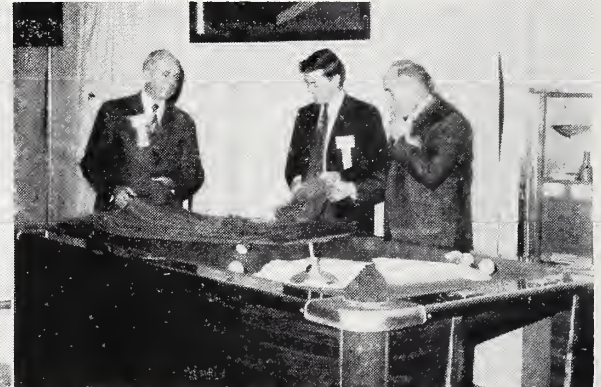
Stan Jarocki (left) with Mrs. Meyer Parkoff and World Wide's Nate Feinstein at the Seeburg booth. Compact Phono-Jet in the limelight.



Jam-up at the Cash Box booth includes good friends (left to right) Joel Kaufman, Ben Spaulding, Ed Adlum, Ben Jones and Murray Panitz.



Sam Taran (second from left) joins Bob Taran, Francis and Charles Gosteli and Georges Santamaria at the Jupiter exhibit. That's Carole (Miss Jupiter) in front.



United Billiards prexy Artie Daddis (left) shows the proof positive of his velvet touch to Ed Adlum and Gene Daddis.



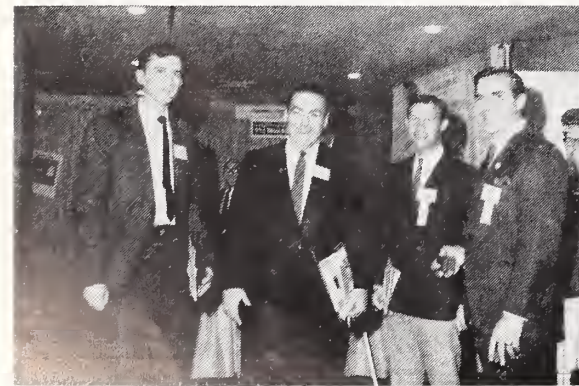
Billiard pro Don Tozer is back again this year to demonstrate the Valley pool table line. That's Valley sales exec Dick Brooks at right.



Epic Records veep Len Levy (left) enjoys visit by good friend Millie McCarthy with Epic sales exec Nick Albarano at right.



Talk about a lineup! Here's the good group from U.S. Billiards (left to right) exporter Vic Haim, prexy Al Simon, with Harry Doyle and Len Schneller at right.



Now where are you guys off to? That's (left to right) Johnny Kafer, Sol Mollengarden, Banner's Jim Ginsburg and Bert Betti.



Crowding in on "old Jack" at the All-Tech Industries booth are (left to right) Joel Kaufman, Art Kaufman and the man himself, Jack Mitnick.



Loyal MOA supporters down in the lobby are (left to right) Clint Pierce, his Missus, Frank Fabiano, Red Wallace and Fred Granger.



**SINGLES:**

QUARTER.....2 selections

HALF DOLLAR....5 selections

DOLLAR BILL.....14 selections

**3 1/3 ALBUMS:**

QUARTER.....per album side

HALF DOLLAR. 2 sides & 1 single

DOLLAR BILL.....7 sides

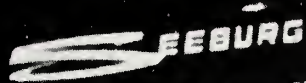


**SELECT  
ANY  
SINGLE**

**SELECT  
ANY  
ALBUM**



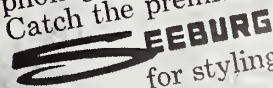
**THANK  
YOU**



**PLACE DOLLAR BILL IN TRAY  
FACE UP - HEAD FIRST**

# Lettuce Farm.

If you need more green stuff in your diet, wait till you see the revolutionary new Seeburg phonograph. As a lettuce farm it has no peer. Catch the premiere at your Seeburg distributor's.



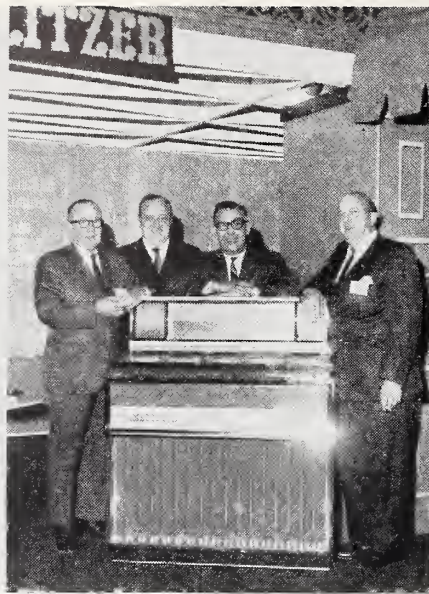
**SEEBURG**  
for styling, sound and serviceability.

The Seeburg Sales Corporation  
International Headquarters, Chicago 60622





Lou Pienecowsky of P.Z.P. Associates gives Ed Adlum of Cash Box a turn on the soccer table. Thanks, Leon!



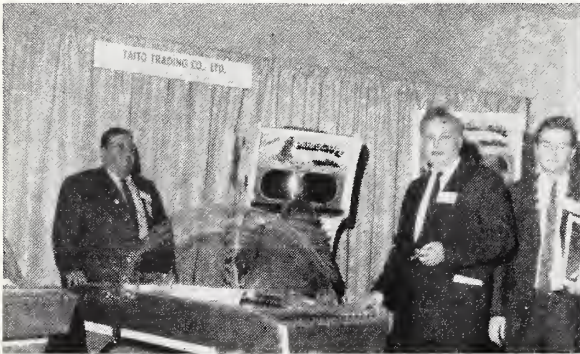
The lads who make those Wurlitzers move. (Left to right) A. D. Palmer, Bert Davidson, C. B. Ross and Ralph Cragan.



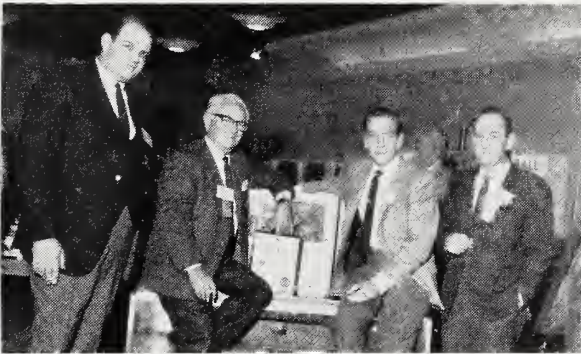
The American Shuffleboard staff flanks a sweet young thing name of 'Copper' and, oh, yes, a pool table. (L. to R.) N. Melone, J. Weiss and D. Delfino.



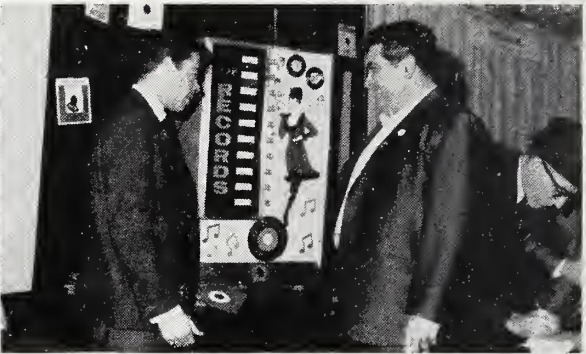
The charming (and efficient) Miss Bonine York wants to know if any of these badges belong to us.



The foreign influence is evident at the Taito Trading exhibit. (Left to right) Montana's Zollie Kelman, Mike (Taito) Cogan and son Abe.



Real proud of their new Drinker Tinker counter game at the Irv Kaye exhibit are (left to right) Arnold Kaye, Sam (State Sales) Wiseman and Howie Kaye.



Newport Sales Company's Dave Gorwitz (right) shows Ed Adlum his spanking new Disk-A-Mat record vendor.



Smiling in his electric jukebox suit at right is Barry Feinblatt, next the boss Myron Sugarman and Ed Adlum.



The Virginia delegation surveying the music room is (left to right) Messrs. Lumpkin, Brady and O'Connor.



Al Kolder and Irv Margold (from New England) explain the values of compact phonos in front of the AMI display.



Bob Jonesi of Midway Mfg. Co. shows how the special Midway reel scoring works with superb demonstration model.



Down at the ChiCoin showing are (left to right) Georges Santamaria, Millie, Aspet Varten, Avron Gensburg and ChiCoin's sweet young thing.



Willie Blatt (left) gets the Cinejukebox program explained to him by ace David Rosen, Inc. staffer Leo Crawford.



More of the international flavor served up to operators down at the Sega exhibit. That basketball game is tops.



Sega's board chairman David Rosen (left) accepts his membership plaque and the congratulations of Jim T. as first Japanese firm member.



Left to right in the RCA Victor hospitality suite: Pat Kellerher, Don Pierce, Cash Box publisher George Albert and Mrs. Albert.



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## Eastern Flashes

**GLORIOUS, GLORIOUS** — When Fred Granger said "Y'all come on out, now!" more Easterners got the message than you'd believe. The hustling crowd in the Pick Congress Hotel was punctuated generously by familiar faces from all over the Eastern Seaboard. The contingent of ops from the Big City were led by Al Denver, MONY prexy and MOA exco, along with George Holtzman, Benny Chicofsky (for the first time in a long while), Gil Sonin, Max Weiss, Pete Doraine and Mr. and Mrs. Al Herman. Harold Kaufman, Brooklyn based op-distrib (getting ready to make the big Tenth Ave. showroom move) on hand with Abe Lipsky. Meyer Parkoff (with the Missus) joined by Oscar Parkoff from the Elizabeth office. Al Simon, U.S. Billiards chief and Rock-Ola distrib presented the glamorous new 'Leader' line with Harry Doyle and Len Schneller (Al D'Inzillo remained behind to keep up with showroom sales activity). Everyone's favorite Joe Munves holding forth at his arcade equipment exhibit, getting the good-natured ribbing from New London, Conn. arcade vet Murray Panitz and Coney Island's Al Elowitz was a sight for sore eyes. The big fellas from upstate included Lindy Nardone (MOA director), Mike Mulqueen (with the Missus), big Lou and even bigger Ron Bruno (\$10—big deal!) Joe Shaw, Carl Pavesi (last seen filling in an inside straight), Tom (the showman) Greco, Johnny and Jim Bilotta, Joe Grillo, Fred Scott, Paul Brock and Mel (Adventurers Inn) Getlan. Naturally, we save the best for last—the brightest light in our industry, Mrs. Millie McCarthy, once again MOA director and full of the energy that means "Millie."

**THE NEW ENGLAND CONTINGENT**—Russ Mawdsley, who spent so much time and effort helping put together the terrific '67 Show, had a chance to enjoy himself with friends Irv Margold, from Trimount and operator Al Kolder. Charlie Brinkman and the wife were on hand for both MOA and NAMA with Johnny Colgan, and promise big E. Hartford opening of J & C Dist. shortly. Ed Martell came over from Tri-State to get with Sol Lipkin of American Shuffleboard. Also in from the Yankee Division were Roland Hebert, Ray Barket, Ralph Ridgeway, Adolphe Dugas and Henry Ross. Factory reps included Frank Oddi and Mickey Greenman from Col-or-Sonics in Melrose, Mass. and Lou Pienecowsky from P.Z.P. in New Britain.

**JERSEY DELEGATION**—Joe Barton and Jim Newlander led the AMI contingent into the music room for the big Cadette introduction. The new 100-selection unit, which plays both 45's and 33rpm disks, was well received by the numerous tradesmen and AMI distributors in attendance. Phonovue films always insured a fine audience at the Rowe booth. Abe Green and Irv Kempner represented Runyon. Good buddy Pat Storino of Toms River was selected a director. Ben Sterling showed his Sterling Title Strip wares at a nicely decorated booth. Bert Betti (who steps down as a director this year) held forth in first class fashion at Eastern Novelty Hospitality suite with brother Hugh, dad H. Betti, Sr., Jerry Gordon, Sol Mollengarden (who's moved the wife and two daughters into new home in L.A.) and big John Rafer. And, as we all know by now, Haddonfield's Bill Cannon, the state's favorite son, was elected president of the na-

tional association and it's the first time we have a lad from our own locale in the big seat. And, lest we forget, Harry Witsen, who did such a superb job in compiling that mountain of paper work which turned the tide in the ops favor down in Congress, received a fine tribute from the assembled MOA for a task well done as well as a directorship.

**AMERICAN HOLDS FORTH**—Real fine time was had by over two dozen customers and friends of American Shuffleboard at the Club El Bianco where the legendary feast was enjoyed by Nick Melone, Sol Lipkin, Charles Kushima (Honolulu rep), the lads from Hermitage Music, Ron Rood, Si Wolfe, Les Lysted and Mr. and Mrs. Doc Ringo (from Wallace Music in Texas) Nick's charming daughter Nancy and Sol's son Bruce made the trek in for the Show from their respective colleges.

**HERE AND THERE**—Jack Mitnick, national sales director at All-Tech Industries, certainly had his hands full with the many ops who came by the booth to examine the new 'Diplomat' and new arcade pieces on display from the Florida manufacturing firm. Half the time we saw "old Jake," he was writing up orders. Jack, incidentally, wants everyone who attended the show to know that All-Tech president Justin Goldsmith was unable to be on hand since his son Neil's Bar Mitzvah took place on the Saturday of the show down in Florida. Met one terrific fellow name of Dave Solish from Darvin Corp. in L.A. and one of All-Tech's biggest rooters. Be hearing more from this guy. . . . Joe Munves, fresh from one show, looking forward to the I.A.A.P. extravaganza to take

place in the Sherman House Nov. 26-29. . . . New England vet Sumner Segall of Kiddietime unable to attend the show due to kidney stone operation. He's out of the hospital now and feeling terrific. . . . Buddy Gil Sonin, in the true form of this enterprising operator, spent his convention hours on a strictly business basis, talking up equipment potential and trade problems with our other leading operators (that okay, Gil?). . . . All in all, it was one terrific show!

## Milwaukee Mentions

Many of the coin people in this area remained in Chicago last week, following the MOA show, to participate in the NAMA convention at the Amphitheater. Such was the case with Joel Kleiman and Sam Cooper of Pioneer Sales & Services. Sam, however, returned to the office a day early to get a head start on the accumulation of work! Incidentally, Pioneer was very well represented at MOA with eight members of the firm making the rounds! . . . Sam Hastings was on his way to the Milwaukee Coin Machine Association Board of Directors meeting when we called last week. The meeting convened at The Chalet on Wednesday. Board planned to set up a schedule of events for the coming months. . . . Stu Glassman of Radio Doctors spotlights the following singles as exceptionally big with local operators: "Stop And Listen" by The Shagg on Capitol, with area sales in excess of 4500; a 3-year old polka re-issue titled "Dance Around The Floor" by Louie Bashell; "Tijuana Taxi" and "If Somebody Loves You" by Vern Meissner. Milwaukee ops are re-ordering like crazy, according to Stu.

*"Top Performers" . . . the distributors & operators who gave such a warm reception to our staff and our line at the MOA Show.*



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PRO-2 (one piece slate)	86 x 50
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PRO-4 (one piece slate)	103 x 58





# CashBox 'Round the Route

## Chicago Chatter

Windy City turned up a few surprises Thursday night, eve of the convention as Mother Nature turned up a little of the white stuff to greet incoming operators. Gents like Sam Taran coming up from Miami must have thought the pilot was a little cracker when he announced on the approach to O'Hare, "we'll have to hold awhile . . . conditions are bad down below . . . it's 35 degrees and it's snowing."

But things brightened up aplenty when the fellas arrived at the Pick Congress as high spirits and good cheer thawed the chilled bones. Ran into the well animated Sol Mollengarden of Eastern Novelty Co. and were his bones well thawed! All-Tech's Jack Mitnick passed more of the cheer out in his hospitality suite to Valley Vending's Joel Kaufman and Dave Solish of California's Darvin Dist. Jack stretched, sighed and said, "looking back over the years I've seen a lot of old faces go and a lot of new lads come into this trade. But that don't mean I'm old . . . I just started out young in the business!"

The exhibit floor opened bright and maybe a little too early 9:00 A.M. next morning. The registration booth was dizzy with activity as Bonnie York and the staff passed out over 1,000 badges before the day ended. Up in the music room, some of our service execs like C. B. Ross of the Wurlitzer Co. were trying to make due with only a few hours sleep, having been up 'til nearly three that morning putting the exhibit booth together. Seems there was a little hangup with the hotel authorities on arrival time for display material.

But the day went well . . . the first convention day always seems to be the best. Among the real surprises on the floor were Jack Gordon's complete coup with his Cinematic 50 audio-visual unit. Rowe AMI displayed a superb demonstration model of their beautiful new Cadette compact phono which featured glass se-thru front and top for an easy examination of the internal components. George Hinciker and the Rock-Ola staff featured their full phono line, starring the Ultra console and so-new-it-wont-be-out-til-Dec. Princess DeLuxe compact phonograph (plays both 33 & 45 rpm disks). The whole Rock display had an extremely creative lenticular-bar backdrop which lent an air of elegance to the jukebox ensemble. Bill Adair, Stan Jarocki and Frank Lupino held forth at the Seeburg exhibit in shifts, letting such Seeburg minded distribs as Nate Feinstein, Meyer and Oscar Parkoff, Marvin Stein, Leo Weinberger and Bill Schwartz introduce their respective home-territory customers the new Phono-Jet compact. Over at Wurlitzer once again, factory brass led by Bob Bear and A. D. Palmer were lent the proper support by Bert Davidson, Ralph Cragan, Mort Levinson, Harold Swartz and Johnny Bilotta.

Down in the games room, the Irv Kaye folks from back East proudly showed the trade their brand spanking new Thunderbird table line and Drinker Tinker counter game. Avron Gensburg and Mort Secore toasted friends to a free try on their fine games lineup. Hank Ross, Iggi Wolverton and Ross Scheer did the thing at Midway's exhibit and according to Ross, "the games were received extremely well and we signed quite a number of orders for our distributors." Billy DeSelm, Herb Oettinger and Jack Mittel hosted conventioners at the expansive Williams booth. Billy, who filled in on the industry seminar latter on Friday afternoon, said a startling announcement stemming from the convention should be forthcoming in next week's issue. Also on that exciting seminar panel was Bally's Bob Calimari who joined with

the rest of the panelists in condemning the loan-bonus cancer. In addition to Bob, Bally enjoyed the representation of Bill O'Donnell (who told us their previewed soccer game will be available to the trade pretty soon) and Herb Jones.

Other new items on display included a new scratch-ball return mechanism proudly demonstrated at the United Billiards exhibit by Artie Daddis and brother Gene. The mechanism must be quite the item . . . operators were pretty well crowded into the booth examining it the entire show. George Mecysne, president of Hermitage Music Co., whose comment at the American Shuffleboard El Bianco banquet "I've never eaten so much food in my whole low life" will go down in history, shared other American distributor's enthusiasm over the brand new mechanical drop chute on their Royal Classic pool table. Also on hand at American's display was L. A. rep Johnny Weiss, one of the finest gentlemen we met at the show and quite the salesman — we almost bought a shuffleboard. Learned from the Shaffer Music lads up at the AMI exhibit that they recently entertained 50 of their best operator-customers down at the Frontier Hotel in Las Vegas. The trip was the climax of a special phonograph promotion in their Columbus, Cincinnati, Detroit and Cleveland offices. Highlight of the trip was the drawing for a 1968 air-conditioned Cadillac which was won by Jim Drivakis of Atlas Amusement Co., Cincinnati, Rowe Cadette phono was won by Joe Parisi of the Supreme Novelty Co. of Springfield, Ohio.

Ewald Fischer, Marv Mertes and Frank Schroeder over in the Fischer display info'd the new factory complex down in Tipton is nearing completion. The new Empress D series most enthusiastically received. Fine looking tables, they are. Speaking of pool, what just might serve as the greatest merchandising idea to come from the show started with a question delivered at the amusement seminar by Arizona operator Ben Spaulding: "We're just winding up our third statewide coin table tournament down in Phoenix . . . and it's gone over extremely well. Why can't we all get together and start a national table tourney?" Well, we got with Ben after the discussion and learned he's got the entire program mapped out. Factory reps like Sol Lipkin and Len Schneller liked what they heard. A state by state pool tourney, conducted only at authorized operator locations, could certainly serve to discourage direct sales and grab more coins and plenty of nice publicity for this business. Complete report on the program next week.

Ran smack into Dean McMurdie from Circle Int'l heading into the music room of the Pick second day of the convention and chatted about the new AMI Cadette. Dean's enthusiastic about the potential of the compact for giving the marginal spots first class service at the right price but more especially because it gives the operator a variety of phonos for more intelligently rotating the route. Hank Leyser and Herr Herbert Nack brought their NSM Consul 130 into the show in grand fashion from prize drawings to champagne. Millie McCarthy, bubbling over in the ACA's Belmont Room exhibit, said she sees a fine potential ahead for the furniture-styled German import. Dave Solish and Sol Mollengarden, fast friends since Eastern Novelty opened their L.A. office, gave us some insight into the financing of small coin table parlors, currently cropping up in and around that city.



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Now! A Fun Counter Game for All Kinds of Spots!



**ALKY METER** **HOT ROD**  
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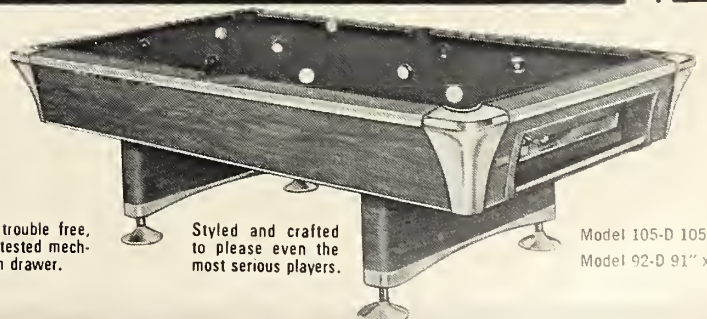
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# FOREIGN EQUIP. DESERVES "TIP OF THE HAT" IMPROVED COOPERATION OF TWO MARKETS APPARENT

## "Consul 130" Gets Warm Reception



Exhibitors and visitors sign up at MOA Registration Desk in lobby of Pick Congress Hotel. Over 2000 visitors and exhibitors converged on the Pick to get a first-hand look at the newest in coin-activated equipment.

CHICAGO—An indication of improved relations between the domestic and foreign coin machine markets was readily apparent and noticed by many of the firm representatives of both markets at last week's International MOA Trade Show. If the international touch that lingered in the air at the Chicago get together is carried back to the homelands, we should see evidence of a closer relationship between the two markets before the year has ended. There are merits and profits for both parties, as well as, great business value in the exchange of ideas that would take place.

### AMF of London

The London Division of American Machine & Foundry Company exhibited a counter game for the first time. The Duel Table slates two opponents in a duel while flashing lights adds to the excitement. AMF London representative was John Shelly.

The AMF American firm located in Westbury, exhibited the American Speedway, on the market for nearly a year. And American Indy, which will be ready for distribution in one month. AMF also exhibited the Fast Track racing game, which will be ready for

delivery in 60 days and is a low cost version of AMF's American Speedway. The big event for AMF was the nice reception visitors gave their new soccer game, Minisoccer. Minisoccer features two opposing teams and a set of levers at each end of the cabinet that allows players to maneuver their team players in an attempt to score a goal. Minisoccer is now available to the trade. AMF representatives were John Mazey, advertising manager, sales manager, Howard Smith, salesmen Gus Perry and Otto Fredericks, and engineers James Harrington and Bill McBride.

### Associated Coin Amusement Co.

Associated Coin Amusement Company of Oakland and Los Angeles, California was another American firm that added to the international flavor of the trade exhibit. Associated displayed the NSM Consul 130 selection phonograph, manufactured by the German firm NSM Apparatebau. The phonograph was well received by operators stopping by the west coast firm's exhibit, which presented a European atmosphere to typify the Consul as a class location musical entertainment phonograph. Representing Associated Coin was president Henry Leyser, while Herbert Nack represented NSM.

### Cameron Audio Visual Industries, Ltd.

J. Cameron Gordon, president of newly formed Cameron International, Ltd., distributors of Scopitone A/V units; and Cameron Audio Visual Industries, Ltd., distributors of the Cinematic 50 and Cinematic 30 A/V machines, provided an extra touch of excitement to the line-up of foreign equipment. Gordon announced at a press conference in the Pick Congress that the Cinematic units, developed by inventor and chief engineer, Roger Dauchy, has been in the planning stage for well over a year. And the unit features an especially large screen and an excellent reproduction of films. The standard title strips have been discarded in favor of 35 mm Kodachrome slides with back lighting.

Gordon further stated the new units offer Super 8 magnetic track inclosed in a rich wood mica cabinet. Gordon also announced his intention to continue production of both 8-16 mm films to service both Cinematic and Scopitone.

Currently finalizing market plans, Gordon further announced that his sales headquarters has been established at Port Washington, Long Island, N. Y.

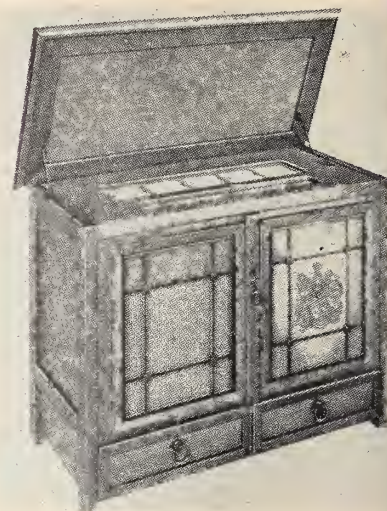
### Gerinvex S.A.

The Gerinvex S.A. of Switzerland, showed to the American market their fully mechanical selection system used on the firm's Mini Symphonomatic 80 selection jukebox. President of Gerinvex, John Founounis, advised that over 7,000 of the units have been purchased by the Victor Phonograph Company of Japan for use in their Japanese phonograph. Gerinvex also exhibited their 80 selection Discomatic unit.

### Jupiter Sales of America

The Jupiter Sales Division of Taran Enterprises, had on exhibit their new Mediterranean 120 M and Futura 100 F which were released to the trade two weeks ago. Also on display was an 80 selection phono from Jupiter's plant in France. All three phonographs features solid state stereo amplified sound. On hand from the Jupiter, Miami, Florida based operation was Sam Taran, president of Taran Enterprises, Bob Taran, president of Jupiter Division and Carol "Miss Jupiter" Taran, wife of Bob. Mr. Gostelli from France, was also in Chicago for the Jupiter exhibit.

(Continued on Page 79)



NSM Consul 130

CHICAGO—Henry Leyser, president of Associated Coin Amusement, Inc. of Oakland and Los Angeles, California, went positively "first cabin" in his presentation of the NSM Consul 130 phonograph to the trade at the 1967 MOA Show. The quiet, rich, European decor of Leyser's exhibit in the Pick Congress Hotel's Belmont room, typified that type of location for which the Consul 130 is best suited.

On hand from NSM for the Show was Herr Herbert Nack, the "N" in the German manufacturing firm's name. (Nack's other partner's are Gerhard Schulze and Wilhelm Menke).

Leyser, (whose ACA, Inc. is exclusive American distributor for the German jukebox) received hundreds of visitors to his exhibit, many of which spent a good amount of time, discussing the possibilities for placing the unit out onto American locations. "We've done quite a bit of research on the U.S. market," said Leyser, whose experience as one of the Bay Area's largest music operators lent a great deal of authority to his presentation. "We've found that at the very least, three of any given one hundred locations is suited for this classic looking machine. This would represent approximately 50,000 spots. Add to this figure the vast number of locations whose very nature would prohibit the presence of a standard 'jukebox', due to plushness of decor, and there is an enormous market available to this trade."

The Consul 130, measuring 43" wide, 33" high and 22" deep, features a solid oak cabinet for a high-style furniture design. The mechanism offers 130 selections, both 45 or 33rpm speeds, a 30 watt amplifier and remote volume control.

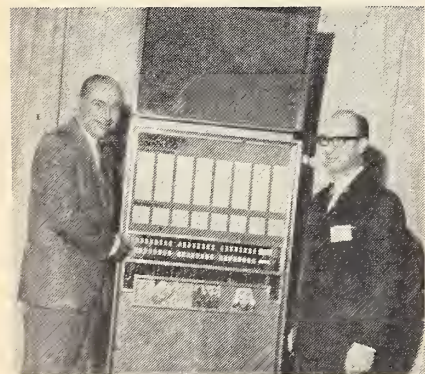
Leyser sees the machine as preferable to owners of those locations currently featuring background music. "For these locations, we are advising operators to lease the unit to the location for, let's say, \$25," Leyser stated. "The Consul, set on free play, gives the establishment the opportunity to select what music they might like to hear at any given time, something not readily available in standard background units. Naturally, the bulk of our sales will come from music operators interested in collections from paying customers," he continued. "We recommend the operator contracting for a \$25 advance against collections or possibly a \$25 minimum guarantee. This machine, presenting a radical new design in coin phonographs, actually offers the operator something he can use to his advantage in breaking the loan-bonus routine . . . it's not the usual jukebox and the location owner shouldn't expect the usual 'jukebox' sales pitch," Leyser further stated.

"There are a tremendous number of untapped cocktail lounges in this country," Leyser revealed, "without the benefit of a phonograph, simply because the people who own the place think it will detract from the 'class' of the establishment. This new phono-

(Continued on Page 79)

## Color-Sonics Debuts "Combi-150"

### ■ "Complete Entertainment Center"—Greenman



Color-Sonics' Mick Greenman and Frank Oddi pose with their latest audio-visual unit, the Combi-150, at their exhibit booth.

CHICAGO—"A star was born" at the Color-Sonics exhibit, according to the audio-visual firm's general manager Mickey Greenman, when after one full year of engineering preeming and grooming, the much waited for Combi 150 was unveiled for the first time.

The new machine was forecast at the 1966 Convention through a prototype of a film-record playing unit, displayed at that time by Color-Sonics. The finished Combi 150, which reportedly is ready for shipment, proves quite a departure in styling and design from the original prototype. The 27" x 20" large screen crowns a rich, mica-grain cabinet with 64 record (for 128 tunes) and 24 film title strips dramatically set in a brightly-lit translucent-red frame.

"This machine is a complete entertainment center," Greenman declared, "not just a jukebox . . . not just a film machine." The combination movie/juke creates new mass markets, according to Greenman, in addition to providing an exciting new idea for the standard phonograph location.

Frank Oddi, president of the National Company (Color-Sonics' parent firm) said, "the extensive reputation of the National in the manufacture of electronics equipment for government and industry stands right behind the Combi unit and the coin machine trade can be assured that the quality of its components and our intention to maintain that quality is as good as gold."

The "good as gold" promise was amply borne out when a delighted Mickey Greenman showed interested tradesmen a stack of orders secured at the show. "Be assured that our film library serves as one of the most important sales factors in this program," Greenman stated. "Our sister firm Official Films continues to produce excellent motion picture subjects using first rate professional facilities, including top name directors, cameramen and of course the biggest stars in show business."

The Combi's projection system uses an optical principle manufactured exclusively for the firm by Fairchild Camera and Instrument Co. A 150 watt lamp projects through a self-contained lens system for "bright pictures even in high ambient light," Greenman stated. The Color-Sonics cartridge system features, according to Greenman, "continuous loop with no rewind time, instant loading and replacement without threading, automatic delivery, maximum film load for up to five minutes per cartridge and a film life up to 2,000 plays and more."

Service features include front door access for film and record change and coin box emptying, plug in relay panel, a 20 watt stereo watt solid-state all-transistor amp with a mid range crossover network for the speaker system. The Combi 150 stands 82" high, 27 3/4" wide and 34 1/2" deep and reportedly fits through any standard location door without disassembly.



Now...The fantastic  
Rock-Ola Ultra has  
a companion!

NEW 100-PLAY  
ROCK-OLA

# Centura

*All new beauty... All new accessibility*

**Sleek, Modern Design! Brilliant Features!**  
Everything's "Ultra" in this new, Rock-Ola Centura. For example, this new 100-play companion to the Ultra 160-play has the same new, up-top ease of service that puts the lion's share of the "take" in your pocket and *not* into service and programming time. Here is *total* accessibility:

**"Easy-View" Programming Too!**

Everything up-top, at eye-level. No stooping, squinting, reaching. Hinged program holders flip down for fast title changes. Record magazine has clearly visible record indicator numbers on top for faster loading. Easier for players, too—all controls grouped together, up-top, in one location.

**And . . . Even Flip-Top Servicing!**

Open the self-locking program dome and servicing, too, is at your fingertips. Push button key switches at eye level. Album price changes made with electrical clips can't be accidentally changed. In-cabinet service for amplifier. Up-top credit unit and free-play buttons.

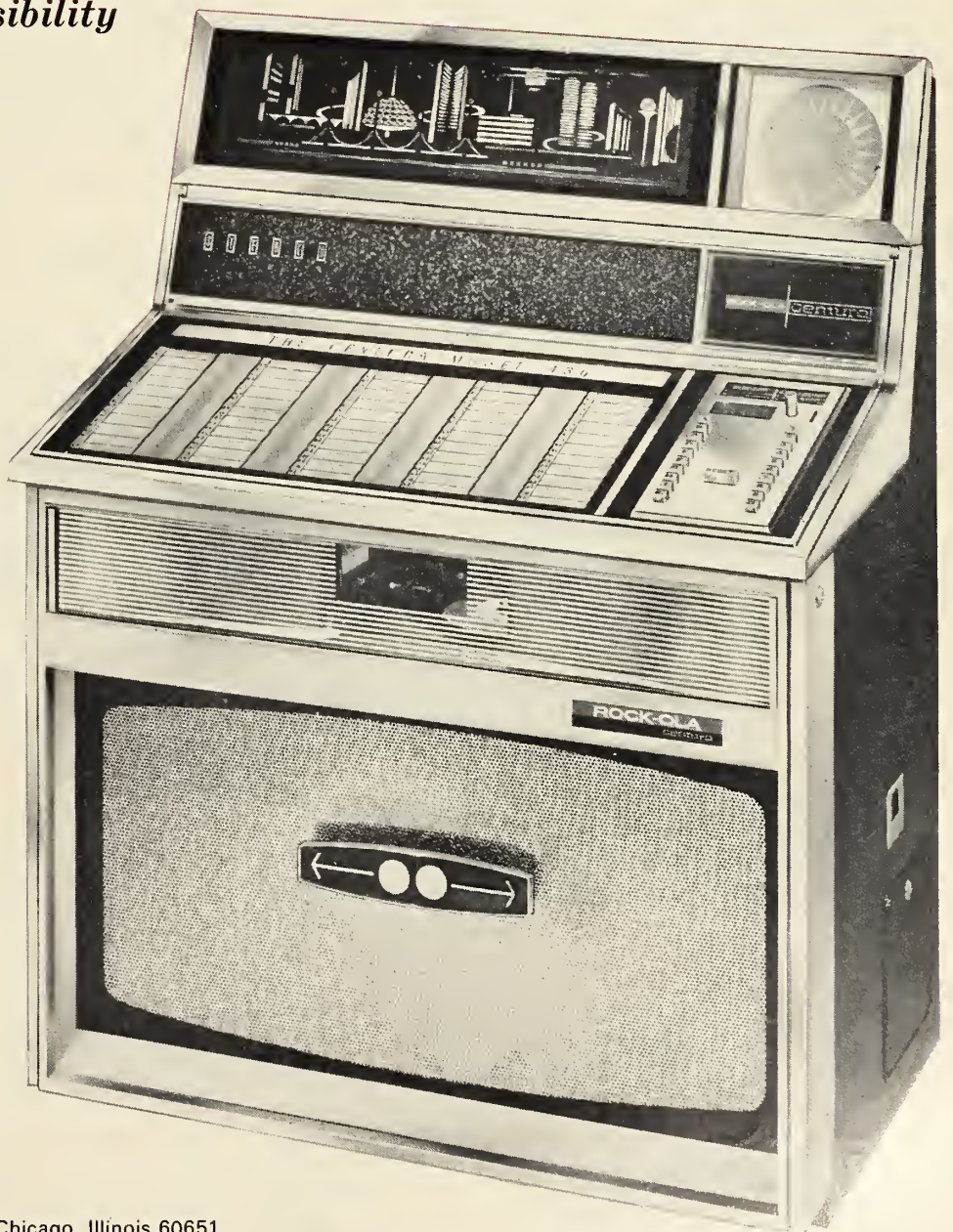
In addition, the new Rock-Ola Centura features all of the same high performance features that have made Rock-Ola phonographs profitable to operate. World-famous Rock-Ola Revolving Record Magazine, Mech-O-Matic Intermix and foolproof mechanical selector. Handles 33 $\frac{1}{3}$  and/or 45 rpm records.

The new, Centura Model 436 plus its 160-play counterpart, the Ultra Model 437 . . . and the low-priced, compact 100-play Concerto Model 434 . . . make ROCK-OLA the only manufacturer that covers all locations, large or small, for maximum take.

Look to

**ROCK-OLA**

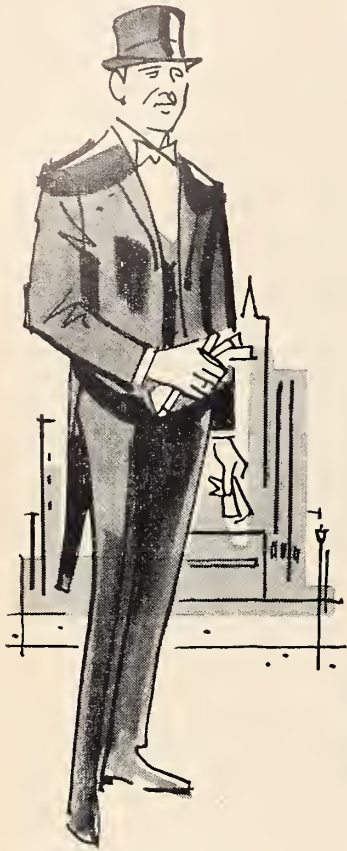
**All-out, all the way, for profits!**



Rock-Ola Manufacturing Corp., 800 North Kedzie Avenue, Chicago, Illinois 60651

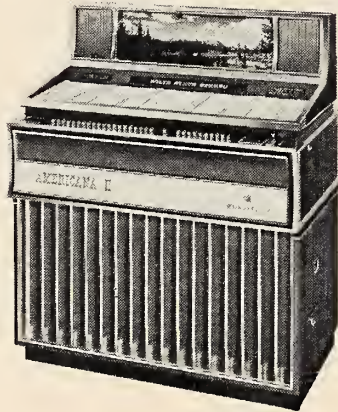


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Operated Musical  
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Look To Southern.



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Orlando and Jacksonville, Florida

### Tape-Athon Shows Back- ground Music System

CHICAGO—Good music comes in many fashions and is presented to listeners in many various ways. One medium which has recently experienced growth and progress is the background music systems business.

The Tape-Athon Corporation of Inglewood, California, an exhibitor at last week's MOA Convention, qualifies as one of those progressive firms who provide background music to such establishments as banks, restaurants, clinics, markets, department stores, offices, factories, etc.

David Anthony, Tape-Athon's representative at their MOA booth, said, "every form of musical expression has a purpose for its being . . . a function its expected to perform. Especially in our time, it is becoming increasingly apparent that music has a beneficial function in a world of situations fostered as a result of modern technology. Business leaders in industry today regard music as another tool to greater efficiency, increased sales, expanded production, etc.

"Our background system offers around the clock music without the annoyance of changing records and unwanted radio commercials. We have a complete library of magnetic tapes that are for lease or outright sale."

Tape-Athon is located at 523 South Hindry in Inglewood, California.

### ABC Votes Dividend

NEW YORK—The Board of Directors of ABC Consolidated Corporation at a meeting here recently voted a regular dividend of 20 cents a share, payable November 24 to stockholders of record November 10.

This marks the 72nd consecutive dividend payment for ABC, a diversified company in the mass feeding industry.

### Midway Appoints New Distributors

CHICAGO—Ross Scheer, Midway's national sales director, has announced the appointment of several new distributors, both at home and abroad, to handle their amusement games line.

Franco Schreiber's Automatic Music of Italy will distribute the Midway line exclusively in the Italian market from their headquarters in Turin.

George Szechenyi's AVWA was appointed for the Austrian market. AVWA maintains shop and showroom facilities in Vienna.

Henry Grant of the Belgium Amusement Co. in Antwerp will handle the games line in the lucrative Benelux territory.

Two domestic distributors appointed by Scheer are: Marvin Roth's Roth Novelty Co. of Wilkes-Barre, Pa. and Jim Phillips' Phoenix branch of the Struve Dist. Co.

Another major announcement concerning Midway equipment should be revealed in our next issue.

### American Shuffle Shows New Pool Table

CHICAGO—The American Shuffleboard Co. of Union City, N.J. previewed a new mechanical drop chute mechanism at the MOA Convention, which according to the firm's national sales director Sol Lipkin, "is something pool table operators have been requesting for many, many years." With a delivery target date set for Dec. 1st, the mechanical drop chute was displayed on their new 1968 Royal Classic table.

## The "LEADER"...from U.S. BILLIARDS



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The RED & WHITE "LEADER" delivered in  
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## PROFILE ON: SUMNER SEGALL & KIDDIE RIDES

An interesting subject of the coin machine business that has been totally ignored up to this point is the Kiddie Ride arm of the amusement business octopus. There is a great deal to be said for the many operators of kiddie rides. They, like other operators of amusement games, provide "the American leisure-seeking public with a purpose to take the family out for a night of fun. It's true that the majority of kiddie rides are located in the variety store type location, but it is also true that there are a great many rides located in Playlands and Arcades. So operators of amusement games are not only providing leisure time entertainment at amusement centers, but also helping mothers and fathers to provide something to occupy their children's time and keep them out of mischief while the parents do the family shopping.

In our attempt to gain an insight into this aspect of the business, the Cash Box Profile called upon Sumner Segall of the Kiddietime Corporation in Cambridge, Mass. Formerly the State Vending Company, started in 1927, the firm changed to its present name in 1962. The corporate structure has Sumner as president, brother Fred as vice president and father Harry as the treasurer. The Segall family has been in the business for 40 years and their experience qualifies them as near experts on kiddie rides. Kiddietime makes three rides presently, a tank with a floral design, called The Swinger, a jeep called Beach Buggy and a space age rocket ride. Although they are manufacturers, Kiddietime also is an operating firm. They operate over 1,000 kiddie rides plus other coin activated amusement games and equipment. The merchandise minded Segall's have introduced, on their kiddie rides, 3 for .25¢ play and the results have been an increase of approximately 40% in collections.

It was a pleasure for us to have the opportunity to discuss this facet of the amusement entertainment business with the Segall's and we're sure they will welcome other queries from the trade openly.

We understand your firm is both a manufacturer and operator of kiddie rides, could you give us a short rundown of your operation?

The equipment Kiddietime manufactures include a jeep ride called Beach Buggy, a tank ride that we have named the Swinger . . . actually, we try not to project this one as a tank because of what a tank stand for . . . war. Our designers have given it a floral design, this is why we call it the Swinger. We also make a space age rocket ride.

As for the operating end, we operate over 1,000 kiddie rides in the New England and upstate New York areas. We also operate just about any type of legal coin-activated amusement machines that are available . . . pin games, bowling, rifle and pistol games, phonographs and any kind of machines that fall in the category of recreation. We prefer to call these units "recreation amusements," we're not trying to be campy about this, but want to get across to the public that these machines represented good, clean, wholesome fun for their children.

Is the equipment you manufacture available to any operator?

Yes, but I want to get a little more specific now. We're not big manufacturers. We make the three rides I mentioned earlier, but there is something we came up with we like to concentrate on called "upgrading equipment," we offer to the operators of kiddie rides an upgrading package that will give their equipment greater appeal, fewer maintenance problems and an all-around better piece of amusement equipment. We make replacement devices . . . fiberglass ponies for example to replace the plastic ones which are not quite as safe. We also make other conversion



Sumner Segall

equipment for the various types of amusement devices on the market.

What types of locations are best suited for kiddie rides?

Discount, retail stores and supermarkets . . . any location that could be described as a variety store. Because of the type of clientele attracted to playlands, we have integrated some of our equipment into them. They are primarily entertainment centers for the entire family . . . from pop down to junior . . . like I said before, we like to refer to our equipment as coin-activated recreation amusements and we like to project their image as an amusement game that gives out good, clean, wholesome fun . . . not just a machine that steals away a child's coin and gives him nothing in return.

What are the most popular and profitable type of kiddie rides?

Oh, the horse rides take top billing in both categories. Children associate horses with cowboys and the old west and they have a tendency to head straight for them.

Are kiddie ride operating cost prohibitive?

It would be for the average individual or someone who has just started out with a few rides . . . unless they operate on a larger volume scale it takes years to get into a substantial position where he can make substantial profits. Once he obtains this stature, his earnings are unlimited because of the longevity of the equipment . . . it lasts forever with the proper service care. Few operators realize the importance of keeping their equipment in tip-top condition. They sure can't make money if their equipment is in an unworkable condition.

Do you feel that kiddie rides located in the variety store type locations helps to bring in more customers?

To a certain extent, yes, it generates interest in the youngsters which sometimes will draw their parents into the store. It has some merit in regards to increasing the flow of traffic into a store.

Has the demand for kiddie rides gone up or down in the past few years?

They're on the increase . . . there's more stores and competition in various areas and owners have a tendency to supplement their dollar profit by accepting a ride into their store. Kiddie rides have become an integral part of their business.

We understand that there has been a pronounced trend in recent years toward kiddie rides for business promotions; do you feel there is a profit value here for the businessman?

No, not when he uses the ride purely for promotion. He must use the ride to his best advantage . . . for profit rather than promotion. There are too many other promotion ideas a store owner can utilize to draw customers into his place of business. Promotion campaigns are great programs, but the kiddie ride is not designed for that purpose . . . it's designed to make a profit and this is what we tell the location owners . . . build a profit.

What is the most profitable season of the year for kiddie ride operators?

The discount and retail stores are usually busy for 9 to 10 months out of a given year . . . this is when we're busy also. Naturally, the Christmas season is always a good time of the year. Then, at times we experience periods of slack . . . they usually hit you unexpectedly.

What kind of contract and commission do you offer a location?

Well, this depends greatly upon where the equipment is to be located, whether it be indoors or outdoors. The contracts and commissions vary and depend on that.

We understand your rides vend three for .25¢, do you experience better collections with this system as opposed to a single ride for .10¢?

Definitely, we initiated the three for .25¢ play about six or seven months ago and for the first six to eight weeks sales dropped off slightly. Then gradually, sales began to grow and income increased as high as 40% over previous collections. It seems to work best in areas where the quarter is the predominant coin. There are many merits for both the operator and his customer with .25¢ play. Naturally, the operator's advantage is a better income volume, while the customer has the advantage of purchasing three separate rides for .25¢ giving him a savings of 16% . . . a true discount backed up by facts.

Another interesting reason why the system is received so well lies in the fact that change is sometimes hard to get, especially when you have to stand in line for it . . . no one likes to stand in line. This takes some of the pressure off the parent when his youngster asks to take a ride, usually, a father will have several quarters in his pocket. So, there is no problem here.

We like to project public safety with our rides, it is virtually impossible for a youngster to get hurt with our system . . . even though we think it is a good system, we will stress precaution to our customers.

There is much to be said for this business . . . we have some good men, progressive men with progressive ideas. We also have some men who are not so progressive, but this industry has come a long way and steadily it is progressing into one with a respectable image. It's up to the men who have character to build a character for the business. We will attain a position of respectability, but there was a lot of meaning to what old Ben Franklin said, "Glass, china and reputation are easily broken, but never well mended."



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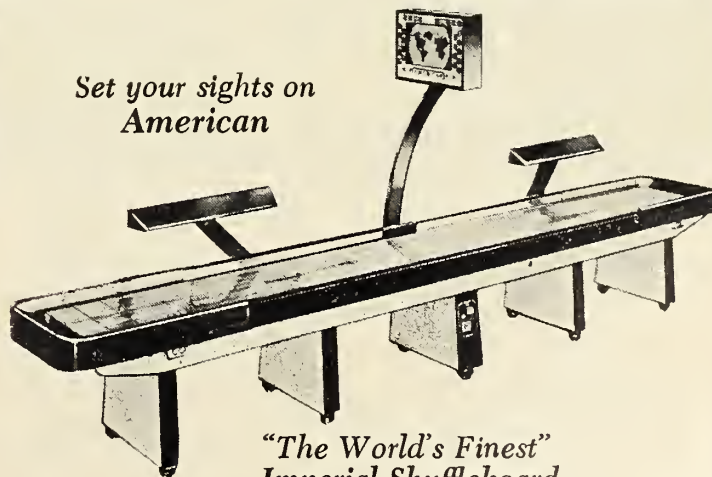
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Wurlitzer 2310 .....	225
Wurlitzer 2200 .....	135
Wurlitzer 2150 .....	95

## ROCK-OLA

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# CAMERON A/V IND. INC. UNVEILS NEW A/V "CINEMATIC 50" AT MOA

■ "Profit Making Sight & Sound"—Gordon

CHICAGO—One of the most surprising developments of the 1967 MOA Show was the unpredicted release of a brand new audio-visual machine called the 'Cinematic 50', by Jack Gordon's Cameron Audio-Visual Industries, Ltd. Gordon, who secured the world distribution rights to the Scopitone machine several months back, gave no advance inkling that a completely new coin-op film machine was to be unveiled at the show, and the shocked look on faces of passersby as they encountered the Cinematic 50, and its smaller sister machine the Cinematic 30, for the first time Friday morning was clearly evident.

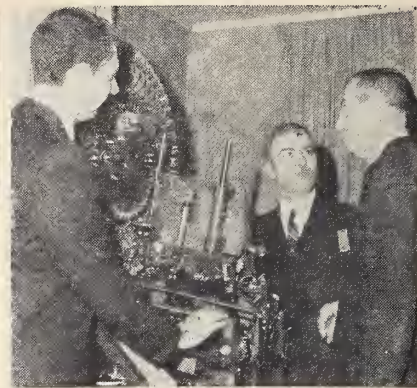
Gordon advised that the Cinematic 50 was the result of one full year's marketing and research study to determine everything needed to "produce a thoroughly dependable and profit making Sight and Sound instrument." Actually, its inventor and Gordon's chief engineer Roger Dauchy, who was on hand to demonstrate the unit for conventioners, spent almost two years through design and development, costing well over one million dollars in tooling and engineering alone.

The firm, Cameron Audio-Visual Industries, Ltd., was formed several months back by Gordon for the distribution of the Cinematic machine. This new organization is not to be confused with Cameron International Ltd. which distributes and maintains film supply for the Scopitone unit. In addition to Gordon, Joel H. Weinberg is a stockholder in both firms and serves as secretary.

"Cinematic 50 was conceived and perfected in the laboratories of the Societe Francaise de Radio and Television (SPRT), part of the Thompson-Houston-Hotchkiss-Brandt group, a leading electronics manufacturer in Europe," Gordon revealed. "The Cinematic 50 has been out on test location more than six months and has chalked up a remarkable record of being one of the most trouble-free pieces of coin-operated equipment ever developed," he further advised.

Cinematic 50 utilizes Kodak Super 8 film and features a dual magnetic sound track system, which if desired can be programmed for stereo. Film change, according to Gordon's sales chief Dick Murphy, is completed by the operator in no more than 30 seconds. The principle is reel-to-reel to assure the operator of on-the-spot film repair in the event of breakage, Murphy stated, "as opposed to the delay in repairing a cartridge." Films, according to Murphy, have a life "ten times that of film cartridge" and the use of Super 8 reduces the cost of film to the operator. In addition, it reportedly reduces the rewinding time by 60% in comparison with machines using 16mm film.

Among those features, many of which Gordon claims are unique on his Cinematic 50, are: a 609 sq. in. self-contained screen which can also be modified to back-project onto giant-sized auxiliary screens; a virtual elimination of projection heat utilizing the



Bob Ettinger, left, listens while Cinematic 50's inventor Roger Dauchy explains unit's mechanical principle.

Xenon lamp which insures 1,500 hours of operation or over 40,000 plays; an elimination of the problems of tilt in order for operation on trains and ships; a dramatic new idea in selection titles with 35mm Kodachrome slides to give, as Gordon says, "a tantalizing idea of the subject matter along with song title and artist name"; a film library exceeding 500 subjects, many with world-renown artists, with an "endless supply of exciting selections assured"; 100% solid state electronics system including both transistors and diodes. In addition, Cinematic sports a 35 watt amplifier, bass, treble and volume controls by Baxandall Corrective Device, a remote wall box, a popularity meter, a "Film Now Playing" indicator, a play meter, two Telefunken full range speakers and a memory unit (Tormat) for pre-selecting up to 50 films.

"It is no secret that our industry has terrible burdens to face," Gordon stated. "Loans, gifts and bonuses piled on top of an antiquated 50-50 commission system are just a few of the tentacles strangling the industry. This not only applies to music, but to the vending business as a whole."

Gordon continued, stating: "Now, for the first time in almost 20 years, and due to actual location demand, the operator can rearrange a commission schedule that will pull him out of his dilemma through our 80/20 Profit Formula."

Gordon explained his 80/20 Formula, saying: "with the exception of gambling devices, we've found that audio-visual units earn more money than any other type of machine in the coin field. Coin-op audio-visual entertainment is here to stay and with it, we now have the powerful tool necessary to get all the equipment back onto a favorable commission basis. The audio-visual pioneers established a new level of location commissions and guarantees which have become standard in the Sight and Sound industry—80% to the operator and 20% to the location plus the highest guarantees in the industry. A coin phonograph is capable of playing 24 records each hour and at 3 for 25¢, it means a total of \$2.00. On a 50-50 commission, the operator gets \$1.00 and the \$1.00 remaining goes to the owner. Cinematic 50, on the other hand, also plays 24 films an hour but at 25¢ a play it produces a total of \$6.00 and on 80% to the operator, he makes \$4.80 with \$1.20 to the location."

Gordon's general administrator Boris Zlatich stated that their film library will definitely have the international flavor, since they believe the audio-visual concept is essentially a European concept.

The Cinematic 50 stands 84" in height, 33½" wide and 30½" deep. The Cinematic 30 comes in smaller dimensions and sports a 273 sq. in. screen. Gordon stated that operators interested in locating the new audio-visual unit can expect delivery beginning in December and should contact the firm in Port Washington, N. Y. where they have set up their new sales headquarters.

## Levy To Eastern Sales

CHICAGO—Sol Mollengarden, manager of Eastern Novelty Company's West Coast (Los Angeles) branch office, has announced the appointment of Bob Levy to the firm's sales Dept. Levy, whose experience in the billiard supply business goes back ten years, will be on the road most of the time according to Mollengarden, covering their eleven Western-state territory.

Eastern's L.A. office supplies all pool table accessories including bed slate out of a 5,000 sq. ft. warehouse. Their North Bergen, N.J. home office, headed by Bert Betti, has served as one of the largest accessories suppliers in the nation for many years and the opening of the West Coast branch earlier this year was designed to provide closer attention to the operators and distributors in that territory.

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## Hermitage Appointed Philco-Ford Distrib.

PHILADELPHIA—The appointment of Hermitage Music Company of Nashville as personal electronics distributor for Philco-Ford Corporation in Tennessee was announced today by Robert J. Whitehouse, manager of personal electronics sales in the Sales and Distribution Division.

Hermitage, well known in the music field as one of the largest one-stop record operations in the Southeast, will distribute Philco's lines of small, personal home entertainment products—including transceivers, tape recorders, small-screen TV, phonographs and Hip Pocket Records.

With the addition of the Philco-Ford franchise, Whitehouse said, Hermitage Music has expanded its facilities (at 469 Chestnut St., Nashville) to accommodate the greatly enlarged inventory necessary to assure prompt and efficient servicing of dealer outlets.

## Brad Intro's Point Fitter At MOA

CHICAGO—The Billiard Research and Development, Inc., better known thruout the coin machine business as BRAD, INC., unveiled a new piece of equipment at the recent MOA Show in Chicago for use in the billiard industry. The new piece of equipment is called the Point Fitter and is used to install Brad Tips on cue sticks.

According to Howard Reinhart, president of Brad, the semi-automatic, electric-powered unit is a money-making, time saving and accurate machine developed especially for billiard equipment dealers. It simplifies installation of the Brad cue tip and can also be used to install standard tips.

The point fitter features a universal application for machining 11, 12, 13 and 14 mm cues. The dowel can be sized accurately and rapidly in a matter of seconds with the cue chuck design.

Reinhart revealed to the Cash Box reporter that Bert Betti's Eastern Novelty Company was in the process of being granted national distribution rights to the Brad Point Fitter.

Details on the unit can be obtained by writing to: BRAD, Inc., 24011 Talbot, St. Clair Shores, Michigan.

## P/V Pairings For Week Of Nov. 11

WHIPPANY, N.J.—The Rowe AMI PhonoVue program for operators has become a very valuable asset in aiding operators to program tunes and P/V films in their locations. George Klersey, director of the program has released pairings for this week ending November 11th.

George has paired The Tremeloes' new disc "Even The Bad Times Are Good" on Epic 5-10233 with P/V flicks "Green Bikini" (L-2905T), "Montmartre Go-Go" (L-2906A), "Devil Temptation" (L-2908C), "Service With A Smile" (L-2908D), "Calendar Girl" (L-2906Z), "Watch The Girls Go By" (L-2909T), "Bachelor Girls" (L-2906W), "Belly Dancer" (L-2907W), "Montmartre Pony Race" (L-2906B) and "Dating Machine" (L-2909Z).

Wayne Cochran's Chess 2029 release of "Get Ready" has been matched up with films "Watch The Girls Go By" (L-2909T), "Calendar Girl" (L-2906Z), "Montmartre Pony Race" (L-2906B), "Bachelor Girls" (L-2906W), "Strip Fun" (L-2907F) and "Girls For Sale" (L-2909L).

"Red Devil Girl" (L-2905F), "French Street Cafe" (L-2909S), and "Gaslight A GO-GO" (L-2905G) has been paired with Jack Jones RCA Victor 47-9365 recording of "Life For Life."

Jay and The Techniques' Smash 2124 record, "Keep The Ball Rollin'" has been matched with "Exotic Perfumes" (L-2908P).

"Mr. Bus Driver" by Bruce Channel on Mala 579 goes with P/V cartridge "Blue Go-Go" (L-2906E).



# JUKE BOX OPS' RECORD GUIDE

## PICKS for PROGRAMMING

The following records, selected from the CASH BOX Top 100, represent tunes and performances which appear to be especially suitable to the juke box on location. Ops should check with their one-stops for availability.

**KENTUCKY WOMAN**  
Neil Diamond (Bong 551)

**GLAD TO BE UNHAPPY**  
Mamas & Papos (Dunhill 4107)

**LIKE AN OLD TIME MOVIE**  
Scott McKenzie (Ode 105)

**WATCH THE FLOWERS GROW**  
Four Seasons (Philips 40490)

**THIS TOWN**  
Frank Sinatra (Reprise 0631)

**STAG-O-LEE**  
Wilson Pickett (Atlantic 2448)

**YESTERDAY**  
Ray Charles (ABC 2910)

**WHEN THE SNOW IS ON THE ROSES**  
Ed Ames (RCA 14-2750)

**I ALMOST CALLED YOUR NAME**  
Margaret Whiting (London 9876)

\* **MASSACHUSETTS**  
Bee Gees (Atco 6532)

\* **DAYDREAM BELIEVER**  
Monkees (Colgems 7392)

\* **NEON RAINBOW**  
Box Tops (Mola 580)

\* **IN AND OUT OF LOVE**  
Diano Ross & Supremes (Motown 1116)

\* **LETTER TO A TEENAGE SON**  
Victor Lundberg (Liberty 55996)

\* **GOIN' BACK**  
Byrds (Columbia 44362)

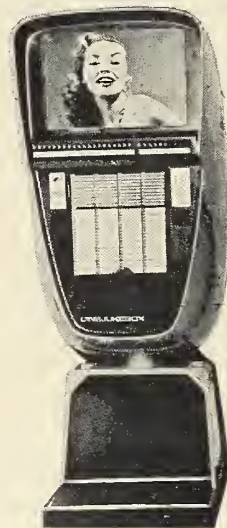
\* **BEAUTIFUL PEOPLE**  
Bobby Vee (Liberty 56009)

(\* indicates first week on chart)

## HIT OF THE MOA SHOW

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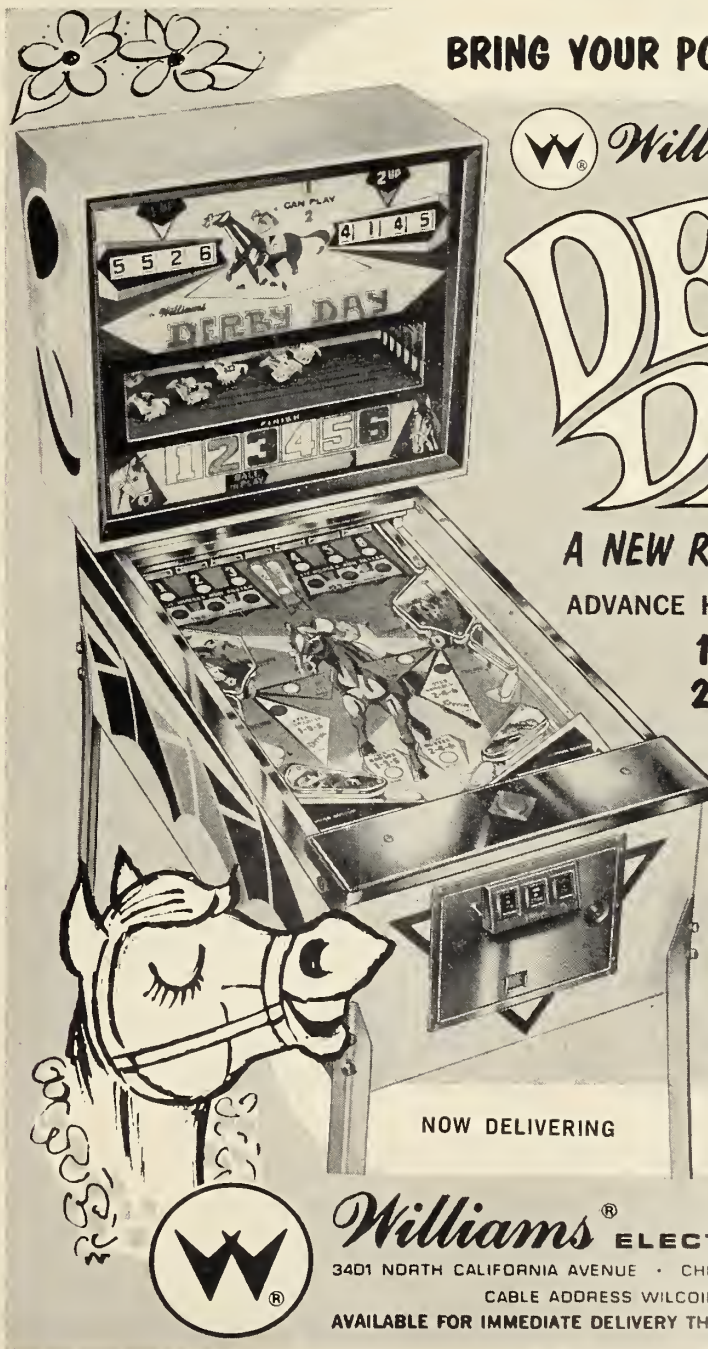


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Gold Crest 8 (57"x101")  
Gold Crest 9 (64"x114")  
Champion Slot Car  
Batti Car Kiddie Ride  
Chuck Wagon  
Sante Fe Express  
Fire Engine  
Stage Coach  
Indian Scout  
Satellite Explorer  
Helicopter

### AMERICAN MACHINE & FOUNDRY CO.

American Speedway  
American Indy  
Mini-Soccer

### AMERICAN SHUFFLEBOARD CORP.

Electra "6" (6' 6-pkt. table)  
Electra "7" (7' 6-pkt. table)  
Electra "8" (8' 6-pkt. table)  
Classic "6" (6' 6-pkt. table)  
Classic "7" (7' 6-pkt. table)  
Classic "8" (8' 6-pkt. table)  
Imperial Shuffleboard (16' to 22')  
Imperial Cushion Model (12')  
Bank Shot Model (9')  
Shuffle '88'

### AUTOMATICS PRODUCTS COMPANY

Smokeshop "Satellite" 630; 18 Sel. Cap. 630  
Smokeshop "Satellite" 850; 27 Sel. Cap. 850  
Smokeshop Modular "900"; 18 Sel. Cap. 900  
Candyshop "100" Ten Columns 400 Capacity  
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### AUTO-PHOTO CO.

Model 12 Studio

### BALLY MFG. CO.

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1966 Bally Bowler (4/66)  
Deluxe Fun Cruise 1P (11/66)  
Bazaar 1P (11/66)  
Capersville 4PL (2/67)  
Rocket III Add-A-Ball Flipper (6/67)  
Wiggler 4P (9/67)

### CHICAGO COIN MACHINE

Beatniks 2P (2/67)  
Park Lane Puck Bowler 6P (1/67)  
Vegas Bowler (3/67)  
Bullseye Baseball (3/67)  
Wild West Gun (5/67)  
Riviera Puck Bowler 6P (6/67)  
Ski Ball 4P (7/67)  
Twinky 2P (9/67)  
Fleetwood 6P Ball Bowler (9/67)  
Ace Machine Gun (10/67)

### COLOR-SONICS, INC.

Colorama 2600  
Combi 150

### DANCARR MUSIC

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### DUKANE CORP.

Ski 'n Shore  
Grand Prix Raceway  
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### FISCHER MFG. CO., INC.

COIN  
Empress 105D (105 x 59)  
Empress 92D (92 x 52)  
Regent 101D (101 x 57)  
Regent 91D (92 x 52)  
Regent 86D (84 x 48)  
Fiesta 5B (Rebound pool)  
NON-COIN  
Empire 105 (59 x 105)  
Empire 8 (101 x 57)  
Empire 7 (92 x 52)  
Dutchess B (101 x 57)  
Dutchess 7 (92 x 52)  
Princess 58  
Crown Town & Country

### J. F. FRANTZ MFG. CO.

Little Leaguer (12/62)  
Double Header (12/62)  
Save Our Business  
U.S. Marshall 5¢ Gun  
Kicker & Catcher  
ABT Challenge Pistol  
ABT Guesser Scale  
ABT Rifle Sport  
Aristo Scale

### D. GOTTLIEB CO.

Hi-Score 4P (6/67)  
Sing-Along 1P (9/67)

### PAUL W. HAWKINS MFG.

Rodeo Pony  
Mustang  
Pony Cart  
Ben Hur Chariot  
Twin Quarterhorse  
Derby Pony Jr.  
Leo The Lion  
Sam The Clown  
Donny Duck

### INTERNATIONAL MUTOSCOPE

Photomatic 60's  
Plasti-Matic  
Balloon-O-Mat  
Snack Bar  
Pony Cart

### IRVING KAYE CO., INC.

NON-COIN MODELS  
Deluxe Continental (4 1/2' x 9')  
Ambassador 70 (85" x 47")  
Ambassador 75 (92" x 52")  
Ambassador 80 (106" x 58")  
Ambassador 90 (114" x 64")  
COIN-OP MODELS  
Deluxe Eldorado "66" 6 Pkt. Series  
Mark I, 77x45  
Mark II, 86x48  
Mark III, 92x52  
Mark IV, 106x58  
Mark V, 114x64  
Deluxe Satellite, 77x45  
Deluxe Klub Pool  
Regular 56x40  
Jumbo 75x48

### MARVEL MFG. CO.

Side-Rail Elect. Scoreboard  
Coin Box  
Cross-mount Scoreboard

### MIDWAY MFG. CO.

Cobra Shuffle (4/67)  
Space Gun (5/67)  
Firebird Shuffle (9/67)  
Flying Saucer (10/67)

### MONDIAL INTERNATIONAL

Mondial Shoehine  
Flash Soccer 2P (5/67)

### NATIONAL SHUFFLEBOARD & BILLBOARD CO.

COIN-OP MODELS  
Coronet I (46" x 78")  
Coronet IA (49" x 84")  
Coronet II (52" x 92")  
Coronet III (59" x 105")  
Coronet IV (63" x 113")  
Coronet Select-O-Ball  
PROFESSIONAL MODELS  
Royale (4' x 8')  
Royale (4 1/2' x 9')  
Executive (63" x 113")  
Executive (59" x 105")  
Champion (63" x 113")  
HOME MODELS  
President I (49" x 84")  
President II (53" x 96")  
President III (58" x 102")  
SHUFFLEBOARDS  
Astro-Lite (16'-22')  
Star-Lite (13')  
Champion (16'-22')  
Streamliner (16'-22')

### PATTERSON INT'L CORP.

Football Match  
Flip Match  
Drag Strip

### ROCK-OLA MFG. CO.

Caravelle (20 Col. 800 Packs) Model 3002 Cigarette Machine  
Model 434 Concerto Phonograph, 100 selections, 45/33 rpm stereo-monoaural intermix. Compact size.  
Model 433 GP/Imperial phonograph, 160 selections, 45/33 rpm stereo-monoaural intermix. Console size.  
Model 437 "Ultra" console-sized, 160 selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 436 "Centura" console-sized, 100-selection, 45/33 rpm, stereo-mono intermix. Dollar acceptor optional.  
Model 430 100-Sel. Wall Phone (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

### DAVID ROSEN, INC.

Cinejukebox (audioviz)  
Phono-Voice Recorder

### ROWE MANUFACTURING

PHONOGRAPH  
Rowe AMI "Music Merchant"—Model MM-1 without dollar bill acceptor. Model MM-2 with dollar bill acceptor. "Stereo-Round" Music console—3-in-1 programming—200-160-100 selections—personalized panel. Album and single record pricing accepts dollar bills, half dollars, quarters, dimes and nickles. Plays 33 1/3 and 45 r.p.m. records intermixed, stereo or monoaural. Phonovue 120-sel. audioviz component.  
PHONOVIEW—20 sel. Super 8 mm. film auxiliary projection unit.  
MUSIC EQUIPMENT  
Wallbox—"Wall-Ette" #WRA and #WRB—remote 200 selection "Stereo Round" speaker wallbox. Height 13 3/8". Width 16 1/2". Depth 6 1/4". Push-button volume control. Exclusive waitress call light button. Twelve album display merchandisers. Personalization panel. Half dollar chute. Twin 30° angle stereo speakers. Unitized selector and speaker assembly. Flip-out title page unit. Swing-out, lift-off door. Can be serviced from rear or front. Plug-in components.  
HJG—Hideaway—selective stereo—200 sel.  
HGG—Hideaway—selective stereo—160 sel.  
HHG—Hideaway—selective stereo—100 sel.  
R—2092-A—Discotheque Speakers—Console Cabinets.  
EX-401—Wall Speakers.  
BACKGROUND MUSIC SYSTEMS  
Custommusic Programaster — 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.  
270—Celebrity First In—First Out; 440 candy, 200 gum and mint capacity. Also pastry columns; changemaker.  
277—Celebrity—11 columns, 340 items capacity.  
77—Candy Merchandiser—11 columns, 340 items—changemaker. Small cabinet model.  
CIGARETTE VENDORS  
160—Rowe Riviera Cigarette Console—20 columns, 800-pack capacity. Electric coin mechanism with mechanical totalizer personalization panel. Save-a-match feature.  
260—Celebrity Cigarette—20 columns—800 packs. Same features as Riviera in Celebrity cabinet.  
286—Celebrity Cigarette—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer.  
86—Cigarette Vendor—14 columns, 510 packs. Manual coin mechanism with mechanical totalizer. Small cabinet model.  
DOLLAR BILL CHANGERS  
6—Dollar Bill Changer. World's first dollar bill changer. \$150 and \$300 capacity. Heavy duty floor model.

### THE SEEBURG CORP.

PHONOGRAPHS  
Seeburg Phono-Jet  
100 selections, 45 rpm mono, compact size.  
Seeburg Stereo Showcase  
160-selections, 33 1/3 and 45 rpm, stereo/mono play, rotating album display, optional dollar bill acceptor and Income Totalizer System, balanced tone arm transistorized.  
HLPC-1—Stereo LP Hideaway, 160 selections (up to 480 selections with all album programming). Income Totalizer. Plays 33 1/3 and 45 rpm records intermixed. Album and universal pricing.  
SC-1—Stereo Console. 160 selections. Used for remote selection of any record on LP Console or Hideaway. Personalized panel. Album display panel. Album pricing. Push-button volume control. Twin stereo speakers. Remote Income Totalizer. Polished chrome or copper finish.  
EBCS-1—Extended Bass Console Speaker. Provides full range stereo response in conjunction with Console speakers.  
SC-11—Stereo Communication Console. Console serves as Intercom.  
CIM-1—Console Intercom Master Unit. Used with Stereo Communication Console.  
BACKGROUND MUSIC  
ICK-1—Intercommunication Console Kit. Converts Stereo Console to Stereo Communication Console.  
BMS-2—Background Music System 1000 Selections.  
BMC-1—Background Music Compact, 1,000 selections.  
BMCA-1—Background Music Companion Audio. Used with Background Music Compact (BMC-1)  
MPE-1—Electronic Memory Programmer. Used with the Background Music Compact (BMC-1) to insert special announcements and commercials into the background music program.  
SABMC-1—Seeburg Automatic Background Music Center. For use with FM Multiplex Telephone Lines and On-Premise Locations. Total of 112 1/2 hours of music.  
SEP-1—Seeburg Encore Phonograph. 760 Selections of Foreground Music.  
CANDY VENDORS  
W10CNI—Mechanical. 10 Selections. 220 bar capacity.  
WBTIG—Mechanical 8 Selections. 152 bar capacity.

### UNITED BILLIARDS

COIN-OPERATED TABLES  
"100" (78 x 46)  
"200" (88 x 51)  
"300" (93 x 53)  
"400" (103 x 58)  
"500" (114 x 64)

### 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  
Club Pool  
56x40  
75x43  
Coin-A-Copy (photocopy unit)  
Convertible Time Pool Permits Regulation 6 Pocket Play.  
T-86—86x50  
T-93—93x53  
T-106—106x60  
T-106 Snooker—106x60  
T-114—114x64  
T-114 Snooker—114x64  
Pro Leader Series  
Pro-2  
Pro-3  
Pro-4  
Professional Billiard Lounge Tables  
4x8—106x60  
4x8 Snooker—106x60  
4 1/2x9—114x64  
4 1/2x9 Snooker—114x64  
Home Tables  
Pro 2H—86x50  
Pro 3H—93x53  
Pro 4H—106x60  
Pro 5H—114x64

### 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—101x7

### WILLIAMS MFG. CO.

Altair Shuffle (3/67)  
Coronado Bowler (6/67)  
Beat Time 2P (9/67)  
Derby Day 2P (10/67)

### THE WURLITZER COMPANY

PHONOGRAPHS  
AMERICANA II 3200, 200 selection, stereo, single direction turntable, credit system, National Dollar Bill Acceptor, Golden Magic Bar.  
AMERICANA Model 3100, 200-selections; Model 3110, 100-selections, stereo-mono, solid state amplifier, 25 watts per channel, panoramic pictorial dome panel display or optional dollar bill acceptor. Available with Golden Bar Top Tunes, and Little LP feature. Additional panoramas for special occasions. Brochure on request.  
HIDEAWAY PHONOGRAPHS  
200-selection, Model 3117 and 100-selection, Model 3111 . . . Top Tunes unit optional. Both models offer complete selectivity from one or more Wurlitzer Wallboxes. Brochure on request.  
REMOTE CONTROL EQUIPMENT  
SATELLITE, Selective Remote Speaker Console, 100-selection Model 5131; and 200-selection Model 5132. Identical in lower design to companion AMERICANA Phonograph with same speaker complement. Includes 5-position, rotary volume control. Available with Top Tunes Golden Bar and Little LP feature.  
Model 5220 . . . 200-selection wallbox with twin speakers, push-button volume control for loud, medium or soft music level, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5220-B . . . Same as 5220; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5220.  
Model 5220-A . . . 200-selection wallbox without speakers or volume control. This model does not have the Golden Bar feature. It does have, as do all Model 5220 and 5225 Series Wallboxes, the Little LP selection feature.  
Model 5225 . . . 100-selection wallbox with twin speakers, push-button volume control, Little LP's and the Top Tunes "Golden Bar" feature.  
Model 5225-B . . . Same as 5225; but without the Golden Bar Button. In its place is a stylized plate with the star design. Price identical to Model 5225.  
Model 5225-A . . . 100-selection wallbox without speakers, or volume control. This model does not have the Golden Bar feature. It does, however, have the Little LP feature.  
NOTE: As outlined above, all of these wallboxes will allow the patron to select Little LP records, provided, of course, the phonograph incorporates the built-in Little LP feature.  
#259B Stepper . . . 100-Selection for use with all AMERICANA Phonographs Model 3110, 100-selection, and 100-selection SATELLITE.  
#261B Stepper . . . 200-selection for use with all AMERICANA Phonographs Model 3100, 200-selection, and 200-selection SATELLITE.  
Kit #197 . . . Combination Volume Control and CV line-matching transformer for use with SATELLITE.  
Kit #190 . . . Microphone Kit, inductance type microphone with push-to-talk, flip-to-stay-on switch, control relay assembly and volume control case . . . shipped with 10 ft. cord. Brochure available.



## Foreign Equip. Cont.

Sega Enterprises Ltd.

Sega, the first Japanese firm to ever exhibit at the MOA Show, displayed their Rifleman gun game that dispenses a target showing the shooter how well his aim is, along with a Punching Bag that tests the velocity of your knock-down punch and the Sega Basketball Game which was played by the Cash Box Staff and was found to be a real fun game to play.

Sega was presented a membership to the MOA by past-president James Tolisano at the general membership meeting. They are the first foreign firm to gain membership to the MOA. Heading up the Sega clan from Japan was president, David Rosen.

Taito Trading Co., Ltd.

The Taito troupe from Tokyo showed their Basketball and Periscope games to the American coinmen with merchandising on their minds. Michael Kogan, president of the firm and Abraham Kogan, was host to their exhibit booth as was Taito's Mr. Kusano.

David Rosen, Inc.

Philadelphia's David Rosen of David Rosen, Inc. was host to Mr. Bottani of Innocenti, the firm that manufactures Rosen's Cinejukebox A/V unit. Leo Crawford, sales exec for Rosen was also on hand to show visitors around the Rosen exhibit.

Visitors & Exhibitors

According to tabulated figures, the 1967 MOA Show attracted 1700 non-exhibitors, (operators, distributors, etc.) and 300 exhibitor personnel. It was also estimated that there were nearly two-dozen foreign operators attending the show.

## Leyser, Consul Cont.

graph, on the other hand, will add to the decor. We've tested its potential to crack so-called 'class locations' out in California and, suffice it to say, it's a miracle. But I want to emphasize that regardless how you intend dealing with the location, straight rental or commission, get off on the right foot—with a contract."

Leyser stated that the Consul is not a competitor of the standard jukebox as the average tavern location needs a machine that, "stands up and says 'here I am,' well, ours is much more conservative," he said. "It's this very conservative appearance that should give the operator the ammunition he's been looking for to get his foot in the door of those untapped class locations."

Leyser sees the direction of our culture leading more and more toward the more posh location. "Urban renewal has knocked out a lot of good tavern spots. We know this as operators. They're being replaced by the better grade cocktail lounges and unfortunately for our business, many have been reluctant to take in a 'jukey' looking machine. This new unit moves with this class trend. Besides which, we all know music stimulates the cocktail crowd into buying more liquor. Let the owner know this, show him the Consul's styling and you'll be pleasantly surprised."

ACA has tested the structural durability and mechanical proficiency of the NSM machine for the past half-year and have developed 100% confidence in it as operators. Complete parts are available from either Oakland or Los Angeles branches, Leyser has advised. Operators not satisfied with a Consul 130, the ACA executive stated, can return it before 90 days. "But we'd never bother to sell a piece of equipment unless we had complete confidence of ourselves as operators," he added. "One more thing," Leyser hastened to state, "this unit sells for far less than our domestic machines."

## Moran Adds Jupiter Phono To Mechanic Training In Denver

CHICAGO—Jack Moran, president-founder of the Institute of Coin Operations, has added Phase #9 to his coin machine mechanic school curriculum—that dealing with the technical in's and out's of the Jupiter phonograph. The arrangement to obtain a Jupiter Futura 100-selection machine was completed at the MOA Show between Moran and Jupiter Sales of America president Bob Taran.

The Institute's other eight areas of concentration are: 1. Basic Electricity, 2. Pinball Games, 3. Bowlers, 4. Special Games, 5. Rowe AMI, 6. Rock-Ola, 7. Seeburg and 8. Wurlitzer phonographs.

Moran's school, which has purchased every unit used for training, has about 80 machines from recent models to those dating back approximately three years. The school has graduated 181 qualified coin machine servicemen since it's founding in December of 1964. 100% of his graduates have found immediate employment, according to Moran, the vast majority of which have entered the trade.

"This 100% placement really surprises the government agencies, such as the Manpower Development Program and the State Employment people who subsidize the tuition. Naturally, they are behind us 100% in our work to produce these skilled lads and

help fill in the tremendous shortage in our industry."

But, unfortunately, Moran wonders whether his own industry is behind his school. "We can handle 14 men in each class," Moran stated, "but if we get six that's a lot. I blame this on those in our business who give the concept of a mechanic's school a lot of lip service but no cooperation. I don't mean financial cooperation either," he declared, "because the government is all too happy to pay the \$750 to get a lad through the 24 week course and give him a weekly wage, lodging and even separation pay if he must be away from his home. What I need is active help from our manufacturers right down through the distributors and the operators—help in getting students in here. Heck, these companies are really helping themselves in the long haul if this program can kill the mechanic shortage and have a good school to send an enterprising employee to be trained in the correct methods of repairing the equipment back on the route," he further stated.

Moran advises any operating company interested either in hiring a graduate or submitting a name for enrollment to get in contact with him in Denver. This tremendously dedicated man has been carrying the ball virtually alone for too long. Let's all get with the program!

## Rowe Acquires Nat'l Dist. For Micro-Wave Oven

WHIPPANY, N.J.—Jack Harper, president of Rowe Manufacturing, announced the acquisition of national distribution rights to the micro-wave oven manufactured by the Atherton Division of Litton Industries.

Rowe will distribute the oven unit within the vending and food service industry.

The decision was made during a meeting of executives of both firms at the Conrad Hilton Hotel last Sunday, October 29th in Chicago.

### 50 YEARS <sup>1917</sup>/<sub>1967</sub>

of progress and service in providing all your requirements in

- ★ VENDING
- ★ MUSIC
- ★ AMUSEMENT

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# New ACE Machine Gun



**10¢ and  
3 for 25¢  
Play**

**LOCATIONS NEED VARIETY**

**Looks Completely Different  
— Will Stand Out**

- Realistic "Distant" Shooting! 3-Dimensional Targets Actually Appear 8' From Player
- Exciting Animation . . . Flying Airplane, Moving Tank, Disappearing Helicopters.
- Exciting New Floating Parachutes On Exclusive 2-Way Mirror.
- Revolutionary New Double-Ring Lighted Sight, For More Accurate Shooting!

**Compact Size Fits Everywhere!  
Only 36" long—23" wide**

Mfrs.  
of  
**PROVEN  
PROFIT MAKERS**  
Since  
1931

ALSO IN PRODUCTION: **RIVIERA • FLEETWOOD • TWINKY**

**CHICAGO COIN MACHINE DIV.**

**CHICAGO DYNAMIC INDUSTRIES, INC.**

1725 W. DIVERSEY BLVD., CHICAGO, ILLINOIS 60614



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Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

## WANT

WANT AMI H I J 200'S, CONTINENTAL "2", JEL 200'S, WQ-200/3 wall boxes, Rockola 1564 wall boxes 100 selection. 1494, 403, 430 Wall machines; AMI, Seeburg, Rockola hideaways; Holly Cranes. CROSSE-DUNHAM & CO., 225 WRIGHT BLVD., GRETNA, LA. 70053.

WANT—AUDIO-VIDEO MACHINES, SHUFFLEBOARDS with anti cheats, scoring units. Personal music equipment. Write stating make, model, condition and best cash price. ST. THOMAS COIN SALES, 669 Talbot St., St. Thomas, Ontario, Canada. Area 519-631-9550.

WANTED TO BUY: KICKER AND CATCHER games, also other penny games, can use Playland Rifles. RELIABLE COIN MACHINE CO., 1433 W. Sherwin Ave., Chicago, Ill.

RECORDS, 45's AND LP's SURPLUS Returns, overstock cut-outs, etc. HARRY WARRINER KNICKERBOCKER MUSIC CO.—453 McLEAN AVE., YONKERS, N.Y. (Tel. Greenleaf, 6-7778).

WANTED—YOUR USED 45 RPM RECORDS. We pay freight and up to 13¢. REC-O-RAC 942 DEDAR, ESCONDIDO, CALIFORNIA. (TEL. 714-745-5942).

45 RPM RECORDS, NEW. NO QUANTITY TOO large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT: RECORDS, 45's, USED OR NEW. ALSO LP stocks, any quantity. Will buy on steady basis. BEACON RECORD DISTRIBUTORS, 725 BRANCH AVENUE, PROVIDENCE, R. I. 02904. PHONE: UN-1-7500 or JA-1-5121.

USED 45 RPM RECORDS, ALL TYPES AS they run, right off the route. No sorting or picking. We pay freight from anywhere in U.S.A. Standing order available for regular shippers. JALEN AMUSEMENT CO., 1215 S. HOWARD STREET—BALTIMORE, MD 21230.

WANT TO BUY USED AND NEW PINBALL GAMES, ADDABAL one & two players every kind of models MFD 1964, 1965, 1966 and also guns, bowlers, arcade, make offer to Robert Mauro, ELECTROPHON, VIA MELCHIORRE 6101A 41a, MILANO (ITALY).

WANT: NEW OR USED 45 RPM SINGLE NOT over 6 months old. We pay 11¢ each and the freight and we can use 200 of one number. Phone: 312-344-3300. CHAS. ALZNER, 2000 So. 3rd Ave., Maywood Illinois.

WE ARE ALWAYS INTERESTED IN USED AND brand new phonographs, pinballs, bingos, guns, arcade, kiddie rides, slot machines, etc., all makes, all models. QUOTE FOB SEA VESSEL TO HOLLAND BELGIE EUROPE, SPRL., 276 AVENUE LOUISE, BRUSSELS 5, BELGIUM. CABLE: HOBELEURO/BRUSSELS.

WANTED TO BUY USED AND NEW PINBALL games two or four players, Wurlitzer juke boxes, Jennings slot machines every kind of models 1965, 1966, 1967 and spare parts, make an offer to AUTOMAT-TJANST N STORGATAN 19 BJUV SWEDEN

WANTED: WURLITZER 2510, SEEBURG KD-VL-201, AMI H-200, I-200, J-200, K-200, Rockola 425-426, Gottlieb Buckaroo. All Add-A-Balls. CLEVELAND COIN MACHINE EXCHANGE, INC., 2029 Prospect, Cleveland, Ohio, To 1-6715.

WANTED: RECORD COMPANY WITH GOOD lines. We can offer Action distribution and promotion. Call or write: JODY RECORD DISTRIBUTORS, 1697 BROADWAY, RM. 1407, NEW YORK, N.Y. 581-0474.

NEED OLDIES, RECENT OR UP TO 10 YEARS. New. Must buy by title. Minimum 50 per title. Forward title and price lists to MODERN RECORD SERVICE, 4500 N.W. 36TH AVE., MIAMI, FLA.

DISTRIBUTORS WANTED: BELCANTO Records—The Great Singers—Caruso, Farrar, Sutherland, Etc. Catalogue of 49-12" LP's. Write: EICHLER RECORD CORP., 815 BROADWAY, NEW YORK, N.Y. 10003

WANTED: EXPERIENCED MECHANIC FOR Phono's, Pinballs and Bingo's. Must be dependable. Write GUAM MUSIC, INC., P.O. BOX 631, AGANA, GUAM 96910.

WE ARE CONSTANT BUYERS OF ALL AMUSEMENT machines and surplus spare parts for same. Write MAX LOBO & CO., MEIR, 23, ANTWERP, BELGIUM.

WANT TO BUY: ALL TYPES OF COUNTER Games. All Makes and Models. Quantity available and price. Cash waiting. LOWELL ASSOCIATES, 2401 W. BALTIMORE ST., BALTIMORE, MARYLAND 21223. TEL: (301) 947-3785.

## FOR SALE

EAGLE EYE BILLIARD CUES: TRIPLE-TURNED for straightness, plastic-coated for lasting trueness. Ask your distributor for our economy 4-prong style cue. It's nice looking, rugged and durable. Sold only through distributors. ELLICOTTVILLE WOOD PRODUCTS CORP., READING, PA. 19603.

FOR SALE—KING OF DIAMONDS \$350.00; Oklahomas \$145.00; Ship Mates \$275.00; Hi Scores \$495.00; Super Scores \$410.00; Dancing Ladys \$410.00; Masquerades \$360.00; Base Hits \$445.00; Apollos \$380.00; Big Chiefs \$295.00; Shangri-Las \$495.00; Bazaars \$325.00; Capersville \$450.00; Artic Guns \$425.00. Also large stock of bingos. NEW ORLEANS NOVELTY COMPANY, 1055 Dryades Street, New Orleans, Louisiana, 70113. Telephone (504) 529-7321. Cable: NONOVCO.

FOR SALE—300 LATE PIN BALL MACHINES fresh off of our summer locations. All machines shipped and reconditioned and are location ready. Call: GLOBE AUTOMATIC VENDING COMPANY, 378 Granite Street, Quincy, Mass. 02169, Tel: 617-479-0010.

FOR SALE: UNITED SHUFFLES—Pacer \$395; Mambo \$475; Tiger \$445; Orbit \$460; Cheeta \$550. Call or write: MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN RD., SCOTIA, NEW YORK 12302.

NEW SONGS—Newly established ASCAP PUBLISHER has a large selection of music material. Record producers and Recording Companies interested write, J.B.J. MUSIC CO., 735 MORRIS ST., PHILADELPHIA, PA. 19148.

FOR SALE: RECONDITIONED BARGAINS: Bally Gold Rush (1p)—\$195.00; Two In One (2p)—\$195.00; Six Sticks (6p)—\$445.00; Gottlieb Paradise (2p)—\$345.00; Bally ABC Bowling Lane 14"—\$50.00; ABC Tournament 12 1/2"—\$75.00; Challenger Bowler 14"—\$95.00; Pan American Bowler 11"—\$145.00. Mickey Anderson Amusement Company, 314 East 11th Street, Erie, Pa. Phone 452-3207.

ATTENTION POOL TABLE OPERATORS—POP-On Cue Tips fits all Brad Ferrules. 11 mm & 12 mm. Amazing material, more friction, longer lasting. 10¢ each in quantities of 50. Send check or M.O. to JEFORC INDUSTRIES INC., BOX 192, VALLEY STREAM, N.Y.

FOR SALE: GERMAN FOOSBALL \$325; American made \$275; Italian made \$195. All in excellent condition. BUDGE WRIGHT'S WESTERN DISTRIBUTORS, 1226 SW 16TH AVE., PORTLAND, OREGON.

HI-SPEED, SUPER FAST SHUFFLEBOARD WAX. 24 one-pound cans per case, \$8.50 f.o.b. Dallas, Texas. Sold on money-back guarantee. Dist. for D. Gottlieb, Rock-Ola, American Shuffleboard, Irving Kaye & Midway Mfg. Co. STATE MUSIC DISTRIBUTORS INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE: SEEBURG 480, \$750.00, 220, \$275.00; Wurlitzer 2410, \$225.00; Rock-Ola 1458, \$115.00; 1465, \$115.00. Also used Pin Games, Bowlers and Guns. Bird Music Dist., Inc., 124 Poyntz, Manhattan, Kansas, Area Code 913 PR 8-5229.

WE HAVE A CHOICE SELECTION OF LATE Williams Two Players. Write for prices MIDWEST DIST., 709 LINWOOD BLVD.—KANSAS CITY, MO.

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4RA-6170

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4RA-6181

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